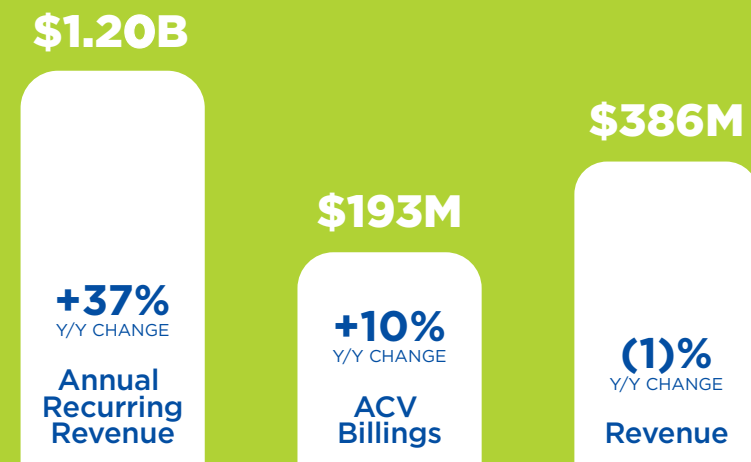


Q4 AND FISCAL 2022 EARNINGS SUMMARY ^{(1) (2)}



DATA AS OF JULY 31, 2022

Q4 FINANCIALS



WORLD-CLASS NPS

90 Net Promoter Score



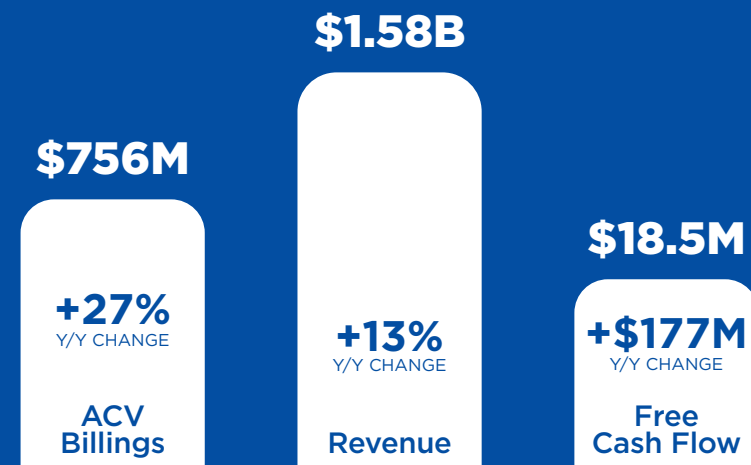
AHV

58%⁽³⁾
AHV Adoption as a % of NX Cores

+5pts Y/Y



FISCAL 2022 HIGHLIGHTS



LARGE CUSTOMERS ⁽⁴⁾

1,841

Customers with Lifetime Bookings of >\$1M



CUSTOMERS ⁽⁵⁾



22,600
Total



620
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 Q4 and Fiscal 2022 earnings release. There is no GAAP measure that is comparable to ACV Billings, Annual Recurring Revenue, or TCV Bookings.

⁽²⁾ See appendix of the Q4 and Fiscal 2022 earnings presentation for definitions of ACV, ACV Billings, Annual Recurring Revenue, and TCV Bookings.

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

⁽⁴⁾ Measured in TCV Bookings.

⁽⁵⁾ The cumulative worldwide end-customer count reflects standard adjustments to certain customer accounts within our system of record, and is rounded to the nearest 10.