

Q3 Fiscal 2024 Earnings Summary^{(1) (2)}

NUTANIX

Data as of April 30, 2024

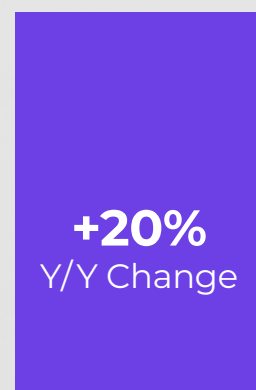
Q3 Financials

\$1.82B



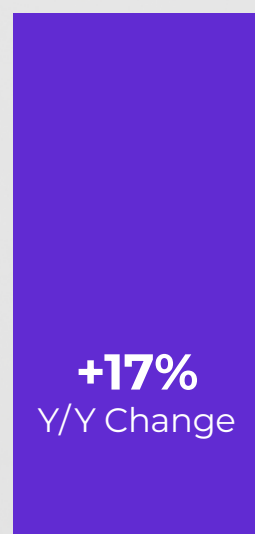
Annual Recurring Revenue

\$289M



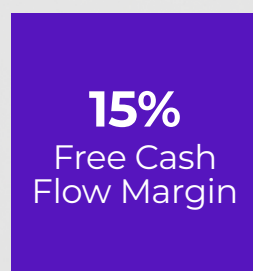
ACV Billings

\$525M



Revenue

\$78M



Free Cash Flow

\$73M



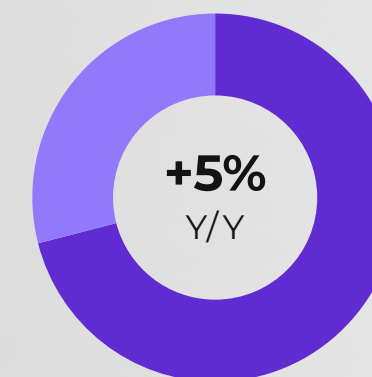
Non-GAAP Operating Income

Customers⁽⁴⁾

25,860

Total

AHV



71%⁽³⁾

AHV Adoption as a % of Total Cores

Portfolio Update

Announced Collaboration with Dell Technologies on New Joint Solutions for Hybrid Multicloud.



World-Class NPS

90

Net Promoter Score
7-Year Average

⁽¹⁾ Reconciliations between GAAP and Non-GAAP financial measures and key performance measures are provided in the tables of the Q3 Fiscal 2024 earnings press release. There is no GAAP measure that is comparable to ACV Billings or Annual Recurring Revenue.

⁽²⁾ See appendix of the Q3 Fiscal 2024 earnings presentation for definitions of ACV, ACV Billings, and Annual Recurring Revenue.

⁽³⁾ Calculated on a rolling four-quarter average.

⁽⁴⁾ 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.