

MARKET RELEASE

6 May 2021

Conference Presentation

Please see attached the Nuix Limited presentation by CEO Rod Vawdrey for today's Macquarie Australia 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



Macquarie Conference
6 May 2021

Presenter:
Rod Vawdrey, CEO

ASX NXL | nuix.com

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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 is a leader in
investigative analytics
and intelligence at scale

- **Patented software** solution used by over 1,000 organizations globally to solve many of the world's most **complex data challenges**
- A **powerful data processing engine** which gets to the “ones and zeros” of unstructured, semi-structured and structured data quickly
- Purpose-built for the **explosive growth in unstructured data**

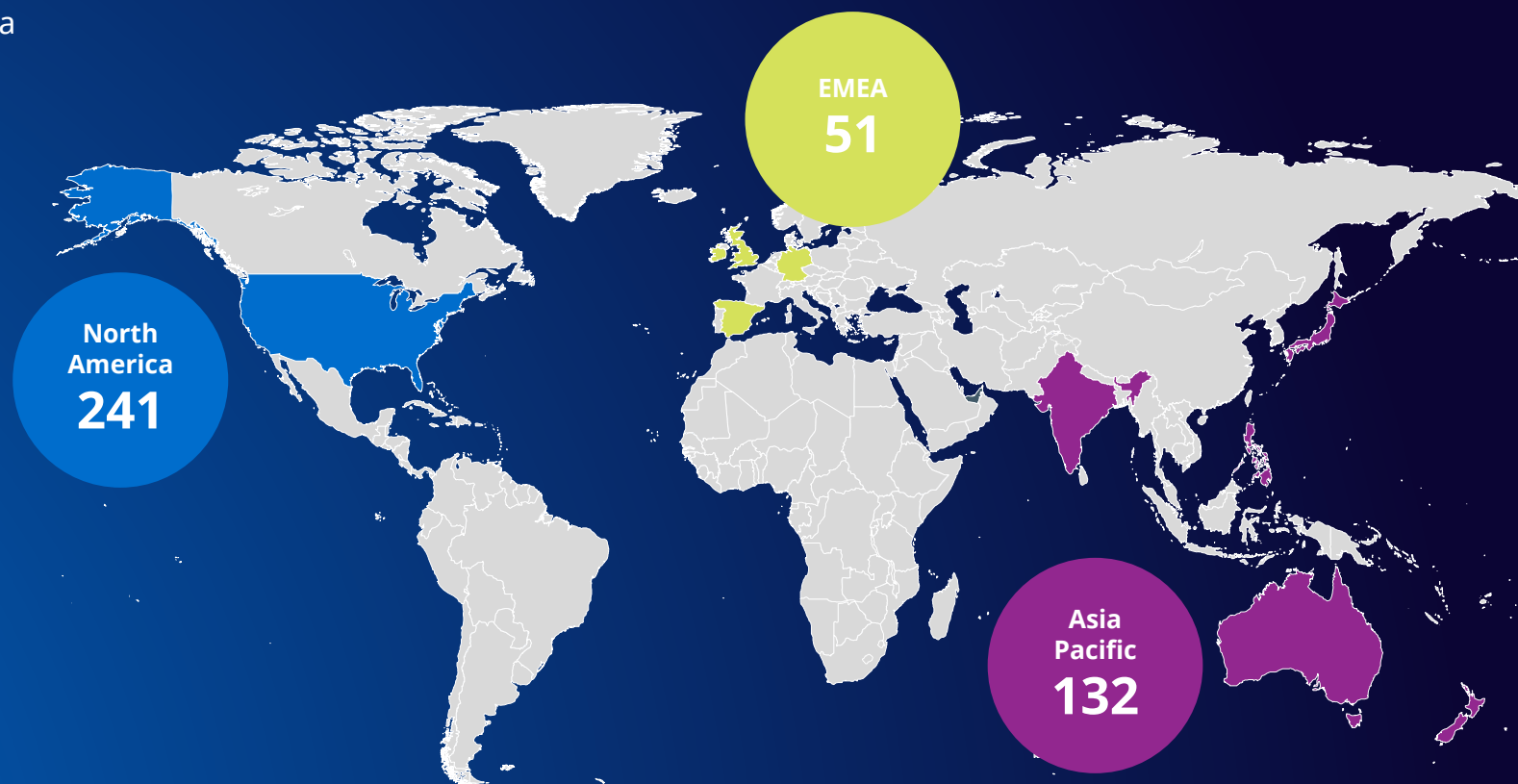
Nuix at a Glance

- 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 2020 (ASX:NXL)
- Headquartered in Sydney, Australia

FINDING TRUTH IN A DIGITAL WORLD

424
staff worldwide⁽¹⁾
in **11** countries

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



Note:
1. FY21 total YTD headcount at December 2020

Why Nuix Matters

Nuix software is used by many of the world's leading organisations in some of their most critical work

The New York Times

Panama Papers Continue to Shake Leaders, Including Cameron and Putin



0:32 **Putin Dismisses Panama Papers Accusations**

During an appearance on Russian TV, President Vladimir V. Putin deflected accusations that some of his close associates had shoveled billions through offshore accounts, characterizing them as attempts to destabilize Russia.
Pool photo by Dmitri Lovetsky

By Neil MacFarquhar and Stephen Castle

April 7, 2016

MOSCOW — The reverberations from a leaked trove of Panamanian documents rippled through several nations on Thursday, with President Vladimir V. Putin of Russia calling the exposure of a proliferation of [shell companies](#) and tax havens an American plot, while [Iceland](#) picked a new prime minister and Prime Minister David Cameron of Britain admitted that he had profited from an offshore trust.

The Sydney Morning Herald

POLITICS FEDERAL BANKING ROYAL COMMISSION

This was published 9 months ago

The 3500-strong army cleaning up in wake of the banking royal commission


By Shane Wright and Clancy Yeates
November 19, 2019 — 12:00am

Share | A A A

24 View all comments

An army of 3500 people are working through paper work and old files in Australia's four biggest banks to identify and pay compensation to the victims of issues highlighted by the financial services royal commission.

More than 2 million people, including at least one bank chief executive, have received cheques worth a combined \$1.5 billion to cover past shortcomings, with the major financial institutions planning to shell out another \$5 billion "as quickly as possible".




NBC NEWS HOME TOP VIDEOS DECISION 2016 MORE

NEWS NOV 14 2013, 10:37 PM ET

Nearly 400 children rescued and 348 adults arrested in Canadian child pornography bust

by DANIELLA SILVA, NBC NEWS



Toronto Police Service Detective Constable Lisa Belanger (L) and Inspector Joanna Beaven-Desjardins of the Toronto Police Service Sex Crimes Unit (R) announce hundreds of arrests in a global child exploitation investigation Project Spade on Nov. 14, at a press conference at Toronto Police Headquarters. Toronto Police via EPA

Nearly 400 children have been rescued and 348 adults arrested following an expansive and "extraordinary" international child pornography investigation, Canadian police announced Thursday.

The three-year project, named Project Spade, began when undercover officers with the Toronto Police Service Child Exploitation service made contact with a Toronto man allegedly sharing "very graphic images" of child sexual abuse in Oct. 2010. Toronto Police Service Chief William Blair said at a press conference on Thursday.

National Border Agency uses Nuix to rapidly assess risk of citizen data exposure through subcontractor breach

RESULTS USING NUIX

- National Border Agency was able to spin up a Nuix system, including Workstation, Investigate and Elasticsearch in days to respond to subcontractor data released on dark web.
- Analysts were able to begin reporting to a government oversight committee – including both volumetrics and specifics around potentially exposed citizen data.

Global Telco eliminated backlogs using Nuix for internal investigations and litigation

RESULTS USING NUIX

- Eliminated processing backlogs—tasks completed in hours, not days
- Brought investigations in-house, reducing spend on external providers
- Solved data classification and information governance issues across the business

Global Travel Agency uses Nuix to ensure compliance with regulations impacting personal data

RESULTS USING NUIX

- Five data centres across three continents and multiple platforms contained personal, financial and health data
- Personal data types and details inventoried along with structured and unstructured content types
- Data minimisation and storage reorganisation underway to protect the data and become PCI compliant

International Energy Company replaces patchwork of disparate, outdated, homegrown collections technologies

RESULTS USING NUIX

- COVID19 shifted their workforce to remote
- The existing tools weren't reliable enough to handle the "new normal"
- Nuix Enterprise Collection Center streamlined the endpoint collection process to eliminate most manual involvement, reduce expensive errors and improve data integrity

99%¹ of human activity leaves a digital trail

our customers use Nuix software to follow that trail

RESULTS USING NUIX

Governments, regulators, law enforcement, corporations, law firms and advisories count on Nuix's speed and accuracy to get the facts fast and discover the truth

Notes:

1. Source: Nuix – estimate only, based on breadth of data sources that customers process and public reporting on data capture e.g. <https://www.theguardian.com/world/interactive/2013/nov/01/snowden-nsa-files-surveillance-revelations-decoded#section/1> and <https://www.npr.org/sections/alltechconsidered/2013/09/30/226835934/your-digital-trail-and-how-it-can-be-used-against-you>

What We Do

Nuix produces software to make messy data searchable and uncover the truth.



- Uncover fraud
- Protect personal data
- Detect insider threats

- Achieve compliance
- Uphold regulations
- Win complex legal cases

- Hunt cyberthreats
- Catch criminals

Key Industry Trends Driving Demand for Nuix



Proliferation of unstructured data



Growth in data volumes



Focus on governance, risk and compliance



Consequences of data breaches

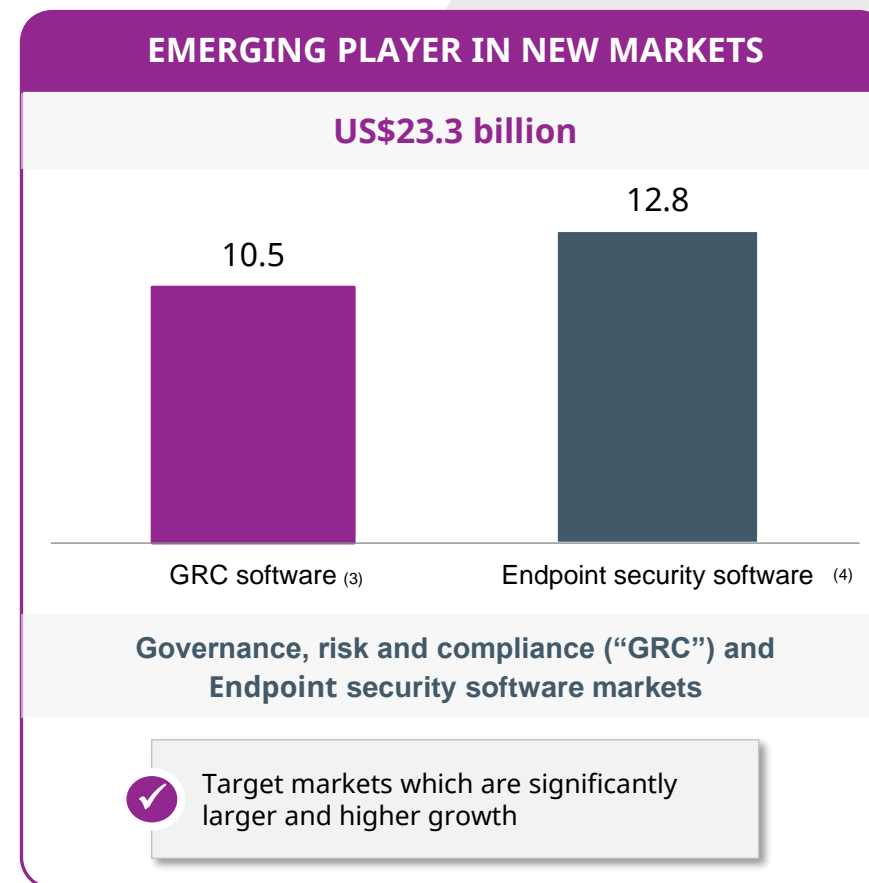
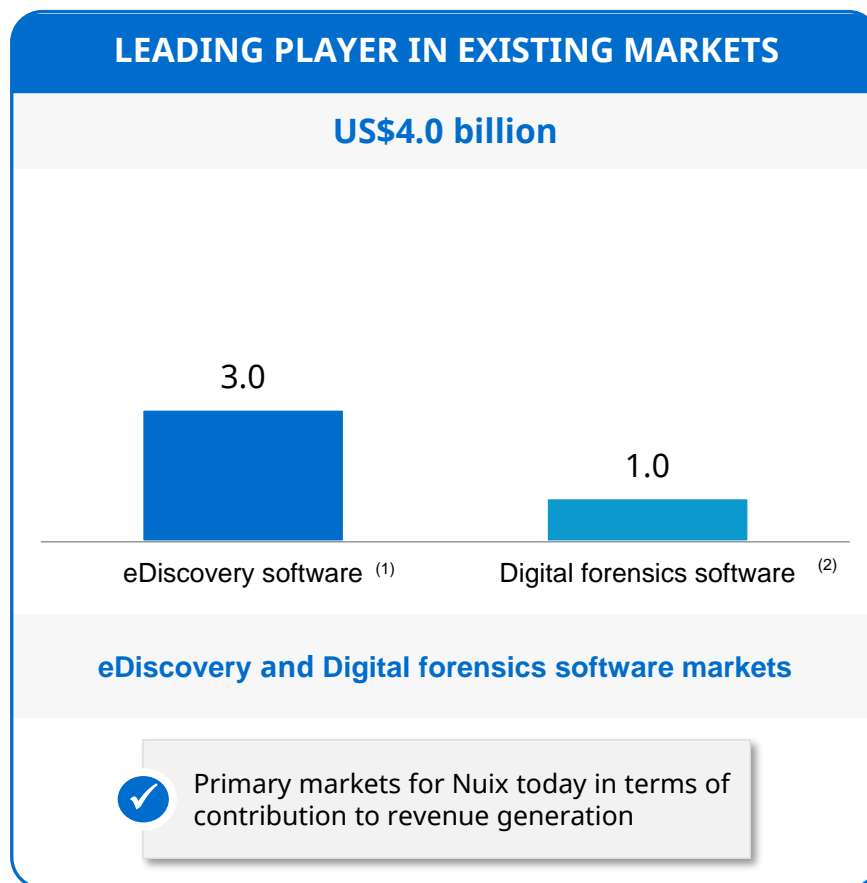


Increasing levels of digitisation and automation

Nuix expects to benefit from a continued **explosion in human generated data**, which is increasing digital evidence of wrong-doing, driving **global regulation**, and the desire for organisations to be compliant

Large Addressable Markets

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.

Competitive Advantage

Nuix has a powerful software platform designed to deliver forensic-level insights into all types of 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



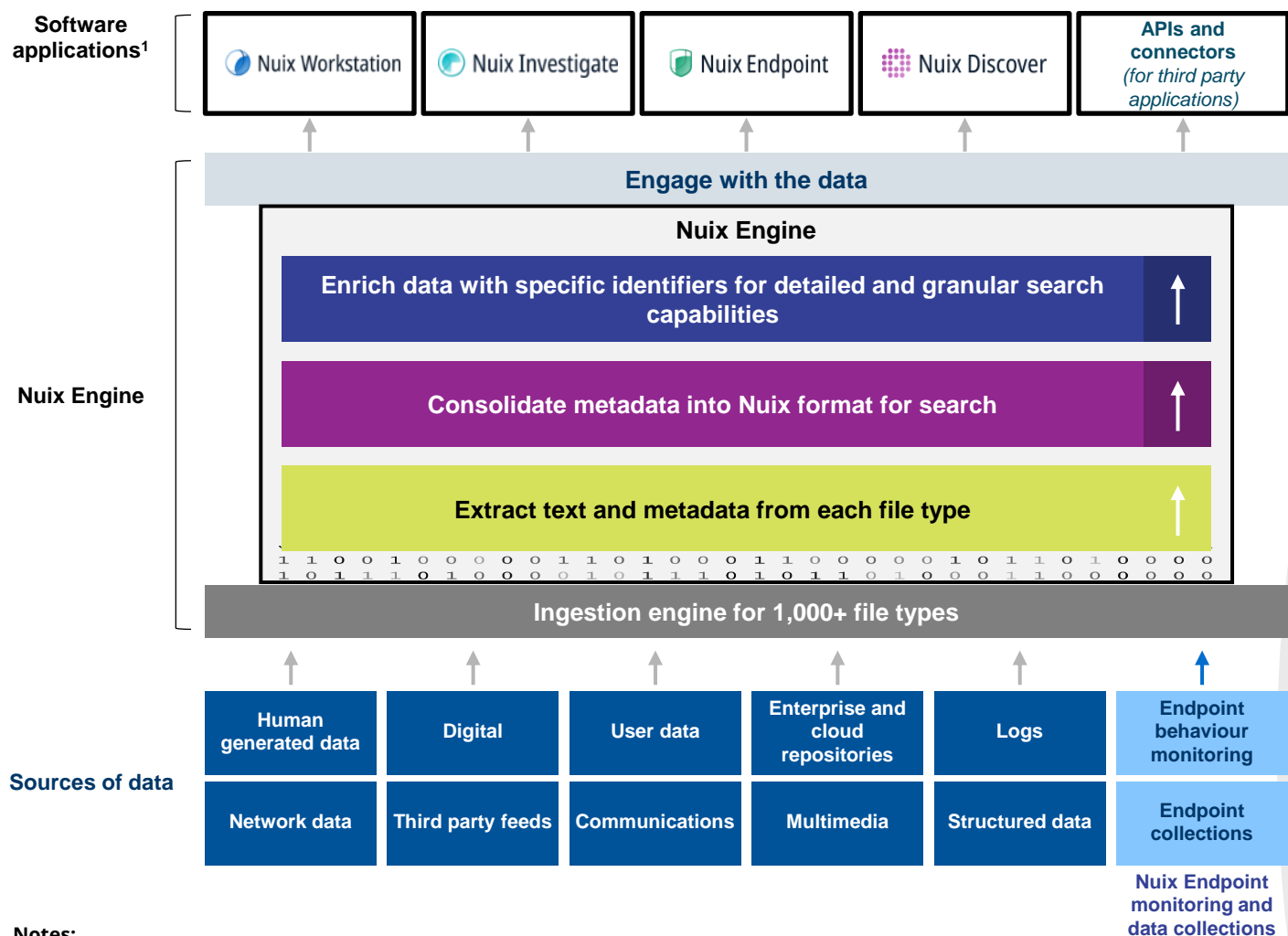
Our People

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

Nuix Software Platform

Driven by the Nuix Engine; complemented by software applications tailored to the different ways customers search for data



Software applications solve specific user problems and demonstrate value for buyers

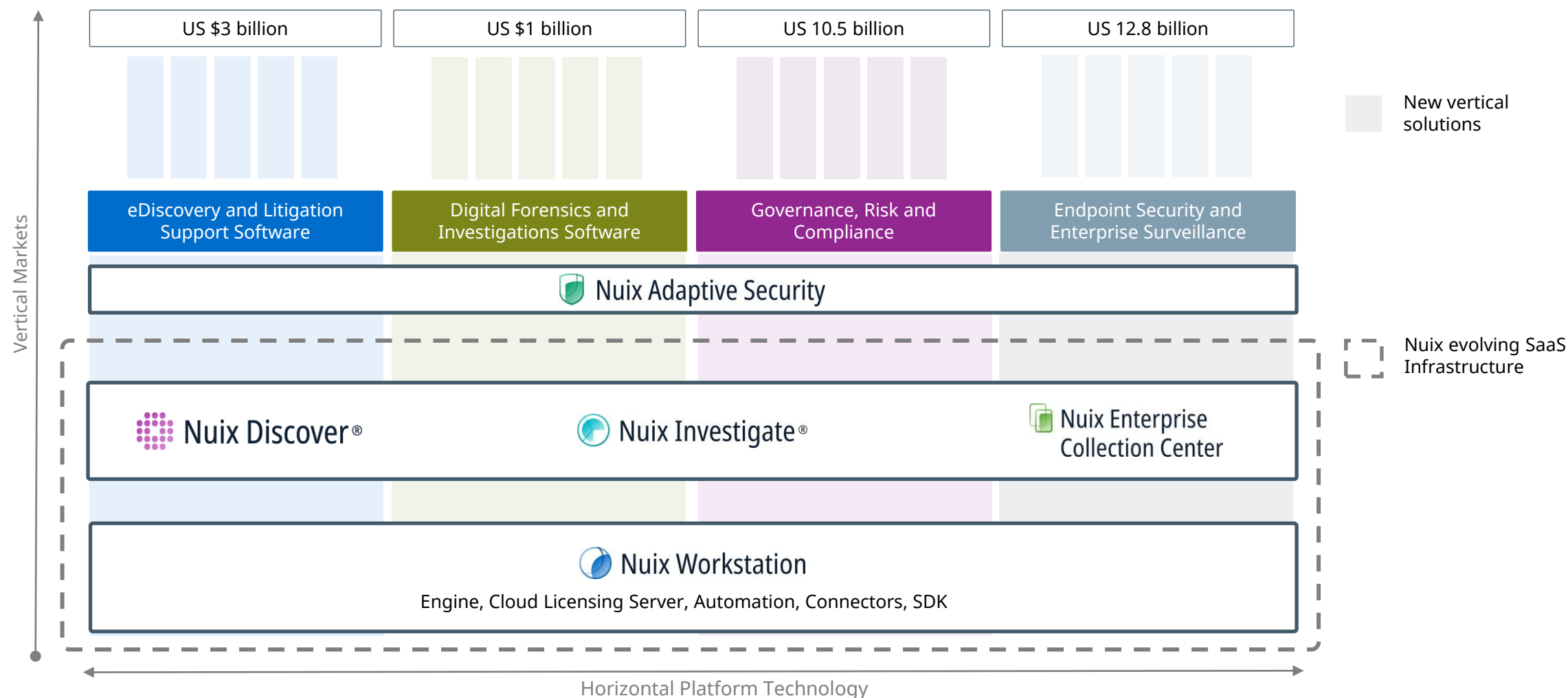
- **Nuix Workstation**
 - Power users (e.g. forensic analysts)
 - Buyer: CRO, CISO, Chief data scientist
- **Nuix Investigate**
 - Investigator team users (e.g. compliance officers, police officers, insider-threat teams)
 - Buyer: CRO, CISO, Head of Investigations
- **Nuix Endpoint**
 - Incident responders (e.g. corporate investigators, threat hunters)
 - Buyer: CRO, CISO, CTO
- **Nuix Discover**
 - Litigation support teams (e.g. attorneys, eDiscovery technologists)
 - Buyer: CRO, General Counsel, Head of eDiscovery

Notes:

1. Components of the Nuix platform are contained in the black boxes

Nuix Product Strategy Extends SaaS and Solutions

Evolving the Nuix platform into a full SaaS infrastructure cuts time to market for new vertical solutions and offers Nuix customers as much access to Nuix as they need, whenever they need it, with low TCO



Business Model

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

Revenue consists of

- Subscription licenses 89%
- Perpetual licenses 7%
- Other (services and hardware) 4%

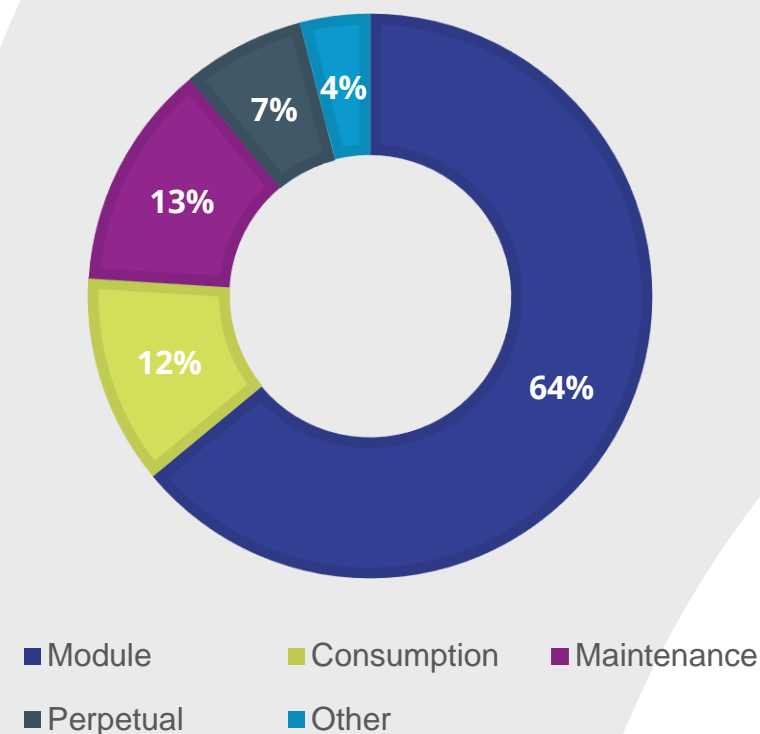
Nuix offers customers **flexible licensing options** to buy and access the software – whether it's cost per module (processing core, user or endpoint), cost per gigabyte (consumption) or on a perpetual basis

- 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.

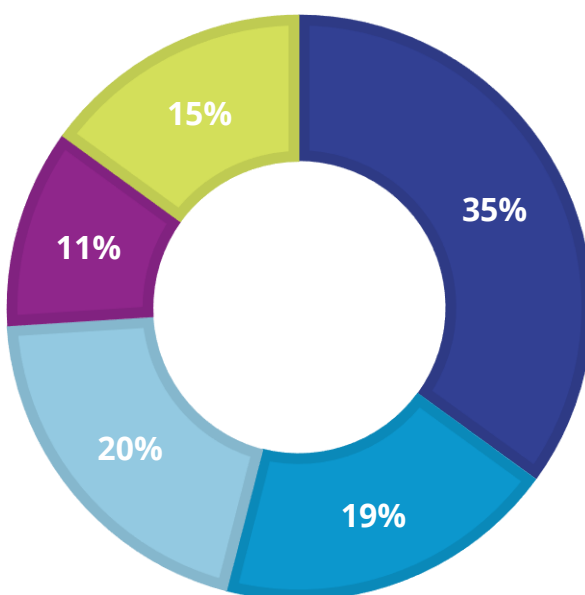
TOTAL REVENUE BY LICENSE (%)



Diversified Revenue

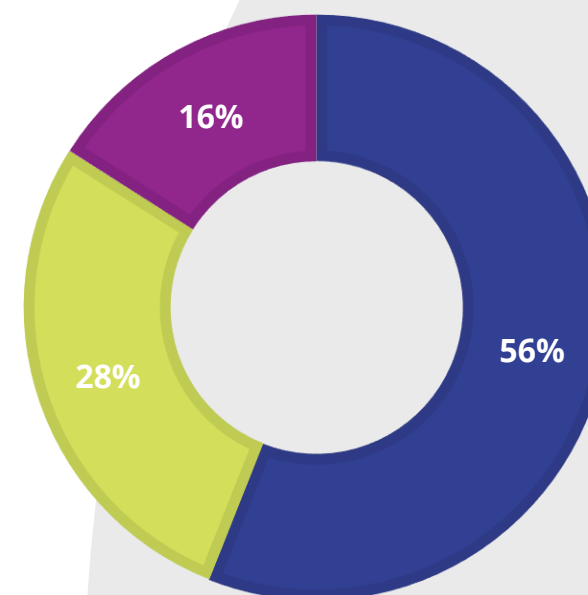
Blue chip customer base, well diversified by both segment and region

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.

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⁽¹⁾ 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 13 more details on TAM.

Nuix Investor Day

Date: Tuesday, 18 May 2021

Time: 9.00am until noon

Topics: business, technology, sales strategy and the revenue generation

Access: live webcast link will be available closer to the event date on the investor section of the Nuix website:
<https://investors.nuix.com/Investor-Centre/>



Q&A

NUIX | MACQUARIE CONFERENCE