

VMware, Inc.

VMware Reports Fiscal Year 2023 Third Quarter Results Total Revenue of \$4.21 billion

Subscription and SaaS Revenue of \$3.02 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 \$4.21 billion, an increase of 1% from the third quarter of fiscal 2022.
- The combination of subscription and SaaS and license revenue was \$3.02 billion for the third quarter, an increase of 5% from the third quarter of fiscal 2022.
- Subscription and SaaS constituted 31% of our total revenue for the quarter.
- Subscription and SaaS revenue for the third quarter was \$3.02 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 31% of our total revenue this quarter."

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**Maliro, M.F.A., Abang, M.M.,
Mukankusi, C., Lung'aho, M., Fenta,
B., Wanderi, S., Kapa, R., Okiro, O.A.,
Koma, E., Mwaba, C., Isse, M.M. and
Bazile, D., Food and Agriculture
Organization of the United Nations**

Luanar Results For 2015 2016:

Transforming Higher Education in Asia and Africa Fred M. Hayward, 2020-03-01 Drawing on over fifty years of on the ground experience Fred M Hayward s Transforming Higher Education in Asia and Africa analyzes change processes in higher education in eight Asian and African countries The twelve cases range from the push to upgrade and transform higher education in Afghanistan in the midst of a war to the successful struggle against apartheid in South African institutions as well as thwarted efforts in Sierra Leone and Madagascar Providing both practical lessons learned and hope for communities globally Hayward demonstrates that higher education change and even transformation which is more fundamental and structural can occur even in the most difficult environments Successful transformation requires well crafted strategic and budget plans with careful implementation monitoring and effective leadership at multiple levels Yet also critical are a commitment to human development a desire for freedom and belief in democracy and recognition that high quality higher education is essential to national development *An overview on local alternative ingredients, aquafeed supply and feeding management in selected African countries* Food and Agriculture Organization of the United Nations, Garcia Sampaio, F. (ed.); Hasan, M.R. (ed.); El-Sayed, A-F.M. (ed.), Aquaculture plays a vital role in enhancing food security in Africa but faces challenges in the fed aquaculture sector particularly in accessing and producing high quality aquafeeds To address this FAO organized the Expert Workshop on Local Alternative Ingredients Aquafeed Supply and Feeding Management in Egypt in 2023 Experts and stakeholders from nine African countries Cameroon Egypt Ghana Kenya Malawi Nigeria Uganda the United Republic of Tanzania and Zambia participated alongside representatives from governments academia development agencies the private sector and farming communities Pre workshop questionnaires informed national reports on feed ingredient supply feed manufacturing and feeding management practices These reports along with workshop discussions form the basis of this technical document comprising nine country analyses and a regional synthesis Common challenges identified include limited access to alternative feed ingredients poor feed preparation and storage practices inadequate monitoring of on farm feeding lack of investment for small scale producers low technical capacity among farmers poor feed quality and weak regulatory frameworks The synthesis report recommends key actions stabilizing feed ingredient supply and costs promoting training for feed producers and farmers improving on farm feed and water quality management enhancing data collection and analysis expanding access to finance and storage facilities and strengthening collaboration among stakeholders These measures aim to build a more efficient sustainable and resilient aquaculture sector across the region

Prospects for quinoa adaptation and utilization in Eastern and Southern Africa Maliro, M.F.A., Abang, M.M., Mukankusi, C., Lung'aho, M., Fenta, B., Wanderi, S., Kapa, R., Okiro, O.A., Koma, E., Mwaba, C., Isse, M.M. and Bazile, D., Food and Agriculture Organization of the United Nations ,2021-01-22 Quinoa *Chenopodium quinoa* Willd is an emerging crop in the world with great potential to contribute to Africa s food and nutritional security The increased popularity of

quinoa in the last few years is attributed to the impact of activities carried out within the framework of the International Year of Quinoa IYQ2013 which helped greatly to raise awareness on the crop's multiple nutritional benefits and its expanding cultivation globally. The Food and Agriculture Organization (FAO) which championed the IYQ2013 has worked with developing countries in Africa which are grappling with food and nutrition insecurity to introduce and promote cultivation of quinoa. Production and utilization of quinoa is expected to significantly reduce food and nutrition insecurity and help farming communities adapt to climate change. FAO implemented a Technical Cooperation on quinoa titled Technical Assistance for the Strengthening of the Food System of Quinoa TCP SFE 3406 implemented in 2014 to 2015. This project was designed to support the institutional capacities of seven countries including Djibouti, Ethiopia, Kenya, Somalia, South Sudan, Uganda, and Zambia in the production, evaluation, management, utilization, and marketing of Quinoa under diverse farming systems and agro-ecological zones. The project was implemented and led by the FAO Subregional office for Eastern Africa. SFE Quinoa evaluation trials that were conducted across multiple sites in the participating countries served as pilot adaptability studies for the crop. This technical paper presents key technological, institutional, and policy considerations for the successful introduction, adaptation, and utilization of quinoa in Africa.

Climate Impacts on Agricultural and Natural Resource Sustainability in Africa

Bal Ram Singh, Andy Safalaoh, Nyambilila A. Amuri, Lars Olav Eik, Bishal K. Sitaula, Rattan Lal, 2020-03-17. This book discusses knowledge-based sustainable agro-ecological and natural resource management systems and best practices for sustained agricultural productivity and ecosystem resilience for better livelihoods under a changing climate. With a focus on agriculture in Africa, the book assesses innovative technologies for use on smallholder farms and addresses some of the key Sustainable Development Goals to guide innovative responses and enhanced adaptation methods for coping with climate change. Contributions are based on Capacity Building for Managing Climate Change in Malawi (CABMACC), a five-year program with an overall goal to improve livelihoods and food security through innovative responses and enhanced capacity of adaptation to climate change. Readers will discover more about sustainable crop production, climate-smart agriculture, on-farm energy supply from biogas, and the potential of soil carbon sequestration in crop-livestock systems.

Fertilizer subsidies in Malawi: From past to present Benson, Todd, De Weerd, Joachim, Duchoslav, Jan, Masanjala, Winford, 2024-02-12. Malawi has been at the center of the debate on agricultural input subsidies in Africa ever since it significantly expanded its fertilizer subsidy program about two decades ago. When it did so, Malawi was a trailblazer receiving international attention for seemingly leveraging the subsidy program to move the country from a situation characterized by food deficits and widespread hunger to crop production surpluses. In this paper, we trace the history of Malawi's subsidy program over the past 70 years, describing how the country arrived at that watershed moment earlier this century and how the subsidy program has developed since. We show how donor support for the program has wavered and how external pressure to remove the subsidy has repeatedly been unsuccessful. We also demonstrate how over the years the program's

total fiscal burden has fluctuated significantly. However, we find that since the expansion of the subsidy program in 2004, the fiscal costs of the program have shown little correlation with the maize harvest of the same agricultural season. We show that the subsidy program has succeeded in raising awareness about the value of the fertilizer for increased crop productivity. However, despite its continued prominence in the country's agricultural policy, most Malawian smallholders do not manage to grow sufficient maize to feed their households throughout the year, and every year millions depend on food assistance during the worst months of the lean season.

Livestock Genomics and Community-based Breeding Strategies in Low-and-Middle-Income Countries: Challenges, Opportunities and Future Perspectives Isidore Houaga, Maria Wurzinger, Ntanganedzeni Mapholi, 2024-07-17

Low and Middle Income Countries (LMICs) are home to diverse populations of livestock species adapted to various agro-ecological zones, production systems, and harsh environmental conditions. However, the livestock in LMICs have not been systematically improved, and current low levels of productivity do not meet the demand for livestock products by a growing population. Recent advances in next-generation sequencing and genotyping technologies have enabled the application of genomic selection in various livestock species in some western countries with great success. Despite the low adoption of genomic breeding in LMICs livestock industry, various studies and programs were initiated, and some are still ongoing. Furthermore, community-based breeding programs (CBBPs) have been initiated in many LMICs with great benefits for smallholder livestock farmers. CBBPs are based on the active participation of farmers from inception through to implementation and consider their needs, views, decisions, breeding objectives, and available infrastructure. In Africa, for instance, small ruminants CBBPs have generated substantial genetic gains and socioeconomic benefits for rural poor farmers. However, the current challenges affecting the data recording and genetic evaluation of the CBBPs in LMICs are yet to be fully reported. Furthermore, the CBBPs are yet to integrate genomic selection in their breeding strategies. For sustainable livestock breeding in LMICs, there is a need to assess the current status of livestock genomics and community-based breeding strategies to identify the challenges and suggest mitigating strategies and future improvement strategy plans. In this Research Topic, we aim to collect findings from past and current livestock genomics and community-based breeding programs, the challenges, the lessons learned, the opportunities, and future perspectives.

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Table of Contents Luanar Results For 2015 2016

1. Understanding the eBook Luanar Results For 2015 2016
 - The Rise of Digital Reading Luanar Results For 2015 2016
 - Advantages of eBooks Over Traditional Books
2. Identifying Luanar Results For 2015 2016
 - 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 Results For 2015 2016
 - User-Friendly Interface
4. Exploring eBook Recommendations from Luanar Results For 2015 2016
 - Personalized Recommendations
 - Luanar Results For 2015 2016 User Reviews and Ratings
 - Luanar Results For 2015 2016 and Bestseller Lists
5. Accessing Luanar Results For 2015 2016 Free and Paid eBooks
 - Luanar Results For 2015 2016 Public Domain eBooks
 - Luanar Results For 2015 2016 eBook Subscription Services
 - Luanar Results For 2015 2016 Budget-Friendly Options
6. Navigating Luanar Results For 2015 2016 eBook Formats

- ePub, PDF, MOBI, and More
- Luanar Results For 2015 2016 Compatibility with Devices
- Luanar Results For 2015 2016 Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Luanar Results For 2015 2016
 - Highlighting and Note-Taking Luanar Results For 2015 2016
 - Interactive Elements Luanar Results For 2015 2016
- 8. Staying Engaged with Luanar Results For 2015 2016
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Luanar Results For 2015 2016
- 9. Balancing eBooks and Physical Books Luanar Results For 2015 2016
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Luanar Results For 2015 2016
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Luanar Results For 2015 2016
 - Setting Reading Goals Luanar Results For 2015 2016
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Luanar Results For 2015 2016
 - Fact-Checking eBook Content of Luanar Results For 2015 2016
 - 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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