

Q3 Fiscal 2025 Earnings Summary^{(1) (2)}

NUTANIX

Data as of April 30, 2025

\$639M

Revenue

+22% Y/Y Change

\$2.14B

Annual Recurring Revenue

+18% Y/Y Change

\$137M

Non-GAAP Operating Income

21% Non-GAAP Operating Margin

\$203M

Free Cash Flow

32% Free Cash Flow Margin

Company Update

Nutanix announced general availability of the Nutanix Cloud Infrastructure (NCI) Compute product, enabling customers to leverage external storage as part of their Nutanix Cloud Platform deployments, with initial support for Dell PowerFlex. Nutanix also announced a partnership with Pure Storage in which NCI will be integrated with Pure Storage FlashArray.

“ We delivered solid third quarter results, above the high end of our guided ranges, driven by the strength of the Nutanix Cloud Platform and demand from businesses looking for a trusted long-term partner. Our recent announcements around support for external storage, modern applications, and generative AI reflect our continued focus on driving innovation and broadening our partnerships to further enhance the value proposition of the Nutanix Cloud Platform. ”

Rajiv Ramaswami
President & CEO

28,490⁽³⁾

Total Customers

90

Net Promoter Score
10-Year Average

82%⁽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 Q3 Fiscal 2025 earnings press release. There is no GAAP measure that is comparable to Annual Recurring Revenue.

⁽²⁾ See appendix of the Q3 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.