Highlights

Dell Technologies provides the essential infrastructure for organizations to build their digital future, transform IT, and protect their most important asset—information.

- Serving 96% of Fortune 500 companies as of FY22 Q3
- Leadership in 3 Gartner Magic Quadrant reports in FY22 Q4
- FY22 was the best fiscal year in Dell Technologies’ history, with record annual revenue of $101.2 billion, record non-GAAP operating income of $7.8 billion¹, and cash flow from operations, excluding VMware, of a record $7.1 billion.

The Company

Headquarters
• Round Rock, Texas

Total consolidated revenue
• Revenue: FY22 full-year revenue of $101.2 billion; Q4 FY22 revenue of $28.0 billion
• #28 on Fortune 500 in Q4 FY22

Total number of full-time employees
• Approximately 133,000 total (post-VMware spin-off)

Website URLs
• Dell.com
• DellTechnologiesCapital.com
• Secureworks.com
• Virtustream.com

Global footprint
• 20+ manufacturing locations (10 Dell-owned), 50+ distribution and fulfillment centers, and 750+ parts distribution centers globally
• Combined sales force of approximately 32,000 as of Q3 FY22 (post-VMware spin-off)
• More than 35,000 full-time Services and Support employees as of Q2 FY22 (post-VMware spin-off)
• 241M+ assets supported
• More than 2,400 carry-in service centers and 25 repair centers globally

Total patents
• 26,189 patents and patent applications as of Q4 FY22 (post-VMware spin-off)
• IPO reported that Dell had 2,053 patents issued by the U.S. Patent and Trademark Office in 2021, ranking #16 in the world.

Industry Leadership

Giving back
• Since FY20 we have reached 93,565,352 people (cumulative) through our initiatives
• Dell team members have volunteered more than 7.5 million hours since 2013
• Dell has donated more than $70 million to advance underrepresented groups in STEM

Company rankings
2021
• #2 in Newsweek’s Most Loved Workplaces
• #2 in the computer industry on Fortune’s Most Admired Companies
• #3 on Boston Globe’s Top Workplaces
• #5 on Austin American’s Statesman Top Workplaces
• #7 in Forbes’ World’s Best Employers
• #7 in Forbes’ Best Employers for Women
• #13 on LinkedIn’s Top Companies 2021
• #14 in Gartner’s Global Supply Chain Top 25
• Included in People’s Companies That Care list
• World’s Most Ethical Company Award, Ethisphere Institute (9x honoree)

2020
• 2020 World’s Most Ethical Company Award, Ethisphere Institute
• #4 in Fast Company’s Best Workplaces for Innovators 2020
• Fortune World’s 25 Best Workplaces 2020
• CDP’s Climate Change A list for 2020

Achievements in customer service
• 43 total STAR Awards from the Technology Services Industry Association (TSIA) for commitment to outstanding innovation, leadership and excellence in the technology services industry. We are one of only two companies in TSIA’s Hall of Fame to achieve more than 30 STAR awards

*All metrics based upon FY21 unless otherwise noted

Note 1: For a reconciliation to the most directly comparable GAAP measure, please consult the slides labeled “Supplemental non-GAAP Measures” in the Performance Review.
**Sustainability leadership**

- Dell launched its net zero goal – to reach net zero greenhouse gas emissions across Scopes 1, 2 and 3 by 2050 – on Earth Day 2021 as an extension of our commitment to help solve the climate crisis.
- In 2020, Dell Technologies received an A on CDP’s Climate change ‘A list’ of companies transparently reporting their climate impact and actions to cut emissions, mitigate climate risks and develop the low-carbon economy.
- In fiscal year 21, Dell used over 27 million pounds of sustainable materials in its products and 87% of packaging was made from recycled or renewable materials.
- Since 2007, Dell has recovered more than 2 billion pounds (1.08 Bil. Kg) of used electronics. Building on our 20+ years of offering global recycling and using sustainable materials, we will rethink, redesign, reuse and recycle our way to a better future.
- Dell created the industry’s first packaging made from ocean-bound plastics and co-founded NextWave plastics, a consortium of companies developing the first network of ocean-bound plastics supply chains and preventing plastic from entering the ocean.
- Ranked #1 for environmental management of our supply chain across all industries by the Institute of Public and Environmental Affairs (IPE) Corporate Information Transparency Index (CITI) in 2020.
- First to earn UL Environment certification for a closed-loop process, recycling the plastics from old computers into new parts.
- Recognized as one of two outstanding companies by the IPE Green Choice Alliance’s CITI for our supply chain work in China.
- Winner: Responsible Business Alliance’s Compass Award for Leadership, and Compass Award for Innovation through Sustainable Materials.

**Technology awards**

- Alienware Aurora R13 / 14, CES® 2022 Innovation Awards Honoree (Gaming) — CES®
- Alienware m17 R5 Ryzen Edition, “Best of CES 2022 / Best Gaming Laptop” winner — Techaeris
- Alienware x14, “Best of CES 2022” award — PC World
- U3223QZ Monitor, CES® 2022 Innovation Awards Honoree (Computer Peripherals & Accessories) — CES®
- U3223QZ Monitor, “Best of CES 2022 / Best Business Monitor” winner — Techaeris
- S2722DGM, “Hardware Awards 2021” / “Best Gaming Monitor” winner — PC Gamer
- Dell EMC VxRail, CRN’s 2021 Tech Innovator Awards Winner — CRN
- Dell EMC PowerStore, CRN’s 2021 Tech Innovator Awards Winner — CRN
- PowerEdge XE8545, CRN’s 2021 Products Of The Year (Industry-Standard Servers Subcategory Winner — Technology) — CRN
- XPS 13 OLED (9310), “Best Tech 2021” awards / “Ultraportable Laptop” winner – PCMag
- XPS 17 (9710), “Best Laptops for Video Editing” #1 pick — PCWorld
- XPS 13 Plus (9320), “Best of CES 2022 / Best 13” Premium Laptop” winner — Techaeris
- XPS 13 Plus (9320), “Best of CES 2022 Awards / “Best of Show” — Laptop Mag
- XPS 15 (9500), “Best Windows Laptops 2022” round-up winner (organic) — TechRadar

**Top diversity and inclusion honors**

- Named one of Forbes 2021 America’s Best Employers for Diversity.
- Named one of Forbes 2021 Best Employers for Diversity and Best Employers for Women.
- Recognized as a Best Place to Work for Disability Inclusion after scoring 100% on the Disability Equality Index (DEI) by Disability:IN and the American Association of People with Disabilities in 2020.
- Autism Hiring Program was recognized in Fast Company’s World Changing Ideas 2020.
- Women’s Business Enterprise National Council (WBENC) Top Corporations for Women-Owned Businesses, Platinum Level (10th consecutive year).
- Scored 100% on the Human Rights Campaign Corporate Equality Index for the last 17 years.
- Committed to a diverse supply chain, Dell Technologies spends >$3 billion annually with certified women-owned, minority-owned suppliers and small businesses.
- One of only 28 Fortune 500 companies spending >$1B with minority and woman-owned suppliers.
- #2 on Fairygodboss’ 25 Companies for Women list.
- Recognized as one of the most community-minded companies in America with its Points of Light Civic 50 placement.
- #4 on Hispanicize Silicon Valley’s Top 5 Companies for Latino Inclusion.
- #9 on Careers & the disABLED Magazine’s top employers list.