

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

	Three Months Ended			Fiscal Year Ended		
	February 2, 2024	February 3, 2023	Change	February 2, 2024	February 3, 2023	Change
<i>Net revenue:</i>						
Products	\$ 16,149	\$ 19,038	(15)%	\$ 64,353	\$ 79,250	(19)%
Services	6,169	6,001	3%	24,072	23,051	4%
Total net revenue	<u>22,318</u>	<u>25,039</u>	(11)%	<u>88,425</u>	<u>102,301</u>	(14)%
<i>Cost of net revenue:</i>						
Products	13,393	15,748	(15)%	53,316	66,029	(19)%
Services	3,609	3,535	2%	14,240	13,586	5%
Total cost of net revenue	<u>17,002</u>	<u>19,283</u>	(12)%	<u>67,556</u>	<u>79,615</u>	(15)%
Gross margin	<u>5,316</u>	<u>5,756</u>	(8)%	<u>20,869</u>	<u>22,686</u>	(8)%
<i>Operating expenses:</i>						
Selling, general, and administrative	3,109	3,772	(18)%	12,857	14,136	(9)%
Research and development	716	795	(10)%	2,801	2,779	1%
Total operating expenses	<u>3,825</u>	<u>4,567</u>	(16)%	<u>15,658</u>	<u>16,915</u>	(7)%
Operating income	1,491	1,189	25%	5,211	5,771	(10)%
Interest and other, net	(203)	(266)	24%	(1,324)	(2,546)	48%
Income before income taxes	1,288	923	40%	3,887	3,225	21%
Income tax expense	130	317	(59)%	692	803	(14)%
Net income	<u>1,158</u>	<u>606</u>	91%	<u>3,195</u>	<u>2,422</u>	32%
Less: Net loss attributable to non-controlling interests	(2)	(8)	75%	(16)	(20)	20%
Net income attributable to Dell Technologies Inc.	<u>\$ 1,160</u>	<u>\$ 614</u>	89%	<u>\$ 3,211</u>	<u>\$ 2,442</u>	31%
<i>Percentage of Total Net Revenue:</i>						
Gross margin	23.8 %	23.0 %		23.6 %	22.2 %	
Selling, general, and administrative	13.9 %	15.1 %		14.5 %	13.9 %	
Research and development	3.2 %	3.2 %		3.2 %	2.7 %	
Operating expenses	17.1 %	18.3 %		17.7 %	16.6 %	
Operating income	6.7 %	4.7 %		5.9 %	5.6 %	
Income before income taxes	5.8 %	3.7 %		4.4 %	3.2 %	
Net income	5.2 %	2.4 %		3.6 %	2.4 %	
Income tax rate	10.1 %	34.3 %		17.8 %	24.9 %	

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)

	<u>February 2, 2024</u>	<u>February 3, 2023</u>
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 7,366	\$ 8,607
Accounts receivable, net of allowance of \$71 and \$78	9,343	12,482
Due from related party, net	—	378
Short-term financing receivables, net of allowance of \$79 and \$142	4,643	5,281
Inventories	3,622	4,776
Other current assets	10,957	10,827
Current assets held for sale	16	—
Total current assets	<u>35,947</u>	<u>42,351</u>
Property, plant, and equipment, net	6,432	6,209
Long-term investments	1,316	1,518
Long-term financing receivables, net of allowance of \$91 and \$59	5,877	5,638
Goodwill	19,700	19,676
Intangible assets, net	5,701	6,468
Due from related party, net	—	440
Other non-current assets	7,116	7,311
Total assets	<u>\$ 82,089</u>	<u>\$ 89,611</u>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities:		
Short-term debt	\$ 6,982	\$ 6,573
Accounts payable	19,389	18,598
Due to related party	—	2,067
Accrued and other	6,805	8,874
Short-term deferred revenue	15,318	15,542
Total current liabilities	<u>48,494</u>	<u>51,654</u>
Long-term debt	19,012	23,015
Long-term deferred revenue	13,827	14,744
Other non-current liabilities	3,065	3,223
Total liabilities	<u>84,398</u>	<u>92,636</u>
Stockholders' equity (deficit):		
Total Dell Technologies Inc. stockholders' equity (deficit)	(2,404)	(3,122)
Non-controlling interests	95	97
Total stockholders' equity (deficit)	<u>(2,309)</u>	<u>(3,025)</u>
Total liabilities and stockholders' equity	<u>\$ 82,089</u>	<u>\$ 89,611</u>

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

	Three Months Ended		Fiscal Year Ended	
	February 2, 2024	February 3, 2023	February 2, 2024	February 3, 2023
<b>Cash flows from operating activities:</b>				
Net income	\$ 1,158	\$ 606	\$ 3,195	\$ 2,422
Adjustments to reconcile net income to net cash provided by operating activities:	375	2,108	5,481	1,143
Change in cash from operating activities	1,533	2,714	8,676	3,565
<b>Cash flows from investing activities:</b>				
Purchases of investments	(29)	(7)	(172)	(108)
Maturities and sales of investments	76	17	226	116
Capital expenditures and capitalized software development costs	(727)	(759)	(2,756)	(3,003)
Acquisition of businesses and assets, net	1	(70)	(126)	(70)
Other	10	23	45	41
Change in cash from investing activities	(669)	(796)	(2,783)	(3,024)
<b>Cash flows from financing activities:</b>				
Proceeds from the issuance of common stock	2	—	10	5
Repurchases of common stock	(878)	(165)	(2,080)	(2,883)
Repurchases of common stock for employee tax withholdings	(18)	(18)	(372)	(398)
Payments of dividends and dividend equivalents	(261)	(236)	(1,072)	(964)
Proceeds from debt	871	3,700	7,775	12,479
Repayments of debt	(1,480)	(1,746)	(11,246)	(9,825)
Debt-related costs and other, net	(55)	(22)	(109)	(39)
Change in cash from financing activities	(1,819)	1,513	(7,094)	(1,625)
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	14	239	(186)	(104)
Change in cash, cash equivalents, and restricted cash	(941)	3,670	(1,387)	(1,188)
Cash, cash equivalents, and restricted cash at beginning of the period	8,448	5,224	8,894	10,082
Cash, cash equivalents, and restricted cash at end of the period	\$ 7,507	\$ 8,894	\$ 7,507	\$ 8,894

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

	Three Months Ended			Fiscal Year Ended		
	February 2, 2024	February 3, 2023	Change	February 2, 2024	February 3, 2023	Change
<b><i>Infrastructure Solutions Group (ISG):</i></b>						
Net revenue:						
Servers and networking	\$ 4,857	\$ 4,940	(2)%	\$ 17,624	\$ 20,398	(14)%
Storage	4,475	4,965	(10)%	16,261	17,958	(9)%
Total ISG net revenue	<u>\$ 9,332</u>	<u>\$ 9,905</u>	(6)%	<u>\$ 33,885</u>	<u>\$ 38,356</u>	(12)%
Operating Income:						
ISG operating income	<u>\$ 1,428</u>	<u>\$ 1,543</u>	(7)%	<u>\$ 4,286</u>	<u>\$ 5,045</u>	(15)%
<i>% of ISG net revenue</i>	<i>15.3 %</i>	<i>15.6 %</i>		<i>12.6 %</i>	<i>13.2 %</i>	
<i>% of total reportable segment operating income</i>	<i>66 %</i>	<i>70 %</i>		<i>55 %</i>	<i>57 %</i>	
<b><i>Client Solutions Group (CSG):</i></b>						
Net revenue:						
Commercial	\$ 9,563	\$ 10,697	(11)%	\$ 39,814	\$ 45,556	(13)%
Consumer	2,152	2,664	(19)%	9,102	12,657	(28)%
Total CSG net revenue	<u>\$ 11,715</u>	<u>\$ 13,361</u>	(12)%	<u>\$ 48,916</u>	<u>\$ 58,213</u>	(16)%
Operating Income:						
CSG operating income	<u>\$ 726</u>	<u>\$ 671</u>	8%	<u>\$ 3,512</u>	<u>\$ 3,824</u>	(8)%
<i>% of CSG net revenue</i>	<i>6.2 %</i>	<i>5.0 %</i>		<i>7.2 %</i>	<i>6.6 %</i>	
<i>% of total reportable segment operating income</i>	<i>34 %</i>	<i>30 %</i>		<i>45 %</i>	<i>43 %</i>	

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

	Three Months Ended		Fiscal Year Ended	
	February 2, 2024	February 3, 2023	February 2, 2024	February 3, 2023
<i>Reconciliation to consolidated net revenue:</i>				
Reportable segment net revenue	\$ 21,047	\$ 23,266	\$ 82,801	\$ 96,569
Other businesses (a)	1,269	1,770	5,614	5,721
Unallocated transactions (b)	2	3	10	11
Total consolidated net revenue	\$ 22,318	\$ 25,039	\$ 88,425	\$ 102,301
<i>Reconciliation to consolidated operating income:</i>				
Reportable segment operating income	\$ 2,154	\$ 2,214	\$ 7,798	\$ 8,869
Other businesses (a)	(17)	(48)	(129)	(240)
Unallocated transactions (b)	2	4	9	8
Impact of purchase accounting (c)	(4)	(11)	(14)	(44)
Amortization of intangibles	(206)	(238)	(819)	(970)
Transaction-related expenses (d)	(3)	(6)	(12)	(22)
Stock-based compensation expense (e)	(203)	(228)	(878)	(931)
Other corporate expenses (f)	(232)	(498)	(744)	(899)
Total consolidated operating income	\$ 1,491	\$ 1,189	\$ 5,211	\$ 5,771

- (a) Other businesses consists of: 1) Dell's resale of standalone VMware, Inc. products and services, "VMware Resale," 2) Secureworks, and 3) Virtustream, and do not meet the requirements for a reportable segment, either individually or collectively.
- (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. From time to time, this category also may include transaction-related income related to divestitures of businesses or asset sales.
- (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 severance, impairment charges, incentive charges related to equity investments, payroll taxes associated with stock-based compensation, facilities action, and other costs.

## SUPPLEMENTAL SELECTED NON-GAAP FINANCIAL MEASURES

These tables present information about the Company's non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating income, non-GAAP net income, non-GAAP net income attributable to Dell Technologies Inc., non-GAAP earnings per share attributable to Dell Technologies Inc. - diluted, free cash flow and adjusted free cash flow, 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 Financial Measures**  
(in millions, except per share amounts and percentages; unaudited)

	Three Months Ended			Fiscal Year Ended		
	February 2, 2024	February 3, 2023	% Change	February 2, 2024	February 3, 2023	Change
Net revenue (a)	\$ 22,318	\$ 25,039	(11)%	\$ 88,425	\$102,301	(14)%
Non-GAAP gross margin	\$ 5,468	\$ 5,971	(8)%	\$ 21,444	\$ 23,427	(8)%
<i>% of non-GAAP net revenue</i>	<i>24.5 %</i>	<i>23.8 %</i>		<i>24.3 %</i>	<i>22.9 %</i>	
Non-GAAP operating expenses	\$ 3,329	\$ 3,801	(12)%	\$ 13,766	\$ 14,790	(7)%
<i>% of non-GAAP net revenue</i>	<i>14.9 %</i>	<i>15.1 %</i>		<i>15.6 %</i>	<i>14.5 %</i>	
Non-GAAP operating income	\$ 2,139	\$ 2,170	(1)%	\$ 7,678	\$ 8,637	(11)%
<i>% of non-GAAP net revenue</i>	<i>9.6 %</i>	<i>8.7 %</i>		<i>8.7 %</i>	<i>8.4 %</i>	
Non-GAAP net income	\$ 1,610	\$ 1,322	22%	\$ 5,245	\$ 5,727	(8)%
<i>% of non-GAAP net revenue</i>	<i>7.2 %</i>	<i>5.3 %</i>		<i>5.9 %</i>	<i>5.6 %</i>	
Non-GAAP earnings per share - diluted	\$ 2.20	\$ 1.80	22%	\$ 7.13	\$ 7.61	(6)%

(a) Effective in the first quarter of Fiscal 2023, non-GAAP net revenue no longer differs from net revenue, the most comparable GAAP financial measure.

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

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

	Three Months Ended			Fiscal Year Ended		
	February 2, 2024	February 3, 2023	% Change	February 2, 2024	February 3, 2023	% Change
Gross margin	\$ 5,316	\$ 5,756	(8)%	\$ 20,869	\$ 22,686	(8)%
Non-GAAP adjustments:						
Amortization of intangibles	84	99		331	414	
Impact of purchase accounting	—	—		—	2	
Stock-based compensation expense	37	40		149	152	
Other corporate expenses	31	76		95	173	
Non-GAAP gross margin	\$ 5,468	\$ 5,971	(8)%	\$ 21,444	\$ 23,427	(8)%
Operating expenses	\$ 3,825	\$ 4,567	(16)%	\$ 15,658	\$ 16,915	(7)%
Non-GAAP adjustments:						
Amortization of intangibles	(122)	(139)		(488)	(556)	
Impact of purchase accounting	(4)	(11)		(14)	(42)	
Transaction-related expenses	(3)	(6)		(12)	(22)	
Stock-based compensation expense	(166)	(188)		(729)	(779)	
Other corporate expenses	(201)	(422)		(649)	(726)	
Non-GAAP operating expenses	\$ 3,329	\$ 3,801	(12)%	\$ 13,766	\$ 14,790	(7)%
Operating income	\$ 1,491	\$ 1,189	25%	\$ 5,211	\$ 5,771	(10)%
Non-GAAP adjustments:						
Amortization of intangibles	206	238		819	970	
Impact of purchase accounting	4	11		14	44	
Transaction-related expenses	3	6		12	22	
Stock-based compensation expense	203	228		878	931	
Other corporate expenses	232	498		744	899	
Non-GAAP operating income	\$ 2,139	\$ 2,170	(1)%	\$ 7,678	\$ 8,637	(11)%
Net income	\$ 1,158	\$ 606	91 %	\$ 3,195	\$ 2,422	32%
Non-GAAP adjustments:						
Amortization of intangibles	206	238		819	970	
Impact of purchase accounting	4	11		14	44	
Transaction-related (income) expenses	(5)	(14)		49	(16)	
Stock-based compensation expense	203	228		878	931	
Other corporate expenses	232	392		744	1,812	
Fair value adjustments on equity investments	(83)	9		(47)	206	
Aggregate adjustment for income taxes	(105)	(148)		(407)	(642)	
Non-GAAP net income	\$ 1,610	\$ 1,322	22%	\$ 5,245	\$ 5,727	(8)%

**DELL TECHNOLOGIES INC.**  
**Reconciliation of Selected Non-GAAP Financial Measures**  
**(unaudited; continued)**

	Three Months Ended			Fiscal Year Ended		
	February 2, 2024	February 3, 2023	% Change	February 2, 2024	February 3, 2023	% Change
Earnings per share attributable to Dell Technologies, Inc. - diluted	\$ 1.59	\$ 0.84	89 %	\$ 4.36	\$ 3.24	35 %
Non-GAAP adjustments:						
Amortization of intangibles	0.28	0.32		1.11	1.29	
Impact of purchase accounting	0.01	0.01		0.02	0.06	
Transaction-related (income) expenses	(0.01)	(0.02)		0.07	(0.02)	
Stock-based compensation expense	0.28	0.31		1.19	1.24	
Other corporate expenses	0.32	0.53		1.01	2.41	
Fair value adjustments on equity investments	(0.11)	0.01		(0.06)	0.27	
Aggregate adjustment for income taxes	(0.15)	(0.19)		(0.55)	(0.86)	
Total non-GAAP adjustments attributable to non-controlling interests	(0.01)	(0.01)		(0.02)	(0.02)	
Non-GAAP earnings per share attributable to Dell Technologies, Inc. - diluted	<u>\$ 2.20</u>	<u>\$ 1.80</u>	22 %	<u>\$ 7.13</u>	<u>\$ 7.61</u>	(6)%

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

	Three Months Ended			Fiscal Year Ended		
	February 2, 2024	February 3, 2023	% Change	February 2, 2024	February 3, 2023	% Change
Cash flow from operations	\$ 1,533	\$ 2,714	(44)%	\$ 8,676	\$ 3,565	143 %
Non-GAAP adjustments:						
Capital expenditures and capitalized software development costs, net (a)	(727)	(749)		(2,753)	(2,993)	
Free cash flow	<u>\$ 806</u>	<u>\$ 1,965</u>	(59)%	<u>\$ 5,923</u>	<u>\$ 572</u>	935 %
Free cash flow	\$ 806	\$ 1,965	(59)%	\$ 5,923	\$ 572	935 %
Non-GAAP adjustments:						
DFS financing receivables (b)	136	175		(309)	461	
DFS operating leases (c)	68	127		(7)	500	
Adjusted free cash flow	<u>\$ 1,010</u>	<u>\$ 2,267</u>	(55)%	<u>\$ 5,607</u>	<u>\$ 1,533</u>	266 %

- (a) Capital expenditures and capitalized software development costs is net of proceeds from sales of facilities, land, and other assets.
- (b) DFS financing receivables represents the operating cash flow impact from the change in financing receivables.
- (c) DFS operating leases represents the change in net carrying value of equipment for DFS operating leases.