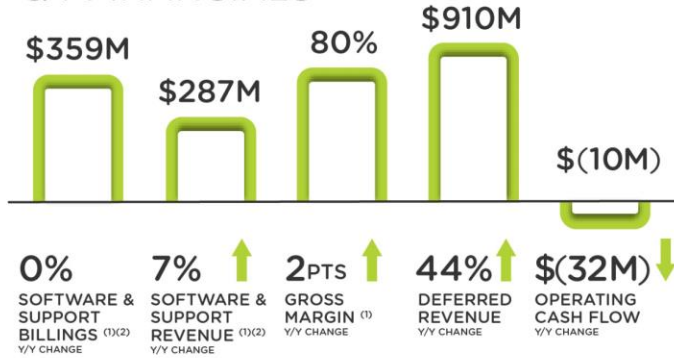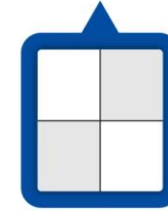# NUTANIX
YOUR ENTERPRISE CLOUD

QUOTE

"

We delivered a solid fourth quarter and believe our performance reflects our execution improvements and the meaningful progress we have made transitioning our business to a subscription model. We are encouraged by our record gross margins, strengthening pipeline, progress in sales hiring, and recent large customer wins. We have a strong set of tenured sales leaders in place and continue to lead the industry as an innovator with technology at the forefront of hybrid cloud transformation.

— Dheeraj Pandey

Q4 FINANCIALS

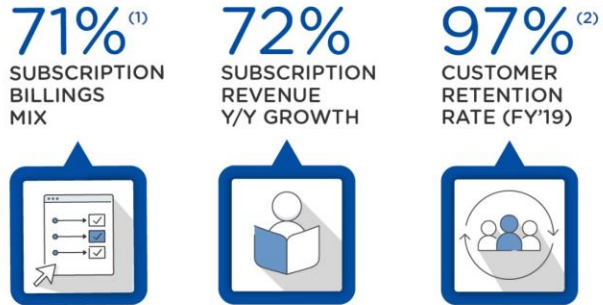$359M $287M   80% $910M $(10M)

0%	7% ↑	2 PTS ↑	44% ↑	$(32M) ↓
SOFTWARE & SUPPORT BILLINGS [1][2] Y/Y CHANGE	SOFTWARE & SUPPORT REVENUE [1][2] Y/Y CHANGE	GROSS MARGIN [1] Y/Y CHANGE	DEFERRED REVENUE Y/Y CHANGE	OPERATING CASH FLOW Y/Y CHANGE

GARTNER
LEADER

FORRESTER
LEADER

EMPLOYEES
5,340
WORLDWIDE

Q4 RECURRING REVENUE MODEL

71% [1]
SUBSCRIPTION BILLINGS MIX

72%
SUBSCRIPTION REVENUE Y/Y GROWTH

97% [2]
CUSTOMER RETENTION RATE (FY'19)

CUSTOMER JOURNEY

26% [3]
% OF DEALS THAT HAVE ONE OR MORE PRODUCTS BEYOND NUTANIX CORE

47% [3]
AHV ADOPTION AS % OF NX NODES SOLD

G2K LIFETIME PURCHASE

11.7x [4]
REPEAT PURCHASE MULTIPLE OF G2K CUSTOMERS > 18 MONTHS

LARGE CUSTOMERS

921
CUSTOMERS WITH LIFETIME BOOKINGS OF AT LEAST $1M

NET EXPANSION

132% [5]
FY'19 DOLLAR-BASED NET EXPANSION RATE

Q4 WORKLOAD DISTRIBUTION

ENTERPRISE APPLICATIONS

VIRTUAL DESKTOP INFRASTRUCTURE

SERVER VIRTUALIZATION/ PRIVATE CLOUD

Q4 SOFTWARE & SUPPORT BOOKINGS BY REGION

AMERICAS	59%
EMEA	24%
APJ	17%

CUSTOMERS

TOTAL
14,180 [6]

NEW
990 [6]

TOTAL G2K
810 [4]

WORLD-CLASS NPS

90
NET PROMOTER SCORE

5 yr Avg.
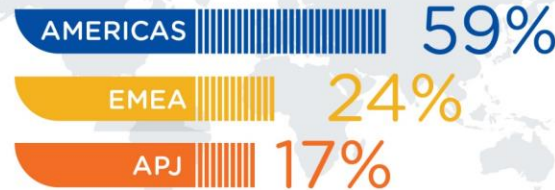
[1] Reconciliations between GAAP and non-GAAP financial measures and key performance measures are provided in the tables of the Q4 FY'19 press release.
[2] Nutanix's Q4'19 billings and revenue were negatively impacted by its ongoing transition to subscription.
[3] Based on a trailing four-quarter average.
[4] Reflects yearly update of the members of the Global 2000 list as reported by Forbes. Repeat purchases of G2K customers are based on software and support bookings.
[5] See end note 1 for customer retention rate and end note 2 for dollar-based net expansion rate in the appendix of the Q4 FY'19 investor presentation.
[6] Added 990 new customers in Q4'19. Cumulative customer count reflects standard adjustments to certain customer accounts within our system of record.