

**ACV-FIRST STRATEGY**

**Better Deal Economics**

**Accelerated Emerging Product Adoption**

**Shorter Time to Renewals**

**ACV Growth**

**Q2 FINANCIALS**

**\$1.4B**

**+28% ↑**  
Run-rate ACV  
Y/Y CHANGE

**\$159M**

**+14% ↑**  
ACV Billings  
Y/Y CHANGE

**82.7%**

**+130bps ↑**  
Non-GAAP Gross Margin  
Y/Y CHANGE

**Total Revenue \$346M**  
Flat Y/Y  
(Impacted by Shorter Avg. Contract Term)

**Total Average Contract Term 3.4 Years**  
(0.5) Year Y/Y

**GARTNER — FORRESTER**

**Leader 2019, 2020**

**Leader 2018, 2020**

**WORLD-CLASS NPS**

**90**

**7yr Avg.**

**90 Net Promoter Score**

**PORTFOLIO UPDATE**

**Nutanix Objects and Files**

Nutanix released new hybrid cloud capabilities for its unstructured data storage offerings in December 2020

**HYBRID AND MULTICLOUD PLATFORM**

**52% <sup>(3)</sup>**

AHV Adoption as a % of Total Nodes

**+6pts YoY**

**37% <sup>(3)</sup>**

% of Deals Involving at Least One Emerging Product

**+6pts YoY**

**100+%**

YoY Growth in New ACV From Emerging Products

**SUBSCRIPTION BILLINGS**

**88%**

Subscription as a % of Total Billings

**RENEWAL BILLINGS**

**11%**

Q2 LTM Renewal as a % of Total Billings

(More Renewals to Drive Leverage Over Time)

**CUSTOMERS <sup>(4)</sup>**

**18,770**  
TOTAL

**730**  
NEW

**950**  
TOTAL G2K

**G2K LIFETIME ACV PURCHASE**

**15.7x <sup>(5)</sup>**

ACV Repeat Purchase Multiple of G2K Customers > 18 Months

**LARGE CUSTOMERS**

**1,358**

Customers with Lifetime Bookings of >\$1M

**EMPLOYEE MIX**

**6,210** Total

**48%** Sales & Marketing

**16%** Support & Services

**29%** R&D

**7%** G&A

**Q2 ACV BOOKINGS**

**AMER 63%**

**EMEA 26%**

**APJ 11%**

<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 FY'21 earnings release. There is no GAAP measure that is comparable to ACV Billings, New ACV, ACV Bookings, or Run-rate ACV.  
<sup>(2)</sup> See appendix of the Q2 FY'21 earnings presentation for definitions of ACV Billings, New ACV, ACV, Run-rate ACV, Total Average Contract Term, and ACV Bookings.  
<sup>(3)</sup> Calculated on a rolling four-quarter average.  
<sup>(4)</sup> 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 10. G2K customer count reflects yearly update to the members of the G2K list as reported by Forbes.  
<sup>(5)</sup> G2K lifetime ACV purchase multiple is defined as ACV of total lifetime purchase divided by ACV of initial purchase for G2K customers that have been customers for over 18 months.