

# Q3 Fiscal 2023 Earnings Summary <sup>(1) (2)</sup>

NUTANIX

Data as of April 30, 2023

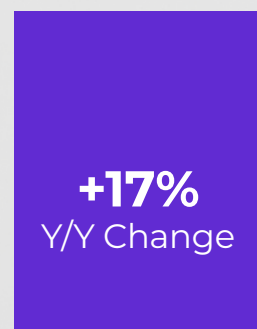
## Q3 Financials

**\$1.47B**



**Annual  
Recurring  
Revenue**

**\$240M**



**ACV  
Billings**

**\$449M**



**Revenue**

## Large Customers <sup>(4)</sup>

**2,085**

Customers with Lifetime  
Bookings of >\$1M

## Customers <sup>(5)</sup>

**430**  
New

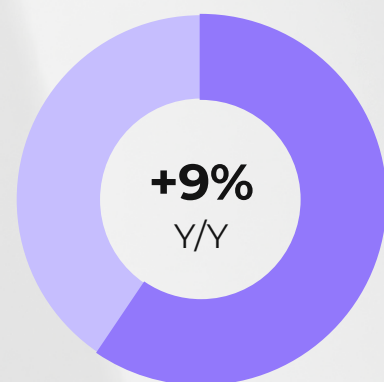
**24,050**  
Total

## World-Class NPS

**90**

Net Promoter Score  
7 year average

## AHV



**66%** <sup>(3)</sup>  
**AHV Adoption as  
a % of Total Cores**

## Portfolio Update

Announced Nutanix Data  
Services for Kubernetes,  
Multicloud Snapshot  
Technology (MST) and  
Nutanix Central, A Cloud to  
Edge Management Solution



<sup>(1)</sup> Reconciliations between GAAP and Non-GAAP financial measures and key performance measures are provided in the tables of the Q3 Fiscal 2023 earnings press release. There is no GAAP measure that is comparable to ACV Billings, Annual Recurring Revenue, or TCV Bookings.

<sup>(2)</sup> See appendix of the Q3 Fiscal 2023 earnings presentation for definitions of ACV, ACV Billings, Annual Recurring Revenue, and TCV Bookings.

<sup>(3)</sup> Calculated on a rolling four-quarter average.

<sup>(4)</sup> Measured in TCV Bookings.

<sup>(5)</sup> 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.