

About the Company

\$88.4 billion

FY24 revenue

\$5.6 billion

FY24 Adjusted Free Cash Flow¹

\$3.2 billion

Returned to shareholders in FY24

\$7.7 billion

FY24 Non-GAAP¹ operating income

#48

on Fortune 500

98%

of Fortune 500 served as of Q2FY25

Our Purpose: To create technologies that drive human progress

Our Vision: Be the most essential technology partner

Our Strategy: Leverage our strengths to extend our leadership and capture new growth

Leading End-to-End Solutions ¹

#1 Client Business Workstations PC Monitors Servers External Storage Storage Software Purpose-Built Backup Appliances HCI



Unique operating model

Industry's Largest GTM Engine

Extensive direct salesforce Broad global technology ecosystem of partners Modern online and consumption experiences

Automated and AI-driven Resilient, agile, sustainable at global scale Global distribution and logistics centers

AI-driven support and experiences Global footprint of direct services and support Service centers around the world

Industry-Leading Supply Chain

Unmatched Global Services

INNOVATION

PEOPLE & CULTURE

CUSTOMER-CENTRICITY

1) Client PC & upsell revenue statistic calculated by Dell Technologies primarily by utilizing other PC OEMs' financial public filings, as of Q2 FY25; Workstations (Units) - IDC WW Quarterly Workstation Tracker CY24Q2 using data for 2Q24; PC Monitors (Units) - IDC WW Quarterly Monitor Tracker CY24Q2 using data for 2Q24; Server (Units) - IDC WW Quarterly Server Tracker CY24Q1 using data for 1Q24; External Storage (Revenue) - IDC WW Quarterly Enterprise Storage Systems Tracker CY24Q1 using data for 1Q24; Storage Software - IDC WW Storage Software and Cloud Services Tracker CY24Q1 using data for 1Q24 and includes archiving software, data replication and protection software, software-defined storage controller software, and storage infrastructure and device management software; PBBA - IDC WW Purpose-Built Backup Appliance (PBBA) (Revenue) CY24Q1 using data for 1Q24; Hyperconverged Systems (HCI) (Revenue) - IDC WW Quarterly Converged Systems Tracker CY24Q1 using data for 1Q24.

Driving Innovation

30,908

Total patents and patent applications as of February 2, 2024

2,000+

Patents issued to Dell Technologies in 2023

\$2.8 billion

invested in R&D in FY24

\$8.2 billion

Invested in R&D from FY22 through FY24

Leadership Positions

Storage/Server categories as of CY24Q1 and PC categories as of CY24Q2

#1 External RAID Enterprise Storage

Dell maintained the #1 position with 29.9% share

Per IDC WW Quarterly Enterprise Storage Systems Tracker CY24Q1

#1 Storage Software

Dell maintained the #1 position with 11.1% share

Per IDC WW Storage Software and Cloud Services Tracker CY24Q1

#1 Hyperconverged & Converged Systems

Dell maintained the #1 position with 37.2% share and 55.1% share respectively

Per IDC WW Quarterly Converged Systems Tracker CY24Q1

#1 Purpose-Built Backup Appliance

Dell maintained the #1 position with 43.6% share

Per IDC WW Quarterly Purpose-Built Backup Appliance Tracker CY24Q1

#1 x86 Server

Dell is tied for first with 11.7% unit share and the sole leader with 13.2% revenue share

Per IDC WW Quarterly Server Tracker CY24Q1

#1 PC Workstations and Monitors

Dell maintained the #1 positions with 41.9% share and 18.2% share respectively

Per IDC WW Quarterly Workstation Tracker CY24Q2; Per IDC WW Quarterly Monitor Tracker CY24Q2

#1 Commercial Desktop

Dell is the leader with 23.5% share

Per IDC WW Quarterly PC Device Tracker, CY24Q2. Includes workstations

#1 Client Business

Leading Client Business by revenue

Client PC & upsell revenue statistic calculated by Dell Technologies primarily by utilizing other PC OEMs' financial public filings, as of Q2 FY25



Fast Company
World Changing Company of the year 2023



Ethisphere
World's Most Ethical Companies 2024



Fortune
America's Most Innovative Companies 2024

MORE INFORMATION

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1) This document includes information about non-GAAP operating income and adjusted free cash flow which are not measurements of financial performance prepared in accordance with U.S. generally accepted accounting principles. FY24 GAAP operating income: \$5.2 billion, -10% Y/Y. FY24 cash flow from operations: \$8.7 billion. Please reference our GAAP to non-GAAP reconciliation included in the financial tables included in the Q4 FY24 earnings full news release.