

**DELL INC.**  
**Selected Financial Data & Ratios**  
*(in millions, except per share data and ratios)*  
*(Unaudited)*

**Liquidity:**

**Current ratio**  
**Quick ratio**  
**Cash conversion cycle <sup>d</sup>**  
Days supply in inventory  
Days of sales outstanding <sup>a</sup>  
Days in accounts payable  
**Cash flow (millions):**  
Cash flow from operations  
Net free cash flows <sup>b</sup>  
**Cash and investments**  
**Shares repurchased (millions)**

**Profitability:**

**Return on total capital <sup>c</sup>**  
**Gross margin**  
**Opex as percentage of revenue**  
**Operating margin**  
**Income tax rate**  
**Net profit margin**  
**WAS -- Diluted**  
**EPS (diluted)**

**Growth:**

**Units Y/Y**  
**Revenue Y/Y:**  
Global Large Enterprise  
Global Public  
Global Small and Medium Business  
Global Consumer  
  
**% of Total Revenue by Business Unit:**  
Global Large Enterprise  
Global Public  
Global Small and Medium Business  
Global Consumer  
  
**% of Total Revenue by Product:**  
Servers and Networking  
Storage  
Services  
Software & Peripherals  
Mobility  
Desktop PCs  
  
**EPS Y/Y (diluted)**  
**FY11 CAGR <sup>1,4,\*</sup>**  
Revenue  
Gross Margin  
Operating Expenses  
Operating Income  
Net Income  
EPS (Diluted)

Prior Quarter Results									
Q4-FY10	Q1-FY11	Q2-FY11	Q3-FY11	Q4-FY11		FY08 <sup>3</sup>	FY09	FY10	FY11
1.28	1.31	1.30	1.46	1.49		1.10	1.36	1.28	1.49
1.22	1.24	1.24	1.39	1.42		1.03	1.30	1.22	1.42
(36)	(36)	(36)	(32)	(33)		(36)	(25)	(36)	(33)
8	9	10	9	9		8	7	8	9
38	38	41	41	40		36	35	38	40
82	83	87	82	82		80	67	82	82
\$ 1,268	\$ 238	\$ 1,335	\$ 913	\$ 1,483		\$3,949	\$1,894	\$3,906	\$3,969
\$ 1,679	\$ 400	\$ 1,395	\$ 866	\$ 1,573		\$3,512	\$1,756	\$4,624	\$4,234
\$11,789	\$11,596	\$13,071	\$14,043	\$15,069		\$9,532	\$9,546	\$11,789	\$15,069
-	12	14	16	15		179	133	-	57

14%	13%	19%	27%	25%		38%	33%	17%	21%
16.6%	16.9%	16.6%	19.5%	21.0%		19.1%	17.9%	17.5%	18.5%
13.2%	13.4%	11.8%	12.8%	13.7%		13.5%	12.7%	13.4%	12.9%
3.4%	3.5%	4.8%	6.7%	7.3%		5.6%	5.2%	4.1%	5.6%
28.7%	24.4%	21.7%	23.6%	17.8%		23.0%	25.4%	29.2%	21.3%
2.2%	2.3%	3.5%	5.3%	5.9%		4.8%	4.1%	2.7%	4.3%
1,971	1,973	1,960	1,949	1,938		2,247	1,986	1,962	1,955
\$ 0.17	\$ 0.17	\$ 0.28	\$ 0.42	\$ 0.48		\$1.31	\$1.25	\$0.73	\$1.35

16%	20%	16%	11%	3%		5%	7%	-6%	12%
11%	21%	22%	19%	5%		6%	0%	-13%	16%
8%	25%	38%	27%	12%					
16%	22%	21%	20%	4%					
10%	19%	25%	24%	12%					
11%	16%	0%	4%	-8%					

28%	28%	29%	28%	30%					
26%	26%	30%	29%	25%			30%	27%	29%
22%	24%	23%	24%	24%			25%	27%	27%
24%	22%	18%	19%	21%			24%	23%	24%
							21%	23%	20%

12%	12%	12%	12%	13%		11%	11%	11%	12%
4%	4%	4%	3%	4%		4%	4%	4%	4%
13%	13%	12%	12%	12%		9%	9%	11%	12%
17%	17%	17%	17%	17%		16%	17%	18%	17%
31%	30%	30%	32%	31%		28%	30%	31%	31%
23%	24%	25%	24%	23%		32%	29%	25%	24%
-6%	47%	17%	147%			15%	-5%	-42%	85%

	1-YR	2-YR	5-YR
	16%	0%	2%
	23%	2%	3%
	12%	1%	8%
	58%	4%	-5%
	84%	3%	-6%
	85%	4%	-2%

<sup>1</sup> 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.

<sup>2</sup> 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.

<sup>3</sup> 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 ASC 718 Compensation - Stock Compensation. Dell implemented ASC 718 using the modified prospective method effective February 4, 2006.

<sup>4</sup> 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.

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

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

<sup>c</sup> 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.

<sup>d</sup> 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.