

About the Company

\$95.6 billion FY25 revenue	+8% Year over year	\$8.14 billion FY25 Record Non-GAAP ¹ diluted EPS	\$3.9 billion Returned to shareholders in FY25
\$8.5 billion FY25 Non-GAAP ¹ operating income	+8% Year over year	#44 on Fortune 500	97% of Fortune 500 served as of FY25

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 Solutions¹

#1 Client Business Workstations PC Monitors Servers

External Storage Purpose-Built Backup Appliances HCI

Industry's Largest GTM Engine

Extensive direct salesforce

Broad global technology ecosystem of partners

Modern online and consumption experiences



Unique operating model

Automated and AI-driven

Resilient, agile, sustainable at global scale

Global distribution and logistics centers

AI-driven support and experiences

Global footprint of direct services and 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 FY26; Workstations (Units) - IDC WW Quarterly Workstation Tracker CY25Q1 using data for 1Q25; PC Monitors (Units) - IDC WW Quarterly Monitor Tracker CY25Q1 using data for 1Q25; Server (Units) - IDC WW Quarterly Server Tracker CY24Q4 using data for 4Q24; External Storage (Revenue) - IDC WW Quarterly Enterprise Storage Systems Tracker CY24Q4 using data for 4Q24; PBBA - IDC WW Purpose-Built Backup Appliance (PBBA) (Revenue) CY24Q4 using data for 4Q24; Hyperconverged Systems (HCI) (Revenue) - IDC WW Quarterly Converged Systems Tracker CY24Q4 using data for 4Q24

Driving Innovation

<p>32,775</p> <p>Total patents and patent applications as of January 31, 2025</p>	<p>1,880+</p> <p>U.S. patents issued to Dell Technologies in 2024</p>
<p>\$3.1 billion</p> <p>Invested in R&D in FY25</p>	<p>\$8.7 billion</p> <p>Invested in R&D from FY23 through FY25</p>

Leadership Positions

<p>#1 External RAID Enterprise Storage</p> <p>Dell maintained the #1 position with 23.5% share</p> <p><small>Per IDC WW Quarterly Enterprise Storage Systems Tracker CY24Q4</small></p>	<p>#1 Hyperconverged & Converged Systems</p> <p>Dell maintained the #1 position with 35.6% share and 46.8% share respectively</p> <p><small>Per IDC WW Quarterly Converged Systems Tracker CY24Q4</small></p>	<p>#1 Purpose-Built Backup Appliance</p> <p>Dell maintained the #1 position with 34.0% share</p> <p><small>Per IDC WW Quarterly Purpose-Built Backup Appliance Tracker CY24Q4</small></p>
<p>#1 Mainstream Server</p> <p>Dell is the leader with 25.1% unit share and 24.1% revenue share</p> <p><small>Per IDC WW Quarterly Server Tracker CY24Q4. Based on x86 CPU type only</small></p>	<p>#1 x86 Server</p> <p>Dell is the leader with 11.6% unit share and 10.1% revenue share</p> <p><small>Per IDC WW Quarterly Server Tracker CY24Q4</small></p>	<p>#1 PC Workstations and Monitors</p> <p>Dell maintained the #1 positions with 41.4% share and 17.7% share respectively</p> <p><small>Per DC WW Quarterly Workstation Tracker CY25Q1; Per IDC Quarterly Monitor Tracker CY25Q1</small></p>
<p>#1 North America Commercial PC</p> <p>Dell maintained the #1 position with 32.4% share</p> <p><small>Per IDC WW Quarterly PC Device Tracker, CY25Q1. Includes workstations</small></p>	<p>#1 Client Business</p> <p>Leading Client Business by revenue</p> <p><small>Client PC & upsell statistic calculated by Dell Technologies primarily by utilizing other PC OEMs' financial public filings, as of Q1FY26</small></p>	



MORE INFORMATION

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1. This document includes information about non-GAAP operating income and diluted earnings per share which are not measurements of financial performance prepared in accordance with U.S. generally accepted accounting principles. FY25 GAAP operating income: \$6.2 billion, +15% Y/Y. FY25 GAAP diluted earnings per share: \$6.38 billion. Please reference our GAAP to non-GAAP reconciliation included in the financial tables included in the Q4 FY25 earnings full news release.