



ASX CEO Connect
20 April 2021

Presenter:
Rod Vawdrey, CEO

ASX NXL | [nuix.com](https://www.nuix.com)

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 20 April 2021. 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.

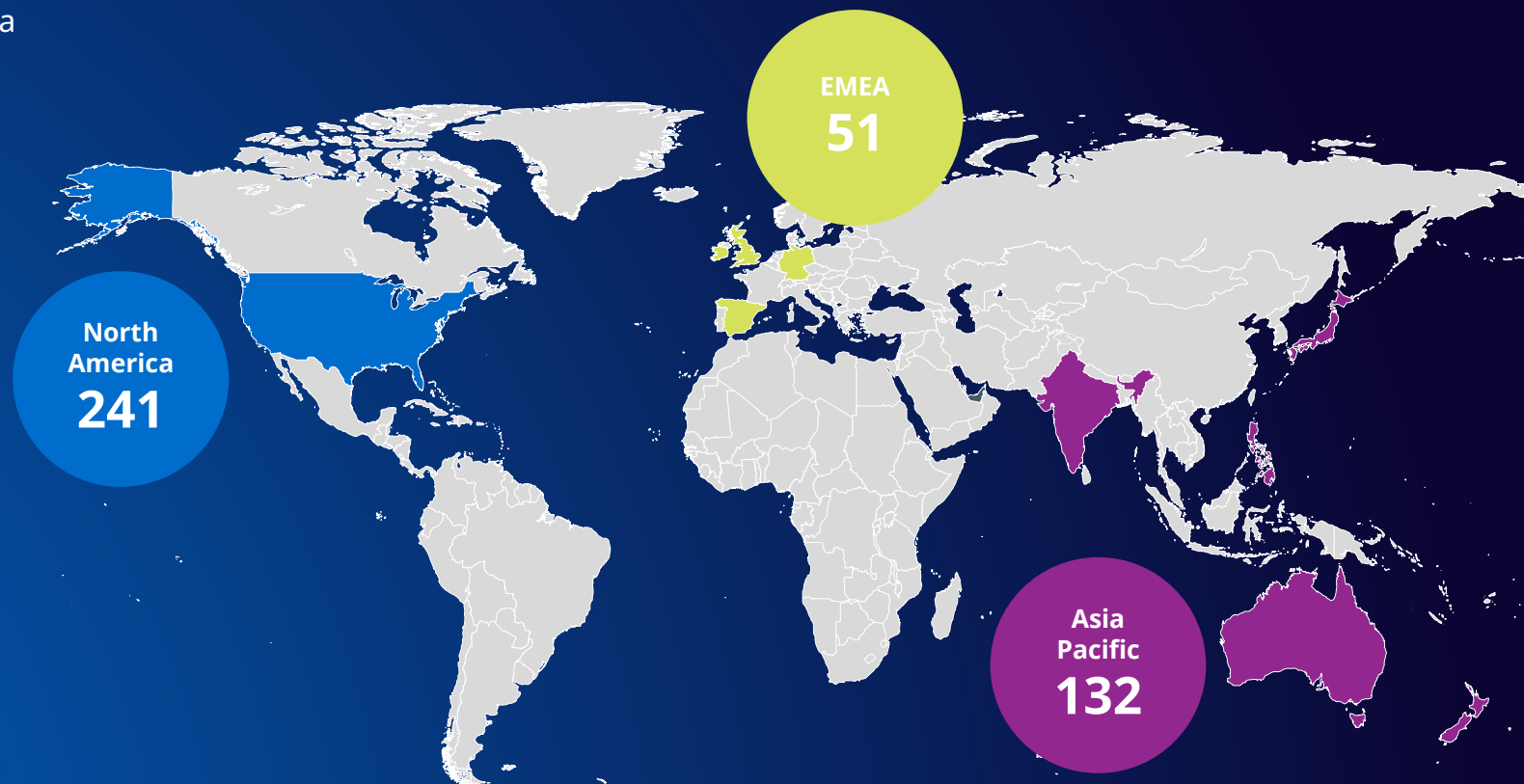
Nuix at a glance

- 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

What we do

Nuix produces software to make data searchable, particularly unstructured data, at scale and speed.



Digital forensic investigation

Financial crime

Litigation support

Employee and insider investigations

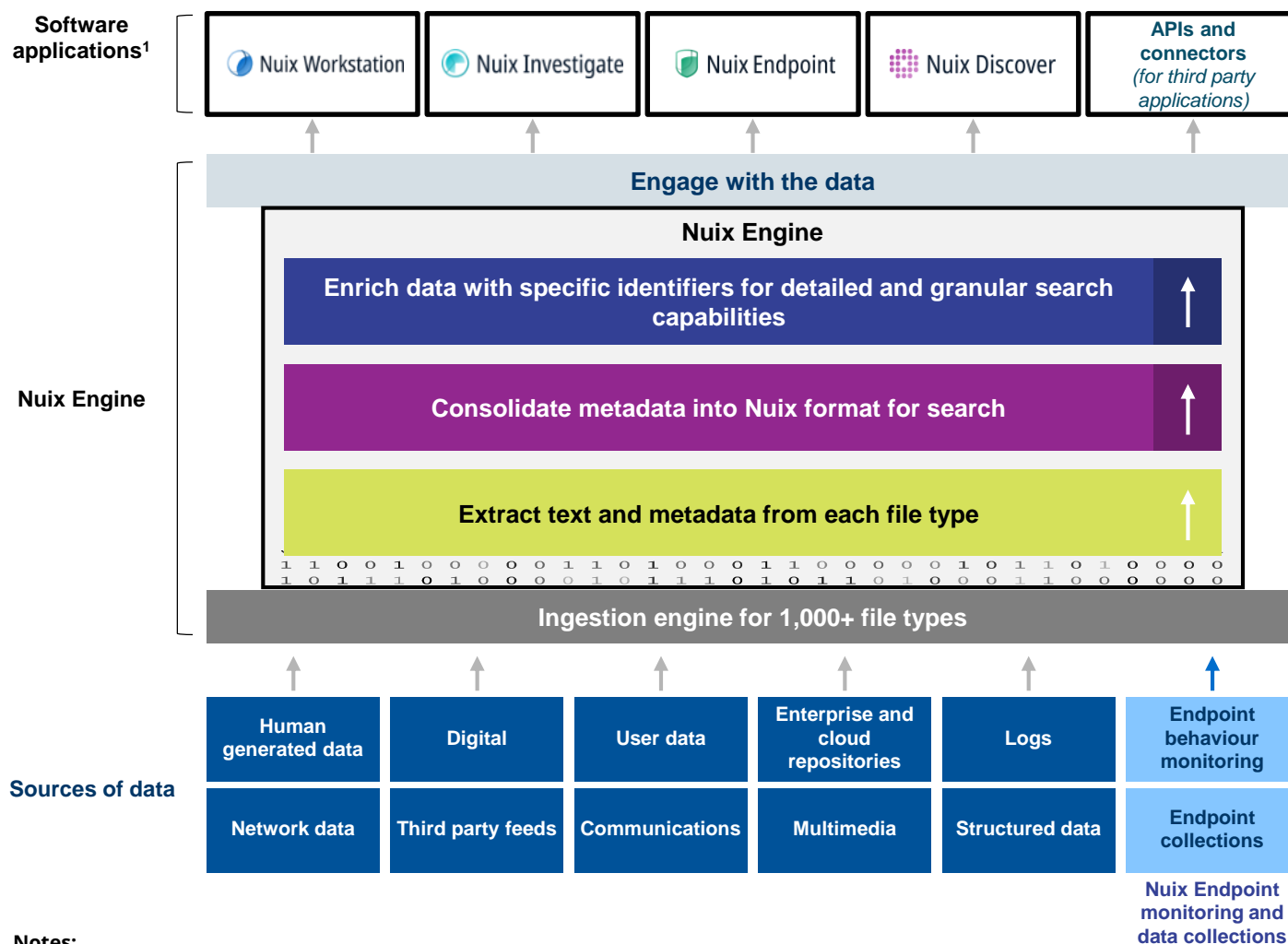
Data protection and privacy

Data governance

eDiscovery and regulatory compliance

Nuix Software Platform

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



The Nuix platform

- comprises:
 - The Nuix Engine, that processes, normalises, indexes, enriches and analyses data at speed and scale
 - software applications which provide visualisation, analytics and relationship-mapping tools for customers
- has evolved over time, with 23 major releases and 157 minor releases of the Nuix Engine since 2008
- is integrated into the workflows for many of the world's major advisory firms, law firms, corporations, law enforcement and other government agencies

Notes:

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

Business Model

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

- **Software licenses 96% of revenue**
- **Subscription licenses 89% of revenue**

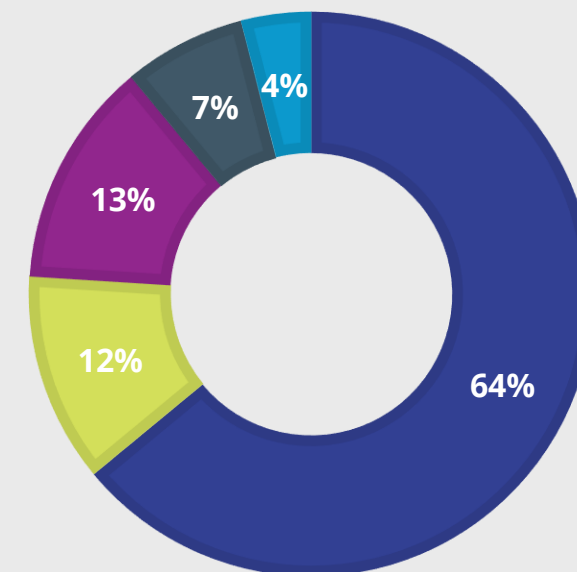
Nuix offers customers flexible licensing options to buy and access the software – whether it’s cost per module (processing core, user or endpoint), cost per gigabyte (consumption) or on a perpetual basis

- 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 (%)

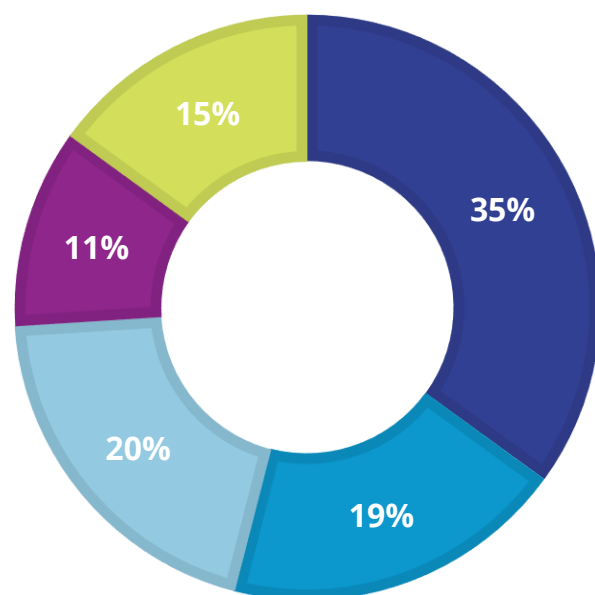


- Module
- Consumption
- Maintenance
- Perpetual
- Other

Diversified Revenue

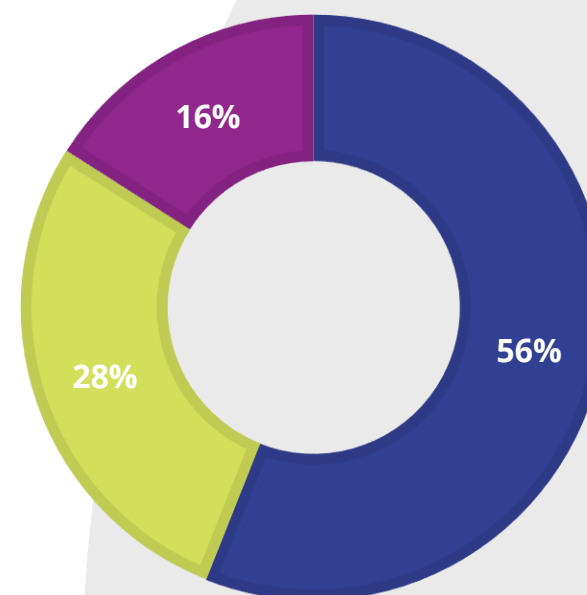
Blue chip customer base, well diversified by both segment and region

TOTAL REVENUE BY SEGMENT (%)



- Advisories
- Corporate
- Government
- Law Firms
- New Strategic Markets

TOTAL REVENUE BY REGION (%)



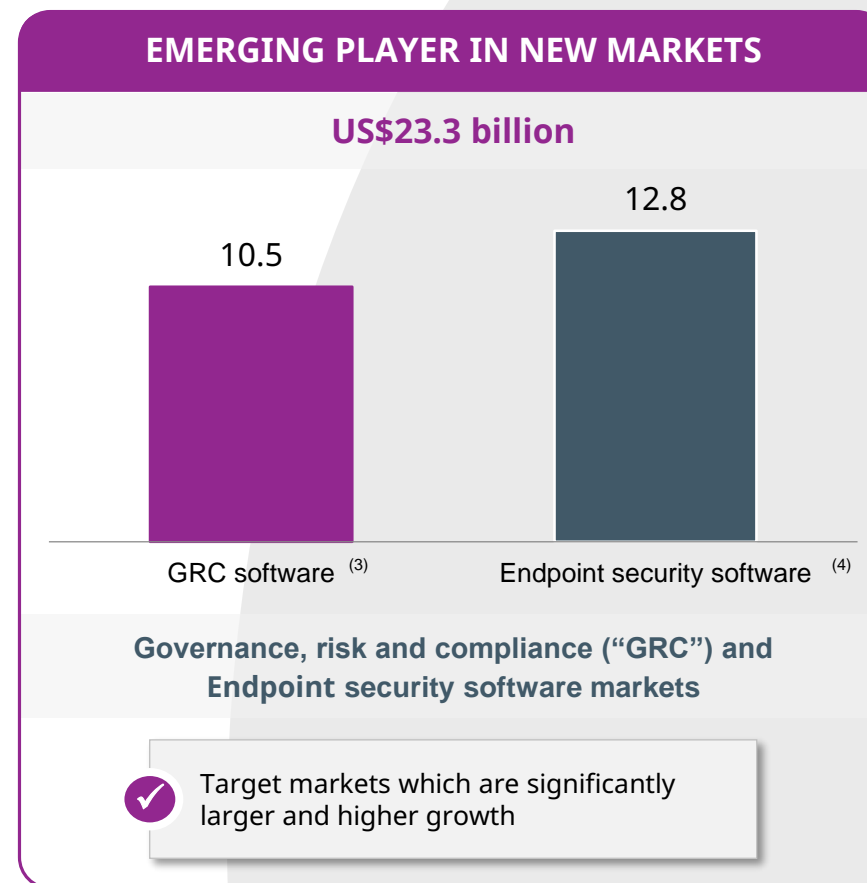
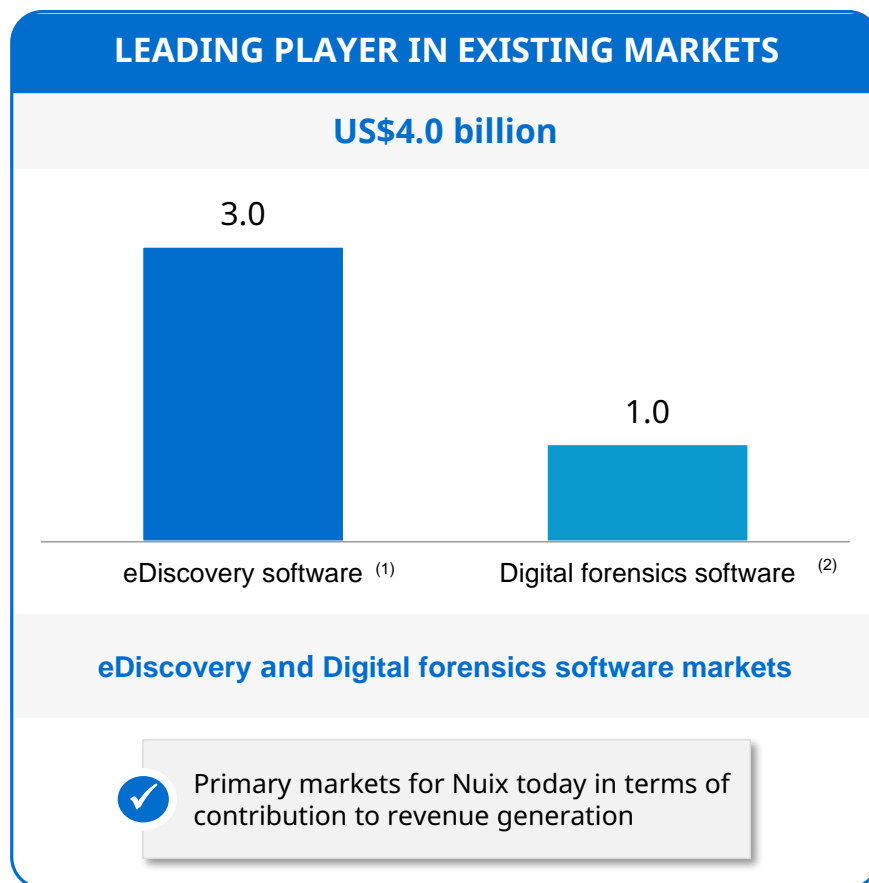
- Americas
- EMEA
- Asia Pacific

Notes:

Percentages reflect contribution to FY20 Total Revenue of \$176 million.
Source: Nuix IPO Prospectus.

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.

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 8 more details on TAM



Q&A

NUIX | ASX CEO CONNECT