

Q1 Fiscal 2025 Earnings Summary^{(1) (2)}

NUTANIX

Data as of October 31, 2024

\$591M

Revenue

+16% Y/Y Change

\$1.97B

Annual Recurring Revenue

+18% Y/Y Change

\$118M

Non-GAAP Operating Income

20% Non-GAAP Operating Margin

\$152M

Free Cash Flow

26% Free Cash Flow Margin

Portfolio Update

Nutanix extended the company's AI infrastructure platform with a new cloud native offering, Nutanix Enterprise AI (NAI), that can be deployed on any Kubernetes platform, at the edge, on prem and on public cloud services like AWS EKS, Azure AKS, and Google GKE.



During our first quarter we delivered outperformance across our guided metrics. We also continued to bring innovations to the market supporting our vision of becoming the leading platform for running apps and managing data, anywhere, while strengthening our partner ecosystem. ”

Rajiv Ramaswami
President & CEO

27,160⁽³⁾

Total Customers

90

Net Promoter Score
10-Year Average

74%⁽⁴⁾

AHV Adoption as
a % of Total Cores

⁽¹⁾ Reconciliations between GAAP and Non-GAAP financial measures and key performance measures are provided in the tables of the Q1 Fiscal 2025 earnings press release. There is no GAAP measure that is comparable to Annual Recurring Revenue.

⁽²⁾ See appendix of the Q1 Fiscal 2025 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.