

Dell – Third Quarter Results FY'11

Third Quarter

(in millions)	FY'11	FY'10	Change
Revenue	\$15,394	\$12,896	19%
Operating Income (GAAP)	\$1,024	\$577	77%
Net Income (GAAP)	\$822	\$337	144%
EPS (GAAP)	\$0.42	\$0.17	147%
Operating Income (non-GAAP)	\$1,167	\$740	58%
Net Income (non-GAAP)	\$875	\$449	95%
EPS (non-GAAP)	\$0.45	\$0.23	96%

Information about Dell's use of non-GAAP financial information is provided under "Non-GAAP Financial Measures" below. Non-GAAP financial information excludes costs related primarily to the amortization of purchased intangibles, severance and facility-action costs, a merger termination fee, certain settlement costs and acquisition-related charges. All comparisons in this press release are year over year unless otherwise noted.