

About the Company

\$95.6 billion
FY25 revenue

+8%
Year over year

\$8.14
FY25 Record Non-GAAP¹ diluted EPS

\$3.9 billion
Returned to shareholders in FY25

\$8.5 billion
FY25 Non-GAAP¹ 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

Leading End-to-End Solutions ¹

#1 Client Business Workstations PC Monitors Servers External Storage Purpose-Built Backup Appliances HCI



Unique operating model

Industry's Largest GTM Engine

Extensive direct salesforce Broad global technology ecosystem of partners Modern online and consumption experiences

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 Q4 FY25. Workstations (Units) - IDC WW Quarterly Workstation Tracker CY24Q4 using data for 4Q24; PC Monitors (Units) - IDC WW Quarterly Monitor Tracker CY24Q4 using data for 4Q24; 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

32,775

Total patents and patent applications as of January 31, 2025

1,880+

U.S. patents issued to Dell Technologies in 2024

\$3.1 billion

Invested in R&D in FY25

\$8.7 billion

Invested in R&D from FY23 through FY25

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



Newsweek
America's Greenest Companies 2025



Forbes
World's Best Employers 2024



Fortune
America's Most Innovative Companies 2024

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