

About the Company

\$88.4 billion

FY24 revenue

\$5.6 billion

FY24 Adjusted
Free Cash Flow¹

\$3.2 billion

Returned to
shareholders in FY24

\$7.7 billion

FY24 Non-GAAP¹ operating income

#48

on Fortune 500

99%

of Fortune 500
served as of FY24

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

Purpose-Built Backup Appliance
Storage Software
HCI



Unique operating
model

Industry's Largest GTM Engine

Largest direct
salesforce in
tech

Broad global
technology ecosystem
of partners

Modern online and
consumption
experiences

Automated
and
AI-driven

Resilient, agile,
sustainable &
global scale

Global
distribution &
logistics centers

AI-driven support
and experiences

Global footprint
of direct services
& support

Service centers
around the
world

Industry-leading Supply Chain

Unmatched Global Services

INNOVATION

PEOPLE & CULTURE

CUSTOMER-CENTRICITY

1) Client PC & upsell revenue statistic calculated by Dell Technologies primarily by utilizing other PC OEMs' financial public filings, as of Q1 FY25; Workstations (Units) - IDC WW Quarterly Workstation Tracker CY24Q1 using data for 1Q24; PC Monitors (Units) - IDC WW Quarterly Monitor Tracker CY24Q1 using data for 1Q24; High-end Gaming (Units) - IDC Quarterly Gaming Tracker, CY24Q1, \$1,500+ price band using data for 1Q24; Server (Units) - IDC WW Quarterly Server Tracker CY23Q4 using data for 4Q23; External Storage (Revenue) - IDC WW Quarterly Enterprise Storage Systems Tracker CY23Q4 using data for 4Q23; Storage Software - IDC WW Storage Software and Cloud Services Tracker CY23Q4 using data for 4Q23 and includes archiving software, data replication and protection software, software-defined storage controller software, and storage infrastructure and device management software; PBBA - IDC WW Purpose-Built Backup Appliance (PBBA) (Revenue) CY23Q4; Hyperconverged Systems (HCI) (Revenue) - IDC WW Quarterly Converged Systems Tracker CY23Q4 using data for 4Q23.

Driving Innovation

30,908

Total patents and
patent applications as
of February 2, 2024

2,000+

Patents issues to Dell
Technologies in 2023

\$2.8 billion

invested in R&D in FY24

\$8.2 billion

Invested in R&D from
FY22 through FY24

Leadership Positions

Storage/Server categories as of 4Q23 and PC categories as of 1Q24

#1

**External RAID
Enterprise Storage**

Dell maintained the #1
position with 24.8% share

Per IDC WW Quarterly Enterprise Storage Systems Tracker CY23Q4

#1

**Storage
Software**

Dell maintained the #1
position with 9.6% share

Per IDC WW Storage Software and Cloud Services Tracker CY23Q4 and includes archiving software, data replication and protection software, software-defined storage controller software, and storage infrastructure and device management software.

#1

**Hyperconverged &
Converged Systems**

Dell maintained the #1
positions with 33.3% share and
53.1% share respectively

Per IDC WW Quarterly Converged Systems Tracker CY23Q4

#1

**Purpose-Built
Backup Appliance**

Dell maintained the #1
position with 41.2% share

Per IDC WW Quarterly Purpose-Built Backup Appliance Tracker CY23Q4

#1

x86 Server

Dell is the leader with 13.5%
unit share and 13.7% revenue
share

Per IDC WW Quarterly Server Tracker CY23Q4

#1

**PC Workstations
and Monitors**

Dell maintained the #1
positions with 43.4% share
and 18.5% share respectively

Per IDC WW Quarterly Workstation Tracker CY24Q1;
Per IDC WW Quarterly Monitor Tracker CY24Q1

#1

**High-End PC
Gaming**

Dell maintained the #1
position with 19.5% share

Per IDC Quarterly Gaming Tracker CY24Q1, \$1,500+ price band

#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 FY25



Fast Company
World Changing Company
of the Year 2023



Ethisphere
World's Most Ethical
Companies 2024



Fortune
America's Most Innovative
Companies 2024

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Quarterly Results

1) This document includes information about non-GAAP operating income and adjusted free cash flow which are not measurements of financial performance prepared in accordance with U.S. generally accepted accounting principles. FY24 GAAP operating income: \$5.2 billion, -10% Y/Y. FY24 cash flow from operations: \$8.7 billion. Please reference our GAAP to non-GAAP reconciliation included in the financial tables included in the Q4 FY24 earnings full news release.