

**DELL TECHNOLOGIES INC.**  
**Consolidated Statements of Income and Related Financial Highlights**  
(in millions, except percentages; unaudited)

	Three Months Ended			Nine Months Ended		
	November 3, 2023	October 28, 2022	Change	November 3, 2023	October 28, 2022	Change
<i>Net revenue:</i>						
Products	\$ 16,233	\$ 18,938	(14)%	\$ 48,204	\$ 60,212	(20)%
Services	6,018	5,783	4%	17,903	17,050	5%
Total net revenue	22,251	24,721	(10)%	66,107	77,262	(14)%
<i>Cost of net revenue:</i>						
Products	13,546	15,601	(13)%	39,923	50,281	(21)%
Services	3,557	3,413	4%	10,631	10,051	6%
Total cost of net revenue	17,103	19,014	(10)%	50,554	60,332	(16)%
Gross margin	5,148	5,707	(10)%	15,553	16,930	(8)%
<i>Operating expenses:</i>						
Selling, general, and administrative	2,970	3,268	(9)%	9,748	10,364	(6)%
Research and development	692	677	2%	2,085	1,984	5%
Total operating expenses	3,662	3,945	(7)%	11,833	12,348	(4)%
Operating income	1,486	1,762	(16)%	3,720	4,582	(19)%
Interest and other, net	(306)	(1,308)	77%	(1,121)	(2,280)	51%
Income before income taxes	1,180	454	160%	2,599	2,302	13%
Income tax expense	176	213	(17)%	562	486	16%
Net income	1,004	241	317%	2,037	1,816	12%
Less: Net loss attributable to non-controlling interests	(2)	(4)	50%	(14)	(12)	(17)%
Net income attributable to Dell Technologies Inc.	\$ 1,006	\$ 245	311%	\$ 2,051	\$ 1,828	12%
<i>Percentage of Total Net Revenue:</i>						
Gross margin	23.1 %	23.1 %		23.5 %	21.9 %	
Selling, general, and administrative	13.3 %	13.3 %		14.7 %	13.4 %	
Research and development	3.1 %	2.7 %		3.2 %	2.6 %	
Operating expenses	16.4 %	16.0 %		17.9 %	16.0 %	
Operating income	6.7 %	7.1 %		5.6 %	5.9 %	
Income before income taxes	5.3 %	1.8 %		3.9 %	3.0 %	
Net income	4.5 %	1.0 %		3.1 %	2.4 %	
Income tax rate	14.9 %	46.9 %		21.6 %	21.1 %	

Amounts are based on underlying data and may not visually foot due to rounding.

**DELL TECHNOLOGIES INC.**  
**Consolidated Statements of Financial Position**  
(in millions; unaudited)

	<u>November 3, 2023</u>	<u>February 3, 2023</u>
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 8,298	\$ 8,607
Accounts receivable, net of allowance of \$74 and \$78	9,720	12,482
Due from related party, net	386	378
Short-term financing receivables, net of allowance of \$73 and \$142	4,540	5,281
Inventories	3,381	4,776
Other current assets	10,662	10,827
Total current assets	<u>36,987</u>	<u>42,351</u>
Property, plant, and equipment, net	6,222	6,209
Long-term investments	1,294	1,518
Long-term financing receivables, net of allowance of \$80 and \$59	5,773	5,638
Goodwill	19,616	19,676
Intangible assets, net	5,907	6,468
Due from related party, net	239	440
Other non-current assets	7,226	7,311
Total assets	<u>\$ 83,264</u>	<u>\$ 89,611</u>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities:		
Short-term debt	\$ 6,498	\$ 6,573
Accounts payable	19,478	18,598
Due to related party	1,246	2,067
Accrued and other	6,449	8,874
Short-term deferred revenue	15,206	15,542
Total current liabilities	<u>48,877</u>	<u>51,654</u>
Long-term debt	20,119	23,015
Long-term deferred revenue	13,847	14,744
Other non-current liabilities	2,991	3,223
Total liabilities	<u>85,834</u>	<u>92,636</u>
Stockholders' equity (deficit):		
Total Dell Technologies Inc. stockholders' equity (deficit)	(2,664)	(3,122)
Non-controlling interests	94	97
Total stockholders' equity (deficit)	<u>(2,570)</u>	<u>(3,025)</u>
Total liabilities and stockholders' equity	<u>\$ 83,264</u>	<u>\$ 89,611</u>

**DELL TECHNOLOGIES INC.**  
**Consolidated Statements of Cash Flows**  
(in millions; unaudited)

	Three Months Ended		Nine Months Ended	
	November 3, 2023	October 28, 2022	November 3, 2023	October 28, 2022
Cash flows from operating activities:				
Net income	\$ 1,004	\$ 241	\$ 2,037	\$ 1,816
Adjustments to reconcile net income to net cash provided by operating activities:	1,148	155	5,106	(965)
Change in cash from operating activities	2,152	396	7,143	851
Cash flows from investing activities:				
Purchases of investments	(30)	(21)	(143)	(101)
Maturities and sales of investments	23	31	150	99
Capital expenditures and capitalized software development costs	(704)	(747)	(2,029)	(2,244)
Acquisition of businesses and assets, net	(127)	—	(127)	—
Other	13	7	35	18
Change in cash from investing activities	(825)	(730)	(2,114)	(2,228)
Cash flows from financing activities:				
Proceeds from the issuance of common stock	4	—	8	5
Repurchases of common stock	(702)	(600)	(1,202)	(2,718)
Repurchases of common stock for employee tax withholdings	(42)	(22)	(354)	(380)
Payments of dividends and dividend equivalents	(266)	(238)	(811)	(728)
Proceeds from debt	2,249	2,314	6,904	8,779
Repayments of debt	(2,684)	(1,837)	(9,766)	(8,079)
Debt-related costs and other, net	(5)	(3)	(54)	(17)
Change in cash from financing activities	(1,446)	(386)	(5,275)	(3,138)
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	(83)	(149)	(200)	(343)
Change in cash, cash equivalents, and restricted cash	(202)	(869)	(446)	(4,858)
Cash, cash equivalents, and restricted cash at beginning of the period	8,650	6,093	8,894	10,082
Cash, cash equivalents, and restricted cash at end of the period	\$ 8,448	\$ 5,224	\$ 8,448	\$ 5,224

**DELL TECHNOLOGIES INC.**  
**Segment Information**  
(in millions, except percentages; unaudited; continued on next page)

	Three Months Ended			Nine Months Ended		
	November 3, 2023	October 28, 2022	Change	November 3, 2023	October 28, 2022	Change
<b><i>Infrastructure Solutions Group (ISG):</i></b>						
Net revenue:						
Servers and networking	\$ 4,656	\$ 5,201	(10)%	\$ 12,767	\$ 15,458	(17)%
Storage	3,843	4,429	(13)%	11,786	12,993	(9)%
Total ISG net revenue	<u>\$ 8,499</u>	<u>\$ 9,630</u>	(12)%	<u>\$ 24,553</u>	<u>\$ 28,451</u>	(14)%
Operating Income:						
ISG operating income	<u>\$ 1,069</u>	<u>\$ 1,374</u>	(22)%	<u>\$ 2,858</u>	<u>\$ 3,502</u>	(18)%
<i>% of ISG net revenue</i>	<i>12.6 %</i>	<i>14.3 %</i>		<i>11.6 %</i>	<i>12.3 %</i>	
<i>% of total reportable segment operating income</i>	<i>54 %</i>	<i>56 %</i>		<i>51 %</i>	<i>53 %</i>	
<b><i>Client Solutions Group (CSG):</i></b>						
Net revenue:						
Commercial	\$ 9,835	\$ 10,747	(8)%	\$ 30,251	\$ 34,859	(13)%
Consumer	2,441	3,028	(19)%	6,950	9,993	(30)%
Total CSG net revenue	<u>\$ 12,276</u>	<u>\$ 13,775</u>	(11)%	<u>\$ 37,201</u>	<u>\$ 44,852</u>	(17)%
Operating Income:						
CSG operating income	<u>\$ 925</u>	<u>\$ 1,060</u>	(13)%	<u>\$ 2,786</u>	<u>\$ 3,153</u>	(12)%
<i>% of CSG net revenue</i>	<i>7.5 %</i>	<i>7.7 %</i>		<i>7.5 %</i>	<i>7.0 %</i>	
<i>% of total reportable segment operating income</i>	<i>46 %</i>	<i>44 %</i>		<i>49 %</i>	<i>47 %</i>	

Amounts are based on underlying data and may not visually foot due to rounding.

**DELL TECHNOLOGIES INC.**  
**Segment Information**  
(in millions, except percentages; unaudited; continued)

	Three Months Ended		Nine Months Ended	
	November 3, 2023	October 28, 2022	November 3, 2023	October 28, 2022
<i>Reconciliation to consolidated net revenue:</i>				
Reportable segment net revenue	\$ 20,775	\$ 23,405	\$ 61,754	\$ 73,303
Other businesses (a)	1,474	1,313	4,345	3,951
Unallocated transactions (b)	2	3	8	8
Total consolidated net revenue	\$ 22,251	\$ 24,721	\$ 66,107	\$ 77,262
<i>Reconciliation to consolidated operating income:</i>				
Reportable segment operating income	\$ 1,994	\$ 2,434	\$ 5,644	\$ 6,655
Other businesses (a)	(32)	(57)	(112)	(192)
Unallocated transactions (b)	2	3	7	4
Impact of purchase accounting (c)	(2)	(21)	(10)	(33)
Amortization of intangibles	(205)	(245)	(613)	(732)
Transaction-related expenses (d)	(3)	(8)	(9)	(16)
Stock-based compensation expense (e)	(227)	(235)	(675)	(703)
Other corporate expenses (f)	(41)	(109)	(512)	(401)
Total consolidated operating income	\$ 1,486	\$ 1,762	\$ 3,720	\$ 4,582

- (a) Other businesses consists of: 1) Dell's resale of standalone VMware, Inc. products and services, "VMware Resale," 2) Secureworks, and 3) Virtustream, and do not meet the requirements for a reportable segment, either individually or collectively.
- (b) Unallocated transactions includes other corporate items that are not allocated to Dell Technologies' reportable segments.
- (c) Impact of purchase accounting includes non-cash purchase accounting adjustments that are primarily related to the EMC merger transaction.
- (d) Transaction-related expenses includes acquisition, integration, and divestiture related costs. From time to time, this category also may include transaction-related income related to divestitures of businesses or asset sales.
- (e) Stock-based compensation expense consists of equity awards granted based on the estimated fair value of those awards at grant date.
- (f) Other corporate expenses includes severance, impairment charges, incentive charges related to equity investments, payroll taxes associated with stock-based compensation, facilities action, and other costs.

## SUPPLEMENTAL SELECTED NON-GAAP FINANCIAL MEASURES

These tables present information about the Company's non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating income, non-GAAP net income, non-GAAP net income attributable to Dell Technologies Inc., non-GAAP earnings per share attributable to Dell Technologies Inc. - basic, and non-GAAP earnings per share attributable to Dell Technologies Inc. - diluted, 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 these reports in conjunction with the presentation of non-GAAP financial measures.

**DELL TECHNOLOGIES INC.**  
**Selected Financial Measures**  
(in millions, except per share amounts and percentages; unaudited)

	Three Months Ended			Nine Months Ended		
	November 3, 2023	October 28, 2022	Change	November 3, 2023	October 28, 2022	Change
Net revenue (a)	\$ 22,251	\$ 24,721	(10)%	\$ 66,107	\$ 77,262	(14)%
Non-GAAP gross margin	\$ 5,276	\$ 5,865	(10)%	\$ 15,976	\$ 17,456	(8)%
<i>% of non-GAAP net revenue</i>	<i>23.7 %</i>	<i>23.7 %</i>		<i>24.2 %</i>	<i>22.6 %</i>	
Non-GAAP operating expenses	\$ 3,312	\$ 3,485	(5)%	\$ 10,437	\$ 10,989	(5)%
<i>% of non-GAAP net revenue</i>	<i>14.9 %</i>	<i>14.1 %</i>		<i>15.8 %</i>	<i>14.2 %</i>	
Non-GAAP operating income	\$ 1,964	\$ 2,380	(17)%	\$ 5,539	\$ 6,467	(14)%
<i>% of non-GAAP net revenue</i>	<i>8.8 %</i>	<i>9.6 %</i>		<i>8.4 %</i>	<i>8.4 %</i>	
Non-GAAP net income	\$ 1,389	\$ 1,705	(19)%	\$ 3,635	\$ 4,405	(17)%
<i>% of non-GAAP net revenue</i>	<i>6.2 %</i>	<i>6.9 %</i>		<i>5.5 %</i>	<i>5.7 %</i>	
Non-GAAP earnings per share - diluted	\$ 1.88	\$ 2.30	(18)%	\$ 4.93	\$ 5.81	(15)%

(a) Effective in the first quarter of Fiscal 2023, non-GAAP net revenue no longer differs from net revenue, the most comparable GAAP financial measure.

Amounts are based on underlying data and may not visually foot due to rounding.

**DELL TECHNOLOGIES INC.**  
**Reconciliation of Selected Non-GAAP Financial Measures**  
(in millions, except percentages; unaudited; continued on next page)

	Three Months Ended			Nine Months Ended		
	November 3, 2023	October 28, 2022	Change	November 3, 2023	October 28, 2022	Change
Gross margin	\$ 5,148	\$ 5,707	(10)%	\$ 15,553	\$ 16,930	(8)%
Non-GAAP adjustments:						
Amortization of intangibles	84	106		247	315	
Impact of purchase accounting	—	—		—	2	
Stock-based compensation expense	37	37		112	112	
Other corporate expenses	7	15		64	97	
Non-GAAP gross margin	\$ 5,276	\$ 5,865	(10)%	\$ 15,976	\$ 17,456	(8)%
Operating expenses	\$ 3,662	\$ 3,945	(7)%	\$ 11,833	\$ 12,348	(4)%
Non-GAAP adjustments:						
Amortization of intangibles	(121)	(139)		(366)	(417)	
Impact of purchase accounting	(2)	(21)		(10)	(31)	
Transaction-related expenses	(3)	(8)		(9)	(16)	
Stock-based compensation expense	(190)	(198)		(563)	(591)	
Other corporate expenses	(34)	(94)		(448)	(304)	
Non-GAAP operating expenses	\$ 3,312	\$ 3,485	(5)%	\$ 10,437	\$ 10,989	(5)%
Operating income	\$ 1,486	\$ 1,762	(16)%	\$ 3,720	\$ 4,582	(19)%
Non-GAAP adjustments:						
Amortization of intangibles	205	245		613	732	
Impact of purchase accounting	2	21		10	33	
Transaction-related expenses	3	8		9	16	
Stock-based compensation expense	227	235		675	703	
Other corporate expenses	41	109		512	401	
Non-GAAP operating income	\$ 1,964	\$ 2,380	(17)%	\$ 5,539	\$ 6,467	(14)%
Net income	\$ 1,004	\$ 241	317 %	\$ 2,037	\$ 1,816	12%
Non-GAAP adjustments:						
Amortization of intangibles	205	245		613	732	
Impact of purchase accounting	2	21		10	33	
Transaction-related (income) expenses	(5)	4		54	(2)	
Stock-based compensation expense	227	235		675	703	
Other corporate expenses	41	1,112		512	1,420	
Fair value adjustments on equity investments	(8)	(44)		36	197	
Aggregate adjustment for income taxes	(77)	(109)		(302)	(494)	
Non-GAAP net income	\$ 1,389	\$ 1,705	(19)%	\$ 3,635	\$ 4,405	(17)%



**DELL TECHNOLOGIES INC.**  
**Reconciliation of Selected Non-GAAP Financial Measures**  
(in millions, except percentages and per share amounts; unaudited; continued)

**For the Three Months Ended November 3, 2023**

	<b>GAAP</b>	<b>Amortization of intangibles</b>	<b>Impact of purchase accounting</b>	<b>Transaction-related (income) expenses</b>	<b>Stock-based compensation expense</b>	<b>Other corporate expenses</b>	<b>Fair value adjustments on equity investments</b>	<b>Aggregate adjustment for income taxes</b>	<b>Aggregate adjustment for non-controlling interests</b>	<b>Non-GAAP</b>
Net income attributable to Dell Technologies Inc.	\$ 1,006	205	2	(5)	227	41	(8)	(77)	(2)	\$ 1,389
Earnings per share - basic	\$ 1.39									\$ 1.92
Earnings per share - diluted	\$ 1.36									\$ 1.88
Weighted-average shares outstanding - basic	722									722
Weighted-average shares outstanding - diluted	740									740

**For the Three Months Ended October 28, 2022**

	<b>GAAP</b>	<b>Amortization of intangibles</b>	<b>Impact of purchase accounting</b>	<b>Transaction-related (income) expenses</b>	<b>Stock-based compensation expense</b>	<b>Other corporate expenses</b>	<b>Fair value adjustments on equity investments</b>	<b>Aggregate adjustment for income taxes</b>	<b>Aggregate adjustment for non-controlling interests</b>	<b>Non-GAAP</b>
Net income attributable to Dell Technologies Inc.	\$ 245	245	21	4	235	1,112	(44)	(109)	(2)	\$ 1,707
Earnings per share - basic	\$ 0.34									\$ 2.34
Earnings per share - diluted	\$ 0.33									\$ 2.30
Weighted-average shares outstanding - basic	728									728
Weighted-average shares outstanding - diluted	743									743

**DELL TECHNOLOGIES INC.**  
**Reconciliation of Selected Non-GAAP Financial Measures**  
(in millions, except percentages and per share amounts; unaudited; continued)

For the Nine Months Ended November 3, 2023

	GAAP	Amortization of intangibles	Impact of purchase accounting	Transaction- related (income) expenses	Stock-based compensation expense	Other corporate expenses	Fair value adjustments on equity investments	Aggregate adjustment for income taxes	Aggregate adjustment for non- controlling interests	Non- GAAP
Net income attributable to Dell Technologies Inc.	\$ 2,051	613	10	54	675	512	36	(302)	(9)	\$ 3,640
Earnings per share - basic	\$ 2.83									\$ 5.03
Earnings per share - diluted	\$ 2.78									\$ 4.93
Weighted-average shares outstanding - basic	724									724
Weighted-average shares outstanding - diluted	738									738

For the Nine Months Ended October 28, 2022

	GAAP	Amortization of intangibles	Impact of purchase accounting	Transaction- related (income) expenses	Stock-based compensation expense	Other corporate expenses	Fair value adjustments on equity investments	Aggregate adjustment for income taxes	Aggregate adjustment for non- controlling interests	Non- GAAP
Net income attributable to Dell Technologies Inc.	\$ 1,828	732	33	(2)	703	1,420	197	(494)	(7)	\$ 4,410
Earnings per share - basic	\$ 2.47									\$ 5.96
Earnings per share - diluted	\$ 2.41									\$ 5.81
Weighted-average shares outstanding - basic	740									740
Weighted-average shares outstanding - diluted	759									759