

**ACV-FIRST STRATEGY**

**Better Unit Economics**

**Accelerated New Product Adoption**

**Shorter Time to Renewals**

**ACV Growth**

**Q1 FINANCIALS**

**\$1.3B**

**+29% ↑**  
Run-rate ACV  
Y/Y CHANGE

**\$138M**

**+10% ↑**  
ACV Billings  
Y/Y CHANGE

**81.9%**

**+180bps ↑**  
Non-GAAP Gross Margin  
Y/Y CHANGE

**Total Revenue \$313M**  
(0.6)% Y/Y  
(Impacted by Shorter Avg. Contract Term)

**Total Average Contract Term 3.5 Years**  
(0.4) Years Y/Y

**GARTNER — FORRESTER**

**Leader 2x in 2018, 2019**

**Leader 2018, 2020**

**WORLD-CLASS NPS**

**90**  
6yr Avg.

**90 Net Promoter Score**

**PORTFOLIO UPDATE**

**Nutanix Hybrid Cloud on AWS GA in August 2020**

**Nutanix Hybrid Cloud on Azure Entered Partnership in September 2020**

**HYBRID CLOUD PLATFORM**

**49% <sup>(3)</sup>**  
AHV Adoption as a % of NX Nodes  
+2pts YoY

**35% <sup>(3)</sup>**  
% of Deals Involving at Least One New Product  
+7pts YoY

**87%**  
YoY Growth of New ACV from New Products

**SUBSCRIPTION BILLINGS**

**88%**  
Subscription as a % of Total Billings

**RENEWAL BILLINGS**

**~10%**  
Q1 LTM Renewal as a % of Total Billings  
(More Renewals to Drive Leverage Over Time)

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

**18,040** TOTAL

**680** NEW

**930** TOTAL G2K

**G2K LIFETIME ACV PURCHASE**

**16.4x <sup>(5)</sup>**  
ACV Repeat Purchase Multiple of G2K Customers > 18 Months

**LARGE CUSTOMERS**

**1,276** Customers with Lifetime Bookings of >\$1M

**EMPLOYEE MIX**

**6,155** Total

**49%** Sales & Marketing

**16%** Support & Services

**28%** R&D

**7%** G&A

**Q1 ACV BOOKINGS**

**AMER 71%**

**EMEA 16%**

**APJ 13%**

<sup>(1)</sup> 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.  
<sup>(2)</sup> See appendix of the Q1 FY'21 earnings presentation for definitions of ACV Billings, Run-rate ACV, Total Average Contract Term, and ACV Bookings.  
<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.