

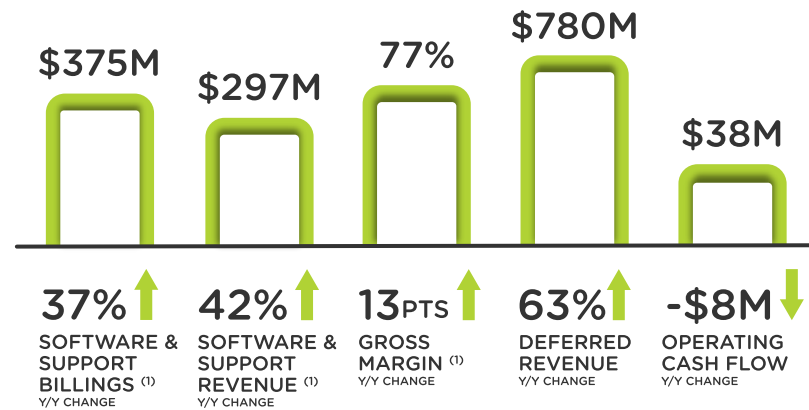
**QUOTE**



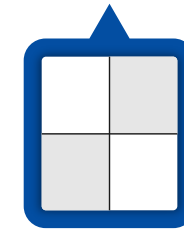
Our product portfolio is coming together really well as we double down on simplicity and reliability. On a trailing 4 quarter basis, Q2 saw a record 40 percent adoption of AHV, and 21 percent of deals included Essentials and Enterprise product offerings beyond the Core. We also saw growing momentum toward a recurring revenue model, delivering 57 percent of billings from subscriptions this quarter.

- Dheeraj Pandey

**Q2 '19 FINANCIALS**



**GARTNER**



**LEADER**

**FORRESTER**



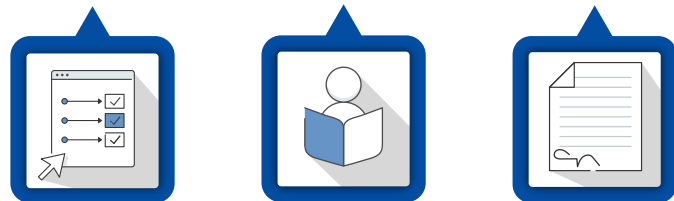
**LEADER**

**RULE OF 40**

**49%** <sup>(2) (3)</sup>  
DRIVEN BY STRONG SOFTWARE REVENUE GROWTH

**Q2 RECURRING REVENUE MODEL**

**57%** <sup>(1)</sup> SUBSCRIPTION BILLINGS MIX  
**+112%** SUBSCRIPTION REVENUE Y/Y GROWTH  
**3.6 yrs** <sup>(2)</sup> AVERAGE SUBSCRIPTION CONTRACT LENGTH



**G2K LIFETIME PURCHASE**

**11.0x** <sup>(4)</sup>  
REPEAT PURCHASE MULTIPLE OF G2K CUSTOMERS > 18 MONTHS

**LARGE CUSTOMERS**

**779**  
CUSTOMERS WITH LIFETIME BOOKINGS OF AT LEAST \$1M

**CUSTOMER JOURNEY**

**21%** <sup>(2)</sup>  
% OF DEALS THAT HAVE ONE OR MORE PRODUCTS BEYOND NUTANIX CORE

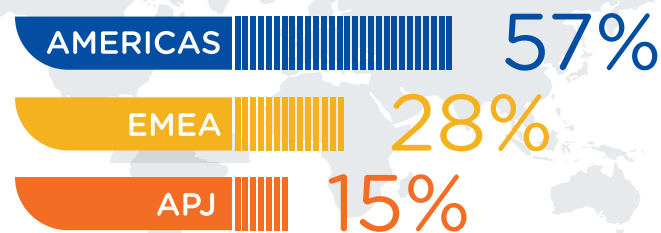
**40%** <sup>(2)</sup>  
AHV ADOPTION AS % OF NX NODES SOLD

**EMPLOYEES**

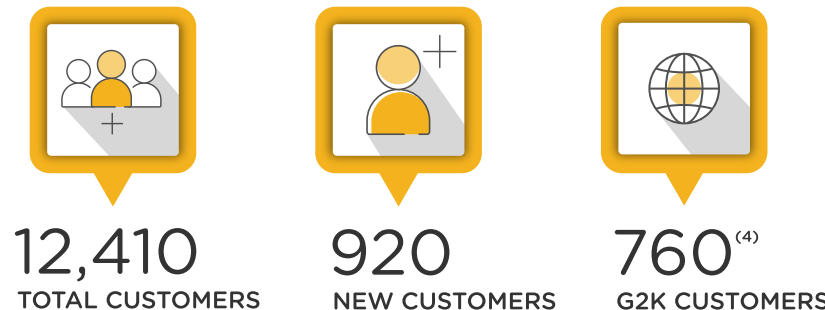


**4,700** WORLDWIDE EMPLOYEES

**Q2 SOFTWARE & SUPPORT BOOKINGS BY REGION**



**CUSTOMERS**



**Q2 WORKLOAD DISTRIBUTION**



**WORLD-CLASS NPS**



<sup>(1)</sup> Reconciliations between GAAP and non-GAAP financial measures and key performance measures are provided in the tables of the Q2 FY'19 press release.  
<sup>(2)</sup> Based on a trailing four-quarter average.  
<sup>(3)</sup> Rule of 40 score is calculated by adding software and support revenue growth % to free cash as a % of software and support revenue.  
<sup>(4)</sup> 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.