

MARKET RELEASE

21 February 2022

1H22 Financial Results Investor Presentation

Please see attached the 1H22 Financial Results Investor Presentation with amended page 13.

This announcement is 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. Headquartered in Sydney, Australia, Nuix licenses its software to more than 1,000 customers across 79 countries in North America, Asia Pacific and EMEA.

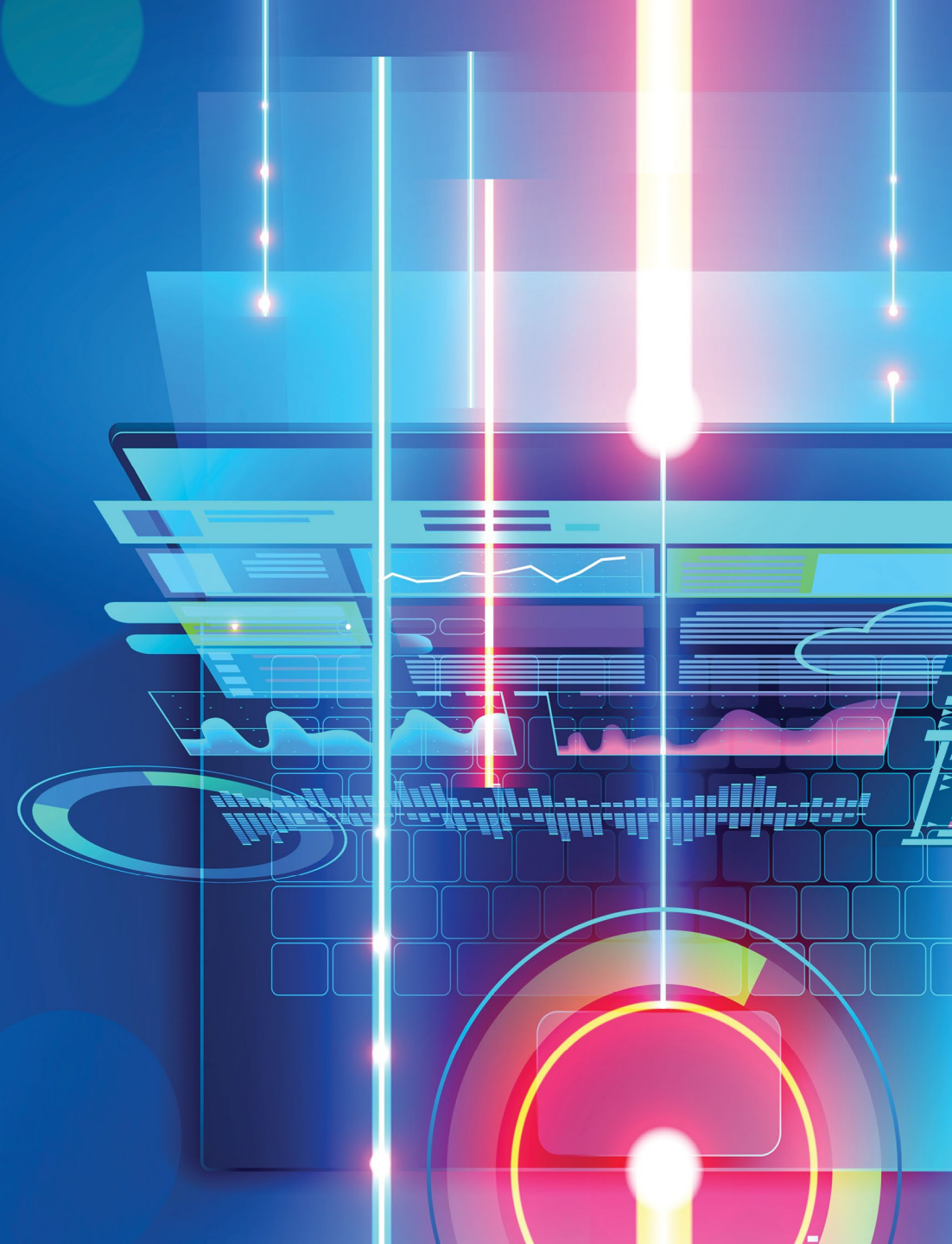
For further information, please visit investors.nuix.com

1H22 FINANCIAL RESULTS

JONATHAN RUBINSZTEIN, CHIEF EXECUTIVE OFFICER
CHAD BARTON, CHIEF FINANCIAL OFFICER



21 FEBRUARY 2022
NuiX Limited



AGENDA

1. OUTLOOK & HIGHLIGHTS
2. FINANCIAL RESULTS
3. CONCLUDING REMARKS

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1

OUTLOOK & HIGHLIGHTS

JONATHAN RUBINSZTEIN, CHIEF EXECUTIVE OFFICER



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

EARLY OBSERVATIONS

Three months in..

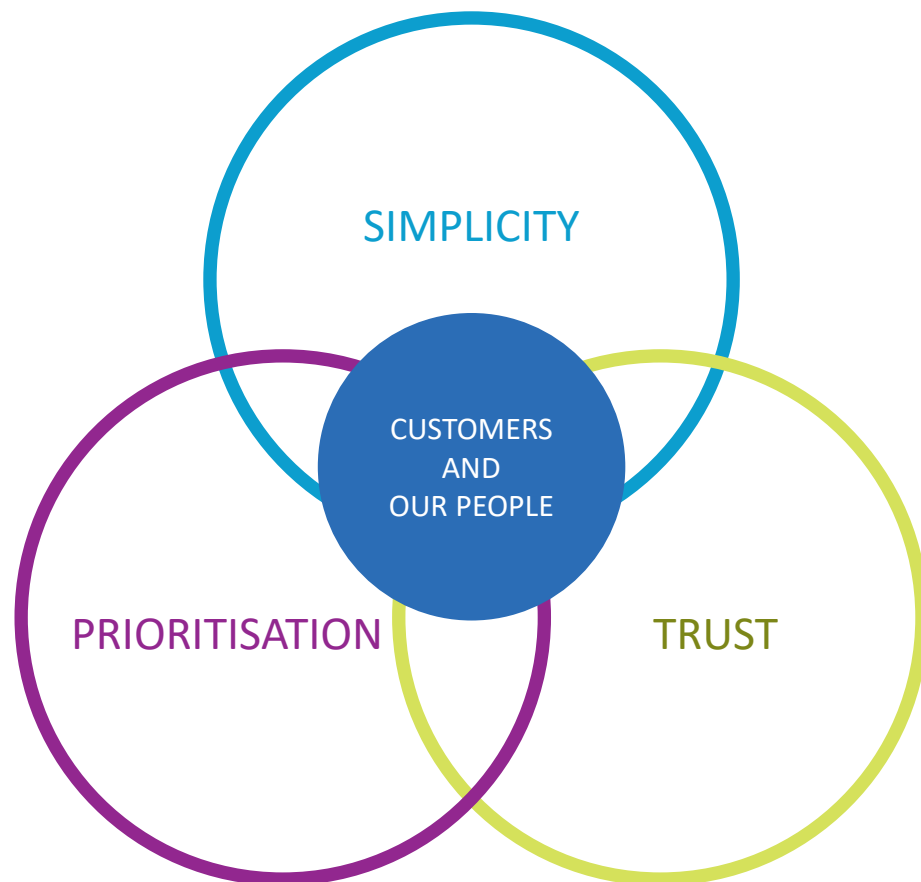
- » Nuix has great technology and a talented team
- » This has allowed us to solve a broad range of customer problems
- » The market potential continues to grow and expand into new industry sectors and uses for the technology
- » Nuix continues to evolve and improve solutions and business models to capitalise on expanded opportunities



Jonathan Rubinsztein
Chief Executive Officer

DRIVING GROWTH

Focus on customer centricity



- » Drive a focus on our great people and technology on **solving customers' highest value/risk problems**
- » Hone every aspect of our business on the **evolving needs of our customers**



THREE HORIZONS OF CHANGE

WHAT WILL IT TAKE?

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

IMPLEMENTING STRATEGIC REVIEW OUTCOMES

WHAT WILL IT LOOK LIKE?

- 1 Simplified annualised performance metrics to highlight growth
- 2 Targeting where we will win across industries and geographies
- 3 Sales enablement and account management
- 4 Investment in alliances and channel
- 5 Simplified organisation structure to support alignment, accountability and agility

REACHING STRATEGIC GOALS TO DRIVE GROWTH

STRATEGIC GOALS

- ✔ 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

1H22 KEY FINANCIAL METRICS

Statutory Revenue

\$84.0m

▼ Down 1.5% on 1H21

Down 1.6% on constant currency basis²

Gross Margin

89.9%

▲ Up from 89.2% in 1H21

89.8% in constant currency

Subscription ACV¹

89.9%

▲ Up from 87.1% in 1H21

89.8% on constant currency basis

Annualised Contract Value (ACV)¹

\$164.5m

▲ Up 1.7% on 1H21

Up 2.4% on constant currency basis

Customer Churn¹

4.1%

▲ Up from 3.9% in 1H21

4.2% in constant currency

Consumption ACV¹

\$27.1m

▲ Up 24.6% on 1H21

Up 25.0% on constant currency basis

EBITDA³

\$13.8m

▼ Down 56.4% on 1H21 (pro-forma)

Down 57.1% on constant currency basis

Net Dollar Retention (NDR)¹

98.8%

▼ Down from 101.9% in 1H21

102.3% in constant currency

Net Cash

\$52.5m

▼ Down from \$70.9m in FY21

Notes: 1. Refer Glossary for a detailed definition of Annualised Contract Value (ACV), Customer Churn, Net Dollar Retention (NDR), Subscription ACV and Consumption ACV
2. Refer page 34 for comments on constant currency calculation
3. Refer page 34 for comments on pro forma adjustments

TECHNOLOGY HIGHLIGHTS

Further Investment in SaaS Platform

- » Engineering team ran successful proof of concept unifying the end-to-end Nuix platform leveraging the cloud and parallel processing

Automation

- » General availability of Automation, allowing customers to reduce time spent configuring and managing processing jobs and seamlessly transition workflows between Nuix products. An important building block of Nuix's next generation SaaS platform

FedRAMP

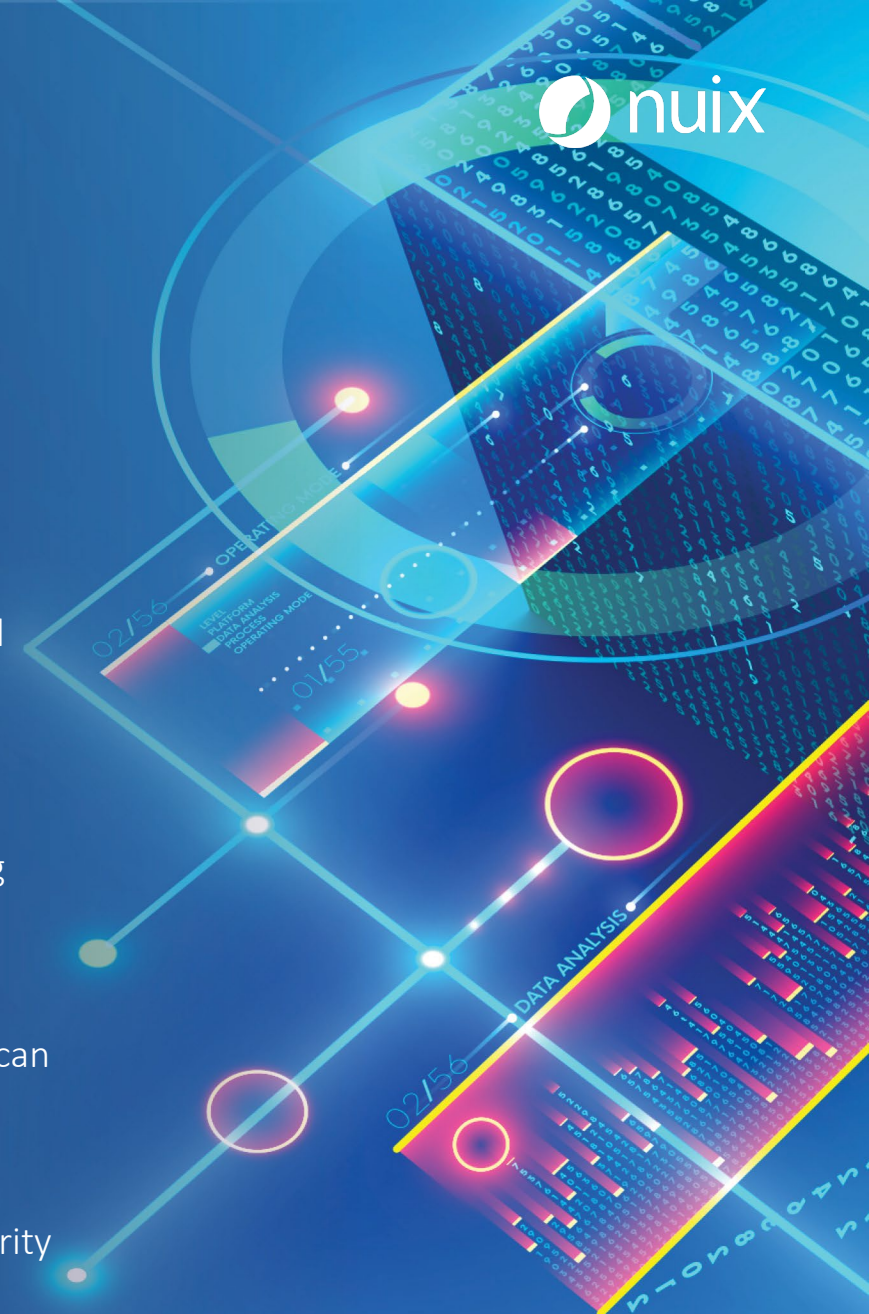
- » As part of FedRAMP accreditation, Nuix released world-class end-to-end encryption meeting FIPS140-2 standards into its US Government Cloud Region

Cloud-based Investigations

- » Working with key partners, developed a national investigations platform, meaning agencies can quickly mobilise to respond to Royal Commissions and Coronial Inquests

ISO Certification

- » Renewal and addition of certifications to product stack, demonstrating commitment to security and an important step in expanding the SaaS footprint



BUSINESS HIGHLIGHTS

North America

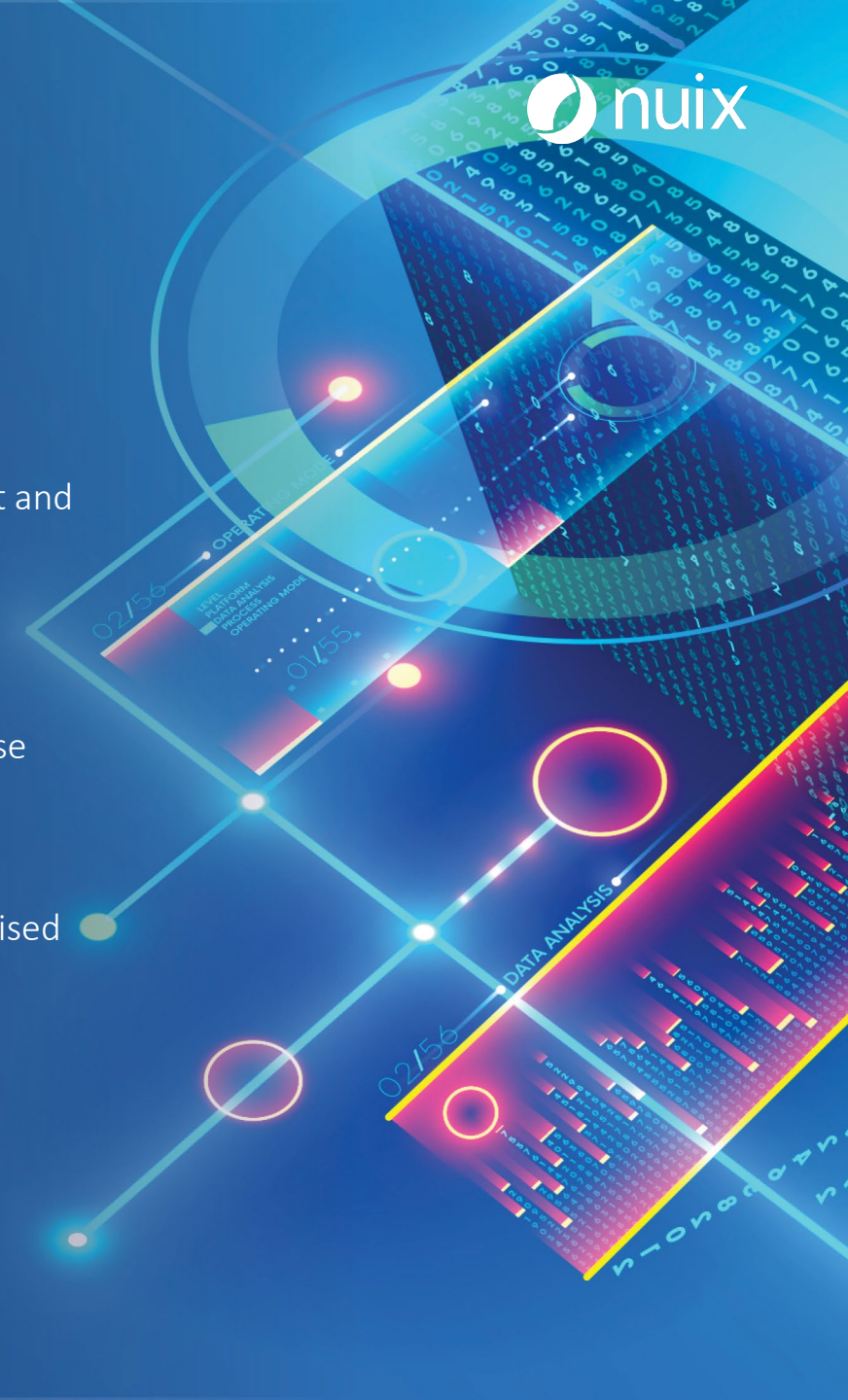
- » Two significant deals closed with large corporates
- » Renewed multi-year deals with three key advisories, including meaningful Discover footprint and closer partnership
- » Strong performance from US Government with future growth opportunities

EMEA

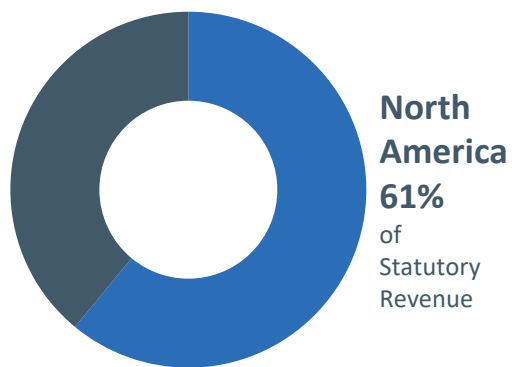
- » Significant SaaS contract with major German multi-national corporation for in-house legal use case
- » Long term contracts and in-contract growth with two service providers
- » Selected as technology of choice for Project NEMO – a platform to fight transnational organised crime funded by the European Union

Asia Pacific

- » Significant contract growth in Defence
- » Key renewals in Regulatory
- » Corporate sector growth driven by Governance and Insider Threat Investigation use cases

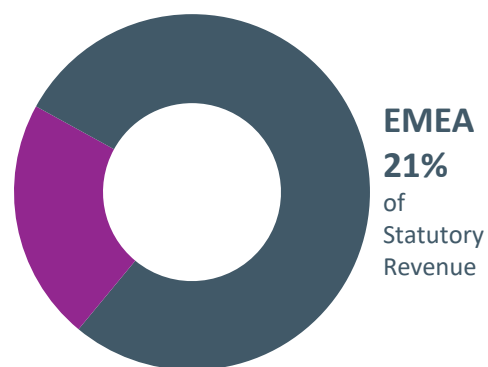


REGIONAL UPDATE



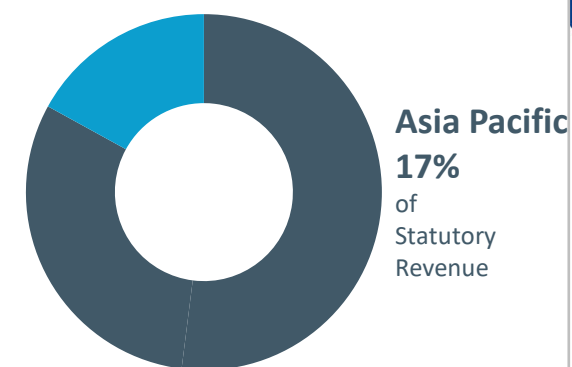
North America

- North America stronger, up 13% to \$51.3m, driven by stronger upsell and new business
- US Government component stronger on key renewals
- Very strong growth in Corporate
- Renewed key multi-year deals with three key advisories
- Recently launched automation product gaining good traction
- Increased sales capability across Corporate, new business, strategic accounts and partners



EMEA

- EMEA weaker, down 32% to \$18.0m, with both new business and upsell lower than the previous period
- Significant SaaS contract with German multi-national for in-house legal use case
- Long term contracts and in contract growth with two service providers
- Selected as technology of choice for Project NEMO
- National Security Agency expansion in Southern Europe



Asia Pacific

- APAC stronger, up 10% to \$14.7m, driven by strong renewals
- Strong performance with existing Government customers
- Defence and Regulators particular areas of strength
- SaaS continuing to see significant growth, based on new and existing contracts
- Further growth in Australian Corporate driven by Governance and Insider Threat Investigation use cases

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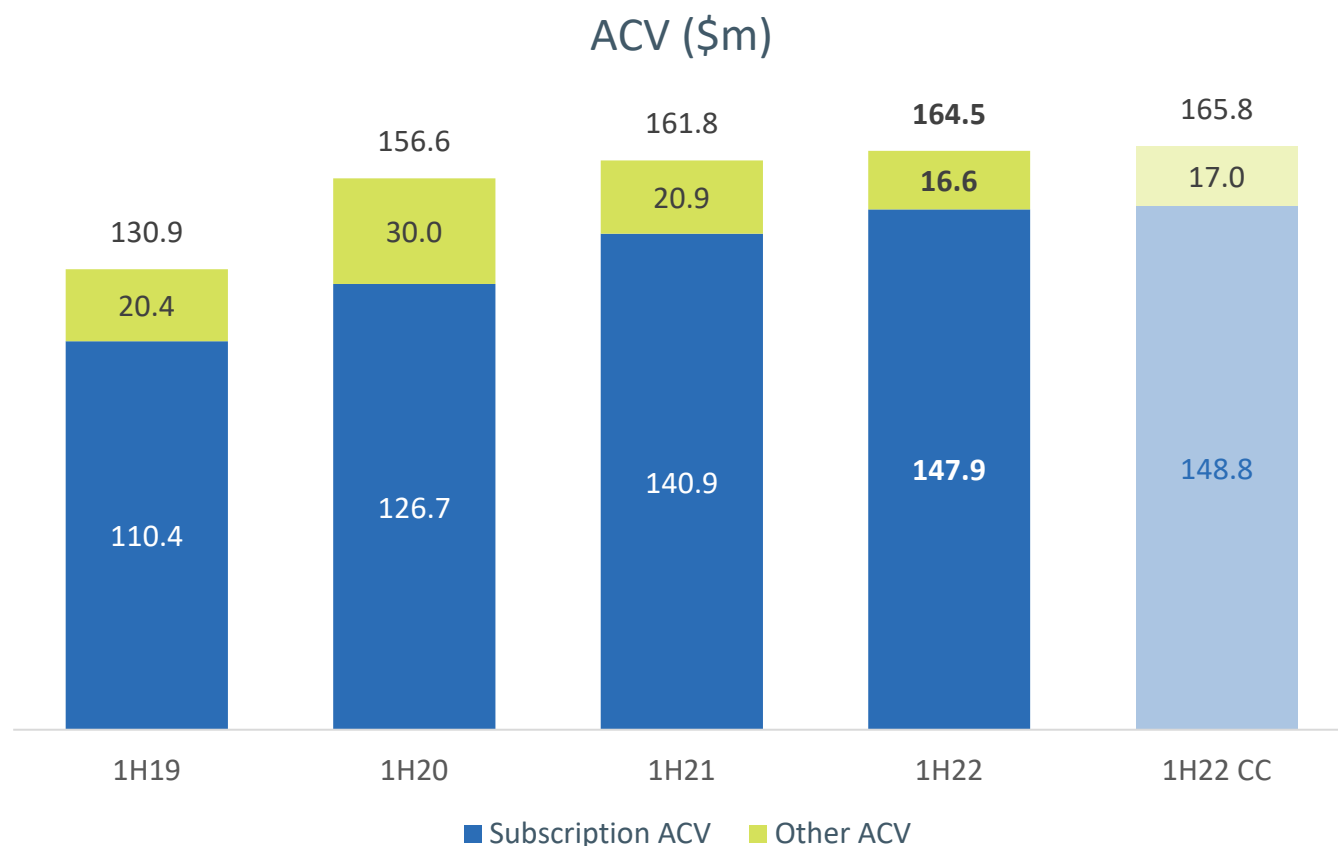
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FINANCIAL RESULTS

CHAD BARTON, CHIEF FINANCIAL OFFICER



ANNUALISED CONTRACT VALUE (ACV)



1H22 ACV

\$164.5m as at 31/12/21

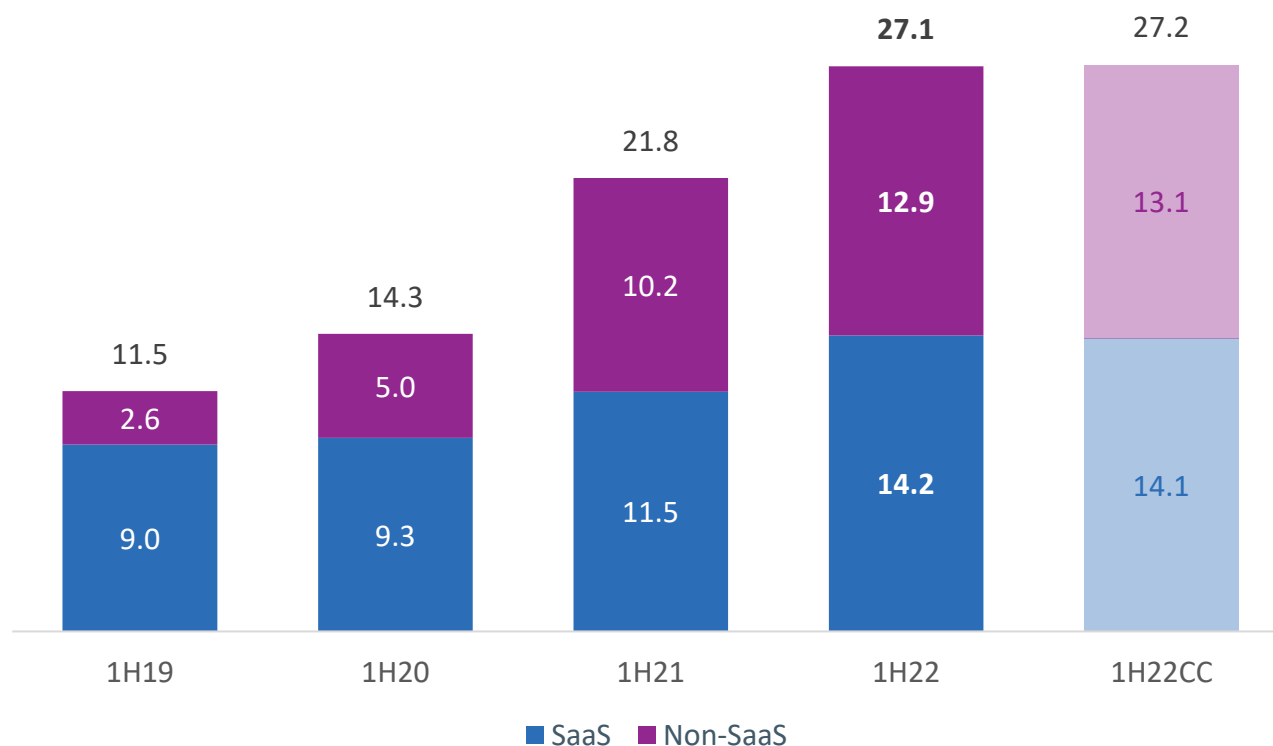
- » Total ACV up 1.7% on pcp, up 2.4% in constant currency
- » Subscription ACV¹, up 4.9% on pcp, representing 89.9% of Total ACV
- » Consumption licences continue to grow strongly
- » Lower new business offset by net upsell to existing customers
- » Re-signing of major advisory contract on multi-year consumption licence
- » Other ACV² (perpetual and services) continues to fall in both absolute and relative terms, as expected

Notes:

1. See note 4 in the Glossary in the Appendix for a detailed definition of Subscription ACV
2. See note 5 in the Glossary in the Appendix for a detailed definition of Other ACV
3. Refer page 34 for comments on constant currency calculation

GROWTH IN CONSUMPTION ACV

Consumption ACV, including SaaS (\$m)



1H22 Consumption ACV

\$27.1m as at 31/12/21

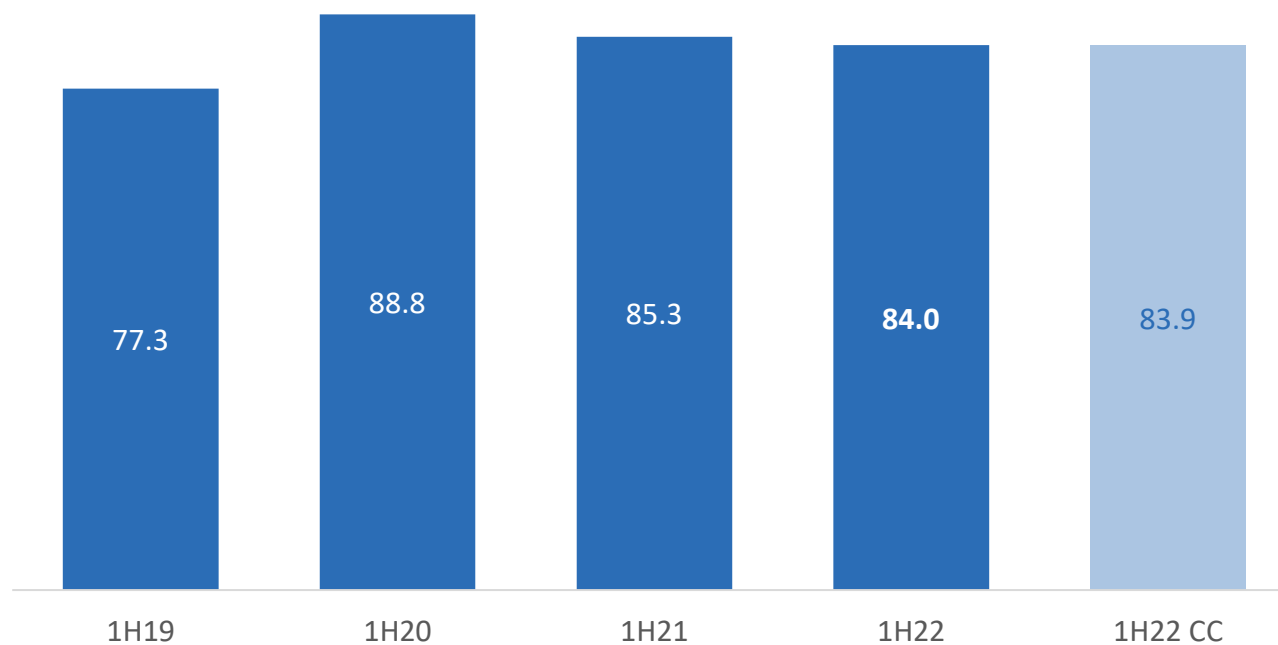
- » Consumption ACV¹ up 24.6% on pcp
- » Consumption ACV is a subset of Subscription ACV
- » Continued customer demand for shift to consumption licences
- » SaaS consumption ACV² up 23.4% on pcp

Notes:

1. See note 6 in the Glossary for a definition of Consumption ACV. Refer table on page 31 in the appendix for further information on licence types
2. SaaS Consumption ACV is a component of Total Consumption ACV – see note 7 in the Glossary for definitions
3. Refer page 34 for comments on constant currency calculation

TOTAL REVENUE

Total Revenue (\$m)



1H22 Revenue

\$84.0m

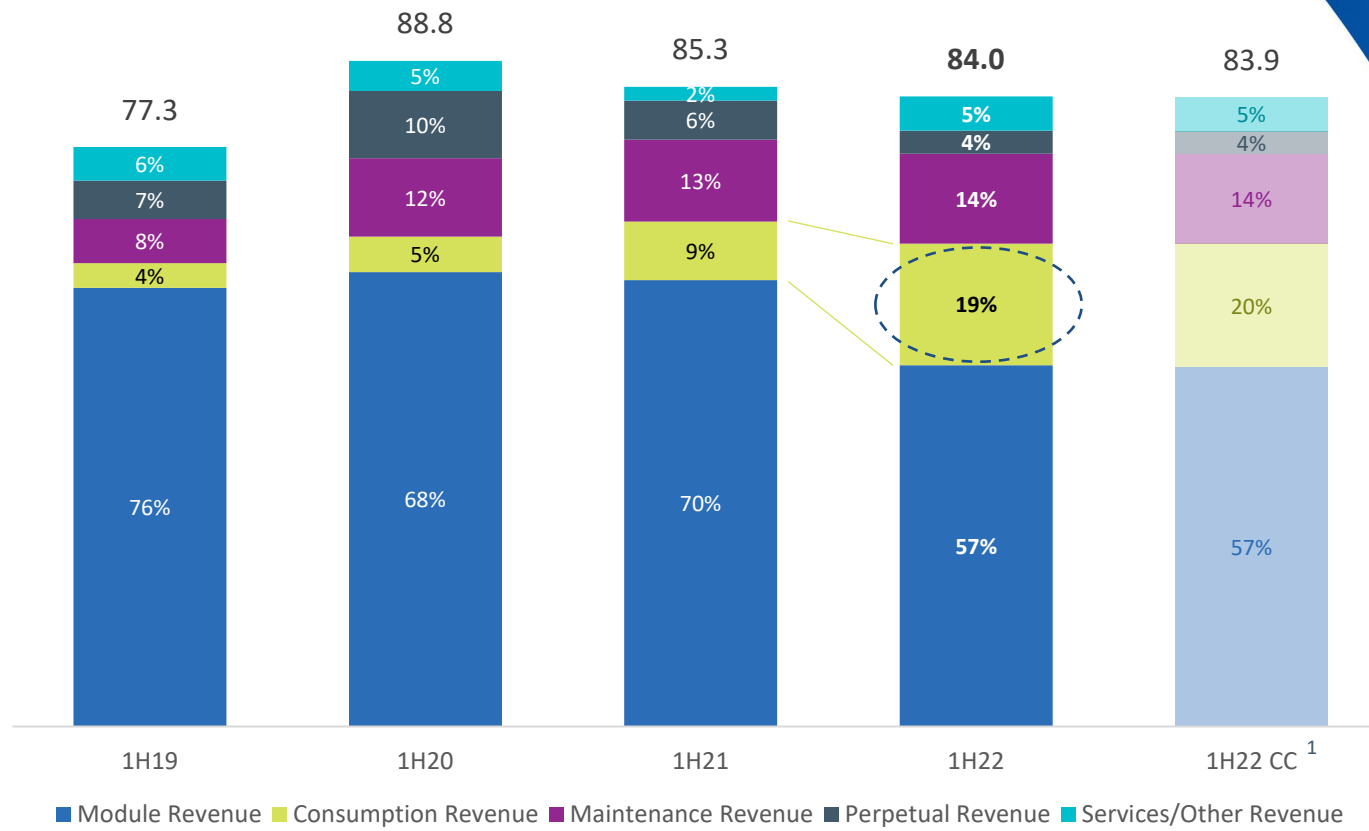
- » Revenue down 1.5% on pcp, down 1.6% in constant currency¹
- » Subscription revenue² 91% of total revenue
- » New business \$9.2m, down 30% on pcp
- » Strong lift in multi-year deals, to 43.8%³
- » Fall in average new order value to \$186k⁴

Notes:

1. Refer page 34 for comments on constant currency calculation
2. See page 32 for an overview of licence types, including components of subscription revenue
3. See page 30 for historical data on multi-year deals
4. See page 30 for historical data on average new order value

REVENUE BY LICENCE TYPE

Total Revenue by Licence Type



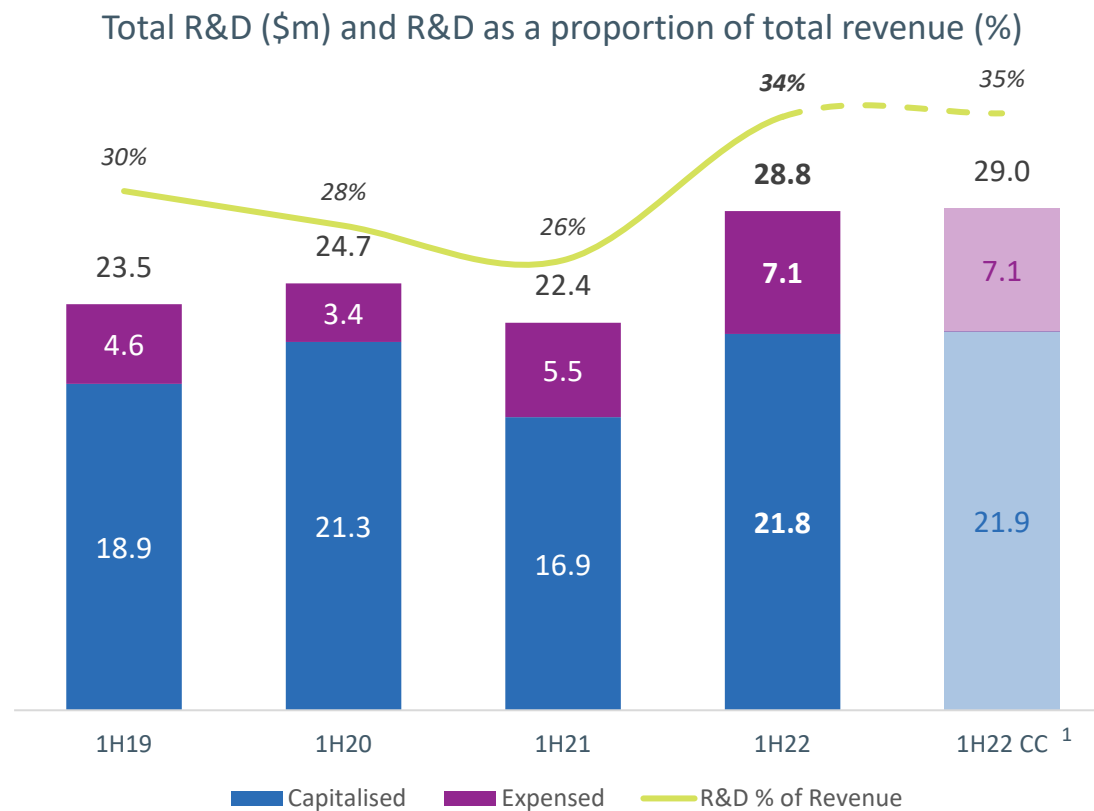
Note:

1. Refer page 34 for comments on constant currency calculation

SHIFT TO CONSUMPTION

- » Mix shift towards consumption-based licences continues
- » Driven by several key customer shifts in the half
- » Short term downsell, but longer term leverage to data volumes

RESEARCH & DEVELOPMENT



Note:

1. Refer page 34 for comments on constant currency calculation

INCREASE IN R&D COMMITMENT

- » R&D Headcount up 21 % on pcp
- » Important progress on critical R&D projects, including further development on integrated SaaS platform
- » Topos/NLP integration
- » 75% of R&D capitalised

INCOME STATEMENT

\$ millions	1H22	1H21 Pro-forma ¹	Change ²	1H22 CC ³	Change CC ³
Software Revenue	79.5	83.5	-4.8%	79.4	-4.9%
Other Revenue	4.6	1.9	144.2%	4.5	143.5%
Total Revenue	84.0	85.3	-1.5%	83.9	-1.6%
Cost of Goods Sold	-8.5	-9.2	7.9%	-8.5	7.6%
Gross Profit	75.5	76.1	-0.8%	75.4	-1.0%
<i>Gross margin</i>	<i>89.9%</i>	<i>89.2%</i>	<i>0.6%</i>	<i>89.8%</i>	<i>0.6%</i>
Sales and Distribution	-28.6	-23.8	-16.6%	-28.6	-16.7%
Research and Development	-7.1	-5.5	-23.0%	-7.1	-23.4%
General and Administrative	-26.1	-15.3	-41.5%	-26.1	-41.6%
Operating Expenses	-61.7	-44.5	-27.8%	-61.8	-28.0%
EBITDA	13.8	31.6	-56.4%	13.5	133.1%
<i>EBITDA margin</i>	<i>16.4%</i>	<i>37.0%</i>	<i>-20.6%</i>	<i>16.1%</i>	<i>-20.9%</i>
Depreciation	-2.2	-1.8	-19.0%	-2.2	-19.4%
Amortisation	-15.0	-13.0	-13.1%	-15.0	-13.3%
EBIT	-3.4	16.8	-120.4%	-3.7	-121.9%
Net Finance Expenses	0.1	-3.9	102.8%	-0.6	84.3%
Profit Before Tax	-3.3	12.9	-125.8%	-4.3	-133.3%
Tax Expense	1.0	-3.4	129.3%	-1.0	70.4%
Profit After Tax	-2.3	9.5	-124.5%	-5.3	-155.9%
<i>S&D (% of total revenue)</i>	<i>34.0%</i>	<i>27.9%</i>	<i>6.1%</i>	<i>34.1%</i>	<i>6.1%</i>
<i>R&D (% of total revenue)</i>	<i>8.4%</i>	<i>6.4%</i>	<i>2.0%</i>	<i>8.5%</i>	<i>2.1%</i>
<i>G&A (% of total revenue)</i>	<i>31.0%</i>	<i>17.9%</i>	<i>13.2%</i>	<i>31.1%</i>	<i>13.2%</i>

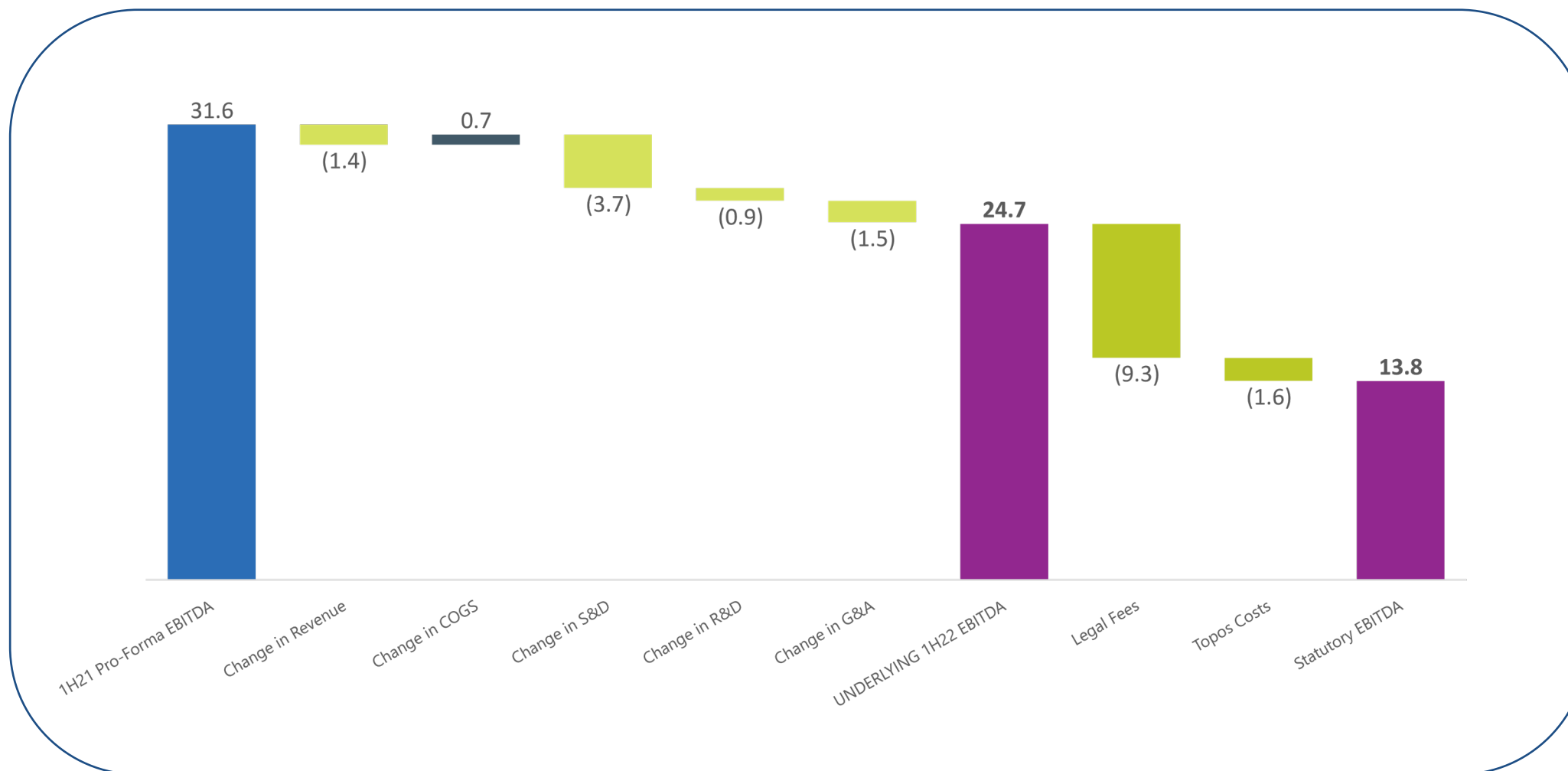
Key points:

- » 1H22 revenue down 1.5% on 1H21, down 1.6% in constant currency
- » Gross margin rose to 89.9%
- » EBITDA margin fell to 16.4%
- » EBITDA \$13.8m, down 56.4% on pcp
- » G&A higher on higher non-operational legal costs (\$9.3m)
- » S&D \$4.7m higher on headcount, marketing and travel
- » R&D \$1.6m higher on lift in investment as previously flagged

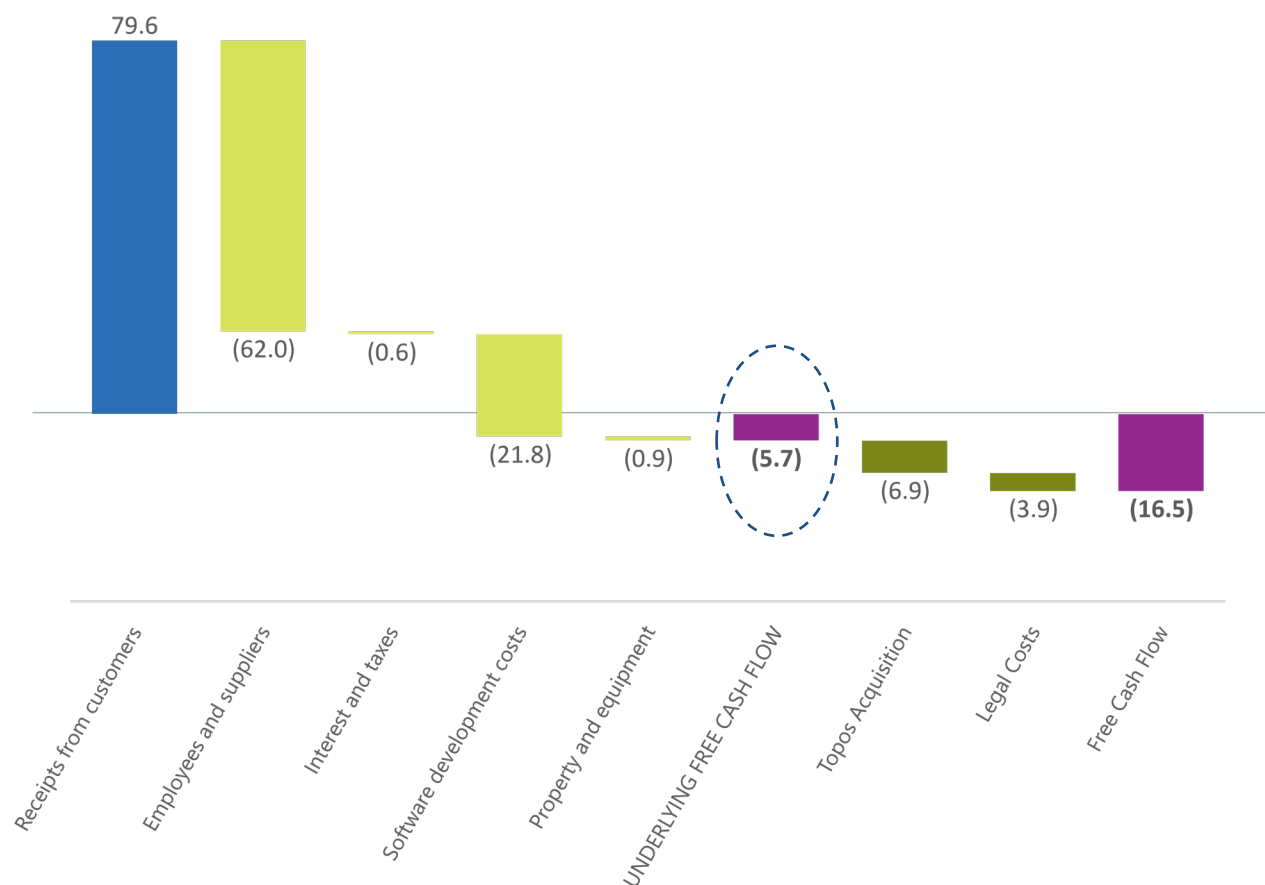
Notes:

1. See page 34 for comments in relation to pro forma adjustments
2. Computation of % change based on unrounded figures
3. Refer page 34 for comments on constant currency calculation

EBITDA WATERFALL



CASH FLOW



Key points:

- » Software development mostly funded from cash flow
- » Investment in Research & Development reflected in software development costs
- » Topos acquisition and legal cost payments separate to normal operating cash flow

BALANCE SHEET

\$ millions, as at	31 Dec 21	30 Jun 21
ASSETS		
Cash and cash equivalents	52.5	70.9
Trade and other receivables	35.5	19.5
Unbilled receivables	49.5	53.8
Other current assets	6.4	6.2
Property, plant and equipment	2.4	2.0
Intangibles	228.2	197.4
Deferred tax assets & lease assets	17.6	14.2
Total assets	392.1	364.0
LIABILITIES		
Trade and other payables	25.1	20.4
Deferred tax and lease liabilities	16.1	13.8
Deferred revenue	49.9	45.3
Provisions	2.9	3.4
Other liabilities	13.7	-
Total liabilities	107.7	82.9
EQUITY		
Issued capital	370.7	370.7
Reserves	(168.7)	(174.3)
Retained earnings	82.4	84.7
Total equity	284.4	281.1

Key points:

- » Net cash \$52.5m
- » Trade and other receivables impacted by timing of renewals; 1H22 in line with pcip
- » Intangibles includes impact of Topos acquisition
- » Other liabilities primarily comprises the fair value of contingent consideration for the Topos acquisition

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CONCLUDING REMARKS

JONATHAN RUBINSZTEIN, CHIEF EXECUTIVE OFFICER



REACHING STRATEGIC GOALS TO DRIVE GROWTH

STRATEGIC GOALS

- ✔ 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

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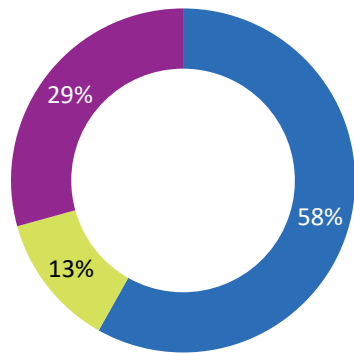
Q&A



APPENDIX

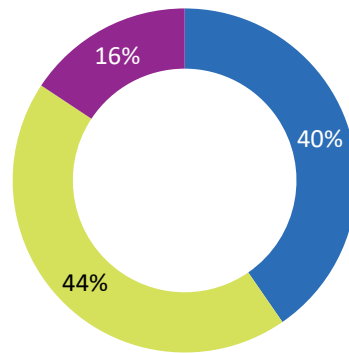
PEOPLE

Employees by
Region



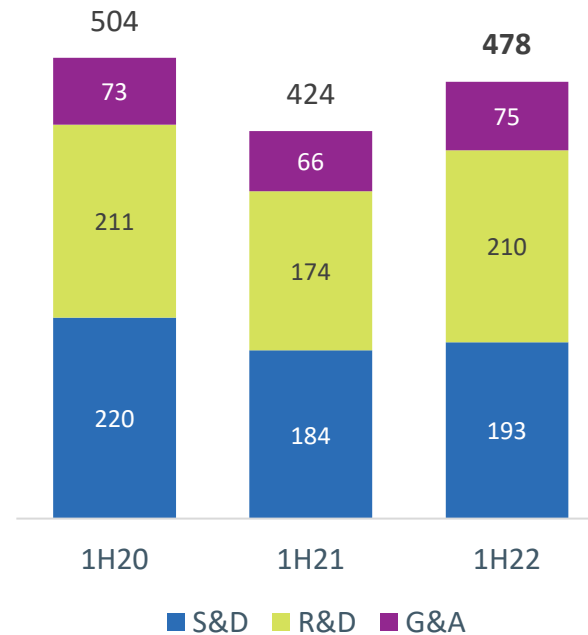
■ North America
■ EMEA
■ Asia Pacific

Employees by
Function



■ S&D
■ R&D
■ G&A

Total Employees

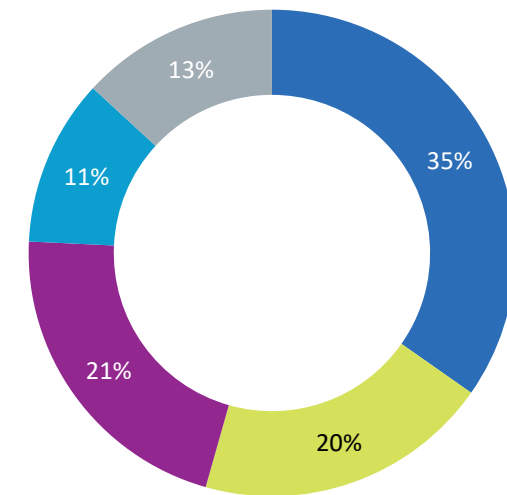


Reinvestment into people

- » Continued reinvestment in headcount
- » 13% increase in headcount on pcip
- » Lift in employee retention and recruitment costs; industry-wide phenomenon
- » Continued focus on Sales & Distribution

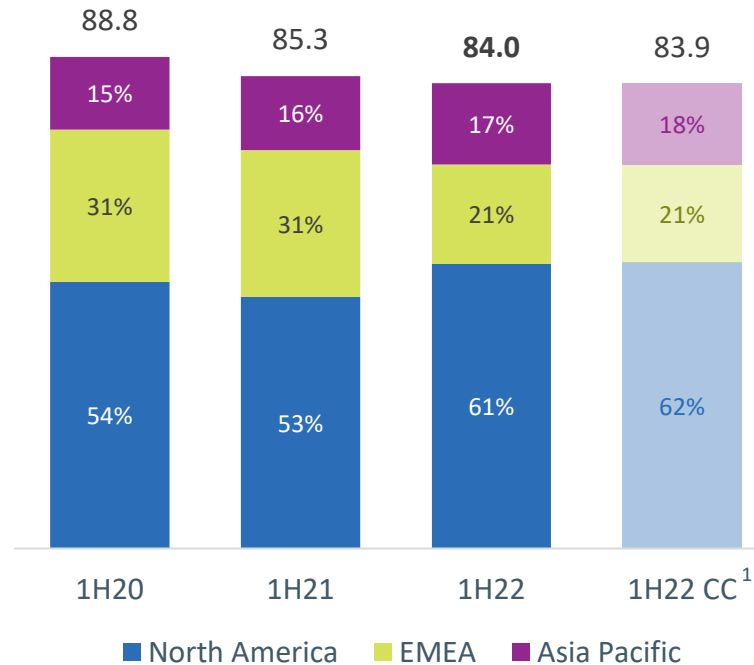
INDUSTRY & REGIONAL DIVERSIFICATION

Revenue by Industry Group



■ Advisories ■ Corporate
■ Government ■ Law Firms
■ Emerging Markets

Revenue by Region (\$m)



Note:

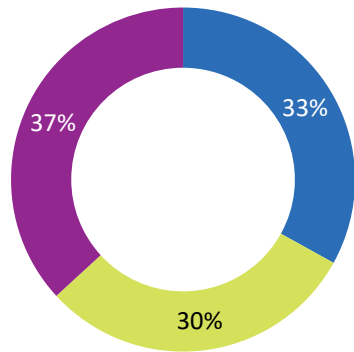
1. Refer page 34 for comments on constant currency calculation

Global organisation with broad client base

- » Australian-headquartered, global organisation
- » Industry mix remains well diversified

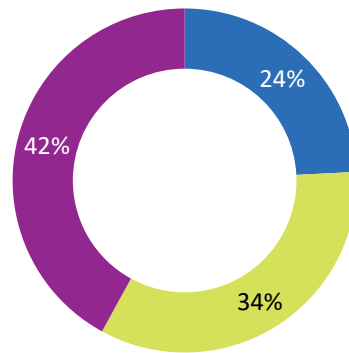
CUSTOMERS

Customer Concentration



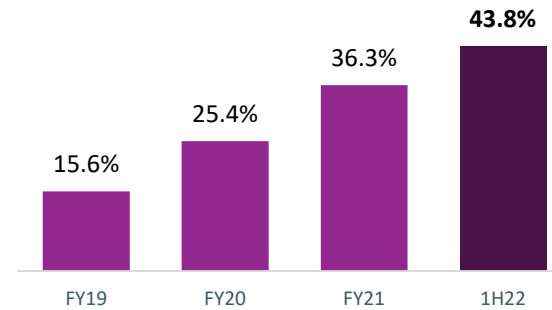
- Top 20 customers
- Top 21-100 customers
- Remaining customers

Customer Tenure

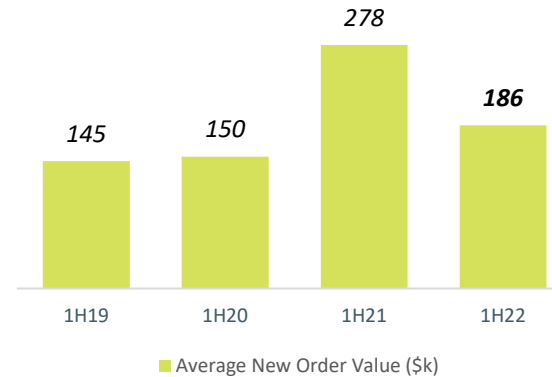


- <5 Years
- 5-10 Years
- 10+ Years

Upfront multi-year deals
(% of Total Revenue)



New Average Order Value (\$k)



■ Average New Order Value (\$k)

Diversified customer base

- » Lift in multi-year deals, to 43.8% of revenue
- » Average new order value \$186k

LICENCE TYPE IMPLICATIONS ON REVENUE RECOGNITION

Delivery model	Licence type	1 year licence Impact in month 1		3 year MYD licence Impact in month 1		
On-premise or customer-hosted cloud	Subscription licence ¹ or consumption ¹	1.2 Statutory	1.2 ACV	3.6 Statutory	1.2 ACV	<ul style="list-style-type: none"> \$1.2m on-premise module licence – 1 year \$3.6m on-premise module licence – 3 years (typically there is an up-front payment discount)
	Perpetual	1.2 Statutory	1.2 ACV	N/A		<ul style="list-style-type: none"> \$1.2m perpetual licence
Nuix-hosted cloud	Nuix SaaS	0.1 Statutory	1.2 ACV	0.1 Statutory	1.2 ACV	<ul style="list-style-type: none"> \$1.2m SaaS consumption licence – 1 year \$3.6m SaaS consumption licence – 3 years (typically there is a lower minimum commit)
Other	Maintenance	0.1 Statutory	1.2 ACV	0.1 Statutory	1.2 ACV	<ul style="list-style-type: none"> \$1.2m maintenance subscription – 1 year \$3.6m maintenance subscription – 3 years
	Professional services ²	1.2 Statutory	1.2 ACV	N/A		<ul style="list-style-type: none"> \$1.2m professional services

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

REVENUE MIX

Revenue Type	Software Revenue (95% 1H22 Total Revenue)				Other Revenue (5% 1H22 Total Revenue)
Software Licence	Subscription (91% 1H22 Total Revenue)			Perpetual (4% 1H22 Total Revenue)	Hardware / Services
	Module	Consumption	Support & maintenance (S&M)		
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 Often paired with Subscription S&M	
	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 an a one time "cost per Core" basis	

- **Subscription Revenue** includes Module, Consumption and Support and Maintenance (S&M)
- **Software Revenue** comprises all Subscription Revenue, along with Perpetual licence revenue



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 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 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 (as described in note 4) 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.

CONSTANT CURRENCY AND PRO-FORMA ADJUSTMENTS

Constant Currency has been calculated using the below methodology:

1. Constant currency rates are calculated by dividing the total 1H21 consolidated AUD revenue associated with a currency by the total 1H21 transaction currency revenue of the same currency, providing a weighted average exchange rate based on statutory revenue transactions in 1H21. 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 1H22 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 1H21 is used.
4. Exchange rates used for constant currency calculations:

USD	1.3766
EUR	1.6276
GBP	1.8108
CAD	1.0713

Pro forma adjustments

This presentation includes pro forma numbers for FY21 prepared on the same basis as presented in the Prospectus dated 18 November 2020.

The pro forma adjustments in FY21 remove the impact of offer costs, non-recurring transaction costs related to a sale process explored by Nuix as an alternative to the offer, and share-based payment expenses in respect of existing options that were cancelled on completion. The pro forma adjustments for FY21 also provide for a full year of listed company costs and the relevant tax impact of the pro forma adjustments.

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 (21 February 2022). 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.

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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.