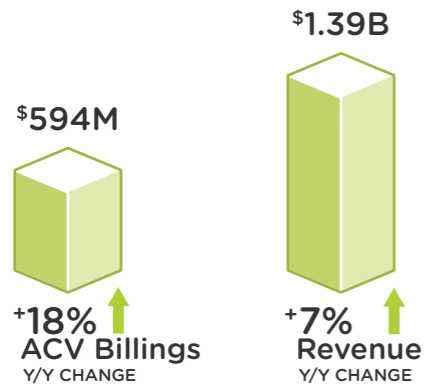
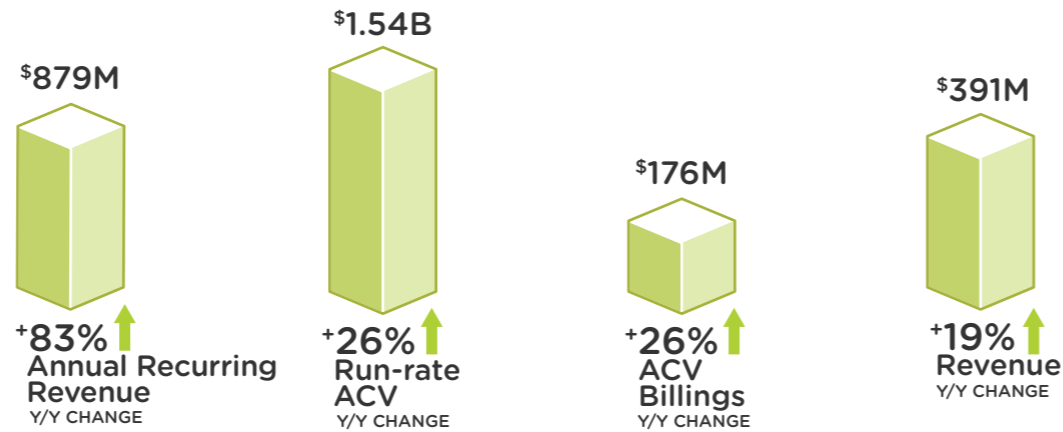


### FISCAL 2021 HIGHLIGHTS



### Q4 FINANCIALS



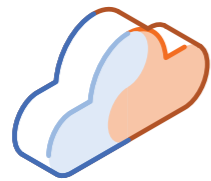
### GARTNER — FORRESTER



### WORLD-CLASS NPS



### PARTNERSHIP UPDATE



**Nutanix and Red Hat**  
 Formed Strategic Partnership with Red Hat to Deliver Industry Leading, Open Hybrid Multicloud Solutions for Customers

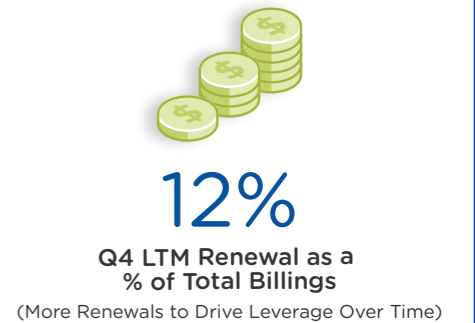
### HYBRID MULTICLOUD PLATFORM



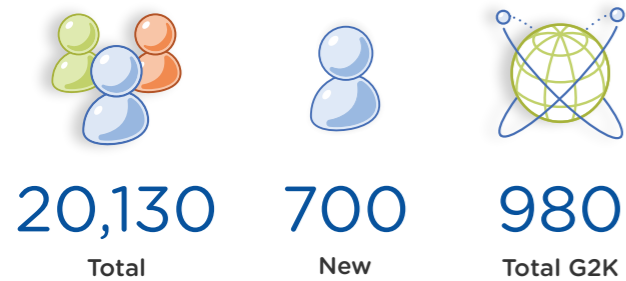
### SUBSCRIPTION BILLINGS



### RENEWAL BILLINGS



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



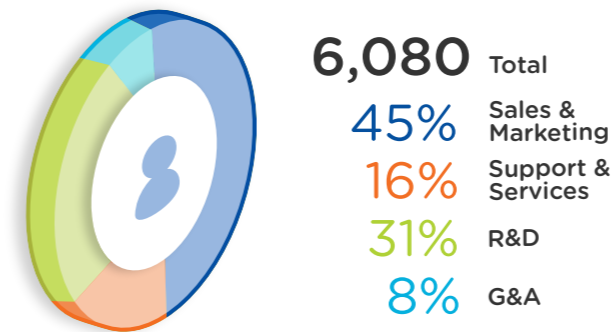
### G2K LIFETIME ACV PURCHASE



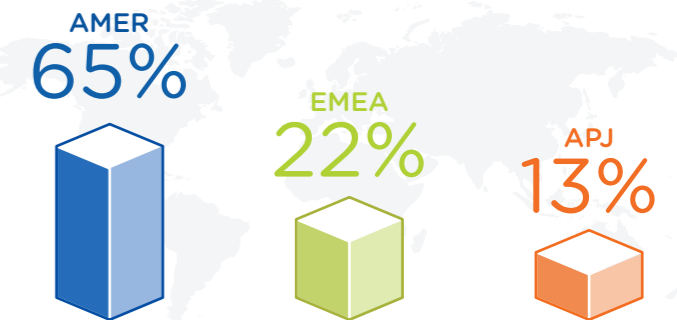
### LARGE CUSTOMERS



### EMPLOYEE MIX



### Q4 ACV BOOKINGS



<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 Q4 and Fiscal 2021 earnings release. There is no GAAP measure that is comparable to ACV Billings, Annual Recurring Revenue, or Run-rate ACV.  
<sup>(2)</sup>See appendix of the Q4 and Fiscal 2021 earnings presentation for definitions of ACV, ACV Billings, ACV Bookings, Annual Recurring Revenue, Average Contract Term, New ACV Bookings, and Run-rate ACV.  
<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.