

Q3 Fiscal 2026 Earnings Summary^{(1) (2)}

NUTANIX

Data as of April 30, 2026

\$703M

Revenue

+10% Y/Y Change

\$2.43B

Annual Recurring Revenue⁽³⁾

+15% Y/Y Change

\$156M

Non-GAAP Operating Income

22% Non-GAAP Operating Margin

\$197M

Free Cash Flow

28% Free Cash Flow Margin

Company Update

Nutanix announced plans to integrate the Nutanix Cloud Platform (NCP) with NetApp® Intelligent Data Infrastructure and support NCP on Lenovo ThinkSystem servers and storage, with availability expected later this year.



We saw solid demand in the third quarter, including strong bookings, healthy new logo additions, and good free cash flow performance. We also announced significant new innovations and partnerships in the areas of AI, modern applications and support for external storage, which will help us pursue the substantial market opportunity in front of us. ”

Rajiv Ramaswami
CEO

31,710

Total Customers⁽⁴⁾

90

Net Promoter Score
10-Year Average

90%

AHV Adoption as
a % of Total Cores⁽⁵⁾

⁽¹⁾ Reconciliations between GAAP and Non-GAAP financial measures and key performance measures are provided in the tables of the Q3 Fiscal 2026 earnings press release. There is no GAAP measure that is comparable to Annual Recurring Revenue.

⁽²⁾ See appendix of the Q3 Fiscal 2026 earnings presentation for definition of Annual Recurring Revenue.

⁽³⁾ Beginning with the first quarter of fiscal 2026, our methodology for calculating Annual Recurring Revenue ("ARR") was updated to align more closely with the timing of when licenses are made available to customers. For comparability purposes, the year-over-year percentage change for ARR was calculated by comparing Q3 FY26 period-end ARR under our updated ARR methodology to Q3 FY25 period-end ARR calculated under the same updated methodology.

⁽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.

⁽⁵⁾ Calculated on a rolling four-quarter average.