



Dell Technologies Delivers Second Quarter Fiscal 2025 Financial Results

News summary

- Second quarter revenue of \$25.0 billion, up 9% year over year
- Record Infrastructure Solutions Group (ISG) revenue of \$11.6 billion, up 38% year over year, with record servers and networking revenue of \$7.7 billion, up 80%
- Client Solutions Group (CSG) revenue of \$12.4 billion, down 4% year over year, with commercial client revenue flat at \$10.6 billion
- Diluted earnings per share of \$1.17, up 86% year over year, and non-GAAP diluted earnings per share of \$1.89, up 9%

ROUND ROCK, Texas — August 29, 2024

Full story

Dell Technologies (NYSE: DELL) announces financial results for its fiscal 2025 second quarter. Revenue was \$25.0 billion, up 9% year over year. Operating income was \$1.3 billion and non-GAAP operating income was \$2.0 billion, up 15% and 3% year over year, respectively. Diluted earnings per share was \$1.17, and non-GAAP diluted earnings per share was \$1.89, up 86% and 9% year over year, respectively.

“In Q2 our combined ISG and CSG revenue was \$24.1 billion, up 12% year over year, positioning us well for the second half of the year and beyond,” said Yvonne McGill, chief financial officer, Dell Technologies. “Our momentum in ISG is a significant tailwind, with record ISG revenue of \$11.6 billion, up 38% year over year.”

Cash flow from operations was \$1.3 billion. Dell returned \$1 billion to shareholders through share repurchases and dividends and ended the quarter with \$6.0 billion in cash and investments.

Second Quarter Fiscal 2025 Financial Results

| | Three Months Ended | | | Six Months Ended | | |
|--|--------------------|-------------------|--------|-------------------|-------------------|--------|
| | August 2, 2024 | August 4, 2023 | Change | August 2, 2024 | August 4, 2023 | Change |
| (in millions, except per share amounts and percentages; unaudited) | | | | | | |
| Net revenue | \$ 25,026 | \$ 22,934 | 9% | \$ 47,270 | \$ 43,856 | 8% |
| Operating income | \$ 1,342 | \$ 1,165 | 15% | \$ 2,262 | \$ 2,234 | 1% |
| Net income | \$ 841 | \$ 455 | 85% | \$ 1,796 | \$ 1,033 | 74% |
| Change in cash from operating activities | \$ 1,340 | \$ 3,214 | (58)% | \$ 2,383 | \$ 4,991 | (52)% |
| Earnings per share - diluted | \$ 1.17 | \$ 0.63 | 86% | \$ 2.49 | \$ 1.42 | 75% |
| Non-GAAP operating income | \$ 2,034 | \$ 1,977 | 3% | \$ 3,508 | \$ 3,575 | (2)% |
| Non-GAAP net income | \$ 1,371 | \$ 1,283 | 7% | \$ 2,294 | \$ 2,246 | 2% |
| Adjusted free cash flow | \$ 1,284 | \$ 3,050 | (58)% | \$ 1,907 | \$ 3,737 | (49)% |
| Non-GAAP earnings per share - diluted | \$ 1.89 | \$ 1.74 | 9% | \$ 3.16 | \$ 3.05 | 4% |

Information about Dell Technologies' use of non-GAAP financial information is provided under "Non-GAAP Financial Measures" below. All comparisons in this press release are year-over-year unless otherwise noted.

Infrastructure Solutions Group (ISG) delivered record second quarter revenue of \$11.6 billion, up 38% year over year. Servers and networking revenue was a record \$7.7 billion, up 80%, with demand growth across AI and traditional servers. Storage revenue was \$4.0 billion, down 5%. Operating income was \$1.3 billion.

“Our AI momentum accelerated in Q2, and we’ve seen an increase in the number of enterprise customers buying AI solutions each quarter,” said Jeff Clarke, vice chairman and chief operating officer, Dell Technologies. “AI-optimized server demand was \$3.2 billion, up 23% sequentially, and \$5.8 billion year to date. Backlog was \$3.8 billion, and our pipeline has grown to several multiples of our backlog.”

Client Solutions Group (CSG) delivered second quarter revenue of \$12.4 billion, down 4% year over year. Commercial client revenue was flat at \$10.6 billion, and Consumer revenue was \$1.9 billion, down 22%. Operating income was \$767 million.

Operating Segments Results

| | Three Months Ended | | | Six Months Ended | | |
|---|--------------------|----------------|--------|------------------|----------------|--------|
| | August 2, 2024 | August 4, 2023 | Change | August 2, 2024 | August 4, 2023 | Change |
| (in millions, except percentages; unaudited) | | | | | | |
| Infrastructure Solutions Group (ISG): | | | | | | |
| Net revenue: | | | | | | |
| Servers and networking | \$ 7,672 | \$ 4,274 | 80% | \$ 13,138 | \$ 8,111 | 62% |
| Storage | 3,974 | 4,187 | (5)% | 7,735 | 7,943 | (3)% |
| Total ISG net revenue | \$ 11,646 | \$ 8,461 | 38% | \$ 20,873 | \$ 16,054 | 30% |
| Operating Income: | | | | | | |
| ISG operating income | \$ 1,284 | \$ 1,049 | 22% | \$ 2,020 | \$ 1,789 | 13% |
| <i>% of ISG net revenue</i> | <i>11.0 %</i> | <i>12.4 %</i> | | <i>9.7 %</i> | <i>11.1 %</i> | |
| <i>% of total reportable segment operating income</i> | <i>63 %</i> | <i>52 %</i> | | <i>57 %</i> | <i>49 %</i> | |
| Client Solutions Group (CSG): | | | | | | |
| Net revenue: | | | | | | |
| Commercial | \$ 10,556 | \$ 10,554 | —% | \$ 20,710 | \$ 20,416 | 1% |
| Consumer | 1,858 | 2,388 | (22)% | 3,671 | 4,509 | (19)% |
| Total CSG net revenue | \$ 12,414 | \$ 12,942 | (4)% | \$ 24,381 | \$ 24,925 | (2)% |
| Operating Income: | | | | | | |
| CSG operating income | \$ 767 | \$ 969 | (21)% | \$ 1,499 | \$ 1,861 | (19)% |
| <i>% of CSG net revenue</i> | <i>6.2 %</i> | <i>7.5 %</i> | | <i>6.1 %</i> | <i>7.5 %</i> | |
| <i>% of total reportable segment operating income</i> | <i>37 %</i> | <i>48 %</i> | | <i>43 %</i> | <i>51 %</i> | |

Conference call information

As previously announced, the company will hold a conference call to discuss its performance and financial guidance on August 29 at 3:30 p.m. CDT. Prior to the start of the conference call, prepared remarks and a presentation containing additional financial and operating information prior to financial guidance may be downloaded from investors.delltechnologies.com. The conference call will be broadcast live over the internet and can be accessed at <https://investors.delltechnologies.com/news-events/upcoming-events>.

For those unable to listen to the live broadcast, the final remarks and presentation with financial guidance will be available following the broadcast, and an archived version will be available at the same location for one year.

About Dell Technologies

Dell Technologies (NYSE:DELL) helps organizations and individuals build their digital future and transform how they work, live and play. The company provides customers with the industry's broadest and most innovative technology and services portfolio for the AI era.

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Non-GAAP Financial Measures:

This press release presents information about 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. – diluted, free cash flow, and adjusted free cash flow, all of 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 reconciliation of each non-GAAP financial measure to the most directly comparable GAAP financial measure is provided in the attached tables for each of the fiscal periods indicated.

Special Note on Forward-Looking Statements:

Statements in this press release that relate to future results and events are forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934 and Section 27A of the Securities Act of 1933 and are based on Dell Technologies’ current expectations. In some cases, you can identify these statements by such forward-looking words as “anticipate,” “believe,” “confidence,” “could,” “estimate,” “expect,” “guidance,” “intend,” “may,” “objective,” “outlook,” “plan,” “project,” “possible,” “potential,” “should,” “will” and “would,” or similar words or expressions that refer to future events or outcomes.

Dell Technologies’ results or events in future periods could differ materially from those expressed or implied by these forward-looking statements because of risks, uncertainties, and other factors that include, but are not limited to, the following: adverse global economic conditions and instability in financial markets; competitive pressures; Dell Technologies’ reliance on third-party suppliers for products and components, including reliance on single-source or limited-source suppliers; Dell Technologies’ ability to achieve favorable pricing from its vendors; Dell Technologies’ execution of its strategy; social and ethical issues relating to the use of new and evolving technologies; Dell Technologies’ ability to manage solutions and products and services transitions in an effective manner; Dell Technologies’ ability to deliver high-quality products, software, and services; cyber attacks or other data security incidents; Dell Technologies’ ability to successfully execute on strategic initiatives including acquisitions, divestitures or cost savings measures; Dell Technologies’ foreign operations and ability to generate substantial non-U.S. net revenue; Dell Technologies’ product, services, customer, and geographic sales mix, and seasonal sales trends; the performance of Dell Technologies’ sales channel partners; access to the capital markets by Dell Technologies or its customers; material impairment of the value of goodwill or intangible assets; adverse economic conditions and the effect of additional regulation on Dell Technologies’ financial services activities; counterparty default risks; the loss by Dell Technologies of any contracts for ISG services and solutions and its ability to perform such contracts at their estimated costs; loss by Dell Technologies of government contracts; Dell Technologies’ ability to develop and protect its proprietary intellectual property or obtain licenses to intellectual property developed by others on commercially reasonable and competitive terms; disruptions in Dell Technologies’ infrastructure; Dell Technologies’ ability to hedge effectively its exposure to fluctuations in foreign currency exchange rates and interest rates; expiration of tax holidays or favorable tax rate structures, or unfavorable outcomes in tax audits and other tax compliance matters; impairment of portfolio investments; unfavorable results of legal proceedings; expectations relating to environmental, social and governance (ESG) considerations; compliance requirements of changing environmental and safety laws, human rights laws, or other laws; the effect of armed hostilities, terrorism, natural disasters, or public health issues; the effect of global climate change and legal, regulatory, or market measures to address climate change; Dell Technologies’ dependence on the services of Michael Dell and key employees; Dell Technologies’ level of indebtedness; and business and financial factors and legal restrictions affecting continuation of Dell Technologies’ quarterly cash dividend policy and dividend rate.

This list of risks, uncertainties, and other factors is not complete. Dell Technologies discusses some of these matters more fully, as well as certain risk factors that could affect Dell Technologies’ business, financial condition, results of operations, and prospects, in its reports filed with the SEC, including Dell Technologies’ annual report on Form 10-K for the fiscal year ended February 2, 2024, quarterly reports on Form 10-Q, and current reports on Form 8-K. These filings are available for review through the SEC’s website at www.sec.gov. Any or all forward-looking statements Dell Technologies makes may turn out to be wrong and can be affected by inaccurate assumptions Dell Technologies might make or by known or unknown risks, uncertainties, and other factors, including those identified in this press release. Accordingly, you should not place undue reliance on the forward-looking statements made in this press release, which speak only as of its date. Dell Technologies does not undertake to update, and expressly disclaims any duty to update, its forward-looking statements, whether as a result of circumstances or events that arise after the date they are made, new information, or otherwise.