ACV-FIRST STRATEGY

Better Deal Economics

Shorter Time to Renewals

Accelerated Emerging Product Adoption

ACV Growth

Q3 FINANCIALS

$1.45B
+25% Run-rate ACV Y/Y CHANGE

$160M
+18% ACV Billings Y/Y CHANGE

81.7%
+100 bps Non-GAAP Gross Margin Y/Y CHANGE

Revenue
$345M
+8% Y/Y

Average Contract Term
3.3 Years
(0.5) Year Y/Y

GARTNER

Leader
2019, 2020

FORRESTER

Leader
2018, 2020

WORLD-CLASS NPS

90
7 yr. Avg.

90 Net Promoter Score

PORTFOLIO UPDATE

Nutanix and Lenovo
Partnered with Lenovo to Deliver As-a-Service Solution for Hosted Desktops

HYBRID AND MULTICLOUD PLATFORM

52% [3]
AHV Adoption as a % of Total Nodes
+4pts YoY

39% [3]
% of Deals Involving at Least One Emerging Product
+7pts YoY

80+%
YoY Growth in New ACV from Emerging Products

SUBSCRIPTION BILLINGS

89%
Subscription as a % of Total Billings

RENEWAL BILLINGS

11%
Q3 LTM Renewal as a % of Total Billings
(More Renewals to Drive Leverage Over Time)

CUSTOMERS [4]

19,430
TOTAL

660
NEW

960
TOTAL G2K

G2K LIFETIME ACV PURCHASE

16.2x [5]
ACV Repeat Purchase Multiple of G2K Customers > 18 Months

LARGE CUSTOMERS

1,433
Customers with Lifetime Bookings of >$1M

EMPLOYEE MIX

6,190 Total
47% Sales & Marketing
16% Support & Services
29% R&D
8% G&A

Q3 ACV BOOKINGS

AMER 64%
EMEA 21%
APJ 15%