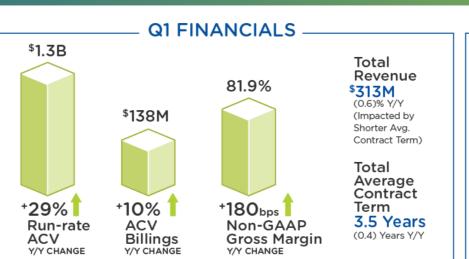
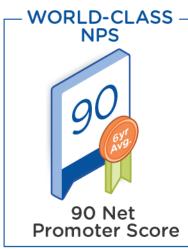


## ACV-FIRST STRATEGY Better Unit Economics Shorter Time to Renewals













**Accelerated New** 

**Product Adoption** 

Nutanix Hybrid Cloud on AWS GA in August 2020



Nutanix Hybrid Cloud on Azure Entered Partnership in September 2020



49% 5

AHV Adoption as a % of NX Nodes

+2pts YoY



HYBRID CLOUD PLATFORM

35%°

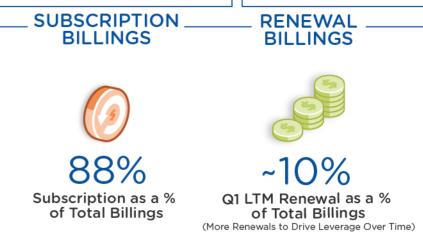
% of Deals Involving at Least One New Product

+7pts YoY



87%

YoY Growth of New ACV from New Products



## CUSTOMERS (4)



18,040

TOTAL

8

680

NEW

930 TOTAL G2K

## G2K LIFETIME — LARGE — ACV PURCHASE CUSTOMERS



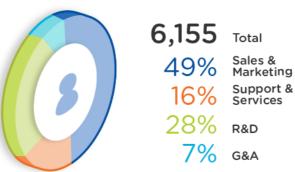
16.4x SACV Repeat Purchase

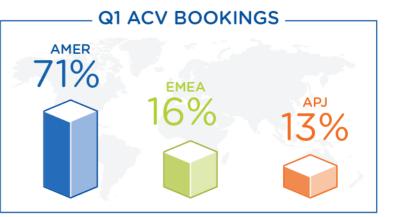
Multiple of G2K

Customers > 18 Months

Customers with Lifetime Bookings of >\$1M

## - EMPLOYEE MIX -





n Reconciliations between GAAP and non-GAAP financial measures and key performance metrics, as well as the disaggregation of revenue, is provided in the tables of the Q1 FY'21 earnings release. There is no GAAP measure that is comparable to ACV Billings or Run-rate ACV.

(2) See appendix of the Q1 FY'21 earnings presentation for definitions of ACV Billings, Run-rate ACV, Total Average Contract Term, and ACV Bookings.

(3) Calculated on a rolling four-quarter average

<sup>(4)</sup> Cumulative worldwide end-customer and GZK 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.

(5) G2K lifetime ACV purchase multiple is defined as ACV of total lifetime purchase divided by ACV of initial purchase for G2K customers for over 18 months.