

## ABOUT THE COMPANY

<b>\$101.2 billion</b> FY22 GAAP revenue <b>+17%</b> Y/Y percent increase	<b>\$26.1 billion</b> Q1FY23 GAAP revenue <b>+16%</b> Y/Y percent increase
<b>\$1.6 billion</b> Q1FY23 GAAP operating income <b>+57%</b> Y/Y percent increase	<b>#31</b> on Fortune 500 <b>96%</b> of Fortune 500 served as of Q2FY22



**~133,000**

Dell Technologies team members

**35,000+**

Full time services & support team members

**32,000+**

Full time go-to-market team members

**200,000+**

Global channel partners



**20+**

Manufacturing locations (19 Dell owned)

**740+**

Global distribution & logistics centers

**2,400+**

Global service centers

**~180**

Countries Dell Technologies operates in



**59+ million**

PC unit shipments in calendar year 2021

**179,000+**

Orders shipped per day

**2**

PCs sold every second

**27+ million**

Pounds of recycled & renewable materials used in new products

\*All Metrics are based on FY22 Unless otherwise noted

## Creating Value

**26,189**

Total patents and patent applications as of FY22

**2,035**

Patents issues to Dell Technologies in 2021

**\$2.6 billion**

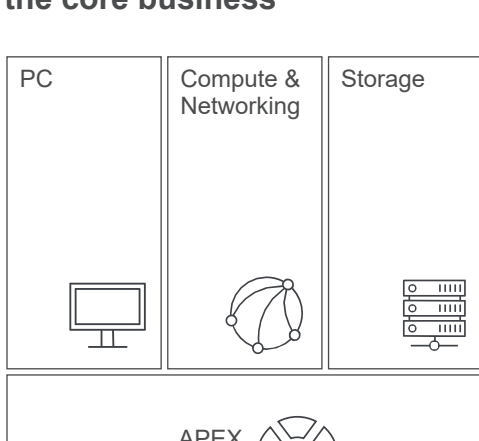
Invested in R&D in FY22

**\$7.6 billion**

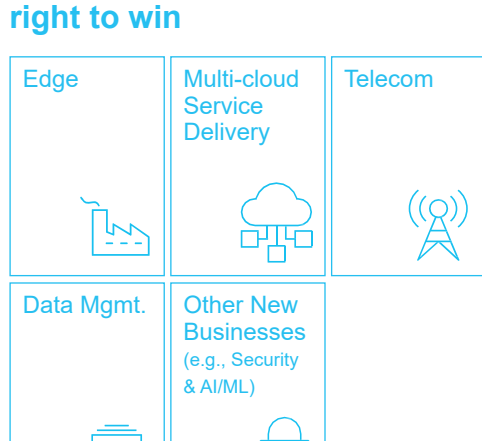
Invested in R&D over the past three fiscal years

## How We Innovate

Consolidate and modernize the core business



Build new growth businesses where we have a unique right to win



## INDUSTRY LEADERSHIP

## Sustainable Competitive Advantages



#1 positions in ESG and ISG



E2E product and Multi-Cloud offerings



Largest GTM and Channel ecosystem



Leading global services footprint



Industry-leading scale and supply chain



Leading financial services capabilities



First & best VMware alliance

## Leadership Positions

**#1**

**External Enterprise Storage**

Dell maintained the #1 position with 25.0% share.

Per IDC Quarterly Enterprise Storage Systems Tracker CY21Q4

**#1**

**Storage Software**

Dell maintained the #1 position with 9.8% share.

Per IDC WW Storage Software and Cloud Services QView CY21Q4

**#1**

**Hyperconverged & Converged Systems**

Dell maintained #1 positions with 31.8% and 42.1% share respectively.

Per IDC WW Quarterly Converged Systems Tracker CY21Q4

**#1**

**Purpose-Built Backup Appliance**

Dell maintained the #1 position with 51.0% share.

Per IDC WW Quarterly Purpose-Built Backup Appliance Tracker CY21Q4

**#1**

**Server Units & Server Revenue**

Leader in x86 server units and server revenue with 15.6% and 17.4% share respectively.

Per IDC WW Quarterly Server Tracker CY21Q4. Revenue #1 position is tied.

**#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 Q1 FY22.

**#1**

**PC Workstations**

Dell maintained the #1 position with 41.8% share.

Per IDC WW Quarterly Workstation Tracker CY22Q1

**#1**

**Desktops & PC Monitors**

#1 positions with 19.8% and 22.1% share respectively.

Per IDC WW Quarterly PC Device Tracker, CY22Q1 and IDC WW Quarterly Monitor Tracker CY21Q4. Desktop position excludes workstations.



**Awards and recognitions**

2022 World's Most Ethical Company Award, Ethisphere Institute (10x honoree)

#2 in Newsweek's 2021 America's Most Loved Workplaces

#7 in Forbes' 2021 World's Best Employers



**Customer service achievements**

Technology Services Industry Association (TSIA) Hall of Fame Lifetime Achievement Award

2021 TSIA STAR Award: Best Practices in Service Offer Development

2021 TSIA STAR Award: Innovation in Support Employee Engagement Experience and Loyalty



**Sustainability achievements**

Recipient of EcoVadis' Platinum Rating for Sustainability in 2021

CDP's 2020 Climate A List, recognizing strong reporting and efforts to reduce carbon emissions

CDP's 2020 Supply Chain Leaderboard, for supplier engagement on climate change

[2020 Supply Chain Sustainability Report →](#)



**Diversity and inclusion achievements**

Forbes' 2021 Best Employers for Diversity and Forbes' 2021 Best Employers for Women

Human Rights Campaign's Best Places to Work for LGBTQ Equality (17x honoree)

Best Places to Work for Disability Inclusion by the American Association of People with Disabilities

[2021 Diversity & Inclusion Report →](#)

## MORE INFORMATION

[Dell Technologies Investor Relations →](#)

[Dell Technologies Quarterly Performance →](#)