

Dear stockholders, customers, partners, and friends,

Fiscal Year 2023 (FY23) did not play out as we expected. The year started strong, but ongoing disruptions in geo-politics and trade, inflation, rising interest rates, and slowing economies took a toll as the year progressed. Customers became more cautious, and spending slowed.

Through it all, I'm proud of how our team delivered. We remained focused on our customers and driving the innovation that matters to them. We also remained focused on delivering results for all our stakeholders.



Financial Performance and Capital Allocation:

- Record full-year revenue of \$102.3 billion, up 1%
- Record full-year operating income of \$5.8 billion, up 24%
- Returned \$3.8 billion to shareholders through share repurchases and dividends
- Raised our annual dividend by 12% from \$1.32 to \$1.48 per share, reflecting confidence in generating strong cash flow over time

Infrastructure Solutions Group:

When it comes to digital transformation, customers cannot afford to sit on the sidelines. Innovations in edge computing and Generative AI are increasing that sense of urgency. From growth and productivity to customer relations to R&D, technology is at the heart of our customers' greatest opportunities. Our infrastructure solutions business has not been immune to the slowdown, but overall, infrastructure spending has proven more resilient in this cycle.

- Record revenue of \$38.4 billion, up 12%
- Record operating income of \$5 billion, up 35%
- Record revenue in both Storage and Servers & Networking.

Client Solutions Group:

Coming off the massive investments in PCs and peripherals during the pandemic, there has been a significant pause in spending. Individuals and businesses are digesting all this new capability and assessing their needs going forward. As businesses continue welcoming people back to the office, they have to compete with what has become a really great user experience at home. We expect that will be a catalyst for growth later this year. We are concentrating on the most profitable segments. We are a structural share gainer. And we expect to continue to outperform the industry.

- Revenue of \$58.2 billion, down 5%
- Operating income of \$3.8 billion, down 12%

Innovation:

Through it all, we kept an unwavering focus on delivering innovation. In fact, FY23 may have been the greatest year for innovation in Dell history. Our innovation agenda focuses on our customers biggest opportunities to drive their organizations forward with Future of Work, Artificial Intelligence, Multicloud, and Edge. And we are the only one looking at these issues from end-to end, making the entire environment both secure and sustainable.

- 120 new products and solutions
- 2,445 U.S. patents granted in calendar-year 2022

A Bright Future

Technology innovation is the catalyst to realize our greatest opportunities as a global society. We have unprecedented power to amplify human creativity and ingenuity, and that power continues to accelerate. At Dell Technologies, we wake up every morning thinking about how we can apply these innovations to customer organizations, solving the tough problems that stand in their way and unleashing their growth, productivity and success. In the process, we are able to deliver for all our stakeholders, including our communities, team members and shareholders.

As the importance of technology continues grow across our world, our opportunity continues to grow. We are excited and confident for the road ahead, and our ability to deliver regardless of the bumps and potholes. We've been doing this a long time and know how to navigate the environment.

Thank you for your continued partnership, feedback and support. We're honored to be your trusted partner on the most important journey of our lives.

Michael S. Dell

Chairman of the Board and Chief Executive Officer