

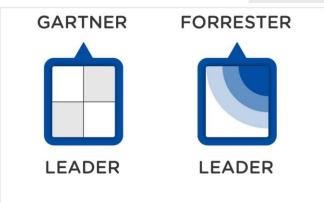
QUOTE



Successful businesses are built over time on a bedrock of exceptional products, outstanding customer support and talented and committed employees. With solid sales hiring in Q3 and increased adoption of our AHV hypervisor, indicating a strong product and enthusiastic customers, I truly believe Nutanix has that foundation in place.

- Dheeraj Pandey

Q3 FINANCIALS \$838M 77% \$324M \$266M -\$36M 11% SOFTWARE & SOFTWARE & GROSS DEFERRED **OPERATING** SUPPORT SUPPORT MARGIN (1) REVENUE **CASH FLOW** BILLINGS (1)(2) REVENUE (1)(2)





Q3 SUBSCRIPTION PERFORMANCE

SUBSCRIPTION BILLINGS MIX

SUBSCRIPTION REVENUE Y/Y GROWTH

CUSTOMER RETENTION **RATE (9M FY'19)**



CUSTOMER JOURNEY

% OF DEALS THAT HAVE ONE OR MORE PRODUCTS **BEYOND NUTANIX CORE**

AHV ADOPTION AS %

OF NX NODES SOLD

G2K LIFETIME PURCHASE

REPEAT PURCHASE MULTIPLE OF G2K **CUSTOMERS > 18 MONTHS** LARGE **CUSTOMERS**

CUSTOMERS WITH LIFETIME BOOKINGS OF AT LEAST \$1M

NET EXPANSION 141% FY'18 DOLLAR-BASED **NET EXPANSION RATE**

Q3 WORKLOAD DISTRIBUTION

ENTERPRISE APPLICATIONS



SERVER VIRTUALIZATION/ VIRTUAL DESKTOP PRIVATE CLOUD



BOOKINGS BY REGION AMERICAS ||||||

Q3 SOFTWARE & SUPPORT

CUSTOMERS

TOTAL 13,190°°



NEW

TOTAL G2K 820 780⁽⁴⁾





[©] Reconciliations between GAAP and non-GAAP financial measures and key performance measures are provided in the tables of the Q3 FY'19 press release

⁽²⁾ Nutanix's Q3'19 billings and revenue were negatively impacted by its ongoing transition to subscription.

⁽³⁾ Based on a trailing four-quarter average

⁽⁴⁾ 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

⁽⁵⁾ See end note 1 for customer retention rate and end note 2 for dollar-based net expansion rate in the appendix of the Q3 FY'19 investor presentation.

⁽⁶⁾ Added 820 new customers in Q319. Cumulative customer count reflects standard adjustments to certain customer accounts within our system of record.