

Lenovo Mobile Business Group

Smartphone Portfolio 2016

September 2016

+ Agenda

Group
update

B2B
focus

Product
Portfolio

OS &
security
updates



LenovoTM

THE LARGEST PRODUCT LINE OF THE MARKET

LenovoTM

+ Innovation in our DNA



ShatterShield™
display



Built-in Projector
tablets



Convertible 4th
generation



Moto MODs
Transform your phone

+ Global market positions

A strong leader

#1
PC

Record 20% worldwide
market share

#1
PC + tablets

#1 spot in broader
PC + tablet market

#3
X86 servers

Including both ThinkServer
and System x Server

#5
Smartphones

+63% YoY
(out of china)

+ Key successes in B2B smartphones

Great leap forward !



+SMB channel...

2016 Products

+ 2016 Roadmap

Lenovo™

moto

- Pure Android
- Best-in class components
- Splash/scratch proof
- Innovation

Moto Z



Moto G4



High > Mid > Entry

Lenovo™

- Price Aggressive
- Consensual Design
- B2C centric

K5



High > Mid > Entry

moto - a unique proposition



Purest Android



Fastest OS upgrade



Best in-class Security



IT manager ready



Android
for Work

motog⁴

Get more on what matters most



Lenovo™



Moto G⁴ family

The lineup

Moto G⁴ Play
Affinity 8MP



August

RRP 169€ TBC

Moto G⁴
Affinity 13MP



Available (since june)

RRP 229€

Moto G⁴ Plus
Affinity 16MP



Available (since june)

RRP 269€



Streamlined | Thin



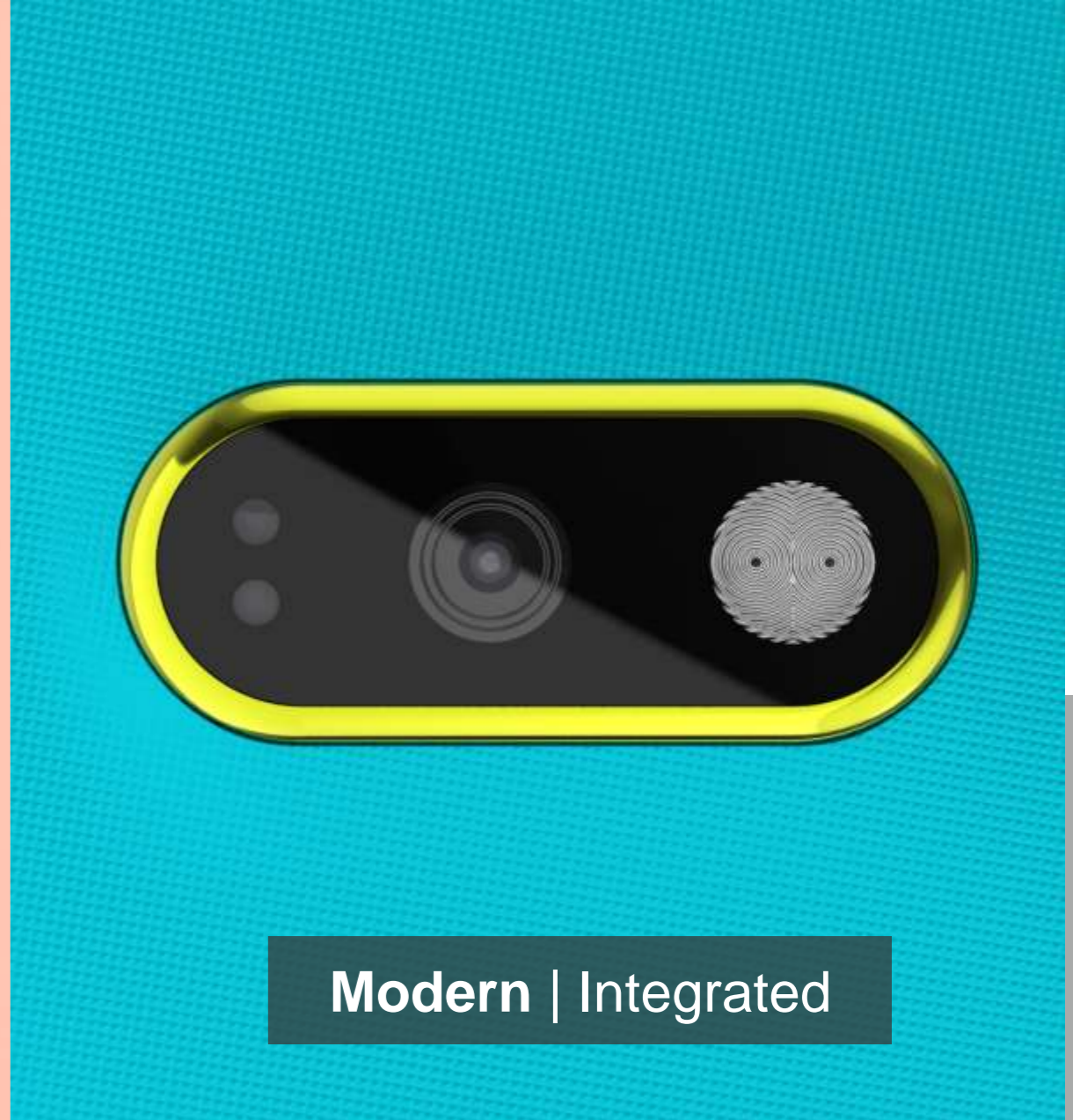
Tactile | Comfort



Personal | Unique



Familiar | Iconic



Modern | Integrated

Lenovo™

Moto G⁴

+ Moto G⁴

Larger, Faster, still affordable



Larger display

5.5" Full-HD



Premium performance

Octo-Core CPU, 2GB RAM



All day battery

3000mAh



Secure and up to date

Latest Android



Never miss a detail

5.5" Display

1080p FHD (1920 x 1080) - 401 ppi

Corning Gorilla Glass 3



Never miss a multitasking

1.5 GHz Octa-core processor
Qualcomm Snapdragon 617 CPU
Adreno 405 GPU
2GB RAM



Never miss out on power

3000mAh
>24h





Never miss out
on security

Pure Android™ 6.0.1
Guaranteed upgrade to N
& security patches

Never miss those little things that simplify your life



Moto Actions



Moto Display



Moto G⁴

Display

5.5" Full HD (1080 x 1920)
401 ppi

CPU

Qualcomm Snapdragon S617
-CPU : 1.5GHz Octo-core
-GPU : 550MHz (Adreno 405)

Camera

13MP f2.0 AF - Dual LED CCT flash
5MP - 84° selfie

Memory

16GB ROM
2GB RAM DDR3
+ SD card support up to 128GB

Battery

3000 mAh
Turbocharge 15W compatible

Network

4G : B1/3/5/8/19/20/28/40 - cat4 150Mbps
3G : 850/900/1900/2100
2G : 850/900/1800/1900

Connectivity

Wi-Fi : a/b/g/n 2.4GHz + 5GHz
BT : 4.1
GPS : aGPS, glonass, beidu

OS

Android 6.0.1 (Pure)
Guaranteed upgrade to N
Guaranteed main security patches

Other

Dual SIM (2SIM +SD)
Micro SIM (+ Nano SIM adapter inbox)

June



Lenovo™

Moto G⁴ PLUS

+ Moto G⁴ Plus

All the plus you need for B2B



Best in class camera



Fingerprint sensor



Turbo Charger inbox



More on picture

Most advanced 16MP Camera

First in its class to offer
laser auto-focus and PDAF

DxO 85

OmniVision
PureCel[®] Plus

Lenovo[™]

More convenient



Fingerprint Sensor
Unlocks in <750 milliseconds

Saves you time x83 per day

More on
charging

TurboPower charger in box
6 hours of power in 15 mins



+ Moto G⁴ plus

Display

5.5" Full HD (1080 x 1920)
401 ppi

CPU

Qualcomm Snapdragon S617
-CPU : 1.5GHz Octo-core
-GPU : 550MHz (Adreno 405)

Camera

16MP f2.0 - Laser + Phase Detect. dual AF
Dual LED CCT flash
5MP - 84° selfie

Memory

16GB ROM
2GB RAM DDR3
+ SD card support up to 128GB

Battery

3000 mAh
Turbocharge 15W inbox

Network

4G : B1/3/5/8/19/20/28/40 - cat4 150Mbps
3G : 850/900/1900/2100
2G : 850/900/1800/1900

Connectivity

Wi-Fi : a/b/g/n 2.4GHz + 5GHz
BT : 4.1
GPS : aGPS, glonass, beidu

OS

Android 6.0.1
Guaranteed upgrade to N
Guaranteed main security patches

Other

Fingerprint sensor (5 fingers)
Dual SIM (2SIM +SD)
Micro SIM (+ Nano SIM adapter inbox)



Moto G⁴ PLAY

+ Moto G⁴ play

Moto G for the mass



Compact
5" display



Reliable
Qualcomm, splashproof



All day battery
2800mAh replaceable



Up to date
Latest Android w/ guaranteed upgrade



All day battery

- 2800mAh
- Replaceable



+ Moto G⁴ play

Display	5.0" HD (720 x 1280) 293 ppi
CPU	Qualcomm Snapdragon S410 -CPU : 1.2GHz Quad-core -GPU : 400MHz (Adreno 306)
Camera	8MP f2.2 AF - 1.4µm Dual LED CCT flash 5MP - 84° selfie
Memory	16GB ROM 2GB RAM DDR3 + SD card support up to 128GB
Battery	2800 mAh replaceable Turbocharge 10W compatible
Network	4G : B1/3/5/8/20/28/40 - cat4 150Mbps 3G : 850/900/1900/2100 2G : 850/900/1800/1900
Connectivity	Wi-Fi : b/g/n 2.4GHz BT : 4.1 GPS : aGPS, glonass, beidu
OS	Android 6.0.1 Guaranteed upgrade to N Guaranteed main security patches
Other	Dual SIM (2SIM +SD) NFC variant existing (single SIM & 1GB RAM) Micro SIM (+ Nano SIM adapter inbox)





Moto G⁴ family

Specifications



August
RRP 169€ TBC



June
RRP 229€



June
RRP 269€

	Moto G4 play (Affinity 8MP)	Moto G4 (Affinity 13MP)	Moto G4 plus (Affinity 16MP)
Display	5" HD, 720p	5.5" Full HD, 1080p	
Processor	Qualcomm® SnapDragon 410 1.2 GHz quad-core CPU	Qualcomm® Snapdragon 617 (MSM8952) 1.5 GHz octa-core CPU	
Memory	16GB storage + 1 or 2GB RAM	16GB storage + 2GB RAM	16GB storage + 2GB RAM
Rear camera	8MP + 5MP	13MP + 5MP	16MP + 5MP (with dual auto-focus technology)
Battery	2,800 mAh replaceable	3000mAh Turbo-Power enabled	3000mAh Turbo-Power in-box
Fingerprint sensor	No		Yes
NFC	Yes (on 1GB RAM)	No	

+ 2016 Roadmap

Lenovo™

moto

- Pure Android
- Best-in class components
- Splash/scratch proof
- Innovation

Moto Z



Moto G4



High > Mid > Entry

Lenovo™

- Price Aggressive
- Consensual Design
- B2C centric

K5



High > Mid > Entry

Moto Z

+ Moto Z concept



Moto Z is a modular smartphone that enables you to instantly transform your smartphone into a JBL speaker, a pocket Projector, a Camera or simply adds 1 day of battery

A whole new experience...



...In just a snap

Click to watch the video

JBL SoundBoost

Crystal Clear conference calls

Listen in a snap

Integrated kickstand

10 hours of extra battery

6W stereo speaker



Moto Insta-Share Projector

Project presentation up to 70"

Instantly project content anywhere

1 extra hour of battery life

Integrated kick stand

Ultra-thin, pocketable design



Incipio offGRID™ Power Pack

Up to 22 hours of battery life (2200 mAh)

Sleek design

Easy to swap



Hasselblad True Zoom Camera

10x optical zoom

Xenon flash

Physical shutter and zoom

Share in the moment and
with ease

Backup automatically

Raw format option



Moto Style Shell

Add your smart style to
your smartphone.

+ Compatible phone

Moto Z Play - Vertex
48h battery



Moto Z - Vector Thin
Ultimate thinness





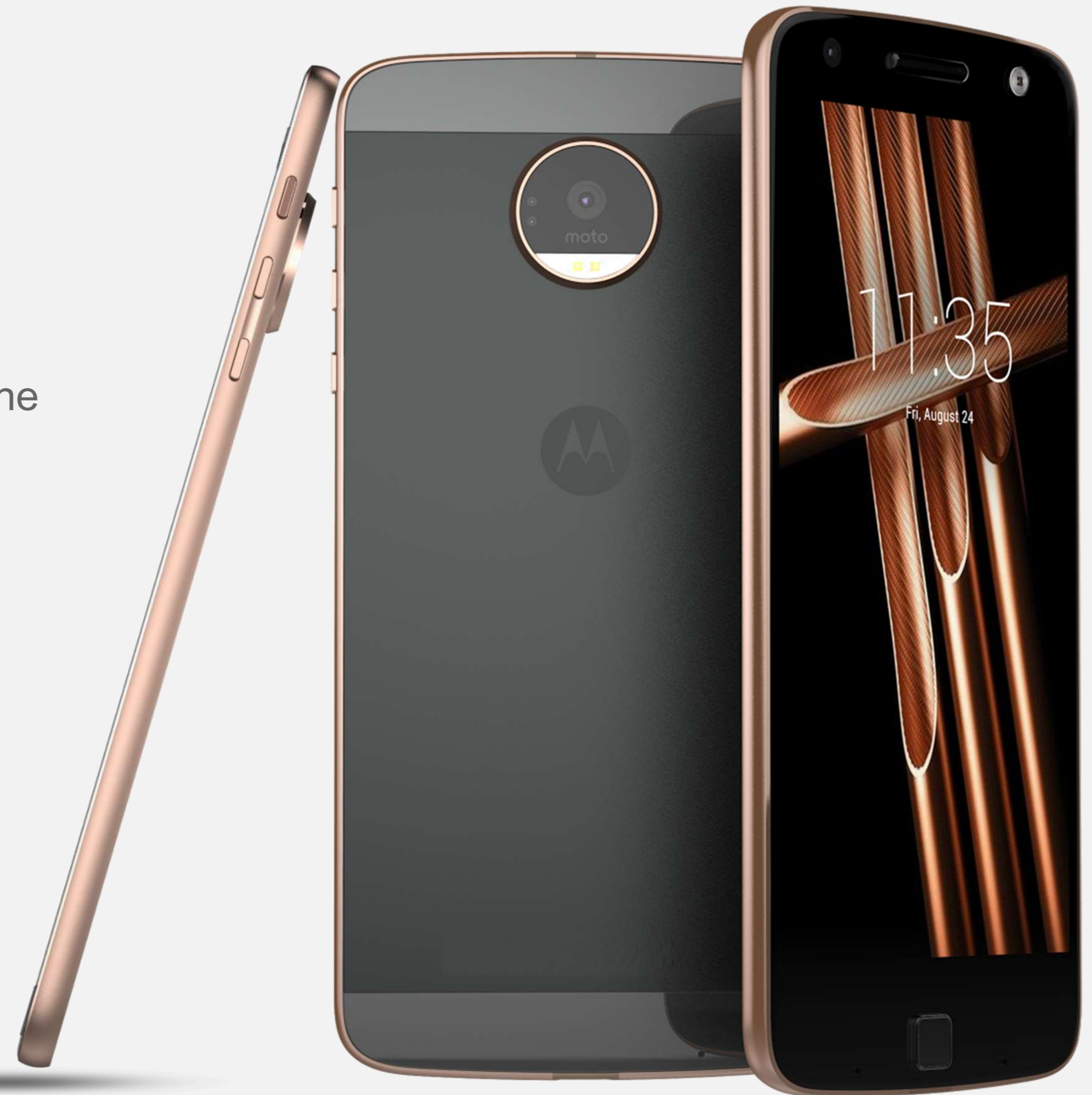
Moto Z – Vector thin

Showcase for design

The world's thinnest and lightest 5.5" Quad HD smartphone in a stunning all metal design

All day battery & TurboPower™ for 8 hours of power in 15 minutes of charging

13 MP camera with **OIS** and PDAF **laser** autofocus for amazing clarity even in low light





Moto Z

CMF



BLACK / LUNAR GREY / BLACK



WHITE / FINE GOLD / FINE GOLD



Moto Z Play - Vertex

Never run out of juice

48-hour battery* & **TurboPower™** for 8 hours of power in 5 minutes of charging

16MP camera with **Laser and Phase Detect autofocus** for crystal clear images, faster

5.5" Full-HD display and **2.0GHz Octocore CPU** brings your pictures, videos and games to life





Moto Z Play

CMF



BLACK / SILVER / BLACK

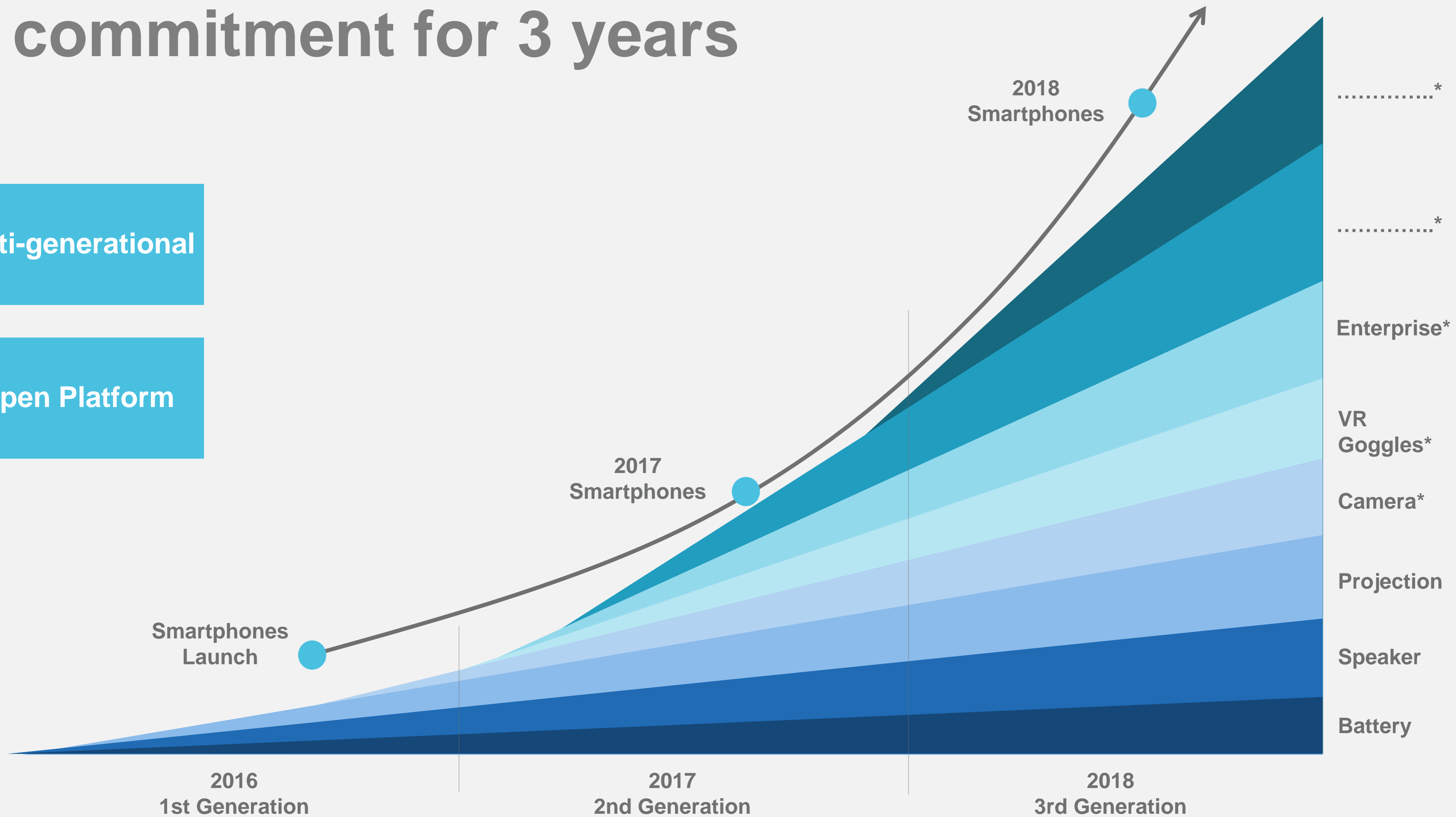


WHITE / FINE GOLD / WHITE

+ A commitment for 3 years

Multi-generational

Open Platform



Moto Mods - Developer Platform

Build your own MOD that fits your specific corporate needs

[Click to watch video](#)

[Click to see developer website](#)

[Dev Portal](#) | [MDK](#) | [Certification](#) | [Support](#) | [Co-creation](#) | [Events](#)

+ 2016 Roadmap

Lenovo™

moto

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Moto Z



Moto G4



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Lenovo™

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K5



High > Mid > Entry

Lenovo K5



Lenovo K5

Best value for price



Aluminum



Dolby

Stereo 1W speakers



Performance

Octo-Core CPU, 2GB RAM



Battery

2750mAh

RRP 169€



Lenovo™



Lenovo_{K5}

PREMIUM MATERIALS
Aluminum body



Lenovo™

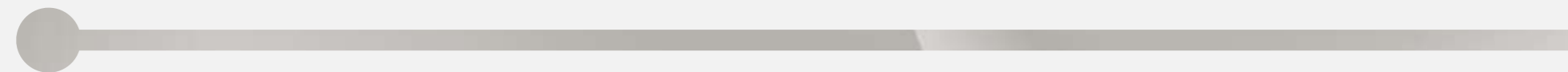


Lenovo_{K5}



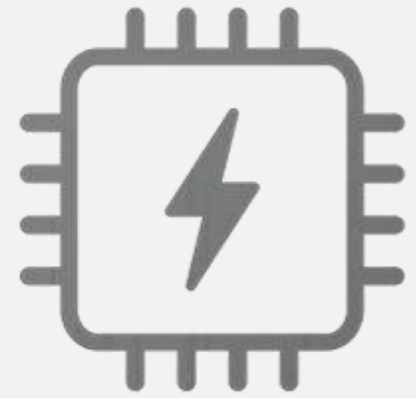
DOLBY
ATMOS

STEREO SPEAKERS
Powered by DOLBY ATMOS[®]





Lenovo_{K5}



OCTA-CORE CPU
+ 2 GB RAM





Lenovo K5

Best value for price

Best Performance for Price

Octa-Core CPU, 2GB RAM, HD display

Crisp, Clear Audio

Dolby Atmos® enabled dual speakers deliver richness, clarity, and depth rarely found in a smartphone at this price

More power

2750mAh removable battery with 7.5W charger

Premium materials

Elegant Aluminum unibody

RRP 169€



Lenovo™

+ 2016 Roadmap

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Moto Z



Moto G4



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Lenovo™

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K5



High > Mid > Entry

Security and OS upgrade Policy

+ OS update Policy

Moto E (approx street price : 129€)

→ No major OS update commitment

Moto G (approx street price : 229€)

→ 1 major OS update commitment

Moto X (approx street price : 299-699€)

→ 2 major OS update commitment

Moto Z (approx street price : 499-699€)

→ 2 major OS update commitment

⊕ Security update Policy

2016 products

Moto E/G - 1 security patch every 6 months

Moto X/Z – 1 security patch every 3 months (TBC)

2017 products

Moto E/G/X/Z : 1 security update every 3months (1month on some products TBC)

+ N - Upgrade plan

Device	SW @launch	SW today	Upgrade to N
Moto X Play (2015)	5.5.1	6.0.1	H1 2017
Moto X Style (2015)	5.5.1	6.0	H1 2017
Moto X Force (2015)	5.5.1	6.0	Q1 2017
Moto G4 (2016)	6.0.1	6.0.1	Q1 2017
Moto G4 Plus (2016)	6.0.1	6.0.1	Q1 2017
Moto G4 Play (2016)	6.0.1	6.0.1	H1 2017
Moto Z (2016)	6.0.1	6.0.1	Q1 2017
Moto Z Play (2016)	6.0.1	6.0.1	Q1 2017

+ M – Upgrade history

Device	SW @launch	SW today
Moto X (2014)	4.4.4	6.0
Moto G v2 (2014)	4.4.4	6.0
Moto E 4G LTE (2015)	5.0.2	6.0
Moto G v3 (2015)	5.1.1	6.0.1
Moto X play (2015)	5.1.1	6.0.1
Moto X style (2015)	5.1.1	6.0
Moto X force (2015)	5.1.1	6.0

MDM Signed APK policy

⊕ MDM signed APK policy

Upon request we can sign MDM apk (SOTI, Airwatch) for a specific device who doesn't have it. (Business case dependent)

Lead time : 4-6 weeks for 1st device (2 weeks for extra device)

Android for Work



Android for Work

Key benefits



Secure Business Apps

Forced encryption
Work container
Remote wipe



Consistent Management

APIs at OS level
Multi-brand fleet management
Keep same MDM provider



Dynamic Devices

Silent install
Seamless app deployment
CYOD or CL management



Android for Work

Brings the best of Android and its open framework to the enterprise.

Accelerates consumer-led innovation and mobile adoption in the workplace with flexible and customizable foundation.

android



Google's partners have been front and center in the formation of this initiative.

Their feedback and that of our customers has been critical.

Management



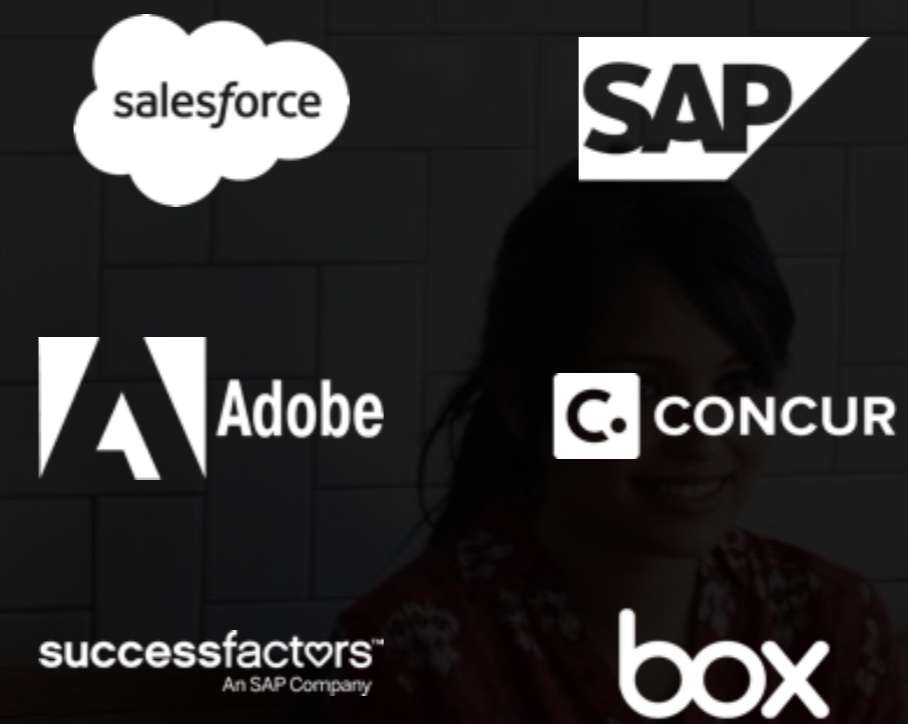
Integrated with existing management investments. Creating a single console across all devices

Devices



Designing new business specific form factors and enabling AfW management.

Applications



Developer friendly: write once, deploy and manage on any device through Google Play.

Networking



Securely connect to your internal systems through VPN and network applications

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Management



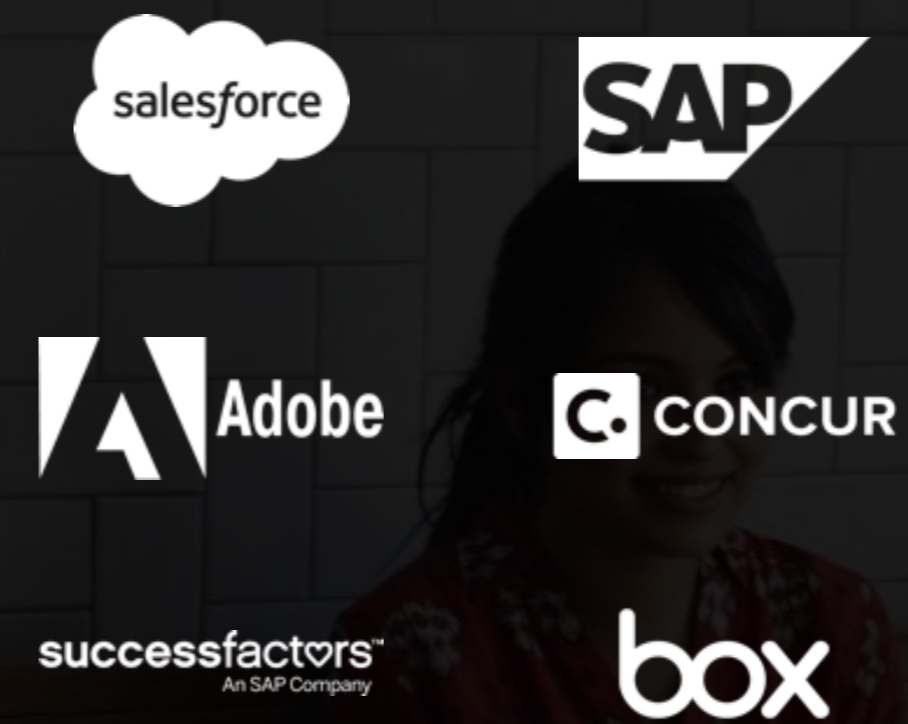
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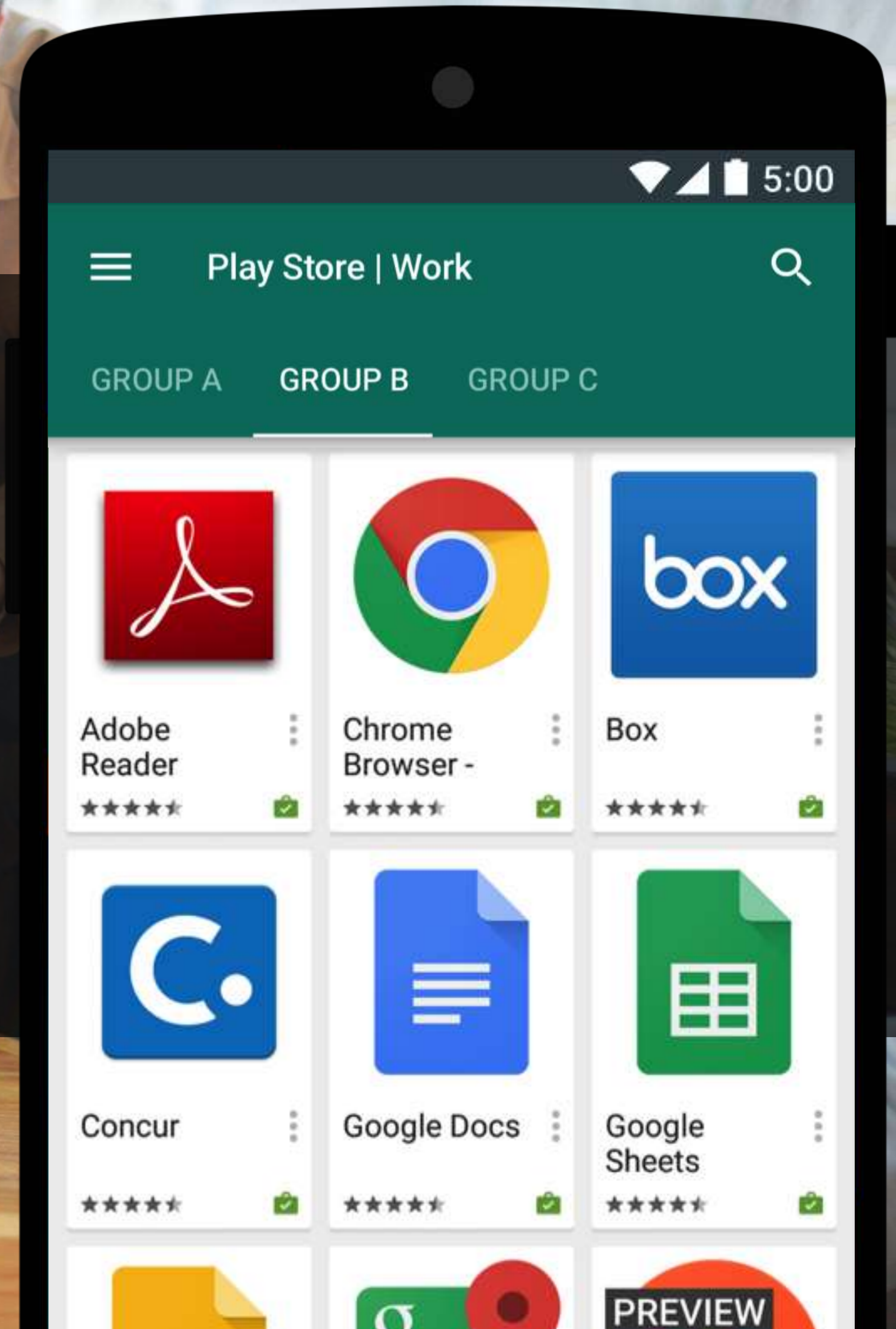
Securely connect to your internal systems through VPN and network applications

Google Play for Work

Allows IT to securely deploy and manage business apps

Any app in the Play catalog to be deployed to the Work Profile; a subset to the Android for Work app (no need app wrapping)

Simplifies process of distributing apps and ensures IT approves every app deployed to workers (silent install)

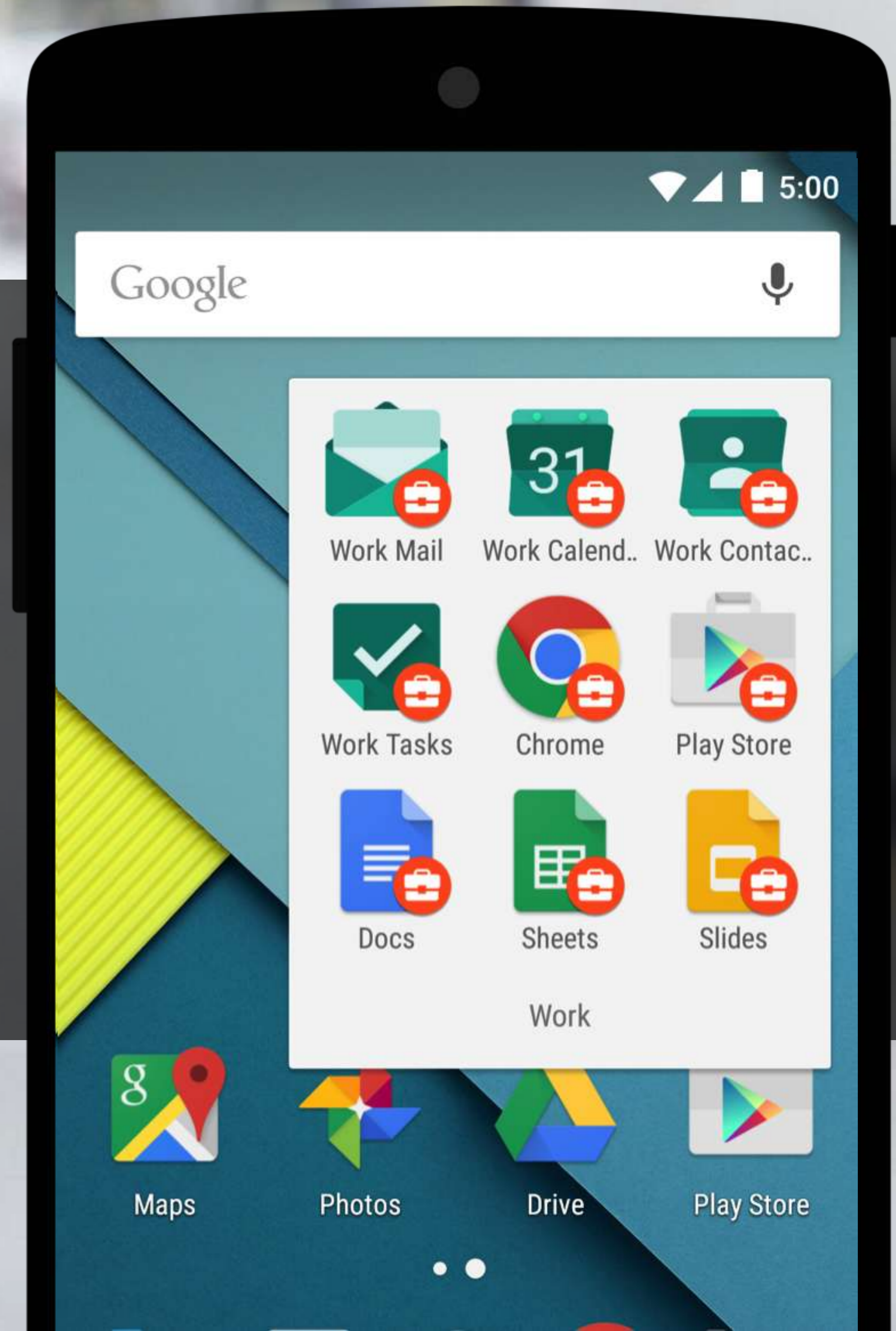


Built-in productivity tools

A suite of business apps for everyday tasks: email, contacts and calendar


Supports Exchange and Notes

Edit the most popular documents with Docs, Sheets and Slides apps



+ Android for Work summary

- Builds in the **security and management features at the OS level** natively. Adds the security features you need (Remote wipe, work container for CYOD/BYOD, encryption,...)
- **Eliminates fragmentation** across OEMs, devices and tablets by providing a consistent, IT controlled environment. All devices can be managed the same way, resulting in lower TCO.
- **Google Play for Work** to manage and deploy apps across the company (no need to wrap apps anymore, ability to silent install) and **additional productivity tools** to keep employees productive while mobile.



“We’re very excited for our users to seamlessly and rapidly provision their Android devices by simply adding their corporate email account. This is going to provide our company with elevated security through managed deployment of native Google and 3rd party apps without the burden of dedicated app-wrapping.”

Julius Wilpon, Director, End User Platform Design Technology Operations | End User Services

PEARSON

Woolworths



liquor
Woolworths

"Android for Work is hugely compelling for us because it gives us the best of both worlds: corporate control, security and ease of management as well as allowing our people to do what they want to do with personal devices."

Chris Bye Director, Head of End User Computing

WOOLWORTHS LIMITED

"Choice is important at Guardian.
With Android for Work, we're able
to offer Android as a BYOD option
in a more secure and manageable
way."

Daniel Johnson, Chief Technology Officer



Note:

- (1) Products shown are developed, designed, and made by Motorola Mobility LLC;**
- (2) Products using legacy Lenovo design language have significant input from and made by Motorola Mobility LLC.**



Thank you