Dell to Acquire SonicWALL

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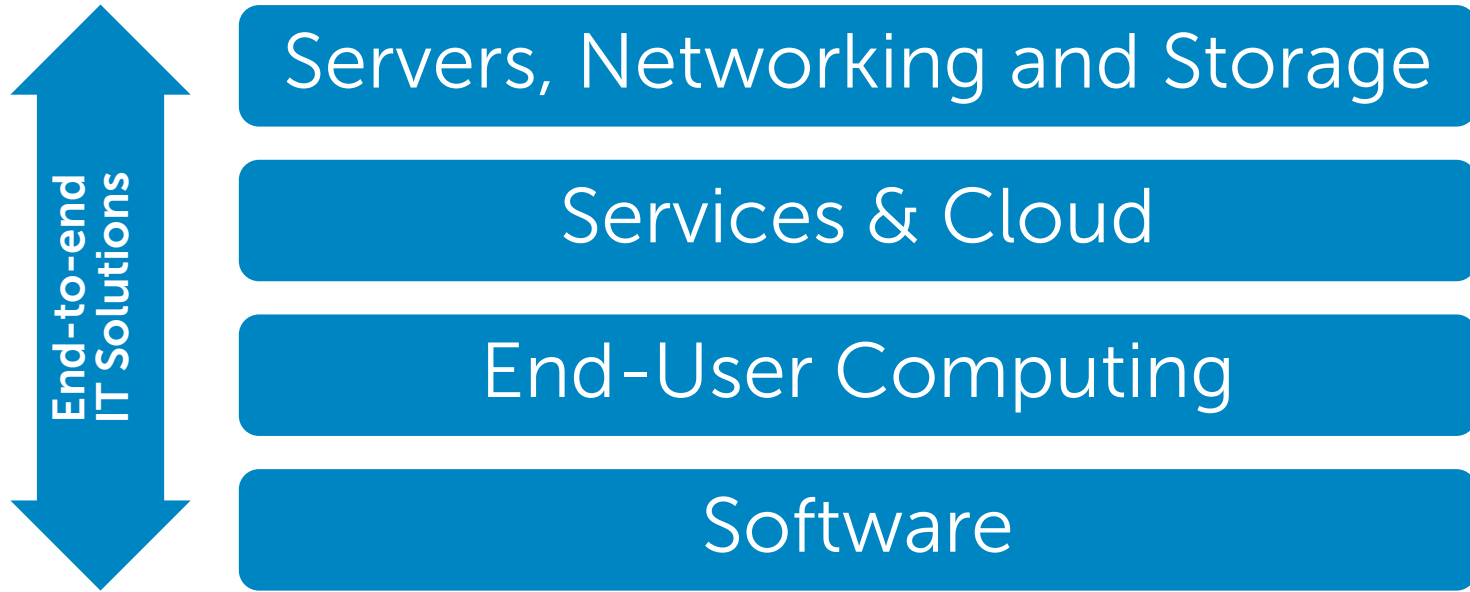President & CEO, SonicWALL

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Forward-Looking Statements

Statements in this presentation that relate to future results and events are forward-looking statements based on Dell's current expectations. 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. Risks, uncertainties and assumptions include the possibility that projected benefits may not materialize as expected; that the transaction may not be timely completed, if at all; that Dell is unable to successfully implement the plans, strategies and objectives of management for future operations, including the execution of integration strategies; and other risks that are described in Dell's Securities and Exchange Commission reports. Dell undertakes no obligation to update these forward-looking statements.

Investor Relations

We Are Executing on our Strategy

End-to-end IT solutions designed to scale

End-to-end IT Solutions

- Servers, Networking and Storage
- Services & Cloud
- End-User Computing
- Software

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SonicWALL at a Glance

Company
SonicWALL is recognized as a leader in Unified Threat Management (UTM)

- **Revenue** — **Approximately $260M** *(Trailing 12 months)*
- **Employees** — **~950** *(HQ in San Jose, CA)*
- **Patents** — **139 patents (64 issued)**
- **Channel Partners** — **over 15,000 in more than 50 countries**
- **Customers** — **over 300K active customers**

Transaction
Approved by board of directors of each company

- **Accretive to earnings** — **2nd Half FY13*** *(Non-GAAP)*
- **Closing** — **2nd Quarter, FY13***

* Estimated

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IT Security is a Top Customer Pain Point

Companies of all sizes are challenged to maintain effective IT Security

Innovation	Compliance	Threats

Uncertainty about risks and inadequacy of traditional security models

Increasing regulation from government, industry and customers / partners

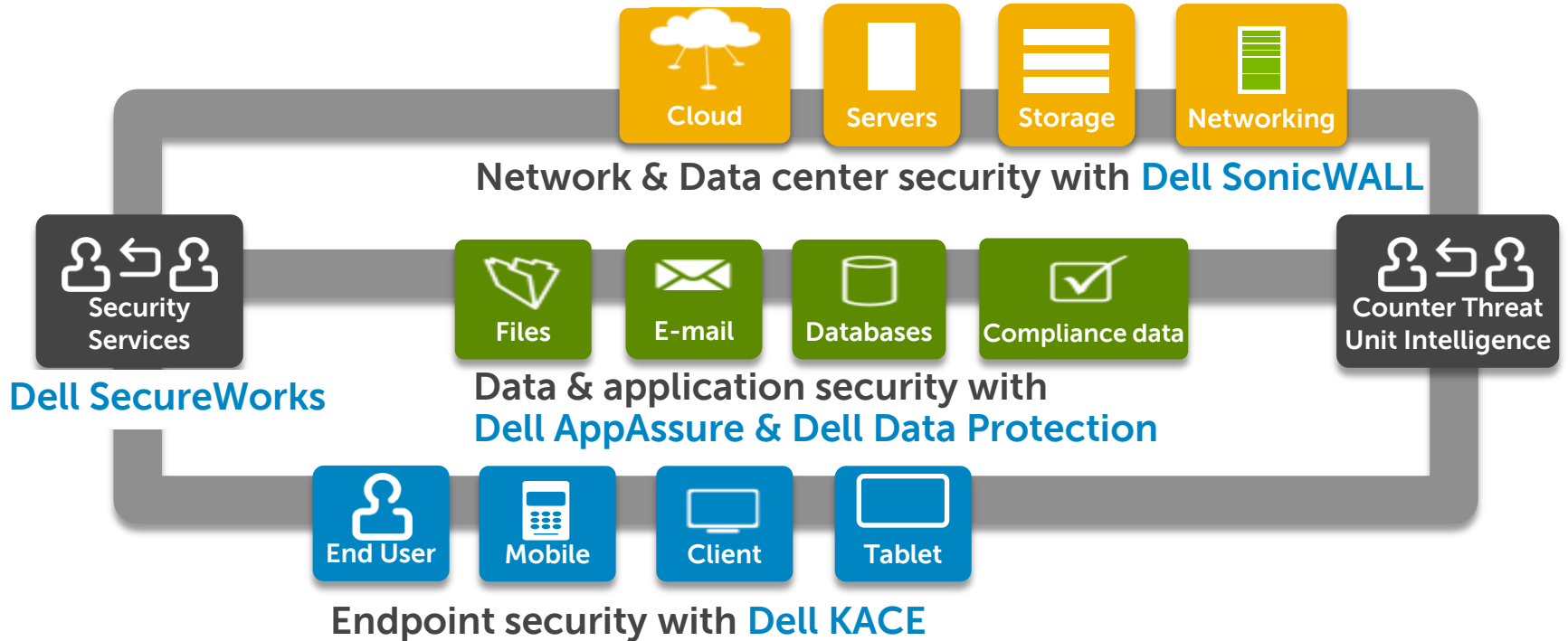Attackers and threats are outpacing enterprise defenses

- Security remains a big concern for CIOs and Dell is committed to addressing that concern by offering leading security solutions

- Unified Threat Management[1] segment is projected to grow from $2.4B in 2011 to $3.9B by 2015

[1] Unified Threat Management (UTM) includes Firewall, Intrusion Prevention, Virtual Private Network, Data Leak Prevention, Gateway Anti-Virus, Email Security, Web Security, and Application Control

Source: Dell Internal Analysis, IDC Worldwide Network Security 2011-2015 Forecast

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Protecting an Organization's Assets with Dell End-to-end Advanced Threat Protection

Cloud   **Servers**   **Storage**   **Networking**

Network & Data center security with Dell SonicWALL

Security Services

Dell SecureWorks

Files   **E-mail**   **Databases**   **Compliance data**

Counter Threat Unit Intelligence

**Data & application security with
Dell AppAssure & Dell Data Protection**

End User   **Mobile**   **Client**   **Tablet**

Endpoint security with Dell KACE

SonicWALL Delivers Unified Threat Management with Enterprise-Class Next Generation Firewall Capabilities

NSA Series

SuperMassive Series

TZ Series

Enterprise-class performance designed to scale

Next Generation Firewall

Firewall

Intrusion Prevention

| Virtual Private Network | Data Leak Prevention |
| Gateway Anti-Virus | Email Security |

Web Security

Application Control

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SonicWALL Enables Dell End-to-end Advanced Threat Protection

Total Enterprise Solutions & Global Reach

+

Comprehensive Network & Data Center Security

- End-to-end data center solutions spanning servers, storage, networking & services
- Solutions designed to scale
- Global scale & reach

- Unified Threat Management solutions that are easy to set up, operate and manage
- Next Generation firewall capability providing enterprise-class performance
- Differentiated software IP

SonicWALL's security software portfolio complements Dell's world-class Infrastructure and end-to-end advanced threat protection solutions

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Q & A