

# Q2 Fiscal 2024 Earnings Summary<sup>(1) (2)</sup>

NUTANIX

Data as of January 31, 2024

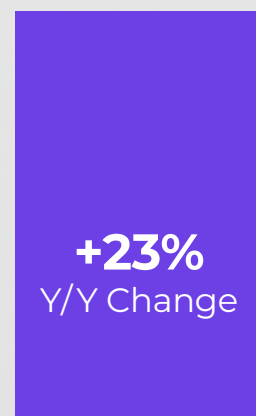
## Q2 Financials

**\$1.74B**



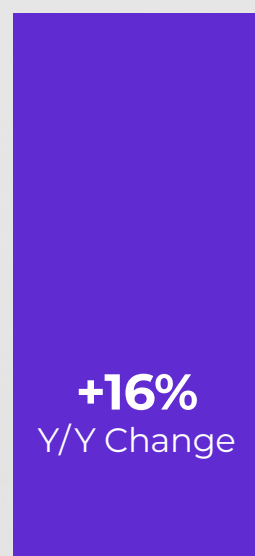
**Annual Recurring Revenue**

**\$329M**



**ACV Billings**

**\$565M**



**Revenue**

**\$163M**



**Free Cash Flow**

**\$124M**



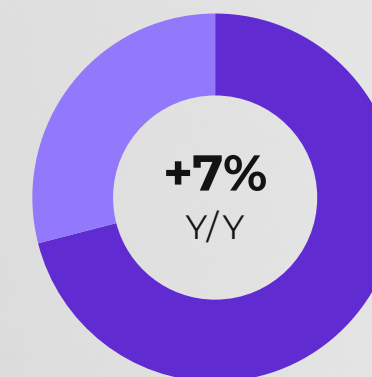
**Non-GAAP Operating Income**

## Customers<sup>(4)</sup>

**25,370**

Total

## AHV



**70%**<sup>(3)</sup>

AHV Adoption as a % of Total Cores

## Portfolio Update

Announces GA of D2iQ Kubernetes Platform 2.7, Enabling AI-Powered Modern App Management



## World-Class NPS

**90**

Net Promoter Score  
7-Year Average

<sup>(1)</sup> Reconciliations between GAAP and Non-GAAP financial measures and key performance measures are provided in the tables of the Q2 Fiscal 2024 earnings press release. There is no GAAP measure that is comparable to ACV Billings or Annual Recurring Revenue.

<sup>(2)</sup> See appendix of the Q2 Fiscal 2024 earnings presentation for definitions of ACV, ACV Billings, and Annual Recurring Revenue.

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

<sup>(4)</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.