

ESG Investor Call

July 13, 2021

 **DELL**Technologies

Speakers



Jennifer (JJ) Davis

Chief Corporate Affairs Officer



Vanice Hayes

Chief Diversity & Inclusion Officer



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Head of Investor Relations



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Director, Investor Relations

Disclaimer

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.

Agenda

Progress Made Real (PMR) – 2030 Moonshot Goals

Evolution of our ESG Strategy

ESG Governance Structure

Spotlight:

- Achieving Net Zero
- D&I Update and People Philosophy

ESG Recognition

Q&A

Progress Made Real Plan for 2030 – Moonshot Goals

Four key focus areas of our 2030 social impact vision with targeted goals for how we will create a positive, lasting impact on humankind and the planet



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

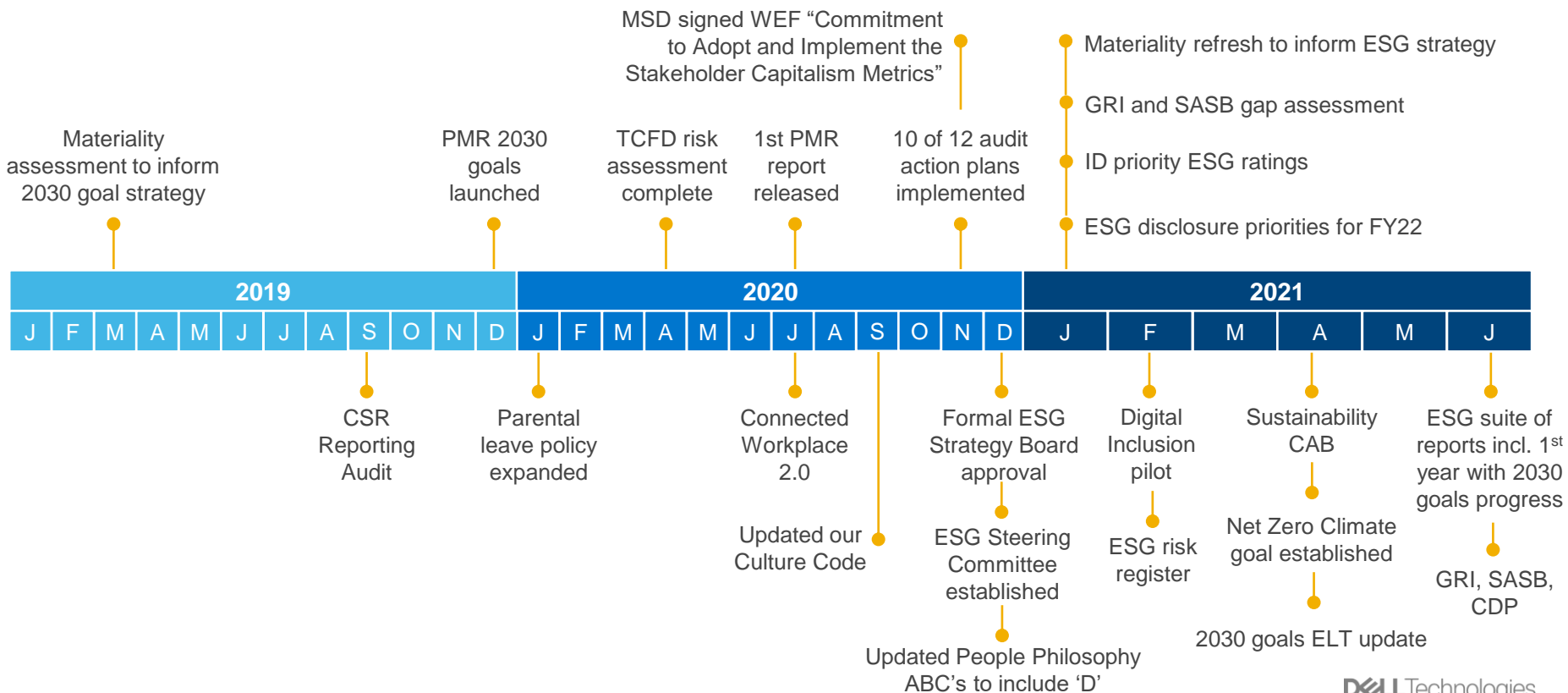


UPHOLDING ETHICS & PRIVACY

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

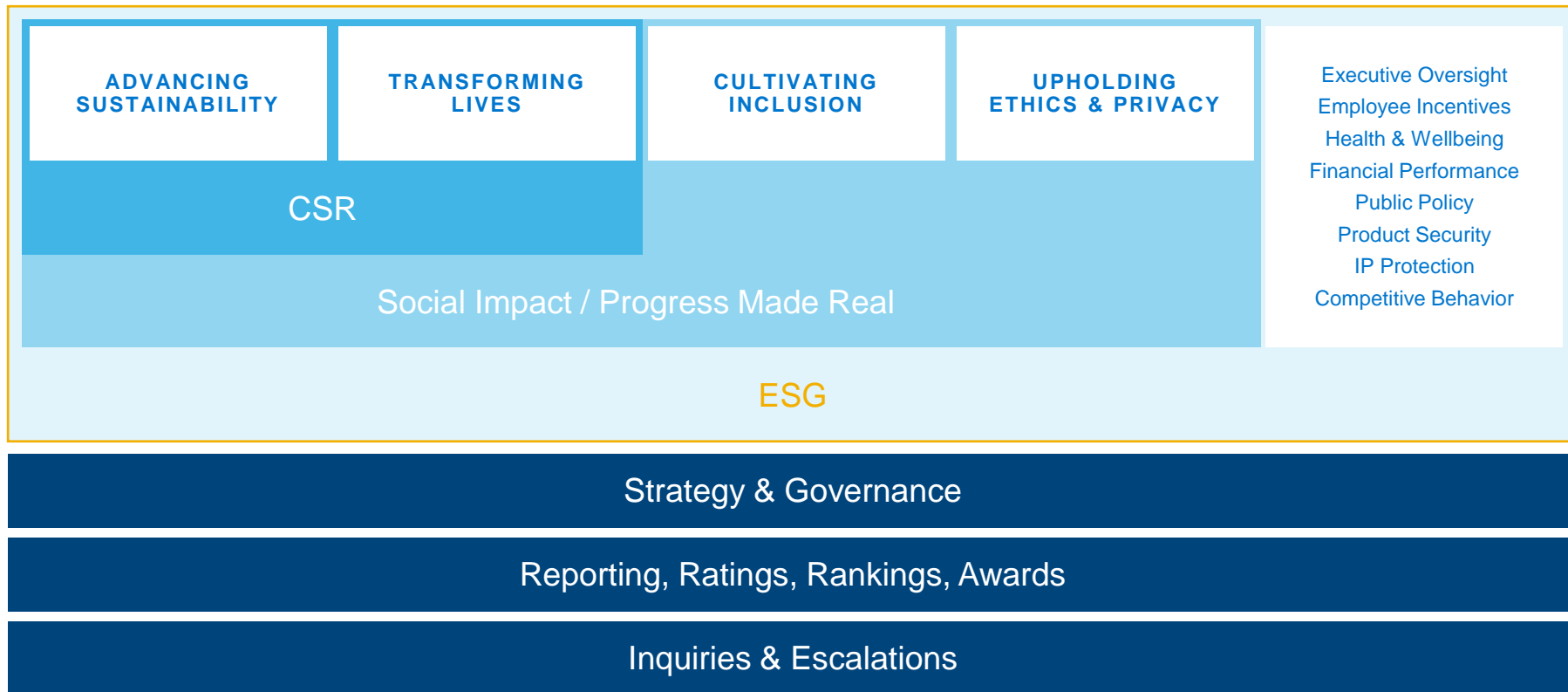
The Evolution of our ESG Strategy

Driving progress by listening to stakeholders and increasing transparency on ESG topics



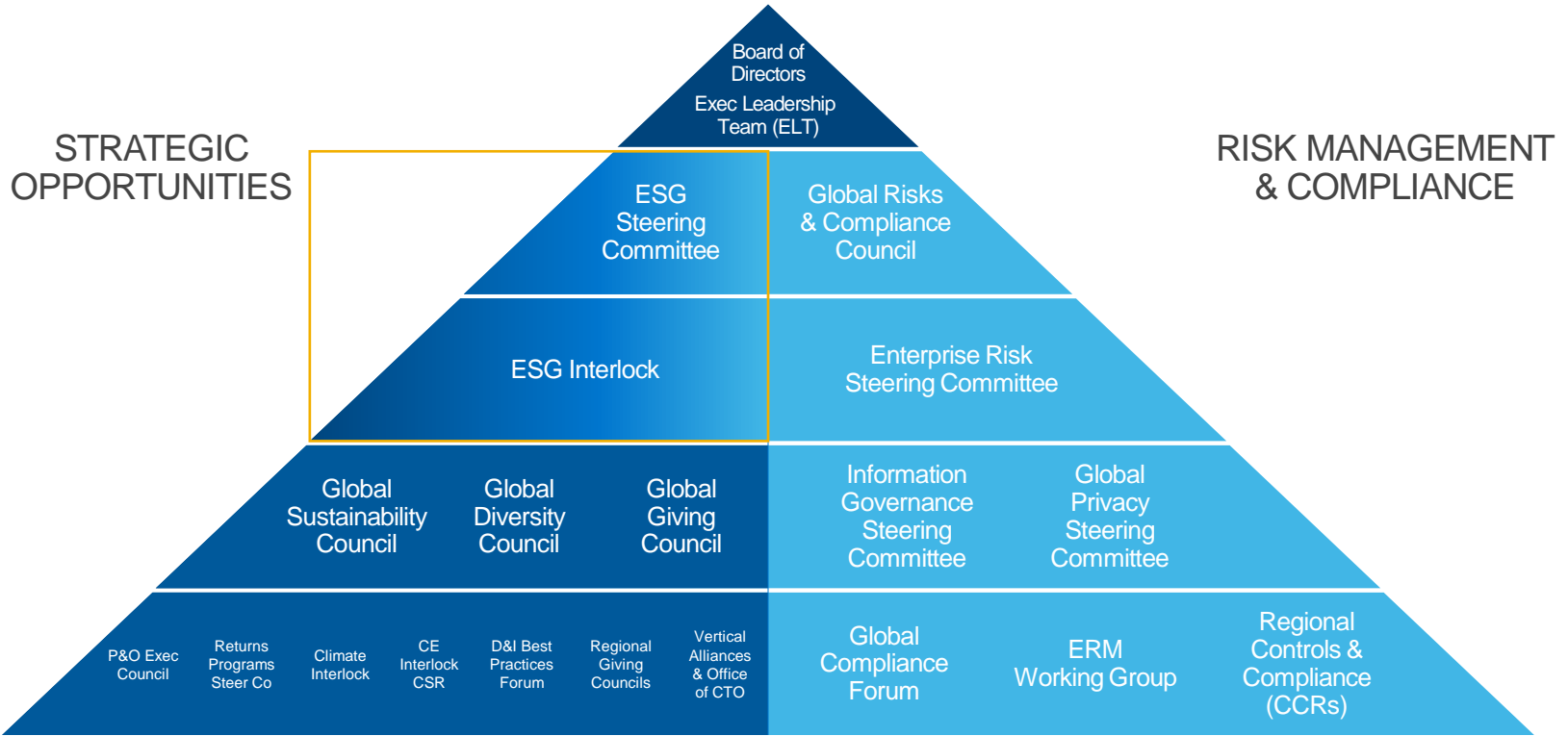
ESG Strategy, Governance and Reporting

Broadening our approach to formalize dedicated oversight of ESG strategy, governance and reporting



Formalized ESG Governance Structure

Robust cross-functional engagement across the company and formalized reporting to the Board and ELT



Social Impact pillar leads and key business functions: Gov't Affairs, Investor Relations, Legal, Accounting, Finance, HR
Key focus areas: ESG priorities, 2030 goal progress, initiatives, opportunity development, risk management, tracking, reporting

Spotlight: Achieving Net Zero

Committed to reaching net zero greenhouse gas (GHG) emissions across Scopes 1, 2 and 3 by 2050

Scope 1: 58,000

Direct emissions from Dell Technologies-owned and controlled resources.

Scope 2: 240,500

Indirect emissions related to the consumption of purchased electricity, steam, heating and cooling.

Scope 3, Cat 1: 3,748,600

Includes all upstream emissions from the production of goods and services we purchased.

Scope 3, Cat 3: 131,700

This includes the emissions related to the production of fuels and energy purchased and consumed by Dell Technologies that are not included in Scope 1 or Scope 2.

Scope 3, Cat 4: 763,400

This includes the emissions related to moving materials and products (by land, sea or air) or warehousing. This includes inbound logistics, outbound logistics, and transportation/distribution.

Scope 3, Cat 6: 314,300

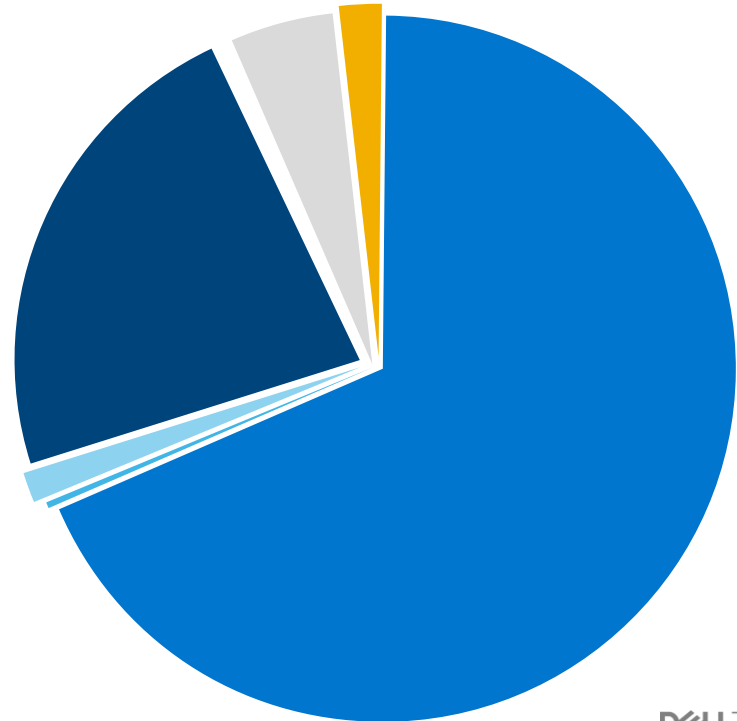
This includes the emissions related to the transportation of employees for business purposes in vehicles owned or operated by third parties (e.g., aircraft, cars, trains).

Scope 3, Cat 11: 11,280,000

The emissions related to using our products.

At this time, Dell Technologies has determined all other Scope 3 categories are not material.

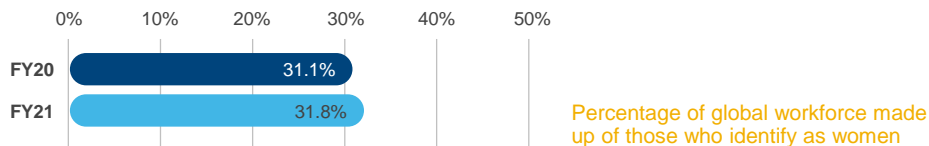
Share of Greenhouse Gas Emission Per Area
FY20 baseline emissions in MTCO₂e



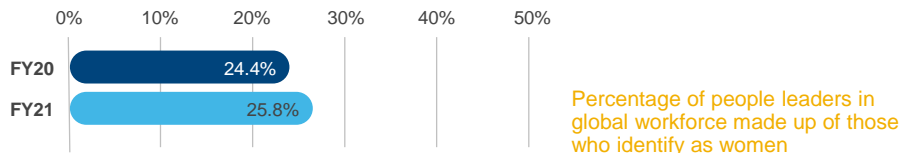
Spotlight: Unlocking Innovation by Cultivating Inclusion

Continue driving progress on more diverse representation across our workforce and leaders and IT industry

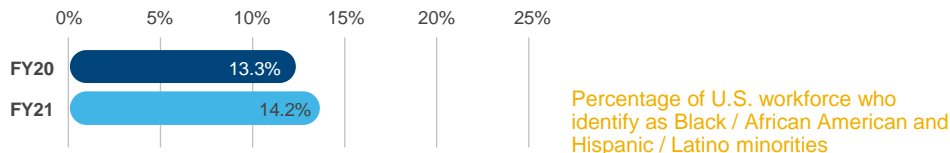
By 2030, 50% of our global workforce will be those who identify as women



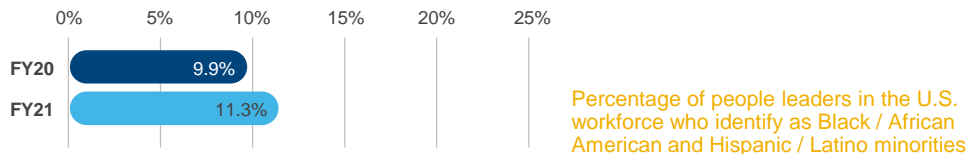
By 2030, 40% of our global people leaders will be those who identify as women



By 2030, 25% of our U.S. workforce will be those who identify as Black / African American and Hispanic / Latino minorities



By 2030, 15% of our U.S. people leaders will be those who identify as Black / African American and Hispanic / Latino minorities



OUR PEOPLE PHILOSOPHY

At Dell Technologies, we grow and achieve best together. We're committed to being a workplace where team members can be their best and do their best work, every single day.

MAKING OUR PHILOSOPHY REAL

We bring our philosophy to life through action. We have a range of practical tools and resources that will challenge and inspire you while supporting you at every step of your career with us. Find out more and explore your potential.

OUR PURPOSE

WE CREATE TECHNOLOGIES
THAT DRIVE HUMAN PROGRESS.

OUR CULTURE CODE

WHO WE ARE, WHAT WE
BELIEVE, HOW WE WORK
AND HOW WE LEAD.



Achievement

Opportunities that recognize and reward drive and that inspire personal and professional growth.



Connection

Personalized experiences that encourage relationships and reflect the digital transformation we are bringing to the world.



Balance

Respect for a full and fulfilling life, and not just a full and fulfilling career.



Diversity and Inclusion

A culture that enables everyone to rise to their full potential and creates a workplace that is accessible for all through representation, inclusion, sponsorship and equity.

Recognition represents our commitment to ESG

Highlights areas of excellence and areas where we will continue to enhance our performance



STEVIE® AWARDS FOR GREAT EMPLOYERS

Score: Gold

Recognized for achievement in creating and driving a great workplace for Diversity & Inclusion.



AMERICA'S BEST EMPLOYERS FOR DIVERSITY 2021

Score: #88

Recognized as a company dedicated to diversity, equity and inclusion, including executive representation and proactive initiatives.



DISABILITY EQUALITY INDEX

Score: 100%

Scored a 100% in 2020 on the Disability Equality Index (DEI) by Disability:IN and the American Association of People with Disabilities for the third year in a row.



ETHISPHERE'S WORLD'S MOST ETHICAL COMPANIES

Score: Winner

Recognized in 2021 as one of the World's Most Ethical Companies® by the Ethisphere® Institute for the eight year in a row (we have been recognized for 9 years total), affirming Dell's robust programs and commitment to integrity.



HRC CORPORATE EQUALITY INDEX

Score: 100%

Met all the criteria to earn a 100% rating and the designation of being a 2021 "Best Place to Work for LGBTQ Equality." Recognized for 17th consecutive year.



CDP CLIMATE A LIST

Score: A

Scored an A for Dell Technologies' response in 2020 to CDP's annual climate change questionnaire for the quality and comprehensiveness of the information Dell provided. The disclosure score is a metric of good internal management, understanding of climate change issues, and company transparency on climate change.



CDP SUPPLY CHAIN LEADERBOARD

Leader Status

Recognized as a leader among the top 7% of companies assessed for supplier engagement on climate change, based on our 2020 CDP disclosure. CDP's Supplier Engagement Rating measures how effectively companies are engaging their suppliers on climate change.



INSTITUTIONAL SHAREHOLDER SERVICES (ISS) ESG

Score: Prime Status

Achieved "Prime" status by fulfilling the ISS' strong ESG requirements regarding sustainability performance in our sector in 2020.



KNOW THE CHAIN

Score: Ranked 6th out of 49 companies

Began reporting to KnowTheChain in 2020 to operate more transparently and responsibly in addressing forced labor in global supply chains.



GARTNER SUPPLY CHAIN TOP 25

Ranked among the 2021 leaders

This ranking highlights integrated, purpose-driven organizations, customer-driven business transformation and digital first supply chain. Fifteen percent of the evaluation criteria is based on ESG measures.*

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Questions?

 [FY21 Diversity & Inclusion Report](#)

 [FY21 Progress Made Real Report](#)

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