

ABOUT THE COMPANY

\$101.2 billion
FY22 GAAP revenue

+17%
Y/Y percent increase

\$26.4 billion
Q2FY23 GAAP revenue

+9%
Y/Y percent increase

\$1.3 billion
Q2FY23 GAAP operating income

+25%
Y/Y percent increase

#31
on Fortune 500

96%
of Fortune 500 served as of Q2FY23



~133,000

Dell Technologies team members

35,000+

Full time services & support team members

32,000+

Full time go-to-market (GTM) team members

200,000+

Global channel partners



20+

Manufacturing locations (9 Dell owned)

740+

Global distribution & logistics centers

2,400+

Global service centers

~180

Countries in which Dell Technologies operates



59+ million

PC unit shipments in calendar year 2021

500+

New software features added to storage portfolio in FY22

179,000+

Orders shipped per day

396.5+ million

Pounds of sustainable materials used in products and packaging

*All Metrics are based on FY22 Unless otherwise noted

Creating Value

26,189

Total patents and patent applications as of FY22

2,035

Patents issued to Dell Technologies in 2021

\$2.6 billion

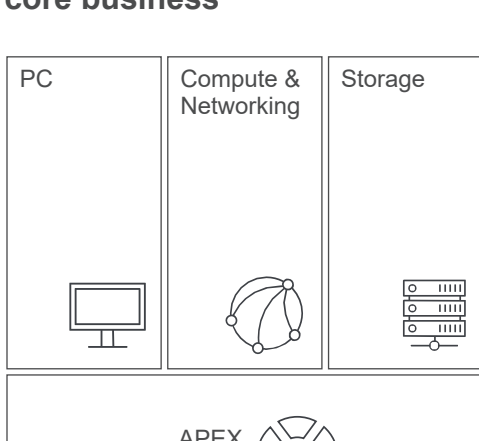
Invested in R&D in FY22

\$7.6 billion

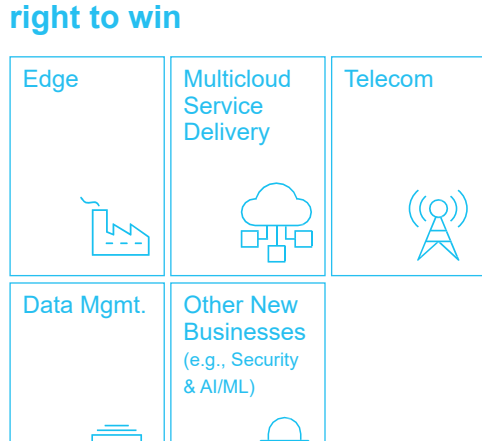
Invested in R&D over the past three fiscal years

How We Innovate

Grow 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 Client and Infrastructure Solutions



End-to-end product, solutions and multicloud offerings



Largest GTM and Channel ecosystem



Leading global services footprint



Industry-leading scale and supply chain



Leading financial services capabilities



Differentiated commercial agreement with VMware

Leadership Positions

#1

External Enterprise Storage

Dell maintained the #1 position with 32.5% share.

Per IDC Quarterly Enterprise Storage Systems Tracker, CY22Q1

#1

Storage Software

Dell maintained the #1 position with 10.3% share.

Per IDC WW Storage Software and Cloud Services Tracker, CY22Q1

#1

Hyperconverged & Converged Systems

Dell maintained #1 positions with 38.6% and 48.9% share respectively.

Per IDC WW Quarterly Converged Systems Tracker, CY22Q1

#1

Purpose-Built Backup Appliance

Dell maintained the #1 position with 49.7% share.

Per IDC WW Quarterly Purpose-Built Backup Appliance Tracker, CY22Q1

#1

Server Units & Server Revenue

Leader in x86 server units and server revenue with 17.2% and 19.6% share respectively.

Per IDC WW Quarterly Server Tracker, CY22Q1

#1

PC Workstations & Commercial PC

Dell is the leader with 37.7% share and 26.5% share respectively.

Per IDC WW Quarterly PC Device Tracker, CY22Q2 and WW Quarterly Workstation Tracker, CY22Q2

#1

High-End PC Gaming

Dell maintained the #1 position with 30.6% share.

Per IDC Quarterly Gaming Tracker, CY22Q2, \$1,500+ price band

#1

North America PC

Dell is the leader with 27.6% share.

Per IDC WW Quarterly PC Device Tracker, CY22Q2



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

A- 2021 Climate Change score from CDP, recognizing strong reporting and efforts to reduce carbon emissions

CDP's 2021 Supply Chain Leaderboard, for supplier engagement on climate change

2020 Supply Chain Sustainability Report →



Diversity and inclusion achievements

Human Rights Campaign's 2022 Best Places to Work for LGBTQIA+ Equality (18x honoree)

Forbes' 2022 Best Employers for Women and Forbes' 2021 Best Employers for Diversity

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

2021 Diversity & Inclusion Report →

MORE INFORMATION

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[Dell Technologies Quarterly Performance →](#)