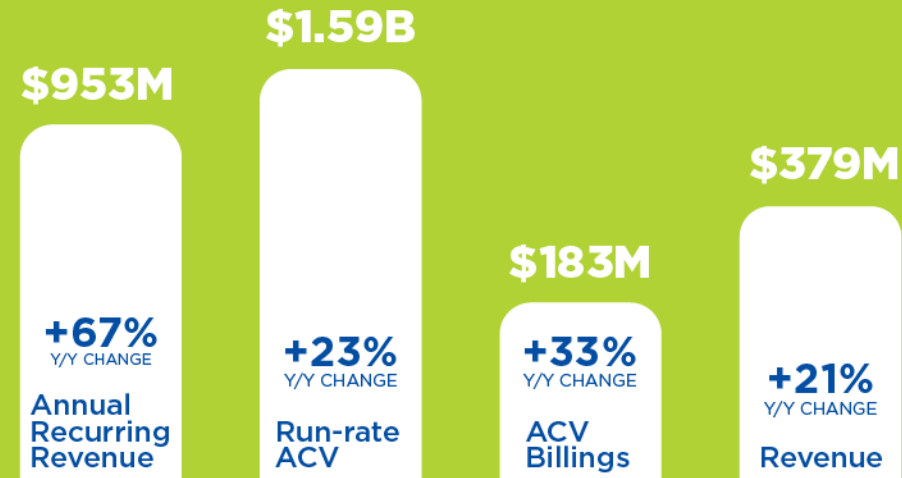


Q1 FISCAL 2022 EARNINGS SUMMARY⁽¹⁾⁽²⁾



DATA AS OF OCTOBER 31, 2021

Q1 FINANCIALS



WORLD-CLASS NPS

90 Net Promoter Score



AHV

57%⁽³⁾

AHV Adoption as a % of NX Cores

+8pts Y/Y



PARTNERSHIP UPDATE

Nutanix and Citrix

Formed Strategic Partnership with Citrix to Power the Future of Work



LARGE CUSTOMERS

1,580⁽⁴⁾

Customers with Lifetime Bookings of >\$1M



CUSTOMERS⁽⁵⁾



20,700

Total



560

New

⁽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 Q1 Fiscal 2022 earnings release. There is no GAAP measure that is comparable to ACV Billings, Annual Recurring Revenue, Run-rate ACV, or TCV Bookings.

⁽²⁾See appendix of the Q1 Fiscal 2022 earnings presentation for definitions of ACV, ACV Billings, Annual Recurring Revenue, Run-rate ACV, and TCV Bookings.

⁽³⁾Calculated on a rolling four-quarter average.

⁽⁴⁾Measured in TCV Bookings.

⁽⁵⁾The cumulative total customer count reflects standard adjustments/consolidation to certain customer accounts within our system of record and is rounded to the nearest 10.