Q4 Fiscal 2026 Earnings Summary [1] [2]

NUTANIX

Data as of July 31, 2026

$757M
Revenue
+16% Y/Y Change

$2.55B
Annual Recurring Revenue[3]
+16% Y/Y Change

$198M
Non-GAAP Operating Income
26% Non-GAAP Operating Margin

$278M
Free Cash Flow
37% Free Cash Flow Margin

Company Update

Nutanix announced that Dell Private Cloud with PowerStore for Nutanix Cloud Platform (NCP) is now available with Nutanix Cloud Infrastructure (NCI) 7.6.

"Our fourth quarter was a strong finish to fiscal 2026, a year in which we delivered solid top and bottom line performance and added over 3,000 new customers. In FY26, we made good progress with respect to partnerships, signing new or enhanced agreements with AMD, Lenovo, NetApp and NVIDIA. We also delivered innovation across our cloud platform, especially with respect to AI and broadening our support for external storage."

Rajiv Ramaswami
CEO

32,360
Total Customers[4]

90
Net Promoter Score 10-Year Average

92%
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 Q4 Fiscal 2026 earnings press release. There is no GAAP measure that is comparable to Annual Recurring Revenue.
(2) See appendix of the Q4 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 Q4 FY26 period-end ARR under our updated ARR methodology to Q4 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.