

Q1 Fiscal 2024 Earnings Summary ^{(1) (2)}

NUTANIX

Data as of October 31, 2023

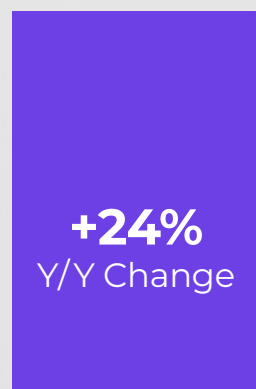
Q1 Financials

\$1.66B



Annual Recurring Revenue

\$287M



ACV Billings

\$511M



Revenue

\$132M



Free Cash Flow

\$79M



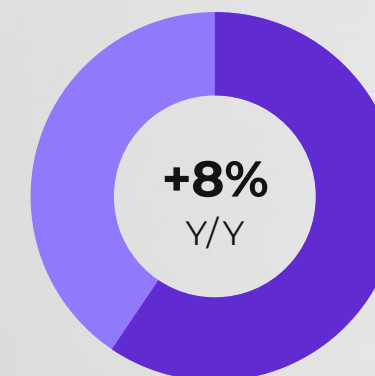
Non-GAAP Operating Income

Customers ⁽⁴⁾

24,930

Total

AHV



69% ⁽³⁾

AHV Adoption as a % of Total Cores

Portfolio Update

Announced Strengthening of Cyber Resilience with Accelerated Ransomware Detection and Recovery



World-Class NPS

90

Net Promoter Score
7-Year Average

⁽¹⁾ Reconciliations between GAAP and Non-GAAP financial measures and key performance measures are provided in the tables of the Q1 Fiscal 2024 earnings press release. There is no GAAP measure that is comparable to ACV Billings or Annual Recurring Revenue.

⁽²⁾ See appendix of the Q1 Fiscal 2024 earnings presentation for definitions of ACV, ACV Billings, and Annual Recurring Revenue.

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

⁽⁴⁾ 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.