### About the Company

- **FY23 GAAP Revenue:** $102.3 billion
- **Year-over-year percentage increase:** +1%
- **FY22 GAAP earnings per share:** $5.8 billion
- **Year-over-year percentage increase:** +24%
- **GAAP revenue in the last three years:** $223.3 billion

#### Key figures:
- **Revenue Growth:** Year over year.
- **Leadership Positions:** Fast Company World Changing Company of the Year.
- **Ethisphere:** World’s Most Ethical Companies.
- **EcoVadis:** Platinum Rating for Sustainability.

#### Key metrics:
- **FY23 GAAP Revenue:** $102.3 billion
- **Year-over-year increase:** +1%
- **Q3FY24 GAAP Revenue:** $22.3 billion
- **Recurring Revenue:** +4%
- **FY23 GAAP Operating Income:**$5.8 billion
- **Year-over-year increase:** +24%
- **Year-over-year percentage increase:** +24%
- **FY24 1H 99% of Fortune 500 served as of FY24

#### Key team members:
- **Dell Technologies team members as of February 3, 2023:** 133,000
- **Full-time go-to-market (GTM) team members as of November 3, 2023:** 27,000
- **Full-time go-to-market and support team members as of November 3, 2023:** 33,000
- **Global channel partners:** 240,000
- **Locations in which Dell Technologies operates:** 180
- **Annual supply chain procurement expenditures:** $77 billion
- **Planned GDP for the year:** $343.3+ million
- **Total patents and patent applications as of February 3, 2023:** 2,8,738
- **Patents issued to Dell Technologies in 2022:** 2,445
- **Invested in R&D from FY21 through FY23:** $7.8 billion
- **Invested in R&D in FY23:** $2.8 billion

#### Market share:
- **Dell Technologies maintained the #1 position with 27.6% share as of February 3, 2023.**
- **Dell Technologies maintained the #1 position with 9.5% share as of November 3, 2023.**
- **Dell Technologies maintained the #1 position with 35.4% share and 44.5% share respectively.**
- **Dell Technologies maintained the #1 position with 40.6% share.**
- **Dell Technologies maintained the #1 position with 13.1% unit share.**
- **Dell Technologies maintained the #1 position with 11.2% share.**
- **Dell Technologies maintained the #1 position with 10.2% share.**
- **Dell Technologies maintained the #1 position with 13.1% share.**

#### Key figures:
- **In the last three years:** $77 billion
- **Annual revenue stream and procurement expenditures:** $77 billion
- **PC & upsell revenue statistic calculated by Dell Technologies primarily utilizing other PC OEMs’ financial public filings, as of Q3 FY24:**

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**Leadership Positions**

- **#1 External RAID Storage:** Dell maintained the #1 position with 27.6% share.
- **#1 Storage Hardware:** Dell maintained the #1 position with 9.5% share.
- **#1 Hyperconverged & Converged Systems:** Dell maintained the #1 position with 35.4% share and 44.5% share respectively.
- **#1 Purpose-Built Backup Appliance:** Dell maintained the #1 position with 40.6% share.
- **#1 x86 Server:** Dell is the leader with 13.1% unit share.
- **#1 PC Workstations:** Dell maintained the #1 position with 40.2% share and 44.5% share respectively.
- **#1 Client Business:** Leading Client Business by revenue.

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**MORE INFORMATION**

- **FY23 ESG Report**
- **Investor Relations**
- **Quarterly Performance**

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**FY23 ESG Report**

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**Quarterly Performance**