

ACV-FIRST STRATEGY

Better Deal Economics

Accelerated Emerging Product Adoption

Shorter Time to Renewals

ACV Growth

Q3 FINANCIALS

\$1.45B

+25% ↑
Run-rate ACV
Y/Y CHANGE

\$160M

+18% ↑
ACV Billings
Y/Y CHANGE

81.7%

+100bps ↑
Non-GAAP Gross Margin
Y/Y CHANGE

Revenue \$345M
+8% Y/Y

Average Contract Term 3.3 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 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%

⁽¹⁾ 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 Q3 FY'21 earnings release. There is no GAAP measure that is comparable to ACV Billings or Run-rate ACV.
⁽²⁾ See appendix of the Q3 FY'21 earnings presentation for definitions of ACV Billings, ACV, New ACV, Run-rate ACV, Average Contract Term, and ACV Bookings.
⁽³⁾ Calculated on a rolling four-quarter average.
⁽⁴⁾ Cumulative total customer and G2K customer counts reflect standard adjustments/consolidation to certain customer accounts within our system of record, and are rounded to the nearest 10. These adjustments were more significant in Q3'21 than in past quarters. G2K customer count reflects yearly update to the members of the G2K list as reported by Forbes.
⁽⁵⁾ 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.