

ABOUT THE COMPANY

\$101.2 billion
FY22 GAAP revenue

+17%
Y/Y percent increase

\$24.7 billion
Q3FY23 GAAP revenue

-6%
Y/Y percent decrease

\$1.8 billion
Q3FY23 GAAP operating income

+68%
Y/Y percent increase

#31
on Fortune 500

96%
of Fortune 500 served as of Q3FY23



~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

Locations in which Dell Technologies operates



59+ million

PC unit shipments in calendar year 2021

500+

Software features added to storage portfolio as of Q3FY23

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

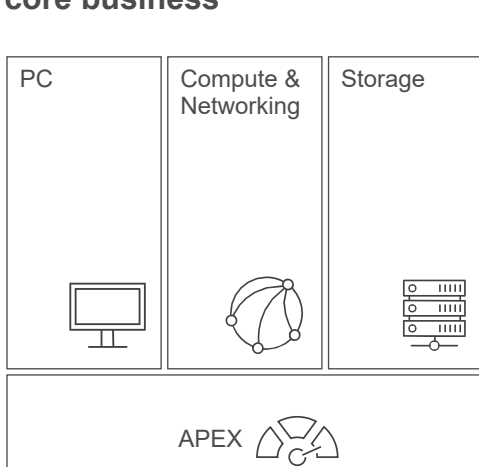
Invested in R&D in FY22

\$7.6 billion

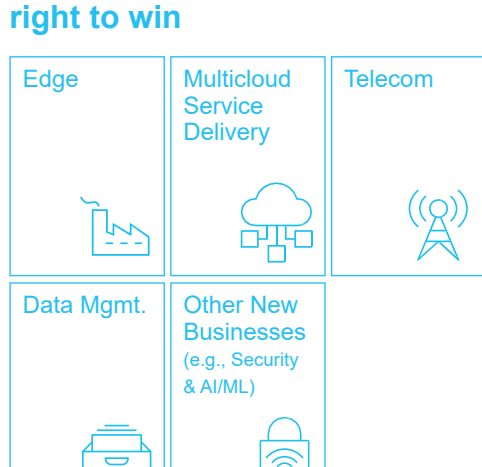
Invested in R&D over the past three fiscal years

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 29.9% share.

Per IDC Quarterly Enterprise Storage Systems Tracker, CY22Q2

#1

Storage Software

Dell maintained the #1 position with 11.7% share.

Per IDC WW Storage Software and Cloud Services Tracker, CY22Q2

#1

Hyperconverged & Converged Systems

Dell maintained #1 positions with 36.6% and 47.4% share respectively.

Per IDC WW Quarterly Converged Systems Tracker, CY22Q2

#1

Purpose-Built Backup Appliance

Dell maintained the #1 position with 48.2% share.

Per IDC WW Quarterly Purpose-Built Backup Appliance Tracker, CY22Q2

#1

Server Units & Server Revenue

Leader in x86 server units and server revenue with 13.2% and 17.1% share respectively.

Per IDC WW Quarterly Server, Tracker, CY22Q2

#1

PC Workstations & PC Monitors

Dell maintained #1 positions with 41.2% share and 22.6% share respectively.

Per IDC WW Quarterly Workstation Tracker, CY22Q3, IDC WW Quarterly Monitor Tracker, CY22Q2

#1

High-End PC Gaming

Dell maintained the #1 position with 26.6% share.

Per IDC Quarterly Gaming Tracker, CY22Q3, \$1,500+ price band

#1

North America Desktops

Dell is the leader with 33.2% share.

Per IDC WW Quarterly PC Device Tracker, CY22Q3



Corporate Recognition

#1 on Newsweek's 2022 America's Most Loved Workplaces

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

#10 on Forbes' 2022 World's Best Employers

Dell Technologies named to Fortune's 40 Best Large Workplaces in Technology



Customer Service Achievements

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

2022 TSIA Awards:

Best Practices in Service Offer Development

Best Practices in Field Service

Innovation in Leveraging Analytics for Service Excellence

Innovation in Managed Services Strategic Adaptation



Sustainability Achievements

Recipient of EcoVadis' Platinum Rating for Sustainability in 2022

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

Achieved Prime Status by the ISS ESG Ranker, recognizing sustainability performance



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' 2022 Best Employers for Diversity

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

100% score on the 2021 Disability Equality Index

MORE INFORMATION

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[Dell Technologies Quarterly Performance →](#)