

FY25 FINANCIAL RESULTS

25 AUGUST 2025



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1. KEY MESSAGES & METRICS

JONATHAN RUBINSZTEIN

CHIEF EXECUTIVE OFFICER

NUIX AT A GLANCE



Nuix creates **intelligent software** to enable our customers to identify risk, evidence and value in large amounts of unstructured and structured data

400+
EMPLOYEES

\$228.4m

ANNUALISED
CONTRACT
VALUE

97%

from subscription
licences

~80%

CUSTOMERS

have a tenure
with Nuix of

> 5 YEARS

OUR PLATFORM – centred around our world leading data processing engine, amplified with AI and simplified with enterprise automation

OUR CUSTOMERS – leading global and local government agencies, law firms, corporates and advisories

OUR REACH – offices, experts and partners in key business and political centres

CREATING VALUE – we sell our platform in three customer-centric solutions:

Data Privacy
Forensic Investigations
Legal

FY25 KEY MESSAGES

1. ACV up 8% for FY25
2. Strong growth in Nuix Neo ACV, up 132%
3. Solid growth in Cash EBITDA, up 24.5%
4. Underlying and overall cash flow positive
5. Delivery of FY25 product roadmap and technology organisational restructure

FY25 KEY FINANCIAL METRICS

Annualised Contract Value (ACV)¹

\$228.4m

▲ Up 8.0% on FY24

Revenue

\$221.5m

▲ Up 0.4% on FY24

Net Dollar Retention

107.4%

▼ Down 5.5pp on FY24

Cash EBITDA

\$37.2m

▲ Up 24.5% on FY24

Statutory EBITDA

\$47.6m

▼ Down 14.8% on FY24

Net Cash

\$40.0m

▲ Up 5.1% on FY24

Notes: 1. Refer Glossary for definitions of Annualised Contract Value (ACV), Net Dollar Retention and Cash EBITDA
Constant Currency Comparisons are provided in the financial results section

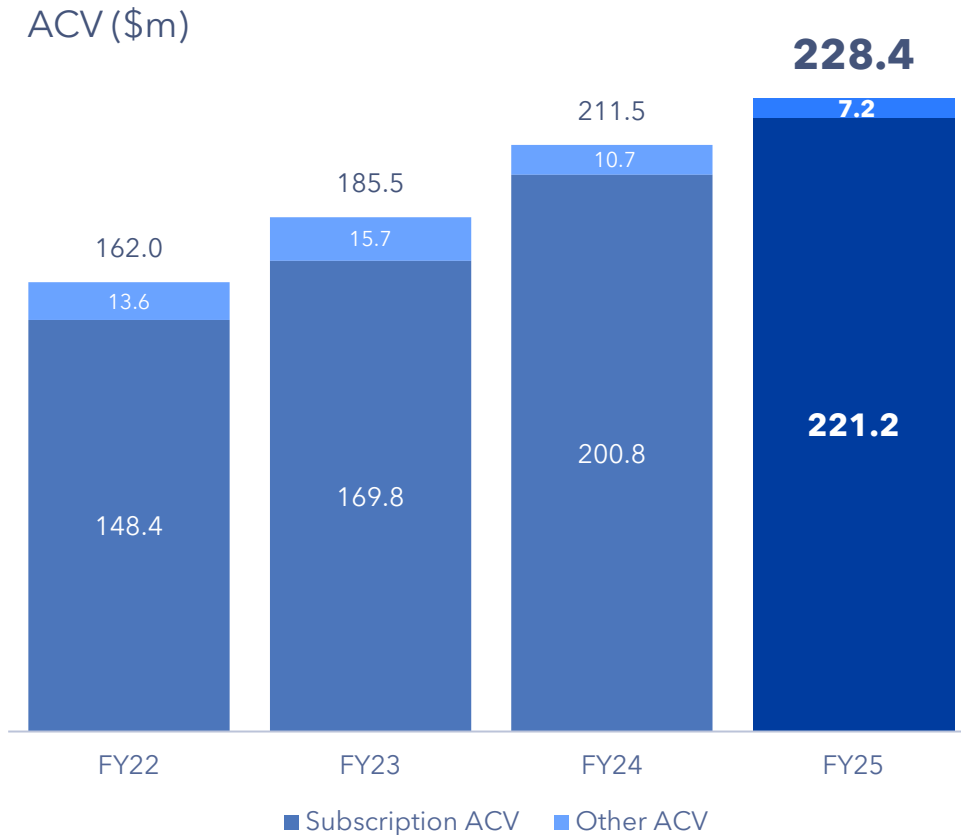
2. FINANCIAL RESULTS

PETER MCCLELLAND

CHIEF FINANCIAL OFFICER

ANNUALISED CONTRACT VALUE (ACV)

Rise in ACV driven by Subscription ACV



FY25 ACV

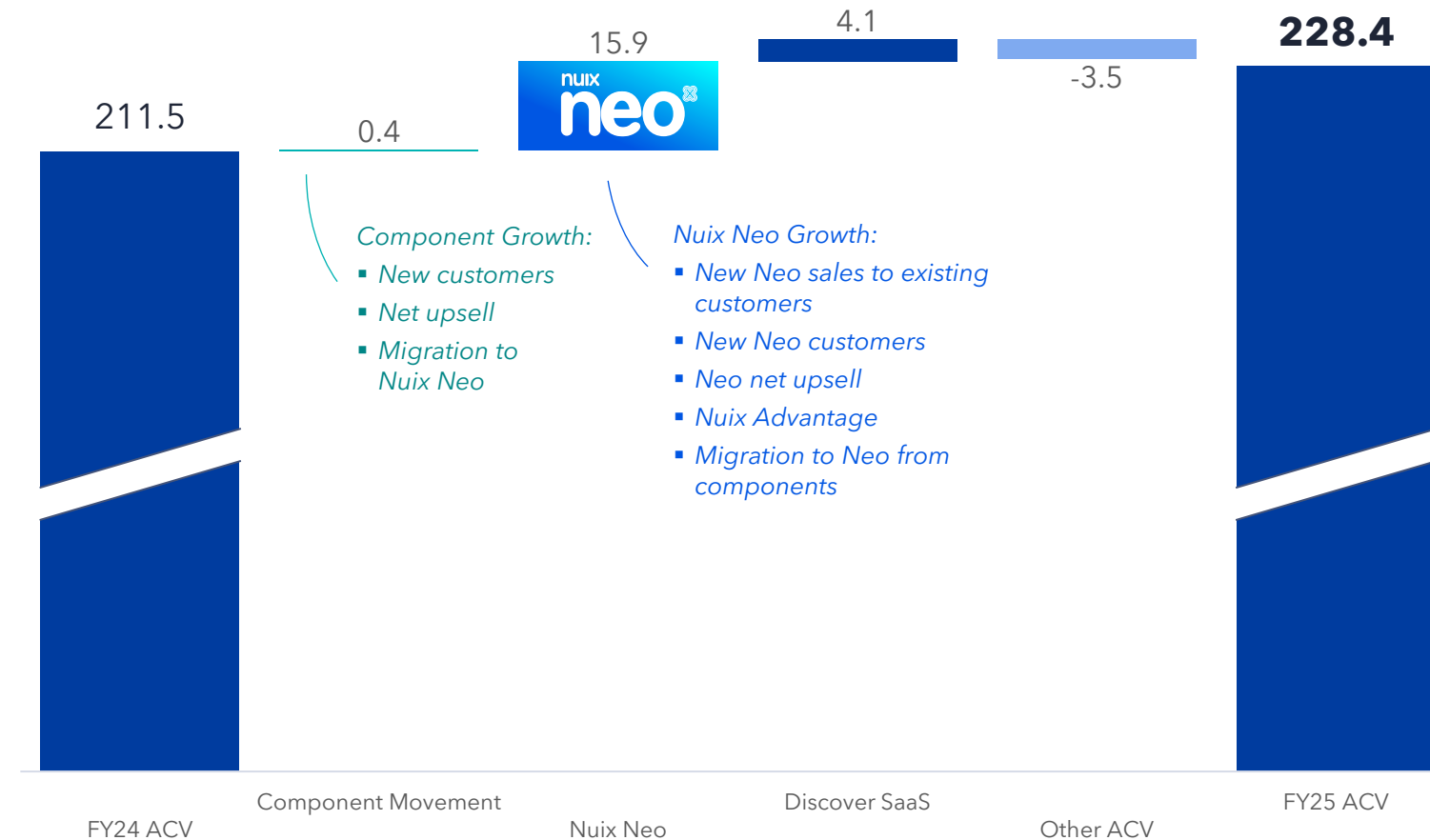
\$228.4m, up 8.0% as at 30/06/25

- > Total ACV up 8.0% on pcp, up 6.9% in constant currency¹
- > Subscription ACV², an indicator of recurring ACV, grew 10.1% on pcp, increasing to 97% of Total ACV, up from 95% in the prior year
- > Other ACV down on lower sales of Perpetual licences, along with lower (non-Advantage) services
- > Strong activity late in the half, including some contracts shifting from FY25 into FY26 due to lengthening of procurement cycle

Notes: 1. Refer page 36 for comments on constant currency calculation
2. Refer Glossary on page 35 for definitions of Subscription ACV and Other ACV

ACV GROWTH DRIVERS

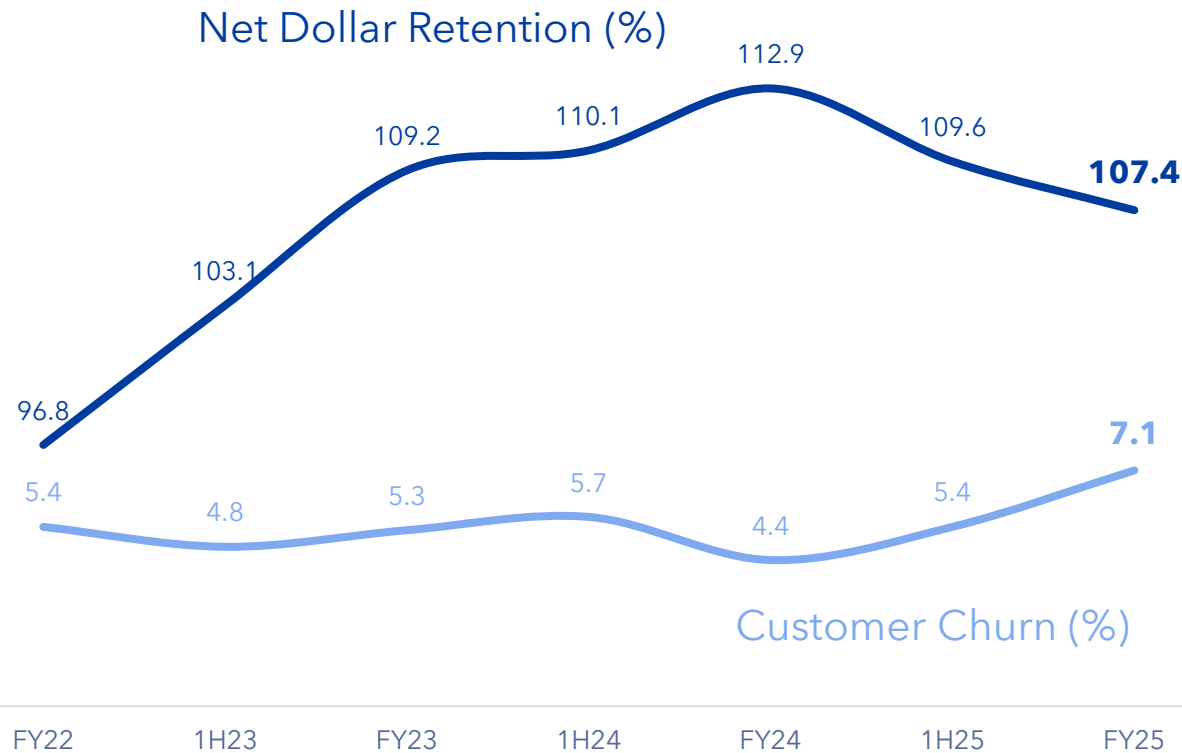
Nuix Neo driving growth



- > Nuix Neo the key driver of growth, increasing by \$15.9m (+132%), to a total of \$28.1m
- > Component ACV flat year on year on limited net upsell, some churn and migration to Nuix Neo solutions
- > Strong uplift in Discover SaaS growth (+17.3%) with increase in capabilities delivered late in 2H
- > In line with recent periods, other ACV down on lower Perpetual licence sales as well as lower one-off services

NET DOLLAR RETENTION & CHURN

Complexity and size of transactions impacted NDR and Churn

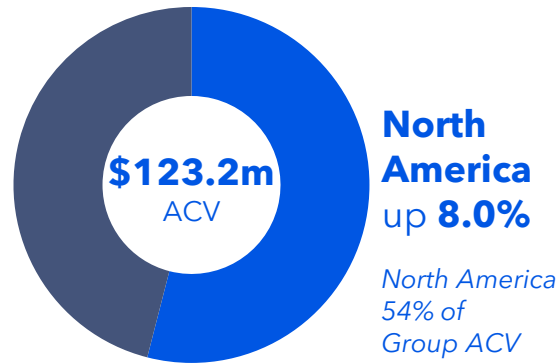


- > NDR reflects the lift in ACV achieved from Nuix's existing customer base over a 12-month period
- > Net Dollar Retention (NDR) of 107.4%, down on lower net upsell and increase in churn from the prior half
- > Customer procurement cycles are lengthening due to larger, more complex transactions and the transition from component-based to platform solutions
- > Customer churn 7.1%¹:
 - > Some individual contract churn
 - > Higher number of lower-value customers churned as focus shifted further towards higher-value contracts

Notes: 1. Customer churn is a component of NDR, with lower churn beneficial to NDR

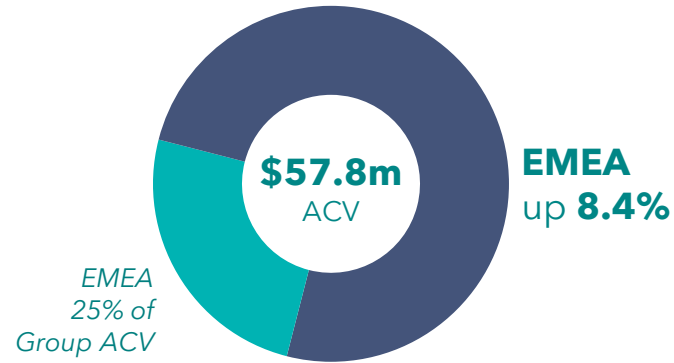
REGIONAL ACV

Growth across all regions



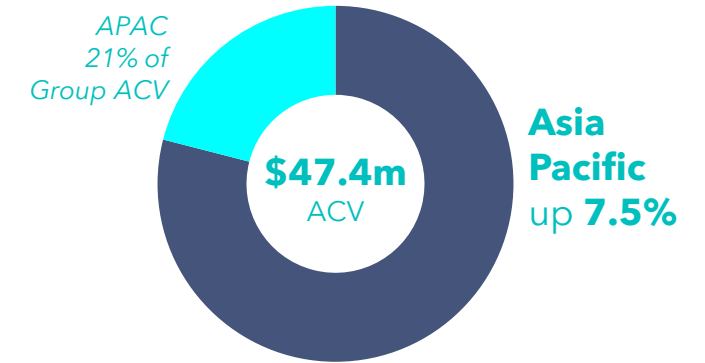
North America

- > North America ACV up 8.0% on pcp, up 7.5% in constant currency¹
- > Driven by upsells in technology and advisory sectors, complemented by new platform wins in Financial Services
- > Nuix Neo new business wins in healthcare, banking, and US government agencies



EMEA

- > EMEA ACV up 8.4% on pcp, up 5.5% in constant currency
- > Key wins with regulators, advisories and public sector clients in UK&I, Europe and Middle East
- > Significant Nuix Neo expansion across European law enforcement agencies, coupled with strategic wins in the corporate sector



Asia Pacific

- > APAC ACV up 7.5% on pcp, up 7.0% in constant currency
- > Financial services and public sector markets key drivers of growth
- > Nuix Neo wins and expansions in the financial services sector including large enterprise deal, complemented by wins across banking and insurance

Notes: 1. Refer page 36 for comments on constant currency calculations

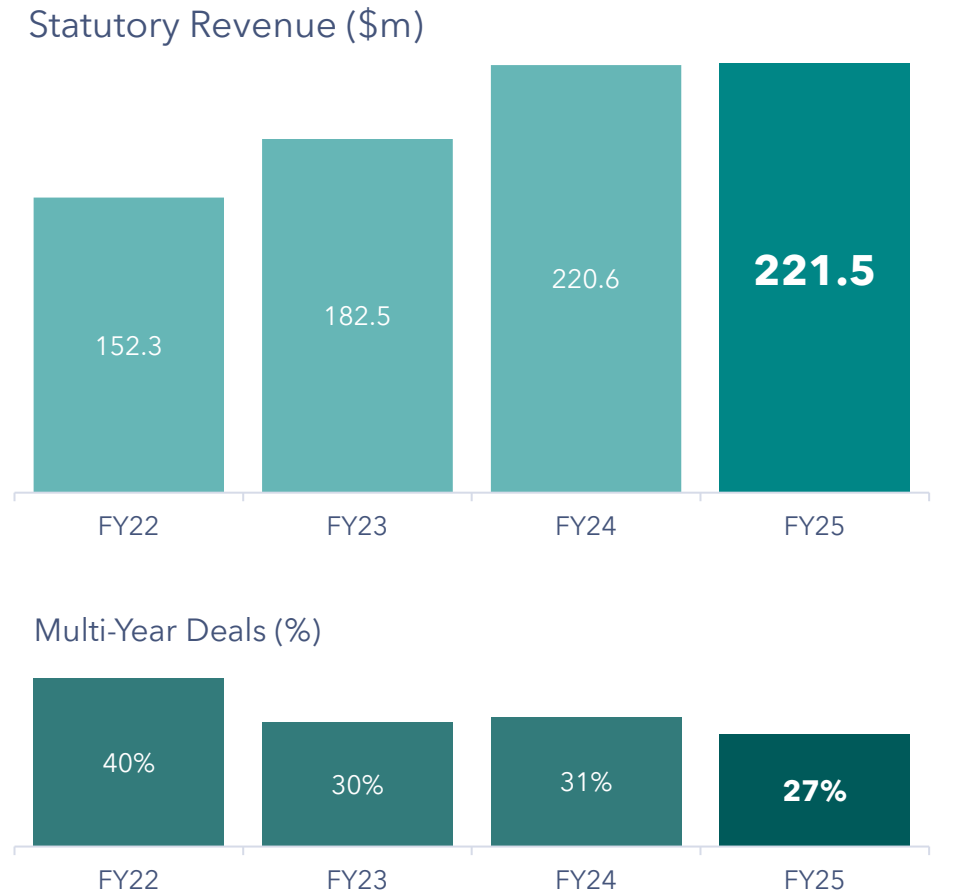
REVENUE

Flat revenue on reduction in multi-year deals

FY25 REVENUE

\$221.5m, up 0.4%

- > Revenue up 0.4% on pcp, down 0.9% in constant currency¹, impacted by fall in multi-year deals compared to prior period.
- > In FY25, multi-year deals represented 27% of revenue, down from 31% in the prior year
- > Multi-year proportion expected to remain relatively consistent with recent history into FY26

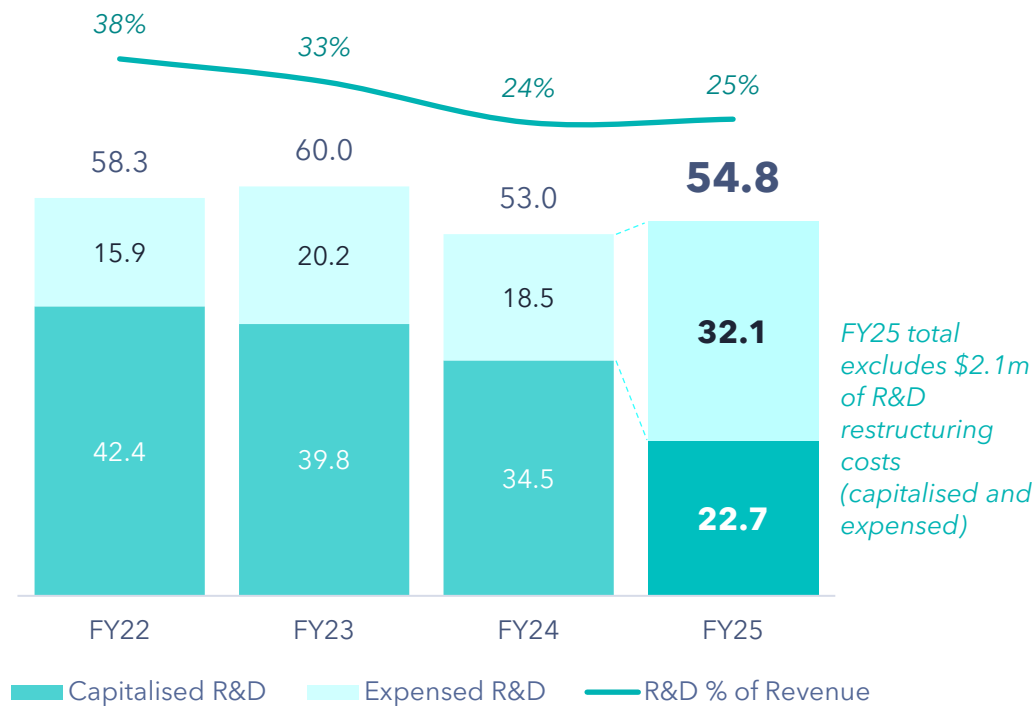


Notes: 1. Refer page 36 for comments on constant currency calculations

RESEARCH & DEVELOPMENT

Significant shift in capitalised vs expensed components

Total R&D Spend (\$m)



FY25 RESEARCH & DEVELOPMENT

\$54.8m, up 3.5%

- > Total Research & Development spend up 3.5%, to \$54.8m
- > Capitalised component of R&D 41%, significantly lower than 65% in the prior period
- > Lower capitalised and higher expensed components reflect changing workflows associated with further development and expansion of Nuix Neo capabilities
- > Research & Development continues to be funded from underlying cash flow

CASH EBITDA

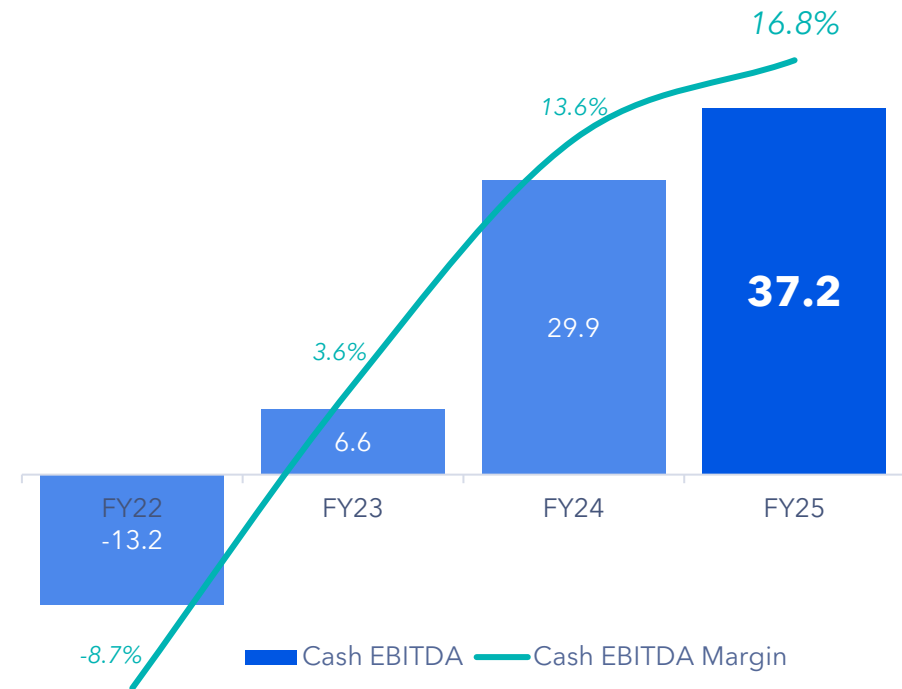
Cash EBITDA lift and margin expansion

FY25 CASH EBITDA

\$37.2m, up 24.5%

- > Cash EBITDA incorporates the full Research & Development investment spend, including capitalised component, but excludes net non-operational legal costs and restructuring costs
- > Cash EBITDA rose 24.5% in FY25 on cost discipline and lower variable pay
- > Cash EBITDA margin increased to 16.8%, from 13.6% in pcpc
- > Core profitability metric considered by management
- > From FY26 onwards, this metric will be referred to as **Adjusted Management EBITDA**, with no change to calculation methodology

Cash EBITDA (\$m) and Cash EBITDA margin (%)



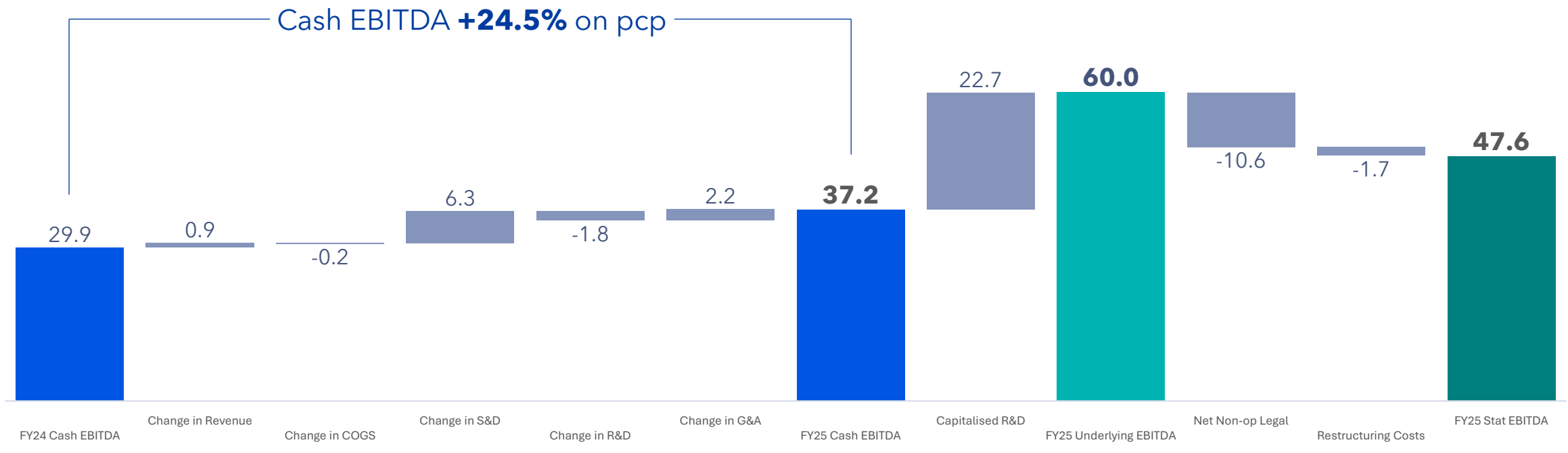
EBITDA

Revenue flat on fall in multi-year deals to 27%, from 31% in prior year

Cash EBITDA up 24.5% on cost discipline and lower variable pay

Net non-operational legal costs higher than prior period

One-off restructuring costs also impacted Statutory EBITDA



\$ millions	FY25	FY24	Change ⁵
Software Revenue	208.7	212.4	-1.7%
Other Revenue	12.8	8.2	55.3%
Total Revenue	221.5	220.6	0.4%
Cost of Goods Sold	-21.8	-21.6	-0.8%
Gross Profit	199.7	199.0	0.4%
<i>Gross margin</i>	<i>90.1%</i>	<i>90.2%</i>	<i>-0.1%</i>
Sales and Distribution	-66.2	-72.4	8.6%
Research and Development	-54.8	-53.0	-3.5%
General and Administrative	-41.4	-43.6	5.0%
Operating Costs	-162.4	-169.1	3.9%
Cash EBITDA¹	37.2	29.9	24.5%
<i>Cash EBITDA margin</i>	<i>16.8%</i>	<i>13.6%</i>	<i>+3.2%</i>
Capitalised Development Costs	22.7	34.5	34.2%
Underlying EBITDA²	60.0	64.4	-6.9%
<i>Underlying EBITDA margin</i>	<i>27.1%</i>	<i>29.2%</i>	<i>-2.1%</i>
Net Non-Operational Legal Costs ³	-10.6	-8.5	-24.0%
Restructuring Costs ⁴	-1.7	0.0	n.m.
Statutory EBITDA	47.6	55.9	-14.8%
<i>EBITDA margin</i>	<i>21.5%</i>	<i>25.3%</i>	<i>-3.8%</i>
Depreciation & Amortisation	-55.2	-50.1	-10.2%
EBIT	-7.6	5.8	n.m.
Net Finance income (expense)	-1.4	2.4	n.m.
Profit/Loss Before Tax	-9.0	8.2	n.m.
Tax Expense	-0.2	-3.1	92.9%
Profit/Loss After Tax	-9.2	5.0	n.m.

INCOME STATEMENT

Cash EBITDA up 24.5%, driven by lower costs

- > Total Revenue flat year on year, on lower multi year deals
- > Other Revenue higher driven by increase in Advantage (support) sales
- > Sales and Distribution costs lower – headcount higher and increase in marketing spend, but lower variable pay given lower ACV growth
- > Research and Development costs incorporate headcount reallocation and overall increase, noting a marked lift in the expensed component of R&D investment due to higher focus on customer improvements and research for new development opportunities
- > General and Administrative lower on efficiency benefits
- > Net non-operational legal higher than prior year, with costs mostly attributable to Class Action and lower insurance recoveries during the year
- > Restructuring now complete with expensed component impacting Statutory EBITDA

Notes:

1. Cash EBITDA incorporates the full Research & Development investment spend, including capitalised component, but excludes net non-operational legal costs and restructuring costs
2. Underlying EBITDA excludes net non-operational legal costs and restructuring costs, and includes only the expensed component of R&D investment

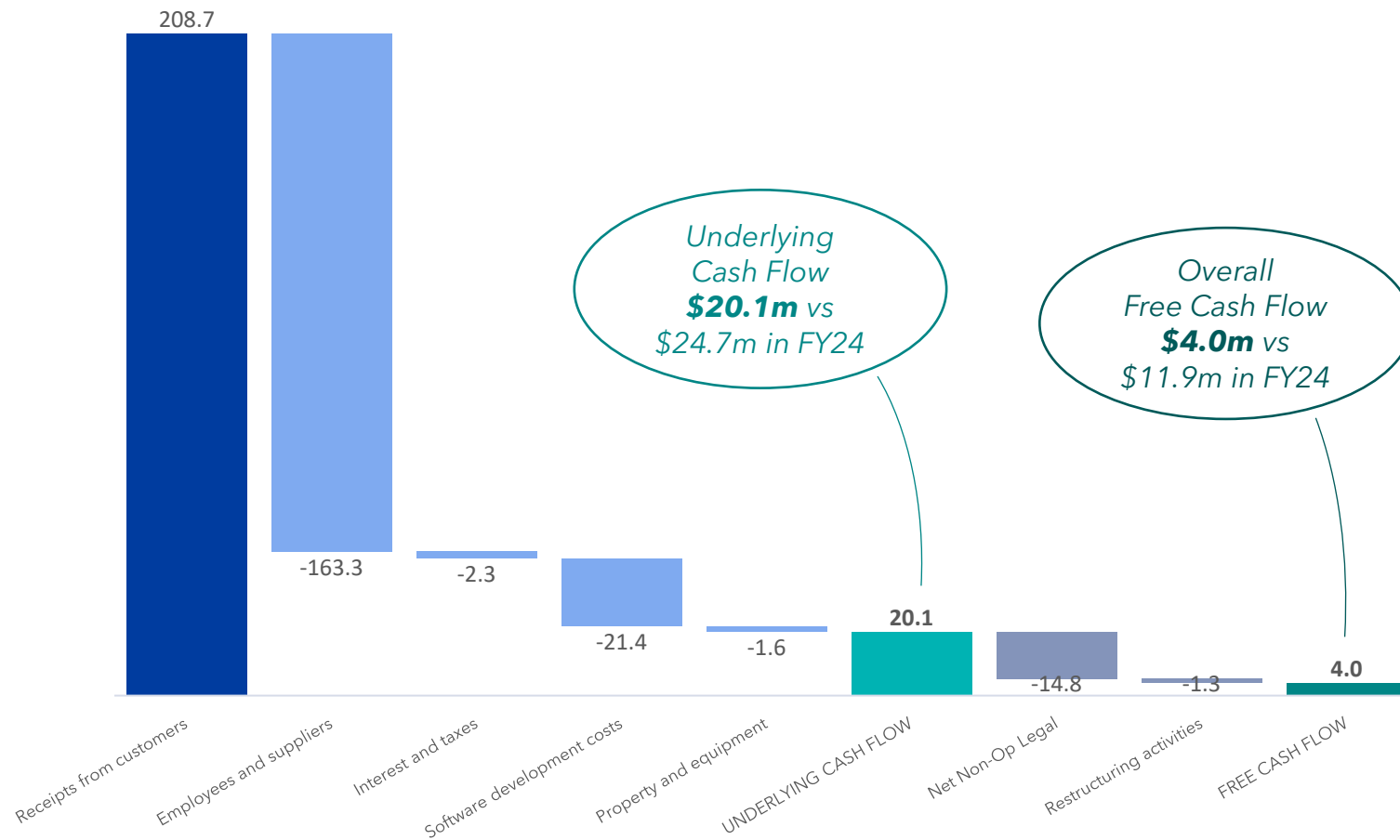
3. See Glossary on page 35

4. Restructuring costs across R&D and related areas

5. Positive percentage change indicates improvement

FREE CASH FLOW

Underlying and overall cash flow positive



- Positive underlying and overall cash flow
- As in prior years, software development costs funded from free cash flow
- Underlying cash flow lower than prior year driven by higher payments to employees and suppliers
- Net non-operational legal payments significantly higher than prior year, impacting overall cash flow
- Closing Cash Balance \$40.0m
- \$30m bank facility undrawn other than \$1.3m utilised for bank guarantees

3. NUIX NEO AND STRATEGY UPDATE

JONATHAN RUBINSZTEIN

CHIEF EXECUTIVE OFFICER



Nunix Neo™ is an **AI-enriched single platform** that helps customers identify, process and understand complex data, in ways that are...

FASTER

DO MORE, SAVE TIME

On-demand scalability and significant efficiency benefits for users

EASIER

REDUCE FRICTION

End-to-end, web-based, automated, template-driven platform

SMARTER

AI ENRICHED SOLUTIONS

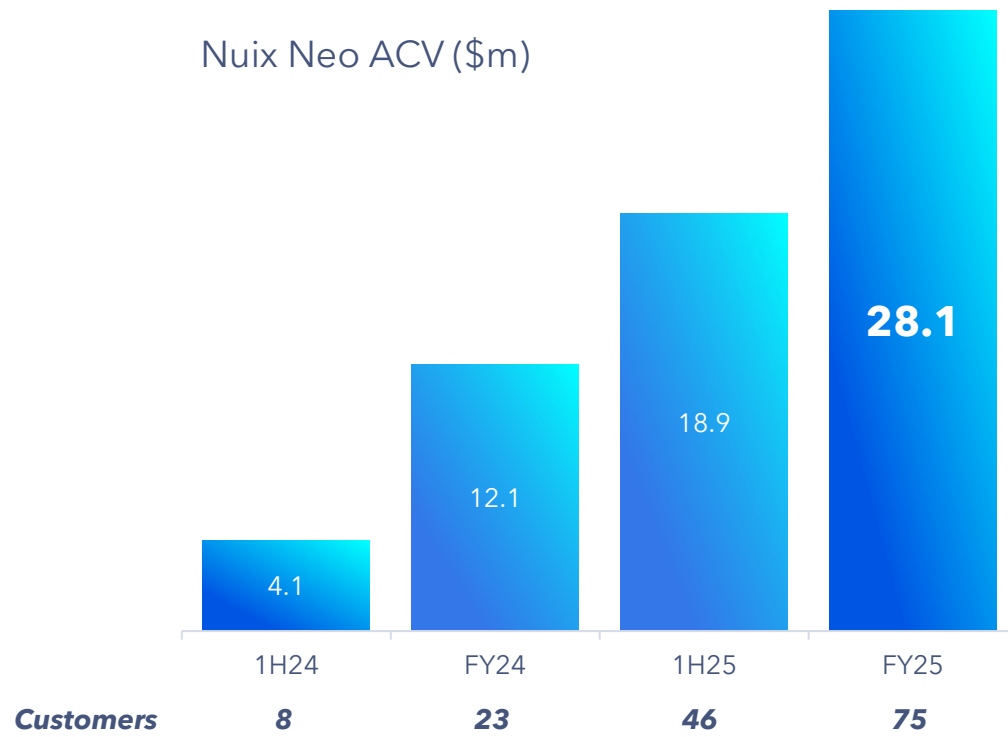
Leverages diverse best-fit models to analyse data and surface relevant insights efficiently

NUIX NEO ACV

Further rollout growth



Nuix Neo ACV (\$m)



FY25 NUIX NEO ACV

\$28.1m, up +132% on FY24

- > Expanded to 75 customers by end FY25, from 23 at end FY24
- > Growth driven by new Nuix Neo sales to existing customers, Nuix Neo sales to new customers and Nuix Advantage (ongoing support) sales
- > Significant wins with financial organisations, law enforcement, advisories and regulators
- > Strong start for Nuix Neo Foundation, a pathway step reducing friction for some customers to full AI-enabled Nuix Neo
- > Typical ACV uplift for existing customers migrating from component solution to Nuix Neo solution is 30-50%
- > For new Nuix Neo sales, rather than migrating an existing solution, the typical New Nuix Neo sale is 2-3x the size of a non-Neo sale

EXECUTING TO STRATEGY

Targeting larger contracts

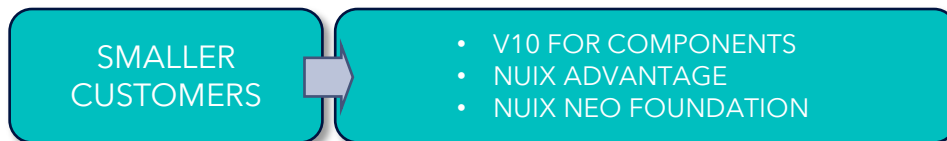
Significant change in customer size since FY22



Larger deals extending into FY26...



...while incorporating appropriate strategies for smaller customers



- > A key element of the Nuix Neo platform strategy involved developing a suite of solutions that can further leverage Nuix's technology advantage and be deployed to larger customers that can take full advantage of our offering
- > Since FY22, in line with strategy, there have been significant increases in Average Customer ACV, New Customer Average ACV, and Deals greater than \$500k ACV
- > In the short term, the increasing focus on higher value contracts has meant the lengthening of the procurement cycle for some customers, with some deals pushed into FY26. Nuix Neo Foundation has been one effective response in reducing friction points for some customers
- > Nuix experienced a particularly busy period late in the financial year, with some large deals shifting into FY26, including a large Advisory deal (~\$500k) and a very large Regulator deal (\$2-4m ACV)
- > The Regulator deal is particularly attractive, as it has the potential to be a starburst opportunity for other similar deals
- > Some smaller customers will not have the requirement or budget for a Nuix Neo style offering, and some of these customers have churned. Key elements for managing this smaller customer cohort include the release of V10 for component customers, Nuix Advantage support, and in some cases, Nuix Neo Foundation

DELIVERING ON TECHNOLOGY ROADMAP

Significant product releases during 2H, in line with roadmap



V10

Upgrades to Engine, Workstation and Investigate



Nuix Neo Discover SaaS

Cognitive AI Capabilities

nuix
neo



Semantic Search

From Keywords to Concepts

nuix
neo



Expanded Solution Capabilities

Updated Dashboards, Further AI models including non-English Markets, Automated Workflows

nuix
neo



Nuix Neo Foundation

Pathway step to full AI-enabled Nuix Neo

nuix
neo



Nuix Neo Local

Rapid Deployment Capability

nuix
neo

TECHNOLOGY RESTRUCTURE COMPLETE

Aligning Product and Technology teams to a solutions-based model

- ✓ Restructure completed and operational model now in place
- ✓ Core technology locations consolidated
- ✓ Reinvestment into additional roles in technology hubs
- ✓ Increased capability within cost envelope - operating cost-neutral into FY26
- ✓ Stronger operating efficiencies, scalability and speed of execution

Core Technology locations:

- Sydney, Australia
- Washington DC, USA
- Pittsburgh, USA
- London, UK
- Hyderabad, India (tech partner)

4. OUTLOOK

JONATHAN RUBINSZTEIN

CHIEF EXECUTIVE OFFICER

OUTLOOK

CORE FOCUS AREAS FY26:

1. Continue to deliver on business transformation strategy:
 - a) Customer: Continued focus on higher-value contracts
 - b) Product: Further develop Nuix Neo capabilities
2. ACV growth driven by Nuix Neo
3. Revenue growth to exceed operating cost growth
4. Underlying cash flow positive for the full year



Q&A

APPENDIX

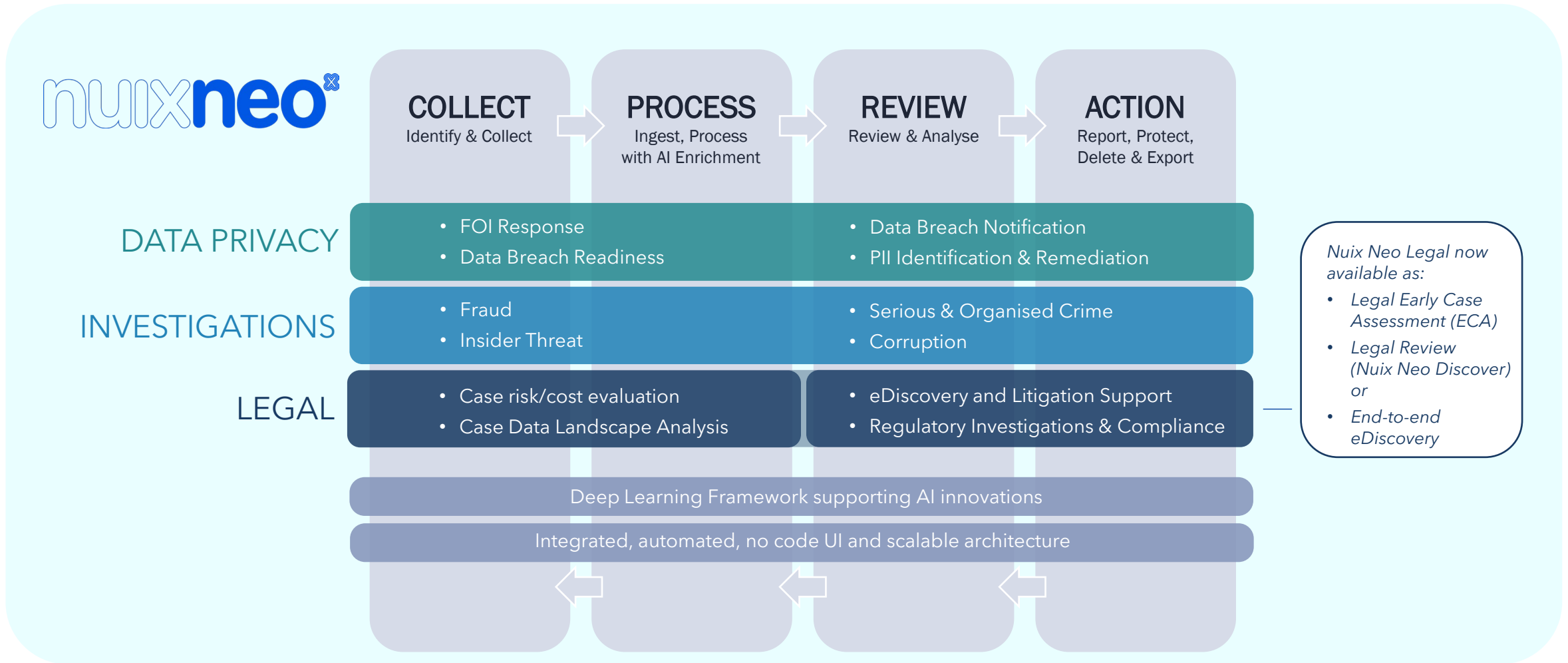
\$ millions, as at	30 Jun 25	30 Jun 24
ASSETS		
Cash and cash equivalents	40.0	38.0
Trade and other receivables	59.7	35.2
Contract assets	50.9	53.3
Other current assets	11.4	10.5
Property, plant and equipment	2.3	2.3
Intangibles	219.8	244.4
Deferred tax assets & lease assets	9.2	13.8
Total assets	393.4	397.5
LIABILITIES		
Trade and other payables	24.0	35.3
Deferred tax and lease liabilities	13.9	18.4
Deferred revenue	52.3	46.1
Provisions	6.8	4.4
Other liabilities	5.6	6.7
Total liabilities	102.6	110.9
EQUITY		
Issued capital	379.4	376.9
Reserves	(140.7)	(151.6)
Retained earnings	52.1	61.3
Total equity	290.8	286.6

BALANCE SHEET

- > Cash Balance \$40.0m
- > Trade and Other Receivables higher on large number of deals closed in June 2025 with billing in final month of financial year
- > Contract Assets represent the net balance typically for multi-year arrangements of amounts that are yet to be billed to customers, and the value of undelivered performance obligations to the customer
- > Fall in lease assets with certain arrangements nearing the end of lease terms, with new lease agreements yet to commence - hence have not been recognised as right-of-use assets and lease liabilities
- > Lower amount of other payables recognised for short term incentive arrangements
- > Deferred revenue balance has increased in part due to a rise in contracted but undelivered performance obligations, which will be recognised as revenue over time
- > Provisions higher due to technology restructure
- > \$30m bank facility undrawn other than \$1.3m utilised for bank guarantees

NUIX NEO

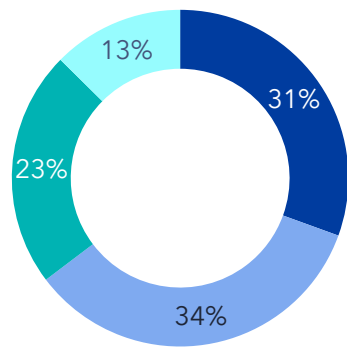
Expanded platform capabilities during FY25, including Legal and Deep Learning Framework capabilities



CUSTOMER BASE

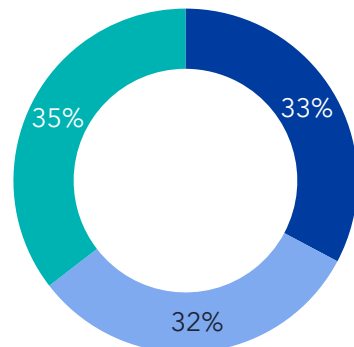
Long tenured, well-diversified customer base

ACV by Industry Group



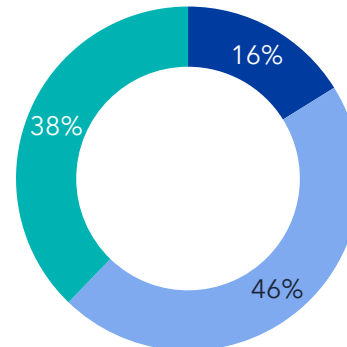
- Advisories
- Government
- Corporate
- Law Firms

Customer Concentration



- Top 20 customers
- Top 21-100 customers
- Remaining customers

Customer Tenure



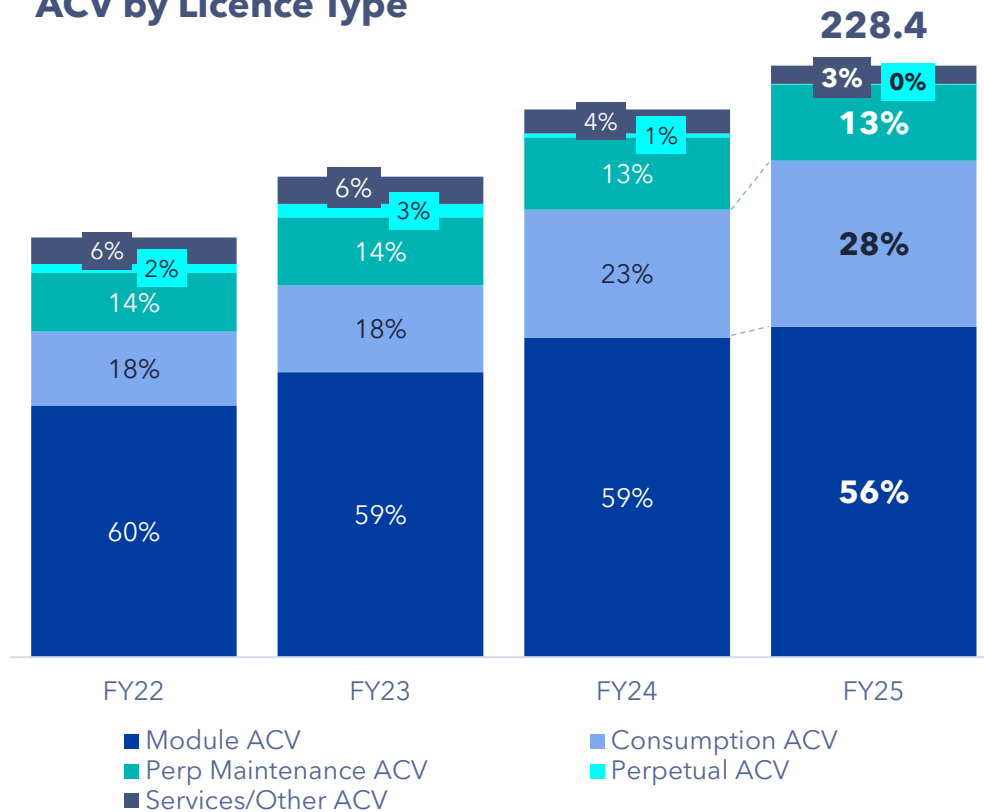
- <5 Years
- 5-10 Years
- 10+ Years

- Over 80% of ACV generated outside Australia
- No customer represents more than 3% of ACV
- 37% of ACV derived from customers with a tenure over 10 years

ACV BY LICENCE TYPE

Further lift in Consumption driven by Nuix Neo

ACV by Licence Type



- > Consumption licences continue to grow as a proportion of total ACV, driven by Nuix Neo in particular, in line with strategy
- > Perpetual sales negligible in line with recent trends, although the Maintenance component associated with prior Perpetual sales remains meaningful

ACV MIX AND LICENCE TYPES

ACV Type	Subscription ACV (97% FY25 Total ACV)			Other ACV (3% FY25 Total ACV)	
Software Licence	Module (56% of FY25 ACV)	Consumption (28% of FY25 ACV)	Perp Maintenance (13% of FY25 ACV)	Perpetual Licences (0% FY25 Total ACV)	Hardware/ Services (Non-Advantage) (3% FY25 Total ACV)
Primary Volume Drivers	Number of Module Licenses	Gigabytes processed or under management	Perpetual Licences held	Perpetual Licences held	Ad-hoc
Typical Pricing / Tenure Model	Annual / Multi Year Deals (MYD)			Upfront fee <i>Often paired with Subscription Maintenance</i>	
	Generally priced on an annual "cost per Core" or "cost per user" basis	Tiered "cost per gigabyte" processed (often with minimum volume commitments) or "cost per user" basis	Priced on a "cost per Perpetual Licence" basis	Priced on a one time "cost per Core" basis	

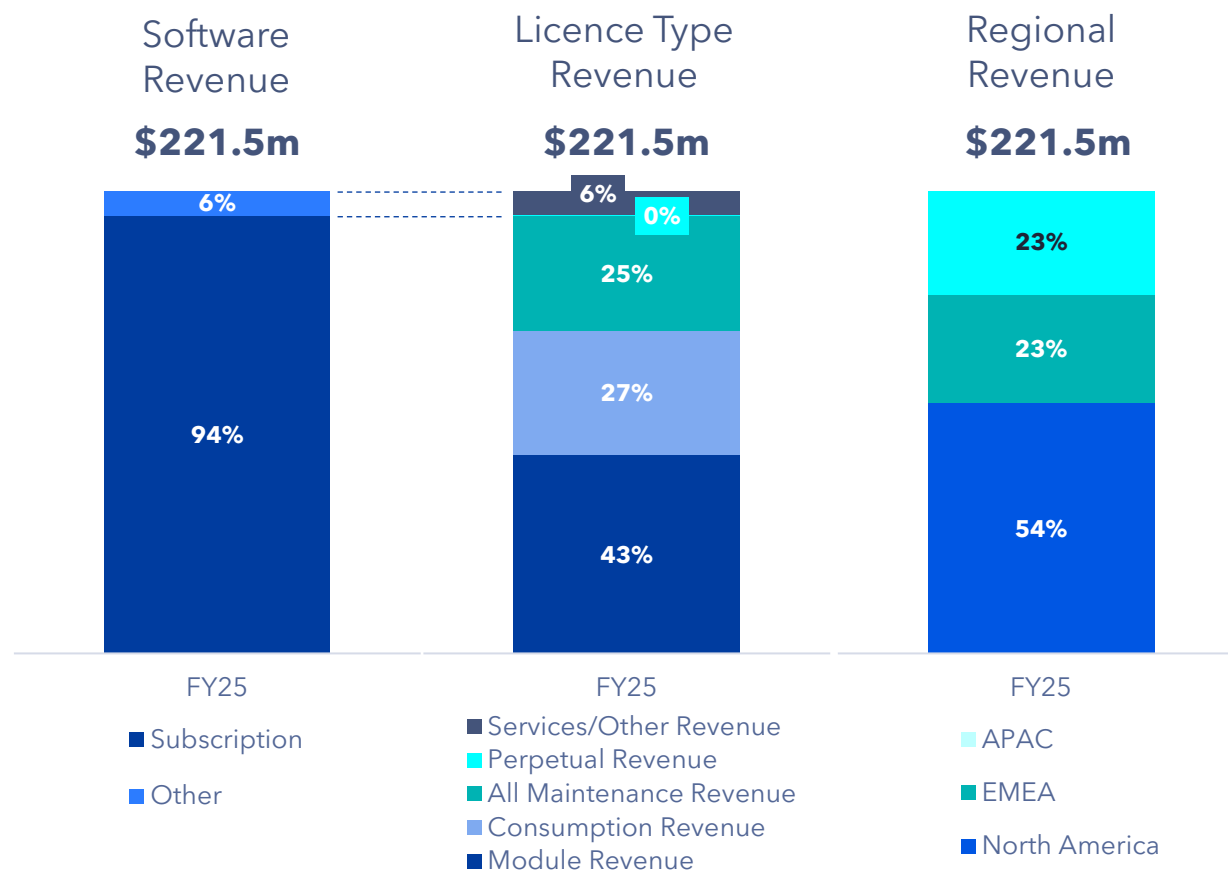
- > Subscription ACV is recurring in nature and includes Module, Consumption and the maintenance on Perpetual Licences.
- > Advantage (support) ACV is also included in Subscription ACV
- > Other ACV consists of the initial sale of Perpetual licences and any Hardware or Services that are ad-hoc or one-off in nature

LICENCE TYPE IMPLICATIONS ON REVENUE RECOGNITION

Delivery model	Licence type	1 year licence example Impact in month 1	3 year MYD licence example Impact in month 1	
On-premise or customer-hosted cloud	Subscription or Consumption licence (including Nuix Neo) ¹	1.2 Statutory 1.2 ACV	3.6 Statutory 1.2 ACV	\$1.2m on-premise module licence - 1 year \$3.6m on-premise module licence - 3 years (typically an up-front payment discount)
	Perpetual	1.2 Statutory 1.2 ACV	N/A	\$1.2m perpetual licence
Nuix-hosted cloud	Nuix SaaS	0.1 Statutory 1.2 ACV	0.1 Statutory 1.2 ACV	\$1.2m Discover SaaS consumption licence - 1 year \$3.6m Discover SaaS consumption licence - 3 years
Other	Maintenance	0.1 Statutory 1.2 ACV	0.1 Statutory 1.2 ACV	\$1.2m maintenance subscription - 1 year \$3.6m maintenance subscription - 3 years
	Professional services ²	1.2 Statutory 1.2 ACV	N/A	\$1.2m professional services

1. Excluding the impact of recognising related support and maintenance over time
2. Assuming completion and acceptance of services delivered

STATUTORY REVENUE COMPONENTS



- > Statutory revenue includes the majority of multi-year deal revenue up front, while ACV smooths multi-year deal contracts across relevant years
- > Software revenue represented 94% of total revenue, with Other Revenue seeing some growth through Advantage (support) sales
- > Consumption licences represented 27% of total revenue
- > Perpetual sales decreased to essentially zero in FY25, although the Support & Maintenance revenue associated with prior Perpetual sales is ongoing

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 rateable 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) **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. It also includes "Nuix Advantage" which consists of renewable consulting services with a minimum term of 12 months. 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.
- 3) **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.
- 4) **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.
- 5) **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.
- 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 (including Nuix Neo) at the end of the relevant period, expressed on an annualised basis.
- 7) **Net Non-Operational Legal Costs** are Non-operational legal costs net of insurance recoveries. Referenced as "Legal fees - regulatory/litigation" in the consolidated statement of comprehensive income.
- 8) **Cash EBITDA** incorporates the full Research & Development investment spend, including capitalised component, but excludes net non-operational legal costs and restructuring costs. From FY26 onwards, Cash EBITDA will be referred to as Adjusted Management EBITDA, with no change to calculation methodology.

CONSTANT CURRENCY

Constant Currency has been calculated using the below methodology:

1. Constant currency rates are calculated by dividing the total FY24 consolidated AUD revenue associated with a currency by the total FY24 transaction currency revenue of the same currency, providing a weighted average exchange rate based on statutory revenue transactions in FY24. This is then checked against the average daily rate provided by the RBA for appropriateness.
2. This modified rate is then applied at a transaction level across FY25 data to ensure that all metrics (region, domain, P&L department etc.) are re-weighted appropriately.
3. Where there is a cost transaction in a currency where there have been no revenue transactions, the average RBA rate for FY24 is used.
4. Exchange rates used for constant currency calculations:
 - > USD 1.52
 - > EUR 1.65
 - > GBP 1.92
 - > CAD 1.13

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The material contained in this document is a presentation of general information about Nuix Limited's activities current as at the date of this presentation (25 August 2025). It is provided in summary and does not purport to be complete.

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