

# About the Company

**\$95.6 billion**  
FY25 revenue

**+8%**  
Year over year

**\$8.14**  
FY25 Record Non-GAAP<sup>1</sup> diluted EPS

**\$3.9 billion**  
Returned to shareholders in FY25

**\$8.5 billion**  
FY25 Non-GAAP<sup>1</sup> operating income

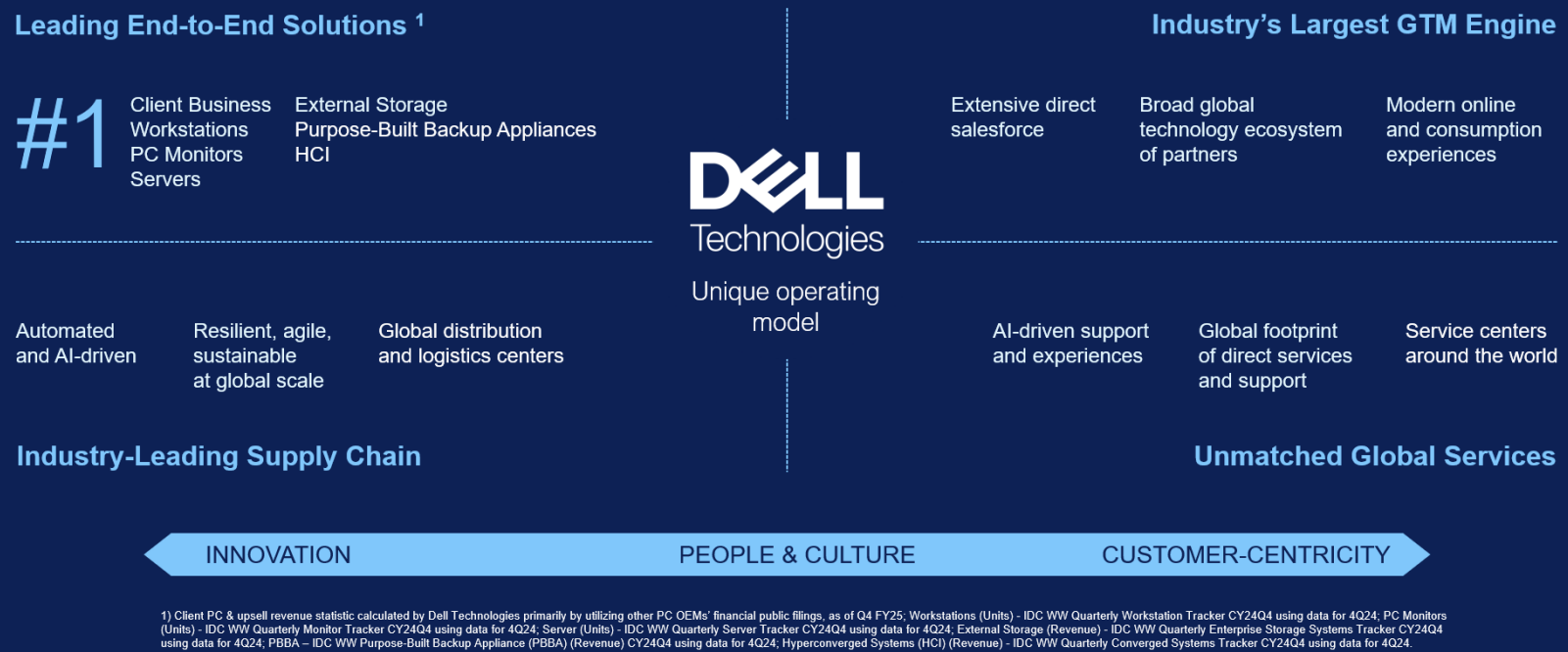
**+8%**  
Year over year

**#48**  
on Fortune 500

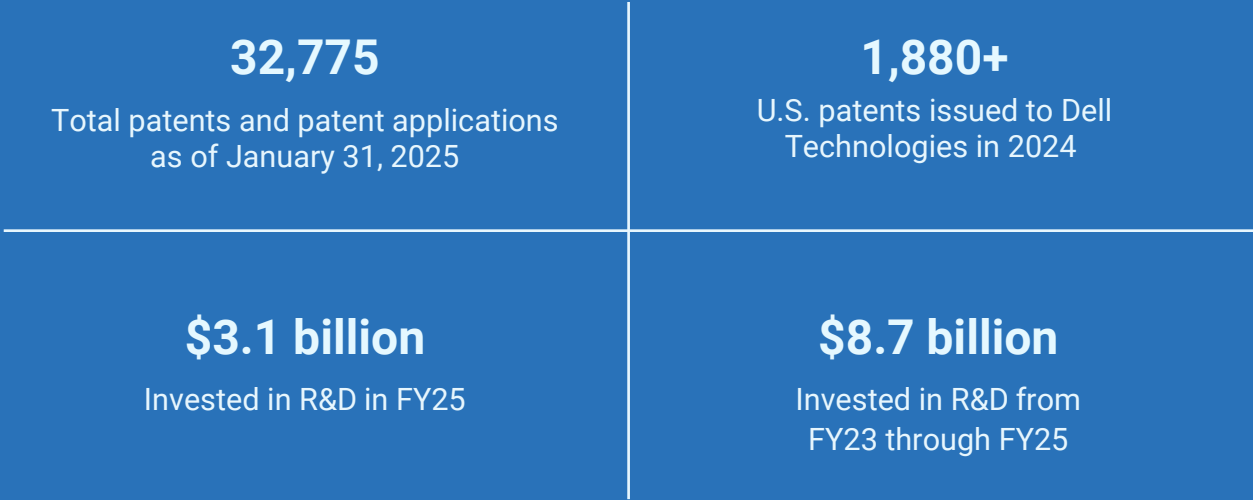
**97%**  
of Global Fortune 500 served as of FY25

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



## Driving Innovation



## Leadership Positions

#1 External RAID Enterprise Storage

Dell maintained the #1 position with 23.5% share

Per IDC WW Quarterly Enterprise Storage Systems Tracker CY24Q4

#1 Hyperconverged & Converged Systems

Dell maintained the #1 position with 35.6% share and 46.8% share respectively

Per IDC WW Quarterly Converged Systems Tracker CY24Q4

#1 Purpose-Built Backup Appliance

Dell maintained the #1 position with 34.0% share

Per IDC WW Quarterly Purpose-Built Backup Appliance Tracker CY24Q4

#1 Mainstream Server

Dell is the leader with 25.1% unit share and 24.1% revenue share

Per IDC WW Quarterly Server Tracker CY24Q4

#1 x86 Server

Dell is the leader with 11.6% unit share and 10.1% revenue share

Per IDC WW Quarterly Server Tracker CY24Q4

#1 PC Workstations and Monitors

Dell maintained the #1 positions with 41.9% share and 18.4% share respectively

Per IDC WW Quarterly Workstation Tracker CY24Q4; Per IDC Quarterly Monitor Tracker CY24Q4

#1 Commercial AI PC

Dell is the leader with 27.7% share

Per IDC WW Quarterly PC Device Tracker, CY24Q4. Includes workstations

#1 Client Business

Leading Client Business by revenue

Client PC & upsell statistic calculated by Dell Technologies primarily by utilizing other PC OEMs' financial public filings, as of Q4FY25



## MORE INFORMATION

FY24 ESG Report  
Investor Relations  
Quarterly Results

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