

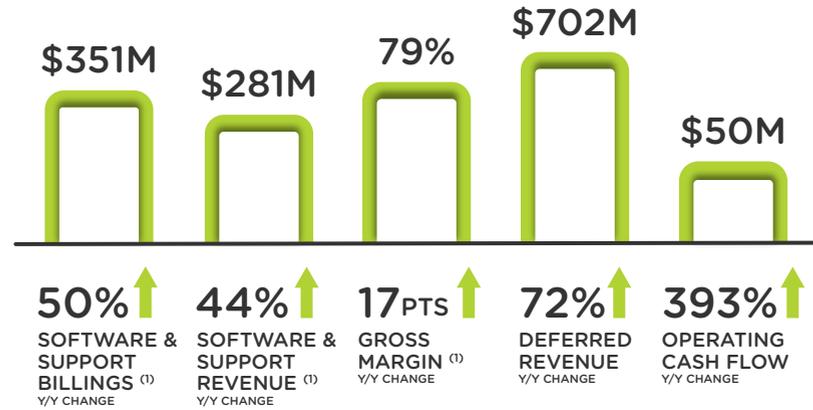
HIGHLIGHTS



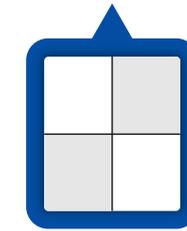
51% of our billings in our first quarter were derived from subscriptions, up from 31% in the same quarter last year. As we look ahead, we expect to continue this shift towards subscription, driving a cloud-like, pay-as-you-grow business model.

- Dheeraj Pandey

Q1 '19 FINANCIALS



GARTNER



LEADER

FORRESTER



LEADER

RULE OF 40

54% ^{(3) (4)}

DRIVEN BY STRONG SOFTWARE REVENUE GROWTH

RECURRING REVENUE MODEL

51% ⁽¹⁾ Q1 '19 SUBSCRIPTION BILLINGS MIX
90% ⁽²⁾ FY '18 AVERAGE RETENTION RATE
3.6yrs ⁽³⁾ Q1 '19 AVERAGE SUBSCRIPTION CONTRACT LENGTH



G2K LIFETIME PURCHASE

10.6x ⁽⁵⁾
REPEAT PURCHASE MULTIPLE OF G2K CUSTOMERS > 18 MONTHS

LARGE CUSTOMERS

714
CUSTOMERS WITH LIFETIME BOOKINGS OF AT LEAST \$1M

CUSTOMER JOURNEY

19% ⁽³⁾
% OF DEALS THAT HAVE ONE OR MORE PRODUCTS BEYOND NUTANIX CORE

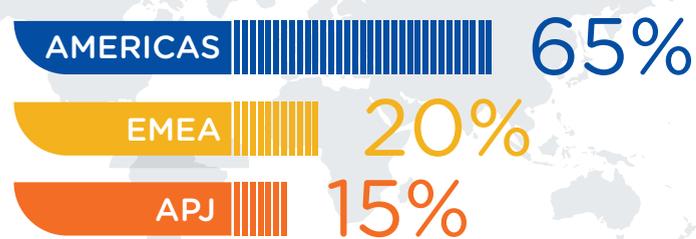
38% ⁽³⁾
AHV ADOPTION AS % OF NX NODES SOLD

EMPLOYEES



4,380 WORLDWIDE EMPLOYEES

Q1 SOFTWARE & SUPPORT BOOKINGS BY REGION



CUSTOMERS



11,490
TOTAL CUSTOMERS



880
NEW CUSTOMERS



720 ⁽⁵⁾
G2K CUSTOMERS

Q1 WORKLOAD DISTRIBUTION

ENTERPRISE APPLICATIONS



VIRTUAL DESKTOP INFRASTRUCTURE



SERVER VIRTUALIZATION/ PRIVATE CLOUD



WORLD-CLASS NPS



⁽¹⁾ Reconciliations between GAAP and non-GAAP financial measures and key performance measures are provided in the tables of the Q1 FY'19 press release.

⁽²⁾ Retention rate is calculated as the percentage of nodes renewed for annual or multi-year contracts that expired during the period, excluding nodes sold under OEM distribution and not-for-resale agreements.

⁽³⁾ Based on a trailing four-quarter average.

⁽⁴⁾ Rule of 40 score is calculated by adding software and support revenue growth % to free cash as a % of software and support revenue.

⁽⁵⁾ Reflects yearly update of the members of the Global 2000 list as reported by Forbes. Repeat purchases of G2K customers are based on software and support bookings.