

SEC FILING: SEC FORM 10-Q FOR THE QUARTER ENDED FEBRUARY 29, 2020  
 THIS REPORT CONTAINS FORWARD-LOOKING STATEMENTS  
 THIS REPORT CONTAINS FORWARD-LOOKING STATEMENTS



## BUSINESS MODEL JOURNEY

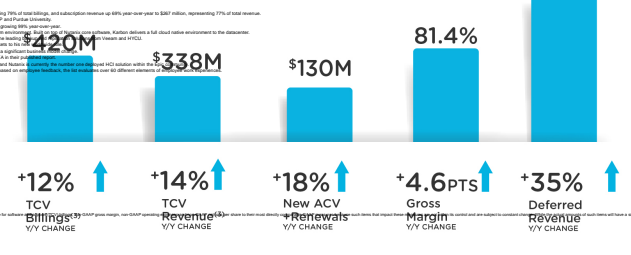


**Initial Delivery Model**  
 • Revenue from hardware sales  
 • Limited customer support  
 • High customer churn

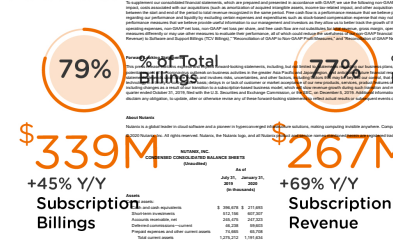
**Transitioned to Software**  
 • Revenue from software licenses  
 • Increased customer support  
 • Reduced customer churn

**Transforming to Subscription**  
 • Revenue from recurring subscriptions  
 • Comprehensive customer support  
 • Minimal customer churn

## Q2 FINANCIALS



## Q2 SUBSCRIPTION HIGHLIGHTS



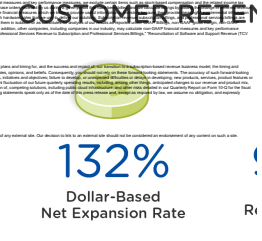
## NEW ACV + RENEWALS



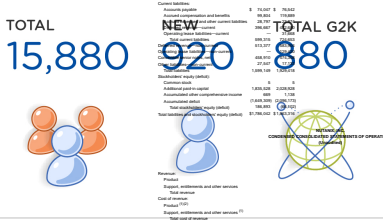
## TOTAL AVERAGE CONTRACT TERM



## FY19 NET EXPANSION CUSTOMER RETENTION



## CUSTOMERS



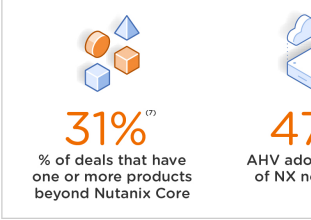
## G2K LIFETIME PURCHASE



## LARGE CUSTOMERS



## PLATFORM JOURNEY



## Q2 T



<sup>(1)</sup> Reconciliations between GAAP and non-GAAP financial measures and key performance metrics, as well as disaggregation of revenue and billings, are provided in the tables of the Q2 FY20 earnings release. There is no GAAP measure that is comparable to New ACV plus Renewals.  
<sup>(2)</sup> See appendix of the Q2 FY20 investor presentation for definitions of Total Contract Value, New ACV plus Renewals (or ACV), Total Average Contract Term, Dollar-Based Net Expansion, and Customer Retention.  
<sup>(3)</sup> Nutanix's Q2 FY20, Q1 FY20 and FY19, as applicable, billings and revenue were negatively impacted by its transition to a subscription business model.  
<sup>(4)</sup> Expansion and retention reflect FY19 results.  
<sup>(5)</sup> Global 2000 customer count reflects yearly update to the members of the Global 2000 list as reported by Forbes. Cumulative worldwide end customer and G2K customer counts reflect standard adjustments to certain customer accounts within our system of record, and are rounded to the nearest whole number.  
<sup>(6)</sup> G2K lifetime purchase multiple is defined as total lifetime purchase divided by initial purchase using software and support bookings, for G2K customers that have customer counts for over 18 months.  
<sup>(7)</sup> Calculated on a rolling four-quarter average.

**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**

	Q2 FY20	Q2 FY19
Revenue	\$1,063.0	\$783.0
Cost of revenue	(100.0)	(80.0)
Gross profit	\$963.0	\$703.0
Operating expenses	(350.0)	(300.0)
Operating income	\$613.0	\$403.0
Other income (expense)	(10.0)	(5.0)
Income before taxes	\$603.0	\$398.0
Income tax expense	(10.0)	(5.0)
Net income	\$593.0	\$393.0

**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**

	Q2 FY20	Q2 FY19
Revenue	\$1,063.0	\$783.0
Cost of revenue	(100.0)	(80.0)
Gross profit	\$963.0	\$703.0
Operating expenses	(350.0)	(300.0)
Operating income	\$613.0	\$403.0
Other income (expense)	(10.0)	(5.0)
Income before taxes	\$603.0	\$398.0
Income tax expense	(10.0)	(5.0)
Net income	\$593.0	\$393.0

**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**

	Q2 FY20	Q2 FY19
Revenue	\$1,063.0	\$783.0
Cost of revenue	(100.0)	(80.0)
Gross profit	\$963.0	\$703.0
Operating expenses	(350.0)	(300.0)
Operating income	\$613.0	\$403.0
Other income (expense)	(10.0)	(5.0)
Income before taxes	\$603.0	\$398.0
Income tax expense	(10.0)	(5.0)
Net income	\$593.0	\$393.0

**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**

	Q2 FY20	Q2 FY19
Revenue	\$1,063.0	\$783.0
Cost of revenue	(100.0)	(80.0)
Gross profit	\$963.0	\$703.0
Operating expenses	(350.0)	(300.0)
Operating income	\$613.0	\$403.0
Other income (expense)	(10.0)	(5.0)
Income before taxes	\$603.0	\$398.0
Income tax expense	(10.0)	(5.0)
Net income	\$593.0	\$393.0

**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**

	Q2 FY20	Q2 FY19
Net income	\$593.0	\$393.0
Depreciation and amortization	100.0	80.0
Stock-based compensation	50.0	40.0
Change in accounts receivable	(20.0)	(10.0)
Change in accounts payable	10.0	5.0
Change in other assets and liabilities	(5.0)	(2.0)
Change in cash and cash equivalents	718.0	406.0
Cash and cash equivalents at beginning of period	1,282.0	876.0
Cash and cash equivalents at end of period	\$2,000.0	\$1,282.0

