

Q4 Fiscal 2025 Earnings Summary^{(1) (2)}

NUTANIX

Data as of July 31, 2025

\$653M

Revenue

+19% Y/Y Change

\$2.22B

Annual Recurring Revenue

+17% Y/Y Change

\$120M

Non-GAAP Operating Income

18% Non-GAAP Operating Margin

\$208M

Free Cash Flow

32% Free Cash Flow Margin

Company Update

The Nutanix Kubernetes Platform solution was recognized as a Leader in The Forrester Wave™: Multicloud Container Platforms, Q3 2025, and as a Challenger in the 2025 Gartner® Magic Quadrant for Container Management.

“ Our fourth quarter was a good finish to a fiscal year in which we delivered high-teens top line growth and added over 2,700 new customers. In fiscal 2025, we also made progress with respect to partnerships, signing new or enhanced agreements with AWS, Pure Storage, NVIDIA and Google, and continued to innovate across our cloud platform, including modern applications and AI. ”

Rajiv Ramaswami
President & CEO

29,290⁽³⁾

Total Customers

90

Net Promoter Score
10-Year Average

88%⁽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 Q4 Fiscal 2025 earnings press release. There is no GAAP measure that is comparable to Annual Recurring Revenue.

⁽²⁾ See appendix of the Q4 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.