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

	Three Mon	nths Ended		Six Mon		
	July 30, 2021	July 31, 2020	Change	July 30, 2021	July 31, 2020	Change
Net revenue:						
Products	\$ 19,394	\$ 16,737	16%	\$ 37,428	\$ 32,775	14%
Services	6,728	5,996	12%	13,181	11,855	11%
Total net revenue	26,122	22,733	15%	50,609	44,630	13%
Cost of net revenue:						•
Products	15,371	13,330	15%	29,585	26,134	13%
Services	2,766	2,247	23%	5,381	4,487	20%
Total cost of net revenue	18,137	15,577	16%	34,966	30,621	14%
Gross margin	7,985	7,156	12%	15,643	14,009	12%
Operating expenses:						
Selling, general, and administrative	5,145	4,761	8%	10,105	9,647	5%
Research and development	1,468	1,259	17%	2,791	2,524	11%
Total operating expenses	6,613	6,020	10%	12,896	12,171	6%
Operating income	1,372	1,136	21%	2,747	1,838	49%
Interest and other, net	(359)	(636)	44%	(747)	(1,202)	38%
Income before income taxes	1,013	500	103%	2,000	636	214%
Income tax expense (benefit)	133	(599)	122%	182	(645)	128%
Net income	880	1,099	(20)%	1,818	1,281	42%
Less: Net income attributable to non-controlling interests	49	51	(4)%	100	90	11%
Net income attributable to Dell Technologies Inc.	\$ 831	\$ 1,048	(21)%	\$ 1,718	\$ 1,191	44%
Percentage of Total Net Revenue:						
Gross margin	31 %	31 %		31 %	31 %	
Selling, general, and administrative	20 %	21 %		20 %	22 %	
Research and development	6 %	6 %		6 %	6 %	
Operating expenses	25 %	26 %		25 %	27 %	
Operating income	5 %	5 %		5 %	4 %	
Income before income taxes	4 %	2 %		4 %	1 %	
Net income	3 %	5 %		4 %	3 %	
Income tax rate	13.1 %	-119.8 %		9.1 %	-101.4 %	

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)

		July 30, 2021	January 29, 2021		
ASSETS					
Current assets:					
Cash and cash equivalents	\$	11,719	\$	14,201	
Accounts receivable, net		12,914		12,788	
Short-term financing receivables, net		4,955		5,155	
Inventories, net		4,223		3,402	
Other current assets		9,556		8,021	
Current assets held for sale		188			
Total current assets		43,555		43,567	
Property, plant, and equipment, net		6,661		6,431	
Long-term investments		1,875		1,624	
Long-term financing receivables, net		5,330		5,339	
Goodwill		40,741		40,829	
Intangible assets, net		13,014		14,429	
Other non-current assets		11,502		11,196	
Total assets	\$	122,678	\$	123,415	
LIABILITIES, REDEEMABLE SHARES, AND ST	оскно	OLDERS' EQUIT	Y		
Current liabilities:					
Short-term debt	\$	6,427	\$	6,362	
Accounts payable		23,029		21,696	
Accrued and other		8,808		9,549	
Short-term deferred revenue		17,003		16,525	
Current liabilities held for sale		216		_	
Total current liabilities		55,483		54,132	
Long-term debt		37,167		41,622	
Long-term deferred revenue		14,840		14,276	
Other non-current liabilities		5,245		5,360	
Total liabilities		112,735		115,390	
Redeemable shares		_		472	
Stockholders' equity:					
Total Dell Technologies Inc. stockholders' equity		4,825		2,479	
Non-controlling interests		5,118		5,074	
Total stockholders' equity		9,943		7,553	
Total liabilities, redeemable shares, and stockholders' equity	\$	122,678	\$	123,415	

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

		Three Mo	nths 1	Ended	Six Months Ended				
	July	y 30, 2021	July	31, 2020	Jul	y 30, 2021	Jul	y 31, 2020	
Cash flows from operating activities:			11						
Net income	\$	880	\$	1,099	\$	1,818	\$	1,281	
Adjustments to reconcile net income to net cash provided by (used in) operating activities		845		2,233		2,145		1,255	
Change in cash from operating activities		1,725		3,332		3,963		2,536	
Cash flows from investing activities:									
Purchases of investments		(124)		(118)		(270)		(174)	
Maturities and sales of investments		79		32		335		71	
Capital expenditures and capitalized software development costs		(632)		(545)		(1,257)		(1,104)	
Acquisition of businesses and assets, net		(6)		(296)		(16)		(334)	
Divestitures of businesses and assets, net		_		_		_		120	
Other		14		3		20		12	
Change in cash from investing activities		(669)		(924)		(1,188)		(1,409)	
Cash flows from financing activities:			110						
Proceeds from the issuance of common stock		26		105		186		221	
Repurchases of parent common stock (a)		(8)		_		(17)		(240)	
Repurchases of subsidiary common stock (a)		(544)		(291)		(978)		(591)	
Proceeds from debt		1,209		1,712		3,935		11,847	
Repayments of debt		(4,353)		(4,815)		(8,423)		(10,220)	
Other		(3)		(148)		(14)		(190)	
Change in cash from financing activities		(3,673)		(3,437)		(5,311)		827	
Effect of exchange rate changes on cash, cash equivalents, and restricted cash		(16)		84		(21)		(52)	
Change in cash, cash equivalents, and restricted cash		(2,633)		(945)		(2,557)		1,902	
Cash, cash equivalents, and restricted cash at beginning of the period		15,260		12,998		15,184		10,151	
Cash, cash equivalents, and restricted cash at end of the period	\$	12,627	\$	12,053	\$	12,627	\$	12,053	

⁽a) Common stock repurchases are inclusive of employee tax withholding on stock-based compensation.

Segment Information

(in millions, except percentages; unaudited; continued on next page)

	Three Months Ended									
	Jul	ly 30, 2021	Ju	ly 31, 2020	Change	Ju	ly 30, 2021	Ju	ly 31, 2020	Change
Infrastructure Solutions Group (ISG):										
Net Revenue:										
Servers and networking	\$	4,462	\$	4,196	6%	\$	8,571	\$	7,954	8%
Storage		3,970		4,011	(1)%		7,772		7,822	(1)%
Total ISG net revenue	\$	8,432	\$	8,207	3%	\$	16,343	\$	15,776	4%
Operating Income:										
ISG operating income	\$	970	\$	973	%	\$	1,758	\$	1,705	3%
% of ISG net revenue		12 %		12 %			11 %		11 %	•
% of total reportable segment operating income	34 %		38 %				32 %		36 %	
Client Solutions Group (CSG):										
Net Revenue:										
Commercial	\$	10,573	\$	8,039	32%	\$	20,376	\$	16,673	22%
Consumer		3,690		3,164	17%		7,192		5,634	28%
Total CSG net revenue	\$	14,263	\$	11,203	27%	\$	27,568	\$	22,307	24%
Operating Income:										
CSG operating income	\$	995	\$	715	39%	\$	2,085	\$	1,307	60%
% of CSG net revenue		7 %		6 %			8 %		6 %	
% of total reportable segment operating income		35 %		28 %			38 %		28 %	
<u>VMware:</u>										
Net Revenue:										
Total VMware net revenue	\$	3,148	\$	2,908	8%	\$	6,139	\$	5,663	8%
Operating Income:										
VMware operating income	\$	849	\$	894	(5)%	\$	1,690	\$	1,667	1%
% of VMware net revenue		27 %		31 %			28 %		29 %	•
% of total reportable segment operating income		30 %		35 %			31 %		36 %	

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

Segment Information

(in millions, except percentages; unaudited; continued)

		Three Mo	nths E	Ended		Six Mon	ths Ended		
	Jul	y 30, 2021	Jul	y 31, 2020	July 30, 2021		Jul	y 31, 2020	
Reconciliation to consolidated net revenue:									
Reportable segment net revenue	\$	25,843	\$	22,318	\$	50,050	\$	43,746	
Other businesses (a)		288		457		578		974	
Unallocated transactions (b)		2		_		4		_	
Impact of purchase accounting (c)		(11)		(42)		(23)		(90)	
Total consolidated net revenue	\$	26,122	\$	22,733	\$	50,609	\$	44,630	
Reconciliation to consolidated operating income:									
Reportable segment operating income	\$	2,814	\$	2,582	\$	5,533	\$	4,679	
Other businesses (a)		(3)		37		(8)		102	
Unallocated transactions (b)		_		(1)		_		(2)	
Impact of purchase accounting (c)		(20)		(53)		(45)		(116)	
Amortization of intangibles		(711)		(847)		(1,420)		(1,702)	
Transaction-related expenses (d)		(60)		(83)		(111)		(159)	
Stock-based compensation expense (e)		(499)		(413)		(934)		(783)	
Other corporate expenses (f)		(149)		(86)		(268)		(181)	
Total consolidated operating income	\$	1,372	\$	1,136	\$	2,747	\$	1,838	

⁽a) Secureworks, 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. On September 1, 2020, the Company completed the sale of RSA Security. Prior to divestiture, RSA Security's results were included within Other businesses.

⁽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.

⁽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 impairment charges, severance, facilities action, and other costs.

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, non-GAAP net income attributable to non-controlling interests, non-GAAP net income attributable to Dell Technologies Inc. - basic, non-GAAP net income attributable to Dell Technologies Inc. - basic, non-GAAP earnings per share attributable to Dell Technologies Inc. - basic, non-GAAP earnings per share attributable to Dell Technologies Inc. - diluted, 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 these reports in conjunction with the presentation of non-GAAP financial measures.

Selected Non-GAAP Financial Measures

(in millions, except per share amounts and percentages; unaudited)

Three Months Ended Six Months Ended July 30, 2021 July 30, 2021 July 31, 2020 July 31, 2020 Change Change 26,133 \$ 22,775 \$ 44,720 \$ 15% \$ 50,632 13% Non-GAAP net revenue Non-GAAP gross margin \$ 8,342 \$ 7,626 9% \$ 16,360 \$ 14,951 9% % of non-GAAP net revenue 32 % 33 % 32 % 33 % Non-GAAP operating expenses \$ 5,531 \$ 5,008 10% \$ 10,835 \$ 10,172 7% 21 % % of non-GAAP net revenue 21 % 22 % 23 % Non-GAAP operating income \$ 2,811 \$ 2,618 7% \$ 5,525 4,779 16% % of non-GAAP net revenue 11 % 11 % 11 % 11 % Non-GAAP net income \$ 1,911 1,621 18% \$ 3,730 2,764 35% % of non-GAAP net revenue 7 % 7 % 7 % 6 % Adjusted EBITDA \$ 5,707 \$ 3,331 \$ 3,100 7% 6,566 \$ 15% 13 % 13 % % of non-GAAP net revenue 14 % 13 % Non-GAAP earnings per share -\$ 2.24 \$ 1.92 17% \$ 4.38 \$ 3.26 34% diluted

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

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

	Three Months Ended					Six Months Ended						
	Jul	y 30, 2021	Ju	ly 31, 2020	Change	Jul	y 30, 2021	Jul	y 31, 2020	Change		
Net revenue	\$	26,122	\$	22,733	15%	\$	50,609	\$	44,630	13%		
Non-GAAP adjustments:												
Impact of purchase accounting		11		42			23		90			
Non-GAAP net revenue	\$	26,133	\$	22,775	15%	\$	50,632	\$	44,720	13%		
Gross margin	\$	7,985	\$	7,156	12%	\$	15,643	\$	14,009	12%		
Non-GAAP adjustments:												
Amortization of intangibles		275		375			551		747			
Impact of purchase accounting		12		43			25		94			
Transaction-related expenses		_		_			_		_			
Stock-based compensation expense		63		50			121		90			
Other corporate expenses		7		2			20		11			
Non-GAAP gross margin	\$	8,342	\$	7,626	9%	\$	16,360	\$	14,951	9%		
Operating expenses Non-GAAP adjustments:	\$	6,613	\$	6,020	10%	\$	12,896	\$	12,171	6%		
Amortization of intangibles		(436)		(472)			(869)		(955)			
Impact of purchase accounting		(8)		(10)			(20)		(22)			
Transaction-related expenses		(60)		(83)			(111)		(159)			
Stock-based compensation expense		(436)		(363)			(813)		(693)			
Other corporate expenses		(142)		(84)			(248)		(170)			
Non-GAAP operating expenses	\$	5,531	\$	5,008	10%	\$	10,835	\$	10,172	7%		
Operating income	\$	1,372	\$	1,136	21%	\$	2,747	\$	1,838	49%		
Non-GAAP adjustments:												
Amortization of intangibles		711		847			1,420		1,702			
Impact of purchase accounting		20		53			45		116			
Transaction-related expenses		60		83			111		159			
Stock-based compensation expense		499		413			934		783			
Other corporate expenses		149		86			268		181			
Non-GAAP operating income	\$	2,811	\$	2,618	7%	\$	5,525	\$	4,779	16%		

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

		Three Mo	nths]	Ended						
	July	30, 2021	Ju	ly 31, 2020	Change	Jul	ly 30, 2021	Jul	y 31, 2020	Change
Net income	\$	880	\$	1,099	(20)%	\$	1,818	\$	1,281	42%
Non-GAAP adjustments:										
Amortization of intangibles		711		847			1,420		1,702	
Impact of purchase accounting		20		53			45		116	
Transaction-related expenses		48		83			99		39	
Stock-based compensation expense		499		413			934		783	
Other corporate expenses		149		86			268		181	
Fair value adjustments on equity investments		(168)		(8)			(325)		(102)	
Aggregate adjustment for income taxes		(228)		(952)			(529)		(1,236)	
Non-GAAP net income	\$	1,911	\$	1,621	18%	\$	3,730	\$	2,764	35%
Net income Adjustments:	\$	880	\$	1,099	(20)%	\$	1,818	\$	1,281	42%
Interest and other, net		359		636			747		1,202	
Income tax expense (benefit)		133		(599)			182		(645)	
Depreciation and amortization		1,240		1,340			2,479		2,656	
EBITDA	\$	2,612	\$	2,476	5%	\$	5,226	\$	4,494	16%
EBITDA Adjustments:	\$	2,612	\$	2,476	5%	\$	5,226	\$	4,494	16%
Stock-based compensation expense		499		413			934		783	
Impact of purchase accounting		11		42			27		90	
Transaction-related expenses		60		83			111		159	
Other corporate expenses		149		86			268		181	
Adjusted EBITDA	\$	3,331	\$	3,100	7%	\$	6,566	\$	5,707	15%

Reconciliation of Selected Non-GAAP Financial Measures For the Three Months Ended July 30, 2021

(in millions, except per share amounts; unaudited)

	GAAP	Amortization of intangibles	Impact of purchase accounting	Transaction- related expenses	Stock-based compensation expense	Other corporate expenses	Fair value adjustments on equity investments	Aggregate adjustment for income taxes		Non- AAP
Net income	\$ 880	711	20	48	499	149	(168)	(228)	\$ 1	1,911
Less: Net income attributable to non-controlling interests (a)	49	55	1	5	58	(1)		(22)		145
Net income attributable to Dell Technologies Inc basic	831	656	19	43	441	150	(168)	(206)	1	,766
Incremental dilution from VMware, Inc. attributable to Dell Technologies Inc. (b)	(3)									(5)
Net income attributable to Dell Technologies Inc diluted	\$ 828								\$ 1	,761
Earnings per share - basic	\$ 1.09								\$	2.31
Earnings per share - diluted	\$ 1.05								\$	2.24
Weighted-average shares outstanding - basic Weighted-average shares outstanding - diluted	763 786									763 786
weighted-average shares outstanding - unitted	700									, 00

⁽a) Net income attributable to non-controlling interests is calculated by multiplying the minority interest percentage of VMware, Inc. and SecureWorks Corp. by their respective non-GAAP net income adjustments for the period presented.

⁽b) Incremental dilution from VMware, Inc. attributable to Dell Technologies Inc. represents the impact of VMware, Inc.'s dilutive securities on the diluted earnings per share of Dell Technologies Inc. and is calculated by multiplying the difference between VMware, Inc.'s basic and diluted earnings per share by the number of shares of VMware, Inc. common stock held by Dell Technologies Inc.

Reconciliation of Selected Non-GAAP Financial Measures For the Six Months Ended July 30, 2021

(in millions, except per share amounts; unaudited)

	GAAP	Amortization of intangibles		pu	Impact of purchase accounting		Transaction- related expenses		Stock-based compensation expense		Other corporate expenses		Fair value adjustments on equity investments		ggregate justment income taxes		lon- AAP
Net income	1,818		1,420		45		99		934		268		(325)		(529)	3	,730
Less: Net income attributable to non-controlling interests (a)	100		108		2		9		110				7		(45)		291
Net income attributable to Dell Technologies Inc. basic	\$1,718	\$	1,312	\$	43	\$	90	\$	824	\$	268	\$	(332)	\$	(484)	\$ 3	,439
Incremental dilution from VMware, Inc. attributable to Dell Technologies Inc. (b)	\$ (5)															\$	(9)
Net income attributable to Dell Technologies Inc. diluted	\$1,713															\$ 3	,430
Earnings per share - basic	\$ 2.26															\$.	4.53
Earnings per share - diluted	\$ 2.18															\$	4.38
Weighted-average shares outstanding - basic	760																760
Weighted-average shares outstanding - diluted	784																784

⁽a) Net income attributable to non-controlling interests is calculated by multiplying the minority interest percentage of VMware, Inc. and SecureWorks Corp. by their respective non-GAAP net income adjustments for the period presented.

⁽b) Incremental dilution from VMware, Inc. attributable to Dell Technologies Inc. represents the impact of VMware, Inc.'s dilutive securities on the diluted earnings per share of Dell Technologies Inc. and is calculated by multiplying the difference between VMware, Inc.'s basic and diluted earnings per share by the number of shares of VMware, Inc. common stock held by Dell Technologies Inc.

Reconciliation of Selected Non-GAAP Financial Measures For the Three Months Ended July 31, 2020 (in millions, except per share amounts; unaudited)

	GAAP	Amortization of intangibles	Impact of purchase accounting	Transaction- related expenses	Stock-based compensation expense	Other corporate expenses	Fair value adjustments on equity investments	Aggregate adjustment for income taxes	Non- GAAP
Net income	\$ 1,099	847	53	83	413	86	(8)	(952)	\$ 1,621
Less: Net income attributable to non-controlling interests (a)	51	64	4	8	57			(29)	155
Net income attributable to Dell Technologies Inc basic	1,048	783	49	75	356	86	(8)	(923)	1,466
Incremental dilution from VMware, Inc. attributable to Dell Technologies Inc. (b)	(3)								(5)
Net income attributable to Dell Technologies Inc diluted	\$ 1,045								\$ 1,461
Earnings per share - basic	\$ 1.41								\$ 1.98
Earnings per share - diluted	\$ 1.37								\$ 1.92
Weighted-average shares outstanding - basic	741								741
Weighted-average shares outstanding - diluted	761								761

⁽a) Net income attributable to non-controlling interests is calculated by multiplying the minority interest percentage of VMware, Inc. and SecureWorks Corp. by their respective non-GAAP net income adjustments for the period presented.

⁽b) Incremental dilution from VMware, Inc. attributable to Dell Technologies Inc. represents the impact of VMware, Inc.'s dilutive securities on the diluted earnings per share of Dell Technologies Inc. and is calculated by multiplying the difference between VMware, Inc.'s basic and diluted earnings per share by the number of shares of VMware, Inc. common stock held by Dell Technologies Inc.

Reconciliation of Selected Non-GAAP Financial Measures For the Six Months Ended July 31, 2020

(in millions, except per share amounts; unaudited)

	GAAP	Amortization of intangibles		Impact of purchase accounting		Transaction- related expenses		Stock-based compensation expense		Other corporate expenses		Fair value adjustments on equity investments		Aggregate adjustment for income taxes			lon- AAP
Net income	1,281		1,702		116		39		783		181		(102)		(1,236)	2	,764
Less: Net income attributable to non-controlling interests (a)	90		124		7		15		111				(1)		(64)		282
Net income attributable to Dell Technologies Inc basic	\$ 1,191	\$	1,578	\$	109	\$	24	\$	672	\$	181	\$	(101)	\$	(1,172)	\$ 2	,482
Incremental dilution from VMware, Inc. attributable to Dell Technologies Inc. (b)	\$ (5)															\$	(9)
Net income attributable to Dell Technologies Inc diluted	\$ 1,186															\$ 2	,473
Earnings per share - basic	\$ 1.61															\$	3.35
Earnings per share - diluted	\$ 1.56															\$	3.26
Weighted-average shares outstanding - basic	740																740
Weighted-average shares outstanding - diluted	758																758

⁽a) Net income attributable to non-controlling interests is calculated by multiplying the minority interest percentage of VMware, Inc. and SecureWorks Corp. by their respective non-GAAP net income adjustments for the period presented.

⁽b) Incremental dilution from VMware, Inc. attributable to Dell Technologies Inc. represents the impact of VMware, Inc.'s dilutive securities on the diluted earnings per share of Dell Technologies Inc. and is calculated by multiplying the difference between VMware, Inc.'s basic and diluted earnings per share by the number of shares of VMware, Inc. common stock held by Dell Technologies Inc.