

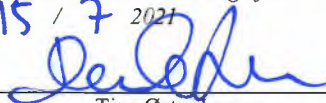
Dell A/S

Arne Jacobsens Allé 17
DK-2300 København S
Denmark

CVR-nr. 18 29 67 99

*Annual Report for the Financial Year 1 February 2020 –
31 January 2021*

*The Annual Report was presented and adopted
at the Annual General Meeting of the Company
on 15 / 7 2021*



Tina Øster Larsen
Chairman

Contents

	<u>Page</u>
Management's Statement on the Annual Report	2
Independent Auditor's Report	3
Company Information	6
Financial highlights	7
Management's Review	8
Accounting Policies	12
Income Statement 1 February – 31 January	19
Balance Sheet at 31 January	20
Statement of Changes in equity	22
Notes to the Financial Statements	23

Management's Statement on the Annual Report

The Board of Directors and Executive Board have today considered and adopted the annual report of Dell A/S for the Financial Year 1 February 2020 - 31 January 2021.

The Annual Report was prepared in accordance with the Danish Financial Statements Act.

In our opinion, the Financial Statements give a true and fair view of the financial position at 31 January 2021 of the Company and of the results of the Company's operations for the Financial Year 1 February 2020 - 31 January 2021.

In our opinion, Management's review includes a true and fair account of the matters addressed in the Review.

We recommend that the Annual Report be adopted at the Annual General Meeting.

Copenhagen, on July 2021

Jul 13, 2021

Executive Board

Marianne Lindhard Moe

Marianne Lindhard Moe (Jul 13, 2021 14:29 GMT+2)

Marianne Lindhard Moe

Board of Directors



Nicolai Johan Moresco
Chairman

Marianne Lindhard Moe

Marianne Lindhard Moe (Jul 13, 2021 14:29 GMT+2)

Marianne Lindhard Moe

Robert Linn Potts

Anja Monrad

Anja Monrad (Jul 13, 2021 14:22 GMT+2)

Anna Anja Monrad

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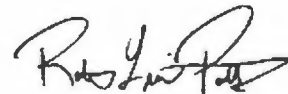
Executive Board

Marianne Lindhard Moe

Board of Directors

Nicolai Johan Moresco
Chairman

Marianne Lindhard Moe



Robert Linn Potts

Anna Anja Monrad

Independent Auditor's Report

To the Shareholders of Dell A/S

Opinion

In our opinion, the Financial Statements give a true and fair view of the financial position of the Company at 31 January 2021, and of the results of the Company's operations for the financial year 1 February 2020 - 31 January 2021 in accordance with the Danish Financial Statements Act.

We have audited the Financial Statements of Dell A/S for the financial year 1 February 2020 – 31 January 2021, which comprise income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies ("the Financial Statements").

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Statement on Management's Review

Management is responsible for Management's Review.

Our opinion on the financial statements does not cover Management's Review, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read Management's Review and, in doing so, consider whether Management's Review is materially inconsistent with the financial statements or our knowledge obtained during the audit, or otherwise appears to be materially misstated.

Moreover, it is our responsibility to consider whether Management's Review provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, in our view, Management's Review is in accordance with the Financial Statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement in Management's Review.

Management's Responsibilities for the Financial Statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with the Danish Financial Statements Act, and for such internal control as Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, Management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting in preparing the financial statements unless Management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

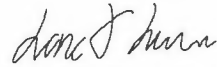
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and contents of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Copenhagen, 13 July 2021
PricewaterhouseCoopers
Statsautoriseret Revisionspartnerselskab
CVR No 33 77 12 31



Martin Lunden
State Authorised Public Accountant
mne 32209



Lone Vindbjerg Larsen
State Authorised Public Accountant
mne34548

Company Information

The company

Dell A/S
Arne Jacobsens Allé 17
DK-2300 København S
Denmark

Telephone: +45 32 87 12 00

Facsimile: +45 32 87 12 01

Website: www.dell.dk

CVR-No.: 18 29 67 99

*Municipality of
reg. office: Copenhagen*

Board of Directors

Nicolai Johan Moresco (*Chairman*)
Marianne Lindhard Moe
Robert Linn Potts
Anna Anja Monrad

Executive Board

Marianne Lindhard Moe

Lawyers

Bech-Bruun
Langelinie Allé 35
2100 København Ø
Denmark

Auditors

PricewaterhouseCoopers Statsautoriseret Revisionspartnerselskab
Strandvejen 44
DK-2900 Hellerup
Denmark

Banks

Citibank
SEB

Financial Highlights

Seen over a five-year period the development can be described by the following financial highlights:

Key figures	2020/2021	2019/2020	2018/2019	2017/2018	2016/2017
	DKK '000	DKK '000	DKK '000	DKK '000	DKK '000
Profit/(loss) for the year					
<i>Net turnover</i>	1 708 116	1 605 130	1 741 499	1 265 916	446 202
<i>Gross profit/(loss)</i>	333 348	337 484	334 819	303 732	361 170
<i>Profit/(loss) before financial items</i>	14 333	28 503	26 713	19 979	21 720
<i>Net financials</i>	14 701	-2 704	-1 471	-3 409	-70
<i>Profit/(loss) before tax</i>	29 034	25 799	25 242	16 570	21 650
<i>Profit/(loss) for the year</i>	21 089	18 175	19 625	12 742	16 530
Balance sheet					
<i>Balance sheet total</i>	1 147 811	888 891	720 178	611 605	298 779
<i>Equity</i>	143 184	110 330	87 128	67 504	54 761
<i>Investments in tangible fixed assets</i>	833	2 308	1 814	1 848	966
Number of staff	248	265	249	251	272
Ratios %					
<i>Gross margin</i>	19.5	21.0	19.2	24.0	80.9
<i>Profit margin</i>	0.8	1.8	1.5	1.6	4.9
<i>Return on net assets</i>	1.2	3.2	3.7	3.3	7.3
<i>Solvency ratio</i>	12.5	12.4	12.1	11.0	18.3
<i>Return on equity</i>	16.6	18.4	25.4	20.8	35.6

The ratios have been prepared in accordance with the recommendations and guidelines issued by the Danish Society of Financial Analysis. For definitions, see under accounting policies.

Management's Review

The objects of the Company

As in previous year the business model is limited risk distributor resulting in increased turnover.

Development in the financial year

The company has a profit after tax of DKK 21,088,720 compared to a result of DKK 18,175,206 last year. The management finds the result for the year in line with expectations.

Dell's focus on delivering complete infrastructure solutions for government agencies and small and medium businesses has been positively received by our customers. We expect a continued focus on sales of this type of IT solutions and services and thus strengthen our position in the Danish market in the coming years.

The COVID-19 outbreak has developed rapidly in 2020, with a significant number of infections. Measures taken by various governments to contain the virus have affected economic activity. We have taken a number of measures to monitor and prevent the effects of the COVID-19 virus such safety and health measures for our people (like social distancing and working from home) and securing the supply of materials that are essential to our production process.

At this stage, the impact on our business and results is limited. We will continue to follow the various national institutes policies and advice and in parallel will do our utmost to continue our operations in the best and safest way possible without jeopardizing the health of our people.

The Company's impact on external environment

In its overall operations, the company takes into account laws relating to the protection of the environment (environmental laws). The Company considers that it meets the requirements of such laws and that it carries out procedures designed to encourage compliance and ensure that such requirements are met.

The company has adopted the necessary measures with respect to the protection and improvement of the environment and the minimisation, if applicable, of environmental impact, meeting the requirements of current environmental legislation.

Corporate Social Responsibility cf. section 99a of the Danish Financial Statement Act

The company participates in Dell group's global guidelines. Dell strive to be a global leader in every aspect of our business and to do so with the utmost integrity and ethics. We are proud to share our progress in the following link, where we demonstrate how we're innovating at Dell to put our technology and expertise to work, creating new possibilities for our customers, partners, neighbors, team and planet:

<https://corporate.delltechnologies.com/content/dam/delltechnologies/assets/corporate/pdf/progress-made-real-reports/delltechnologies-fy21-progress-made-real-report.pdf>

Gender composition in Management, both in the executive board and in other management levels of The Danish Financial Statements Act § 99b

It is the company's objective that the Board of Directors and management represent different educational backgrounds as well as both genders.

The company fulfils the requirement for not having an under-represented gender in the Board.

In the process of recruiting employees, priorities are professional and personal competences in relation to the right candidate for the position. If candidates have a similar level of competences, the candidate whose gender is under-represented in the management group will be preferred.

The company has a great focus on diversity hiring. Managerial positions were covered by 30% women and 70% men. We will continue our focus on diversity hiring in next financial years.

It is our policy to increase the number of women in other management levels and we will strive for a more positive attitude towards promoting/hiring women.

The company is committed to developing women across its global operations. We offer formal training, networking, mentoring and other resources to effectively advance our women around the globe. Professional development is important to our team members, which makes it a priority for us. That's why we're focused on preparing our female employees at all levels with the skills they need to advance in the workplace through mentoring, training, networking and more.

Further, we refer to the Dell Group's policy for empowering gender:
<https://corporate.delltechnologies.com/en-us/social-impact/cultivating-inclusion/gender-empowerment.htm>

Research and Development

During the year ended 31 of January 2021, the company has not carried out any Research & Development activity. Those R&D activities are carried out at international manufacturing facilities of Dell Technologies Group.

Knowledge resources

People and teams and talent management are an integral part of the company's business and are key to continuing progress. Competition for talent is significant both within the industry and beyond it. The company attracts and retains its people through provision of on-going opportunity for career progression, training initiatives and continually identifying emerging managers and leaders within the company including talent management and graduate recruitment programs.

Principal risks and uncertainties

There are number of risks and uncertainties that can impact the performance of the company, some of which are beyond the control of the company and its directors.

Market risk – Risks are resulting from the competitive nature of the IT hardware business, the shift from desktops and notebooks to tablets and smartphones as well as the continuing adoption of public cloud offerings. The development towards an IT solution company with the expansion of the product portfolio especially in the area of storage, services and software will address those market developments.

Currency risk – The objective of company in managing its exposures to foreign currency exchange rate fluctuations is to reduce the impact of adverse fluctuations associated with foreign

currency exchange rate changes on earnings and cash flows. The company closely monitors its foreign currency exchange exposures to ensure the overall effectiveness of its foreign currency hedge positions.

Compliance risk – The Company has implemented a comprehensive compliance management system to ensure regulatory compliance.

Credit risk – It is the Company's policy that all the customers who wish to trade on credit terms are subject to credit verification procedures. The company only offers these terms to recognized, creditworthy third parties. In addition, receivables balances are monitored on an ongoing basis with the result that the Company's history of bad debt losses is not significant.

The company uses a range of information technology and decision support systems for provision of key services, control procedures and financial management. These systems are constantly reviewed and updated to meet the needs of the company.

The expected development

The company currently sees a good momentum in the Danish market after a period with uncertainty and disruption from the global spread of coronavirus disease. Our Customers in especially Public sector are continuing investing to support their digital future. We also see strong momentum and growth in some of our larger partners. The business outlook for the future is expected to be good with a strong market and additional focus on acquisition customers which will strengthen Dell's position as a sole provider of end user solutions and IT infrastructure from the edge to the cloud.

Our business operations could be adversely affected by uncertainty and disruption resulting from the global challenge with lack of components for the IT industry, we believe Dell is well positioned, but we will continue to monitor global events and respond accordingly to any potential business disruptions that may occur.

The result for 2020/2021 is a result at same level as in 2019/2020.

General risk assessment

The COVID-19 pandemic and associated containment measures have caused economic and financial disruptions on global level. We are unable to predict the full impact the pandemic may have on our results of operations, financial condition, liquidity, and cash flows due to numerous uncertainties, including the progression of the pandemic, governmental and other responses, vaccine availability, and the timing of economic recovery. We are also unable to predict the extent of the impact of the pandemic on our customers, suppliers, and other partners, which could materially adversely affect demand for our products and services.

Future prospects

Measures taken to contain the COVID-19 pandemic, such as travel restrictions, quarantines, shelter-in-place, and shutdowns, have affected and will continue to affect our workforce and operations, and those of our vendors, suppliers, and partners. Restrictions on our operations or workforce, or similar limitations for others, may affect our ability to meet customer demand.

Developments related to the COVID-19 pandemic have been unpredictable, and additional impacts and risks may arise that we are not aware of or are not able to respond to in an effective manner.

Subsequent events

No events materially affecting the assessment of the Annual Report have occurred after the balance sheet date.

Significant events

The company did not have during the financial year ended 31 January 2021 any events considered as significant by their substance.

Accounting Policies

Basis of accounting

The Annual Report of Dell A/S for 2020/2021 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to large enterprises of reporting Class C.

The accounting policies applied remain unchanged from last year. The Financial Statements for 2020/2021 are presented in DKK.

Accounting policies, leases

A lease asset and a corresponding lease liability are recognised in the balance sheet when a lease has been concluded and the lease asset has been made available.

The lease asset is initially measured at cost equivalent to the value of the lease liability added any prepaid lease payments. The lease liability is initially measured at the net present value of future lease payments discounted at the Company's marginal borrowing rate.

Subsequently, the asset is measured at cost less accumulated depreciation and impairment losses. The lease asset is depreciated over the lease term. Depreciation is recognised on a straight-line basis in the income statement.

Stock compensation plan

The Company's ultimate holding corporation, Dell Technologies Inc. ("Dell Tech"), operates an equity-settled, share-based compensation plan and granted restricted stock units ("RSUs") to the Company's employees via the "Dell Technologies Inc. 2013 Stock Incentive Plan (As Amended and Restated as of July 9, 2019)". The value of the employee services received in exchange for the grant RSUs is recognised on a graded acceleration basis net of estimated forfeitures as an expense with a corresponding increase in the share capital over the vesting period. The total amount to be recognised over the vesting period is determined by reference to the fair value of the RSUs granted on grant date. Non-market vesting conditions are included in the estimation of the number of RSUs that are expected to become exercisable on the vesting date.

Short-term leases and leases of low-value assets

Leases with terms of less than 12 months are not recognised in the balance sheet. This also applies to leases of low-value assets. Lease payments are instead recognised in the income statement on a straight-line basis over the lease term.

Variable payments

Lease contracts contain variable payment terms that are linked to expenses related to maintenance of the rented properties (electricity, heating, etc.) which are measured based on actual expenditure. Variable lease payments that depend on actual expenditure are recognized in profit or loss in the period in which the condition that triggers those payments occurs. Variable lease payment terms are used for a variety of reasons, and the primary reason is to reflect the actual usage of the underlying asset.

Lease term and extension

When assessing the expected lease term, the non-cancellable lease term is identified. If the lease includes an extension option which Management is reasonably certain to exercise, this is added to the non-cancellable lease term.

Management has assessed that the expected lease term equals the non-cancellable lease term and that no leases have been concluded in respect of which a potential extension option is expected to be exercised.

Discount rate

When discounting lease payments to net present value, Management has chosen to apply the alternative borrowing rate, which is the cost of raising external financing for a similar asset with terms and conditions similar to those applying to the lease asset.

Recognition and measurement

The net turnover is recognised in the profit and loss account when a customer obtains control of promised goods or services in an amount that reflects the consideration the entity expects to receive in exchange for those goods or services.

The company allocates the contract value within the arrangement to the identified performance obligations based on its standalone selling price and recognizes revenue for the performance obligation when the customers obtains control of the promised asset at a point in time.

Assets are recognized in the balance sheet when it is probable that future economic benefits attributable to the asset will flow to the Company, and the value of the asset can be measured reliably.

Liabilities are recognized in the balance sheet when it is probable that future economic benefits will flow out of the Company, and the value of the liability can be measured reliably. Assets and liabilities are initially measured at cost. Subsequently, assets and liabilities are measured as described for each item below.

Certain financial assets and liabilities are measured at amortised cost, which involves the recognition of a constant effective interest rate over the maturity period. Amortised cost is calculated as original cost less any deductions and with addition/deduction of the cumulative amortisation of any difference between cost and the nominal amount. In this way, capital losses and gains are allocated over the maturity period.

Recognition and measurement take into account predictable losses and risks occurring before the presentation of the Annual Report which confirm or invalidate affairs and conditions existing at the balance sheet date.

Translation of foreign currencies

During the year transactions in foreign currencies are translated at the rate of exchange as at the transaction date. Realised and unrealised exchange rate adjustments are included in the income statement under financial items.

Debtors, liabilities and other items in foreign currencies which are unsettled on the balance sheet date are translated at the exchange rate as at the balance sheet date. Realised and unrealised exchange rate adjustments are included in the income statement under financial items.

Corporation tax and deferred tax

Tax for the year consists of current tax for the year and deferred tax for the year. The tax attributable to the profit for the year is recognised in the income statement, whereas the tax attributable to equity entries is recognised directly in equity. Any share of the tax reported in the income statement arising from profit/loss on extraordinary activities for the year is attributed to such activities, whereas the remaining share is attributed to profit/loss on ordinary activities for the year.

Current tax liabilities and current tax receivable are recognised in receivables in the balance sheet in the event of overpayment of tax on account, and in debt in the event of underpayment of tax on account.

Deferred tax is measured under the balance sheet liability method in respect of all temporary differences between the carrying amount and the tax base of assets and liabilities. However, deferred tax is not recognised in respect of temporary differences concerning items where temporary differences have arisen at the time of acquisition without affecting the profit for the year or the taxable income. In cases where the computation of the tax base may be made according to alternative tax rules, deferred tax is measured on the basis of the intended use of the asset or settlement of the liability, respectively.

Deferred tax assets, including the tax base of tax loss carry-forwards, are measured at the value at which the asset is expected to be realised, either by elimination in tax on future earnings or by set-off against deferred tax liabilities.

Deferred tax is measured on the basis of the tax rules and tax rates that will be effective under the legislation at the balance sheet date when the deferred tax is expected to crystallise as current tax. Any changes in deferred tax due to changes to tax rates are recognised in the income statement.

Income Statement

Revenue

The net turnover is recognized in the profit and loss account when a customer obtains control of promised goods or services in an amount that reflects the consideration the entity expects to receive in exchange for those goods or services in accordance with IFRS 15 Revenue from Contracts with Customer. The following applies to the elements included in revenue.

- **Installation HW Deferrals**

Installation hardware is recognized in accordance with IFRS 15 for those contracts where collection requirements or business practices are capable of being distinct and for which the control over the goods has been transferred to the customer.

- **Software and Peripherals (S&P)**

3rd party licenses and PCS are separate performance obligations and have separate values. 3rd party licenses are recognized at the point of sale. PCS (Post Contract Support) is recognized over time.

- **Returns Provisions**

Returns Provisions is recognized and presented in provisions.

- **Services – Extended Warranty Discount Allocation**

Discounts are allocated across all performance obligations of the contract.

- **Costs to obtain**

Incremental costs of obtaining a contract, such as sales commissions, are capitalized if they are expected to be recovered and amortized over a period of time. For those obligations with revenue that are recognized over 12 months or more commissions are recognized as deferred costs. For those obligations with revenue that are recognized 12 months or less commissions are recognized upfront.

- **Rebates**

Rebates attributable to revenue recognized over more than 12 months are recognized as deferred costs.

Cost of goods sold

Costs of goods sold comprise the procured products consumed to achieve the revenue for the year.

Other external expenses

Other external expenses comprise expenses for premises, marketing expenses, travel as well as office expenses, etc.

Staff expenses

Staff expenses comprise wages and salaries as well as payroll expenses.

Depreciation and impairment losses

Depreciation and impairment losses comprise depreciation and impairment of tangible assets as well as gains and losses from current replacement of fixed assets.

Financial income and expenses

Financial income and expenses comprise interest, realised and unrealised exchange adjustments, as well as extra payments and repayment under the on-account taxation scheme.

Balance sheet

Tangible fixed assets

Other fixtures, fittings and equipment are valued at cost less accumulated depreciation.

Cost comprises the cost of acquisition and expenses directly related to the acquisition up until the time when the asset is ready for use.

Depreciation based on cost reduced by any residual value is calculated on a straight-line basis over the expected useful lives of the assets, which are:

Other fixtures, fitting and equipment	2-5 years
Leasehold improvements	5 years

Depreciation period and residual value are reassessed annually.

Gains and losses on current replacement of property, plant and equipment are recognised in "Depreciation and impairment loss".

Impairment of fixed assets

The carrying amounts of tangible assets are reviewed on an annual basis to determine whether there is any indication of impairment other than that expressed by depreciation. If so, the asset is written down to its lower recoverable amount. The recoverable amount of the asset is calculated as the higher of net selling price and value in use.

Inventories

Inventories are measured at the lower of cost under FIFO method and net realisable value.

The net realisable value of inventories is calculated at the amount expected to be generated by sale of the inventories in the process of normal operations with deduction of selling expenses. The net realisable value is determined allowing for marketability, obsolescence and development in expected selling price.

The cost of goods for resale equals landed cost.

Receivables

Receivables are recognised in the balance sheet at the lower of amortised cost and net realisable value, which corresponds to nominal value less provisions for bad debts. Provisions for bad debts are determined on the basis of an individual assessment of each receivable.

Prepayments

Prepayments include expenses incurred in respect of subsequent financial years. Such expenses are typically prepaid expenses concerning rent, insurance premiums, subscriptions and interest.

Equity***Dividend***

Dividend is recognised as a liability at the time of adoption at the Annual General Meeting. Dividend expected to be distributed for the year is disclosed as a separate equity item.

Debts

Debts are measured at amortised cost, substantially corresponding to nominal value.

Deferred income

Deferred income comprises payments received in respect of income in subsequent years.

Statement of changes in equity

Statement of changes in equity details the change in owners' equity over an accounting period by presenting the movement in reserves comprising the shareholders' equity. Movement in shareholders' equity comprises the following elements:

- Net profit or loss during the accounting period attributable to shareholders
- Increase or decrease in share capital reserves
- Dividend payments to shareholders
- Gains and losses recognized directly in equity
- Effect of changes in accounting policies
- Effect of correction of prior period error

Cash flow statement

With reference to section 86(4) of the Danish Financial Statements Act and to the cash flow statement included in the consolidated financial statements of Dell Technologies Inc., the Company has not prepared a cash flow statement.

Financial highlights

The financial highlights have been calculated as follows:

Gross margin	=	$\frac{\text{Gross profit} \times 100}{\text{Revenue}}$
Profit margin	=	$\frac{\text{Profit before financials} \times 100}{\text{Revenue}}$
Return on net assets	=	$\frac{\text{Profit before financials} \times 100}{\text{Total assets}}$
Solvency ratio	=	$\frac{\text{Equity at year end} \times 100}{\text{Total assets}}$
Return on equity	=	$\frac{\text{Net profit for the year} \times 100}{\text{Average equity}}$

Income Statement 1 February - 31 January

	Notes	<u>JANUARY 2021</u>	<u>JANUARY 2020</u>
		DKK	DKK
<i>Revenue</i>	1	1 708 116 114	1 605 130 448
<i>Cost of goods sold</i>		1 310 112 482	1 174 891 998
<i>Other external expenses</i>		64 655 423	92 754 636
<i>Gross profit/(loss)</i>		<u>333 348 209</u>	<u>337 483 814</u>
<i>Staff expenses</i>	2	309 673 469	307 130 605
<i>Depreciation and impairment loss</i>	3	9 341 852	1 849 949
<i>Profit/(loss) before financial income and expenses</i>		<u>14 332 889</u>	<u>28 503 260</u>
<i>Financial income</i>	4	20 990 113	9 937 891
<i>Financial expenses</i>	5	6 289 070	12 641 952
<i>Profit/(loss) before tax</i>		<u>29 033 932</u>	<u>25 799 200</u>
<i>Tax on profit/(loss) for the year</i>	6	(7 945 212)	(7 623 994)
<i>Net profit/(loss) for the year</i>	7	<u>21 088 720</u>	<u>18 175 206</u>

Balance Sheet 31 January

Assets

	Notes	JANUARY 2021 DKK	JANUARY 2020 DKK
<i>Other fixtures, fittings and equipment</i>	8	2 296 896	3 106 265
<i>Leasehold improvements</i>	8	406 962	507 271
<i>Right-of-use asset</i>	14	7 760 235	12 662 768
<i>Tangible fixed assets</i>		10 464 093	16 276 304
<i>Fixed assets</i>		10 464 093	16 276 304
<i>Inventories</i>		18 714 705	300 554
<i>Trade receivables</i>		248 090 174	283 116 822
<i>Receivables from group enterprises</i>		658 002 152	496 152 667
<i>Other receivables</i>		180 961 060	75 867 426
<i>Deferred tax asset</i>	9	3 141 931	1 545 290
<i>Prepayments</i>		372 642	438 644
<i>Receivables</i>		1 090 567 959	857 120 849
<i>Cash at bank and in hand</i>		28 064 439	15 193 096
<i>Current assets</i>		1 137 347 103	872 614 499
<i>Assets</i>		1 147 811 196	888 890 803

Balance Sheet 31 January

Liabilities and equity

	Notes	JANUARY 2021 DKK	JANUARY 2020 DKK
<i>Share capital</i>		501 000	501 000
<i>Other Reserves</i>		16 792 063	5 027 137
<i>Retained profit/(loss)</i>		125 890 824	104 802 104
Equity	10	143 183 887	110 330 241
Provisions	11	12 763 442	14 800 752
<i>Long-term Deferred Revenue</i>	12	229 165 645	146 678 637
<i>Long-term Lease Liability</i>	14	2 936 110	6 827 782
Long-term debt		232 101 755	153 506 419
<i>Trade payables</i>		23 248 359	21 736 044
<i>Payables to group enterprises</i>		259 505 156	174 788 118
<i>Corporation tax</i>	6	3 217 547	1 951 349
<i>Other payables</i>		152 217 952	130 528 060
<i>Short-term Deferred Revenue</i>	12	316 824 940	274 242 719
<i>Short-term Lease Liability</i>	14	4 748 158	7 007 100
Short-term debt		759 762 112	610 253 390
Debt		991 863 867	763 759 809
Liabilities and equity		1 147 811 196	888 890 803
<i>Fee to auditors appointed at the general meeting</i>	13		
<i>Leasing</i>	14		
<i>Related parties and ownership</i>	15		
<i>Subsequent events</i>	16		

Statement of Changes in Equity

	<u>Share capital</u> DKK	<u>Retained earnings</u> DKK	<u>Reserve for compensations plans</u> DKK	<u>Total</u> DKK
<i>Equity at 1 February 2020</i>	<u>501 000</u>	<u>104 802 104</u>	<u>5 027 137</u>	<u>110 330 241</u>
<i>Net profit/(loss) for the year</i>	0	21 088 720	0	21 088 720
<i>Restricted Stock Unit (RSU)</i>	0	0	11 764 926	11 764 926
<i>Equity at 31 January 2021</i>	<u>501 000</u>	<u>125 890 824</u>	<u>16 792 063</u>	<u>143 183 887</u>

Notes to the Financial Statements

1 Revenue

The distribution of revenue on activities with geographical segmentation is specified as follows:

	Sale to country	2020/2021	2019/2020
		DKK	DKK
Sales of products	Denmark	1 525 732 170	1 435 347 003
	Norway	27 434 168	27 620 309
	Sweden	82 303 483	68 463 090
Third party maintenance recharge, other	Ireland	71 563 051	71 396 921
	United States	0	45 493
Services provided	Denmark	183 773	162 453
	Sweden	0	1 412
	United States	899 468	2 093 766
		<u>1 708 116 114</u>	<u>1 605 130 448</u>

2 Staff expenses

Staff expenses is specified as follows:

Wages and salaries	283 459 588	281 914 125
Pensions	23 945 198	24 096 685
Other social security expenses	2 268 683	1 119 795
	<u>309 673 469</u>	<u>307 130 605</u>

Expenses related to compensation plan are included in "Staff expenses" by 11.7M DKK. Under compensation plan are the employees, consultants, non-employee directors and other service providers to Dell or its affiliates eligible for share based payment awards in the form of stock options, restricted stock units ("RSUs"), restricted stock awards ("RSAs"), Performance stock units ("PSUs"), stock appreciation rights ("SARs"), Deferred Stock Units ("DSUs") or dividend equivalents.

including remuneration to the Executive Board of:

Executive Board	<u>5 165 150</u>	<u>4 171 594</u>
	Number of units 2020/2021	Number of units 2019/2020
Non-vested restricted stock units at the beginning of the financial year	28 497	0
Granted during the financial year	77 921	28 972
Vested during the financial year	7 748	0
Forfeited during the financial year	1 257	475
Non-vested restricted stock units at the end of the financial year	<u>97 413</u>	<u>28 497</u>
Close price at period end per 1 RSU:	\$ 72.89	\$ 48.77

At the end of the financial year, there were 97,413 (2019/2020: 28,497) Dell Tech non-vested restricted stock units.

Average number of employees	<u>248</u>	<u>265</u>
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Notes to the Financial Statements

3 Depreciation and impairment loss	<u>2020/2021</u>	<u>2019/2020</u>
	DKK	DKK
Depreciation and impairment loss is specified as follows:		
Depreciation and impairment loss on tangible fixed assets	9 341 852	1 849 949
	<u>9 341 852</u>	<u>1 849 949</u>
 4 Financial income		
Financial income is specified as follows:		
Interest received from group enterprises	3 985 469	1 860 319
Exchange rate differences	16 561 307	7 843 048
Other financial income	443 337	234 524
	<u>20 990 113</u>	<u>9 937 891</u>
 5 Financial expenses		
Financial expenses are specified as follows:		
Other financial expenses	1 294 865	1 084 985
Exchange rate differences	4 943 745	11 556 967
Interest paid to group enterprises	50 460	0
	<u>6 289 070</u>	<u>12 641 952</u>
 6 Tax on profit/(loss) for the year		
The corporation tax expensed is specified as follows:		
Current tax for the year	8 944 539	7 626 965
Deferred tax for the year	(2 454 537)	(1 530 796)
Current tax Adjustment concerning previous years	597 314	190 208
Deferred tax adjustment concerning previous years	857 894	1 337 617
Total tax for the year	<u>7 945 212</u>	<u>7 623 994</u>

During the year DKK 7,840,586 has been prepaid as tax on account related to current year.

Notes to the Financial Statements

7 Proposed distribution of profit/(loss)	2020/2021	2019/2020
	DKK	DKK
Retained profit/(loss)	21 088 720	18 175 206
	21 088 720	18 175 206

8 Tangible fixed assets

Investments in and depreciation of tangible fixed assets are specified as follows:

	<i>Fixtures, fittings and equipment</i>	<i>Leasehold improvements</i>	<i>Total</i>
	DKK	DKK	DKK
Cost at 1 February	9 621 705	1 871 260	11 492 965
Additions for the year	697 228	136 005	833 232
Disposals for the year	(2 158 137)	(602 451)	(2 760 588)
Cost at 31 January	<u>8 160 795</u>	<u>1 404 814</u>	<u>9 565 609</u>
Depreciation and impairment loss at 1 February	6 515 439	1 363 989	7 879 428
Depreciation and impairment loss for the year	1 506 597	236 313	1 742 910
Reversal of depreciation and impairment of disposed assets	(2 158 137)	(602 451)	(2 760 588)
Depreciation and impairment loss at 31 January	<u>5 863 899</u>	<u>997 852</u>	<u>6 861 751</u>
Carrying amount at 31 January 2021	<u>2 296 896</u>	<u>406 962</u>	<u>2 703 858</u>

9 Deferred tax	2020/2021	2019/2020
	DKK	DKK
Beginning of the year	1 545 290	805 379
Amounts recognized in the income statement for the year	2 454 536	739 911
Prior year deferred tax adjustment	(857 894)	0
End of the year	3 141 931	1 545 290
Deferred tax assets comprises of:		
Fixed Assets	429 385	423 995
Lease assets	(1 707 252)	(2 785 809)
Prepayments	(2 707 617)	0
Provisions	6 294 770	0
Lease liabilities	1 690 539	3 043 674
Other temporary differences	(857 894)	863 430
Total	3 141 931	1 545 290

There are no particular factors in relation to the utilization of the deferred tax asset exists.

Notes to the Financial Statements

10 Equity

The share capital consists of 501 shares of a nominal value of DKK 1,000. No shares carry any special rights.

11 Provisions	2020/2021	2019/2020
	DKK	DKK
Rebates	4 019 538	6 418 144
Warranty Provision - Non-Current	4 171 667	3 806 262
Warranty Provision - Current	4 572 237	4 576 346
	<u>12 763 442</u>	<u>14 800 752</u>

The company records warranty liabilities at the time of sale for the estimated costs that may be incurred under limited warranty. The specific warranty term and conditions vary depending upon the product sold, but generally includes technical support, parts and labor over a period ranging from one to three years. Factors that affect the company's warranty liability include the number of installed units currently under warranty, historical and anticipated rate of warranty claim on these units, and costs per claim to satisfy the company's warranty obligation.

12 Deferred revenue

Due after 5 years	437 828	535 035
Due between 1 and 5 years	228 727 818	146 143 602
Deferred revenue - Non Current	229 165 645	146 678 637
Deferred revenue - Current	316 824 940	274 242 719
	<u>545 990 586</u>	<u>420 921 356</u>

Deferred revenue is derived from sales of warranty contracts and amortised under the straight-line method based in contract lives. Revenue which will be recognized in the next year is stated under current liabilities.

13 Fee to auditors appointed at the general meeting	2020/2021	2019/2020
	TDKK	TDKK
Audit fee to PricewaterhouseCoopers	530	661
	<u>530</u>	<u>661</u>

Notes to the Financial Statements

14 Leasing

The balance sheet shows the following amounts relating to leases:

	IFRS 16 31 January 2021	IFRS 16 31 January 2020
	DKK	DKK
Amounts recognized in the balance sheet: right-of-use assets		
Properties	2 971 408	8 656 020
Vehicles	4 788 827	4 006 748
Total right-of-use assets	7 760 235	12 662 768

	Buildings	Vehicles and machinery	Total
Opening amount as at 31 January 2020	8 656 020	4 006 748	12 662 768
Restated opening amount 1 February 2020	8 656 020	4 006 748	12 662 768
Modifications in lease contracts	0	1 989 799	1 989 799
Other adjustments	(630 441)	1 337 050	706 609
Accumulated depreciation	(5 054 171)	(2 544 770)	(7 598 941)
Closing balance as at 31 January 2021	2 971 408	4 788 827	7 760 235

	IFRS 16 31 January 2021	IFRS 16 31 January 2020
	DKK	DKK
Amounts recognized in the balance sheet: lease liabilities		
Non-current	2 936 110	6 827 782
Current	4 748 158	7 007 100
Total	7 684 268	13 834 882

The statement of profit or loss shows the following amounts relating to leases:

	IFRS 16 31 January 2021	IFRS 16 31 January 2020
	DKK	DKK
Amounts recognized in the statement of profit or loss		
Depreciation of right-of-use assets		
Properties	5 054 171	5 625 313
Vehicles	2 544 770	2 698 941
Total depreciation of right-of-use assets	7 598 941	8 324 254
Interest expense (included in Finance costs)	375 412	596 253
Expense relating to variable lease payments not included in lease liabilities (included in Administrative expenses)	1 831 406	1 849 250
Total expenses related to leases	9 805 759	10 769 757

Notes to the Financial Statements

15 Related parties and ownership

Controlling interest

EMC Ireland Holdings
Ovens
County Cork
Ireland

Basis

Immediate Parent

Dell Technologies Inc.
251 Little Falls Drive
Wilmington
DE 19808-1674
USA

Ultimate Parent Company

Group Annual Report

The Company is included in the Group Annual Report of Dell Technologies Inc.

A copy of the Group Annual Report can be obtained from 251 Little Falls Drive, Wilmington, DE 19808-1674, USA.

Related parties transactions

With reference to section 98C(7) of the Danish Financial Statements Act, the Company have only disclosed transactions which are not prepared in accordance with the arms-length principle.

In the financial year there have not been transactions with related parties which have not been entered in accordance with the arms-length principle.

16 Subsequent events

No events materially affecting the assessment of the Annual Report have occurred after the balance sheet date.