

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

	Three Months Ended			Six Months Ended		
	July 31, 2020	August 2, 2019	Change	July 31, 2020	August 2, 2019	Change
Net revenue (a):						
Products	\$ 16,737	\$ 17,915	(7)%	\$ 32,775	\$ 34,490	(5)%
Services	5,996	5,455	10%	11,855	10,788	10%
Total net revenue	22,733	23,370	(3)%	44,630	45,278	(1)%
Cost of net revenue:						
Products	13,330	13,889	(4)%	26,134	26,968	(3)%
Services	2,247	2,155	4%	4,487	4,187	7%
Total cost of net revenue	15,577	16,044	(3)%	30,621	31,155	(2)%
Gross margin	7,156	7,326	(2)%	14,009	14,123	(1)%
Operating expenses:						
Selling, general, and administrative	4,761	5,578	(15)%	9,647	10,649	(9)%
Research and development	1,259	1,229	2%	2,524	2,405	5%
Total operating expenses	6,020	6,807	(12)%	12,171	13,054	(7)%
Operating income	1,136	519	119%	1,838	1,069	72%
Interest and other, net	(636)	(630)	(1)%	(1,202)	(1,323)	9%
Income (loss) before income taxes	500	(111)	550%	636	(254)	350%
Income tax benefit	(599)	(4,343)	86%	(645)	(4,815)	87%
Net income	1,099	4,232	(74)%	1,281	4,561	(72)%
Less: Net income attributable to non-controlling interests	51	816	(94)%	90	852	(89)%
Net income attributable to Dell Technologies Inc.	\$ 1,048	\$ 3,416	(69)%	\$ 1,191	\$ 3,709	(68)%

Percentage of Total Net Revenue:

Gross margin	31 %	31 %	31 %	31 %
Selling, general, and administrative	21 %	24 %	22 %	24 %
Research and development	6 %	5 %	6 %	5 %
Operating expenses	26 %	29 %	27 %	29 %
Operating income	5 %	2 %	4 %	2 %
Income (loss) before income taxes	2 %	— %	1 %	(1)%
Net income	5 %	18 %	3 %	10 %
Income tax rate	-119.8 %	3912.6 %	-101.4 %	1895.7 %

(a) During Fiscal 2020, the Company reclassified revenue associated with certain service and software-as-a-service offerings from product revenue to services revenue. There was no change to total revenue as a result of the reclassifications. Prior period results have been recast to conform with current period presentation.

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

	<u>July 31, 2020</u>	<u>January 31, 2020</u>
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 11,221	\$ 9,302
Accounts receivable, net	11,643	12,484
Short-term financing receivables, net	4,855	4,895
Inventories, net	3,602	3,281
Other current assets	7,711	6,906
Current assets held for sale	2,058	—
Total current assets	<u>41,090</u>	<u>36,868</u>
Property, plant, and equipment, net	6,380	6,055
Long-term investments	1,073	864
Long-term financing receivables, net	5,378	4,848
Goodwill	40,644	41,691
Intangible assets, net	16,064	18,107
Other non-current assets	10,647	10,428
Total assets	<u>\$ 121,276</u>	<u>\$ 118,861</u>
LIABILITIES, REDEEMABLE SHARES, AND STOCKHOLDERS' EQUITY (DEFICIT)		
Current liabilities:		
Short-term debt	\$ 10,345	\$ 7,737
Accounts payable	19,500	20,065
Accrued and other	8,758	9,773
Short-term deferred revenue	15,341	14,881
Current liabilities held for sale	344	—
Total current liabilities	<u>54,288</u>	<u>52,456</u>
Long-term debt	43,608	44,319
Long-term deferred revenue	13,450	12,919
Other non-current liabilities	4,762	5,383
Total liabilities	<u>116,108</u>	<u>115,077</u>
Redeemable shares	610	629
Stockholders' equity (deficit):		
Total Dell Technologies Inc. stockholders' deficit	(419)	(1,574)
Non-controlling interests	4,977	4,729
Total stockholders' equity (deficit)	<u>4,558</u>	<u>3,155</u>
Total liabilities, redeemable shares, and stockholders' equity (deficit)	<u>\$ 121,276</u>	<u>\$ 118,861</u>

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

	Three Months Ended		Six Months Ended	
	July 31, 2020	August 2, 2019	July 31, 2020	August 2, 2019
Cash flows from operating activities:				
Net income	\$ 1,099	\$ 4,232	\$ 1,281	\$ 4,561
Adjustments to reconcile net income to net cash provided by (used in) operating activities:	2,233	(952)	1,255	(599)
Change in cash from operating activities	<u>3,332</u>	<u>3,280</u>	<u>2,536</u>	<u>3,962</u>
Cash flows from investing activities:				
Purchases of investments	(118)	(32)	(174)	(70)
Maturities and sales of investments	32	93	71	430
Capital expenditures and capitalized software development costs	(545)	(551)	(1,104)	(1,267)
Acquisition of businesses and assets, net	(296)	(339)	(334)	(384)
Divestitures of businesses and assets, net	—	—	120	(3)
Other	3	4	12	11
Change in cash from investing activities	<u>(924)</u>	<u>(825)</u>	<u>(1,409)</u>	<u>(1,283)</u>
Cash flows from financing activities:				
Proceeds from the issuance of common stock	105	105	221	239
Repurchases of parent common stock	—	2	(240)	(4)
Repurchases of subsidiary common stock	(291)	(600)	(591)	(1,403)
Proceeds from debt	1,712	2,638	11,847	12,201
Repayments of debt	(4,815)	(4,342)	(10,220)	(13,911)
Other	(148)	(6)	(190)	(44)
Change in cash from financing activities	<u>(3,437)</u>	<u>(2,203)</u>	<u>827</u>	<u>(2,922)</u>
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	84	(26)	(52)	(62)
Change in cash, cash equivalents, and restricted cash	<u>(945)</u>	<u>226</u>	<u>1,902</u>	<u>(305)</u>
Cash, cash equivalents, and restricted cash at beginning of the period	<u>12,998</u>	<u>9,709</u>	<u>10,151</u>	<u>10,240</u>
Cash, cash equivalents, and restricted cash at end of the period	<u>\$ 12,053</u>	<u>\$ 9,935</u>	<u>\$ 12,053</u>	<u>\$ 9,935</u>

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

	Three Months Ended			Six Months Ended		
	July 31, 2020	August 2, 2019	Change	July 31, 2020	August 2, 2019	Change
<i><u>Infrastructure Solutions Group (ISG):</u></i>						
Net Revenue:						
Servers and networking	\$ 4,196	\$ 4,437	(5)%	\$ 7,954	\$ 8,617	(8)%
Storage	4,011	4,184	(4)%	7,822	8,206	(5)%
Total ISG net revenue	\$ 8,207	\$ 8,621	(5)%	\$ 15,776	\$ 16,823	(6)%
Operating Income:						
ISG operating income	\$ 973	\$ 1,050	(7)%	\$ 1,705	\$ 1,893	(10)%
<i>% of ISG net revenue</i>	12 %	12 %		11 %	11 %	
<i>% of total reportable segment operating income</i>	38 %	38 %		36 %	38 %	
<i><u>Client Solutions Group (CSG):</u></i>						
Net Revenue:						
Commercial	\$ 8,039	\$ 9,077	(11)%	\$ 16,673	\$ 17,384	(4)%
Consumer	3,164	2,671	18%	5,634	5,274	7%
Total CSG net revenue	\$ 11,203	\$ 11,748	(5)%	\$ 22,307	\$ 22,658	(2)%
Operating Income:						
CSG operating income	\$ 715	\$ 982	(27)%	\$ 1,307	\$ 1,775	(26)%
<i>% of CSG net revenue</i>	6 %	8 %		6 %	8 %	
<i>% of total reportable segment operating income</i>	28 %	35 %		28 %	35 %	
<i><u>VMware (a):</u></i>						
Net Revenue:						
Total VMware net	\$ 2,908	\$ 2,651	10%	\$ 5,663	\$ 5,108	11%
Operating Income:						
VMware operating income	\$ 894	\$ 751	19%	\$ 1,667	\$ 1,346	24%
<i>% of VMware net revenue</i>	31 %	28 %		29 %	26 %	
<i>% of total reportable segment operating income</i>	35 %	27 %		36 %	27 %	

(a) During Fiscal 2020, the Company reclassified Pivotal operating results from Other businesses to the VMware reportable segment. There was no change to consolidated results as a result of the reclassification. Prior period results have been recast to conform with current period presentation.

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

	Three Months Ended		Six Months Ended	
	July 31, 2020	August 2, 2019	July 31, 2020	August 2, 2019
<i><u>Reconciliation to consolidated net revenue:</u></i>				
Reportable segment net revenue (a)	\$ 22,318	\$ 23,020	\$ 43,746	\$ 44,589
Other businesses (a) (b)	457	434	974	855
Impact of purchase accounting (d)	(42)	(84)	(90)	(166)
Total consolidated net revenue	\$ 22,733	\$ 23,370	\$ 44,630	\$ 45,278
<i><u>Reconciliation to consolidated operating income:</u></i>				
Reportable segment operating income (a)	\$ 2,582	\$ 2,783	\$ 4,679	\$ 5,014
Other businesses (a) (b)	37	(14)	102	(48)
Unallocated transactions (c)	(1)	(26)	(2)	(27)
Impact of purchase accounting (d)	(53)	(102)	(116)	(203)
Amortization of intangibles	(847)	(1,060)	(1,702)	(2,277)
Transaction-related expenses (e)	(83)	(47)	(159)	(89)
Stock-based compensation expense (f)	(413)	(301)	(783)	(564)
Other corporate expenses (g)	(86)	(714)	(181)	(737)
Total consolidated operating income	\$ 1,136	\$ 519	\$ 1,838	\$ 1,069

- (a) During Fiscal 2020, the Company reclassified Pivotal operating results from Other businesses to the VMware reportable segment. Prior period results have been recast to conform with current period presentation.
- (b) 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.
- (c) Unallocated transactions includes other corporate items that are not allocated to Dell Technologies' reportable segments.
- (d) Impact of purchase accounting includes non-cash purchase accounting adjustments that are primarily related to the EMC merger transaction.
- (e) Transaction-related expenses includes acquisition, integration, and divestiture related costs.
- (f) Stock-based compensation expense consists of equity awards granted based on the estimated fair value of those awards at grant date.
- (g) Other corporate expenses includes impairment charges, severance, facility 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. - diluted, 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.

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

	Three Months Ended			Six Months Ended		
	July 31, 2020	August 2, 2019	Change	July 31, 2020	August 2, 2019	Change
Non-GAAP net revenue	\$ 22,775	\$ 23,454	(3)%	\$ 44,720	\$ 45,444	(2)%
Non-GAAP gross margin	\$ 7,626	\$ 7,986	(5)%	\$ 14,951	\$ 15,420	(3)%
<i>% of non-GAAP net</i>	33 %	34 %		33 %	34 %	
Non-GAAP operating	\$ 5,008	\$ 5,243	(4)%	\$ 10,172	\$ 10,481	(3)%
<i>% of non-GAAP net</i>	22 %	22 %		23 %	23 %	
Non-GAAP operating	\$ 2,618	\$ 2,743	(5)%	\$ 4,779	\$ 4,939	(3)%
<i>% of non-GAAP net</i>	11 %	12 %		11 %	11 %	
Non-GAAP net income	\$ 1,621	\$ 1,751	(7)%	\$ 2,764	\$ 2,960	(7)%
<i>% of non-GAAP net</i>	7 %	7 %		6 %	7 %	
Adjusted EBITDA	\$ 3,100	\$ 3,156	(2)%	\$ 5,707	\$ 5,729	—%
<i>% of non-GAAP net</i>	14 %	13 %		13 %	13 %	
Non-GAAP earnings per share - diluted	\$ 1.92	\$ 2.15	(11)%	\$ 3.26	\$ 3.60	(9)%

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

	Three Months Ended			Six Months Ended		
	July 31, 2020	August 2, 2019	Change	July 31, 2020	August 2, 2019	Change
Net revenue	\$ 22,733	\$ 23,370	(3)%	\$ 44,630	\$ 45,278	(1)%
Non-GAAP adjustments:						
Impact of purchase accounting	42	84		90	166	
Non-GAAP net revenue	\$ 22,775	\$ 23,454	(3)%	\$ 44,720	\$ 45,444	(2)%
Gross margin	\$ 7,156	\$ 7,326	(2)%	\$ 14,009	\$ 14,123	(1)%
Non-GAAP adjustments:						
Amortization of intangibles	375	519		747	1,038	
Impact of purchase accounting	43	85		94	169	
Transaction-related expenses	—	—		—	(5)	
Stock-based compensation expense	50	32		90	58	
Other corporate expenses	2	24		11	37	
Non-GAAP gross margin	\$ 7,626	\$ 7,986	(5)%	\$ 14,951	\$ 15,420	(3)%
Operating expenses	\$ 6,020	\$ 6,807	(12)%	\$ 12,171	\$ 13,054	(7)%
Non-GAAP adjustments:						
Amortization of intangibles	(472)	(541)		(955)	(1,239)	
Impact of purchase accounting	(10)	(17)		(22)	(34)	
Transaction-related expenses	(83)	(47)		(159)	(94)	
Stock-based compensation expense	(363)	(269)		(693)	(506)	
Other corporate expenses	(84)	(690)		(170)	(700)	
Non-GAAP operating expenses	\$ 5,008	\$ 5,243	(4)%	\$ 10,172	\$ 10,481	(3)%
Operating income	\$ 1,136	\$ 519	119%	\$ 1,838	\$ 1,069	72%
Non-GAAP adjustments:						
Amortization of intangibles	847	1,060		1,702	2,277	
Impact of purchase accounting	53	102		116	203	
Transaction-related expenses	83	47		159	89	
Stock-based compensation expense	413	301		783	564	
Other corporate expenses	86	714		181	737	
Non-GAAP operating income	\$ 2,618	\$ 2,743	(5)%	\$ 4,779	\$ 4,939	(3)%

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

	Three Months Ended			Six Months Ended		
	July 31, 2020	August 2, 2019	Change	July 31, 2020	August 2, 2019	Change
Net income	\$ 1,099	\$ 4,232	(74)%	\$ 1,281	\$ 4,561	(72)%
Non-GAAP adjustments:						
Amortization of intangibles	847	1,060		1,702	2,277	
Impact of purchase accounting	53	102		116	203	
Transaction-related expenses	83	47		39	89	
Stock-based compensation expense	413	301		783	564	
Other corporate expenses	86	714		181	737	
Fair value adjustments on equity investments	(8)	(80)		(102)	(142)	
Aggregate adjustment for income taxes	(952)	(4,625)		(1,236)	(5,329)	
Non-GAAP net income	\$ 1,621	\$ 1,751	(7)%	\$ 2,764	\$ 2,960	(7)%
Net income	\$ 1,099	\$ 4,232	(74)%	\$ 1,281	\$ 4,561	(72)%
Adjustments:						
Interest and other, net	636	630		1,202	1,323	
Income tax benefit	(599)	(4,343)		(645)	(4,815)	
Depreciation and amortization	1,340	1,498		2,656	3,114	
EBITDA	\$ 2,476	\$ 2,017	23%	\$ 4,494	\$ 4,183	7%
EBITDA	\$ 2,476	\$ 2,017	23%	\$ 4,494	\$ 4,183	7%
Adjustments:						
Stock-based compensation expense	413	301		783	564	
Impact of purchase accounting	42	84		90	167	
Transaction-related expenses	83	47		159	89	
Other corporate expenses	86	707		181	726	
Adjusted EBITDA	\$ 3,100	\$ 3,156	(2)%	\$ 5,707	\$ 5,729	—%

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)

	<u>GAAP</u>	<u>Amortization of intangibles</u>	<u>Impact of purchase accounting</u>	<u>Transaction-related expenses</u>	<u>Stock-based compensation expense</u>	<u>Other corporate expenses</u>	<u>Fair value adjustments on equity investments</u>	<u>Aggregate adjustment for income taxes</u>	<u>Non-GAAP</u>
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	<u>1,048</u>	<u>783</u>	<u>49</u>	<u>75</u>	<u>356</u>	<u>86</u>	<u>(8)</u>	<u>(923)</u>	<u>1,466</u>
Incremental dilution from VMware, Inc. attributable to Dell Technologies Inc. (b)	<u>(3)</u>								<u>(5)</u>
Net income attributable to Dell Technologies Inc. - diluted	<u><u>\$ 1,045</u></u>								<u><u>\$ 1,461</u></u>
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 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.

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	Non- GAAP
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	<u>\$ 1,186</u>								<u>\$ 2,473</u>
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 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.

DELL TECHNOLOGIES INC.
Reconciliation of Selected Non-GAAP Financial Measures
For the Three Months Ended August 2, 2019
(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	\$ 4,232	1,060	102	47	301	714	(80)	(4,625)	\$ 1,751
Less: Net income attributable to non-controlling interests (a)	816	71	6	2	51	—	100	(915)	131
Net income attributable to Dell Technologies Inc. - basic	3,416	989	96	45	250	714	(180)	(3,710)	1,620
Incremental dilution from VMware, Inc. attributable to Dell Technologies Inc. (b)	(62)								(9)
Net income attributable to Dell Technologies Inc. - diluted	<u>\$ 3,354</u>								<u>\$ 1,611</u>
Earnings per share - basic	\$ 4.75								\$ 2.25
Earnings per share - diluted	\$ 4.47								\$ 2.15
Weighted-average shares outstanding - basic	719								719
Weighted-average shares outstanding - diluted	751								751

- (a) Net income attributable to non-controlling interests is calculated by multiplying the minority interest percentage of VMware, Inc., Pivotal Software, Inc., and SecureWorks Corp. by their 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.

DELL TECHNOLOGIES INC.
Reconciliation of Selected Non-GAAP Financial Measures
For the Six Months Ended August 2, 2019
(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	\$ 4,561	2,277	203	89	564	737	(142)	(5,329)	\$ 2,960
Less: Net income attributable to non-controlling interests (a)	852	144	12	5	97	—	74	(944)	240
Net income attributable to Dell Technologies Inc. - basic	3,709	2,133	191	84	467	737	(216)	(4,385)	2,720
Incremental dilution from VMware, Inc. attributable to Dell Technologies Inc. (b)	(78)								(17)
Net income attributable to Dell Technologies Inc. - diluted	<u>\$ 3,631</u>								<u>\$ 2,703</u>
Earnings per share - basic	\$ 5.17								\$ 3.79
Earnings per share - diluted	\$ 4.84								\$ 3.60
Weighted-average shares outstanding - basic	718								718
Weighted-average shares outstanding - diluted	750								750

- (a) Net income attributable to non-controlling interests is calculated by multiplying the minority interest percentage of VMware, Inc., Pivotal Software, Inc., and SecureWorks Corp. by their 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.