



## PRESSEMITTEILUNG

### VMware gibt Quartalszahlen für das zweite Quartal 2010 bekannt

- *Wachstum bei den Einnahmen von 48 Prozent auf 674 Millionen US-Dollar*
- *GAAP Umsatzrendite von 15,0 Prozent*
- *Nicht-GAAP Umsatzrendite von 27,7 Prozent*
- *Zuwachs beim Cashflow aus laufender Geschäftstätigkeit der letzten zwölf Monate um 3 Prozent auf 1,1 Milliarden US-Dollar*
- *Zunahme des verfügbaren Cashflow in den letzten zwölf Monaten um 33 Prozent auf 1,0 Milliarden US-Dollar*

[Zusätzliche Tabellen mit Finanzzahlen](#)

[Link zu Nicht-GAAP Finanzzahlen](#)

**München, 21. Juli 2010** – VMware, weltweiter Marktführer von Virtualisierungslösungen für Desktopsysteme, Rechenzentren und Cloud-Infrastrukturen, gibt seine Finanzergebnisse für das zweite Quartal 2010 bekannt:

- Die Einnahmen betragen im zweiten Quartal 674 Millionen US-Dollar, das entspricht einer Zunahme um 48 Prozent im Vergleich zum zweiten Quartal 2009.
- Der GAAP Betriebsgewinn für das zweite Quartal war 101 Millionen US-Dollar, das entspricht einer Zunahme um 166 Prozent im Vergleich zum zweiten Quartal 2009. Der Nicht-GAAP Betriebsgewinn für das zweite Quartal betrug 187 Millionen US-Dollar, das entspricht einer Zunahme um 94 Prozent im Vergleich zum zweiten Quartal 2009.
- Der GAAP Gewinn für das zweite Quartal betrug 75 Millionen US-Dollar oder 0,18 US-Dollar pro Aktie, im Vergleich zu 33 Millionen US-Dollar oder 0,08 US-Dollar pro Aktie im zweiten Quartal 2009. Der Nicht-GAAP Gewinn für das zweite Quartal betrug 142 Millionen US-Dollar oder 0,34 US-Dollar pro Aktie, im Vergleich zu 80 Millionen US-Dollar oder 0,20 US-Dollar pro Aktie im zweiten Quartal 2009.
- Flüssige und gleichwertige Mittel sowie kurzfristige Investitionen zum Stichtag 30. Juni 2010 betragen 2,8 Milliarden US-Dollar, das entspricht einem Zuwachs von 21 Prozent im Vergleich zum Vorjahr. Die gesamten aufgeschobenen Einkünfte belaufen sich auf 1,5 Milliarden US-Dollar, das ist eine Zunahme von 58 Prozent im Vergleich zum Vorjahreszeitraum.
- Für die letzten zwölf Monate, die zum 30. Juni 2010 endeten, betrug der laufende Cashflow 1,2 Milliarden US-Dollar, das entspricht einem Wachstum von 33 Prozent im Vergleich zum gleichen Zeitraum vor einem Jahr.

Die Einnahmen in den USA wuchsen im zweiten Quartal um 43 Prozent auf 334 Millionen US-Dollar vom zweiten Quartal 2009 ausgehend. Die internationalen Einnahmen nahmen vom zweiten Quartal 2009 ausgehend im zweiten Quartal 2010 um 53 Prozent auf 340 Millionen US-Dollar zu. Die Einnahmen aus Lizenzen waren 324 Millionen US-Dollar, das sind 42 Prozent mehr als im zweiten Quartal 2009. Die Einnahmen aus Dienstleistungen inklusive Software-Wartung und Professional Services betragen 350 Millionen US-Dollar, das sind 54 Prozent mehr als im zweiten Quartal des Vorjahres.

„Unsere sehr guten Quartalszahlen für das zweite Quartal wurden von einer hohen Nachfrage nach allen Produkten in allen Regionen getrieben“, sagt Mark Peek, Chief Financial Officer. „Für das dritte Quartal erwarten wir in Folge flach ansteigende Einnahmen bei Lizenzen und eine Zunahme der gesamten Einnahmen auf ungefähr 680 and 705 Millionen US-Dollar. In Bezug auf das gesamte Jahr 2010 erhöhen wir unsere Leitlinie auf etwa 2,725 bis 2,8 Milliarden US-Dollar an Einnahmen, das wäre eine Zunahme von 35 bis 38 Prozent im Vergleich zu 2009.“

„Unsere Kunden erkennen mehr und mehr den Wert, den VMware ihnen mit Infrastrukturmodernisierung und einem pragmatischen Weg zu Cloud Computing bringt“, sagt Paul Maritz, President und Chief Executive Officer. „Auf diesem Weg suchen sie nach einem strategischen Partner wie VMware, der sie voranbringt. VMware wird deshalb weiter investieren und Lösungen anbieten, die IT-as-a-service ermöglichen.“

Weitere Informationen entnehmen Sie bitte dem folgenden Original-Wortlaut der englischen Pressemeldung:

### Recent Highlights & Strategic Announcements

- On July 13, 2010, VMware announced VMware vSphere 4.1, an updated version of VMware's flagship virtualization and cloud infrastructure platform. With VMware vSphere 4.1, VMware once again sets the bar in virtualization, coupling dramatic scalability and performance enhancements with new management capabilities to deliver the most powerful foundation for cloud computing. The announcement included additions to VMware's vCenter Family of management products and new packaging for the SMB market.
- In the second quarter 2010, VMware announced a series of moves to further its Open Platform-as-a-Service (Open PaaS) offerings and enable application portability across private and public cloud environments. The announcements included the acquisition of Gemstone, which introduces sophisticated data-caching capabilities; a new partnership with Salesforce.com, whereby Java and Spring framework developers will be able to deploy new applications into a cloud and leverage Salesforce.com capabilities; and a partnership with Google, whereby the Spring framework will be integrated with Google's App Engine.
- On June 10, 2010, VMware announced it is positioned by Gartner, Inc. in the Leaders Quadrant of the Gartner Magic Quadrant for x86 Server Virtualization Infrastructure. According to the report: "The x86 Server Virtualization Infrastructure market is a foundation for two extremely important market trends - infrastructure modernization and cloud computing."
- On June 9, 2010, VMware and Novell announced an expansion to their partnership with an original equipment manufacturer (OEM) agreement through which VMware will distribute and support the SUSE® Linux Enterprise Server operating system at no additional cost to vSphere customers. With this agreement, customers can more easily and cost-effectively virtualize Linux applications, accelerate their evolution to a fully virtualized datacenter and simplify portability of their applications to cloud environments.

VMware plans to host a conference call today to review its second quarter results and to discuss its financial outlook. The call is scheduled to begin at 2:00 p.m. PT/ 5:00 p.m. ET and can be accessed via the Web at <http://ir.vmware.com>. The webcast will be available live, and a replay will be available following completion of the live broadcast for approximately 30 days.

<sup>1</sup> Gartner, Inc "Magic Quadrant for x86 Server Virtualization Infrastructure," Thomas Bittman et al, May 26, 2010.

#### About VMware

VMware delivers virtualization and cloud infrastructure solutions that enable IT organizations to energize businesses of all sizes. With the industry leading virtualization platform – VMware vSphere™ – customers rely on VMware to reduce capital and operating expenses, improve agility, ensure business continuity, strengthen security and go green. With 2009 revenues of \$2 billion, more than 190,000 customers and 25,000 partners, VMware is the leader in virtualization which consistently ranks as a top priority among CIOs. VMware is headquartered in Silicon Valley with offices throughout the world and can be found online at [www.vmware.com](http://www.vmware.com)

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### **About the Magic Quadrant**

The Magic Quadrant is copyrighted 2010 by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

### **Use of Non-GAAP Financial Measures**

Reconciliations of non-GAAP financial measures to VMware's financial results as determined in accordance with GAAP are included at the end of this press release following the accompanying financial data. For a description of these non-GAAP financial measures, including the reasons management uses each measure, please see the section of the tables entitled "About Non-GAAP Financial Measures."

### **Forward-Looking Statements**

This press release contains forward-looking statements including, among other things, statements regarding VMware's third quarter and annual revenue projections, the value of our technology and products to customers and its role in information technology infrastructures and cloud computing, our plans for future investments and partnering with our customers and the development and implementation of our Open PaaS offerings for private and public cloud environments with customers and business partners such as Salesforce.com and Google. These forward-looking statements are subject to the safe harbor provisions created by the Private Securities Litigation Reform Act of 1995. Actual results could differ materially from those projected in the forward-looking statements as a result of certain risk factors, including but not limited to: (i) adverse changes in general economic or market conditions; (ii) delays or reductions in consumer or information technology spending; (iii) competitive factors, including but not limited to pricing pressures, industry consolidation, entry of new competitors into the virtualization market, and new product and marketing initiatives by our competitors; (iv) factors that affect timing of license revenue recognition such as product announcements and beta programs; (v) our customers' ability to develop, and to transition to, new products and computing strategies such as cloud computing and IT-as-a-service, (vi) the uncertainty of customer acceptance of emerging technology; (vii) changes in the willingness of customers to enter into longer term licensing and support arrangements; (viii) rapid technological and market changes in virtualization software and platforms for cloud and desktop computing; (ix) changes to product development timelines; (x) VMware's relationship with EMC Corporation, and EMC's ability to control matters requiring stockholder approval, including the election of VMware's board members; (xi) our ability to protect our proprietary technology; (xii) our ability to attract and retain highly qualified employees; (xiii) the successful integration of acquired companies and assets into VMware; and (xiv) fluctuating currency exchange rates. These forward looking statements are based on current expectations and are subject to uncertainties and changes in condition, significance, value and effect as well as other risks detailed in documents filed with the Securities and Exchange Commission, including our most recent reports on Form 10-K and Form 10-Q and current reports on Form 8-K that we may file from time to time, which could cause actual results to vary from expectations. VMware assumes no obligation to, and does not currently intend to, update any such forward-looking statements after the date of this release.

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