MARKET RELEASE
2 May 2023

Conference Presentation

Sydney, Australia – Global software company Nuix (ASX: NXL) provides a copy of the Nuix presentation for today's Macquarie Australia Conference.

This announcement has been authorised by the Board of Nuix.

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About Nuix

Nuix Limited is a leading provider of investigative analytics and intelligence software, with the vision of "being a force for good by finding truth in a digital world". Nuix helps customers to process, normalise, index, enrich and analyse data from a multitude of different sources, solving many of their complex data challenges. The Nuix platform supports a range of use cases, including criminal investigations, financial crime, litigation support, employee and insider investigations, legal eDiscovery, data protection and privacy, and data governance and regulatory compliance.

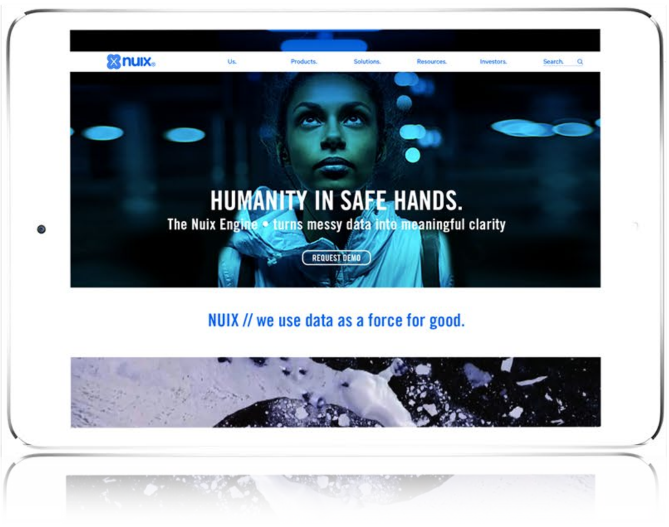
For further information, please visit investors.nuix.com

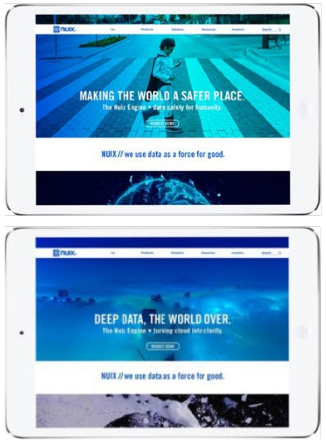
MACQUARIE AUSTRALIA CONFERENCE 2023

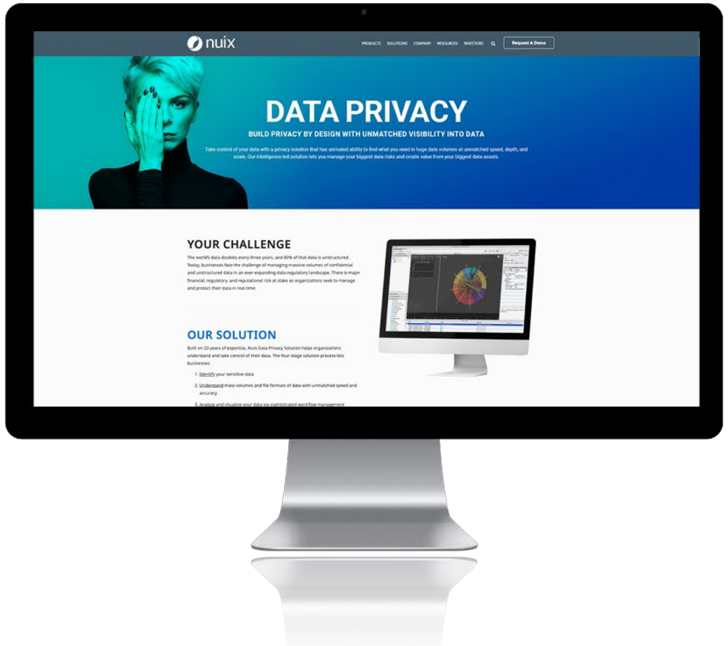
JONATHAN RUBINSZTEIN
CHIEF EXECUTIVE OFFICER

2 MAY 2023

NEW NUIX







TAKE OWNERSHIP_ AND FOLLOW UP

RESILIENT_ WE LEARN FROM THE PAST AND ARE OPTIMISTIC ABOUT TOMORROW

UNAFRAID_ TO DO THE RIGHT THING, QUICKLY

TEAM NUIX_ FIRST AND FOREMOST

HERO OUR CUSTOMERS_ AND INNOVATE FOR THEM

MULTI-HORIZON STRATEGY

HORIZON 1
Build on our strengths
Immediate focus on driving competitiveness, commercial performance and customer relationships in our core business

HORIZON 2
Differentiate for large enterprise
Medium term growth from anticipating the needs of enterprise customers and building out our cross-solution platform to make the best of Nuix easily accessible

HORIZON 3
Solve for the future
Longer-range investment and prioritisation of innovation pipeline for new ways to use our technologies

> THREE HORIZONS OF CHANGE UNDERPIN OUR STRATEGIC REFRESH

Jonathan Rubinsztein
Chief Executive Officer

nuix

1H23 KEY FINANCIAL METRICS

Annualised Contract Value (ACV)[1]

$170.2m

▲ Up 3.4% on 1H22

Up 5.0% on FY22 Result

Statutory Revenue

$87.6m

▲ Up 4.3% on 1H22

EBITDA

$20.9m

▲ Up 51.6% on 1H22

Customer Churn[1]

4.8%

▲ Up from 4.1% in 1H22

Down from 5.4% at FY22 Result

Net Dollar Retention[1]

103.1%

▲ Up from 98.8% in 1H22

Up from 96.8% at FY22 Result

Net Cash

$37.1m

▼ Down from $46.8m in FY22

Notes: 1. Refer Glossary for definitions of Annualised Contract Value (ACV), Customer Churn and Net Dollar Retention.

2H UPDATE

- Positive business momentum has continued into 2H
- Strong upsell with Government customers in Australia and US
- Horizon 1 initiatives and enablers continue to underpin near term growth
- Global launch of Unified Platform Nuix Neo at XLR8/23 events in Sydney, London and Washington DC

HORIZON 2: BUILDING THE FUTURE

NUIX UNIFIED PLATFORM

First Release 1H24
First release of Nuix's new Unified Platform available from 1H24

Optimised Workflows
Gets users from request to results faster, smarter and easier

AI-enabled
AI-enabled, integrating Nuix's Engine-based products with Nuix NLP

Stepping Up
Step change in data processing excellence and customer-aligned commercials

New Use Cases
Foundation for solving challenges like Data Privacy, Early Case Assessment and Fraud

Work Smarter
Increases productivity, better control of tech stack costs and leverages team expertise for new lines of business

1000+
Attendees globally

350+
Registrants at each event

18
Sponsors

5
Streams

100+
Sessions

We make complex data searchable and identifiable


DATA COLLECTION
DATA PROCESSING
DATA REVIEW
DATA INSIGHT

NUIX IS EVOLVING_

FROM COMPONENT PARTS_

TO A TURNKEY SOLUTION

FROM GENERALIST_

TO GENIUS

FROM OLD SCHOOL_

TO CLOUD-ERA LICENSING

FROM COMPONENT PARTS_
TO A TURNKEY SOLUTION

FROM GENERALIST_
TO GENIUS

FROM OLD SCHOOL_
TO CLOUD-ERA LICENSING

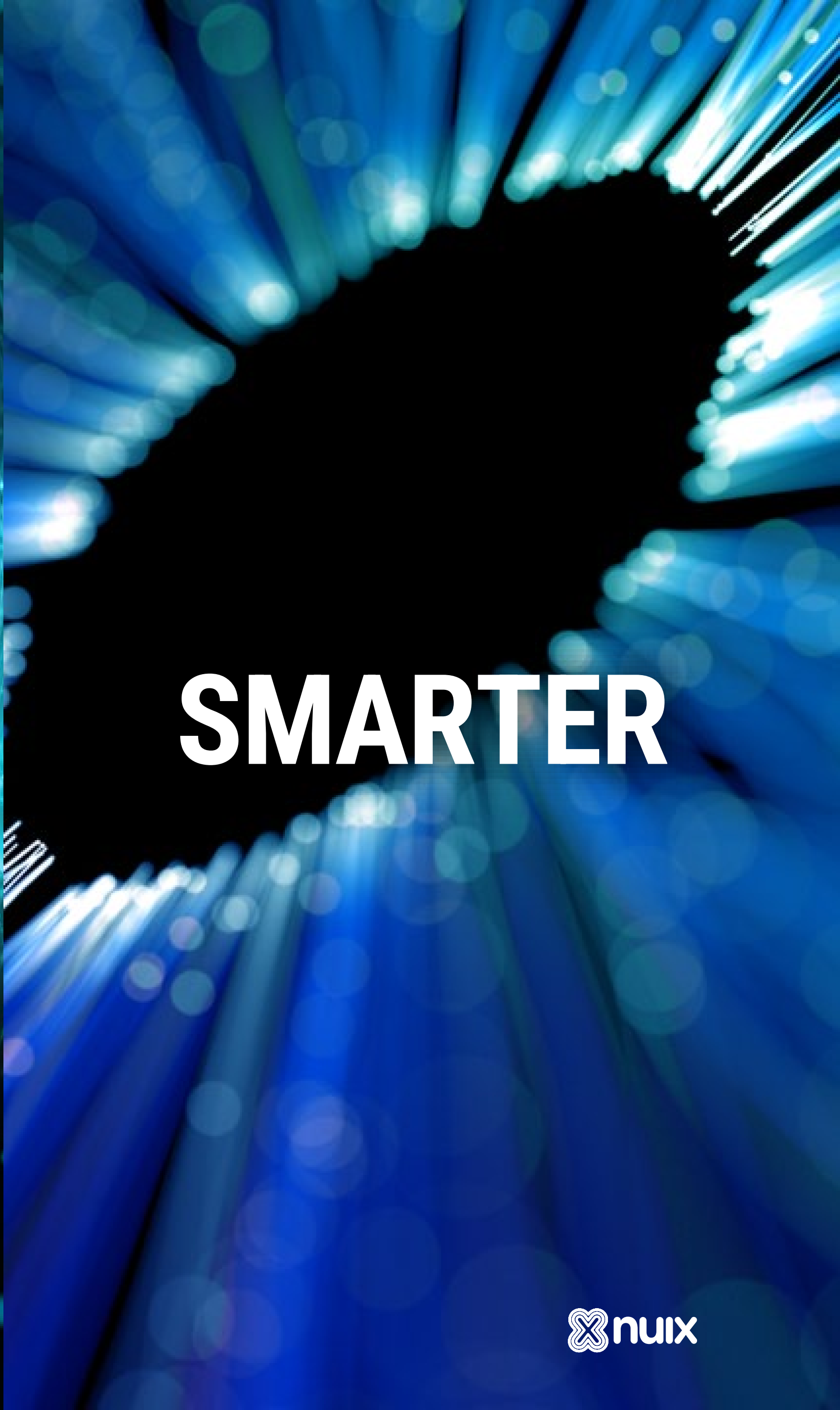
A QUANTUM
LEAP FORWARD

one _PLATFORM
SOLUTION
STOP SHOP


nuix
neo

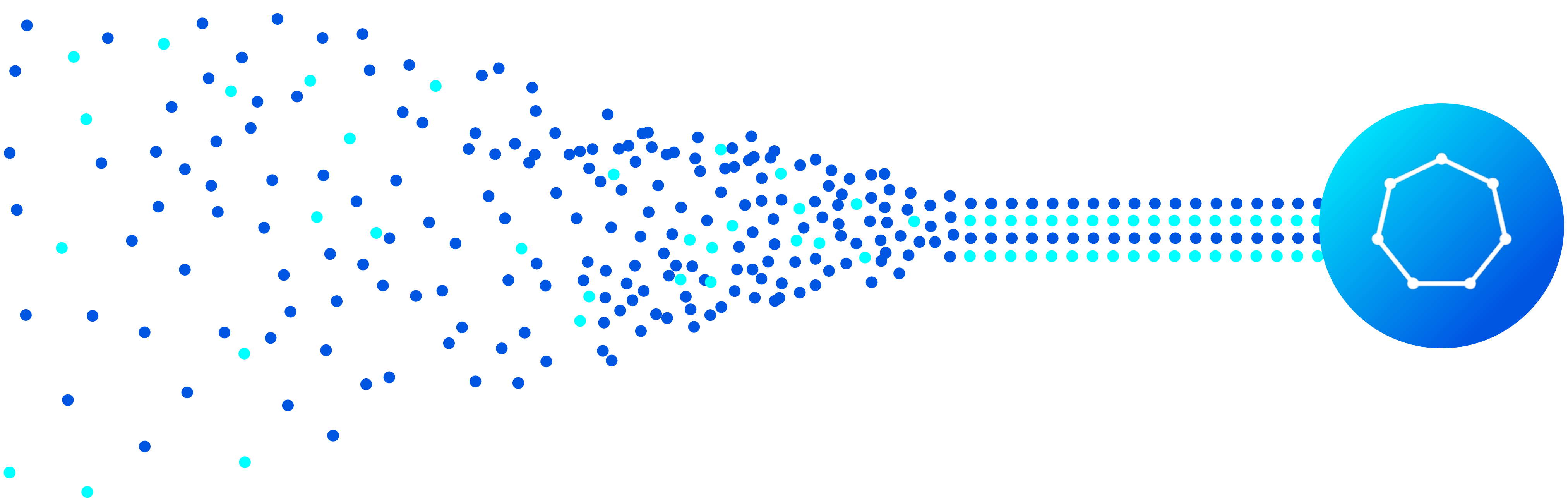

FASTER


EASIER


SMARTER

NATURAL LANGUAGE PROCESSING

DRIVING VALUE AND MANAGING RISK THROUGH ARTIFICIAL INTELLIGENCE



DATA SOURCE
UNSTRUCTURED
DATA

ENGINE
SEARCH
AT SCALE

NLP
UNDERSTAND
AT SCALE

DATA READY
REVIEW, ANALYSIS
AND ACTION

EXPLAINABILITY

How did you get the answer to the question?

SPECIFICITY

How can AI help solve specific problems?

TRANSPARENCY

How can we be transparent about the process of providing results?

GREATER
THAN THE

SUM OF ITS
PARTS

nuix

neo

GLOSSARY

1) **Annualised Contract Value (ACV)** is an adjusted, non-IFRS measure and does not represent Total Revenue in accordance with AAS or Nuix's accounting policies or cash receipts from customers. ACV is used by Nuix to assess the total contract value of its software contracts on an annualised basis (removing fluctuations from Multi-Year Deal contracts in Nuix's Total Revenue which results from its revenue recognition policies). The calculation of ACV at the end of the relevant financial period adjusts Total Revenue to account for: A) Revenue generated from Subscription Licences with a term of 12 months or more, as well as Consumption Licences which exist at the end of the relevant financial period as if those contracts' revenues were generated (and recognised) in each financial year on a straight-line basis over the relevant contract period, expressed on an annualised basis B) last 12 month contribution from short term Software Licences (including Perpetual Licences) or other Software Licences with a term of less than 12 months, excluding Consumption Licences; and C) the last 12 month contribution of services and third party software sales.
2) **Net Dollar Retention (NDR)**, expressed as a percentage, represents the ACV from the sale of Subscription Licences (excluding short-term Software Licences, or licences with a term of less than 12 months, but including Consumption Licences) from a constant set of customers (the "NDR Constant Customer Set") across comparable periods (i.e. it excludes the impact of new customers acquired in the subsequent (i.e. more recent period), taking into account the impact of Upsell, Downsell and Churn between these two periods.
3) **Churn**, expressed as a percentage, reflects the lost customer ACV from Subscription Licences (excluding short-term Software Licences, or licences with a term of less than 12 months, but including Consumption Licences) in respect of a twelve-month period which are terminated or not renewed (a contract will not count towards Churn if it was renewed or recommenced within three months of the end of the given period), as a proportion of ACV from Subscription Licences (excluding short-term Software Licences, or licences with a term of less than 12 months, but including Consumption Licences) at the start of that period.
4) **Subscription ACV** reflects revenue generated from Subscription Licences with a term of 12 months and Consumption Licences which exists at the end of the relevant financial period as if those contracts' revenues were generated (and recognised) in each financial year on a straight-line basis over the relevant contract period, expressed on an annualised basis. Subscription ACV excludes short term Software Licences (including Perpetual Licences) or other Software Licences with a term of less than 12 months, but includes Consumption Licences.
5) **Other ACV** reflects the last twelve-month contribution of Perpetual Licence sales, services and third-party software and short-term Software Licences, or licences with a term of less than 12 months but excluding Consumption Licences.
6) **Consumption ACV** is a sub-component of Subscription ACV and reflects the monthly contribution generated relating to gigabytes processed or under management relating to SaaS Consumption ACV and Non-SaaS Consumption ACV at the end of the relevant period, expressed on an annualised basis.
7) **SaaS Consumption ACV** is a sub-component of Consumption ACV and reflects monthly contribution generated relating to gigabytes processed or under management hosted in Nuix's cloud environments, expressed on an annualised basis.
8) **Non-SaaS Consumption ACV** is a sub-component of Consumption ACV and reflects monthly contribution generated relating to gigabytes processed or under management that is not hosted in Nuix's cloud environments, expressed on an annualised basis.

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