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Dell: résultats record du quatrième trimestre de l'exercice (FY05) -

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POUR LE QUATRIÈME TRIMESTRE DE L'EXERCICE 2005, DELL ENREGISTRE DES RÉSULTATS RECORD EN TERMES DE CHIFFRE D'AFFAIRES, DE NOMBRE D'UNITÉS VENDUES, DE BÉNÉFICE D'EXPLOITATION ET DE CASH FLOW OPÉRATIONNEL.

RECORD REVENUE, SHIPMENTS, OPERATING INCOME AND CASH FLOW

HIGHLIGHT DELL'S FISCAL FOURTH QUARTER

Revenue Up 17 Percent, Earnings Exceed Company Guidance

ROUND ROCK, Texas, Feb. 10, 2005 - Strong growth throughout Dell's diversified range of products and services in the fiscal fourth-quarter 2005 led to the company's best ever operating period. The company achieved quarterly records for revenue, unit shipments, operating income and cash flow from operations.

Sales increased 22 percent in Europe, the Middle East and Africa, and 21 percent in Asia-Pacific and Japan. Worldwide revenue growth from servers and storage systems accelerated from the last quarter, increasing 20 percent year-over-year. In the United States, sales to business customers grew 19 percent year-over-year.

Revenue for the quarter ended Jan. 28 was \$13.5 billion, up 17 percent from a year ago. Pro-forma fourth-quarter net earnings were 37 cents per share, 28 percent higher than last year. That exceeded Dell's guidance by one cent, as continued strong profit growth in markets outside the United States reduced the company's operating tax rate.

Dell's fourth-quarter reported earnings were \$667 million, or 26 cents per share, which included a tax charge of 11 cents per share. The charge was taken in anticipation of repatriating foreign earnings at a one-time favorable tax rate under the U.S. American Jobs Creation Act (AJCA).

Full-year pro-forma earnings were \$1.29 per share, up 28 percent; fiscal-2005 reported earnings, including the AJCA-related charge, were \$1.18 per share. Full-year revenue was \$49.2 billion, up 19 percent.

In the fourth quarter, Dell's operating margins improved to 8.8 percent, up from 8.5 percent a year ago. The company generated \$1.8 billion in cash flow from operations, and total cash and investments at quarter-end was \$14.1 billion, a company record.

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