

## ABOUT THE COMPANY

<b>\$102.3 billion</b> FY23 GAAP revenue	<b>+1%</b> Y/Y percent increase	<b>\$25.0 billion</b> Q4FY23 GAAP revenue	<b>-11%</b> Y/Y percent decrease
<b>\$5.8 billion</b> FY23 GAAP operating income	<b>+24%</b> Y/Y percent increase	<b>#31</b> on Fortune 500	<b>98%</b> of Fortune 500 served as of FY23 2H



**~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+**

Global manufacturing locations, nine 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

**28,738**

Total U.S. patents and patent applications as of February 3, 2023

**2,445**

U.S. patents issued to Dell Technologies in 2022

**\$2.6 billion**

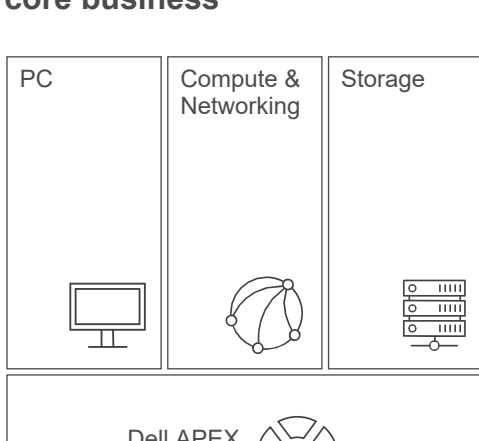
Invested in R&D in FY22

**\$7.6 billion**

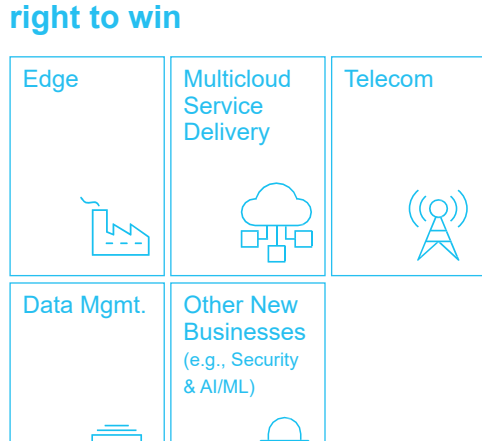
Invested in R&D from FY20 through FY22

## 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



Leading and end-to-end positions



Modern global services business



Complementary direct and channel GTM



Leading DFS capabilities



Differentiated supply chain



World-class people and culture

## Leadership Positions

**#1**

**External Enterprise Storage**

Dell maintained the #1 position with 28.0% share

Per IDC WW Quarterly Enterprise Storage Systems Tracker CY22Q3

**#1**

**Storage Software**

Dell maintained the #1 position with 10.2% share

Per IDC WW Storage Software and Cloud Services Tracker CY22Q3

**#1**

**Hyperconverged & Converged Systems**

Dell maintained #1 positions with 38.5% share and 50.3% share respectively

Per IDC WW Quarterly Converges Systems Tracker CY22Q3

**#1**

**Purpose-Built Backup Appliance**

Dell maintained the #1 position with 45.9% share

Per IDC WW Quarterly Purpose-Built Backup Appliance Tracker CY22Q3

**#1**

**Server Units & Server Revenue**

Leader in x86 server units and revenue with 14.2% and 17.4% share respectively

Per IDC WW Quarterly Server Tracker CY22Q3

**#1**

**PC Workstations & PC Monitors**

Dell maintained #1 positions with 45.5% and 21.2% share respectively

Per IDC Quarterly Workstation Tracker CY22Q4, IDC WW Monitor Tracker CY22Q4

**#1**

**High-End PC Gaming**

Dell maintained #1 position with 24.4% share

Per IDC Quarterly Gaming Tracker, CY22Q4, \$1,500+ price band

**#1**

**North America Commercial PC**

Dell is the leader with 33.5% share

Per IDC WW Quarterly PC Device Tracker, CY22Q4



### 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 2022



### 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 2022 Disability Equality Index

## MORE INFORMATION

[Read our FY22 ESG Report →](#)

[Dell Technologies Investor Relations →](#)

[Dell Technologies Quarterly Performance →](#)