



1Q FY25 Performance Review

May 30, 2024

Disclosures

NON-GAAP FINANCIAL MEASURES

This presentation includes information about non-GAAP revenue, non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating income, non-GAAP interest and other, net, non-GAAP income tax, non-GAAP net income, non-GAAP net income attributable to Dell Technologies Inc., non-GAAP earnings per share - basic and non-GAAP earnings per share - diluted, as well as adjusted EBITDA, free cash flow and adjusted free cash flow (collectively the “non-GAAP financial measures”), which are not measurements of financial performance prepared in accordance with U.S. generally accepted accounting principles. We have provided a reconciliation of the non-GAAP financial measures to the most directly comparable GAAP measures in Appendix B and Appendix D.

SPECIAL NOTE ON FORWARD-LOOKING STATEMENTS

Statements in this presentation that relate to future results and events are forward-looking statements and are based on Dell Technologies' current expectations. In some cases, you can identify these statements by such forward-looking words as “anticipate,” “believe,” “could,” “estimate,” “expect,” “intend,” “confidence,” “may,” “plan,” “potential,” “should,” “will” and “would,” or similar expressions. Actual results and events in future periods may differ materially from those expressed or implied by these forward-looking statements because of a number of risks, uncertainties and other factors, including those discussed in Dell Technologies' periodic reports filed with the Securities and Exchange Commission. Dell Technologies assumes no obligation to update its forward-looking statements.

SPIN-OFF OF VMWARE, INC.

On November 1, 2021, Dell Technologies Inc. completed its spin-off of VMware, Inc. In accordance with applicable accounting guidance, the results of VMware, Inc., excluding Dell's resale of VMware, Inc. offerings, have been presented as discontinued operations and therefore excluded from continuing operations for all periods prior to the spin-off. The results of Dell's resale of VMware, Inc.'s standalone offerings are classified within Other Businesses, which does not meet the definition of a reportable segment. The Consolidated Statements of Cash Flows have not been recast to reflect the operating cash flows of VMware, Inc. as discontinued operations. Except as noted, this presentation is consistent with the foregoing accounting guidance.

Q1 FY25 Overview

Strong execution in an improving demand environment

- Revenue of \$22.2B, up 6% Y/Y with ISG revenue up 22% and CSG revenue flat
- Diluted EPS of \$1.32, and non-GAAP diluted EPS¹ of \$1.27
- Exceptional AI optimized server demand and strong traditional server demand growth
- Commercial PC demand improved as we progressed through the quarter

Strong cash generation and capital return

- Generated \$1B of cash flow from operations driven by profitability and partially offset by our annual bonus payout
- Returned \$1.1B of capital to shareholders through \$722M of share repurchases and \$336M in dividends

AI optimized server momentum

- Orders revenue increased to \$2.6B in Q1
- \$1.7B of shipments in Q1, growing over 100% Q/Q
- Backlog exited Q1 at \$3.8B, growing approximately \$900M sequentially
- AI optimized server pipeline grew Q/Q again and remains a multiple of our backlog with expansion in number of enterprise customers

¹ See supplemental slides in Appendix B for reconciliation of non-GAAP measures to their most directly comparable GAAP measures.

Q1 Highlights

Executed well in an improving demand environment with strong AI momentum

		\$ in millions, except per share amounts	
		1Q25	Y/Y
Dell Technologies	Revenue	22,244	6%
	Operating Income	920	-14%
	Diluted EPS	\$1.32	67%
	Non-GAAP Operating Income ¹	1,474	-8%
	Non-GAAP Diluted EPS ¹	\$1.27	-3%
Client Solutions Group	CSG Revenue	11,967	0%
	Operating Income	732	-18%
	Commercial Revenue	10,154	3%
	Consumer Revenue	1,813	-15%
	Infrastructure Solutions Group	ISG Revenue	9,227
Operating Income		736	-1%
Servers & Networking Revenue		5,466	42%
Storage Revenue		3,761	0%

AI Demand

Q1 AI demand was exceptional, with \$2.6B of AI optimized server orders revenue

Traditional Server

Traditional server demand grew Y/Y for the second consecutive quarter and the fourth quarter sequentially

Commercial PC

Commercial demand improved through the quarter and revenue was up 3% Y/Y

Strong Cash Flow

Cash Flow from Operations of \$1.0B in Q1 and \$7.9B TTM

¹ See supplemental slides in Appendix B for reconciliation of non-GAAP measures to their most directly comparable GAAP measures.

Consolidated GAAP results

We are focused on maximizing long-term value creation for all shareholders

\$ in millions, except per share amounts	1Q24	2Q24	3Q24	4Q24	1Q25	Y/Y	Q/Q
Revenue	20,922	22,934	22,251	22,318	22,244	6%	0%
Gross Margin	5,018	5,387	5,148	5,316	4,806	-4%	-10%
<i>Gross Margin as a % of Revenue</i>	<i>24.0%</i>	<i>23.5%</i>	<i>23.1%</i>	<i>23.8%</i>	<i>21.6%</i>		
Selling, general, and administrative	3,261	3,517	2,970	3,109	3,123	-4%	0%
Research and development	688	705	692	716	763	11%	7%
Operating Expense	3,949	4,222	3,662	3,825	3,886	-2%	2%
<i>Operating Expense as a % of Revenue</i>	<i>18.9%</i>	<i>18.4%</i>	<i>16.4%</i>	<i>17.1%</i>	<i>17.5%</i>		
Operating Income	1,069	1,165	1,486	1,491	920	-14%	-38%
<i>Operating Income as a % of Revenue</i>	<i>5.1%</i>	<i>5.1%</i>	<i>6.7%</i>	<i>6.7%</i>	<i>4.1%</i>		
Interest and Other, Net	(364)	(451)	(306)	(203)	(373)	-2%	-84%
Income Tax Expense (Benefit)	127	259	176	130	(408)	-421%	-414%
<i>Effective tax rate %</i>	<i>18.0%</i>	<i>36.3%</i>	<i>14.9%</i>	<i>10.1%</i>	<i>-74.6%</i>		
Net Income	578	455	1,004	1,158	955	65%	-18%
Less: Net Income attributable to non-controlling interests	(5)	(7)	(2)	(2)	(5)	0%	-150%
Net Income attributable to Dell Technologies Inc.	583	462	1,006	1,160	960	65%	-17%
Earnings Per Share - basic ¹	\$0.81	\$0.64	\$1.39	\$1.63	\$1.36	68%	-17%
Earnings Per Share - diluted ¹	\$0.79	\$0.63	\$1.36	\$1.59	\$1.32	67%	-17%

¹ See supplemental slides for weighted average shares and EPS calculation.

Consolidated non-GAAP results¹

Revenue returned to growth with momentum in AI and prudent cost management

\$ in millions, except per share amounts	1Q24	2Q24	3Q24	4Q24	1Q25	Y/Y	Q/Q
Revenue	20,922	22,934	22,251	22,318	22,244	6%	0%
Gross Margin	5,164	5,536	5,276	5,468	4,947	-4%	-10%
<i>Gross Margin as a % of Revenue</i>	<i>24.7%</i>	<i>24.1%</i>	<i>23.7%</i>	<i>24.5%</i>	<i>22.2%</i>		
Selling, general, and administrative	2,954	2,934	2,698	2,709	2,810	-5%	4%
Research and development	612	625	614	620	663	8%	7%
Operating Expense	3,566	3,559	3,312	3,329	3,473	-3%	4%
<i>Operating Expense as a % of Revenue</i>	<i>17.1%</i>	<i>15.5%</i>	<i>14.9%</i>	<i>14.9%</i>	<i>15.6%</i>		
Operating Income	1,598	1,977	1,964	2,139	1,474	-8%	-31%
<i>Operating Income as a % of Revenue</i>	<i>7.6%</i>	<i>8.6%</i>	<i>8.8%</i>	<i>9.6%</i>	<i>6.6%</i>		
Interest and Other, Net	(352)	(366)	(322)	(294)	(349)	1%	-19%
Income Tax Expense ²	283	328	253	235	202	-29%	-14%
<i>Effective tax rate %</i>	<i>22.7%</i>	<i>20.4%</i>	<i>15.4%</i>	<i>12.7%</i>	<i>18.0%</i>		
Net Income	963	1,283	1,389	1,610	923	-4%	-43%
Less: Net Income attributable to non-controlling interests	(3)	(2)	—	2	1	133%	-50%
Net Income attributable to Dell Technologies Inc.	966	1,285	1,389	1,608	922	-5%	-43%
Earnings Per Share - basic ³	\$1.33	\$1.77	\$1.92	\$2.26	\$1.30	-2%	-42%
Earnings Per Share - diluted ³	\$1.31	\$1.74	\$1.88	\$2.20	\$1.27	-3%	-42%

¹ See supplemental slides in Appendix B for reconciliation of non-GAAP measures to their most directly comparable GAAP measures.

² Beginning in Fiscal 2025, our non-GAAP income tax is calculated using a fixed estimated annual tax rate.

³ See Appendix B for weighted average shares and EPS calculation.

Business units trending

CSG and ISG combined revenue grew 8% Y/Y in Q1 as customers continue to invest in their digital futures

		\$ in millions	1Q24	2Q24	3Q24	4Q24	1Q25	Y/Y	Q/Q
Dell Technologies	Revenue		20,922	22,934	22,251	22,318	22,244	6%	0%
	Operating Income		1,069	1,165	1,486	1,491	920	-14%	-38%
	Non-GAAP Operating Income ¹		1,598	1,977	1,964	2,139	1,474	-8%	-31%
CSG + ISG	CSG + ISG Revenue		19,576	21,403	20,775	21,047	21,194	8%	1%
	CSG + ISG Operating Income		1,632	2,018	1,994	2,154	1,468	-10%	-32%
Client Solutions Group	CSG Revenue		11,983	12,942	12,276	11,715	11,967	0%	2%
	Operating Income		892	969	925	726	732	-18%	1%
	Commercial Revenue		9,862	10,554	9,835	9,563	10,154	3%	6%
	Consumer Revenue		2,121	2,388	2,441	2,152	1,813	-15%	-16%
Infrastructure Solutions Group	ISG Revenue		7,593	8,461	8,499	9,332	9,227	22%	-1%
	Operating Income		740	1,049	1,069	1,428	736	-1%	-48%
	Servers & Networking Revenue		3,837	4,274	4,656	4,857	5,466	42%	13%
	Storage Revenue		3,756	4,187	3,843	4,475	3,761	0%	-16%
Other Businesses	Other Revenue		1,343	1,528	1,474	1,269	1,049	-22%	-17%
	Operating Income (Loss)		(36)	(44)	(32)	(17)	6	117%	135%

¹ See supplemental slides in Appendix B for reconciliation of non-GAAP measures to their most directly comparable GAAP measures.

Cash flow and capital returns

We have returned \$8B or over 100% of our adjusted FCF¹ to shareholders over the last nine quarters

CASH FLOW FROM OPERATIONS

\$1.0B

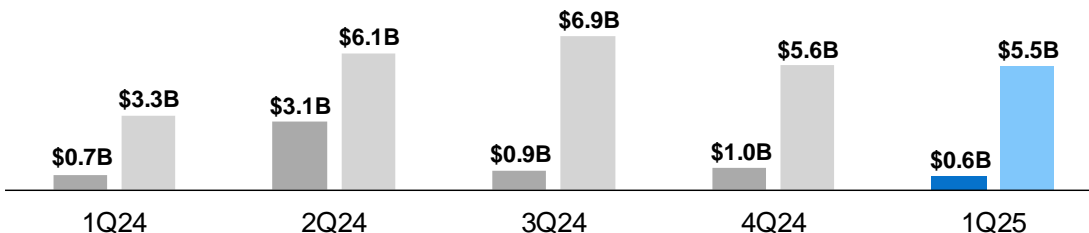
-41% Y/Y



ADJUSTED FCF¹

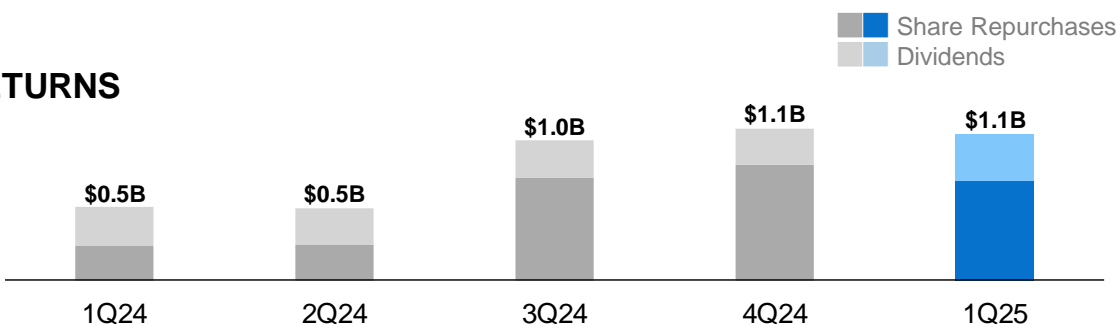
\$0.6B

-9% Y/Y



CAPITAL RETURNS

\$1.1B



Repurchased 6.7M shares of stock for \$722M in Q1 and 34M shares for ~\$2.6B over the past 12 months

Paid dividends of \$0.445 per share or ~\$336M in Q1

Ended the fiscal quarter with \$7.3B of cash and investments

Maintained our long-term core leverage ratio² target of 1.5x exiting Q1

¹ See supplemental slides in Appendix B for reconciliation of adjusted FCF to cash flow from operations.

² See footnote 5 on slide 21 for definition of core leverage ratio.

Infrastructure Solutions Group

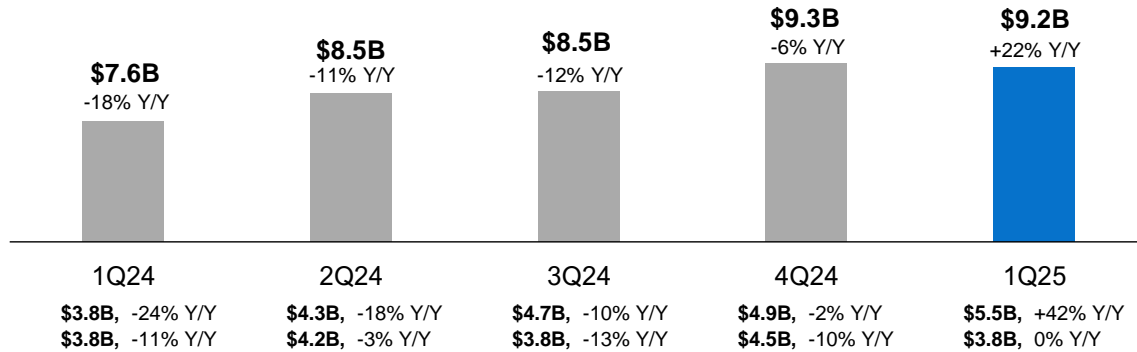
Strong momentum in AI and traditional servers with storage demand stabilizing

REVENUE

\$9.2B

+22% Y/Y
-1% Q/Q

Servers & Networking
Storage



Traditional server demand grew sequentially for the fourth consecutive quarter and was up Y/Y for the second consecutive quarter

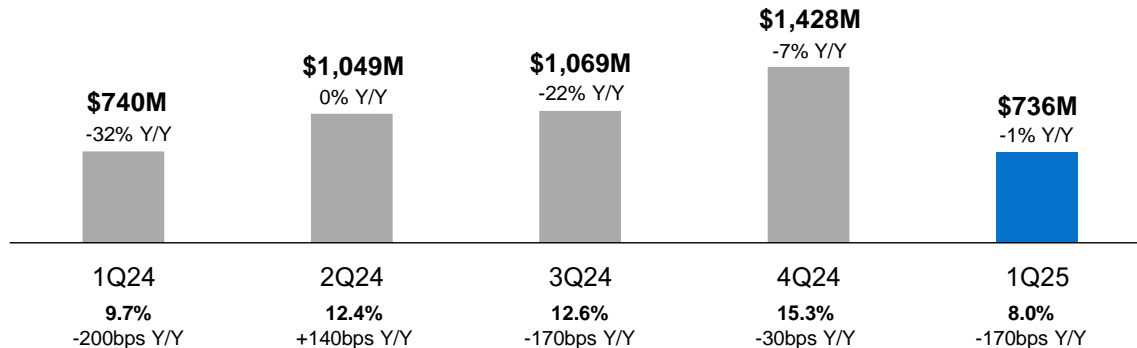
Shipped \$1.7B of AI optimized servers in Q1 and backlog grew \$900M sequentially to \$3.8B exiting the quarter

OPERATING INCOME

\$736M

-1% Y/Y
-48% Q/Q

% of ISG revenue
Basis points



Our PowerEdge XE9680 server remains the fastest ramping new solution in Dell history

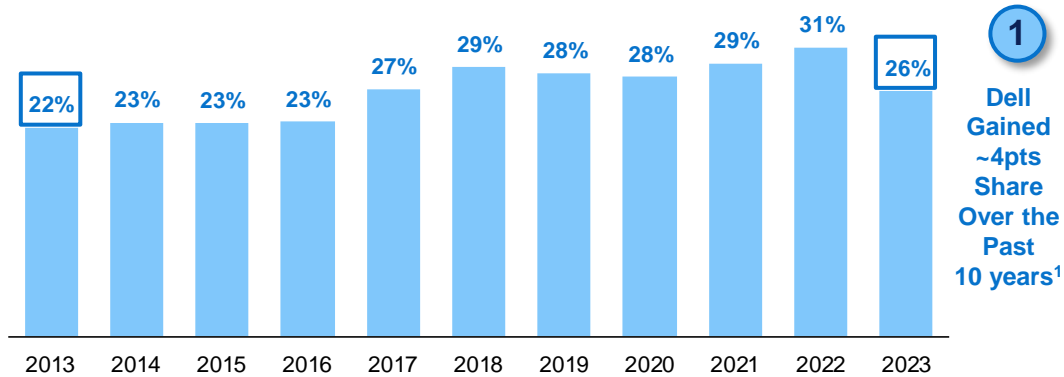
Storage demand has stabilized with revenue flat Y/Y

Strong portfolio of #1 positions in servers and storage

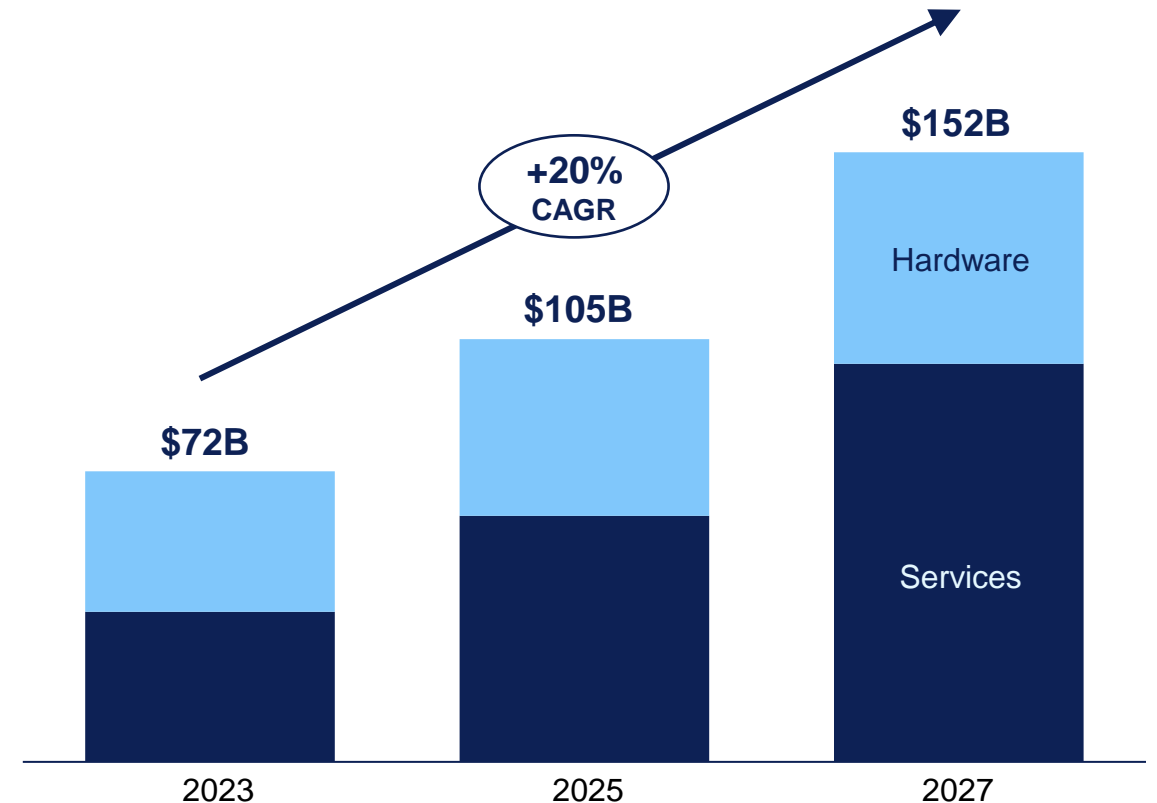
Long-term structural share gains in server, and storage share greater than #2, 3, and 4 competitors combined

Mainstream server share¹

(IDC Mainstream Server Revenue)

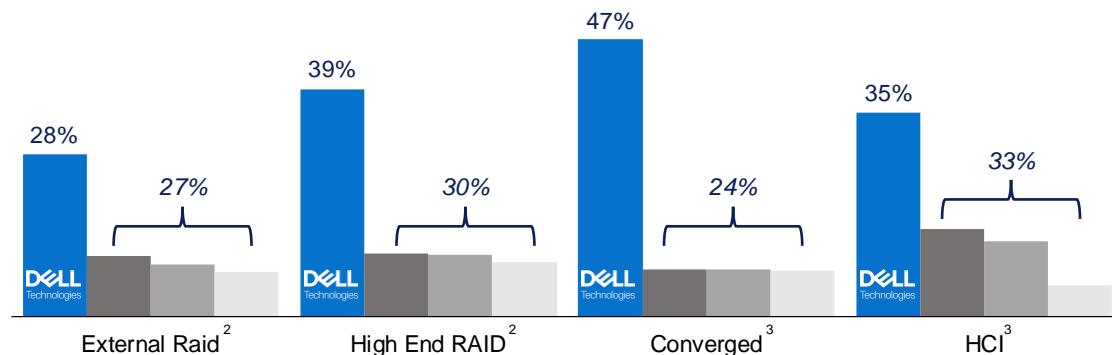


AI HW & services represent a \$152B opportunity by 2027⁴



TTM storage share vs nearest competitors

(IDC External RAID Storage Revenue & IDC Converged Revenue)



1) IDC Quarterly Server Tracker, 2023Q4, based on CY13 - CY23 TTM revenue. Mainstream Server is based on OEM vendor type and includes: Large System, Standard Rack, Tower, and Blade. 2) IDC Quarterly Enterprise Storage Systems Tracker, 2023Q4, based on CY23 TTM revenue. High End refers to systems with ASP > \$250k. 3) IDC Quarterly Converged Systems Tracker 2023Q4, based on CY23 TTM revenue. 4) IDC Worldwide AI and Generative AI Spending Guide, V1 2024 (Feb). Hardware includes Servers and Storage only.

Client Solutions Group

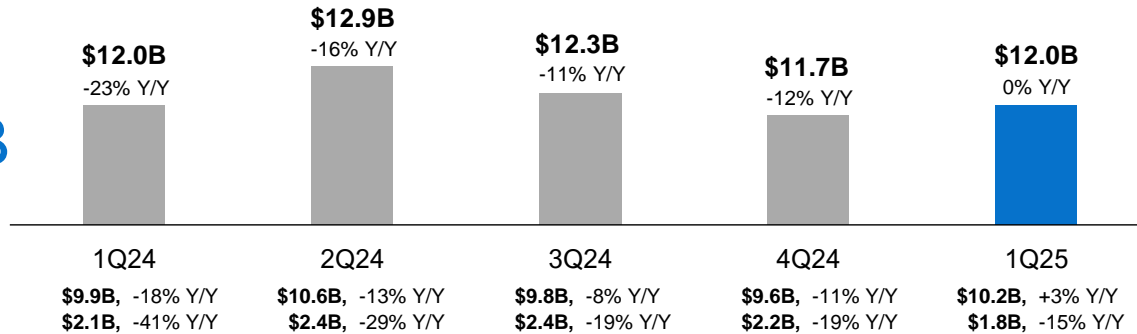
Executed well in a more competitive pricing environment

REVENUE

\$12.0B

0% Y/Y
+2% Q/Q

Commercial
Consumer

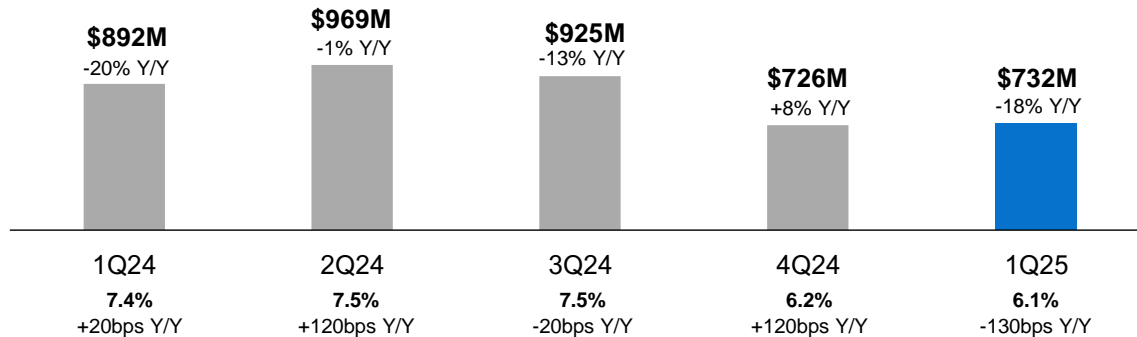


OPERATING INCOME

\$732M

-18% Y/Y
+1% Q/Q

% of CSG revenue
Basis points



Commercial PC demand improved as we moved through the quarter and revenue was up 3% Y/Y

Q1 operating income was stable sequentially at 6.1% of revenue

We announced five NextGen AI PCs with more than 45 TOPS able to support up to 13B parameter models

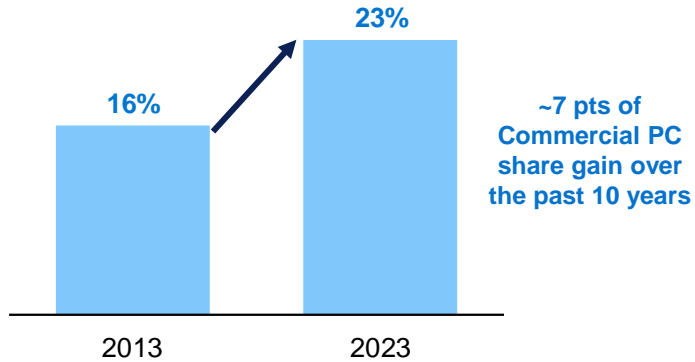
We remain bullish on coming PC refresh cycle and the longer-term impact of AI on PCs

Not all PCs are created equal

Dell focuses on Commercial PCs, Workstations, Premium Consumer PCs and Gaming

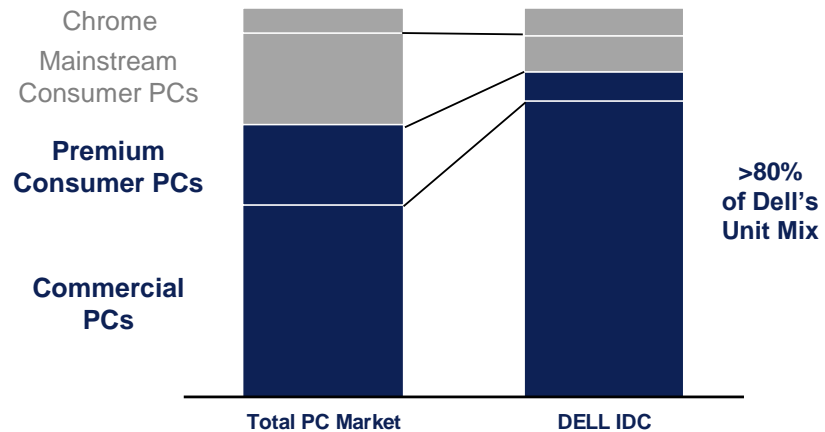
Dell Commercial PC Unit Share¹

(IDC Commercial PC Units)



PC Unit Mix²

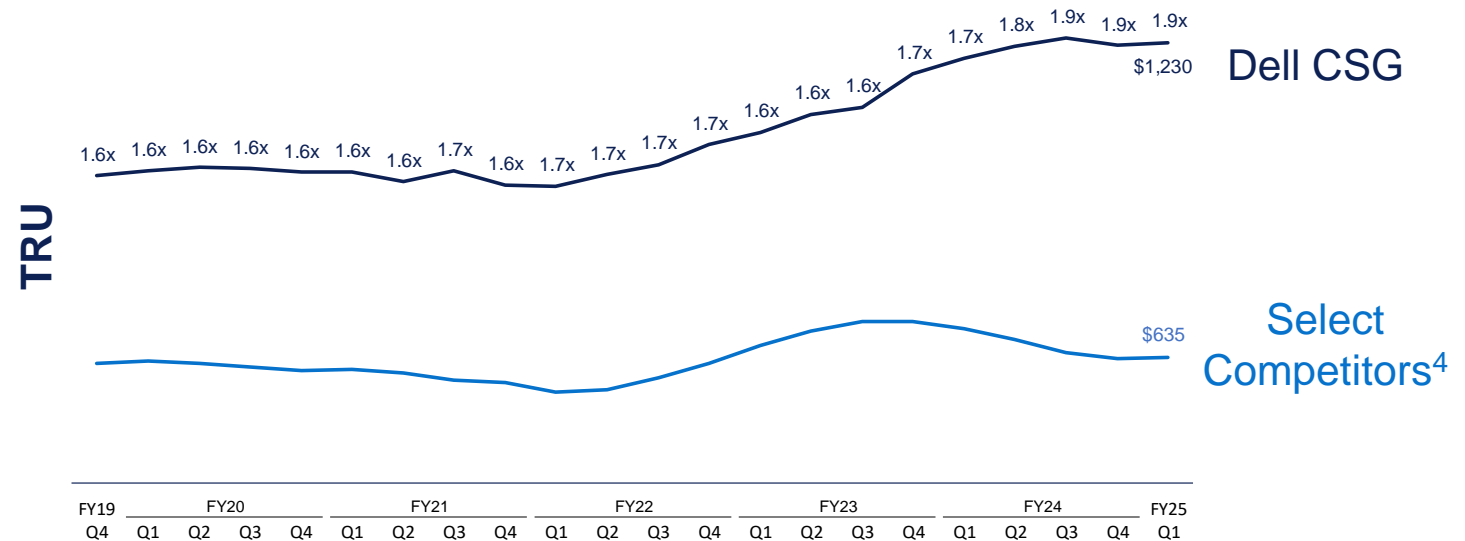
(IDC 2024 Q1 PC Units)



Our total revenue per unit (TRU) is nearly 2x select competitors



Our TRUs are growing at a substantial premium to the market



1) Per IDC WW Quarterly PC Device Tracker, CY24Q1

2) Per IDC WW Quarterly PC Device Tracker, CY24Q1, 1Q24 TTM. Premium Consumer includes units with ASP > \$800; Mainstream Consumer includes units with ASP <= \$800.

3) TRU calculated by Dell Technologies by utilizing PC OEMs' financial public filings and IDC WW Quarterly PC Device Tracker, as of Q1 FY25.

4) Select competitors refers to HP Inc. and Lenovo Ltd.

Guidance

Q2 FY25¹

- Revenue expected to be in the range of \$23.5 and \$24.5 billion with a midpoint of \$24 billion and 5% growth
 - Expect the combination of ISG and CSG to grow 8% at the midpoint, with ISG up in the mid twenties
- Non-GAAP Opex expected to be down roughly 3% Y/Y
- Opinc rate expected to improve sequentially driven by quarter over quarter growth in ISG and margin rate expansion in our storage business
- Diluted share count expected to be roughly 723 to 727 million shares
- Non-GAAP diluted EPS expected to be \$1.65 plus or minus \$0.10

FY25¹

- Revenue expected to be in the range of \$93.5 and \$97.5 billion with a midpoint of \$95.5 billion and 8% growth
 - Expect ISG to grow greater than 20% and CSG to grow low single digits
 - Expect the combination of ISG and CSG up 11% at the midpoint
- Expect non-GAAP gross margin rate to decline roughly 150 bps given inflationary input costs and higher mix of AI optimized servers
- Expect both ISG and CSG operating margin rates to be within our long-term financial framework for the full year, or 11 - 14% and 5 - 7%, respectively
- I&O is expected to be roughly \$1.4B
- Non-GAAP diluted EPS is expected to be \$7.65 plus or minus 25 cents, up 7% at the midpoint assuming a fixed estimated annual non-GAAP tax rate of 18%

¹ See supplemental slides in Appendix D for reconciliation of forward-looking non-GAAP measures to their most directly comparable GAAP measures.

Innovation



Dell AI solutions portfolio ... Broad, modular and open ecosystem

Dell offers an AI portfolio from desktop to data center to cloud, a growing ecosystem of partners and consulting services

Broadest AI Solutions Portfolio¹

Compute

- **Six AI Optimized Servers:** XE9680L, XE9680, XE9640, XE8640, R750XA, R760XA
- **Silicon Diversity:** NVIDIA, AMD, Intel
- **Air & Direct Liquid Cooled**
- Most dense, energy efficient compute system & rack scale architecture

Networking

- **Diversity of AI fabrics:** InfiniBand, Ethernet, Spectrum-X
- Partnered with **NVIDIA** for Ethernet & InfiniBand based NICs, switches and DPUs: Spectrum 4, Quantum x800, CX7, BlueField-3, and Spectrum X
- Partnered with **Broadcom** for integrated networking fabric for Ethernet based portfolio: Tomahawk 5, Thor 2, and SONiC

Storage

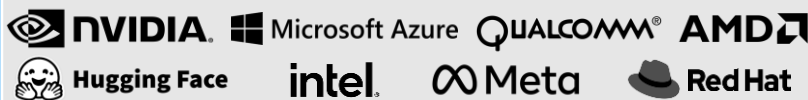
- **PowerScale** built to maximize speed between GPU and AI data platform ... F210, F710, F910 performance twice as fast as the competition
- F710 and F910 Ethernet storage **certified on NVIDIA SuperPOD**
- Launched **Project Lightning** software extension that will deliver a higher performance parallel file system for unstructured data

PC

- Broad range of Consumer & Commercial **AI PC's**
 - Intel Core Ultra with built in NPU
 - Qualcomm Snapdragon X with Microsoft Copilot+, which **supports 13B+ parameter models** including Llama 3.
- Multi-tier processing architecture with CPU, GPU, and NPU

Broad Ecosystem

- 40+ turnkey validated designs tested and optimized for AI use cases ... Leveraging a broad ecosystem



Best in class TCO

- 75% more cost effective inferencing than public cloud²

Leading AI Performance

- Rack-scale solutions that deliver leading AI density, throughput, and energy efficiency using Air-cooled & Direct Liquid cooled platforms

Fast time-to-value

- Accelerate AI initiatives with consulting and deployment services
- Full stack deployment automation & NVIDIA NIMs integration, resulting in an 86% reduction in Time to First Inference

¹ Based on Dell analysis, March 2024. Dell Technologies offers hardware solutions engineered to support AI workloads from Workstations PCs (mobile and fixed) to servers for high-performance computing, data storage, cloud native software-defined infrastructure, networking switches, data protection, HCI and services.

² ESG research commissioned by Dell, "Maximizing AI ROI: Inferencing On-premises With Dell Technologies Can Be 75% More Cost-effective Than Public Cloud," April, 2024

Broad AI optimized server portfolio & distinct solution advantages

Acceleration-optimized, purpose-built for Artificial Intelligence, Generative AI, and High-Performance Computing.

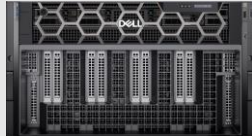
AI Optimized Compute Solutions

XE9680L



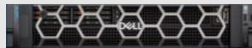
- 8 GPU, 4U configuration
- Direct liquid cooled

XE9680



- 8 GPU, 6U configuration
- Air cooled¹

XE9640



- 4 GPU, 2U configuration
- Direct liquid cooled

XE8640



- 4 GPU, 4U configuration
- Air cooled

R760XA



- 2-4 GPU, 2U configuration
- Air cooled

R750XA



- 2-4 GPU, 2U configuration
- Air Cooled

Competitive Advantages

Modular Design and Customization at Scale

- Silicon diversity in dense XE9680 footprint: NVIDIA, AMD, Intel
- Diversity of AI fabrics: InfiniBand, Ethernet, Spectrum-X
- Engineering expertise that facilitates customer solutions
- Continuing our decades-long leadership in liquid cooled systems

Solutions that leveraging our core business model

- Deployment & Support Services in 170+ countries
- Dell Financial Services
- Dell Consulting Services

Intelligent Automation

- CloudIQ & iDRAC software for AIOps, system management and firmware auto updates & thermal management
- Telemetry Streaming

Broadest AI Ecosystem

- Dell AI Factory
- Dell Validated Designs with NVIDIA, Hugging Face, Meta, Intel, AMD, PyTorch, RedHat, Databricks & Snowflake

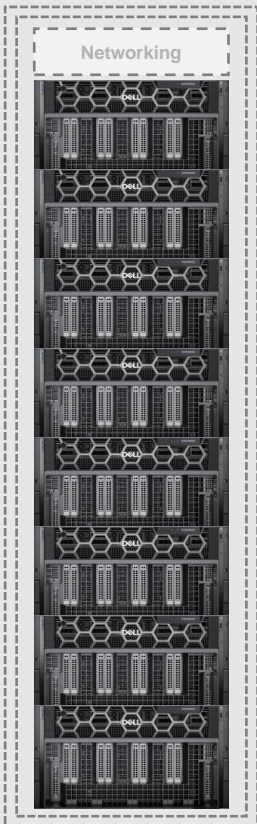
¹ XE9680 is air cooled with option for a Rear Door Heat Exchanger

Delivering the densest AI rack scale architecture in the industry

A modular design with both silicon and network diversity ... designed for large scale datacenter solutions

Most dense Air-cooled solution

XE9680
64 GPUs/rack
Up to ~70 kW



- **Modular design** provides silicon diversity: NVIDIA, AMD, Intel
- **Diversity of AI fabrics:** InfiniBand | Ethernet | SpectrumX
- **Dense 6U form factor**
- 10 Gen5 x16 PCIe slots
- **iDRAC software** for system management, telemetry and firmware auto updates. Redfish support
- **Rack scale solutions with factory integration** of pre-validated networking, power distribution and cooling
- Energy efficient and temperature neutral data center when coupled with rear door heat exchanger
- XE9680: Fastest ramping solution in Dell history

Most dense Direct liquid cooled solution

XE9680L
72 GPUs/rack
Up to ~100 kW¹



- **Modular design** provides silicon diversity: NVIDIA (starting with B200), AMD, Intel
- **Diversity of AI fabrics:** InfiniBand | Ethernet | SpectrumX
- **Ultradense 4U form factor**
- **Maximum throughput to drive data between GPUs for higher utilization:** 12 PCIe Gen 5 x16 slots
- **iDRAC software** for telemetry, thermal monitoring and management. Redfish support
- **Factory integration** of pre-validated networking, power distribution and cooling
- **L11 rack solutions** including engineering design, test, deploy and support
- **2.5x more cooling efficient** than the XE9680

1) Using Rear Door heat exchanger

Note: Diagrams are for illustrative purposes only.

DTW AI Innovation overview

New Dell Generative AI Solutions spanning IT Infrastructure, PCs, and professional services

Dell AI Factory

Dell NextGen AI PCs: XPS 13 and Latitude 7455 will support 13B+ parameter models so customers can run models like Llama 3 on device.

PowerScale F910 is the densest PowerScale node delivering faster time to AI insights with up to 127% improvement in performance.

Project Lightning is the new parallel file system software architecture, an extension to PowerScale, to accelerate training times.

Our expanded networking portfolio including **PowerSwitch Z9864F-ON** doubles network performance on AI applications through a modern network architecture.

AI ecosystem collaborations with **Hugging Face**, **Meta**, and **Microsoft** simplify application deployment and development.

Professional Services help organizations build AI applications using **Hugging Face** and **Llama 3** and change the way they work with **Microsoft Copilot**.

Dell AI Factory with NVIDIA advancements

Dell PowerEdge XE9680L server offers direct liquid cooling and 8 B200 GPUs in a 4U form factor, enabling 33% more GPU density compared to the XE9680.

Dell NativeEdge is the first edge orchestration platform to automate the deployment of NVIDIA AI Enterprise software.

Integration of **NVIDIA Inference Microservices (NIMs)** and **software-driven automation** delivers up to 80% faster time to value than DIY.

Dell Generative AI Solution for Digital Assistants speeds deployment of digital assistants that deliver a personalized self-service experience for end users.

Dell Accelerator Services for RAG on Precision AI workstations enable developers to do rapid prototyping with a customer-specific model in a safe and secure environment

PowerStore

Dell PowerStore advancements provide up to a 30% software-driven performance boost and 20% lower latency with up to 66% better hardware performance.

PowerStore Prime offers customers greater flexibility and increased efficiency with industry's most flexible QLC storage offering and new 5:1 data reduction guarantee.

Dell APEX Offerings

Dell APEX AIOps: AI-driven insights and automation for all Dell infrastructure. Resolves infrastructure issues up to 10x faster than traditional approaches.

Dell APEX Navigator for Kubernetes simplifies Kubernetes storage management on Dell PowerFlex with advanced data services.

Shaping our customers' digital future

Customers turn to Dell Technologies as a trusted, strategic partner

Samsung SDS

With enterprise customers interested in hyper automation, but also prioritizing the security of their proprietary data, Samsung SDS worked with Dell to create GenAI solutions. Samsung SDS is already providing Large Language Models services to more than 100,000 customers.

ServiceNow

ServiceNow is using Dell's solutions to deliver GenAI functionality into the services it provides customers, helping ServiceNow clients drive massive efficiency gains and faster time to value. Dell servers are helping feed the ServiceNow large language models that drive the company's GenAI services and functions.

Deloitte

Deloitte is working with Dell Technologies to create a better experience for developers and the clients that they serve. Deloitte provided developers across its offices and verticals with Dell Latitude AI PCs to use in their day-to-day work, which has had a positive impact on productivity, process, quality of work and enthusiasm.

Ericsson

Dell Technologies and Ericsson announced a strategic partnership to combine their deep industry expertise with telecom software, solutions and support, to guide communications service providers through their radio access network (RAN) cloud transformation journeys. This partnership includes Ericsson Cloud RAN software on Dell PowerEdge servers with continuous testing and lifecycle management.

Northwestern Medicine

Northwestern Medicine collaborated with the Dell Technologies AI Innovation Lab to create a generative multimodal large language model (LLM) for the interpretation of chest x-rays. Designed using Dell PowerEdge XE9680 servers with 8 NVIDIA H100 Tensor Core GPUs, the LLM is strengthening patient care by aiding in physician decision-making and improving the efficiency of radiology image reviews by up to 40%.

Investment Thesis



Proven track record of performance

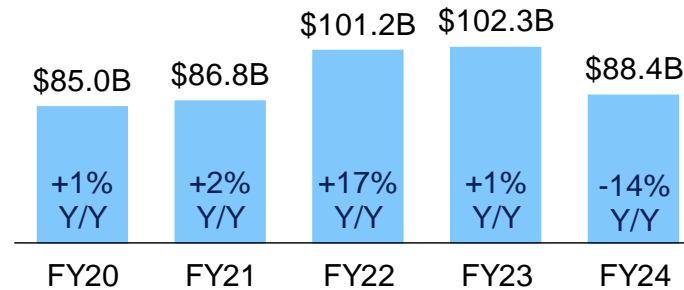
Consistent, profitable growth with strong cash flow over time and a commitment to capital returns

Long-term Performance

- **We continue to structurally gain share in our core markets³**
 - ~4 pts of mainstream server revenue share over last ten years
 - ~5 pts of midrange RAID storage revenue share since EMC acquisition
 - ~7 pts of commercial PC unit share gain over last ten years
- **Diluted EPS has grown at a 12% CAGR over the last 4 fiscal years**
- **We have delivered \$24.1B of adjusted FCF over the last 5 fiscal years**
- **We have returned > 100% of adj. FCF to shareholders since initiating our capital return framework 9 qtrs ago**

Revenue^{1,2}

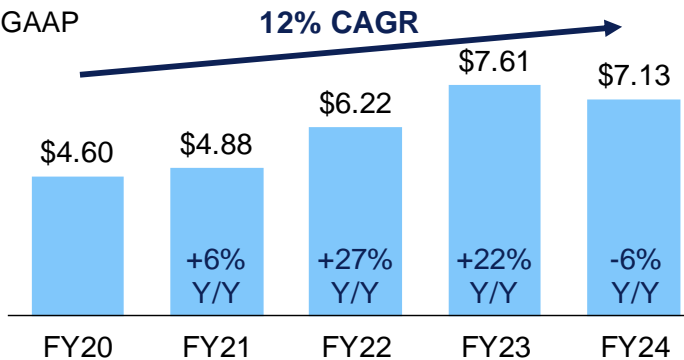
Non-GAAP



Expect revenue to grow at a 3-4% CAGR over time

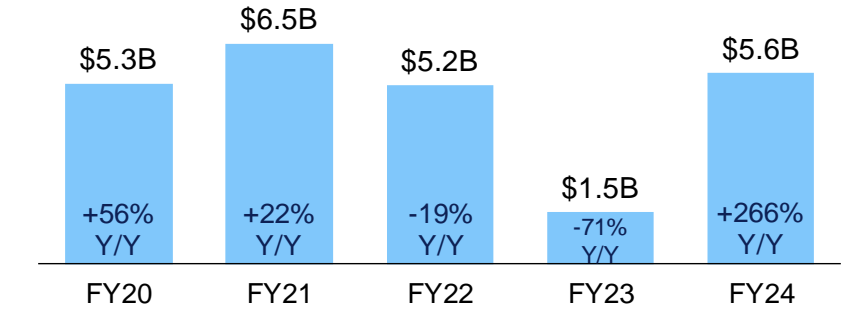
Diluted EPS^{1,2}

Non-GAAP



EPS growing faster than revenue

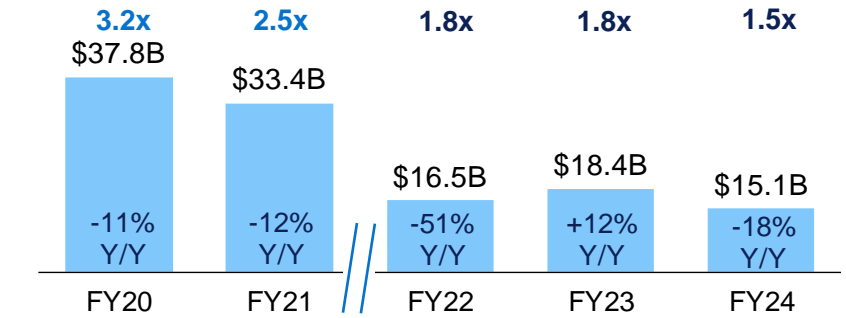
Adjusted Free Cash Flow¹



~\$4.8B Avg. annual adj. FCF FY20-FY24

Core Debt and Other⁴

Historical Core Leverage⁵



Maintained 1.5x core leverage target

1) See supplemental slides in Appendix B for reconciliation of non-GAAP measures to their most directly comparable GAAP measures. 2) Revenue and non-GAAP diluted earnings per share are presented on a continuing operations basis. 3) Per IDC WW Quarterly Server Tracker 4QCY23, data between 4QCY13 – 4QCY23 TTM. Per IDC WW Quarterly Enterprise Storage Systems Tracker 4QCY23, data between 4QCY17 – 4QCY23 TTM. Midrange refers to systems with ASP between \$25k and \$250k. Per IDC PC Units Q1CY24, data between Q1CY14 – Q1CY24. 4) Core debt + margin loan, mirror note, and other debt, excluding public subsidiary debt and DFS related debt. 5) FY20-FY21 core leverage ratio is presented on a historical basis and calculated as Core debt / ((TTM Dell Tech adj. EBITDA excluding VMW) + (81% of TTM VMW EBITDA) - (TTM DFS adj. EBITDA)). FY22 is recast to be presented on a continuing operations basis and is calculated as Core debt / ((TTM adj. EBITDA) - (TTM DFS adj. EBITDA)). DFS adj. EBITDA calculated as a 4% return on assets comprised of financing receivables and DFS operating lease balance. 4% return on assets is derived from a peer benchmark analysis and is an indicative proxy for DFS EBITDA.

Del Technologies Storage key leadership positions

We have #1 positions in all key storage categories in 4Q23

#1 External RAID Enterprise Storage

Dell maintained the #1 position with 24.8% share

Per IDC WW Quarterly Enterprise Storage Systems Tracker CY23Q4

#1 High End RAID Storage

Dell maintained the #1 position with 34.9% share

Per IDC WW Quarterly Enterprise Storage Systems Tracker CY23Q4

#1 Mid Range RAID Storage

Dell maintained the #1 position with 25.0% share

Per IDC WW Quarterly Enterprise Storage Systems Tracker CY23Q4

#1 Storage Software

Dell maintained the #1 position with 9.6% share

Per IDC WW Storage Software and Cloud Services Tracker CY23Q4¹

#1 Converged Systems

Dell maintained the #1 position with 53.1% share

Per IDC WW Quarterly Converged Systems Tracker CY23Q4

#1 Hyperconverged Systems

Dell maintained the #1 position with 33.3% share

Per IDC WW Quarterly Converged Systems Tracker CY23Q4

#1 Purpose-Built Backup Appliance

Dell maintained the #1 position with 41.2% share

Per IDC WW Quarterly Purpose-Built Backup Appliance Tracker CY23Q4

#1 All Flash Array RAID

Dell maintained the #1 position with 22.5% share

Per IDC WW Quarterly Enterprise Storage Systems Tracker CY23Q4

1) Includes archiving software, data replication and protection software, software-defined storage controller software, and storage infrastructure and device management software

Del Technologies Server & PC key leadership positions

We have #1 positions in servers and the most profitable segments of the PC market in 4Q23 and 1Q24, respectively

#1 x86 Server

Dell is the leader with 13.5% unit share and 13.7% revenue share

Per IDC WW Quarterly Server Tracker CY23Q4

#1 Client Business

Leading Client Business by revenue

Client PC & upsell revenue statistic calculated by Dell Technologies primarily by utilizing other PC OEMs' financial public filings, as of Q1 FY25

#1 North America Desktop

Dell is the leader with 33.2% share

Per IDC WW Quarterly PC Device Tracker, CY24Q1. Includes workstations

#1 North America Commercial PC

Dell maintained the #1 position with 33.7% share

Per IDC WW Quarterly PC Device Tracker, CY24Q1. Includes workstations

#1 Mainstream Server

Dell is the leader with 24.4% unit share and 27.6% revenue share

Per IDC WW Quarterly Server Tracker CY23Q4

#1 PC Monitors

Dell maintained the #1 position with 18.5% share

Per IDC WW Quarterly Monitor Tracker CY24Q1

#1 High-End PC Gaming

Dell maintained the #1 position with 19.5% share

Per IDC Quarterly Gaming Tracker CY24Q1, \$1,500+ price band

#1 PC Workstations

Dell maintained the #1 position with 43.4% share

Per IDC WW Quarterly Workstation Tracker CY24Q1

Dell Technologies investment thesis

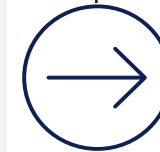
Leading market positions and a unique operating model generate consistent growth and significant value creation

STRATEGY

- We are **leveraging our strengths** to extend our leadership positions and capture new growth opportunities

UNIQUE OPERATING MODEL

- **Leading end-to-end solutions portfolio**, with #1 positions across Client, Peripherals, Server, and Storage¹
- **Largest Go-To-Market engine** with a direct sales force and robust channel program that provides us with great insights and the ability to build deep customer relationships
- **Industry's leading Supply Chain** that runs at global scale, yet nimble and agile to respond to macro and market fluctuations with built in resilience
- **Unmatched Global Services footprint** with team members and service centers supporting customers around the world



Attractive long-term financial model

- **3 - 4%** Revenue growth
- 8%+** Diluted EPS growth²
- 100%+** NI to Adj. FCF Conversion²
- 80%+** Target return of adj. FCF to shareholders²
- 10%+** Dividend growth rate FY24-FY28³

1) See slide 26 for the list of #1 positions and relevant sources. 2) Long-term financial guidance is provided on a non-GAAP basis. A reconciliation to the corresponding GAAP financial measure is not available without unreasonable effort because of uncertainty regarding, and potential variability of, many of the costs and expenses included in GAAP results. Refer to the discussion of non-GAAP financial measures at the beginning of the presentation for more information. 3) Subject to ongoing board evaluation and approval.

Committed to long-term value creation

Our strategy, operating model and track record of execution have us well positioned

Attractive long-term financial framework

3 - 4%

Revenue growth

8%+

Diluted EPS growth¹

100%+

NI to adj. FCF Conversion¹

80%+

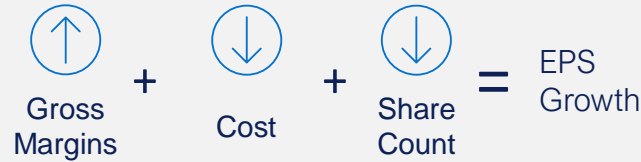
Target return of adj. FCF to shareholders¹

10%+

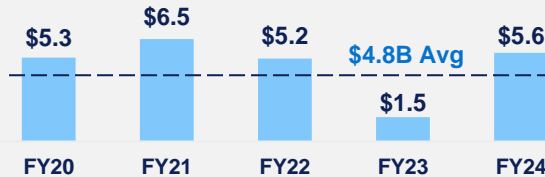
Dividend growth rate FY24-FY28⁵

CSG 2-3% CAGR
ISG 6-8% CAGR
DELL TECH 3-4% CAGR

Operational



Adjusted Free Cash Flow (\$B)²



- Leading end-to-end solutions and broadest portfolio in the industry
- Demonstrated structural share gains
- Opportunities to capture new growth

- Increased mix towards profitable segments ... ISG, Commercial PC, Peripherals
- Demonstrated cost discipline

- Growth & operational excellence driving cash generation ... \$4.8B avg. over last five years
- Averaged over 100% NI to Adj. FCF conversion over the past five years³

Capital Return

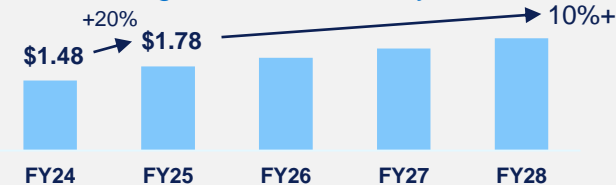
80%+

- Commitment to return over 80% of adjusted FCF to shareholders
- Return via share repurchases and dividends

Remaining FCF

- Committed to IG rating and maintaining 1.5x core leverage⁴ target
- Targeted M&A that accelerates our strategy

Targeted Dividend Payout



- Target to grow the dividend at 10% or better annually through FY28⁵
- Raised our annual dividend ~20% to \$1.78 per share for FY25

1) Long-term financial guidance is provided on a non-GAAP basis. The Company cannot reasonably forecast certain items that are included in GAAP results. Refer to the discussion of non-GAAP financial measures at the beginning of the presentation for more information. 2) See supplemental slides in Appendix B for reconciliation of non-GAAP measures to their most directly comparable GAAP measures. Adjusted free cash flow represents historical adjusted free cash flow excluding VMware where applicable. 3) FY20-FY24. 4) See footnote 5 on slide 21 for definition of core leverage ratio. 5) Subject to ongoing board evaluation and approval.

Dell Technologies strategy

Leverage our strengths to extend our leadership and capture new growth

Leading end-to-end solutions¹

#1

Client Business
Workstations
PC Monitors
High-end Gaming

Server
External Storage
Storage Software
PBBA
HCI



Industry's largest GTM engine

Largest direct
salesforce in the
industry

Broad global
technology ecosystem
of partners

Modern online and
consumption
experiences

Industry-leading supply chain

Automated and AI-
driven

Resilient, agile,
sustainable & global
scale

Global distribution &
logistics centers

Unique operating
model

Unmatched global services

AI-driven support and
experiences

Global footprint of
direct services &
support

Service centers
around the world

Innovation

Culture

Customer-centricity

1) Client PC & upsell revenue statistic calculated by Dell Technologies primarily by utilizing other PC OEMs' financial public filings, as of Q1 FY25; Workstations (Units) - IDC WW Quarterly Workstation Tracker CY24Q1 using data for 1Q24; PC Monitors (Units) - IDC WW Quarterly Monitor Tracker CY24Q1 using data for 1Q24; High-end Gaming (Units) - IDC Quarterly Gaming Tracker, CY24Q1, \$1,500+ price band using data for 1Q24; Server (Units) - IDC WW Quarterly Server Tracker CY23Q4 using data for 4Q23; External Storage (Revenue) - IDC WW Quarterly Enterprise Storage Systems Tracker CY23Q4 using data for 4Q23; Storage Software - IDC WW Storage Software and Cloud Services Tracker CY23Q4 using data for 4Q23 and includes archiving software, data replication and protection software, software-defined storage controller software, and storage infrastructure and device management software; PBBA - IDC WW Purpose-Built Backup Appliance (PBBA) (Revenue) CY23Q4 using data for 4Q23; Hyperconverged Systems (HCI) (Revenue) - IDC WW Quarterly Converged Systems Tracker CY23Q4 using data for 4Q23.

Sustainability highlights¹

From our latest ESG reporting² and external recognition

Enabling growth by advancing sustainability and cultivating inclusion



Environmental

~**95% sustainable materials** used in our packaging

~**32% reduction** in Scopes 1 & 2 market-based **greenhouse gas emissions** since FY20

~**59%** of electricity from **renewable sources** across Dell facilities

Net-Zero goal across Scopes 1, 2, & 3 by 2050



Social

288M+ people have benefited from our **digital inclusion programs, partnerships and innovation**

By 2030, our goal is that **50%** of our global workforce and **40%** of our global people leaders will be **those who identify as women**

By 2030, our goal is that **25%** of our U.S. workforce and **15%** of our U.S. people leaders will be **those who identify as Black/African American or Hispanic/Latino**



Governance

Ellen Kullman elected by our independent directors as **Lead Independent Director**³

All Dell board committee members are **independent directors**

Formal ESG governance established with cross-functional executive leadership

Robust shareholder engagement program driving ongoing **governance enhancements**

Encouraged about the **potential** for future inclusion in the **S&P 500 index**⁴



Source: 1) Metrics are for Dell Technologies; excluding Secureworks. 2) FY23 Environmental, Social, and Governance Report. 3) See description of responsibilities in the 2024 annual meeting proxy statement. 4) The S&P Index Committee decides which companies are included in the index, based on a number of criteria and at its discretion.

Appendix A

 Debt and DFS summary

Debt summary

\$ in billions ^{1,2}	1Q24	2Q24	3Q24	4Q24	1Q25
Revolver	-	-	-	-	-
Senior Notes	17.3	16.1	16.1	15.6	15.6
Legacy Notes	1.0	1.0	1.0	1.0	1.0
DFS Allocated Debt	(1.0)	(1.5)	(1.3)	(1.6)	(2.1)
Total Core Debt ³	17.2	15.6	15.8	14.9	14.5
Other	0.3	0.3	0.2	0.2	0.1
DFS Debt	10.2	10.0	9.6	9.5	9.0
DFS Allocated Debt	1.0	1.5	1.3	1.6	2.1
Total DFS Related Debt	11.1	11.5	10.9	11.1	11.1
Total Debt, principal amount	28.7	27.4	26.9	26.2	25.7

¹ Amounts are based on underlying data and may not visually foot due to rounding.

² Principal Face Value.

³ Core debt represents the total principal amount of our debt, less DFS related debt and other debt.

DFS summary

\$ in billions	1Q24	2Q24	3Q24	4Q24	1Q25
Originations ¹	1.8	2.3	1.8	2.5	1.9
Y/Y	(11)%	1%	(23)%	(19)%	1%
Trailing twelve months	9.5	9.5	9.0	8.4	8.5
Y/Y	10%	5%	(4)%	(13)%	(11)%
Financing Receivables ²	10.5	10.6	10.3	10.5	10.6
Operating Leases ³	2.2	2.1	2.1	2.2	2.1
Total Managed Assets ⁴	14.3	14.7	13.9	14.4	14.2
Y/Y	9%	9%	1%	(2)%	(1)%

¹ Originations represent the amounts of financing provided by DFS to customers for equipment and related software and services, including third-party originations.

² Amounts represent financing receivables included on the Dell Technologies Consolidated Statements of Financial Position.

³ Amounts represent net carrying value of equipment for DFS operating leases.

⁴ Total managed assets consists of financing receivables, syndicated receivables DFS still services, operating leases, committed contract value for flex on demand, and, as of Q2FY24, financing receivable assets held for sale.

Appendix B

 Supplemental non-GAAP measures

Supplemental non-GAAP measures

Gross margin

\$ in millions	1Q24	2Q24	3Q24	4Q24	1Q25
GAAP gross margin	5,018	5,387	5,148	5,316	4,806
Amortization of intangibles	79	84	84	84	60
Stock-based compensation	38	37	37	37	38
Other corporate expenses ¹	29	28	7	31	43
Total adjustments to gross margin	146	149	128	152	141
Non-GAAP gross margin	5,164	5,536	5,276	5,468	4,947
<i>Non-GAAP GM % of revenue</i>	<i>24.7%</i>	<i>24.1%</i>	<i>23.7%</i>	<i>24.5%</i>	<i>22.2%</i>

¹ Consists of severance, facilities action, impairment, and other costs.

Supplemental non-GAAP measures

Selling, general, and administrative; research and development; and operating expense

\$ in millions	1Q24	2Q24	3Q24	4Q24	1Q25
GAAP selling, general, and administrative	3,261	3,517	2,970	3,109	3,123
Amortization of intangibles ¹	(124)	(129)	(123)	(126)	(108)
Stock-based compensation	(124)	(119)	(114)	(108)	(112)
Other corporate expenses ²	(59)	(335)	(35)	(166)	(93)
Non-GAAP selling, general, and administrative	2,954	2,934	2,698	2,709	2,810
GAAP research and development	688	705	692	716	763
Stock-based compensation	(63)	(67)	(76)	(58)	(60)
Other corporate expenses ²	(13)	(13)	(2)	(38)	(40)
Non-GAAP research and development	612	625	614	620	663
GAAP operating expenses	3,949	4,222	3,662	3,825	3,886
Amortization of intangibles ¹	(124)	(129)	(123)	(126)	(108)
Stock-based compensation	(187)	(186)	(190)	(166)	(172)
Other corporate expenses ²	(72)	(348)	(37)	(204)	(133)
Total adjustments to operating expenses	(383)	(663)	(350)	(496)	(413)
Non-GAAP operating expenses	3,566	3,559	3,312	3,329	3,473
<i>Non-GAAP OpEx % of revenue</i>	<i>17.1%</i>	<i>15.5%</i>	<i>14.9%</i>	<i>14.9%</i>	<i>15.6%</i>

¹ This amount includes non-cash purchase accounting adjustments primarily related to the EMC merger transaction in 3Q17.

² Consists primarily of severance expenses, payroll taxes associated with stock-based compensation, facility action costs, transaction-related expenses, impairment charges, and incentive charges related to equity investments.

Supplemental non-GAAP measures

Operating income

\$ in millions	1Q24	2Q24	3Q24	4Q24	1Q25
GAAP operating income	1,069	1,165	1,486	1,491	920
Non-GAAP adjustments:					
Amortization of intangibles ¹	203	213	207	210	168
Stock-based compensation	225	223	227	203	210
Other corporate expenses ²	101	376	44	235	176
Total adjustments to operating income	529	812	478	648	554
Non-GAAP operating income	1,598	1,977	1,964	2,139	1,474
<i>Non-GAAP OpInc % of revenue</i>	<i>7.6%</i>	<i>8.6%</i>	<i>8.8%</i>	<i>9.6%</i>	<i>6.6%</i>

¹ This amount includes non-cash purchase accounting adjustments primarily related to the EMC merger transaction in 3Q17.

² Consists primarily of severance expenses, payroll taxes associated with stock-based compensation, facility action costs, transaction-related expenses, impairment charges, and incentive charges related to equity investments. Includes \$364 million of severance expense during 2Q24.

Supplemental non-GAAP measures

Interest and other

\$ in millions	1Q24	2Q24	3Q24	4Q24	1Q25
GAAP interest and other, net:					
Investment income, primarily interest	59	66	88	92	54
Gain (loss) on investments, net	(15)	(29)	8	83	(30)
Interest expense	(405)	(352)	(371)	(373)	(343)
Foreign exchange	(32)	(65)	(30)	(72)	(38)
Other	29	(71)	(1)	67	(16)
GAAP interest and other, net	(364)	(451)	(306)	(203)	(373)
Adjustments:					
Non-GAAP adjustments ¹	12	85	(16)	(91)	24
Non-GAAP interest and other, net	(352)	(366)	(322)	(294)	(349)
<i>Interest and other as a % of revenue</i>	-1.6%	-1.6%	-1.4%	-1.3%	-1.5%

¹ Primarily consists of the fair value adjustments on strategic equity investments.

Supplemental non-GAAP measures

Net income

\$ in millions	1Q24	2Q24	3Q24	4Q24	1Q25
GAAP net income	578	455	1,004	1,158	955
Non-GAAP adjustments:					
Amortization of intangibles ¹	203	213	207	210	168
Stock-based compensation	225	223	227	203	210
Other corporate expenses ²	98	432	36	227	170
Fair value adjustments on equity investments ³	15	29	(8)	(83)	30
Aggregate adjustment for income taxes ⁴	(156)	(69)	(77)	(105)	(610)
Total adjustments	385	828	385	452	(32)
Non-GAAP net income	963	1,283	1,389	1,610	923
<i>NI % of revenue</i>	4.6%	5.6%	6.2%	7.2%	4.1%

¹ This amount includes non-cash purchase accounting adjustments primarily related to the EMC merger transaction in 3Q17.

² Consists primarily of severance expenses, payroll taxes associated with stock-based compensation, facility action costs, transaction-related expenses, impairment charges, and incentive charges related to equity investments. Includes \$364 million of severance expense during 2Q24.

³ Consists of the gain (loss) on strategic investments, which includes recurring fair value adjustments on equity investments.

⁴ Consists of the tax effects of non-GAAP adjustments, as well as an adjustment for discrete tax items. Beginning in Fiscal 2025, our non-GAAP income tax is calculated using a fixed estimated annual tax rate.

Supplemental non-GAAP measures

Net income attributable to Dell Technologies Inc.

\$ in millions	1Q24	2Q24	3Q24	4Q24	1Q25
GAAP net income attributable to Dell Technologies Inc.	583	462	1,006	1,160	960
Amortization of intangibles ¹	203	213	207	210	168
Stock-based compensation	225	223	227	203	210
Other corporate expenses ²	98	432	36	227	170
Fair value adjustments on equity investments ³	15	29	(8)	(83)	30
Aggregate adjustment for income taxes ⁴	(156)	(69)	(77)	(105)	(610)
Total non-GAAP adjustments attributable to non-controlling interests	(2)	(5)	(2)	(4)	(6)
Total adjustments	383	823	383	448	(38)
Non-GAAP net income attributable to Dell Technologies Inc.	966	1,285	1,389	1,608	922

¹ This amount includes non-cash purchase accounting adjustments primarily related to the EMC merger transaction in 3Q17.

² Consists primarily of severance expenses, payroll taxes associated with stock-based compensation, facility action costs, transaction-related expenses, impairment charges, and incentive charges related to equity investments. Includes \$364 million of severance expense during 2Q24.

³ Consists of the gain (loss) on strategic investments, which includes recurring fair value adjustments on equity investments.

⁴ Consists of the tax effects of non-GAAP adjustments, as well as an adjustment for discrete tax items. Beginning in Fiscal 2025, our non-GAAP income tax is calculated using a fixed estimated annual tax rate.

Supplemental non-GAAP measures

Earnings per share - basic and diluted

\$ in millions, except per share amounts

	1Q24	2Q24	3Q24	4Q24	1Q25
GAAP net income attributable to Dell Technologies Inc.	583	462	1,006	1,160	960
Weighted-average shares outstanding - basic	724	726	722	710	708
GAAP EPS attributable to Dell Technologies Inc. - basic	\$0.81	\$0.64	\$1.39	\$1.63	\$1.36
GAAP net income attributable to Dell Technologies Inc. - diluted	583	462	1,006	1,160	960
Weighted-average shares outstanding - diluted	737	738	740	731	727
GAAP EPS attributable to Dell Technologies Inc. - diluted	\$0.79	\$0.63	\$1.36	\$1.59	\$1.32
Non-GAAP net income attributable to Dell Technologies Inc.	966	1,285	1,389	1,608	922
Weighted-average shares outstanding - basic	724	726	722	710	708
Non-GAAP EPS attributable to Dell Technologies Inc. - basic	\$1.33	\$1.77	\$1.92	\$2.26	\$1.30
Non-GAAP net income attributable to Dell Technologies Inc. - diluted	966	1,285	1,389	1,608	922
Weighted-average shares outstanding - diluted	737	738	740	731	727
Non-GAAP EPS attributable to Dell Technologies Inc. - diluted	\$1.31	\$1.74	\$1.88	\$2.20	\$1.27

Supplemental non-GAAP measures

Adjusted EBITDA

\$ in millions	1Q24	2Q24	3Q24	4Q24	1Q25
GAAP net income	578	455	1,004	1,158	955
Adjustments:					
Interest and other, net	364	451	306	203	373
Income tax provision (benefit)	127	259	176	130	(408)
Depreciation and amortization	809	831	822	841	800
EBITDA	1,878	1,996	2,308	2,332	1,720
Adjustments:					
Stock-based compensation	225	223	227	203	210
Other corporate expenses ¹	101	376	44	235	176
Adjusted EBITDA	2,204	2,595	2,579	2,770	2,106
<i>Adj EBITDA % of revenue</i>	<i>10.5%</i>	<i>11.3%</i>	<i>11.6%</i>	<i>12.4%</i>	<i>9.5%</i>

¹ Consists primarily of severance expenses, payroll taxes associated with stock-based compensation, facility action costs, transaction-related expenses, impairment charges, and incentive charges related to equity investments.

Supplemental non-GAAP measures

Adjusted free cash flow

\$ in millions	1Q24	2Q24	3Q24	4Q24	1Q25
Cash flow from operations	1,777	3,214	2,152	1,533	1,043
Adjustments:					
Capital expenditures and capitalized software development costs, net ¹	(698)	(624)	(704)	(727)	(586)
Free cash flow	1,079	2,590	1,448	806	457
Adjustments:					
Financing receivables ²	(367)	497	(575)	136	165
Equipment under operating leases ³	(25)	(37)	(13)	68	1
Adjusted free cash flow	687	3,050	860	1,010	623

¹ Capital expenditures and capitalized software development costs is net of proceeds from sales of facilities, land, and other assets.

² Financing receivables represent the operating cash flow impact from the change in DFS financing receivables.

³ Equipment under operating leases represents the net change of capital expenditures and depreciation expense for DFS leases and contractually embedded leases identified within flexible consumption arrangements.

Supplemental non-GAAP measures

Adjusted free cash flow

\$ in millions ¹	FY20	FY21	FY22	FY23	FY24
Cash flow from operations	9,291	11,407	10,307	3,565	8,676
Adjustments:					
Capital expenditures and capitalized software development costs, net ²	(2,553)	(2,062)	(2,755)	(2,993)	(2,753)
Free cash flow	6,738	9,345	7,552	572	5,923
Adjustments:					
Financing receivables ³	1,329	728	241	461	(309)
Equipment under operating leases ⁴	819	474	394	500	(7)
Adjusted free cash flow	8,886	10,547	8,187	1,533	5,607
VMware cash flow from operations	3,872	4,409	3,220	-	-
Adjustments:					
VMware capital expenditures	(279)	(329)	(263)	-	-
VMware free cash flow	3,593	4,080	2,957	-	-
Adjusted free cash flow excluding VMware	5,293	6,467	5,230	1,533	5,607

¹ Amounts are based on underlying data and may not visually foot due to rounding.

² Capital expenditures and capitalized software development costs is net of proceeds from sales of facilities, land, and other assets.

³ Financing receivables represent the operating cash flow impact from the change in DFS financing receivables.

⁴ Equipment under operating leases represents the net change of capital expenditures and depreciation expense for DFS leases and contractually embedded leases identified within flexible consumption arrangements.

Supplemental FY20 - FY24 non-GAAP Measures

\$ in millions, except per share amounts

	FY20	FY21	FY22	FY23	FY24
Revenue	\$ 84,815	\$ 86,670	\$ 101,197	\$ 102,301	\$ 88,425
Impact of purchase accounting ¹	229	106	32	-	-
Non-GAAP revenue	\$ 85,044	\$ 86,776	\$ 101,229	\$ 102,301	\$ 88,425
Net income from continuing operations attributable to Dell Technologies Inc.	\$ 525	\$ 2,249	\$ 4,948	\$ 2,442	\$ 3,211
Amortization of intangibles ¹	3,245	2,277	1,708	1,014	833
Stock-based compensation	245	487	808	931	878
Other corporate expenses ²	960	(64)	(1,806)	1,796	793
Fair value adjustment on equity investments ³	(159)	(427)	(572)	206	(47)
Aggregate adjustment for income taxes ⁴	(1,361)	(772)	(156)	(642)	(407)
Total non-GAAP adjustments attributable to non-controlling interest	(4)	(6)	(7)	(13)	(13)
Total adjustments to Net income attributable to Dell Technologies Inc.	\$ 2,926	\$ 1,495	\$ (25)	\$ 3,292	\$ 2,037
Non-GAAP net income attributable to Dell Technologies Inc.	\$ 3,451	\$ 3,744	\$ 4,923	\$ 5,734	\$ 5,248
Net income attributable to Dell Technologies Inc.	\$ 525	\$ 2,249	\$ 4,948	\$ 2,442	\$ 3,211
Weighted-average shares outstanding - basic	724	744	762	734	720
Earnings per share attributable to Dell Technologies Inc. - basic	\$ 0.73	\$ 3.02	\$ 6.49	\$ 3.33	\$ 4.46
Weighted-average shares outstanding - diluted	751	767	791	753	736
Earnings per share attributable to Dell Technologies Inc. - diluted	\$ 0.70	\$ 2.93	\$ 6.26	\$ 3.24	\$ 4.36
Non-GAAP Net income attributable to Dell Technologies Inc.	\$ 3,451	\$ 3,744	\$ 4,923	\$ 5,734	\$ 5,248
Weighted-average shares outstanding - basic	724	744	762	734	720
Non-GAAP earnings per share attributable to Dell Technologies Inc. - basic	\$ 4.77	\$ 5.03	\$ 6.46	\$ 7.81	\$ 7.29
Weighted-average shares outstanding - diluted	751	767	791	753	736
Non-GAAP earnings per share attributable to Dell Technologies Inc. - diluted	\$ 4.60	\$ 4.88	\$ 6.22	\$ 7.61	\$ 7.13

¹ This amount includes non-cash purchase accounting adjustments primarily related to the EMC merger transaction in FY17.

² Consists primarily of severance expenses, payroll taxes associated with stock-based compensation, facility action costs, transaction-related expenses, impairment charges, and incentive charges related to equity investments.

³ Consists of the gain (loss) on strategic investments, which includes recurring fair value adjustments on equity investments.

⁴ Consists of the tax effects of non-GAAP adjustments, as well as an adjustment for discrete tax items.

Appendix C

 Supplemental Financial Statements

Balance Sheet

Assets

\$ in millions	1Q24	2Q24	3Q24	4Q24	1Q25
Current assets:					
Cash and cash equivalents	7,631	8,364	8,298	7,366	5,830
Accounts receivable, net	9,399	10,351	9,720	9,343	8,563
Due from related parties, net	384	404	386	—	—
Short-term financing receivables, net	5,013	4,807	4,540	4,643	4,660
Inventories, net	4,016	3,584	3,381	3,622	4,782
Other current assets	10,949	11,047	10,662	10,973	10,792
Current assets held for sale	—	442	—	—	—
Total current assets	37,392	38,999	36,987	35,947	34,627
Property, plant, and equipment, net	6,261	6,252	6,222	6,432	6,237
Long-term investments	1,399	1,331	1,294	1,316	1,293
Long-term financing receivables, net	5,524	5,813	5,773	5,877	5,941
Goodwill	19,661	19,640	19,616	19,700	19,640
Intangible assets, net	6,269	6,060	5,907	5,701	5,538
Due from related parties, net	442	236	239	—	—
Other non-current assets	7,146	7,327	7,226	7,116	6,914
Total assets	84,094	85,658	83,264	82,089	80,190

Balance Sheet

Liabilities and equity

\$ in millions	1Q24	2Q24	3Q24	4Q24	1Q25
Current liabilities:					
Short-term debt	5,470	6,961	6,498	6,982	6,098
Accounts payable	17,796	19,969	19,478	19,389	20,586
Due to related parties, net	594	1,252	1,246	—	—
Accrued and other	7,438	6,586	6,449	6,805	6,016
Short-term deferred revenue	15,527	16,174	15,206	15,318	15,034
Total current liabilities	46,825	50,942	48,877	48,494	47,734
Long-term debt	22,962	20,177	20,119	19,012	19,382
Long-term deferred revenue	14,168	14,138	13,847	13,827	13,116
Other non-current liabilities	3,063	3,078	2,991	3,065	2,681
Total liabilities	87,018	88,335	85,834	84,398	82,913
Total Dell Technologies Inc. stockholders' equity (deficit)	(3,023)	(2,772)	(2,664)	(2,404)	(2,822)
Non-controlling interest	99	95	94	95	99
Total stockholders' equity (deficit)	(2,924)	(2,677)	(2,570)	(2,309)	(2,723)
Total liabilities, redeemable shares and stockholders' equity (deficit)	84,094	85,658	83,264	82,089	80,190

Appendix D

 Guidance

Supplemental non-GAAP Measures

Financial guidance¹

\$ in billions, except per share amounts	2Q25		FY25		
	Operating expenses	Diluted EPS	Gross margin	Operating expenses	Diluted EPS
GAAP guidance	\$3.8	\$1.10 - \$1.30	\$21.1 - \$21.5	\$14.7	\$6.07 - \$6.57
Estimated adjustments for: ²					
Amortization of intangibles ³	(0.1)	0.23	0.3	(0.4)	0.92
Stock-based compensation	(0.2)	0.28	0.1	(0.7)	1.15
Other corporate expenses ⁴	—	0.01	—	(0.1)	0.25
Fair value adjustments on equity investments ²	—	—	—	—	0.04
Aggregate adjustment for income taxes ⁵	—	(0.07)	—	—	(1.03)
Non-GAAP guidance	\$3.5	\$1.55 - \$1.75	\$21.5 - \$21.9	\$13.5	\$7.40 - \$7.90

¹ Amounts are subject to change with no obligation to reconcile these estimates. Amounts may not visually foot due to underlying data.

² No estimates are included for potential fair value adjustments on strategic investments given the potential volatility of either gains or losses on those equity investments.

³ Amortization of intangibles represents an estimate for acquisitions completed as of May 3, 2024 and does not include estimates for potential acquisitions, if any, during FY25.

⁴ Consists primarily of severance expenses, payroll taxes associated with stock-based compensation, facility action costs, transaction-related expenses, impairment charges, and incentive charges related to equity investments. No estimate is included for severance expense as it cannot be reasonably estimated at this time.

⁵ The aggregate adjustment for income taxes is the estimated combined income tax effect for the adjustments shown above as well as an adjustment for discrete tax items. Beginning in Fiscal 2025, our non-GAAP income tax is calculated using a fixed estimated annual tax rate.



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