

Q2 Fiscal 2025 Earnings Summary^{(1) (2)}

NUTANIX

Data as of January 31, 2025

\$655M

Revenue

+16% Y/Y Change

\$2.06B

Annual Recurring Revenue

+19% Y/Y Change

\$161M

Non-GAAP Operating Income

25% Non-GAAP Operating Margin

\$187M

Free Cash Flow

29% Free Cash Flow Margin

Company Update

Nutanix released the findings of its annual Enterprise Cloud Index (ECI) survey, which identified adoption of Gen AI and containerization as key priorities, with over 80% of organizations having already implemented a Gen AI strategy and nearly 90% reporting at least some of their applications are containerized.

“ During our second quarter we delivered outperformance across our guided metrics. Our results are benefiting from the strength of the Nutanix Cloud Platform, demand from businesses looking for a trusted long-term partner committed to innovation and customer care, and go-to-market leverage from our partnerships and programs. ”

Rajiv Ramaswami
President & CEO

27,870⁽³⁾

Total Customers

90

Net Promoter Score
10-Year Average

78%⁽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 Q2 Fiscal 2025 earnings press release. There is no GAAP measure that is comparable to Annual Recurring Revenue.

⁽²⁾ See appendix of the Q2 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.