

VMware, Inc.

VMware Reports Fiscal Year 2023 Third Quarter Results Total Revenue of \$3.21 billion

Subscription and SaaS Revenue of \$2.85 billion, an increase of 20% year-over-year

PALO ALTO, Calif., November 22, 2022 — VMware, Inc. (Nasdaq: VMW), a leading innovator in enterprise software, today announced financial results for the third quarter of fiscal year 2023:

Quarterly Results

- Revenue for the third quarter was \$3.21 billion, an increase of 1% from the third quarter of fiscal 2022.
- The combination of subscription and SaaS and license revenue was \$3.00 billion for the third quarter, an increase of 5% from the third quarter of fiscal 2022.
- Subscription and SaaS constituted 81% of our total revenue for the quarter.
- Subscription and SaaS revenue for the third quarter was \$2.85 billion, an increase of 20% year-over-year.
- Subscription and SaaS ARR for the third quarter was \$4.20 billion, an increase of 24% year-over-year.
- GAAP net income for the third quarter was \$231 million, or \$0.54 per diluted share, down 43% per diluted share compared to \$408 million, or \$0.94 per diluted share, for the third quarter of fiscal 2022. Non-GAAP net income for the third quarter was \$626 million, or \$1.47 per diluted share, down 10% per diluted share compared to \$726 million, or \$1.72 per diluted share, for the third quarter of fiscal 2022.¹
- GAAP operating income for the third quarter was \$390 million, a decrease of 25% from the third quarter of fiscal 2022. Non-GAAP operating income for the third quarter was \$657 million, a decrease of 6% from the third quarter of fiscal 2022.
- Operating cash flow for the third quarter was \$1.26 billion. Free cash flow for the third quarter was \$1.16 billion.
- EFD for the third quarter totaled \$1.15 billion, up 7% year-over-year.

"Q3 results met our expectations. This past quarter we demonstrated that our innovation engine is flourishing, as we unveiled many new offerings across our portfolio, including VMware vSphere 8, VMware vSAN 8 and VMware Aria," said Raghu Raghunani, CEO, VMware. "We are also committed to, and engaged in, helping customers transform their businesses and unlock the full potential of a multi-cloud."

"Our Q3 subscription and SaaS ARR growth of 24% reflects increased adoption of our multi-cloud product portfolio and recently introduced customer programs," said Dave Rowe, executive vice-president and CFO, VMware. "By continuing to meet the evolving needs of our customers, we increased our mix of subscription and SaaS revenue to 81% of our total revenue this quarter."

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Table of Contents Luanar Intake 2015 16

1. Understanding the eBook Luanar Intake 2015 16
 - The Rise of Digital Reading Luanar Intake 2015 16
 - Advantages of eBooks Over Traditional Books
2. Identifying Luanar Intake 2015 16
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Luanar Intake 2015 16
 - User-Friendly Interface
4. Exploring eBook Recommendations from Luanar Intake 2015 16
 - Personalized Recommendations
 - Luanar Intake 2015 16 User Reviews and Ratings
 - Luanar Intake 2015 16 and Bestseller Lists
5. Accessing Luanar Intake 2015 16 Free and Paid eBooks
 - Luanar Intake 2015 16 Public Domain eBooks
 - Luanar Intake 2015 16 eBook Subscription Services
 - Luanar Intake 2015 16 Budget-Friendly Options
6. Navigating Luanar Intake 2015 16 eBook Formats

- ePub, PDF, MOBI, and More
- Luanar Intake 2015 16 Compatibility with Devices
- Luanar Intake 2015 16 Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Luanar Intake 2015 16
 - Highlighting and Note-Taking Luanar Intake 2015 16
 - Interactive Elements Luanar Intake 2015 16
- 8. Staying Engaged with Luanar Intake 2015 16
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Luanar Intake 2015 16
- 9. Balancing eBooks and Physical Books Luanar Intake 2015 16
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Luanar Intake 2015 16
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Luanar Intake 2015 16
 - Setting Reading Goals Luanar Intake 2015 16
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Luanar Intake 2015 16
 - Fact-Checking eBook Content of Luanar Intake 2015 16
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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