

NUTANIX™

Data LifeCycle

OCT 2020

Customer-Centric ...

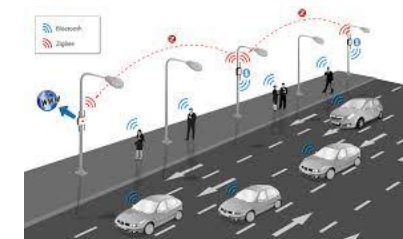
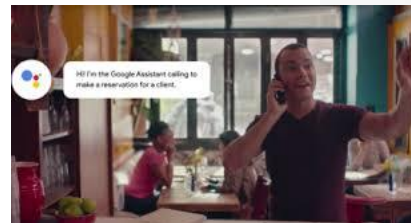
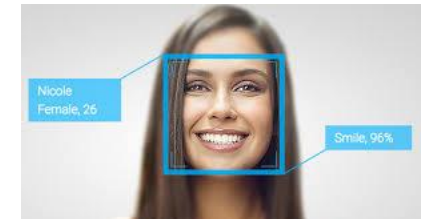
Fotos – Reconocimiento Facial/Objetos



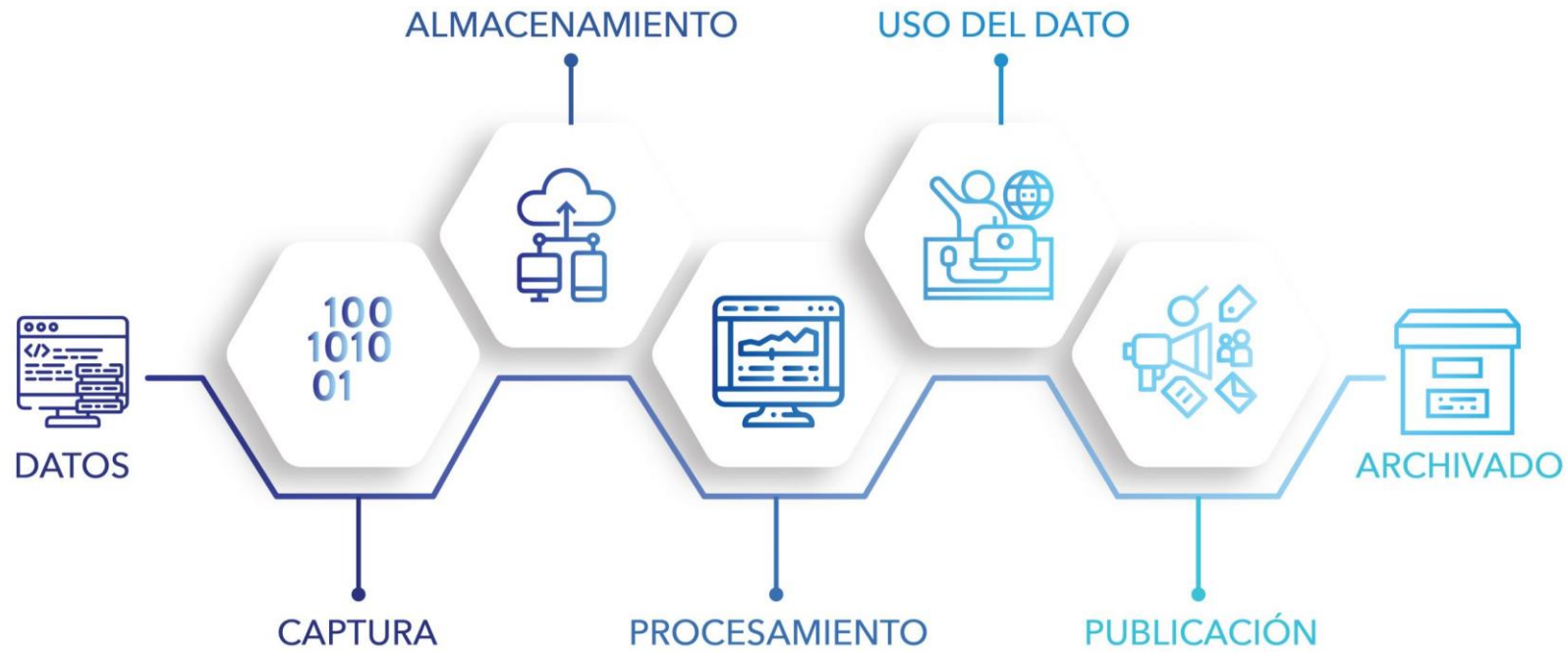
Audio – Reconocimiento de Voz



Video – Reconocimiento del Movimiento



Data Lifecycle



Data Lifecycle – Human & IoT



... Where the data is born



Data Lifecycle – Files & DDBB



... Store and Use



Data Lifecycle - Data-centric Analytics



... Exploit every data source to make Real Time decisions



Data Lifecycle - Safe



... Safeguard the information and guarantee its confidentiality and legality



Making Computing Invisible

Invisible Clouds

Multi Cloud Services



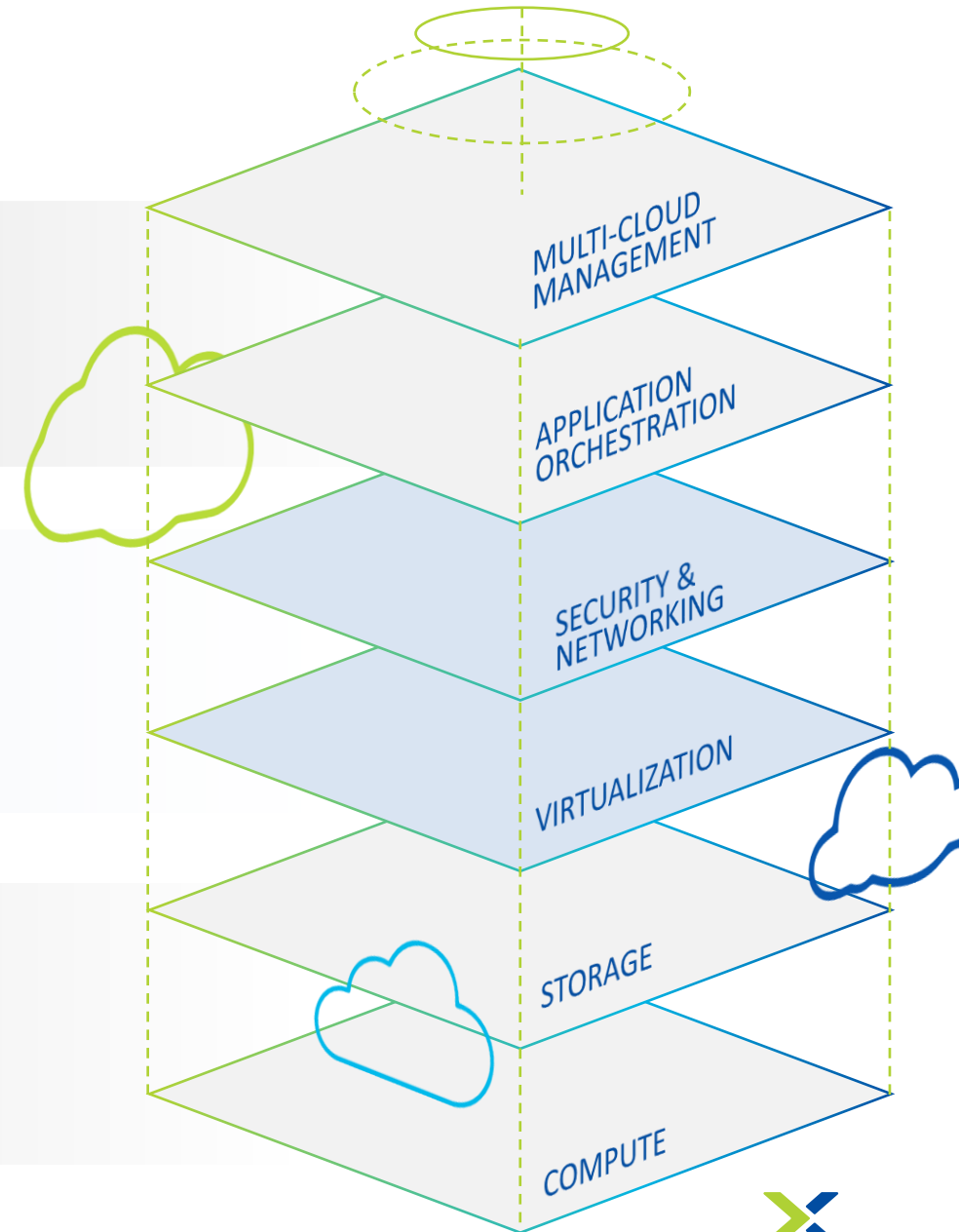
Invisible Datacenters

Cloud Platform for Any workload



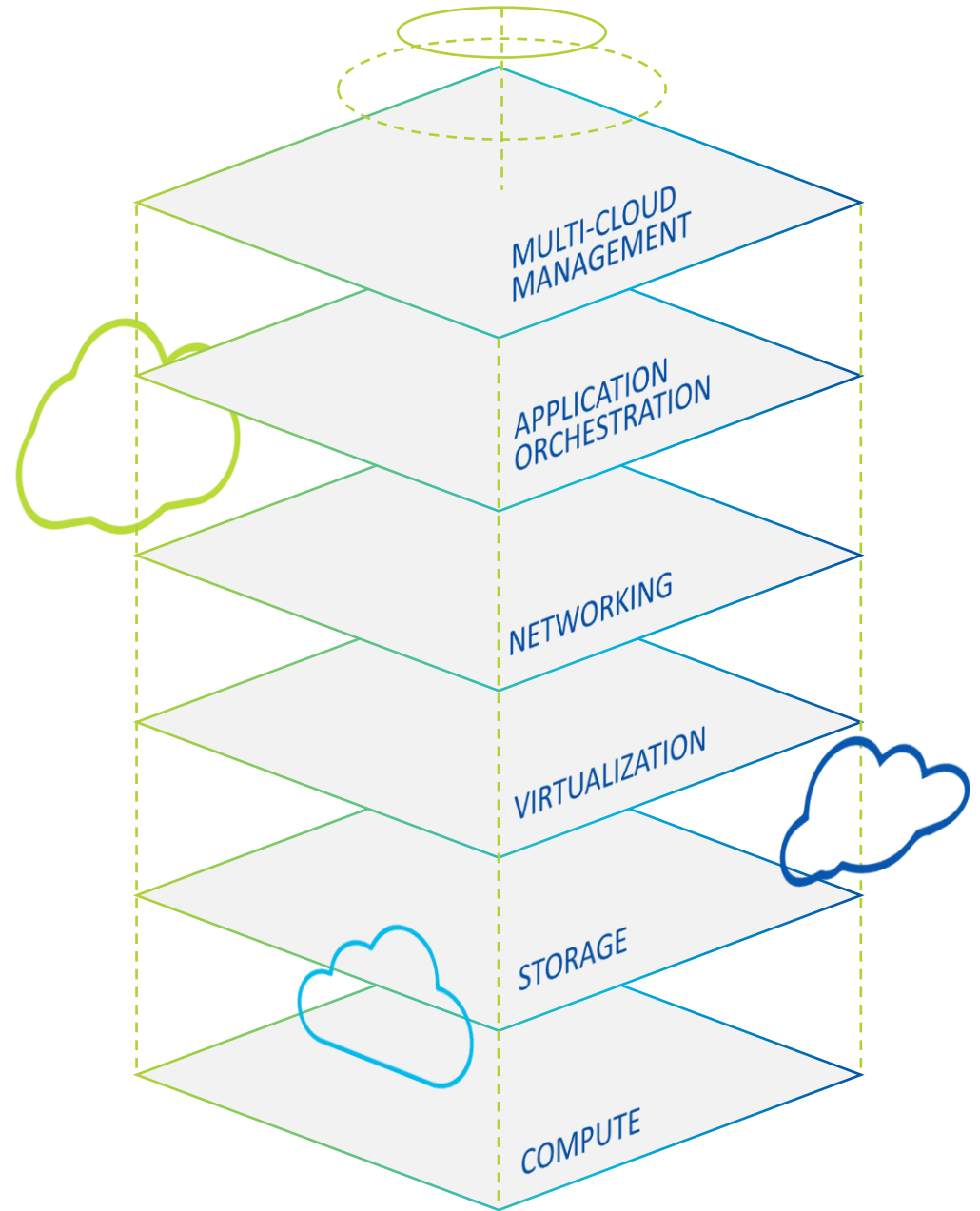
Invisible Infrastructure

Modernize IT with HCI



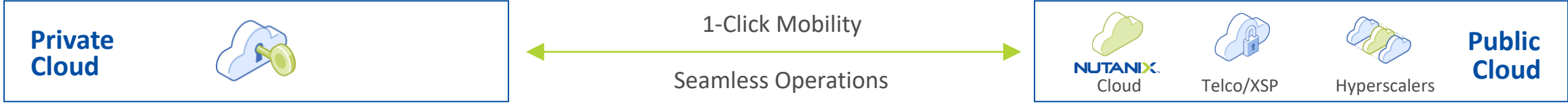
How We Do It

Nutanix software unifies private, public, and distributed clouds, and empowers IT to deliver applications and data that power their businesses.



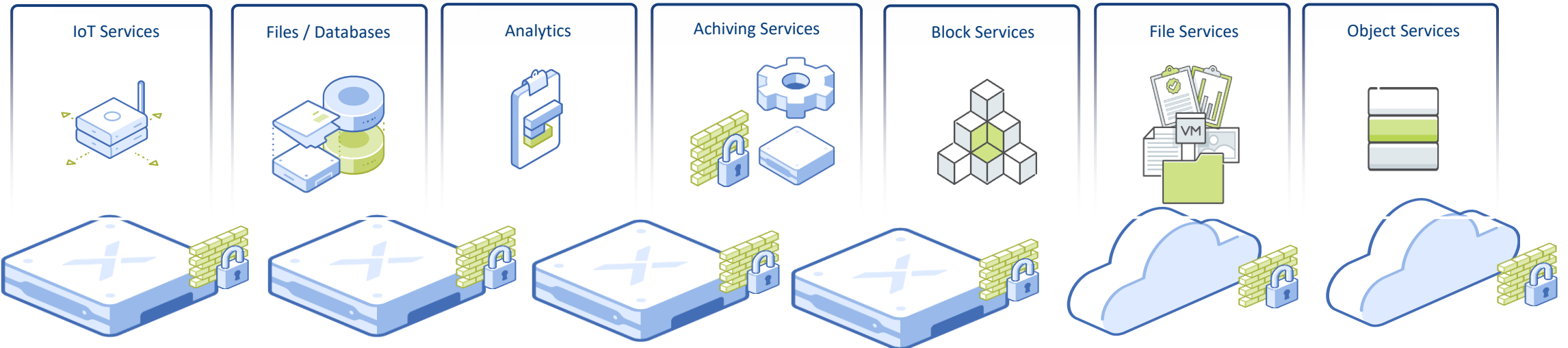
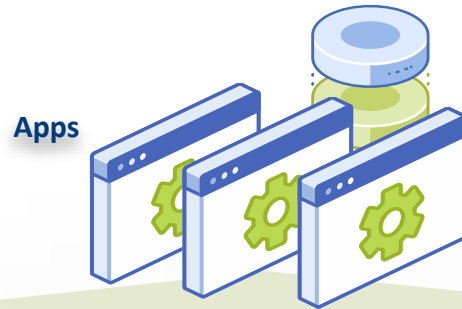
Our Offering: One Platform. Any App. Any Cloud. Focus on Long-term

Sustainable Growth with Multi Product Focus:
Platform-, App-, and Cloud-Agnostic



Native Cloud Services, Anywhere

Capabilities should be natively available and managed through a single, simple interface to activate and configure required data services with flexibility and adaptability – either in the Data Center or out at the Cloud/Edge –.



Nutanix FY'20 Overview

Nutanix is a global leader in cloud software and a pioneer in hyperconverged infrastructure solutions, making computing invisible anywhere.



\$1.31B

Total Revenue



81%

Non-GAAP Gross Margin



\$1.03B

Subscription (Subs) Revenue



59%

Subs Revenue YoY Growth



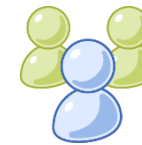
125% ⁽¹⁾

ACV Dollar-based Net Expansion Rate



96% ⁽¹⁾

Customer Retention Rate



17,360 ⁽²⁾

Customers including **920** G2K



90

Net Promoter Score (6-Year Average)

Data is as of July 31, 2020 and, unless otherwise indicated, calculated on a trailing 12-month basis.

See Appendix for non-GAAP to GAAP reconciliations.

(1) See Appendix for definitions of ACV Dollar-based Net Expansion and Customer Retention.

(2) See endnote 1 in the Appendix.

