



MARKET RELEASE

3 May 2022

Conference Presentation and Trading Update

Sydney, Australia – Global software company Nuix (ASX:NXL) provides a copy of the Nuix Limited presentation for today’s Macquarie Australia Conference, which includes a trading update for the nine months ending 31 March 2022.

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 “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 2022

JONATHAN RUBINSZTEIN, CHIEF EXECUTIVE OFFICER



3 MAY 2022
NuiX Limited

ABOUT NUIX

Nuix transforms large amounts of unstructured data into actionable intelligence 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 otherwise find



A Fully Integrated Platform

Open, extensible, and intuitive for users



Our People

We hire the best and build their expertise into our software

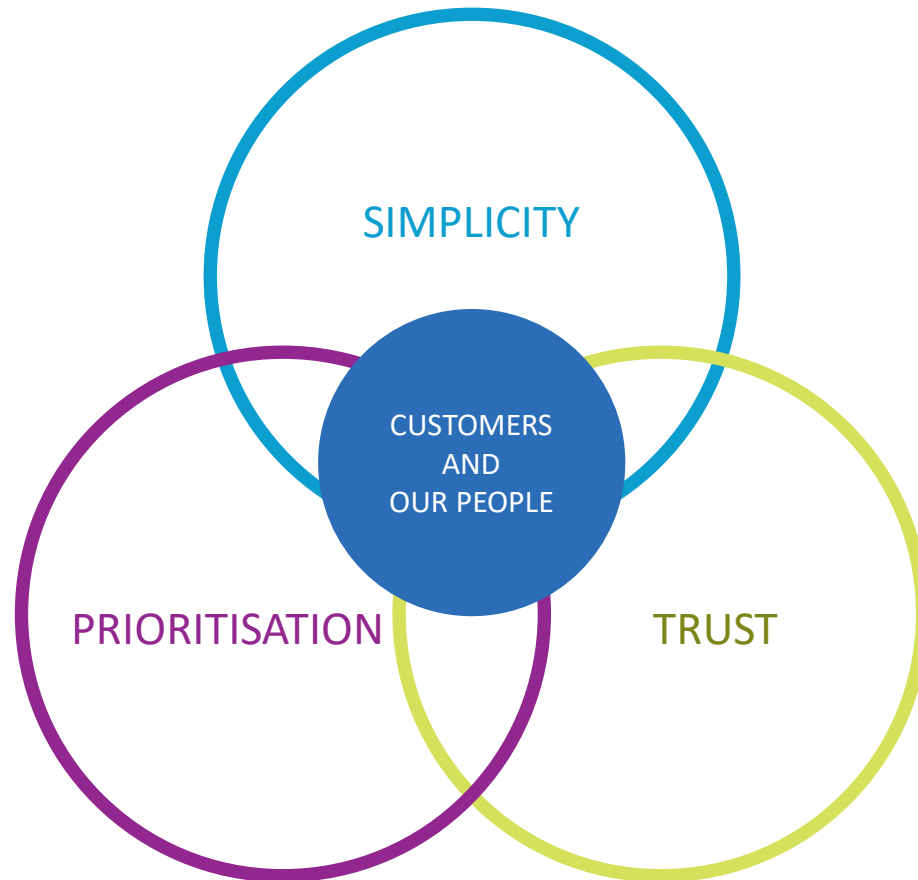
TRADING UPDATE

Nine months to 31 March 2022¹

- » Annualised Contract Value down 2% on pcp
- » Statutory Revenue down 6% on pcp
 - Churn remains low
 - Two key MYD renewals shifted to Q4
 - Revenue from new customers 27% below pcp
 - June critical month for contract signing
- » Pro forma EBITDA down 63% , driven by:
 - Continued investment in sales, distribution and development capabilities, benefits to flow in FY23 and beyond
 - Ongoing migration of core engine to SaaS offering and other development
 - Material increase in non-operational legal costs (\$11m ytd)
- » Looking forward:
 - Strong conviction on opportunity arising from strategic refresh and associated customer engagement
 - Return of face-to-face sales engagement

INSIGHTS

Focus on customer centricity



- » **Simplicity** – streamlining our processes and offerings
- » **Prioritisation** – strengthening our people and leadership to improve decision-making
- » **Trust** – building trust with our people, customers and shareholders



STRATEGIC THEMES

THREE CONCURRENT HORIZONS TO DRIVE GROWTH

HORIZON 1:

Sales excellence now to fund the future

Drive competitiveness and commercial performance of the core data processing business

- Drive sales and partnering enablement
- Refine enterprise-wide marketing strategy
- Build seamless end-to-end customer experience
- Learn from our customers and competitors
- Rigorously prioritise product and platform investments

HORIZON 2:

Evolve technology to a modular platform

Build a cross-solution platform offering for large enterprise

- Validate commerciality of cross-solution offering
- Develop go-to-market strategy for cross-solution offering
- Build single, end-to-end investigations platform
- Expand offering with new use cases

HORIZON 3:

Anticipate future use cases

Identify and monetise new use cases enabled by data processing

- Establish innovation pipeline process to test, launch and scale-up new use cases

STRATEGIC PRINCIPLES

Focusing on top-line revenue growth to ensure our ability to compete and grow longer term

Enhancing customer experience and satisfaction

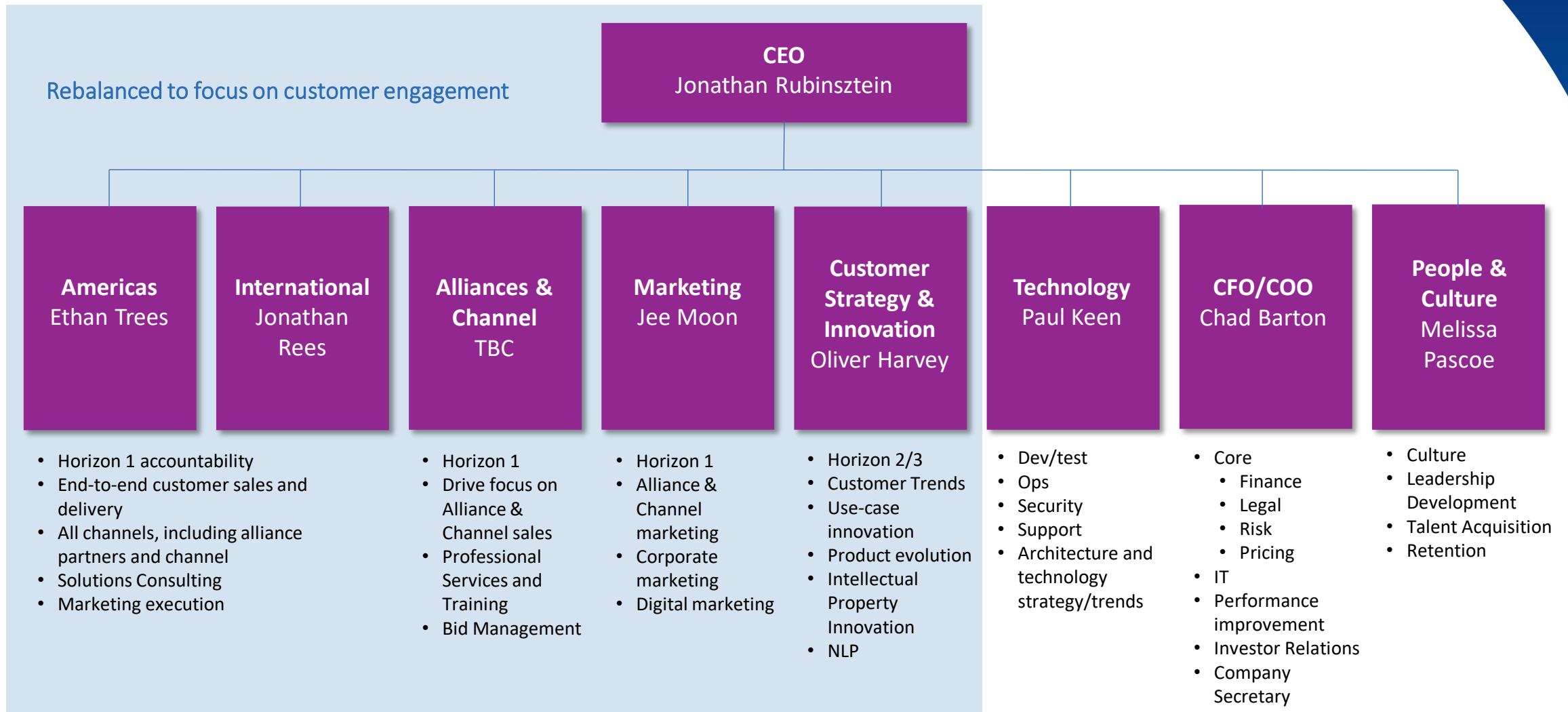
Creating clarity and simplicity

Fostering a culture of high performance

Competing on breadth of solution and client relationships, rather than just point-solution quality/technology

Technology serving future market needs and sustaining Nuix's competitive advantage

REBALANCED LEADERSHIP TEAM



**LEADING, END-TO-END
INVESTIGATIONS
PLATFORM...**

**...DIFFERENTIATED BY
EXCEPTIONAL
UNSTRUCTURED DATA
PROCESSING**



STRATEGIC OUTCOMES

- ✔ Customer-centric organisation
- ✔ Return to strong top-line growth
- ✔ Simple structure and processes, with clear accountabilities
- ✔ Great place to work
- ✔ Build trust with our investors



Q&A



DISCLAIMER

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