

## MARKET RELEASE

25 March 2021

### Conference Presentation

Please see attached the Nuix Limited presentation for today's Morgan Stanley IPO Conference.

This announcement is authorised by the Nuix Board of Directors.

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#### About Nuix

Nuix Limited is a leading provider of investigative analytics and intelligence software, with the vision of “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. Headquartered in Sydney, Australia, Nuix licenses its software to more than 1,000 customers across 78 countries in North America, Asia Pacific and EMEA.

For further information, please visit [investors.nuix.com](https://investors.nuix.com)



Morgan Stanley IPO Conference  
25 March 2021

Presenter:  
Rod Vawdrey, CEO

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The forward-looking statements included in this document speak only as of the date of this document. Nuix Limited does not intend to update the forward-looking statements in this document in the future.

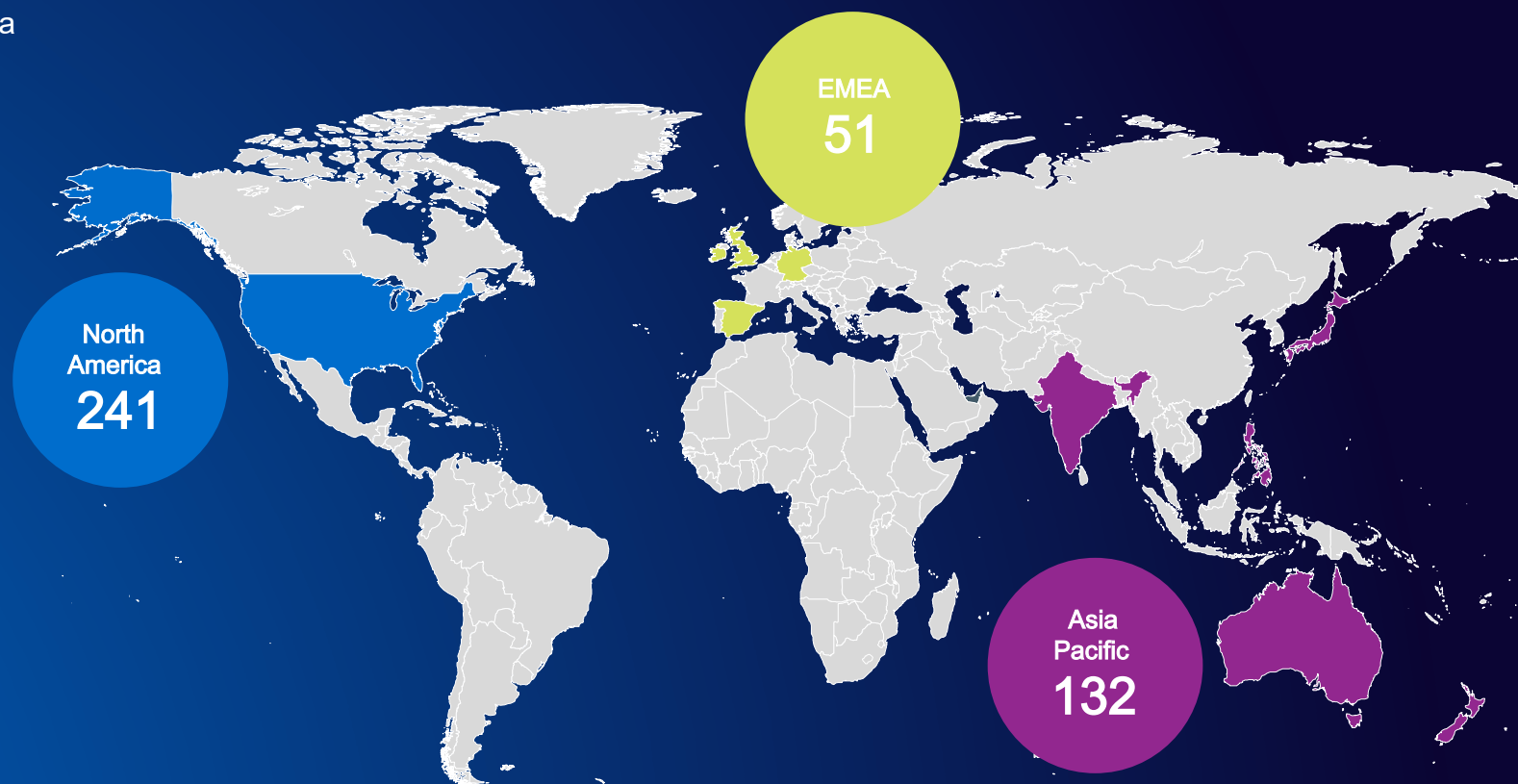
# Nuix at a glance

- Leading provider of investigative analytics and intelligence software
- Software licensed to over 1,000 customers located in 78 countries
- Global footprint with 424 full time employees across North America, EMEA and Asia Pacific
- Listed on the ASX on 4 December 2000 (ASX:NXL)
- Headquartered in Sydney, Australia

## FINDING TRUTH IN A DIGITAL WORLD

**424**  
staff worldwide <sup>(1)</sup>  
in **11** countries

**1,000+**  
customers  
across **78** countries



**Note:**  
1. FY21 total YTD headcount at December 2020

# Competitive Advantage

Nuix has a powerful software platform designed to deliver forensic-level insights into unstructured data at scale and speed.



## The Patented Nuix Engine

A supercharged data processing, search, and intelligence platform



## An End-to-End Solution

Products that solve real-world problems, from the endpoint to the courtroom



## Investigative Analytics

Identify intelligence, patterns, and correlations that no human could find



## A Fully Integrated Platform

Open, extensible, and intuitive for users



## Our People

We hire the best and build their expertise into our software

- The Nuix Platform has been developed in-house over the past 15 years
- Research and development costs of over A\$200m have been incurred since 2008
- Part of the Nuix algorithm to make unstructured data searchable was patented in 2013, with further patents granted since then

# Business Model

Nuix is a software company with a sticky customer base and high recurring revenue.

- **Software licenses 96% of revenue**
- **Subscription licenses 89% of revenue**

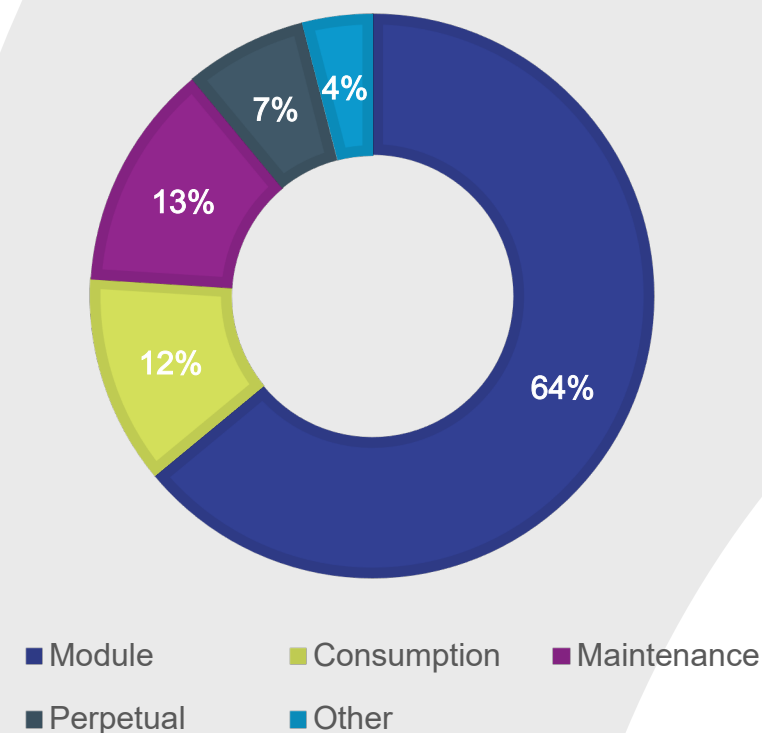
Nuix offers customers flexible licensing options to buy and access the software – whether it's cost per module (processing core, user or endpoint), cost per gigabyte (consumption) or on a perpetual basis

- Sold through direct and indirect sales channels across two regional divisions – the Americas and International
- Partner network provides additional geographic reach and wraps services around Nuix software platform
- Multi-year deals 25% of FY20 revenue (23% in 1H FY21)
- Sticky customer base with low churn (4.2% in 1H FY21)

## Notes:

Percentages reflect contribution to FY20 Total Revenue of \$176 million.  
Source: Nuix IPO Prospectus and Nuix Limited.

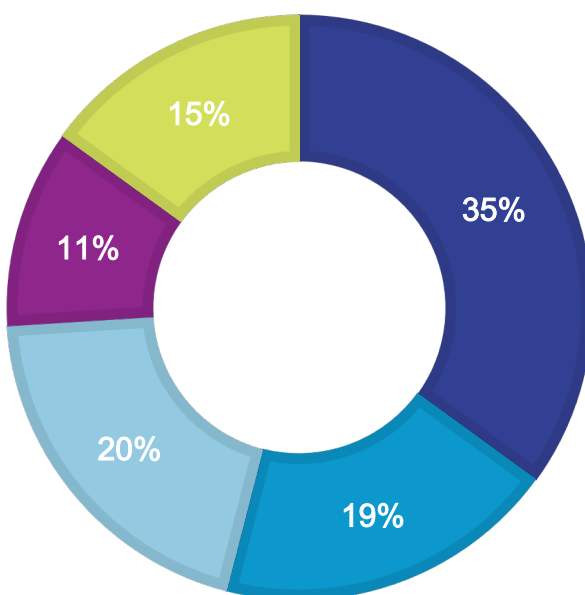
TOTAL REVENUE BY LICENSE (%)



# Diversified Business Model

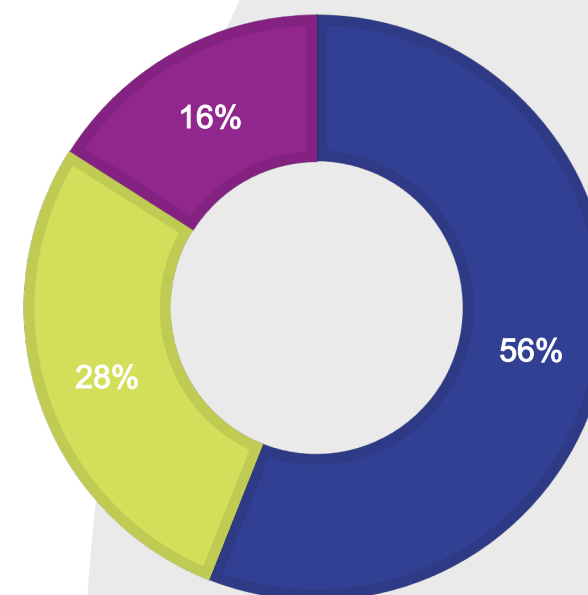
Blue chip customer base, well diversified by both segment and region

TOTAL REVENUE BY SEGMENT (%)



■ Advisories  
 ■ Corporate  
 ■ Government  
 ■ Law Firms  
 ■ New Strategic Markets

TOTAL REVENUE BY REGION (%)



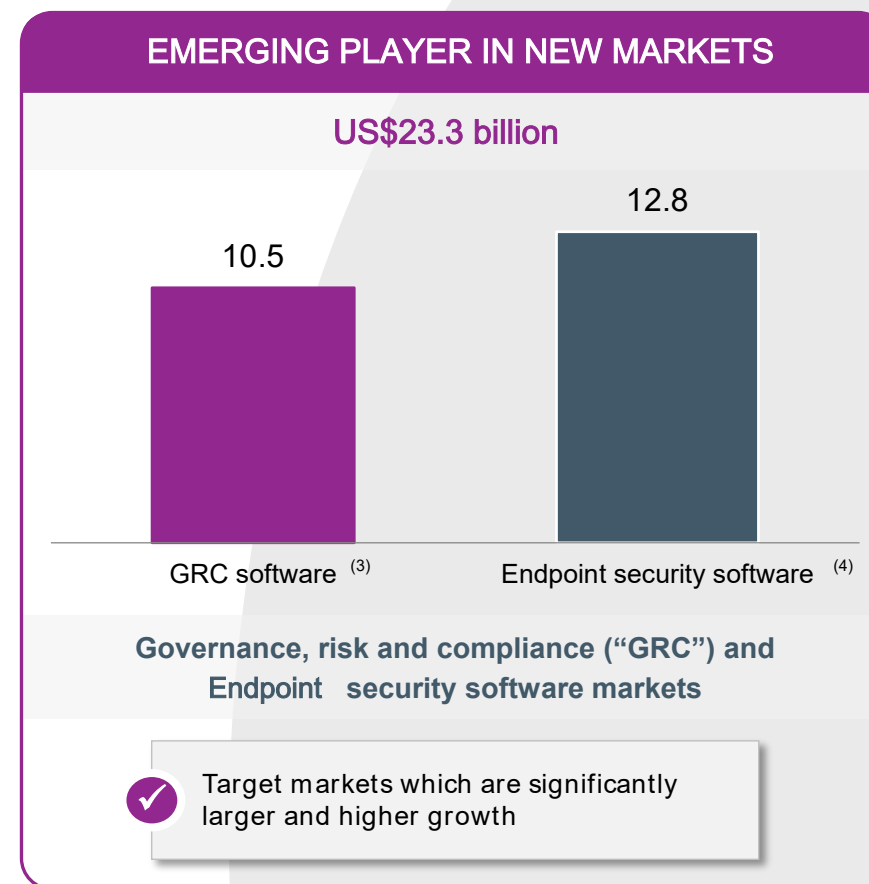
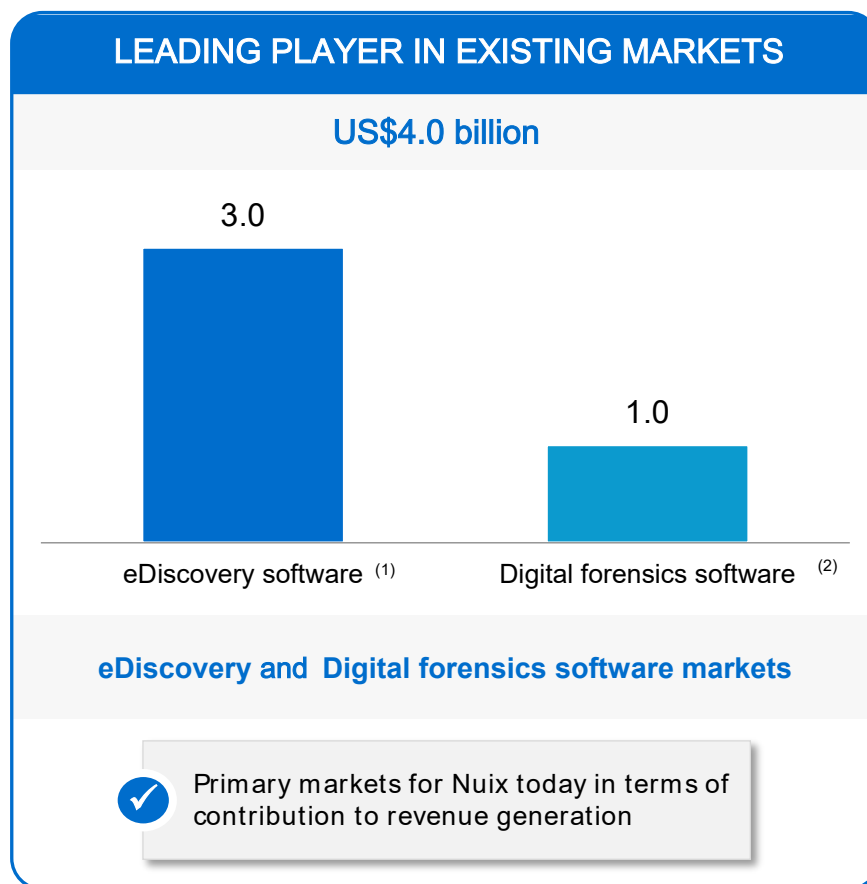
■ Americas  
 ■ EMEA  
 ■ Asia Pacific

**Notes:**

Percentages reflect contribution to FY20 Total Revenue of \$176 million.  
Source: Nuix IPO Prospectus.

# Industry Overview

Nuix licenses software to the investigative analytics and intelligence software market which is valued at over \$27 billion and includes the eDiscovery, Digital forensics, GRC and Endpoint software markets.



## Notes:

1. Source: IDC Worldwide eDiscovery Software Forecast (report #US45857020), 2020–2024, published June 2020.
2. Source: Mordor Intelligence, Global Digital Forensics Market, 2020–2025, published May 2020.
3. Source: IDC Worldwide Governance, Risk, and Compliance Software Forecast (report #US45856620), 2020–2024, published September 2020.
4. Source: IDC Semiannual Software Tracker, Forecast 2019H2 Release, published May 2020.

# Growth Opportunities

Future growth depends on expanding into new markets and gaining market share by developing applications around the powerful Nuix Engine.

## WIN NEW CUSTOMERS

1

Expand across geographies and in targeted industries by winning new customers and gaining market share in \$27bn<sup>(1)</sup> total addressable market (TAM)

## “LAND AND EXPAND” STRATEGY

2

Expand across key industry verticals. This involves driving new customer acquisition and upsell and renewal of existing customers

## INVESTMENT TO EXTEND THE NUIX PLATFORM

3

Extend the functionality of the Nuix software platform by creating products which attract new customers, drive upsell or create renewal activity

## OPERATING EFFICIENCY

4

Extract benefits of scale as the business grows; continue to drive improvements in operating margin

## PARTNER CONSIDERATIONS

5

Build a network of strategic partners who can provide complementary delivery and market expansion capabilities to drive future revenue sources

## VALUE ACCRETIVE M&A

6

Assess opportunities based on strategic fit, relevance and synergies and target the acquisition of capabilities rather than revenue alone

**Note :**

1. Refer to slide 7 more details on TAM



Q&A

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## Appendix

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# Our vision, mission and values

**VISION:** finding truth in a digital world

**MISSION:** to create innovative software that empowers organisations to simply and quickly find the truth from any data in a digital world

**VALUES:**



**CUSTOMERS**  
FOCUS, DELIVER, DELIGHT



**INNOVATION**  
UNLEASH COLLECTIVE GENIUS



**TEAMWORK**  
STRONGER TOGETHER



**PASSION**  
COMMITTED TO THE MISSION



**INTEGRITY**  
AUTHENTIC AND ACCOUNTABLE



**PEOPLE**  
RESPECT, ENCOURAGE, REWARD

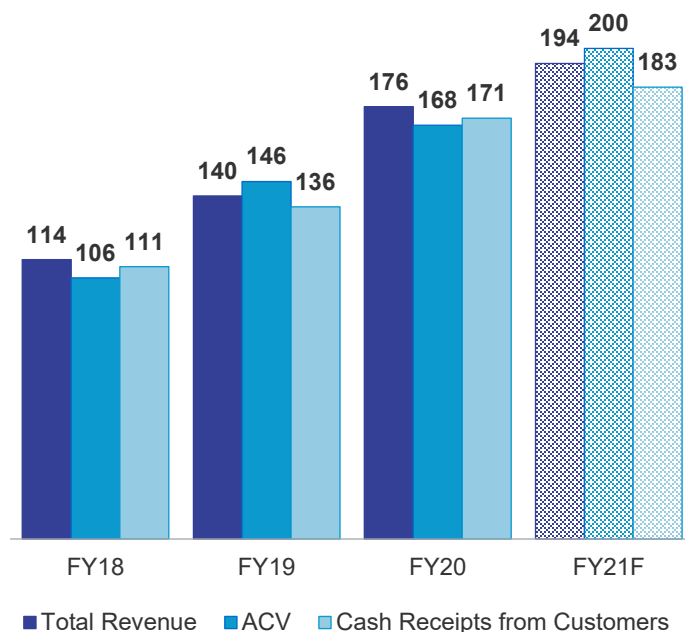
# Measuring success

Subscription revenues are driving growth and margin expansion.

## TOTAL REVENUE (\$M)

## PRO FORMA GROSS PROFIT MARGIN (%)

	FY18	FY19	FY20	FY21F
Total Revenue Growth		+23%	+26%	+10%
ACV Growth		+37%	+16%	+19%
Pro Forma Gross Profit Margin	89.1%	88.8%	88.2%	86.2%



## PRO FORMA EBITDA (\$M)

## PRO FORMA EBITDA MARGIN (%)

