

**ACV-FIRST STRATEGY**

**Better Deal Economics**

**Accelerated Emerging Product Adoption**

**Shorter Time to Renewals**

**ACV Growth**

**Q3 FINANCIALS**

**\$1.45B**

**+25% ↑**  
Run-rate ACV  
Y/Y CHANGE

**\$160M**

**+18% ↑**  
ACV Billings  
Y/Y CHANGE

**81.7%**

**+100bps ↑**  
Non-GAAP Gross Margin  
Y/Y CHANGE

**Revenue \$345M**  
+8% Y/Y

**Average Contract Term**  
**3.3 Years**  
(0.5) Year Y/Y

**GARTNER — FORRESTER**

**Leader 2019, 2020**

**Leader 2018, 2020**

**WORLD-CLASS NPS**

**90**

**7yr. Avg.**

**90 Net Promoter Score**

**PORTFOLIO UPDATE**

**Nutanix and Lenovo**

Partnered with Lenovo to Deliver As-a-Service Solution for Hosted Desktops

**HYBRID AND MULTICLOUD PLATFORM**

**52%**<sup>(3)</sup>

AHV Adoption as a % of Total Nodes

**+4pts YoY**

**39%**<sup>(3)</sup>

% of Deals Involving at Least One Emerging Product

**+7pts YoY**

**80+%**

YoY Growth in New ACV from Emerging Products

**SUBSCRIPTION BILLINGS**

**89%**

Subscription as a % of Total Billings

**RENEWAL BILLINGS**

**11%**

Q3 LTM Renewal as a % of Total Billings

(More Renewals to Drive Leverage Over Time)

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

**19,430** TOTAL

**660** NEW

**960** TOTAL G2K

**G2K LIFETIME ACV PURCHASE**

**16.2x**<sup>(5)</sup>

ACV Repeat Purchase Multiple of G2K Customers > 18 Months

**1,433** Customers with Lifetime Bookings of >\$1M

**LARGE CUSTOMERS**

**EMPLOYEE MIX**

**6,190** Total

**47%** Sales & Marketing

**16%** Support & Services

**29%** R&D

**8%** G&A

**Q3 ACV BOOKINGS**

**AMER 64%**

**EMEA 21%**

**APJ 15%**

<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 Q3 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 Q3 FY'21 earnings presentation for definitions of ACV Billings, ACV, New ACV, Run-rate ACV, Average Contract Term, and ACV Bookings.  
<sup>(3)</sup> Calculated on a rolling four-quarter average.  
<sup>(4)</sup> Cumulative total customer and G2K customer counts reflect standard adjustments/consolidation to certain customer accounts within our system of record, and are rounded to the nearest 10. These adjustments were more significant in Q3'21 than in past quarters. 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.