



**MARKET RELEASE**

2 May 2023

## Conference Presentation

**Sydney, Australia** – Global software company Nuix (ASX: NXL) provides a copy of the Nuix presentation for today's Macquarie Australia Conference.

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 “being a force for good by 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](http://investors.nuix.com)

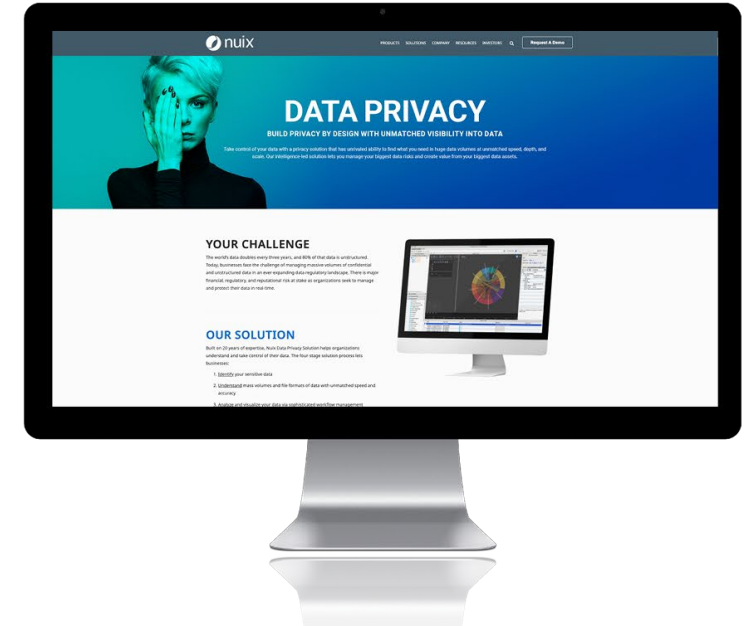
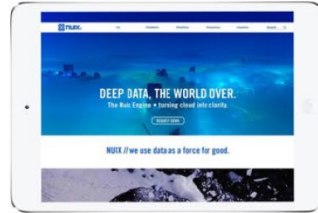
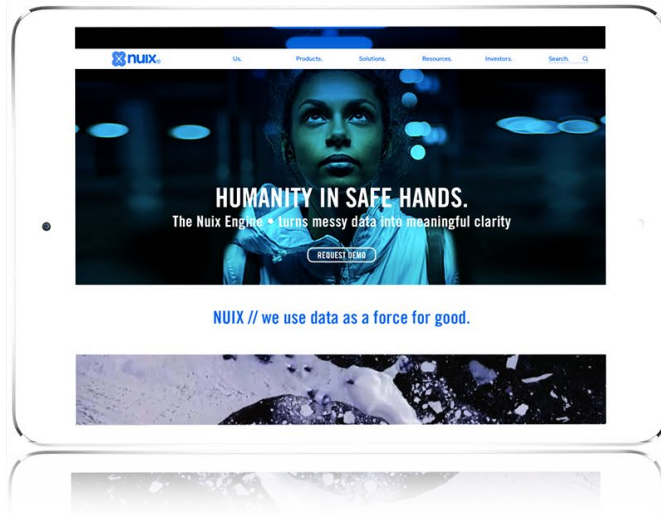


# MACQUARIE AUSTRALIA CONFERENCE 2023

2 MAY 2023

JONATHAN RUBINSZTEIN  
CHIEF EXECUTIVE OFFICER

# NEW NUIX



**T** TAKE OWNERSHIP AND FOLLOW UP



**R** RESILIENT WE LEARN FROM THE PAST AND ARE OPTIMISTIC ABOUT TOMORROW



**U** UNAFRAID TO DO THE RIGHT THING, QUICKLY



**T** TEAM NUIX FIRST AND FOREMOST



**H** HERO OUR CUSTOMERS AND INNOVATE FOR THEM

# MULTI-HORIZON STRATEGY

## 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



THREE  
HORIZONS OF  
CHANGE  
UNDERPIN OUR  
STRATEGIC  
REFRESH

Jonathan Rubinsztein  
Chief Executive Officer

# 1H23 KEY FINANCIAL METRICS

Annualised Contract Value (ACV)<sup>1</sup>

**\$170.2m**

▲ Up 3.4% on 1H22  
*Up 5.0% on FY22 Result*

Statutory Revenue

**\$87.6m**

▲ Up 4.3% on 1H22

EBITDA

**\$20.9m**

▲ Up 51.6% on 1H22

Customer Churn<sup>1</sup>

**4.8%**

▲ Up from 4.1% in 1H22  
*Down from 5.4% at FY22 Result*

Net Dollar Retention<sup>1</sup>

**103.1%**

▲ Up from 98.8% in 1H22  
*Up from 96.8% at FY22 Result*

Net Cash

**\$37.1m**

▼ Down from \$46.8m in FY22

# 2H UPDATE

- ✓ Positive business momentum has continued into 2H
- ✓ Strong upsell with Government customers in Australia and US
- ✓ Horizon 1 initiatives and enablers continue to underpin near term growth
- ✓ Global launch of Unified Platform Nuix Neo at XLR8/23 events in Sydney, London and Washington DC

# HORIZON 2: BUILDING THE FUTURE



**1000+**

Attendees globally

**350+**

Registrants at each event

**18**

Sponsors

 **LR8/23**  
nuiX

**5**

Streams

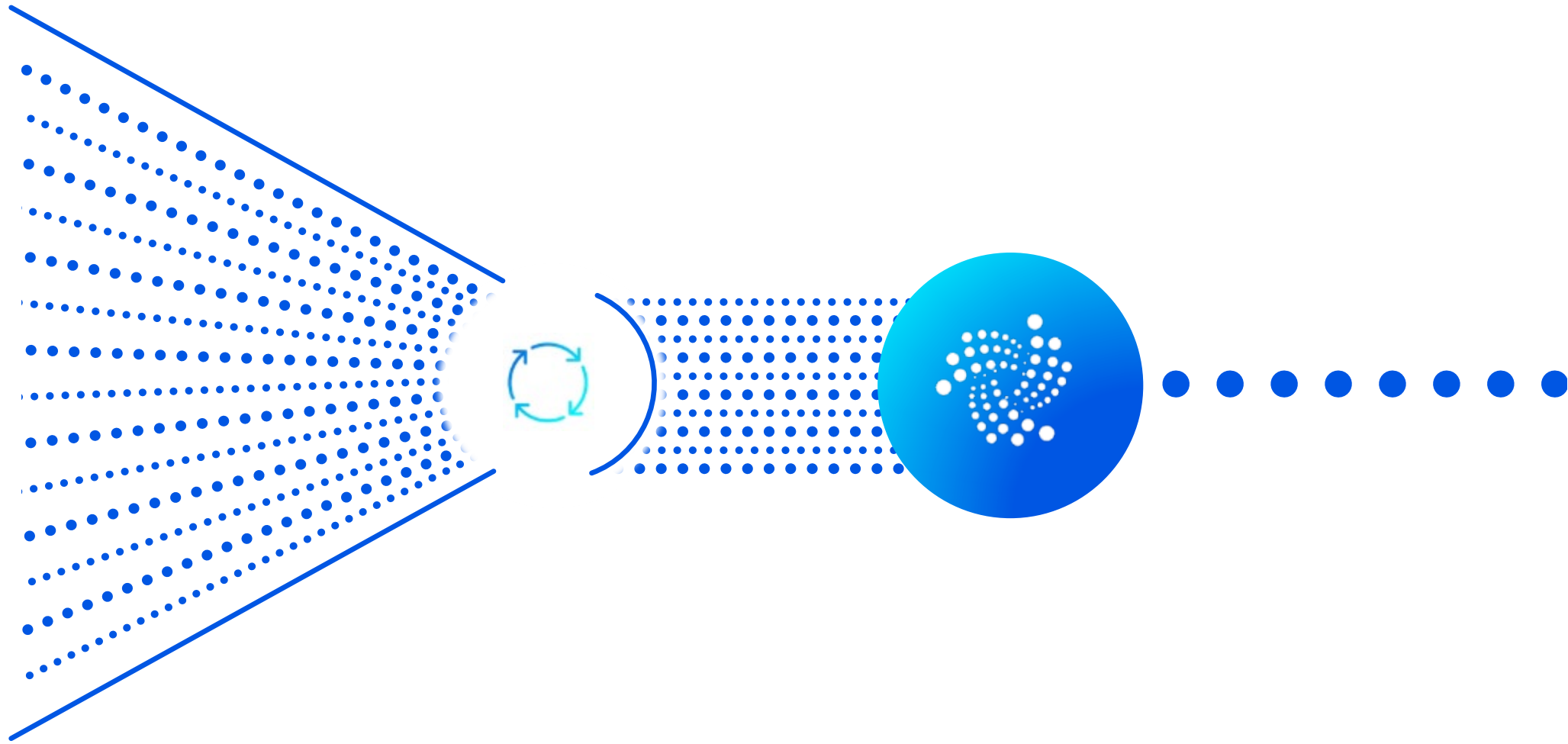
**100+**

Sessions



We make complex data  
searchable and identifiable





 DATA COLLECTION

 DATA PROCESSING

 DATA REVIEW

 DATA INSIGHT

**NUIX IS EVOLVING\_**

**FROM COMPONENT  
PARTS\_**

**TO A TURNKEY  
SOLUTION**


**FROM  
GENERALIST\_**

**TO  
GENIUS**

**FROM OLD  
SCHOOL\_**

**TO CLOUD-ERA  
LICENSING**

# FROM COMPONENT PARTS\_ TO A TURNKEY SOLUTION



# FROM GENERALIST\_ TO GENIUS



# FROM OLD SCHOOL\_ TO CLOUD-ERA LICENSING

A rocket is shown launching upwards into a dark space filled with stars. The rocket is emitting a bright blue plume of fire and smoke. Large, billowing clouds of blue smoke are visible on the left and right sides of the rocket. The overall scene is set against a deep blue, starry background.

# A QUANTUM LEAP FORWARD

**one\_PLATFORM  
SOLUTION  
STOP SHOP**





nuix

neo





**FASTER**



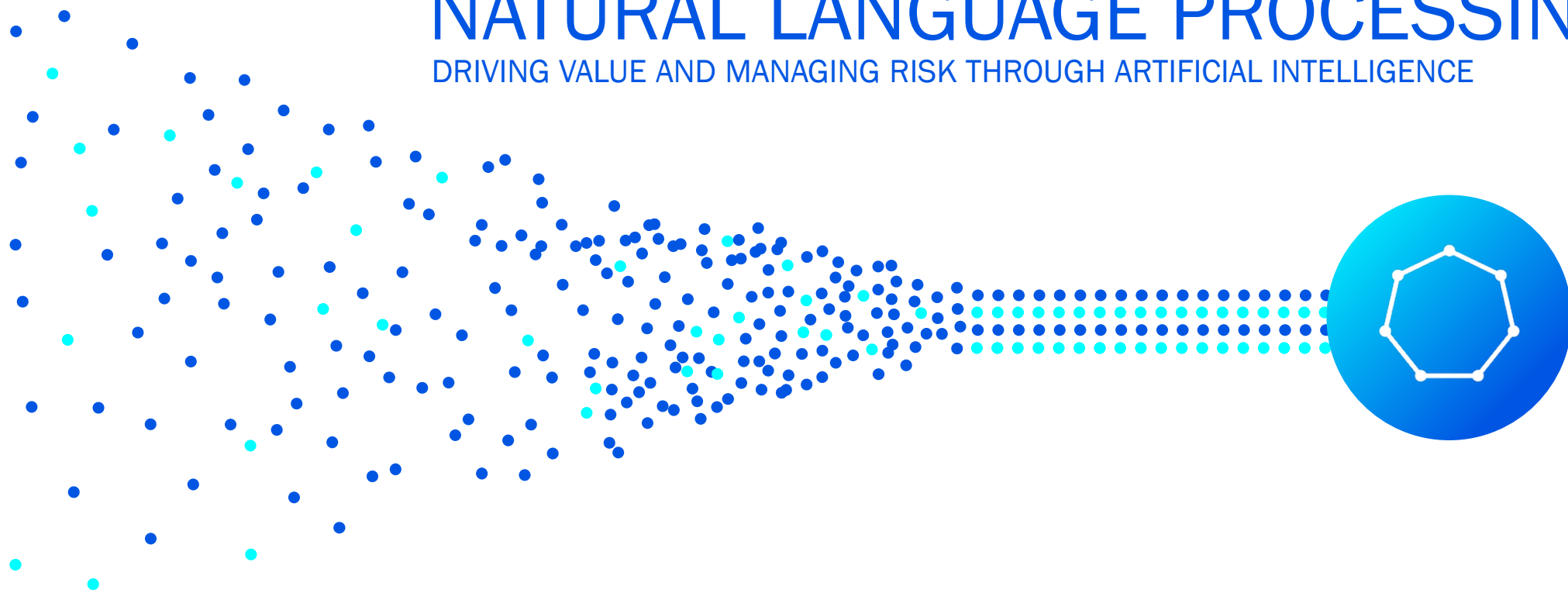
**EASIER**



**SMARTER**

# NATURAL LANGUAGE PROCESSING

DRIVING VALUE AND MANAGING RISK THROUGH ARTIFICIAL INTELLIGENCE



**DATA SOURCE**  
UNSTRUCTURED  
DATA



**ENGINE**  
SEARCH  
AT SCALE



**NLP**  
UNDERSTAND  
AT SCALE



**DATA READY**  
REVIEW, ANALYSIS  
AND ACTION



# EXPLAINABILITY

*How did you get the answer to the question?*

# SPECIFICITY

*How can AI help solve specific problems?*

# TRANSPARENCY

*How can we be transparent about the process of providing results?*

**GREATER**  
THAN THE



SUM OF ITS  
**PARTS**

nux  
neo<sup>®</sup>



# 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 exist 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 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.

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