



⁽¹⁾ Reconciliations between GAAP and non-GAAP financial measures and key performance metrics, as well as disaggregation of revenue and billings, are provided in the tables of the Q1 FY'20 earnings release. There is no GAAP measure that is comparable to New ACV plus Renewals.
⁽²⁾ See appendix of the Q1 FY'20 investor presentation for definitions of Total Contract Value (or TCV), New ACV plus Renewals (or ACV), Total Average Contract Term, Dollar-Based Net Expansion, and Customer Retention.
⁽³⁾ Nutanix's Q1 FY'20 and FY'19, as applicable, billings and revenue were negatively impacted by its transition to a subscription business model.
⁽⁴⁾ Expansion and retention reflect FY'19 results.
⁽⁵⁾ Global 2000 customer count reflects yearly update to the members of the Global 2000 list as reported by Forbes. Cumulative worldwide end-customer count reflects standard adjustments to certain customer accounts within our system of record, and are rounded to the nearest 10.
⁽⁶⁾ G2K lifetime purchase multiple is defined as total lifetime purchase divided by initial purchase using software and support bookings, for G2K customers that have been customers for over 18 months.
⁽⁷⁾ Calculated on a rolling four-quarter average.