

About the Company

\$102.3 billion
FY23 GAAP revenue

+1%
Year over year percent increase

\$22.9 billion
Q2FY24 GAAP revenue

+10%
Quarter over quarter percent increase

\$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

~29,000

Full time go-to-market (GTM) team members as of August 4, 2023

~34,000

Full time services & support team members as of August 4, 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 service 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

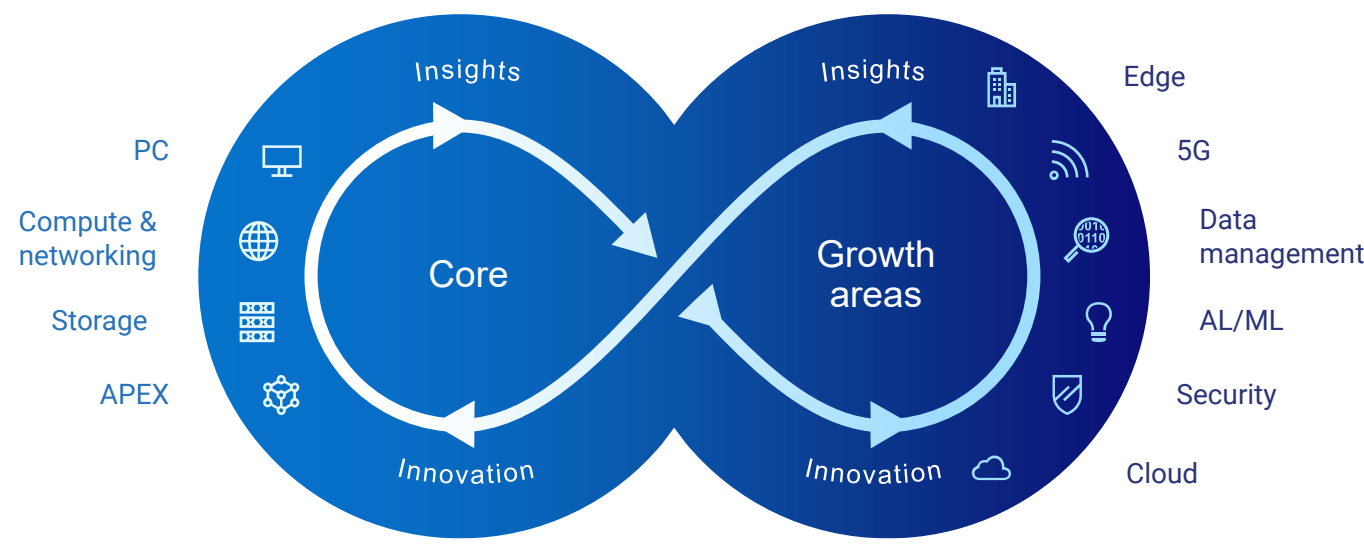
\$2.8 billion

invested in R&D in FY23

\$7.8 billion

invested in R&D from FY21 through FY23

How We Innovate



INDUSTRY LEADERSHIP

Sustainable Competitive Advantages



Leading positions in CSG and ISG



E2E product and multcloud offerings



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 RAID Storage

Dell maintained the #1 position with 32.6% share

Per IDC WW Quarterly Enterprise Storage Systems Tracker CY23Q1

#1 Storage Software

Dell maintained the #1 position with 11.2% share

Per IDC WW Storage Software and Cloud Services Tracker CY23Q1

#1 Hyperconverged & Converged Systems

Dell maintained the #1 positions with 33.8% share and 44.1% share respectively

Per IDC WW Quarterly Converged Systems Tracker CY23Q1

#1 Purpose-Built Backup Appliance

Dell maintained the #1 position with 52.2% share

Per IDC WW Quarterly Purpose-Built Backup Appliance Tracker CY23Q1

#1 x86 Server

Dell is the leader with 13.4% unit share and 13.8% revenue share

Per IDC WW Quarterly Server Tracker CY23Q1

#1 PC Workstations & PC Monitors

Dell maintained #1 positions with 45.5% share and 19.1% share respectively

Per IDC WW Quarterly Workstation Tracker CY23Q2, IDC WW Quarterly Monitor Tracker CY23Q2

#1 High-End PC Gaming

Dell maintained the #1 position with 23.3% share

Per IDC Quarterly Gaming Tracker, CY23Q2, \$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 Q2 FY24



Corporate Recognition

Company of the Year in Fast Company's 2023 World Changing Ideas Awards

2023 World's Most Ethical Company Award, Ethisphere Institute (11x honoree)

2023 Fortune's World Most Admired Companies

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



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- 2022 Climate Change score from CDP, recognizing strong reporting and efforts to reduce carbon emissions

CDP's 2022 Supply Chain Leaderboard, for supplier engagement on climate change

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



Diversity and Inclusion Achievements

Forbes' 2023 Best Employers for Diversity

Forbes' 2022 Best Employers for Women

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

100% score on the 2023 Disability Equality Index

MORE INFORMATION

- [Read our FY23 ESG Report →](#)
- [Dell Technologies Investor Relations →](#)
- [Dell Technologies Quarterly Performance →](#)