



MARKET RELEASE

29 APRIL 2024

Conference Presentation

Sydney, Australia – Global Software company Nuix (ASX: NXL) provides a copy of the Nuix presentation for today's Shaw and Partners Tech Conference.

This announcement has been authorised by the Board of Nuix.

Investor Contact

Brett Dimon
Head of Investor Relations and Sustainability
+61 (0)410 671 357
brett.dimon@nuix.com

Media Contact

Helen McCombie
Morrow Sodali
+61 (0)411 756 248
h.mccombie@morrrowsodali.com

About Nuix

Nuix is a leading provider of investigative analytics and intelligence software, that empowers customers to be a force for good by finding truth in the digital world. We help customers collect, process and review massive amounts of structured and unstructured data, making it searchable and actionable at scale and speed, with forensic accuracy.

For further information, please visit <https://www.nuix.com/investors>




NUIX

SHAW AND PARTNERS TECH CONFERENCE 1.0

29 APRIL 2024

JONATHAN RUBINSZTEIN
CHIEF EXECUTIVE OFFICER
NUIX



**X NUIX
HELPS
PROTECT**



GOVERN



**LEVERAGE
YOUR
ENTERPRISE DATA**

TRANSFORMATION JOURNEY

Delivering on strategy, quickly

Nuix has acted quickly and decisively in executing on its articulated strategy and cultural transformation...
... and we've only just begun on our new journey

20 Nuix Limited FY23 Financial Results

MULTI-HORIZON STRATEGY

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

HORIZON 2
Differentiate for large enterprise
Medium-term growth

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

HORIZON 1

Progress on key initiatives and enablers

BUILD ON OUR STRENGTHS:

- COMPETITIVENESS
- COMMERCIAL PERFORMANCE
- CUSTOMER EXPERIENCES

Key Initiatives	Commenced	In Progress	Completed
New price book	█		
Sales enablement optimisation	█	█	
Improved renewal process	█	█	
Upgrade service & support offerings	█	█	
Enablers			
Organisational structure	█		
Performance	█		
Build out	█		

21 Nuix Limited FY23 Financial Results

REACHING STRATEGIC GOALS TO DRIVE GROWTH

STRATEGIC GOALS

- Customer-centric organisation
- Return to strong top-line growth
- Simple structure and processes, with clear accountabilities

HORIZON 2: BUILDING THE FUTURE

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

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

NUIX UNIFIED PLATFORM

NEW NUIX

DATA PRIVACY

TAKE OWNERSHIP AND FOLLOW UP

RESILIENT BE EAGER FROM THE PAST AND BE OPTIMISTIC ABOUT TOMORROW

UNAFRAID TO DO THE RIGHT THING QUICKLY

TEAM NUIX, FIRST AND FOREMOST

HELP OUR CUSTOMERS AND INNOVATE FOR THEM

HORIZON 3: DATA PRIVACY SOLUTION

Nuix's Data Privacy Solution provides customers with forensic depth and defensibility to analyse sensitive data and protect businesses and customers

- Map Data**
Locate sensitive personal data in a vast number of unstructured and structured formats
- Identify Risks**
Pinpoint the types of personal data with unique privacy and other regulatory requirements
- Meet Retrieval Obligations**
Respond to requests and queries within short timeframes
- Defensibly Delete**
Collect, analyse and decommission data to minimise risks
- Optimise Processing**
Understand where and how private data should be stored

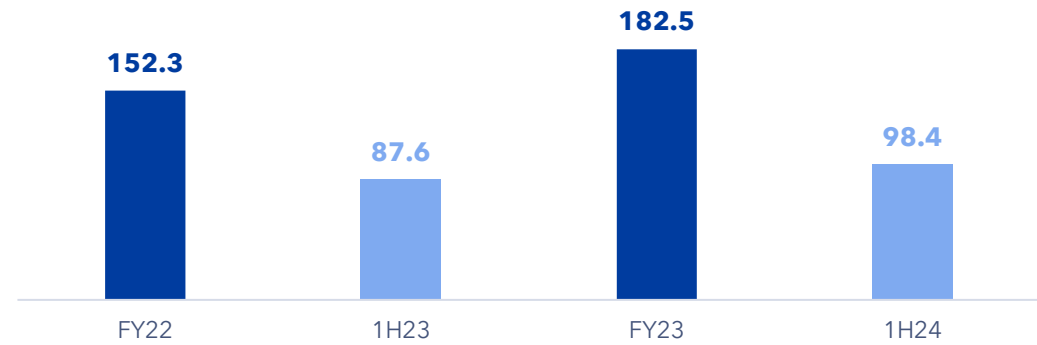
TRANSFORMATION JOURNEY

Momentum in financial metrics

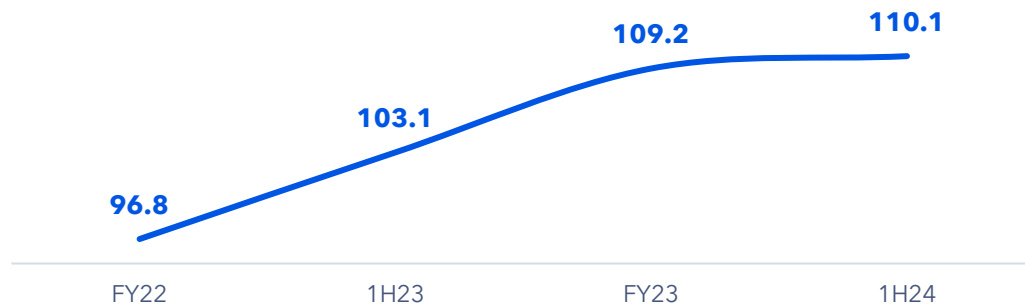
Annualised Contract Value (ACV \$m)



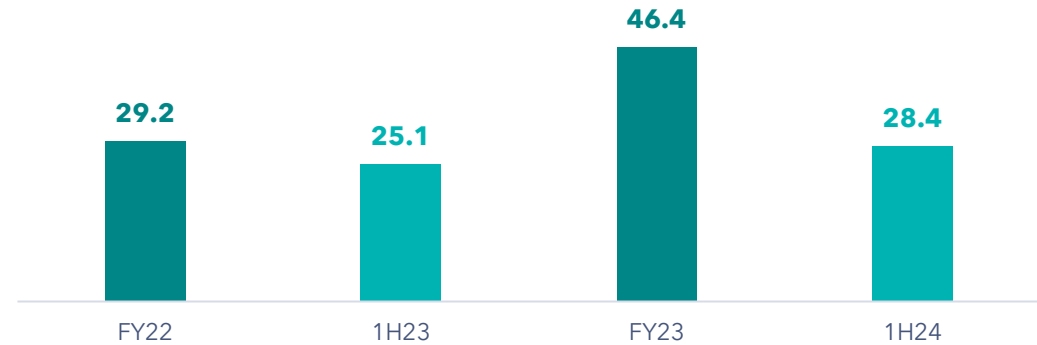
Revenue (\$m)



Net Dollar Retention (NDR %)

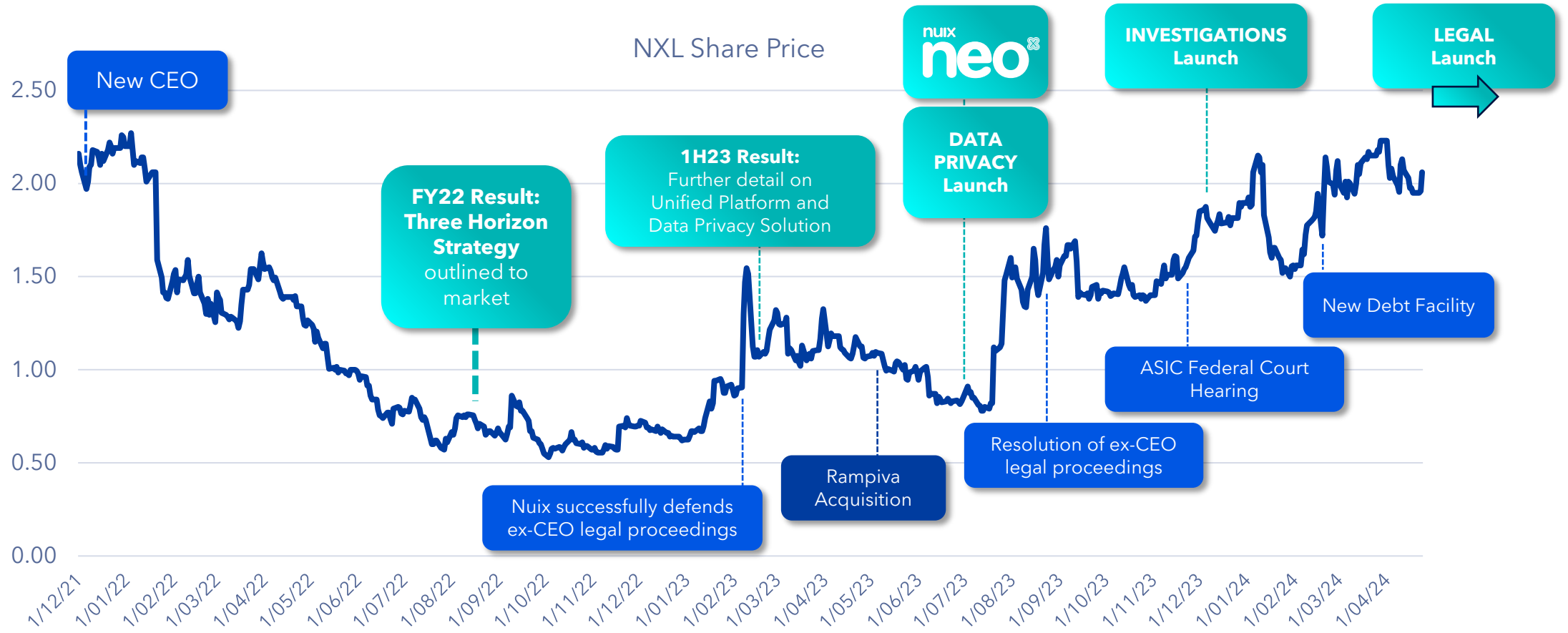


Underlying EBITDA (\$m)



TRANSFORMATION JOURNEY

Strategy implementation leading to value realisation



FOCUS ON CUSTOMER CENTRICITY

Driving stronger customer relationships and outcomes



The one tool that can handle everything in a consistent manner – in the past we would have used 3 or 4 tools.

John Douglas
Technical Director, First Response UK



Before using Nuix, it was taking us 6 weeks to complete a Freedom of Information request, now we can do it in 12 hours.

Large Government Agency via
Nuix and Booka Consulting Partnership



As a tool, its power, reliability, and breadth are unmatched. It's #1 by far in processing.

Corporate Legal Counsel*



*E-Discovery Unfiltered: A Survey of Current Trends and Candid Perspectives, All Kaplan Advisors, 2024



We ran a proof of concept: it produced results in 7 minutes – it would normally have taken 2 weeks to achieve the same result.

Forensic Team,
Global Telecommunications Company



Following a six month trial, Police Scotland found Nuix workflows led to the following improvements:

FORENSIC PROCESSING TIME

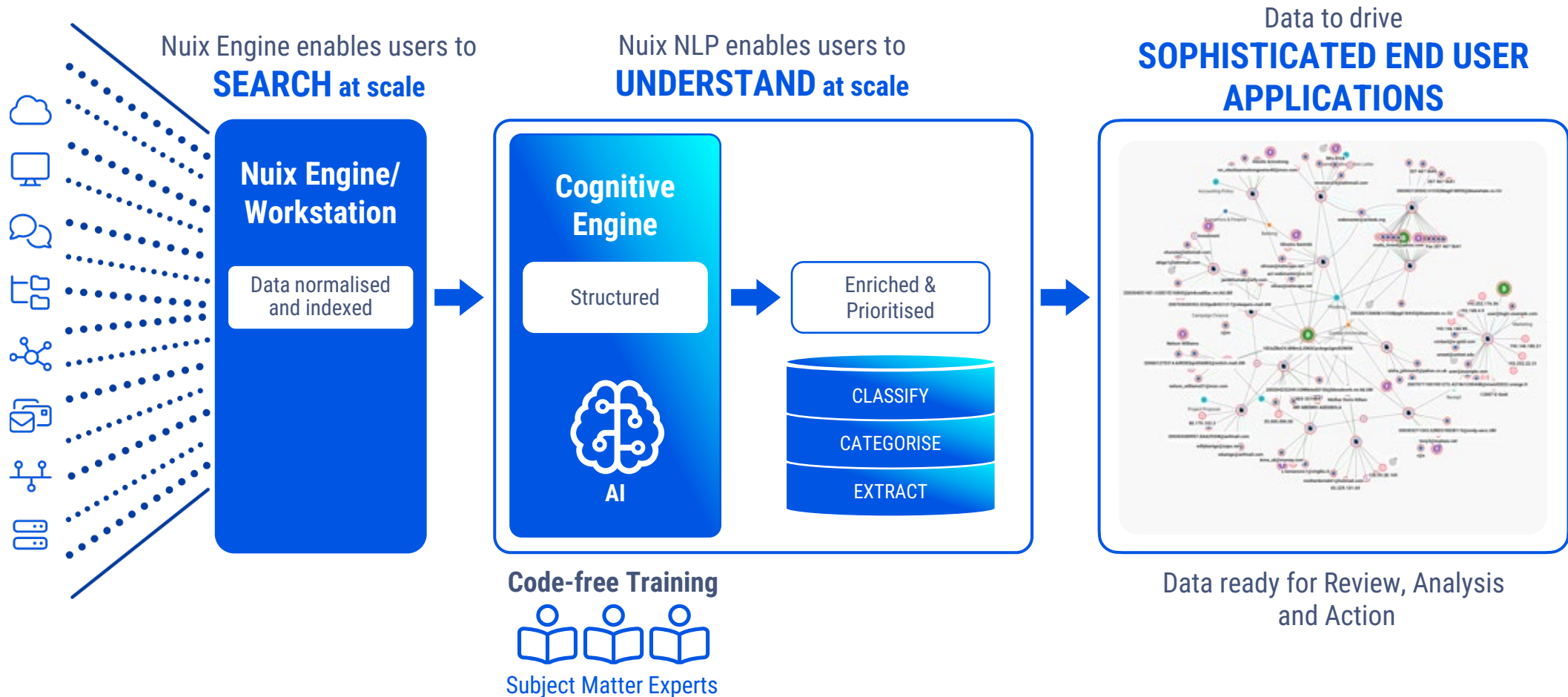
✓ 60%

REPORT PREPARATION TIME

✓ 76%

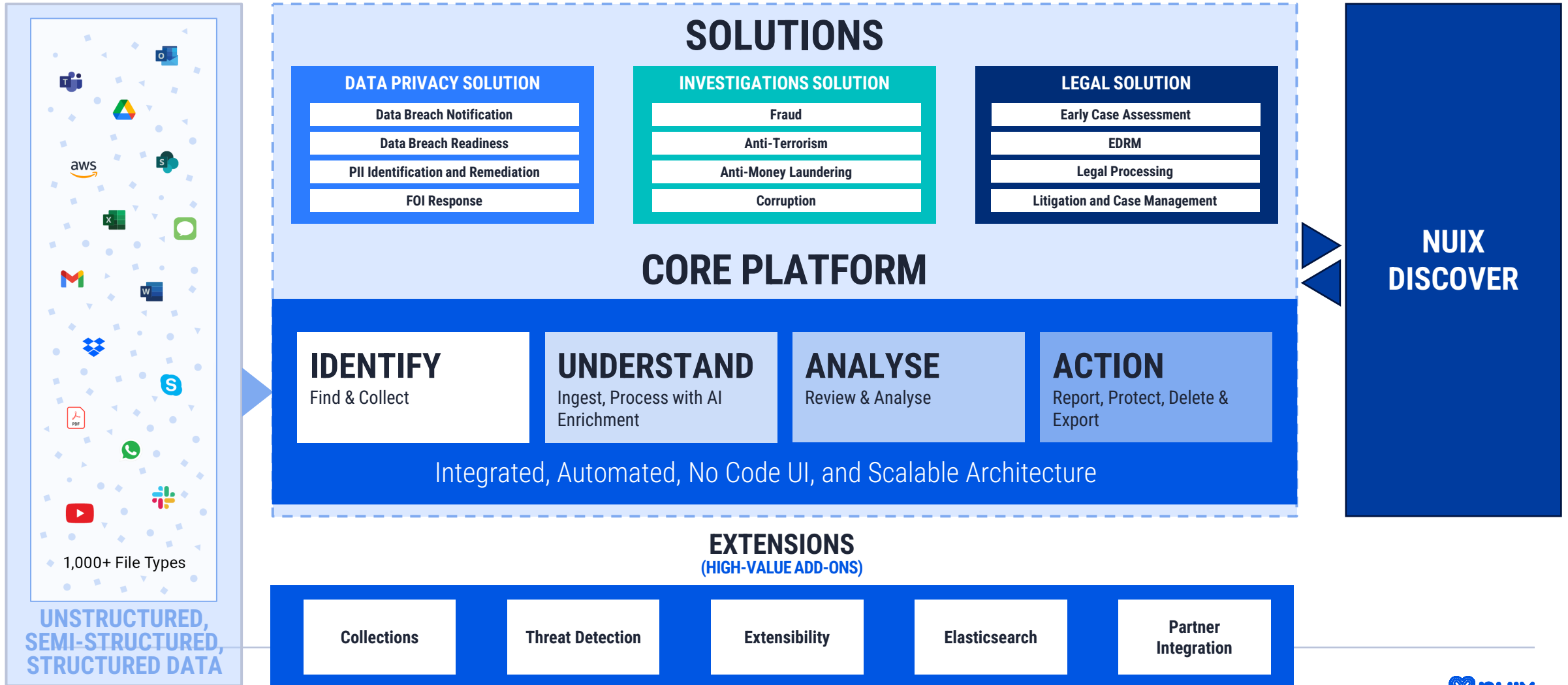
AI – THE HEART OF NUIX NEO

Enabling customers to understand at scale



NUIX NEO

One platform for a broad range of complex data challenges



nux
neo[™]
1H24

Nuix Neo Early Adopter ACV
\$4.1m

Nuix Neo Early Adopters
8 Customers

Average Nuix Neo ACV
>\$500k

NUIX NEO LAUNCHED 1H24

Successful partnerships with early adopters

- Nuix is partnering with a small number of early adopters in FY24 as solutions are released
- Dedicated expert services for Early Adopters to achieve accelerated customer ROI
- By December, Nuix was working with 8 early adopter customers, with an average Neo ACV of >\$500k per customer.
- Early adopters comprised 7 existing customers, 1 new customer
- All Neo customer packages include Nuix Advantage subscriptions, offering right-sized customer support in addition to solutions
- Engagement with select customers regarding Nuix Neo Pathway, an opportunity for customers to access certain benefits, such as Rampiva technology, prior to full Nuix Neo adoption

OUTLOOK

Strategic targets for full year retained

STRATEGIC TARGETS FY24:

- Targeting ~10% ACV and Statutory Revenue growth in constant currency
- Successful rollout of Nuix Neo and associated Solutions to Early Adopters
- Broadened sales focus to further drive new business
- Revenue growth to exceed operating cost growth¹
- Underlying Cash Flow positive for the full year



DISCLAIMER

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 (29 April 2024). It is provided in summary and does not purport to be complete.

This information has been prepared by Nuix Limited without taking account of any person's objectives, financial situation or needs and because of that, you should, before acting on any information, consider the appropriateness of the information having regard to your own objectives, financial situation and needs. You should not rely upon it as advice for investment purposes. These factors should be considered, with or without professional advice, when deciding if an investment is appropriate.

To the extent permitted by law, no responsibility for any loss arising in any way (including by way of negligence) from anyone acting or refraining from acting as a result of this material is accepted by Nuix Limited, including any of its related bodies corporate.

This document may contain forward looking statements with respect to the financial condition, results of operations, and business strategy of Nuix Limited. These forward-looking statements are based on estimates, projections, and assumptions made by Nuix Limited about circumstances and events that have not yet taken place. Although Nuix Limited believes the forward-looking statements to be reasonable, they are not certain. Forward-looking statements involve known and unknown risks, uncertainties, and other factors that are in some cases beyond Nuix Limited's control, and which may cause actual results, performance or achievements to differ materially from those expressed or implied by the forward-looking statements (and from past results). Nuix Limited makes no representation or warranty as to the accuracy of any forward-looking statements in this document and undue reliance should not be placed upon such statements.

Forward-looking statements may be identified by words such as "aim", "anticipate", "assume", "continue", "could", "estimate", "expect", "intend", "may," "plan", "predict", "should", "will", or "would", or the negative of such terms or other similar expressions that are predictions of or otherwise indicate future events or trends.

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 Limited ABN 80 117 140 235
Level 27, 1 Market Street, Sydney NSW 2000
www.nuix.com