Q1 Fiscal 2027 Earnings Summary[1] [2]

Data as of October 31, 2026

NUTANIX

$772M
Revenue
+15% Y/Y Change

$2.63B
Annual Recurring Revenue
+15% Y/Y Change

$248M
Non-GAAP Operating Income
32% Non-GAAP Operating Margin

$209M
Free Cash Flow
27% Free Cash Flow Margin

Company Update

Nutanix completed its acquisition of Ryax Technologies, an AI-driven compute orchestration and management platform company, and plans to integrate the platform's advanced GPU utilization and smart scheduling capabilities into Nutanix Kubernetes Platform (NKP) and Nutanix Enterprise AI (NAI).

> "In the first quarter we delivered results that exceeded all of our guided metrics. We also continued to invest in our cloud platform, especially with respect to AI and broadening our support for external storage."

Rajiv Ramaswami
CEO

32,770
Total Customers[3]

90
Net Promoter Score 10-Year Average

94%
AHV Adoption as a % of Total Cores[4]

[1] Reconciliations between GAAP and Non-GAAP financial measures and key performance measures are provided in the tables of the Q1 Fiscal 2027 earnings press release. There is no GAAP measure that is comparable to Annual Recurring Revenue.
[2] See appendix of the Q1 Fiscal 2027 earnings presentation for definition of Annual Recurring Revenue.
[3] 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.
[4] Calculated on a rolling four-quarter average.