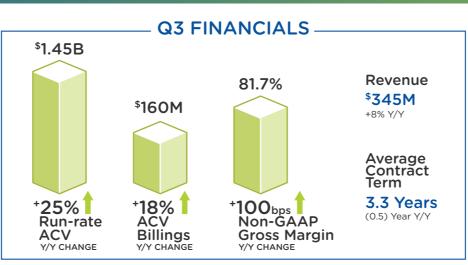


ACV-FIRST STRATEGY Better Deal Shorter Time Economics to Renewals **Accelerated Emerging ACV Growth Product Adoption**







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

HYBRID AND MULTICLOUD PLATFORM



52%

AHV Adoption as a % of Total Nodes

+4pts YoY



% of Deals Involving at Least One Emerging Product

+7pts YoY



YoY Growth in New ACV from **Emerging Products**





89%

Subscription as a % of Total Billings





Q3 LTM Renewal as a % of Total Billings

(More Renewals to Drive Leverage Over Time)

CUSTOMERS⁽⁴⁾



19,430

TOTAL



660

NEW

960 **TOTAL G2K**

G2K LIFETIME ACV PURCHASE

LARGE CUSTOMERS



ACV Repeat Purchase Multiple of G2K

Customers > 18 Months



Customers with Lifetime Bookings of >\$1M

EMPLOYEE MIX



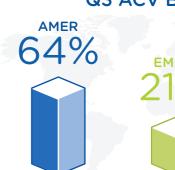
6,190 Total

Marketing

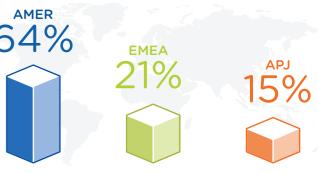
Support & Services

G&A

R&D



Q3 ACV BOOKINGS



(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 Q3 FY'21 earnings release. There is no GAAP measure that is comparable to ACV Billings or Run-rate ACV.
(2) 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.

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

Calculative 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.

⁽⁵⁾ 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.