

VMware, Inc.

**RECONCILIATION OF GAAP OPERATING CASH FLOWS TO NON-GAAP OPERATING  
CASH FLOWS, FREE CASH FLOWS AND FREE CASH FLOWS PER SHARE**

**For the Three Months Ended September 30, 2011 and 2010**

**(in thousands)**

**(unaudited)**

	<b>For the Three Months Ended September 30,</b>	
	<b>2011</b>	<b>2010</b>
GAAP cash flows from operating activities	\$ 523,511	\$ 196,699
Capitalized software development costs	(21,139)	(7,023)
Excess tax benefits from stock-based compensation	46,428	78,703
Non-GAAP cash flows from operating activities	548,800	268,379
Capital Expenditures	(54,948)	(31,137)
Free Cash Flows	<u>\$ 493,852</u>	<u>\$ 237,242</u>
Free cash flows per weighted-average share, diluted for Class A and Class B	\$ 1.14	\$ 0.56
Weighted-average shares, diluted for Class A and Class B	431,881	426,581

VMware, Inc.

**RECONCILIATION OF GAAP OPERATING CASH FLOWS TO NON-GAAP OPERATING  
CASH FLOWS, FREE CASH FLOWS AND FREE CASH FLOWS PER SHARE**

**For the Trailing Twelve Months Ended September 30, 2011 and 2010**

(in thousands)

(unaudited)

	<b>For the Trailing Twelve Months Ended September 30,</b>	
	<b>2011</b>	<b>2010</b>
GAAP cash flows from operating activities	\$ 1,870,839	\$ 1,051,465
Capitalized software development costs	(89,953)	(63,281)
Excess tax benefits from stock-based compensation	253,945	180,580
Non-GAAP cash flows from operating activities	2,034,831	1,168,764
Capital Expenditures	(217,630)	(114,707)
Free Cash Flows	<u>\$ 1,817,201</u>	<u>\$ 1,054,057</u>
Free cash flows per weighted-average share, diluted for Class A and Class B	\$ 4.23	\$ 2.51
Weighted-average shares, diluted for Class A and Class B	429,871	419,185