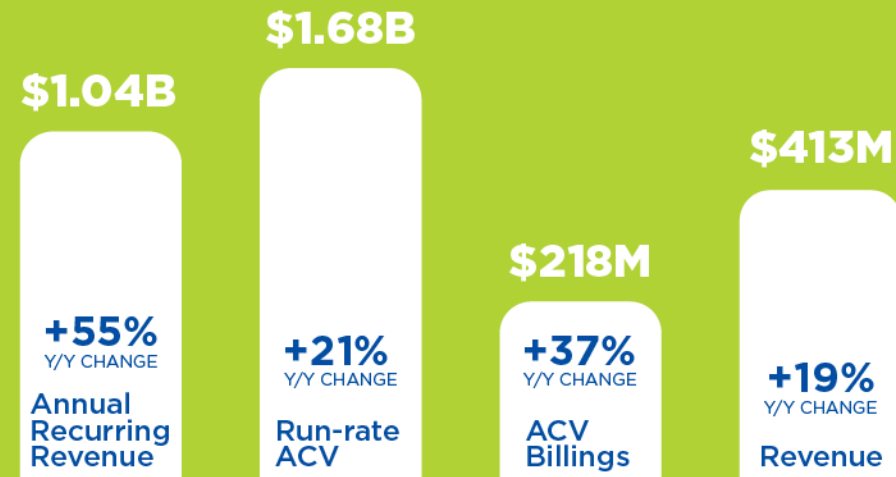


# Q2 FISCAL 2022 EARNINGS SUMMARY<sup>(1)(2)</sup>



DATA AS OF JANUARY 31, 2022

## Q2 FINANCIALS



## WORLD-CLASS NPS

**90** Net Promoter Score



## AHV

**55%**<sup>(3)</sup>

AHV Adoption as a % of NX Cores

+3pts Y/Y



## PORTFOLIO UPDATE

### Launched Simplified Product Portfolio

New Product Portfolio Makes it Easier for Customers to Execute on Their Hybrid Multicloud Strategies



## LARGE CUSTOMERS

**1,662**<sup>(4)</sup>

Customers with Lifetime Bookings of >\$1M



## CUSTOMERS<sup>(5)</sup>



**21,400**

Total



**700**

New

<sup>(1)</sup>Reconciliations between GAAP and non-GAAP financial measures and key performance measures, as well as disaggregation of revenue, are provided in the tables of the Q2 Fiscal 2022 earnings release. There is no GAAP measure that is comparable to ACV Billings, Annual Recurring Revenue, or Run-rate ACV.

<sup>(2)</sup>See appendix of the Q2 Fiscal 2022 earnings presentation for definitions of ACV, ACV Billings, Annual Recurring Revenue, and Run-rate ACV.

<sup>(3)</sup>Calculated on a rolling four-quarter average.

<sup>(4)</sup>Measured in TCV Bookings.

<sup>(5)</sup>The cumulative worldwide end-customer count reflects standard adjustments to certain customer accounts within our system of record, and is rounded to the nearest 10.