

About the Company

\$102.3 billion FY23 GAAP revenue	+1% Year over year percent increase	\$22.3 billion Q3FY24 GAAP revenue	+4% Recurring revenue year over year
\$5.8 billion FY23 GAAP operating income	+24% Year over year percent increase	#34 on Fortune 500	99% of Fortune 500 served as of FY24 1H



133,000

Dell Technologies team members as of February 3, 2023

~27,000

Full time go-to-market (GTM) team members as of November 3, 2023

~33,000

Full time services & support team members as of November 3, 2023

~240,000

Global channel partners



~180

Locations in which Dell Technologies operates

20+

Global manufacturing locations, nine Dell owned

725+

Global distribution & logistics centers

~2,200

Global services centers



160+ million

PC unit shipments in the last three years

+12%

Growth in Infrastructure Solutions Group (ISG) in FY23

\$77 billion

Annual supply chain procurement expenditures

343.3+ million

Pounds of sustainable materials used in products and packaging in FY23

Creating Value

28,738 Total patents and patent applications as of February 3, 2023	2,445 Patents issued to Dell Technologies in 2022
\$2.8 billion invested in R&D in FY23	\$7.8 billion invested in R&D from FY21 through FY23

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

High-end Gaming Server External Storage

Storage Software Data Protection HCI

Largest Technology GTM Engine

Largest direct salesforce in tech

Broad global technology ecosystem of partners

Modern online and consumption experiences

Unique operating model

Automated and AI-driven

Resilient, agile, sustainable & global scale

700+ Global distribution & logistics centers

AI-driven support and experiences

Global footprint of direct services & support

2K+ service centers around the world

Industry-leading Supply Chain

Unmatched Global Services

INNOVATION PEOPLE & CULTURE CUSTOMER-CENTRICITY

1) #1 Client Business by revenue PC and upsell revenue statistic calculated by Dell Technologies primarily by utilizing other PC OEM's financial public filings as of Q3 FY24; PC Device Tracker CY23Q2; Workstations (Units) - IDC WW Quarterly Workstation Tracker CY23Q2; PC Monitors (Units) - IDC WW Quarterly Monitor Tracker CY23Q2; High-end Gaming (Units) - IDC Quarterly Gaming Tracker, CY23Q2, \$1,500+ price band; Server (Units) - IDC WW Quarterly Server Tracker CY23Q2; External Storage (Revenue) - IDC WW Quarterly Enterprise Storage Systems Tracker CY23Q2; Data Protection - IDC WW Data Replication and Protection Software and PBBA HW estimates CY23Q2; "Data Protection" refers to Data Replication & Protection software plus Purpose-Built Backup Appliance (PBBA) revenue; HCI (Revenue) - IDC WW Quarterly Converged Systems Tracker CY23Q2.

Leadership Positions

#1 External RAID Enterprise Storage Dell maintained the #1 position with 27.6% share <small>Per IDC WW Quarterly Enterprise Storage Systems Tracker CY23Q2</small>	#1 Storage Software Dell maintained the #1 position with 9.5% share <small>Per IDC WW Storage Software and Cloud Services Tracker CY23Q2</small>	#1 Hyperconverged & Converged Systems Dell maintained the #1 positions with 35.4% share and 44.5% share respectively <small>Per IDC WW Quarterly Converged Systems Tracker CY23Q2</small>
#1 Purpose-Built Backup Appliance Dell maintained the #1 position with 40.6% share <small>Per IDC WW Quarterly Purpose-Built Backup Appliance Tracker CY23Q2</small>	#1 x86 Server Dell is the leader with 13.1% unit share <small>Per IDC WW Quarterly Server Tracker CY23Q2</small>	#1 PC Workstations & PC Monitors Dell maintained the #1 positions with 42.0% share and 18.7% share respectively <small>Per IDC WW Quarterly Workstation Tracker CY23Q3, IDC WW Quarterly Monitor Tracker CY23Q3</small>
#1 High-End PC Gaming Dell maintained the #1 position with 19.2% share <small>Per IDC Quarterly Gaming Tracker, CY23Q3, \$1,500+ price band</small>	#1 Client Business Leading Client Business by revenue <small>PC & upsell revenue statistic calculated by Dell Technologies primarily by utilizing other PC OEM's financial public filings, as of Q3 FY24</small>	



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