#### Fiscal year 2019 third quarter results:

		Three Mor	ths Ende	d									
	Noven	nber 2, 2018	Nover	nber 3, 2017	Change	Noven	nber 2, 2018	Nover	nber 3, 2017	Change			
		(in millions, except percentages; unaudited)											
Total net revenue	\$	22,482	\$	19,556	15 %	\$	66,780	\$	57,077	17 %			
Operating loss	\$	(356)	\$	(410)	13 %	\$	(522)	\$	(2,347)	78 %			
Net loss	\$	(895)	\$	(851)	(5)%	\$	(1,894)	\$	(2,793)	32 %			
Non-GAAP net revenue	\$	22,651	\$	19,851	14 %	\$	67,316	\$	58,062	16 %			
Non-GAAP operating income	\$	2,064	\$	2,109	(2)%	\$	6,198	\$	5,400	15 %			
Non-GAAP net income	\$	1,200	\$	1,199	%	\$	3,723	\$	3,072	21 %			
Adjusted EBITDA	\$	2,426	\$	2,441	(1)%	\$	7,268	\$	6,416	13 %			

### Condensed Consolidated Statements of Income (Loss) and Related Financial Highlights (in millions, except per share amounts and percentages; unaudited)

		Three Mon	nths Er	ıded		Nine Mon		
	Noven	nber 2, 2018		ember 3, 2017	Change	November 2, 2018	November 3, 2017	Change
Net revenue:								
Products	\$	17,625	\$	15,120	17 %	\$ 52,445	\$ 43,856	20 %
Services		4,857		4,436	9 %	14,335	13,221	8 %
Total net revenue		22,482		19,556	15 %	66,780	57,077	17 %
Cost of net revenue:								
Products		14,565		12,573	16 %	43,114	37,171	16 %
Services		1,974		1,763	12 %	5,722	5,261	9 %
Total cost of net revenue		16,539		14,336	15 %	48,836	42,432	15 %
Gross margin		5,943		5,220	14 %	17,944	14,645	23 %
Operating expenses:								
Selling, general, and administrative		5,159		4,559	13 %	15,064	13,695	10 %
Research and development		1,140		1,071	6 %	3,402	3,297	3 %
Total operating expenses		6,299		5,630	12 %	18,466	16,992	9 %
Operating loss		(356)		(410)	13 %	(522)	(2,347)	78 %
Interest and other, net		(639)		(682)	6 %	(1,564)	(1,799)	13 %
Loss before income taxes	·	(995)		(1,092)	9 %	(2,086)	(4,146)	50 %
Income tax benefit		(100)		(241)	59 %	(192)	(1,353)	86 %
Net loss		(895)		(851)	(5)%	(1,894)	(2,793)	32 %
Less: Net income (loss) attributable to non-controlling interests		(19)		(5)	280 %	117	(44)	(366)%
Net loss attributable to Dell Technologies Inc.	\$	(876)	\$	(846)	(4)%	\$ (2,011)	\$ (2,749)	27 %
Earnings (loss) per share attributable to Dell Technologies Inc basic:								
Class V Common Stock - basic	\$	0.83	\$	0.98		\$ 4.80	\$ 2.58	
DHI Group - basic	\$	(1.84)	\$	(1.84)		\$ (5.23)	\$ (5.78)	
Earnings (loss) per share attributable to Dell Technologies Inc diluted:								
Class V Common Stock - diluted	\$	0.81	\$	0.96		\$ 4.72	\$ 2.54	
DHI Group - diluted	\$	(1.84)	\$	(1.84)		\$ (5.25)	\$ (5.79)	
Weighted-average shares outstanding:								
Basic - Class V Common Stock		199		202		199	204	
Diluted - Class V Common Stock		199		202		199	204	
Basic - DHI Group		567		567		567	567	
Diluted - DHI Group		567		567		567	567	
Percentage of Total Net Revenue:								
Gross margin		26 %		27 %		27 %	26 %	
Selling, general, and administrative		23 %		23 %		23 %	24 %	
Research and development		5 %		5 %		5 %	6 %	
Operating expenses		28 %		29 %		28 %	30 %	
Operating loss		(2)%		(2)%		(1)%	(4)%	
Loss before income taxes		(4)%		(6)%		(3)%	(7)%	
Net loss		(4)%		(4)%		(3)%	(5)%	
Income tax rate		10.1 %		22.1 %		9.2 %	32.6 %	

## Consolidated Statements of Financial Position (in millions; unaudited)

	Noven	November 2, 2018		<b>February 2, 2018</b>	
ASSETS					
Current assets:					
Cash and cash equivalents	\$	15,152	\$	13,942	
Short-term investments		2,322		2,187	
Accounts receivable, net		11,113		11,721	
Short-term financing receivables, net		4,134		3,919	
Inventories, net		3,793		2,678	
Other current assets		6,445		5,881	
Total current assets		42,959		40,328	
Property, plant, and equipment, net		5,228		5,390	
Long-term investments		2,972		4,163	
Long-term financing receivables, net		3,946		3,724	
Goodwill		39,651		39,920	
Intangible assets, net		23,787		28,265	
Other non-current assets		2,698		2,403	
Total assets	\$	121,241	\$	124,193	
LIABILITIES, REDEEMABLE SHARES, AND S' Current liabilities:	TOCKHOL	DERS' EQUI	ΓY		
Short-term debt	\$	8,150	\$	7,873	
Accounts payable		19,748		18,334	
Accrued and other		7,606		8,026	
Short-term deferred revenue		12,079		11,606	
Total current liabilities	•	47,583		45,839	
Long-term debt		40,507		43,998	
Long-term deferred revenue		10,064		9,210	
Other non-current liabilities		6,567		7,277	
Total liabilities		104,721		106,324	
Redeemable shares		2,095		384	
Stockholders' equity:		_,,,,			
Total Dell Technologies Inc. stockholders' equity		7,592		11,719	
Non-controlling interests		6,833		5,766	
Total stockholders' equity		14,425		17,485	
Total liabilities, redeemable shares, and stockholders' equity	\$	121,241	\$	124,193	

#### **Condensed Consolidated Statements of Cash Flows**

(in millions; unaudited)

	Three M	onths Ended	Nine Mon	ths Ended	
	November 2, 2018	November 3, 2017	November 2, 2018	November 3, 2017	
Cash flows from operating activities:					
Net loss	\$ (895	) \$ (851)	\$ (1,894)	\$ (2,793)	
Adjustments to reconcile net loss to net cash provided by operating activities	1,728	2,490	6,519	6,537	
Change in cash from operating activities	833	1,639	4,625	3,744	
Cash flows from investing activities:					
Investments:					
Purchases	(24	(1,194)	(912)	(3,454)	
Maturities and sales	863	935	2,185	2,993	
Capital expenditures	(300	(341)	(861)	(902)	
Proceeds from sale of facilities, land, and other assets	_	_	10	_	
Capitalized software development costs	(86	(94)	(246)	(281)	
Collections on purchased financing receivables	8	15	25	25	
Acquisition of businesses, net	(493	) —	(493)	(223)	
Divestitures of businesses, net	_	_	142	_	
Asset acquisitions, net	(21	(9)	(59)	(95)	
Asset dispositions, net	(6	) (12)	(12)	(53)	
Other					
Change in cash from investing activities	(59	(700)	(221)	(1,990)	
Cash flows from financing activities:				_	
Payment of dissenting shares obligation	_	_	(76)	_	
Share repurchases for tax withholdings of equity awards	(52	(105)	(251)	(299)	
Proceeds from the issuance of DHI Group Common Stock	_	_	_	_	
Proceeds from the issuance of common stock of subsidiaries	114	30	767	110	
Repurchases of DHI Group Common Stock	_	(4)	(47)	(6)	
Repurchases of Class V Common Stock	_	(300)	_	(722)	
Repurchases of common stock of subsidiaries	(1	(555)	(1)	(555)	
Payments for debt issuance costs	(3	(39)	(11)	(44)	
Proceeds from debt	1,806	8,412	6,443	13,168	
Repayments of debt	(2,721	(5,837)	(9,669)	(11,128)	
Other	_	_	1	1	
Change in cash from financing activities	(857	1,602	(2,844)	525	
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	(46	(1)	(262)	47	
Change in cash, cash equivalents, and restricted cash	(129	2,540	1,298	2,326	
Cash, cash equivalents, and restricted cash at beginning of the period	15,805	9,618	14,378	9,832	
Cash, cash equivalents, and restricted cash at end of the period	\$ 15,676	\$ 12,158	\$ 15,676	\$ 12,158	

#### **Segment Information**

(in millions, except percentages; unaudited)

		Three Mor	nths End	led		Nine Months Ended				
	Nover	nber 2, 2018	Noven	nber 3, 2017	Change	Noven	nber 2, 2018	Noven	nber 3, 2017	Change
Infrastructure Solutions Group (ISG):										
Net Revenue:										
Servers and networking	\$	5,054	\$	3,875	30 %	\$	14,700	\$	10,908	35 %
Storage		3,883		3,660	6 %		12,131	-	11,055	10 %
Total ISG net revenue	\$	8,937	\$	7,535	19 %	\$	26,831	\$	21,963	22 %
Operating Income:										
ISG operating income	\$	935	\$	870	7 %	\$	2,886	\$	2,023	43 %
% of ISG net revenue		10 %		12 %			11 %		9 %	
% of total segment operating income		43 %		41 %			45 %		37 %	
Client Solutions Group (CSG):										
Net Revenue:										
Commercial	\$	7,613	\$	6,778	12 %	\$	23,085	\$	20,327	14 %
Consumer		3,292		3,051	8 %		9,219	-	8,416	10 %
Total CSG net revenue	\$	10,905	\$	9,829	11 %	\$	32,304	\$	28,743	12 %
Operating Income:										
CSG operating income	\$	447	\$	630	(29)%	\$	1,405	\$	1,483	(5)%
% of CSG net revenue		4 %		6 %			4 %		5 %	
% of total segment operating income		21 %		29 %			22 %		27 %	
VMware:										
Net Revenue:										
Total VMware net revenue	\$	2,229	\$	1,933	15 %	\$	6,451	\$	5,735	12 %
Operating Income:										
VMware operating income	\$	768	\$	634	21 %	\$	2,117	\$	1,973	7 %
% of VMware net revenue		34 %		33 %			33 %		34 %	
% of total segment operating income		36 %		30 %			33 %		36 %	
Reconciliation to consolidated net revenue:										
Reportable segment net revenue	\$	22,071	\$	19,297		\$	65,586	\$	56,441	
Other businesses (a)		583		557			1,736		1,629	
Unallocated transactions (b)		(3)		(3)			(6)		(8)	
Impact of purchase accounting (c)		(169)		(295)			(536)		(985)	
Total net revenue	\$	22,482	\$	19,556		\$	66,780	\$	57,077	
Reconciliation to consolidated operating income (loss):										
Reportable segment operating income	\$	2,150	\$	2,134		\$	6,408	\$	5,479	
Other businesses (a)		(40)		(19)			(139)		(71)	
Unallocated transactions (b)		(46)		(6)			(71)		(8)	
Impact of purchase accounting (c)		(193)		(366)			(630)		(1,195)	
Amortization of intangibles		(1,546)		(1,734)			(4,594)		(5,250)	
Transaction-related expenses (d)		(167)		(86)			(437)		(415)	
Other corporate expenses (e)		(514)		(333)			(1,059)		(887)	
Total operating loss	\$	(356)	\$	(410)		\$	(522)	\$	(2,347)	

<sup>(</sup>a) Pivotal, SecureWorks, RSA Security, Virtustream, and Boomi constitute "Other businesses" and do not meet the requirements for a reportable segment, either individually or collectively. The results of Other businesses are not material to the Company's overall results.

<sup>(</sup>b) Unallocated transactions includes long-term incentives, certain short-term incentive compensation expenses, and other corporate items that are not allocated to Dell Technologies' reportable segments.

<sup>(</sup>c) Impact of purchase accounting includes non-cash purchase accounting adjustments that are primarily related to the EMC merger transaction.

<sup>(</sup>d) Transaction-related expenses includes acquisition, integration, and divestiture related costs.

<sup>(</sup>e) Other corporate expenses includes severance, facility action costs, goodwill impairment charges, and stock-based compensation expense.

#### SUPPLEMENTAL SELECTED NON-GAAP FINANCIAL MEASURES

These tables present information about the Company's non-GAAP net revenue, non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating income, non-GAAP net income, EBITDA, and adjusted EBITDA, which are non-GAAP financial measures provided as a supplement to the results provided in accordance with generally accepted accounting principles in the United States of America ("GAAP"). A detailed discussion of Dell Technologies' reasons for including these non-GAAP financial measures, the limitations associated with these measures, the items excluded from these measures, and our reason for excluding those items are presented in "Management's Discussion and Analysis of Financial Condition and Results of Operations - Non-GAAP Financial Measures" in our periodic reports filed with the SEC. Dell Technologies encourages investors to review the non-GAAP discussion in conjunction with the presentation of non-GAAP financial measures.

# DELL TECHNOLOGIES INC. Selected Non-GAAP Financial Measures (in millions, except percentages; unaudited)

		Three Mor	ths En	ded		ed				
	Nover	November 2, 2018		November 3, 2017		Nove	mber 2, 2018	November 3, 2017		Change
Non-GAAP net revenue	\$	22,651	\$	19,851	14 %	\$	67,316	\$	58,062	16 %
Non-GAAP gross margin % of non-GAAP net revenue	\$	7,000 31 %	\$	6,474 33 %	8 %	\$	20,985 31 %	\$	18,534 32 %	13 %
Non-GAAP operating expenses % of non-GAAP net revenue	\$	4,936 22 %	\$	4,365 22 %	13 %	\$	14,787 22 %	\$	13,134 23 %	13 %
Non-GAAP operating income % of non-GAAP net revenue	\$	2,064 9 %	\$	2,109 11 %	(2)%	\$	6,198 9 %	\$	5,400 9 %	15 %
Non-GAAP net income % of non-GAAP net revenue	\$	1,200 5 %	\$	1,199 6 %	%	\$	3,723 6 %	\$	3,072 5 %	21 %
Adjusted EBITDA % of non-GAAP net revenue	\$	2,426 11 %	\$	2,441 12 %	(1)%	\$	7,268 11 %	\$	6,416 11 %	13 %

## Reconciliation of Selected Non-GAAP Financial Measures (in millions, except percentages; unaudited)

Net revenue         S 22,482         S 19,556         15%         S 66,780         S 57,00           Non-GAAP adjustments:         Impact of purchase accounting         169         295         14%         \$ 536         98           Gross margin         \$ 5,943         \$ 5,225         14%         \$ 17,944         \$ 14,66           Non-GAAP adjustments:         Amortization of intangibles         726         914         \$ 1,794         \$ 14,66           Impact of purchase accounting         171         307         \$ 549         1,00           Offer corporate expenses         \$ 102         35         \$ 99         6           Offer corporate expenses         \$ 6,299         \$ 6,630         12%         \$ 18,466         \$ 10,9           Non-GAAP adjustments:         \$ 7,000         \$ 6,630         12%         \$ 18,466         \$ 10,9           Offer corporate expenses         \$ 6,299         \$ 5,630         12%         \$ 18,466         \$ 10,9           Non-GAAP adjustments:         \$ 1,000         \$ 1,000         \$ 1,000         \$ 1,000         \$ 1,000         \$ 1,000         \$ 1,000         \$ 1,000         \$ 1,000         \$ 1,000         \$ 1,000         \$ 1,000         \$ 1,000         \$ 1,000         \$ 1,000         \$ 1,000			Three Months Ended								
Non-GAAP adjustments:		Noven				Change	Novem	Nine Mon iber 2, 2018			Change
Non-GAAP adjustments:	Net revenue	\$	22 482	\$	10 556	15 %	•	66 780	\$	57 077	17 %
Mon-GAAP net revenue		Ψ	22,402	Ψ	17,550	13 70	Ψ	00,700	Ψ	31,011	17 70
Non-GAAP net revenue	•		169		295			536		985	
Non-GAAP adjustments:		\$	22,651	\$		14 %	\$		\$	58,062	16 %
Non-GAAP adjustments:	Grass marain	\$	5 0/13	¢	5 220	1.4 %	¢	17 044	¢	14 645	23 %
Amortization of intangibles	•	Ψ	3,743	Ψ	3,220	14 /0	Ψ	17,744	Ψ	14,043	23 70
Impact of purchase accounting	•		726		914			2 154		2,784	
Transaction-related expenses								*		1,020	
Other corporate expenses         58         28         99         6           Non-GAAP gross margin         \$ 7,000         \$ 6,474         8%         \$ 20,985         \$ 18,55           Operating expenses         \$ 6,299         \$ 5,630         12%         \$ 18,466         \$ 16,99           Non-GAAP adjustments:         Amortization of intangibles         (820)         (820)         (22,440)         (2,440)         (2,440)         (2,440)         (2,440)         (30,500)         <										22	
Non-GAAP gross margin	*									63	
Non-GAAP adjustments:	• •	\$		\$		8 %	\$		\$	18,534	13 %
Non-GAAP adjustments:	Operating expenses	•	6 200	\$	5 630	12 %	•	18 466	\$	16 992	9 %
Amortization of intangibles         (820)         (820)         (2,440)         (2,440)           Impact of purchase accounting         (22)         (59)         (81)         (12)           Transaction-related expenses         (65)         (81)         (198)         (38)           Other corporate expenses         (456)         (305)         13%         9600         (83)           Non-GAAP operating expenses         \$ (493)         \$ (410)         13%         \$ (522)         \$ (2,3)           Operating loss         \$ (356)         \$ (410)         13%         \$ (522)         \$ (2,3)           Non-GAAP adjustments:         ****         *****         *****         *****         *****         \$ (2,3)           Impact of purchase accounting         193         366         630         1,11         ***** </td <td></td> <td>Þ</td> <td>0,299</td> <td>φ</td> <td>3,030</td> <td>12 /0</td> <td>φ</td> <td>10,400</td> <td>Ф</td> <td>10,992</td> <td>9 /0</td>		Þ	0,299	φ	3,030	12 /0	φ	10,400	Ф	10,992	9 /0
Transaction-related expenses         (65)         (81)         (198)         (33)           Other corporate expenses         (456)         (305)         (960)         (88)           Non-GAAP operating expenses         \$ 4,936         \$ 4,365         13 %         \$ 14,787         \$ 13,13           Operating loss         \$ (356)         \$ (410)         13 %         \$ (522)         \$ (2,34)           Non-GAAP adjustments:         Amortization of intangibles         1,546         1,734         4,594         5,22           Impact of purchase accounting         193         366         630         1,18           Transaction-related expenses         167         86         437         41           Other corporate expenses         514         333         1,059         88           Non-GAAP operating income         \$ 2,064         \$ 2,109         (2)%         \$ 6,198         \$ 5,40           Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,75)           Non-GAAP adjustments:         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,75)           Non-GAAP adjustments:         \$ (325)         (469)         (41,94)         4,594         5,22           Impact	-		(820)		(820)			(2,440)		(2,466)	
Other corporate expenses         (456)         (305)         (960)         (85)           Non-GAAP operating expenses         \$ 4,936         \$ 4,365         13 %         \$ 14,787         \$ 13,13           Operating loss         \$ (356)         \$ (410)         13 %         \$ (522)         \$ (2,38)           Non-GAAP adjustments:         Amortization of intangibles         1,546         1,734         4,594         5,22           Impact of purchase accounting         193         366         630         1,11           Transaction-related expenses         167         86         437         4           Other corporate expenses         514         333         1,059         8           Non-GAAP operating income         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Not loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Non-GAAP adjustments:         Amortization of intangibles         1,546         1,734         4,594         5,22           Impact of purchase accounting         193         366         630         1,15           Transaction-related expenses         167         86         437         4           Ot	Impact of purchase accounting		(22)		, ,					(175)	
Non-GAAP operating expenses	Transaction-related expenses		(65)		(81)			(198)		(393)	
Operating loss         \$         (356)         \$         (410)         13 %         \$         (522)         \$         (2,34)           Non-GAAP adjustments:         Amortization of intangibles         1,546         1,734         4,594         5,22           Impact of purchase accounting         193         366         630         1,19           Transaction-related expenses         167         86         437         44           Other corporate expenses         514         333         1,059         88           Non-GAAP operating income         \$         2,064         \$         2,109         (2)%         \$         6,198         \$         5,44           Net loss         \$         (895)         \$         (851)         (5)%         \$         (1,894)         \$         2,27           Net loss         \$         (895)         \$         (851)         (5)%         \$         (1,894)         \$         2,27           Net loss         \$         (895)         \$         (851)         (5)%         \$         (1,894)         \$         2,27           Amortization of intangibles         1,546         1,734         4,594         5,22         1,12         1,12         1,12	Other corporate expenses		(456)		(305)			(960)		(824)	
Non-GAAP adjustments:	Non-GAAP operating expenses	\$	4,936	\$	4,365	13 %	\$	14,787	\$	13,134	13 %
Non-GAAP adjustments:	Operating loss	\$	(356)	\$	(410)	13 %	\$	(522)	\$	(2,347)	78 %
Amortization of intangibles         1,546         1,734         4,594         5,22           Impact of purchase accounting         193         366         630         1,15           Transaction-related expenses         167         86         437         4           Other corporate expenses         514         333         1,059         88           Non-GAAP operating income         \$ 2,064         \$ 2,109         (2)%         \$ 6,198         \$ 5,44           Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79           Non-GAAP adjustments:         *** </td <td></td> <td>•</td> <td>()</td> <td>*</td> <td>(114)</td> <td></td> <td>*</td> <td>()</td> <td>*</td> <td>(=,= 1, )</td> <td></td>		•	()	*	(114)		*	()	*	(=,= 1, )	
Impact of purchase accounting   193   366   630   1,155     Transaction-related expenses   167   86   437   41     Other corporate expenses   514   333   1,059   88     Non-GAAP operating income   \$ 2,064   \$ 2,109   (2)%   \$ 6,198   \$ 5,46     Not loss   \$ (895)   \$ (851)   (5)%   \$ (1,894)   \$ (2,79     Non-GAAP adjustments:  Amortization of intangibles   1,546   1,734   4,594   5,22     Impact of purchase accounting   193   366   630   1,155     Transaction-related expenses   167   86   437   44     Other corporate expenses   514   333   1,059   88     Aggregate adjustment for income taxes   (325)   (469)   (1,103)   (1,88     Non-GAAP net income   \$ 1,200   \$ 1,199   0 %   \$ 3,723   \$ 3,00     Net loss   \$ (895)   \$ (851)   (5)%   \$ (1,894)   \$ (2,79     Adjustments:  Interest and other, net   639   682   1,564   1,79     Income tax benefit   (100)   (241)   (192)   (1,33     Depreciation and amortization   1,961   2,137   5,806   6,45     EBITDA   \$ 1,605   \$ 1,727   (7)%   \$ 5,284   \$ 4,14     EBITDA   \$ 1,605   \$ 1,727   (7)%   \$ 5,284   \$ 4,14     Adjustments:  Stock-based compensation expense   256   221   671   66     Impact of purchase accounting   169   298   536   99     Transaction-related expenses   158   86   409   44     Other corporate expenses   158   86   409   44     Other corporate expenses   158   86   409   44     Other corporate expenses   238   109   368   22	•		1,546		1,734			4,594		5,250	
Transaction-related expenses         167         86         437         4           Other corporate expenses         514         333         1,059         88           Non-GAAP operating income         \$ 2,064         \$ 2,109         (2)%         \$ 6,198         \$ 5,44           Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Non-GAAP adjustments:         ***	_		193		366			630		1,195	
Other corporate expenses Non-GAAP operating income         514         333         1,059         88           Non-GAAP operating income         \$ 2,064         \$ 2,109         (2)%         \$ 6,198         \$ 5,44           Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Non-GAAP adjustments:         Amortization of intangibles         1,546         1,734         4,594         5,22           Impact of purchase accounting         193         366         630         1,19           Transaction-related expenses         167         86         437         41           Other corporate expenses         514         333         1,059         88           Aggregate adjustment for income taxes         (325)         (469)         (1,103)         (1,894)         (2,79           Nor-GAAP net income         \$ 1,200         \$ 1,199         0 %         \$ 3,723         \$ 3,00           Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Not loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)			167		86			437		415	
Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Non-GAAP adjustments:         Amortization of intangibles         1,546         1,734         4,594         5,22           Impact of purchase accounting         193         366         630         1,15           Transaction-related expenses         167         86         437         41           Other corporate expenses         514         333         1,059         88           Aggregate adjustment for income taxes         (325)         (469)         (1,103)         (1,884)           Non-GAAP net income         \$ 1,200         \$ 1,199         0%         \$ 3,723         \$ 3,00           Net loss         \$ (895)         (851)         (5)%         \$ (1,894)         \$ (2,79)           Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Adjustment	_		514		333			1,059		887	
Non-GAAP adjustments:         Amortization of intangibles         1,546         1,734         4,594         5,225           Impact of purchase accounting         193         366         630         1,155           Transaction-related expenses         167         86         437         44           Other corporate expenses         514         333         1,059         88           Aggregate adjustment for income taxes         (325)         (469)         (1,103)         (1,889)           Non-GAAP net income         \$ 1,200         \$ 1,199         0%         \$ 3,723         \$ 3,00           Net loss         \$ (895)         (851)         (5)%         \$ (1,894)         \$ (2,79)           Adjustments:         Interest and other, net         639         682         1,564         1,79           Income tax benefit         (100)         (241)         (192)         (1,33)           Depreciation and amortization         1,961         2,137         5,806         6,49           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,12           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,12           EBITDA         \$ 1,605         \$ 1,727 <td>Non-GAAP operating income</td> <td>\$</td> <td>2,064</td> <td>\$</td> <td>2,109</td> <td>(2)%</td> <td>\$</td> <td>6,198</td> <td>\$</td> <td>5,400</td> <td>15 %</td>	Non-GAAP operating income	\$	2,064	\$	2,109	(2)%	\$	6,198	\$	5,400	15 %
Non-GAAP adjustments:         Amortization of intangibles         1,546         1,734         4,594         5,225           Impact of purchase accounting         193         366         630         1,155           Transaction-related expenses         167         86         437         44           Other corporate expenses         514         333         1,059         88           Aggregate adjustment for income taxes         (325)         (469)         (1,103)         (1,889)           Non-GAAP net income         \$ 1,200         \$ 1,199         0%         \$ 3,723         \$ 3,00           Net loss         \$ (895)         (851)         (5)%         \$ (1,894)         \$ (2,79)           Adjustments:         Interest and other, net         639         682         1,564         1,79           Income tax benefit         (100)         (241)         (192)         (1,33)           Depreciation and amortization         1,961         2,137         5,806         6,49           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,12           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,12           EBITDA         \$ 1,605         \$ 1,727 <td>Net loss</td> <td>\$</td> <td>(895)</td> <td>\$</td> <td>(851)</td> <td>(5)%</td> <td>\$</td> <td>(1,894)</td> <td>\$</td> <td>(2,793)</td> <td>32 %</td>	Net loss	\$	(895)	\$	(851)	(5)%	\$	(1,894)	\$	(2,793)	32 %
Amortization of intangibles         1,546         1,734         4,594         5,22           Impact of purchase accounting         193         366         630         1,19           Transaction-related expenses         167         86         437         4           Other corporate expenses         514         333         1,059         88           Aggregate adjustment for income taxes         (325)         (469)         (1,103)         (1,88           Non-GAAP net income         \$ 1,200         \$ 1,199         0 %         \$ 3,723         \$ 3,00           Net loss         \$ (895)         (851)         (5)%         \$ (1,894)         \$ (2,79           Adjustments:         Increst and other, net         639         682         1,564         1,79           Income tax benefit         (100)         (241)         (192)         (1,33           Depreciation and amortization         1,961         2,137         5,806         6,49           EBITDA         \$ 1,605         1,727         (7)%         \$ 5,284         \$ 4,12           EBITDA         \$ 1,605         1,727         (7)%         \$ 5,284         \$ 4,12           EBITDA         \$ 1,605         1,727         (7)%         \$ 5,284	Non-GAAP adjustments:		. ,		,	( )		( , ,		( ) /	
Impact of purchase accounting	-		1,546		1,734			4,594		5,250	
Other corporate expenses         514         333         1,059         88           Aggregate adjustment for income taxes         (325)         (469)         (1,103)         (1,88)           Non-GAAP net income         \$ 1,200         \$ 1,199         0 %         \$ 3,723         \$ 3,00           Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Adjustments:         Interest and other, net         639         682         1,564         1,79           Income tax benefit         (100)         (241)         (192)         (1,33)           Depreciation and amortization         1,961         2,137         5,806         6,49           EBITDA         \$ 1,605         1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           Adjustments:         \$ 1,605         \$ 1,727 </td <td>-</td> <td></td> <td>193</td> <td></td> <td>366</td> <td></td> <td></td> <td>630</td> <td></td> <td>1,195</td> <td></td>	-		193		366			630		1,195	
Aggregate adjustment for income taxes         (325)         (469)         (1,103)         (1,884)           Non-GAAP net income         \$ 1,200         \$ 1,199         0 %         \$ 3,723         \$ 3,07           Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Adjustments:         Interest and other, net         639         682         1,564         1,77           Income tax benefit         (100)         (241)         (192)         (1,33)           Depreciation and amortization         1,961         2,137         5,806         6,49           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605 <td>Transaction-related expenses</td> <td></td> <td>167</td> <td></td> <td>86</td> <td></td> <td></td> <td>437</td> <td></td> <td>415</td> <td></td>	Transaction-related expenses		167		86			437		415	
Non-GAAP net income         \$ 1,200         \$ 1,199         0 %         \$ 3,723         \$ 3,07           Net loss         \$ (895)         \$ (851)         (5)%         \$ (1,894)         \$ (2,79)           Adjustments:         Interest and other, net         639         682         1,564         1,79           Income tax benefit         (100)         (241)         (192)         (1,35)           Depreciation and amortization         1,961         2,137         5,806         6,49           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           Adjustments:         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           Impact of purchase accounting	Other corporate expenses		514		333			1,059		887	
Net loss         \$ (895) \$         (851) (5)% \$         (1,894) \$         (2,794) \$           Adjustments:         Interest and other, net         639         682         1,564         1,795           Income tax benefit         (100)         (241)         (192)         (1,335)           Depreciation and amortization         1,961         2,137         5,806         6,495           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           Adjustments:           Stock-based compensation expense         256         221         671         63           Impact of purchase accounting         169         298         536         99           Transaction-related expenses         158         86         409         41           Other corporate expenses         238         109         368         23	Aggregate adjustment for income taxes		(325)		(469)			(1,103)		(1,882)	
Adjustments:       Interest and other, net       639       682       1,564       1,775         Income tax benefit       (100)       (241)       (192)       (1,35)         Depreciation and amortization       1,961       2,137       5,806       6,49         EBITDA       \$ 1,605       \$ 1,727       (7)%       \$ 5,284       \$ 4,14         EBITDA       \$ 1,605       \$ 1,727       (7)%       \$ 5,284       \$ 4,14         Adjustments:       Stock-based compensation expense       256       221       671       63         Impact of purchase accounting       169       298       536       99         Transaction-related expenses       158       86       409       41         Other corporate expenses       238       109       368       23	Non-GAAP net income	\$	1,200	\$	1,199	0 %	\$	3,723	\$	3,072	21 %
Interest and other, net   639   682   1,564   1,795     Income tax benefit   (100)   (241)   (192)   (1,335     Depreciation and amortization   1,961   2,137   5,806   6,495     EBITDA   \$ 1,605 \$ 1,727   (7)% \$ 5,284 \$ 4,145     EBITDA   \$ 1,605 \$ 1,727   (7)% \$ 5,284 \$ 4,145     Calculate	Net loss	\$	(895)	\$	(851)	(5)%	\$	(1,894)	\$	(2,793)	32 %
Income tax benefit         (100)         (241)         (192)         (1,35)           Depreciation and amortization         1,961         2,137         5,806         6,49           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           Adjustments:         Stock-based compensation expense         256         221         671         65           Impact of purchase accounting         169         298         536         99           Transaction-related expenses         158         86         409         41           Other corporate expenses         238         109         368         23	Adjustments:										
Depreciation and amortization         1,961         2,137         5,806         6,49           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           Adjustments:         Stock-based compensation expense         256         221         671         63           Impact of purchase accounting         169         298         536         99           Transaction-related expenses         158         86         409         41           Other corporate expenses         238         109         368         23	Interest and other, net		639		682			1,564		1,799	
EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           EBITDA         \$ 1,605         \$ 1,727         (7)%         \$ 5,284         \$ 4,14           Adjustments:         Stock-based compensation expense         256         221         671         66           Impact of purchase accounting         169         298         536         99           Transaction-related expenses         158         86         409         41           Other corporate expenses         238         109         368         22	Income tax benefit		(100)		(241)			(192)		(1,353)	
EBITDA \$ 1,605 \$ 1,727 (7)% \$ 5,284 \$ 4,14  Adjustments:  Stock-based compensation expense 256 221 671 662  Impact of purchase accounting 169 298 536 99  Transaction-related expenses 158 86 409 49  Other corporate expenses 238 109 368 223	Depreciation and amortization		1,961		2,137			5,806		6,491	
Adjustments:       Stock-based compensation expense       256       221       671       63         Impact of purchase accounting       169       298       536       99         Transaction-related expenses       158       86       409       41         Other corporate expenses       238       109       368       23	EBITDA	\$	1,605	\$	1,727	(7)%	\$	5,284	\$	4,144	28 %
Adjustments:       Stock-based compensation expense       256       221       671       63         Impact of purchase accounting       169       298       536       99         Transaction-related expenses       158       86       409       41         Other corporate expenses       238       109       368       23	EBITDA	\$	1,605	\$	1,727	(7)%	\$	5,284	\$	4,144	28 %
Impact of purchase accounting         169         298         536         99           Transaction-related expenses         158         86         409         41           Other corporate expenses         238         109         368         23	Adjustments:										
Transaction-related expenses         158         86         409         41           Other corporate expenses         238         109         368         23	Stock-based compensation expense		256		221			671		630	
Other corporate expenses         238         109         368         23	Impact of purchase accounting		169		298			536		990	
	Transaction-related expenses		158		86			409		415	
Adjusted ERITDA \$ 2.426 \$ 2.441 (1)9/ \$ 7.269 \$ 6.44	Other corporate expenses		238		109			368		237	
Adjusted EDITUM $\frac{5}{2}$ $\frac{2,420}{2}$ $\frac{5}{2}$ $\frac{2,441}{2}$ $\frac{(1)\%}{2}$ $\frac{5}{2}$ $\frac{7,208}{2}$ $\frac{5}{2}$ $\frac{0,41}{2}$	Adjusted EBITDA	\$	2,426	\$	2,441	(1)%	\$	7,268	\$	6,416	13 %