Welcome to Today’s Dell

Dell Technologies is a unique family of businesses that provides the essential infrastructure for organizations to build their digital future, transform IT and protect their most important asset, information.
This slide represents Dell Technologies’ operating structure. Our financial reporting structure consists of three business units: ISG, CSG, and VMware. Our other businesses include the results of RSA, Pivotal, Secureworks, Virtustream, and Boomi.
And according to IDC…

#1 Converged Infrastructure

#1 Storage

#1 Server

#1 Cloud

#1 DC automation

#1 Storage

#1 Server

#1 Cloud

#1 Virtualization

Dell increased its global PC share on a year-over-year basis for the 20th consecutive quarter in Q4 CY2017.
Quick facts about supply chain of Dell Technologies

- **7,500+** Supply chain professionals
- **20** Quarters of consecutive Client share growth
- **~1,000** Parts distribution centers
- **25+** Manufacturing locations
- **>$60B** Combined direct and indirect spend
- **45M+** Systems shipped per year
- **180** Countries served
- **~50** Finished Goods distribution centers
- **25+** Repair facilities
Global Operations Manages Dell’s E2E Supply Chain

<table>
<thead>
<tr>
<th>Plan</th>
<th>Source</th>
<th>Make</th>
<th>Deliver</th>
<th>Return</th>
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<tbody>
<tr>
<td>› Supply chain forecast signals</td>
<td>› Advantaged pricing</td>
<td>› Manufacturing</td>
<td>› Order shipment (ship to commit)</td>
<td>› Warranty returns</td>
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<td>› Demand sensing</td>
<td>› Multi-sourcing &amp; sourcing strategies</td>
<td>(internal &amp; external)</td>
<td>› Cycle time/short to backlog</td>
<td>› System exchanges</td>
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<td>› Lead time setting</td>
<td>› Business continuity planning</td>
<td>› Manufacturing capacity planning</td>
<td>› Trade &amp; compliance</td>
<td>› Remorse returns</td>
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<td>› Supply chain development &amp; optimization</td>
<td>› Accountability to social &amp; environmental</td>
<td>› Continuity of supply</td>
<td>› Transportation (inbound &amp; outbound)</td>
<td>› Retail returns of excess</td>
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<td>requirements</td>
<td>› Supplier quality engineering</td>
<td>› Warehousing</td>
<td>› Systems refurbishment</td>
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<td>› Spare parts sales</td>
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<td>› Dell Outlet</td>
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**Supply chain strategy**

› Multi-year transformational agenda
› Footprint and network optimization
› Industry analytics and benchmarking

**General procurement**

› Category management
› Supplier accountability and diversity
› Processes and tool improvement
Dell is committed to driving human progress by putting our technology and expertise to work where it can do the most good.

<table>
<thead>
<tr>
<th>Supply Chain</th>
<th>Environment</th>
<th>People</th>
<th>Communities</th>
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<tr>
<td>Driving transparency, accountability and continuous improvement across a responsible supply chain.</td>
<td>From innovative design to end-of-life recycling and everything in between, we keep the environment in mind.</td>
<td>Attracting the best talent, building diverse and inclusive teams, and winning together. That’s the Dell way.</td>
<td>We apply our funding, technology, and volunteered expertise to help communities grow and thrive.</td>
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<td>• Customer tours</td>
<td>• Reducing our impact</td>
<td>• Employee resource groups</td>
<td>• Youth learning programs</td>
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<td>• Supplier audits + training</td>
<td>• Energy efficiency</td>
<td>• Flex work programs</td>
<td>• Pediatric cancer care</td>
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<td>• Recycling</td>
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Learn more at legacyofgood.dell.com
Building a legacy of good

Dell technology and expertise doing the most good for people and the planet.

Learn more at Dell.com/legacyofgoodupdate

We have recovered 1.6 billion pounds of electronics since 2007.

In partnership with TGEn, whole genome sequencing analysis for children’s cancer and other diseases has been reduced from weeks to 8 hours.

With 72% more audits and increased trainings last year, Dell is driving better social and environmental practices in our supply chain.

Approximately 93% of Dell packaging (by weight) is sustainably sourced and easily recyclable or compostable.

416 products

Last year, 416 of Dell’s products met ENERGY STAR® standards.

Since 2012, 1.6 million underserved children globally have been given access to Dell technology and 21st century skills.
Innovative design leads to circular solutions

POST-CONSUMER PLASTICS from water bottles and CD cases

CLOSED-LOOP PLASTICS from used electronics collected

OCEAN-BOUND PLASTICS from plastics found on beaches, waterways and other coastal areas

RECYCLED CARBON FIBER collected as industrial waste from the Aerospace industry

CLOSED-LOOP GOLD from used electronics collected through Dell’s recycling program; used in Latitude 5285 & Bayou with Love jewelry line
Turning the tide on ocean plastics

We will turn 8 tonnes of ocean-bound plastic into packaging for the XPS 13 2-in-1 this year, with a goal of using 10x that amount by 2025.
Backup
AeroFarms X Dell Technologies

A harvest full of insights

Company: AeroFarms  |  Industry: Agriculture  |  Headquarters: Newark, NJ

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