



SOCIAL IMPACT

Investor Conference Call
Wednesday, July 29, 2020
10:00 am CT / 11:00 am ET

PROGRESS MADE
REAL

Disclaimer

SPECIAL NOTE ON FORWARD LOOKING STATEMENTS

Statements in this material 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.

Speakers



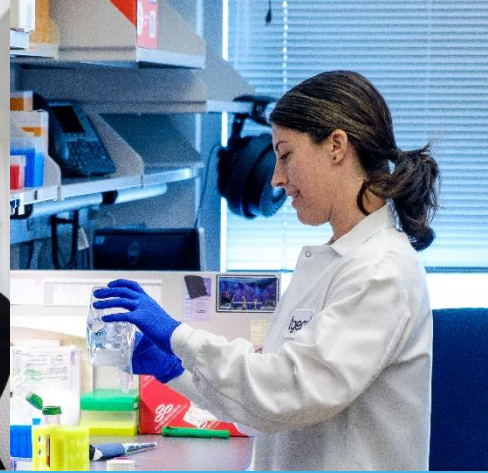
CHRISTINE FRASER
Chief Responsibility Officer



BRIAN REAVES
Chief Diversity & Inclusion Officer



ROB WILLIAMS
Senior Vice President of Investor Relations



We create technologies that drive human progress





Standing. Strong. **Together.**



Standing. Strong. **Together.**

Creating a truly inclusive culture at
Dell Technologies

Providing ongoing community support to
solve racial inequalities

Improving access to technology,
education, and economic opportunity for all

2030 goal development: Internally and externally informed



All-employee survey



80 executive leaders



Ceres



SustainAbility



MERCER

2030 Operational Plan

Success is rooted in driving ownership and accountability across various levels of the organization



PROGRESS MADE REAL

PROGRESS MADE REAL

ADVANCING
SUSTAINABILITY



CULTIVATING
INCLUSION



TRANSFORMING
LIVES



UPHOLDING ETHICS & PRIVACY

2030 MOONSHOT GOALS



ADVANCING SUSTAINABILITY

For **every** product a customer buys, we will reuse or recycle an equivalent product, and **100%** of packaging and **+50%** our product content will be made from recycled or renewable material



CULTIVATING INCLUSION

50% of our global workforce and **40%** of our global people leaders will identify as women

25% of our U.S. workforce and **15%** of our U.S. people leaders will identify as Black/African American and Hispanic/Latino minorities



TRANSFORMING LIVES

Advance health, education and economic opportunity initiatives to deliver enduring results for **1 billion** people



UPHOLDING ETHICS & PRIVACY

Fully automate our data control processes, making it easier for our customers to control their personal data

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ADVANCING
SUSTAINABILITY

MOONSHOT

By 2030, for **every** product a customer buys, we will reuse or recycle an equivalent product

BASELINE

In FY20, we collected **9.1%** of products sold vs. recovered

METHODOLOGY

Based on our take back program est. in 1996, we measure the amount of material we recover by weight

Currently, we're working to shift from a **weight to unit** measurement

OTHER GOALS

Reduce Scopes 1 and 2 greenhouse gas emissions by 50%

Source 75% of electricity from renewable sources across all Dell Facilities

Reduce energy intensity of product portfolio by 80%

Partner with suppliers to meet greenhouse gas emissions reduction target of 60%/unit revenue

Circular Material Innovations



Plastics
from water bottles
and CD cases



Plastics
from recycled
computers



Reclaimed
carbon fiber
from aerospace
industry waste



Plastics
from windshields



Rare earth
magnets
from ESG hard drives



Ocean-bound
Plastics
from coastal areas



Desktops
and monitors
2008



Desktops
and monitors
2014



Laptop
bases/backs
2015



Waterproof coating
for backpacks and bags
2019



Hard drives
for laptops
2019



Laptop packaging
cushions and trays
2017 & 2020

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TRANSFORMING
LIVES

MOONSHOT

With our technology and scale, we will advance health, education and economic opportunity initiatives to deliver enduring results for **1B** people

BASELINE

Approximately **47M** people reached (cumulative)

METHODOLOGY

Based on the total # of individuals reached **directly/ indirectly** via Dell Technologies programs i.e. strategic giving and social innovation

OTHER GOALS

50% of people empowered by our social and education initiatives will be underrepresented groups

Use expertise and technology to help 1,000 nonprofit partners digitally transform to better serve their constituents

75% of employees will participate in giving or volunteer opportunities in their communities each year

All for Progress x Our Communities

Virtual volunteering and giving opportunities mobilizing support for COVID-19 response aligned to our goal of transforming the lives of 1 billion people by 2030



HEALTH

Support those organizations focused on the mental and physical wellbeing of people in our communities



EDUCATION

Support those providing young people with access to technology, skills and career opportunities



ECONOMIC OPPORTUNITY

Support local economies through mentoring, networking and access to technology



17,000+

underrepresented students
in underserved areas

Learn digital skills in our
Solar Learning Labs to compete
in the 21st century

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**UPHOLDING
ETHICS & PRIVACY**

Ethics and customer data privacy is foundational to everything we do

Continue our enduring commitment to transparency

Ignite and inspire passion for integrity in all our employees

Drive a high standard of responsibility in our partner ecosystem

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UPHOLDING
ETHICS & PRIVACY

MOONSHOT

By 2030, we will **fully automate** our data control processes, making it easier for our customers to control their personal data

BASELINE

FY20 was focused on **design and proof of concept**

METHODOLOGY

Annual updates will be shared on **MyAccount privacy feature** development

New features will streamline customer's access to their personal data and will allow them to designate preferences

OTHER GOALS

100% of our employees will demonstrate their commitment to our values criteria

100% of the direct partners we do business with will demonstrate their commitment to our values

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CULTIVATING
INCLUSION

MOONSHOT

50% of our global workforce and
40% of our global people leaders will be **women**

BASELINE

31% of our global workforce and
24% of global people leaders are **women**

METHODOLOGY

Applies to our **global workforce**
Scope includes % of individuals who voluntarily self-identify as female and is rounded off to nearest whole number

OTHER GOALS

25% of U.S. workforce and **15%** of U.S. people leaders will be **black and Hispanic minorities**

50% of employees will participate in resource groups to drive social impact

95% of employees will participate in annual foundational learning on key topics such as unconscious bias, harassment, microaggression and privilege

50% of people empowered by our social and education initiatives will be underrepresented groups

Scaling for maximum impact

Developing stronger ties with customer alliances, and both internal and external stakeholders



UNDERSTAND
AND INFORM



MEASURE AND
PRIORITIZE



ACCELERATE
AND SCALE

Our Board



Technology industry
experience



CEO experience



Public company board
experience



Financial literacy



Operational experience



International experience



MICHAEL DELL

Founder, Chairman & CEO, Dell Technologies



DAVE DORMAN

Founder, Centerview and Former Chairman & CEO, AT&T



EGON DURBAN

Co-CEO, Silver Lake



WILLIAM GREEN

Former Chairman & CEO, Accenture



ELLEN KULLMAN

Former Chair & CEO, DuPont



SIMON PATTERSON

Managing Director, Silver Lake



LYNN VOJVODICH

Former EVP & Chief Marketing Officer, Salesforce

Governance Enhancements

Evolving governance practices and shareholder engagement program following return to public markets

Declassified Board

Majority independent
Board

Aligned economic
interests of all
share classes

Established
Nominating and
Governance
Committee

Ellen Kullman exclusively
elected by the Class C
shareholders at the
2020 annual meeting

Terminated certain consent
rights held by Michael Dell
and Silver Lake

Equity program changes
to enhance the alignment
of executives and
stockholder's interests



Contacted holders representing more than **60%** of our Class C shares and
engaged with nearly **50%** around both the 2019 and 2020 meetings

QUESTIONS?

SOCIAL IMPACT

 [FY20 Diversity & Inclusion Report](#)

 [FY20 Progress Made Real Report](#)