

About the Company

\$102.3 billion
FY23 GAAP revenue

+1%
Year over year percent increase

\$20.9 billion
Q1FY24 GAAP revenue

-20%
Year over year percent decrease

\$5.8 billion
FY23 GAAP operating income

+24%
Year over year percent increase

#31
on Fortune 500

98%
of Fortune 500 served as of FY23 2H



~133,000

Dell Technologies team members as of February 3, 2023



~180

Locations in which Dell Technologies operates



50+ million

PC unit shipments in calendar year 2022

~31,000

Full time go-to-market (GTM) team members

20+

Global manufacturing locations, nine Dell owned

+12%

Growth in Infrastructure Solutions Group (ISG) in FY23

~35,000

Full time services & support team members

725+

Global distribution & logistics centers

\$77 billion

Annual supply chain procurement expenditures

~240,000

Global channel partners

~2,200

Global service centers

396.5+ million

Global Pounds of sustainable materials used in products and packaging in FY22

Creating Value

28,738

Total patents and patent applications as of February 3, 2023

2,445

Patents issued to Dell Technologies in 2022

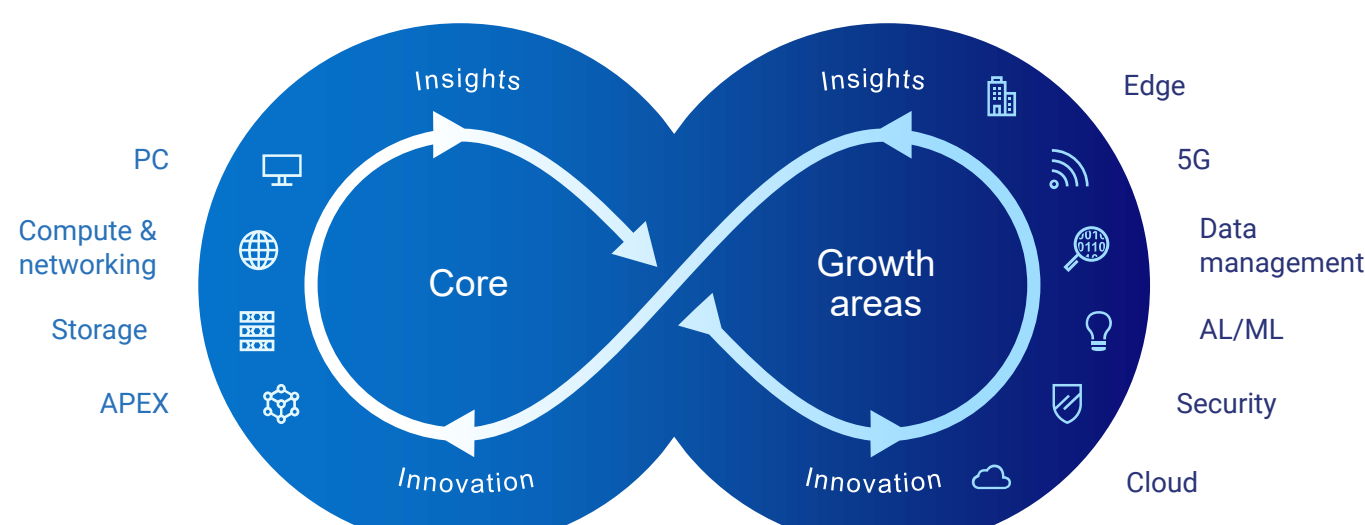
\$2.8 billion

invested in R&D in FY23

\$7.8

invested in R&D from FY21 through FY23

How We Innovate



INDUSTRY LEADERSHIP

Sustainable Competitive Advantages



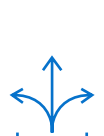
Leading positions in CSG and ISG



E2E product and multicloud offerings



Modern global services business



Complementary direct and channel GTM



Leading DFS capabilities



Differentiated supply chain



World-class people and culture

Leadership Positions

#1 External Enterprise Storage

Dell maintained the #1 position with 24.3% share

Per IDC WW Quarterly Enterprise Storage Systems Tracker CY22Q4

#1 Storage Software

Dell maintained the #1 position with 9.0% share

Per IDC WW Storage Software and Cloud Services Tracker CY22Q4

#1 Hyperconverged & Converged Systems

Dell maintained the #1 positions with 31.4% share and 45.6% share respectively

Per IDC WW Quarterly Converged Systems Tracker CY22Q4

#1 Purpose-Built Backup Appliance

Dell maintained the #1 position with 40.0% share

Per IDC WW Quarterly Purpose-Built Backup Appliance Tracker CY22Q4

#1 x86 Server

Dell is the leader with 13.8% unit share and 16.5% revenue share

Per IDC WW Quarterly Server Tracker CY22Q4

#1 PC Workstations & PC Monitors

Dell maintained #1 positions with 46.4% share and 19.7% share respectively

Per IDC WW Quarterly Workstation Tracker CY23Q1, IDC WW Quarterly Monitor Tracker CY23Q1

#1 High-End PC Gaming

Dell maintained the #1 position with 19.7% share

Per IDC Quarterly Gaming Tracker, CY23Q1, \$1,500+ price band

#1 Client Business

Leading Client Business by revenue

Client PC & upsell revenue statistic calculated by Dell Technologies primarily by utilizing other PC OEMs' financial public filings, as of Q4 FY23



Corporate Recognition

Company of the Year in Fast Company's 2023 World Changing Ideas Awards

#1 on Newsweek's 2022 America's Most Loved Workplaces

2023 World's Most Ethical Company Award, Ethisphere Institute (11x honoree)

Dell Technologies named to Fortune's 40 Best Large Workplaces in Technology 2022



Customer Service Achievements

Technology Services Industry Association (TSIA) Hall of Fame Lifetime Achievement Award

2022 TSIA Awards:

Best Practices in Service Offer Development

Best Practices in Field Service

Innovation in Leveraging Analytics for Service Excellence

Innovation in Managed Services Strategic Adaptation



Sustainability Achievements

Recipient of EcoVadis' Platinum Rating for Sustainability in 2022

A- 2022 Climate Change score from CDP, recognizing strong reporting and efforts to reduce carbon emissions

CDP's 2022 Supply Chain Leaderboard, for supplier engagement on climate change

Achieved Prime Status by the ISS ESG Ranker, recognizing sustainability performance



Diversity and Inclusion Achievements

Forbes' 2023 Best Employers for Diversity

Forbes' 2022 Best Employers for Women

Human Rights Campaign's 2022 Best Places to Work for LGBTQIA+ Equality (18x honoree)

100% score on the 2022 Disability Equality Index

MORE INFORMATION

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[Dell Technologies Quarterly Performance →](#)