

Q1 Fiscal 2026 Earnings Summary^{(1) (2)}

NUTANIX

Data as of October 31, 2025

\$671M

Revenue

+13% Y/Y Change

\$2.28B

Annual Recurring Revenue⁽³⁾

+18% Y/Y Change

\$132M

Non-GAAP Operating Income

20% Non-GAAP Operating Margin

\$175M

Free Cash Flow

26% Free Cash Flow Margin

Company Update

Nutanix announced that its Nutanix Cloud Platform solution will soon support Dell PowerStore, with general availability coming in summer 2026, as well as Microsoft Azure Virtual Desktop for hybrid environments, which is currently under development.



We saw solid demand for our cloud platform in our first quarter, with bookings that were slightly ahead of our expectations, ARR growth of 18% year-over-year, another healthy quarter of new logo additions, and solid free cash flow performance. We also continued to make progress with our partners, including announcing expansions to our partnerships with Dell and Microsoft, for our cloud platform to support their PowerStore and Azure Virtual Desktop, respectively. ”

Rajiv Ramaswami
President & CEO

29,930

Total Customers⁽⁴⁾

90

Net Promoter Score
10-Year Average

89%

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 Q1 Fiscal 2026 earnings press release. There is no GAAP measure that is comparable to Annual Recurring Revenue.

⁽²⁾ See appendix of the Q1 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 Q1 FY26 period-end ARR under our updated ARR methodology to Q1 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.