

Q2 Fiscal 2026 Earnings Summary^{(1) (2)}

NUTANIX

Data as of January 31, 2026

\$723M

Revenue

+10% Y/Y Change

\$2.36B

Annual Recurring Revenue⁽³⁾

+16% Y/Y Change

\$189M

Non-GAAP Operating Income

26% Non-GAAP Operating Margin

\$191M

Free Cash Flow

26% Free Cash Flow Margin

Company Update

Nutanix announced new capabilities in its Nutanix Cloud Platform (NCP) solution to give organizations greater flexibility to deploy and govern their infrastructure across distributed environments without sacrificing unified management or operational simplicity.

“ Our business performed solidly in the second quarter, including strong bookings, strong new logo additions, and solid free cash flow performance. Our opportunities with AI, modern applications, hybrid multicloud, and support for external storage provide us with a strong foundation for multi-year growth. ”

Rajiv Ramaswami
CEO

30,980

Total Customers⁽⁴⁾

90

Net Promoter Score
10-Year Average

91%

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 Q2 Fiscal 2026 earnings press release. There is no GAAP measure that is comparable to Annual Recurring Revenue.

⁽²⁾ See appendix of the Q2 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 Q2 FY26 period-end ARR under our updated ARR methodology to Q2 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.