

DELL INC.

Selected Financial Data & Ratios

(in millions, except per share data and ratios)

(Unaudited)

Liquidity:

Current ratio

Quick ratio

Cash conversion cycle^d

Days supply in inventory

Days of sales outstanding^a

Days in accounts payable

Cash flow (millions):

Cash flow from operations

Net free cash flows^b

Cash and investments

Shares repurchased (millions)

	Prior 5 Quarter Results				
	Q4-FY08	Q1-FY09	Q2-FY09	Q3-FY09	Q4-FY09
Current ratio	1.10	1.18	1.20	1.31	1.36
Quick ratio	1.03	1.11	1.14	1.24	1.30
Cash conversion cycle^d	(36)	(30)	(29)	(25)	(25)
Days supply in inventory	8	9	7	8	7
Days of sales outstanding ^a	36	36	38	36	35
Days in accounts payable	80	75	74	69	67
Cash flow (millions):					
Cash flow from operations	\$ 1,197	\$ 143	\$ 1,108	\$ (86)	\$ 729
Net free cash flows ^b	\$ 1,212	\$ (133)	\$ 1,101	\$ (176)	\$ 964
Cash and investments	\$9,532	\$9,813	\$9,534	\$8,946	\$9,546
Shares repurchased (millions)	179	52	60	21	-

	FY06 ^{1,2}	FY07 ³	FY08 ³	FY09
Current ratio	1.10	1.12	1.10	1.36
Quick ratio	1.06	1.08	1.03	1.30
Cash conversion cycle^d	(43)	(42)	(36)	(25)
Days supply in inventory	5	5	8	7
Days of sales outstanding ^a	29	31	36	35
Days in accounts payable	77	78	80	67
Cash flow (millions):				
Cash flow from operations	\$4,751	\$3,969	\$3,949	\$1,894
Net free cash flows ^b	\$4,284	\$3,236	\$3,512	\$1,756
Cash and investments	\$11,756	\$12,445	\$9,532	\$9,546
Shares repurchased (millions)	204	118	179	133

Profitability:

Return on total capital^c

Gross margin

Opex as percentage of revenue

Operating margin

Income tax rate

Net profit margin

WAS -- Diluted

EPS (diluted)

	Q4-FY08	Q1-FY09	Q2-FY09	Q3-FY09	Q4-FY09
Return on total capital^c	34%	42%	33%	38%	17%
Gross margin	18.8%	18.4%	17.2%	18.8%	17.2%
Opex as percentage of revenue	13.9%	12.9%	12.2%	12.1%	13.8%
Operating margin	4.9%	5.5%	5.0%	6.7%	3.4%
Income tax rate	23.0%	23.5%	26.4%	28.0%	22.6%
Net profit margin	4.2%	4.9%	3.7%	4.8%	2.6%
WAS -- Diluted	2,201	2,040	1,999	1,957	1,948
EPS (diluted)	\$ 0.31	\$ 0.38	\$ 0.31	\$ 0.37	\$ 0.18

	FY06 ^{1,2}	FY07 ³	FY08 ³	FY09
Return on total capital^c	64%	50%	38%	33%
Gross margin	17.7%	16.6%	19.1%	17.9%
Opex as percentage of revenue	9.8%	11.2%	13.5%	12.7%
Operating margin	7.9%	5.4%	5.6%	5.2%
Income tax rate	21.8%	22.8%	23.0%	25.4%
Net profit margin	6.5%	4.5%	4.8%	4.1%
WAS -- Diluted	2,449	2,271	2,247	1,986
EPS (diluted)	\$1.47	\$1.14	\$1.31	\$1.25

Growth:

Units Y/Y

Revenue Y/Y:

Americas Commercial

EMEA Commercial

APJ Commercial

Global Consumer

% of Total Revenue by region:

Americas Commercial

EMEA Commercial

APJ Commercial

Global Consumer

% of Total Revenue by Product:

Desktop PCs

Mobility

Servers and Networking

Storage

Enhanced Services

Software & Peripherals

EPS Y/Y (diluted)

FY09 CAGR^{1,2,4,8}

Revenue

Gross Margin

Operating Expenses

Operating Income

Net Income

EPS (Diluted)

	Q4-FY08	Q1-FY09	Q2-FY09	Q3-FY09	Q4-FY09
Units Y/Y	19%	22%	19%	3%	-12%
Revenue Y/Y:	10%	9%	11%	-3%	-16%
Americas Commercial	6%	1%	5%	-8%	-17%
EMEA Commercial	10%	15%	11%	-5%	-17%
APJ Commercial	22%	19%	16%	2%	-24%
Global Consumer	16%	20%	28%	10%	-7%
% of Total Revenue by region:					
Americas Commercial	45%	45%	49%	48%	44%
EMEA Commercial	23%	24%	21%	21%	23%
APJ Commercial	12%	13%	13%	12%	11%
Global Consumer	20%	18%	17%	19%	22%
% of Total Revenue by Product:					
Desktop PCs	30%	29%	30%	27%	26%
Mobility	30%	31%	30%	32%	30%
Servers and Networking	10%	10%	10%	10%	10%
Storage	4%	4%	4%	4%	5%
Enhanced Services	9%	9%	9%	10%	10%
Software & Peripherals	17%	17%	17%	17%	19%
EPS Y/Y (diluted)	-3%	12%	-6%	9%	-42%

	FY06 ^{1,2}	FY07 ³	FY08 ³	FY09
Units Y/Y	19%	2%	5%	7%
Revenue Y/Y:	14%	3%	6%	0%
Americas Commercial		3%	6%	-5%
EMEA Commercial		6%	15%	0%
APJ Commercial		12%	15%	2%
Global Consumer		-5%	-6%	11%
% of Total Revenue by region:				
Americas Commercial	49%	49%	49%	47%
EMEA Commercial	20%	21%	22%	22%
APJ Commercial	10%	11%	12%	12%
Global Consumer	21%	19%	17%	19%
% of Total Revenue by Product:				
Desktop PCs	39%	34%	32%	29%
Mobility	25%	27%	28%	31%
Servers and Networking	10%	10%	11%	10%
Storage	3%	4%	4%	4%
Enhanced Services	8%	9%	9%	9%
Software & Peripherals	15%	16%	16%	17%
EPS Y/Y (diluted)	25%	-23%	15%	-5%

	1-YR	2-YR	5-YR
Revenue	0%	3%	8%
Gross Margin	-6%	7%	8%
Operating Expenses	-6%	10%	14%
Operating Income	-7%	2%	-2%
Net Income	-16%	-2%	-1%
EPS (Diluted)	-5%	5%	5%

Other:

Regular headcount (Approximate)

Temporary contractors

Total

Average total revenue per unit (Approximate)

	Q4-FY08	Q1-FY09	Q2-FY09	Q3-FY09	Q4-FY09
Regular headcount (Approximate)	82,700	79,900	79,300	77,700	76,500
Temporary contractors	5,500	4,700	3,800	3,100	2,400
Total	88,200	84,600	83,100	80,800	78,900
Average total revenue per unit (Approximate)	\$ 1,480	\$ 1,470	\$ 1,420	\$ 1,440	\$ 1,410

	FY06 ^{1,2}	FY07 ³	FY08 ³	FY09
Regular headcount (Approximate)	65,200	83,100	82,700	76,500
Temporary contractors	7,200	7,200	5,500	2,400
Total	72,400	90,300	88,200	78,900
Average total revenue per unit (Approximate)	\$ 1,500	\$ 1,510	\$ 1,540	\$ 1,440

1. Profitability and growth metrics include the impact of \$85 million (\$0.03 per share) income tax benefit related to a revised estimate of taxes on the repatriation of earnings under the American Jobs Creation Act of 2004.

2. Fiscal Year 2006 includes charges aggregating \$421 million (\$338 million other product charges and \$83 million in selling, general and administrative expenses) related to the cost of servicing or replacing certain OptiPlex™ systems that include a vendor part that failed to perform to Dell's specifications, workforce realignment, product rationalizations, excess facilities, and a write-off of goodwill recognized in the third quarter. The related tax effects of these items was \$85 million.

3. Results for fiscal year ended February 2, 2007 (including the interim periods within that year) and the fiscal year 2008 quarters include stock-based compensation expense due to the implementation of Statement of Financial Accounting Standards No. 123 (revised 2004), Share-Based Payment, ("SFAS 123(R)"). Dell implemented SFAS 123(R) using the modified prospective method effective February 4, 2006.

⁴ Dell restated its financial statements relating to fiscal 2003, 2004, 2005 and 2006 (including the interim periods within those years) and the first quarter of fiscal 2007. Dell's restated financial information is in its Annual Report on Form 10-K for the fiscal year ended February 2, 2007 available via the Internet at www.sec.gov or www.dell.com/investor.

5. Temporary headcount for these years are unavailable.

^a DSO includes the effect of product costs related to in-transit customer shipments that are classified in other current assets.

^b Free cash flows: Cash flows from operations less capital expenditures less tax benefit from employee stock plans plus on balance-sheet funding

^c Return on total capital is an annualized calculation of pre-tax earnings and interest expense over the quarter's average of long-term liabilities and stockholders' equity.

^d Results for fiscal year end are based on the 4th quarter of the same year and not for the full fiscal year.

Note: Percentage growth rates and ratios are calculated based on underlying data in thousands and rounded per share data.