

联想集团供应链融资管理实践

LENOVO SUPPLY CHAIN FINANCING PRACTICE

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lenovo® FOR
THOSE
WHO DO.™

- **联想简介**
Introduction of Lenovo
- **联想供应链融资面临的挑战**
Challenges for Lenovo's SCF
- **联想供应链融资简介**
Introduction of Lenovo SCF System
- **实践总结**
Summary

联想简介

Introduction of Lenovo

1984
创立
Founded

1994
成立微机事业部
PCD Established

1997
中国第一
#1 in China

1999
亚太第一
#1 in AP

2005
收购IBM PC
Acq. IBM PCD

2008
世界财富五百强
(499位)
Ranked #499

2010
NEC合资公司
JV with NEC

2011
收购Medion
Acq. Medion

2011
财富500强
(450位)
Ranked #450



全球第二大PC厂商

#2 PC company

销售收入300亿美元

US\$30+ billion of revenue

员工27000人

27,000+ employees

销售客户覆盖200余个国家

Customers in 200+ countries and regions

如何支持公司业务高速增长

How to support the rapid growth of business?

如何解决30多万客户资金问题

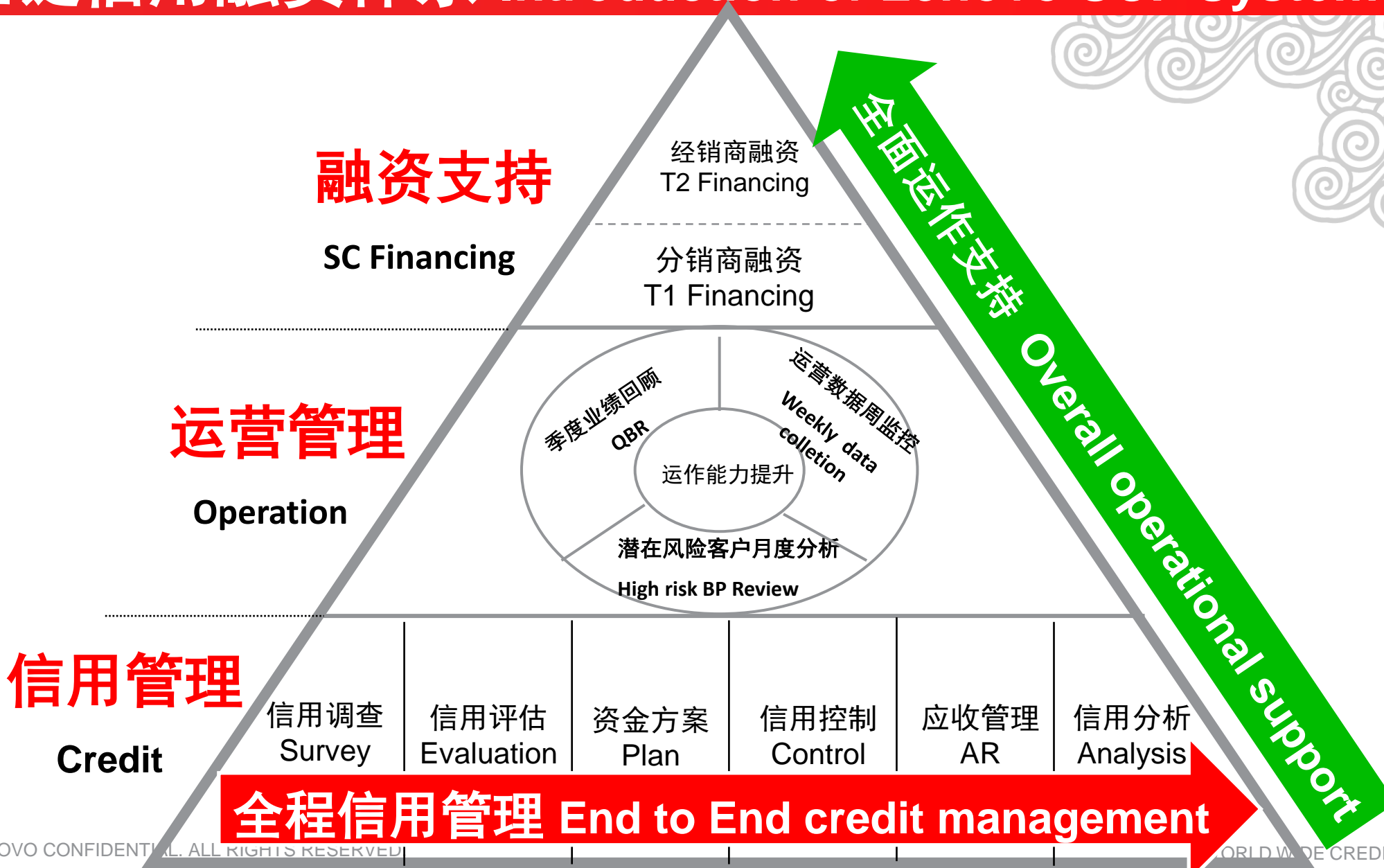
How to solve customers' capital shortage?

如何管理客户信用风险

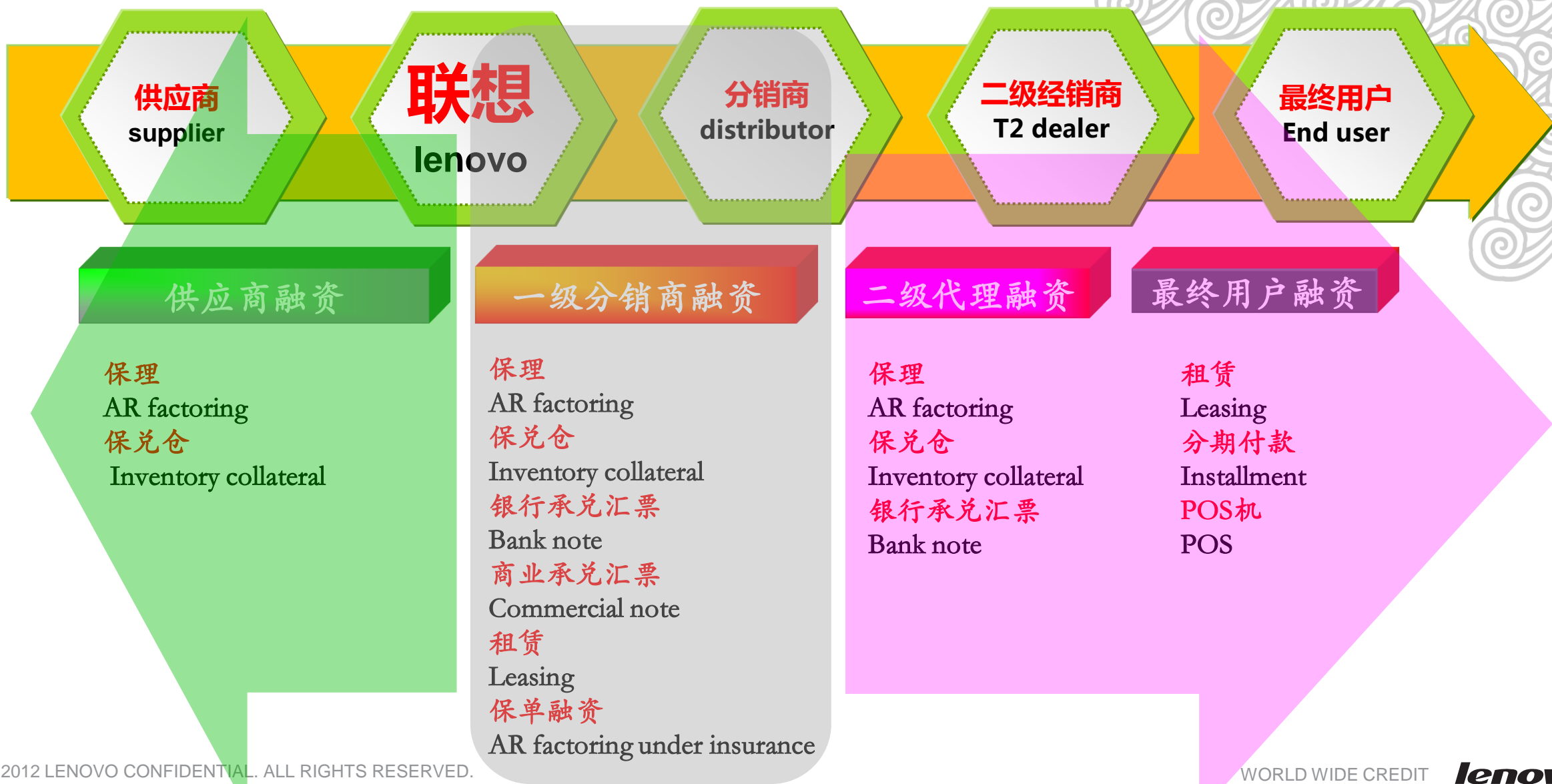
How to control credit risk?



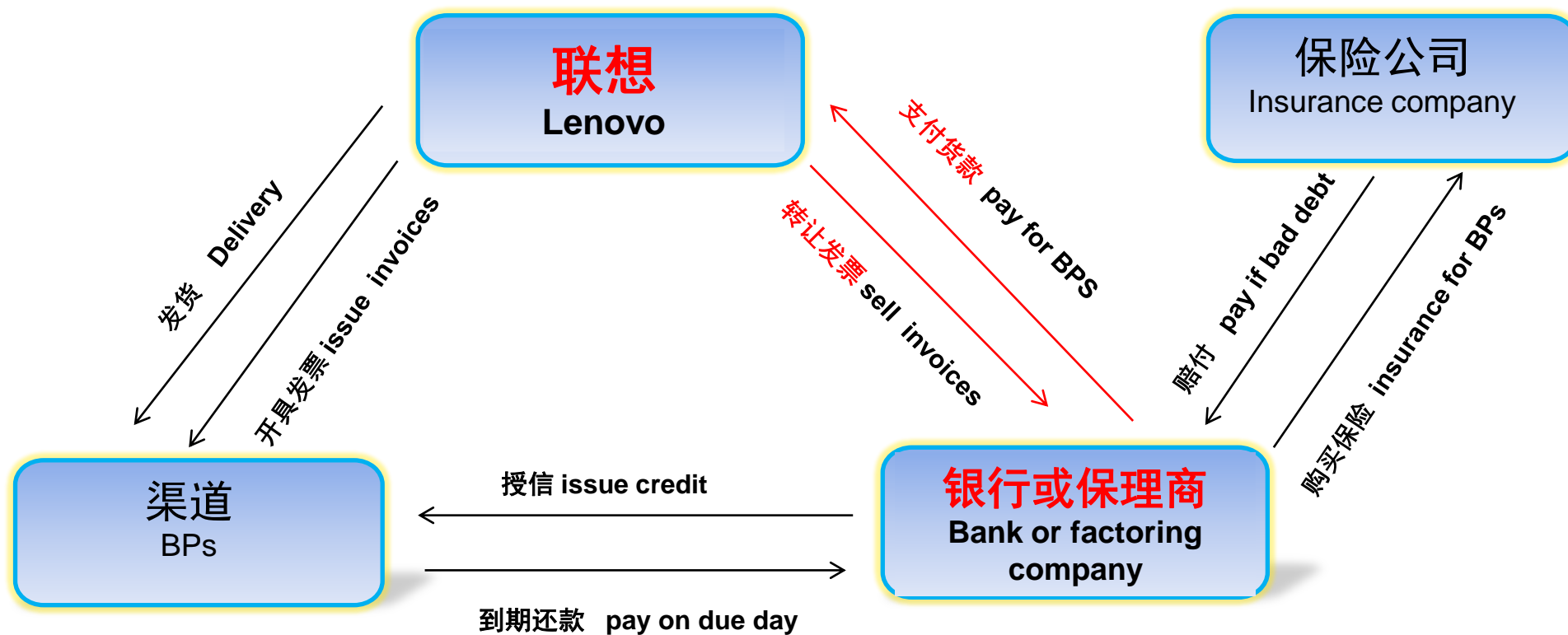
供应链信用融资体系 Introduction of Lenovo SCF System



联想全价值链融资全景图 Prospect of Lenovo's SCF

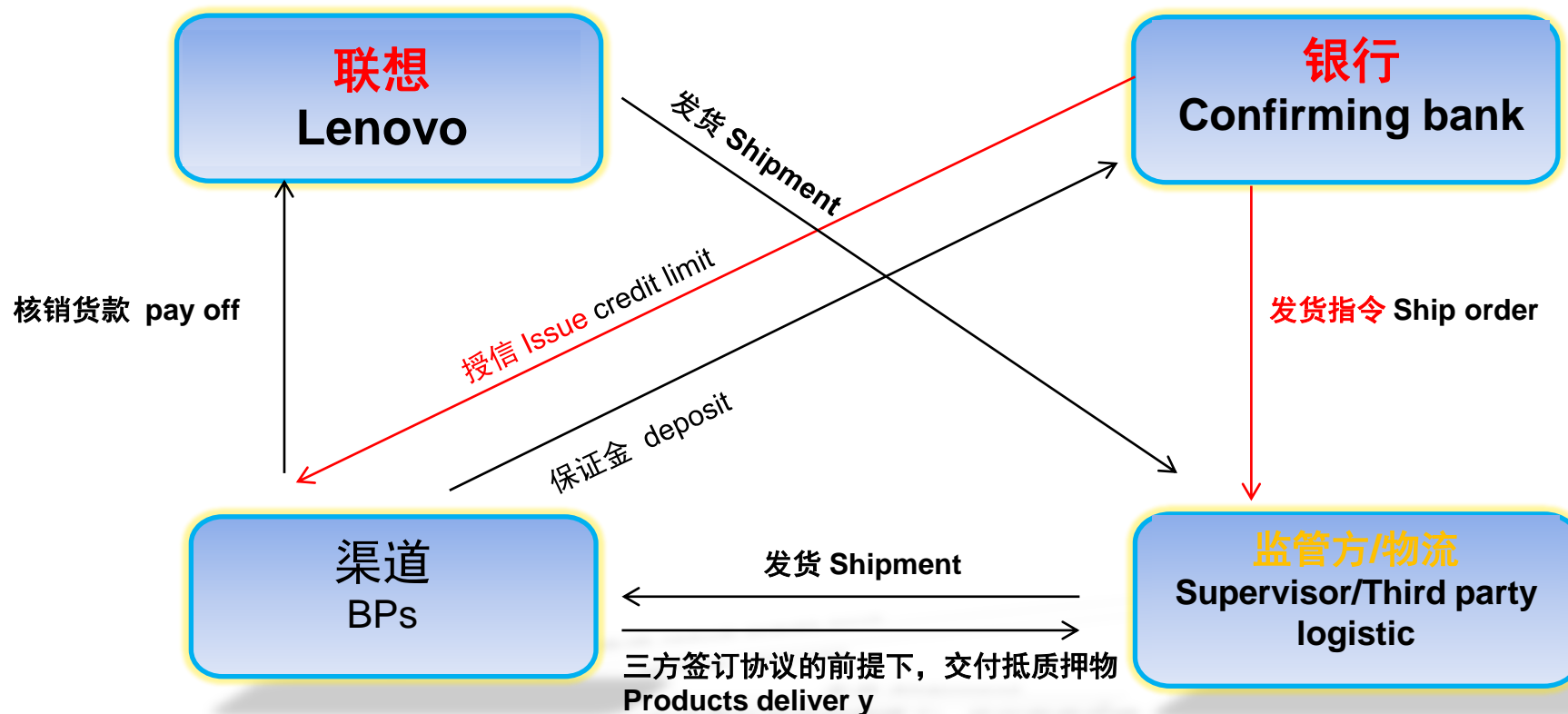


应收账款保理 AR factoring

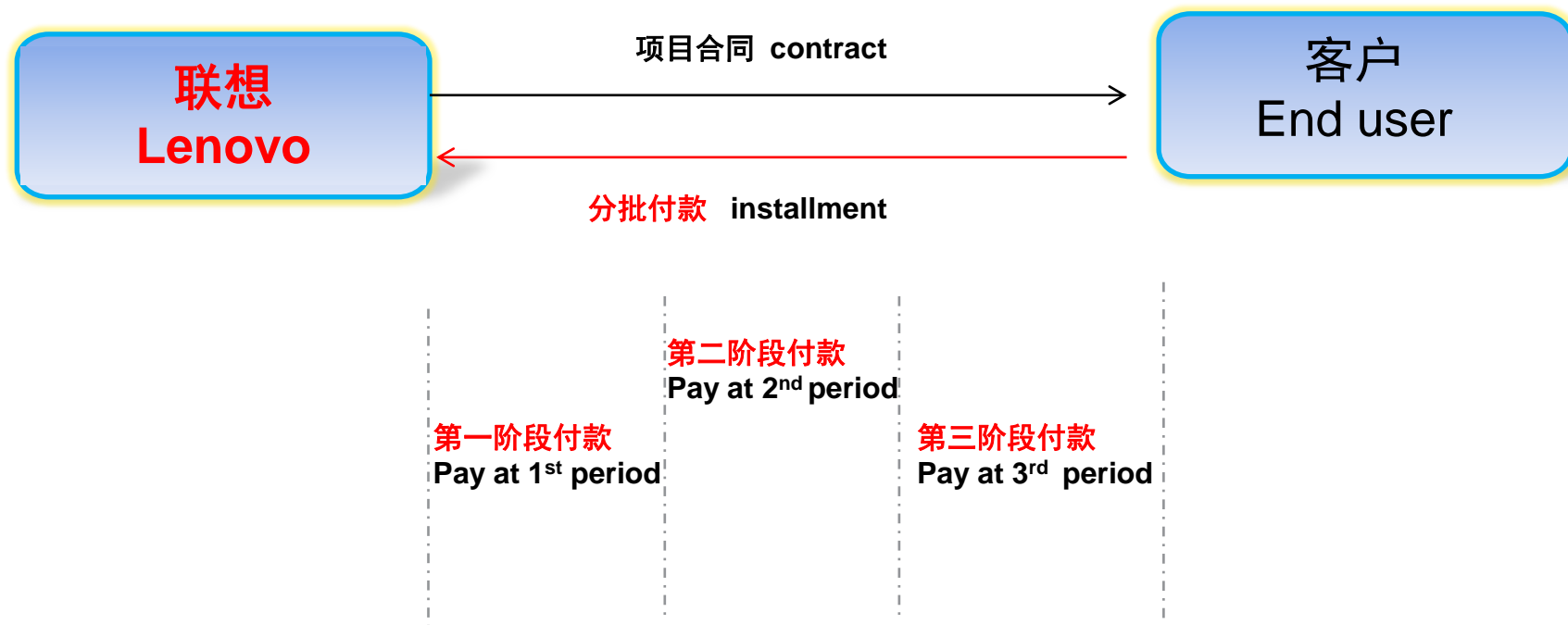


存货质押

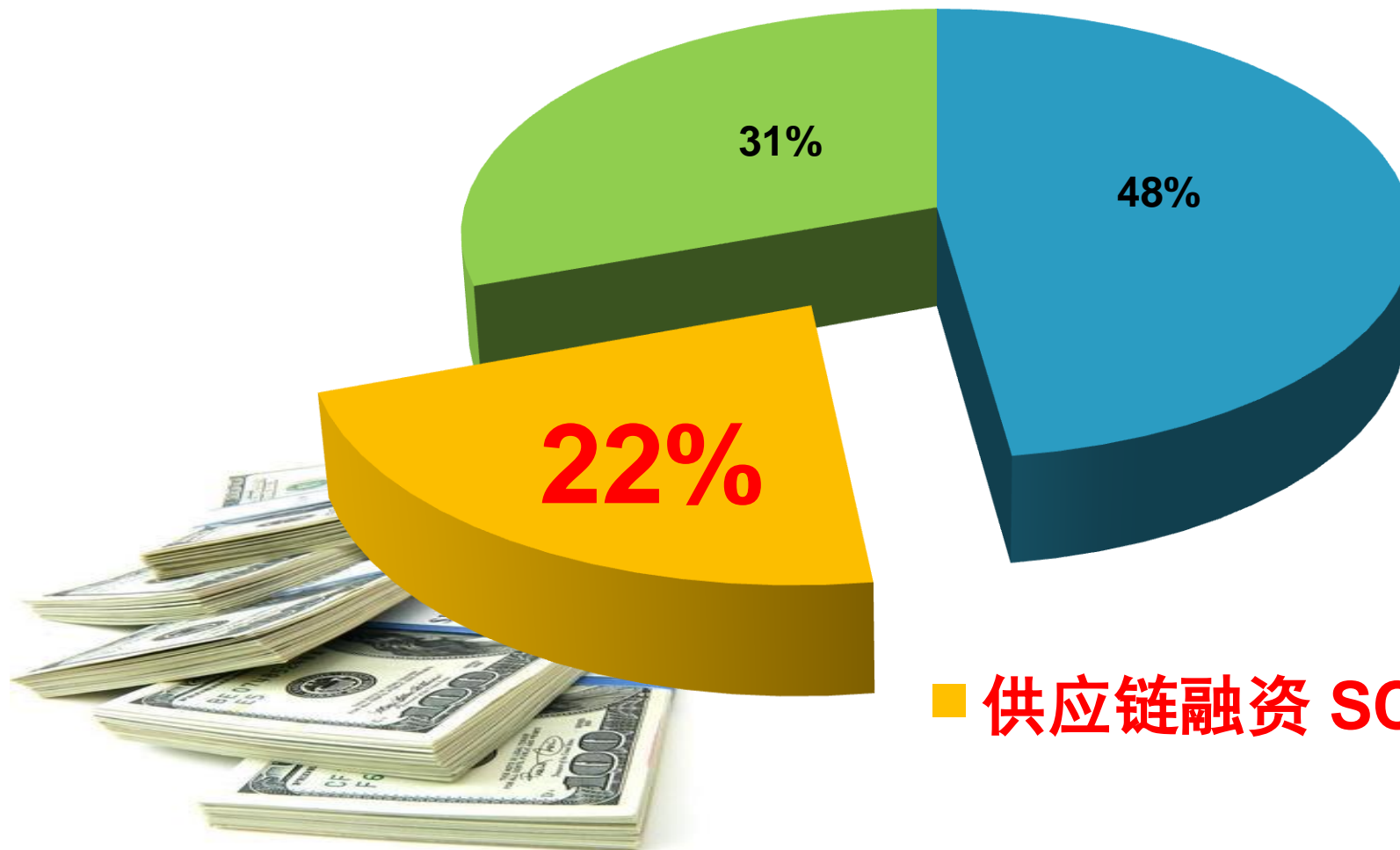
Confirmed warehouse



合作共建 Pay as grow



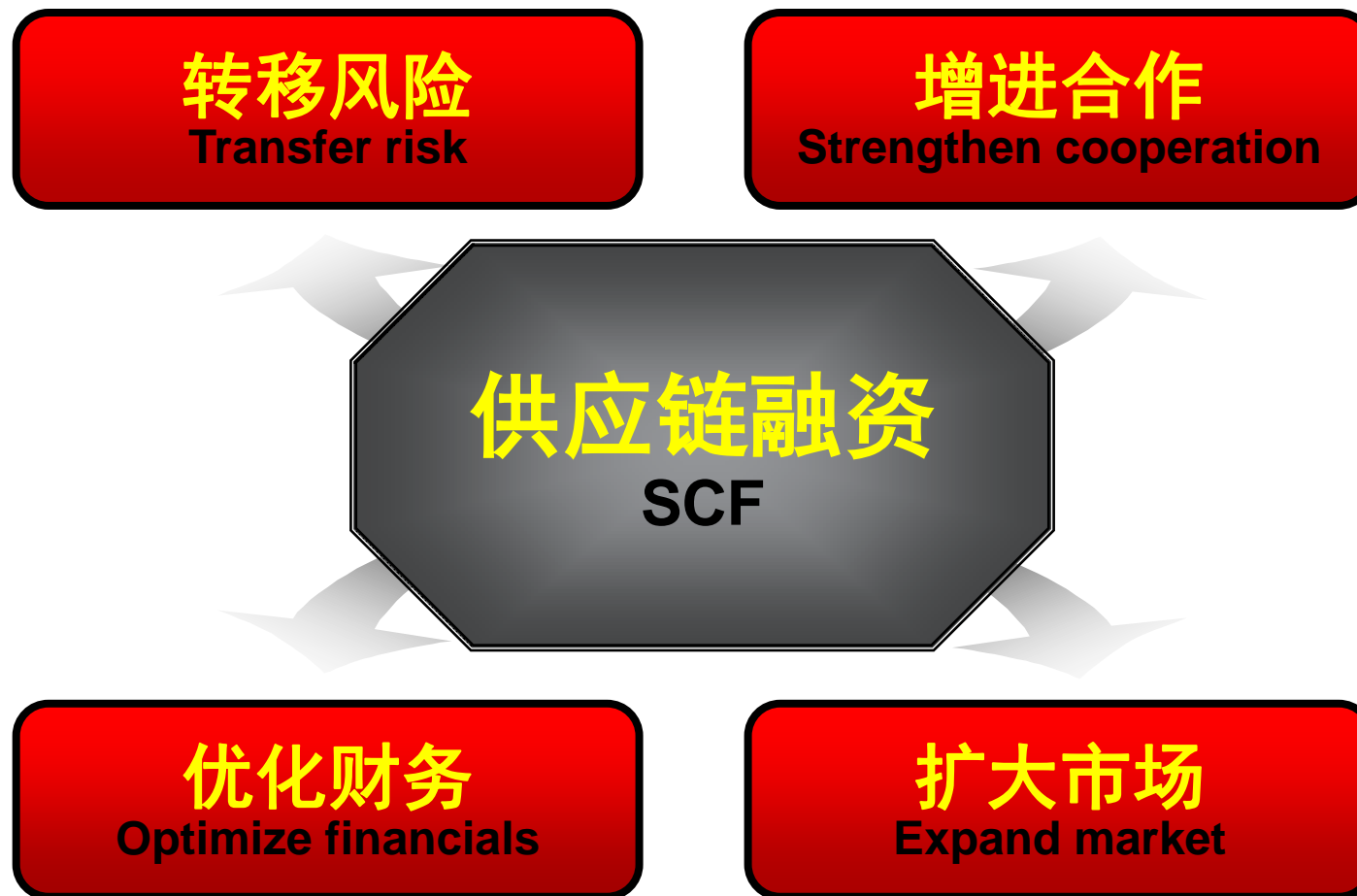
业绩的驱动力图 SCF: Driving force for Business Performance



■ 供应链融资 SC Financing



供应链融资对联想的作用 SCF Significance to Lenovo



联想供应链融资实践总结 Summary



- 1 提高信用与融资管理能力，夯实基础**
Further improve credit & SC Fin. management
- 2 加强与银行或非银行金融机构合作，创新模式**
Strengthen cooperation w/ banks or non-bank Fin. companies by innovation
- 3 关注供应链各环节机会与风险，发现价值**
Discover opportunity and risk in every section of SC
- 4 强化上下游企业关系，确保多赢**
Ensure win-win by enhancing collaboration w/ suppliers and buyers
- 5 利用联想核心企业优势，整合资源**
Make best use of Lenovo's advantage to integrate resource

THANK YOU GRAZIE MERCI DANKE धन्यवाद
DANK OBRIGADO ありがとう DAKUJEM BEDANKT
TERIMA KASIH ขอบคุณ CẢM ƠN BẠN 謝謝 GRACIAS