

DELL INC.

Condensed Consolidated Statement of Income and Related Financial Highlights

(in millions, except per share data and percentages; percentage growth rates and ratios are calculated based on underlying data in thousands)
(unaudited)

	Three Months Ended			% Growth Rates	
	November 2, 2012 ⁽¹⁾	August 3, 2012 ⁽¹⁾	October 28, 2011	Sequential	Yr. to Yr.
Net revenue					
Products	\$ 10,706	\$ 11,403	\$ 12,312	(6)%	(13)%
Services, including software related	3,015	3,080	3,053	(2)%	(1)%
Total net revenue	13,721	14,483	15,365	(5)%	(11)%
Cost of net revenue					
Products	8,904	9,280	9,797	(4)%	(9)%
Services, including software related	1,945	2,065	2,099	(6)%	(7)%
Total cost of net revenue	10,849	11,345	11,896	(4)%	(9)%
Gross margin	2,872	3,138	3,469	(8)%	(17)%
Operating expenses					
Selling, general, and administrative	2,013	1,976	2,107	2%	(4)%
Research, development, and engineering	270	261	220	3%	23%
Total operating expenses	2,283	2,237	2,327	2%	(2)%
Operating income	589	901	1,142	(35)%	(48)%
Interest and other, net	(38)	(63)	(70)	41%	46%
Income before income taxes	551	838	1,072	(34)%	(49)%
Income tax provision	76	106	179	(28)%	(57)%
Net income	\$ 475	\$ 732	\$ 893	(35)%	(47)%
Earnings per share:					
Basic	\$ 0.27	\$ 0.42	\$ 0.49	(36)%	(45)%
Diluted	\$ 0.27	\$ 0.42	\$ 0.49	(36)%	(45)%
Cash dividends declared per common share	\$ 0.08	\$ —	\$ —		
Weighted average shares outstanding:					
Basic	1,735	1,747	1,813	(1)%	(4)%
Diluted	1,742	1,753	1,828	(1)%	(5)%
<u>Percentage of Total Net Revenue:</u>					
Gross margin	20.9%	21.6%	22.6%		
Selling, general, and administrative	14.7%	13.6%	13.8%		
Research, development, and engineering	1.9%	1.8%	1.4%		
Operating expenses	16.6%	15.4%	15.2%		
Operating income	4.3%	6.2%	7.4%		
Income before income taxes	4.0%	5.8%	7.0%		
Net income	3.5%	5.1%	5.8%		
Income tax rate	13.8%	12.7%	16.7%		
<u>Net Revenue by Product Category:</u>					
Servers and Networking ⁽¹⁾	\$ 2,322	\$ 2,332	\$ 2,089	—%	11%
Storage	386	435	460	(11)%	(16)%
Services	2,107	2,106	2,123	—%	(1)%
Software and Peripherals	2,258	2,338	2,528	(3)%	(11)%
Mobility	3,523	3,870	4,750	(9)%	(26)%
Desktop PCs	3,125	3,402	3,415	(8)%	(8)%
Consolidated net revenue	\$ 13,721	\$ 14,483	\$ 15,365	(5)%	(11)%
<u>Percent of Total Net Revenue:</u>					
Servers and Networking ⁽¹⁾	17%	16%	14%		
Storage	3%	3%	3%		
Services	15%	15%	14%		
Software and Peripherals	16%	16%	16%		
Mobility	26%	27%	31%		
Desktop PCs	23%	23%	22%		
<u>Net Revenue by Global Segment:</u> ⁽²⁾					
Large Enterprise	\$ 4,156	\$ 4,536	\$ 4,540	(8)%	(8)%
Public	3,824	4,065	4,287	(6)%	(11)%
Small and Medium Business	3,282	3,258	3,326	1%	(1)%
Consumer	2,459	2,624	3,212	(6)%	(23)%
Consolidated net revenue	\$ 13,721	\$ 14,483	\$ 15,365	(5)%	(11)%
<u>Percentage of Total Net Revenue:</u> ⁽²⁾					
Large Enterprise	30%	31%	29%		
Public	28%	28%	28%		
Small and Medium Business	24%	23%	22%		
Consumer	18%	18%	21%		
<u>Consolidated Operating Income:</u> ⁽²⁾					
Large Enterprise	\$ 325	\$ 433	\$ 446		
Public	352	379	454		
Small and Medium Business	349	382	367		
Consumer	(65)	14	99		
Segment operating income	961	1,208	1,366		
Broad based long-term incentives	(75)	(85)	(78)		
Amortization of intangible assets	(165)	(150)	(100)		
Severance and facility actions and acquisition-related costs	(132)	(72)	(46)		
Consolidated operating income	\$ 589	\$ 901	\$ 1,142		

⁽¹⁾ Includes the results of Dell's Fiscal 2013 acquisitions from their respective acquisition dates. Servers and Networking includes our Fiscal 2013 Software acquisitions (Quest Software, SonicWALL, and AppAssure).⁽²⁾ Segment Results for Fiscal 2012 have been recast to conform to segment realignments that were completed during the first quarter of Fiscal 2013. See Supplemental Segment Information at the end of these financial tables for more information.

DELL INC.

Condensed Consolidated Statement of Income and Related Financial Highlights (continued)
(in millions, except per share data and percentages; percentage growth rates and ratios are calculated based on underlying data in thousands)
(unaudited)

	Nine Months Ended		% Growth Rates
	November 2, 2012 ⁽¹⁾	October 28, 2011	Yr. to Yr.
Net revenue			
Products	\$ 33,532	\$ 36,981	(9)%
Services, including software related	9,094	9,059	—%
Total net revenue	42,626	46,040	(7)%
Cost of net revenue			
Products	27,514	29,168	(6)%
Services, including software related	6,035	6,446	(6)%
Total cost of net revenue	33,549	35,614	(6)%
Gross margin	9,077	10,426	(13)%
Operating expenses			
Selling, general, and administrative	5,998	6,306	(5)%
Research, development, and engineering	765	620	23%
Total operating expenses	6,763	6,926	(2)%
Operating income	2,314	3,500	(34)%
Interest and other, net	(133)	(167)	20%
Income before income taxes	2,181	3,333	(35)%
Income tax provision	339	605	(44)%
Net income	\$ 1,842	\$ 2,728	(32)%
Earnings per share:			
Basic	\$ 1.05	\$ 1.47	(29)%
Diluted	\$ 1.05	\$ 1.46	(28)%
Cash dividends declared per common share	\$ 0.08	\$ —	
Weighted average shares outstanding:			
Basic	1,747	1,860	(6)%
Diluted	1,757	1,874	(6)%
<u>Percentage of Total Net Revenue:</u>			
Gross margin	21.3%	22.6%	
Selling, general, and administrative	14.1%	13.7%	
Research, development, and engineering	1.8%	1.3%	
Operating expenses	15.9%	15.0%	
Operating income	5.4%	7.6%	
Income before income taxes	5.1%	7.2%	
Net income	4.3%	5.9%	
Income tax rate	15.5%	18.2%	
<u>Net Revenue by Product Category:</u>			
Servers and Networking ⁽¹⁾	\$ 6,671	\$ 6,116	9%
Storage	1,265	1,443	(12)%
Services	6,284	6,143	2%
Software and Peripherals	6,982	7,664	(9)%
Mobility	11,629	14,227	(18)%
Desktop PCs	9,795	10,447	(6)%
Consolidated net revenue	\$ 42,626	\$ 46,040	(7)%
<u>Percent of Total Net Revenue:</u>			
Servers and Networking ⁽¹⁾	16%	13%	
Storage	3%	3%	
Services	15%	13%	
Software and Peripherals	16%	17%	
Mobility	27%	31%	
Desktop PCs	23%	23%	
<u>Net Revenue by Global Segment:</u> ⁽²⁾			
Large Enterprise	\$ 13,128	\$ 13,804	(5)%
Public	11,355	12,237	(7)%
Small and Medium Business	10,017	9,987	—%
Consumer	8,126	10,012	(19)%
Consolidated net revenue	\$ 42,626	\$ 46,040	(7)%
<u>Percentage of Total Net Revenue:</u> ⁽²⁾			
Large Enterprise	31%	30%	
Public	27%	26%	
Small and Medium Business	23%	22%	
Consumer	19%	22%	
<u>Consolidated Operating Income:</u> ⁽²⁾			
Large Enterprise	\$ 1,160	\$ 1,422	
Public	1,002	1,272	
Small and Medium Business	1,120	1,182	
Consumer	(19)	372	
Segment operating income	3,263	4,248	
Broad based long-term incentives	(244)	(256)	
Amortization of intangible assets	(425)	(287)	
Severance and facility actions and acquisition-related costs	(280)	(205)	
Consolidated operating income	\$ 2,314	\$ 3,500	

⁽¹⁾ Includes the results of Dell's Fiscal 2013 acquisitions from their respective acquisition dates. Servers and Networking includes our Fiscal 2013 Software acquisitions (Quest Software, SonicWALL, and AppAssure).

⁽²⁾ Segment Results for Fiscal 2012 have been recast to conform to segment realignments that were completed during the first quarter of Fiscal 2013. See Supplemental Segment Information at the end of these financial tables for more information.

DELL INC.

Condensed Consolidated Statement of Financial Position and Related Financial Highlights

(in millions, except for ratios; ratios are calculated based on underlying data in thousands)

(unaudited)

	November 2, 2012	August 3, 2012	October 28, 2011
<u>Assets:</u>			
Current assets:			
Cash and cash equivalents	\$ 10,991	\$ 11,519	\$ 13,293
Short-term investments	281	372	545
Accounts receivable, net	6,187	6,829	6,690
Short-term financing receivables, net	3,151	3,174	3,326
Inventories, net	1,364	1,615	1,397
Other current assets	3,688	3,741	3,005
Total current assets	25,662	27,250	28,256
Property, plant, and equipment, net	2,156	2,058	2,123
Long-term investments	2,908	2,738	2,183
Long-term financing receivables, net	1,354	1,344	1,279
Goodwill	9,191	7,558	5,943
Purchased intangible assets, net	3,511	2,609	1,957
Other non-current assets	664	540	302
Total assets	<u>\$ 45,446</u>	<u>\$ 44,097</u>	<u>\$ 42,043</u>
<u>Liabilities and Stockholders' Equity:</u>			
Current liabilities:			
Short-term debt	\$ 3,724	\$ 2,609	\$ 1,831
Accounts payable	10,556	11,193	11,107
Accrued and other	3,504	3,227	3,816
Short-term deferred services revenue	4,027	3,683	3,465
Total current liabilities	21,811	20,712	20,219
Long-term debt	5,310	5,832	6,430
Long-term deferred services revenue	3,943	3,893	3,744
Other non-current liabilities	4,184	3,914	2,987
Total liabilities	35,248	34,351	33,380
Total Dell stockholders' equity	10,177	9,746	8,663
Noncontrolling interest	21	—	—
Total stockholders' equity	10,198	9,746	8,663
Total liabilities and equity	<u>\$ 45,446</u>	<u>\$ 44,097</u>	<u>\$ 42,043</u>
<u>Ratios:</u>			
Days of sales outstanding ⁽¹⁾	45	46	42
Days supply in inventory	11	13	11
Days in accounts payable	(88)	(89)	(84)
Cash conversion cycle	(32)	(30)	(31)
Average total revenue/unit (approximate)	\$ 1,410	\$ 1,390	\$ 1,390

⁽¹⁾ Days of sales outstanding ("DSO") is based on the ending net trade receivables and most recent quarterly revenue for each period. DSO includes the effect of product costs related to customer shipments not yet recognized as revenue that are classified as other current assets. At November 2, 2012, August 3, 2012, and October 28, 2011, DSO and days of customer shipments not yet recognized were 41 and 4 days, 42 and 4 days, and 39 and 3 days, respectively.

DELL INC.
Condensed Consolidated Statements of Cash Flows
(in millions, unaudited)

	Three Months Ended		Nine Months Ended	
	November 2, 2012	October 28, 2011	November 2, 2012	October 28, 2011
Cash flows from operating activities:				
Net income	\$ 475	\$ 893	\$ 1,842	\$ 2,728
Adjustments to reconcile net income to net cash provided by operating activities:				
Depreciation and amortization	294	241	823	687
Stock-based compensation	84	80	276	261
Effects of exchange rate changes on monetary assets and liabilities denominated in foreign currencies	—	(10)	15	(19)
Deferred income taxes	(59)	(35)	(107)	(91)
Provision for doubtful accounts — including financing receivables	64	50	185	167
Other	10	46	22	46
Changes in assets and liabilities, net of effects from acquisitions:				
Accounts receivable	766	(95)	294	(190)
Financing receivables	(62)	(83)	(51)	(162)
Inventories	257	(15)	67	(46)
Other assets	(138)	16	(334)	223
Accounts payable	(664)	(492)	(1,104)	(231)
Deferred services revenue	63	137	204	540
Accrued and other liabilities	253	118	(290)	(223)
Change in cash from operating activities	1,343	851	1,842	3,690
Cash flows from investing activities:				
Investments:				
Purchases	(641)	(1,638)	(1,831)	(2,419)
Maturities and sales	716	424	3,156	856
Capital expenditures	(121)	(214)	(383)	(510)
Proceeds from sale of facilities, land, and other assets	47	—	81	12
Collections on purchased financing receivables	34	69	136	204
Acquisition of business, net of cash received	(2,297)	(663)	(4,708)	(2,564)
Change in cash from investing activities	(2,262)	(2,022)	(3,549)	(4,421)
Cash flows from financing activities:				
Repurchase of common stock	—	(600)	(724)	(2,180)
Cash dividends paid	(139)	—	(139)	—
Issuance of common stock under employee plans	5	5	49	34
Issuance (repayment) of commercial paper (maturity 90 days or less), net	(430)	—	(292)	—
Proceeds from debt	1,639	884	2,790	3,317
Repayments of debt	(718)	(362)	(2,822)	(1,055)
Other	—	1	8	3
Change in cash from financing activities	357	(72)	(1,130)	119
Effect of exchange rate changes on cash and cash equivalents	34	(87)	(24)	(8)
Change in cash and cash equivalents	(528)	(1,330)	(2,861)	(620)
Cash and cash equivalents at beginning of the period	11,519	14,623	13,852	13,913
Cash and cash equivalents at end of the period	\$ 10,991	\$ 13,293	\$ 10,991	\$ 13,293

SUPPLEMENTAL NON-GAAP FINANCIAL MEASURES

The following tables include information about non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating income, non-GAAP net income, and non-GAAP earnings per share (collectively, the “non-GAAP financial measures”), which are not measurements of financial performance prepared in accordance with U.S. generally accepted accounting principles. Dell has provided a reconciliation of the historical non-GAAP financial measures to the most directly comparable GAAP measures in the below tables. A detailed discussion of Dell's reasons for including the non-GAAP financial measures and the limitations associated with those measures is presented in "Management's Discussion and Analysis of Financial Condition and Results of Operations - Results of Operations - Non-GAAP Financial Measures" in Dell's annual report on Form 10-K for the financial year ended February 3, 2012. Dell encourages investors to review the historical reconciliation and the non-GAAP discussion in conjunction with the presentation of non-GAAP financial measures.

DELL INC.

Reconciliation of Non-GAAP Financial Measures

(in millions, except per share data and percentages; percentage growth rates and ratios are calculated based on underlying data in thousands)
(unaudited)

	Three Months Ended			% Growth Rates	
	November 2, 2012 ⁽¹⁾	August 3, 2012 ⁽¹⁾	October 28, 2011	Sequential	Yr. to Yr.
GAAP gross margin.....	\$ 2,872	\$ 3,138	\$ 3,469	(8)%	(17)%
Non-GAAP adjustments:					
Amortization of intangibles	120	109	77		
Severance and facility actions and acquisition-related costs ..	21	23	—		
Non-GAAP gross margin.....	<u>\$ 3,013</u>	<u>\$ 3,270</u>	<u>\$ 3,546</u>	(8)%	(15)%
GAAP operating expenses.....	\$ 2,283	\$ 2,237	\$ 2,327	2%	(2)%
Non-GAAP adjustments:					
Amortization of intangibles	(45)	(41)	(23)		
Severance and facility actions and acquisition-related costs ..	(111)	(49)	(46)		
Non-GAAP operating expenses.....	<u>\$ 2,127</u>	<u>\$ 2,147</u>	<u>\$ 2,258</u>	(1)%	(6)%
GAAP operating income.....	\$ 589	\$ 901	\$ 1,142	(35)%	(48)%
Non-GAAP adjustments:					
Amortization of intangibles	165	150	100		
Severance and facility actions and acquisition-related costs ..	132	72	46		
Non-GAAP operating income.....	<u>\$ 886</u>	<u>\$ 1,123</u>	<u>\$ 1,288</u>	(21)%	(31)%
GAAP net income.....	\$ 475	\$ 732	\$ 893	(35)%	(47)%
Non-GAAP adjustments:					
Amortization of intangibles	165	150	100		
Severance and facility actions and acquisition-related costs ..	132	72	46		
Aggregate adjustment for income taxes.....	(93)	(79)	(56)		
Non-GAAP net income.....	<u>\$ 679</u>	<u>\$ 875</u>	<u>\$ 983</u>	(22)%	(31)%
GAAP earnings per share - diluted	\$ 0.27	\$ 0.42	\$ 0.49	(36)%	(45)%
Non-GAAP adjustments per share - diluted	0.12	0.08	0.05		
Non-GAAP earnings per share - diluted.....	<u>\$ 0.39</u>	<u>\$ 0.50</u>	<u>\$ 0.54</u>	(22)%	(28)%
Diluted WAS.....	1,742	1,753	1,828		
<i>Percentage of Total Net Revenue:</i>					
GAAP gross margin.....	20.9 %	21.6 %	22.6 %		
Non-GAAP adjustment.....	1.1 %	1.0 %	0.5 %		
Non-GAAP gross margin.....	<u>22.0 %</u>	<u>22.6 %</u>	<u>23.1 %</u>		
GAAP operating expenses.....	16.6 %	15.4 %	15.2 %		
Non-GAAP adjustment.....	(1.1)%	(0.6)%	(0.5)%		
Non-GAAP operating expenses.....	<u>15.5 %</u>	<u>14.8 %</u>	<u>14.7 %</u>		
GAAP operating income.....	4.3 %	6.2 %	7.4 %		
Non-GAAP adjustment.....	2.2 %	1.6 %	1.0 %		
Non-GAAP operating income.....	<u>6.5 %</u>	<u>7.8 %</u>	<u>8.4 %</u>		
GAAP net income.....	3.5 %	5.1 %	5.8 %		
Non-GAAP adjustment.....	1.4 %	0.9 %	0.6 %		
Non-GAAP net income.....	<u>4.9 %</u>	<u>6.0 %</u>	<u>6.4 %</u>		

⁽¹⁾ Includes the results of Dell's Fiscal 2013 acquisitions from their respective acquisition dates.

DELL INC.

Reconciliation of Non-GAAP Financial Measures

(in millions, except per share data and percentages; percentage growth rates and ratios are calculated based on underlying data in thousands)
(unaudited)

	Nine Months Ended		% Growth Rates
	November 2, 2012 ⁽¹⁾	October 28, 2011	Yr. to Yr.
GAAP gross margin.....	\$ 9,077	\$ 10,426	(13)%
Non-GAAP adjustments:			
Amortization of intangibles	317	222	
Severance and facility actions and acquisition-related costs	56	34	
Non-GAAP gross margin.....	<u>\$ 9,450</u>	<u>\$ 10,682</u>	(12)%
GAAP operating expenses.....	\$ 6,763	\$ 6,926	(2)%
Non-GAAP adjustments:			
Amortization of intangibles	(108)	(65)	
Severance and facility actions and acquisition-related costs	(224)	(171)	
Non-GAAP operating expenses.....	<u>\$ 6,431</u>	<u>\$ 6,690</u>	(4)%
GAAP operating income.....	\$ 2,314	\$ 3,500	(34)%
Non-GAAP adjustments:			
Amortization of intangibles	425	287	
Severance and facility actions and acquisition-related costs	280	205	
Non-GAAP operating income.....	<u>\$ 3,019</u>	<u>\$ 3,992</u>	(24)%
GAAP net income.....	\$ 1,842	\$ 2,728	(32)%
Non-GAAP adjustments:			
Amortization of intangibles	425	287	
Severance and facility actions and acquisition-related costs	280	205	
Aggregate adjustment for income taxes.....	(232)	(181)	
Non-GAAP net income.....	<u>\$ 2,315</u>	<u>\$ 3,039</u>	(24)%
GAAP earnings per share - diluted	\$ 1.05	\$ 1.46	(28)%
Non-GAAP adjustments per share - diluted	0.27	0.16	
Non-GAAP earnings per share - diluted.....	<u>\$ 1.32</u>	<u>\$ 1.62</u>	(19)%
Diluted WAS.....	1,757	1,874	
<u>Percentage of Total Net Revenue:</u>			
GAAP gross margin.....	21.3 %	22.6 %	
Non-GAAP adjustment.....	0.9 %	0.6 %	
Non-GAAP gross margin.....	<u>22.2 %</u>	<u>23.2 %</u>	
GAAP operating expenses.....	15.9 %	15.0 %	
Non-GAAP adjustment.....	(0.8)%	(0.5)%	
Non-GAAP operating expenses.....	<u>15.1 %</u>	<u>14.5 %</u>	
GAAP operating income.....	5.4 %	7.6 %	
Non-GAAP adjustment.....	1.7 %	1.1 %	
Non-GAAP operating income.....	<u>7.1 %</u>	<u>8.7 %</u>	
GAAP net income.....	4.3 %	5.9 %	
Non-GAAP adjustment.....	1.1 %	0.7 %	
Non-GAAP net income.....	<u>5.4 %</u>	<u>6.6 %</u>	

⁽¹⁾ Includes the results of Dell's Fiscal 2013 acquisitions from their respective acquisition dates.

Dell Inc.
Supplemental Segment Information
Fiscal 2011
(in millions, unaudited)

	Three Months Ended												Fiscal Year Ended		
	April 30, 2010			July 30, 2010			October 29, 2010			January 28, 2011			January 28, 2011		
	As Reported	Recast	Variance	As Reported	Recast	Variance	As Reported	Recast	Variance	As Reported	Recast	Variance	As Reported	Recast	Variance
<u>Net Revenue by Global Segment:</u> ⁽¹⁾															
Large Enterprise	\$ 4,246	\$ 4,341	\$ 95	\$ 4,549	\$ 4,618	\$ 69	\$ 4,326	\$ 4,389	\$ 63	\$ 4,692	\$ 4,763	\$ 71	\$ 17,813	\$ 18,111	\$ 298
Public	3,856	3,708	(148)	4,580	4,467	(113)	4,442	4,340	(102)	3,973	3,862	(111)	16,851	16,377	(474)
Small and Medium Business	3,524	3,096	(428)	3,535	3,083	(452)	3,665	3,179	(486)	3,749	3,250	(499)	14,473	12,608	(1,865)
Consumer	3,248	3,729	481	2,870	3,366	496	2,961	3,486	525	3,278	3,817	539	12,357	14,398	2,041
Consolidated net revenue	<u>\$ 14,874</u>	<u>\$ 14,874</u>	<u>\$ —</u>	<u>\$ 15,534</u>	<u>\$ 15,534</u>	<u>\$ —</u>	<u>\$ 15,394</u>	<u>\$ 15,394</u>	<u>\$ —</u>	<u>\$ 15,692</u>	<u>\$ 15,692</u>	<u>\$ —</u>	<u>\$ 61,494</u>	<u>\$ 61,494</u>	<u>\$ —</u>
<u>Percentage of Total Net Revenue:</u> ⁽¹⁾															
Large Enterprise	28%	29%	1%	29%	30%	1%	28%	28%	—%	30%	30%	—%	29%	29%	—%
Public	26%	25%	-1%	30%	29%	-1%	29%	28%	-1%	25%	25%	—%	27%	27%	—%
Small and Medium Business	24%	21%	-3%	23%	20%	-3%	24%	21%	-3%	24%	21%	-3%	24%	21%	-3%
Consumer	22%	25%	3%	18%	21%	3%	19%	23%	4%	21%	24%	3%	20%	23%	3%
<u>Consolidated Operating Income:</u> ⁽¹⁾															
Large Enterprise	\$ 283	\$ 293	\$ 10	\$ 288	\$ 289	\$ 1	\$ 400	\$ 398	\$ (2)	\$ 502	\$ 510	\$ 8	\$ 1,473	\$ 1,490	\$ 17
Public	298	280	(18)	369	363	(6)	451	450	(1)	366	353	(13)	1,484	1,446	(38)
Small and Medium Business	313	301	(12)	323	298	(25)	391	365	(26)	450	419	(31)	1,477	1,383	(94)
Consumer	17	37	20	(21)	9	30	—	29	29	69	105	36	65	180	115
Segment operating income	<u>\$ 911</u>	<u>\$ 911</u>	<u>\$ —</u>	<u>\$ 959</u>	<u>\$ 959</u>	<u>\$ —</u>	<u>\$ 1,242</u>	<u>\$ 1,242</u>	<u>\$ —</u>	<u>\$ 1,387</u>	<u>\$ 1,387</u>	<u>\$ —</u>	<u>\$ 4,499</u>	<u>\$ 4,499</u>	<u>\$ —</u>

⁽¹⁾ In the first quarter of Fiscal 2013, Dell made certain segment realignments in order to conform to the way Dell now internally manages segment performance. These realignments affected all of Dell's operating segments, but primarily consisted of the transfer of small office business customers from the Small and Medium Business segment to the Consumer Segment. Dell has recast prior period amounts to provide visibility and comparability. None of these changes impacts Dell's previously reported consolidated net revenue, gross margin, operating income, net income, or earnings per share.

Dell Inc.
Supplemental Segment Information
Fiscal 2012
(in millions, unaudited)

	Three Months Ended												Fiscal Year Ended		
	April 29, 2011			July 29, 2011			October 28, 2011			February 3, 2012			February 3, 2012		
	As Reported	Recast	Variance	As Reported	Recast	Variance	As Reported	Recast	Variance	As Reported	Recast	Variance	As Reported	Recast	Variance
<u>Net Revenue by Global Segment:</u> ⁽¹⁾															
Large Enterprise	\$ 4,477	\$ 4,587	\$ 110	\$ 4,584	\$ 4,677	\$ 93	\$ 4,487	\$ 4,540	\$ 53	\$ 4,909	\$ 4,982	\$ 73	\$ 18,457	\$ 18,786	\$ 329
Public	3,767	3,621	(146)	4,457	4,329	(128)	4,375	4,287	(88)	3,949	3,833	(116)	16,548	16,070	(478)
Small and Medium Business	3,768	3,355	(413)	3,709	3,306	(403)	3,712	3,326	(386)	3,977	3,560	(417)	15,166	13,547	(1,619)
Consumer	3,005	3,454	449	2,908	3,346	438	2,791	3,212	421	3,196	3,656	460	11,900	13,668	1,768
Consolidated net revenue	<u>\$ 15,017</u>	<u>\$ 15,017</u>	<u>\$ —</u>	<u>\$ 15,658</u>	<u>\$ 15,658</u>	<u>\$ —</u>	<u>\$ 15,365</u>	<u>\$ 15,365</u>	<u>\$ —</u>	<u>\$ 16,031</u>	<u>\$ 16,031</u>	<u>\$ —</u>	<u>\$ 62,071</u>	<u>\$ 62,071</u>	<u>\$ —</u>
<u>Percentage of Total Net Revenue:</u> ⁽¹⁾															
Large Enterprise	30%	31%	1%	29%	30%	1%	29%	29%	—%	30%	31%	1%	30%	30%	—%
Public	25%	24%	-1%	28%	28%	—%	29%	28%	-1%	25%	24%	-1%	27%	26%	-1%
Small and Medium Business	25%	22%	-3%	24%	21%	-3%	24%	22%	-2%	25%	22%	-3%	24%	22%	-2%
Consumer	20%	23%	3%	19%	21%	2%	18%	21%	3%	20%	23%	3%	19%	22%	3%
<u>Consolidated Operating Income:</u> ⁽¹⁾															
Large Enterprise	\$ 504	\$ 516	\$ 12	\$ 448	\$ 460	\$ 12	\$ 441	\$ 446	\$ 5	\$ 461	\$ 467	\$ 6	\$ 1,854	\$ 1,889	\$ 35
Public	370	352	(18)	484	466	(18)	463	454	(9)	327	312	(15)	1,644	1,584	(60)
Small and Medium Business	463	435	(28)	404	380	(24)	386	367	(19)	412	399	(13)	1,665	1,581	(84)
Consumer	136	170	34	73	103	30	76	99	23	39	61	22	324	433	109
Segment operating income	<u>\$ 1,473</u>	<u>\$ 1,473</u>	<u>\$ —</u>	<u>\$ 1,409</u>	<u>\$ 1,409</u>	<u>\$ —</u>	<u>\$ 1,366</u>	<u>\$ 1,366</u>	<u>\$ —</u>	<u>\$ 1,239</u>	<u>\$ 1,239</u>	<u>\$ —</u>	<u>\$ 5,487</u>	<u>\$ 5,487</u>	<u>\$ —</u>

⁽¹⁾ In the first quarter of Fiscal 2013, Dell made certain segment realignments in order to conform to the way Dell now internally manages segment performance. These realignments affected all of Dell's operating segments, but primarily consisted of the transfer of small office business customers from the Small and Medium Business segment to the Consumer Segment. Dell has recast prior period amounts to provide visibility and comparability. None of these changes impacts Dell's previously reported consolidated net revenue, gross margin, operating income, net income, or earnings per share.