NUIX LIMITED

FY26
FINANCIAL RESULTS

24 August 2026

THE UNSTRUCTURED DATA LANDSCAPE: EVOLVING AT PACE

Nuix unstructured data intelligence is the critical enabler where AI, automation and regulation intersect

AI Value Creation

Rapid, trusted enterprise integration of AI into core workflows

Automation

Operating leverage through agentic workflows and ecosystem interoperability

nuix

Regulation

Auditability and accountability

AGENDA

01

Key Messages & Metrics

John Ruthven
Chief Executive Officer

FY26 KEY ACHIEVEMENTS - FINANCIAL

- ACV $260.0m, within previously guided range
- Nuix Neo ACV up 179% to $78.5m, 135 customers
- Material expansion in Adjusted Management EBITDA
  - Strong growth in revenue on further success in selling multi-year deals
  - Revenue growth significantly outpaced cost growth, in line with strategic objective
- Significant lift in cash generation
  - Underlying cash flow up 154% to $51.0m, in line with strategic objective

FY26 KEY FINANCIAL METRICS

Annualised Contract Value (ACV)[1]

$260.0m

- ▲ Up 13.9% on FY25
  - ▲ Up 8.6% on FY25 excl Linkurious
  - ▲ Up 11.1% on FY25 in constant currency excl Linkurious

Revenue

$263.2m

- ▲ Up 18.8% on FY25
  - ▲ Up 17.1% on FY25 excl Linkurious
  - ▲ Up 20.3% on FY25 in constant currency excl Linkurious

Net Dollar Retention

105.2%

- ▼ Down 2.2pp on FY25
  - ▲ Up 4.2pp on 1H26

Adjusted Management EBITDA[2]

$59.8m

- ▲ Up 60.4% on FY25
  - ▲ Up 55.1% on FY25 excl Linkurious

Statutory EBITDA

$66.9m

- ▲ Up 40.5% on FY25
  - ▲ Up 36.4% on FY25 excl Linkurious

Net Cash[3]

$49.9m

- ▲ Up 24.8% on FY25

Post Linkurious Financial Close

Notes: 1. Refer Glossary for definitions of Annualised Contract Value (ACV), Net Dollar Retention and Adjusted Management EBITDA
2. Previously referred to as Cash EBITDA; 3. Net Cash reflects cash at hand less debt associated with Linkurious acquisition

KEY STRATEGIC POSITIONING

1. Go-to-market restructured with enhanced commercial capability, operational from FY27
   - Evolution from feature selling to platform value
   - New commercial leadership and structure in place
2. Product and Technology teams unified under CTO ownership
   - Strengthened delivery and alignment of platform strategy
   - One-off R&D Accelerator investment in FY27 to strengthen platform capability
3. Advanced AI strategy
   - Drives internal productivity at scale
   - Strengthens defensive moat and captures new revenue opportunities

KEY STRATEGIC POSITIONING (cont)

4. Nuix Neo migration program
   - Continued strong momentum, now 30% of total ACV
5. Linkurious acquisition
   - Integration on track with early cross-sell success
6. ASIC case dismissed
   - Federal Court dismissed all of ASIC's claims against the Company and the then individual Directors[1]
   - ASIC has appealed the decision, only insofar as it concerns the Company; the appeal is pending
   - The dismissal of all claims against the relevant individual Directors is not subject to appeal and is final

Notes: 1. Directors who held office during the period 18 January 2021 to 21 April 2021

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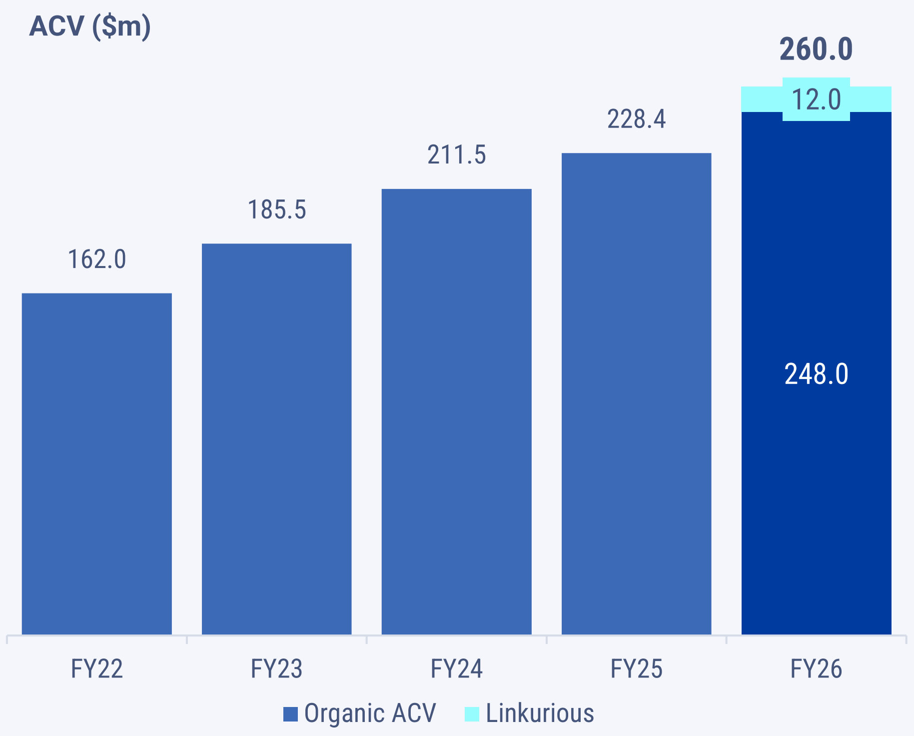
FY26 Financial Performance

Peter McClelland
Chief Financial Officer

FINANCIAL PERFORMANCE

ANNUALISED CONTRACT VALUE (ACV)

Nuix Neo the primary growth engine



FY26 ACV

$260.0m Up 13.9% on FY25

Up 8.6% excl Linkurious
Up 11.1% in constant currency[1] excl Linkurious

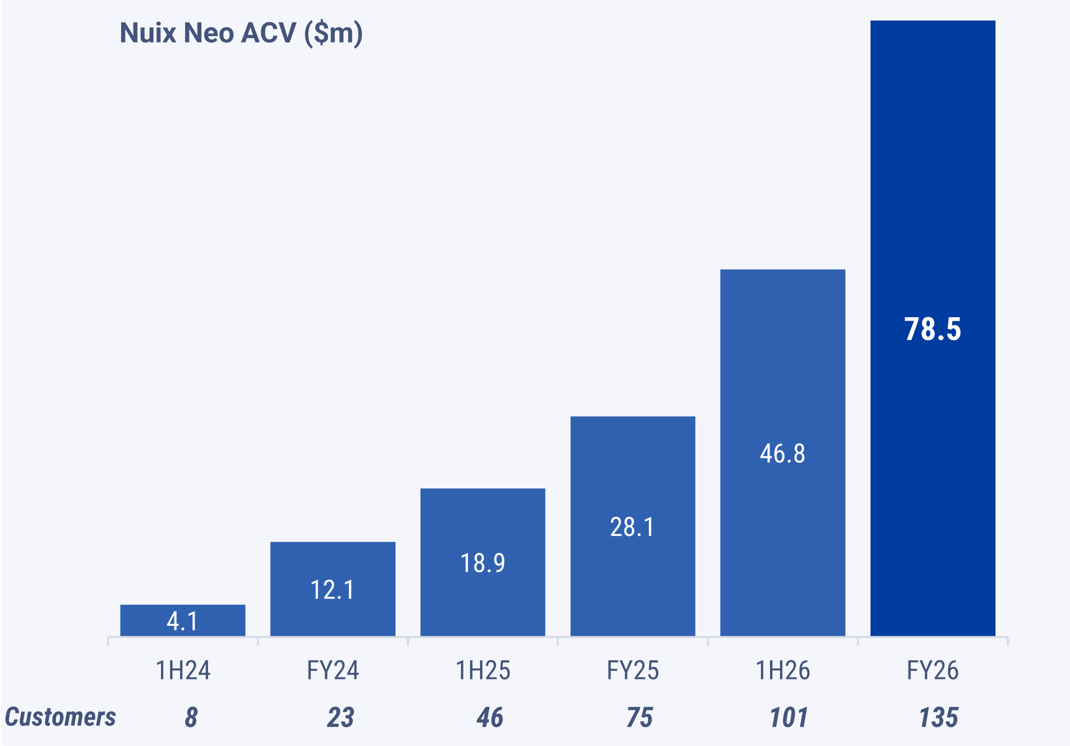
- Nuix Neo the primary growth engine, driven by upsell within the existing customer base, supported by new customers
- Growth driven by North America and EMEA, despite FX headwinds
- Subscription ACV[2], an indicator of recurring ACV, represented 97% of total ACV, in line with pcp

Notes: 1. Refer page 53 for comments on constant currency calculation
2. Refer Glossary on page 52 for definitions of Subscription ACV and Other ACV

FINANCIAL PERFORMANCE

NUIX NEO ACV

Very strong growth driven by further customer migration and new customers



FY26 NUIX NEO ACV

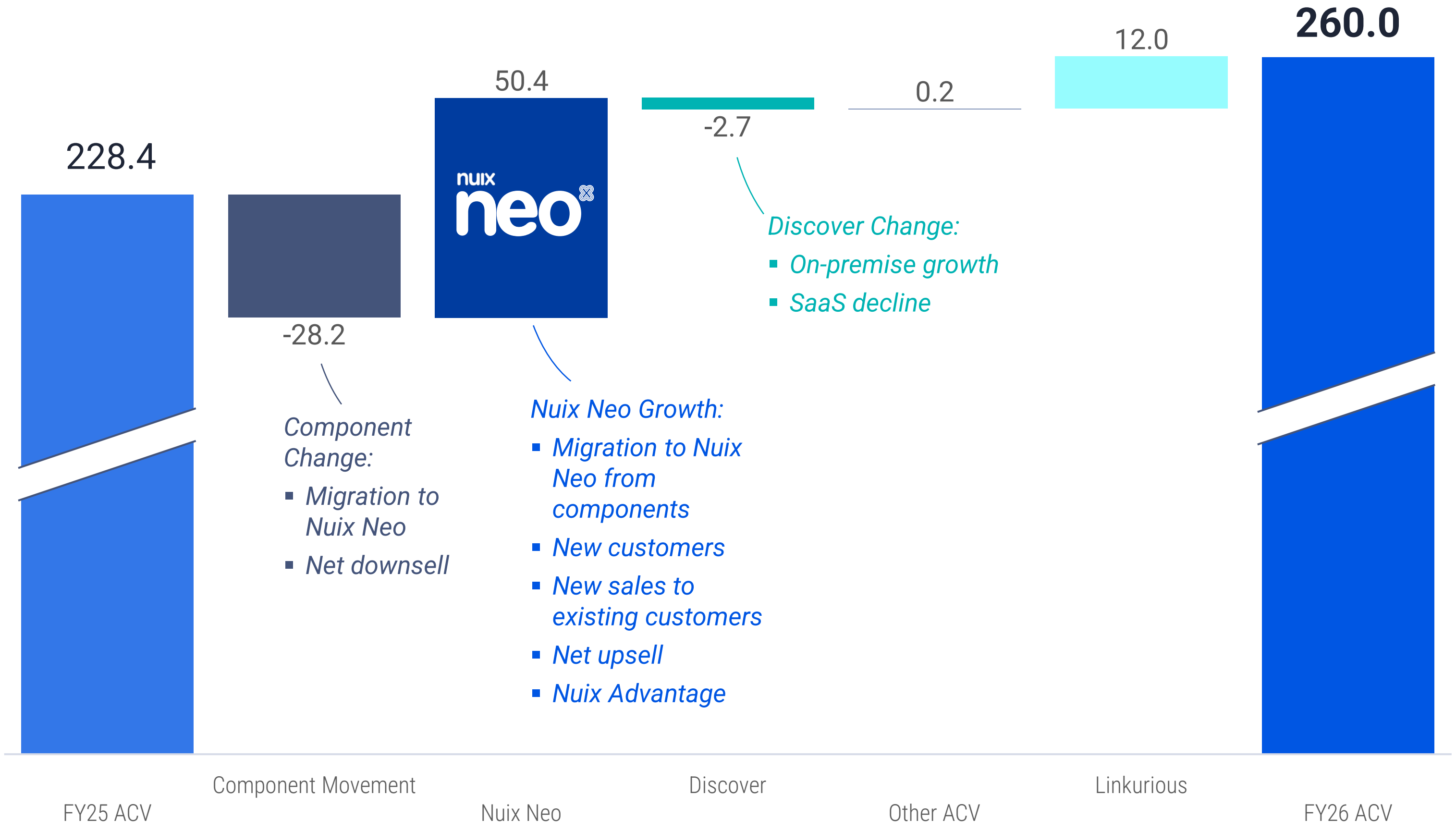
$78.5m Up 179% on FY25

- Nuix Neo ACV up 179% on pcp, up 68% since December 2025
- Customer numbers grew to 135, from 75 in pcp, and 101 at December 2025
- Performance driven by migration of customers from components to Nuix Neo and new customers, along with upsell in existing Nuix Neo accounts
- Particularly strong sales to government in North America and EMEA
- Robust demand for Nuix Neo Foundation as strategic entry point, with further strong sales of Investigations solution and increased demand for Legal solution
- Typical ACV uplift for existing customers migrating from component solutions to Nuix Neo is 30-50%

FINANCIAL PERFORMANCE

ACV GROWTH DRIVERS

Nuix Neo key driver of growth



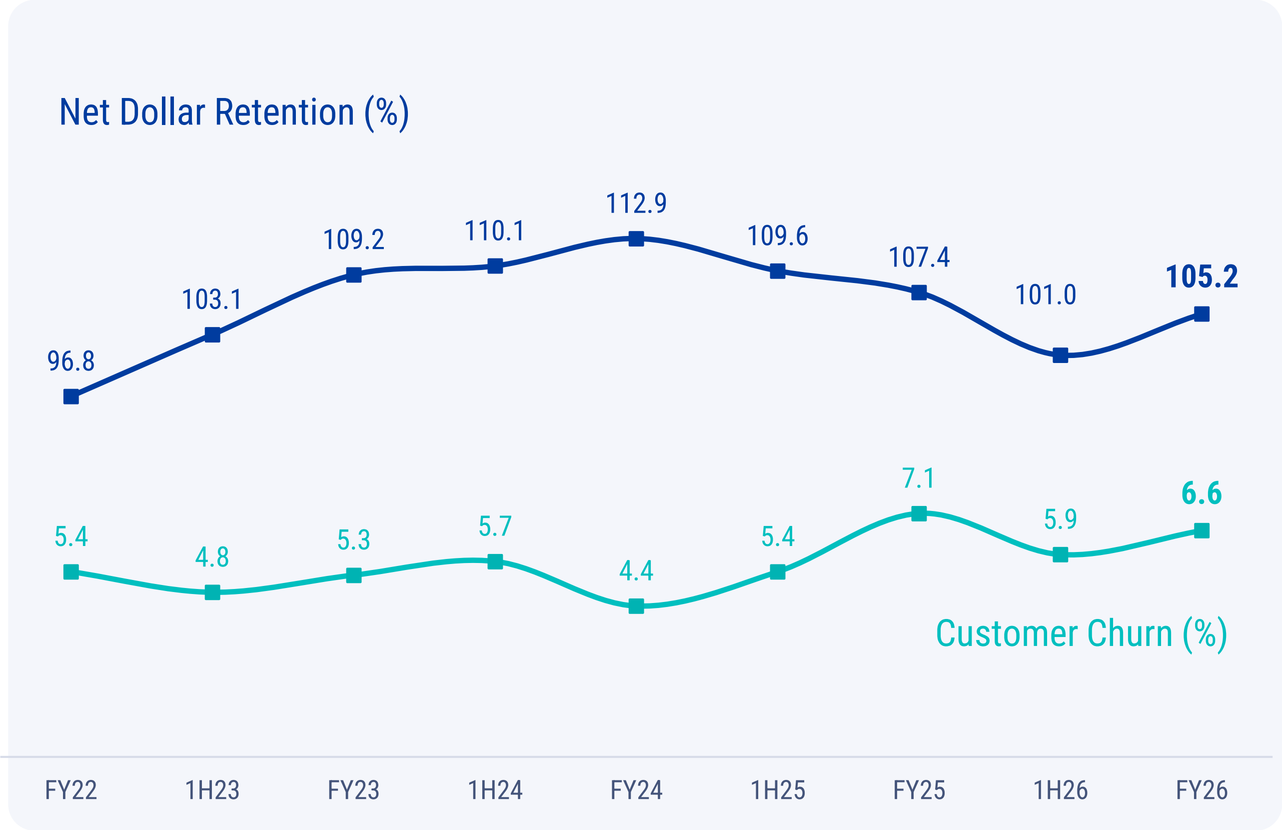
- Nuix Neo again the key driver of growth, increasing by $50.4m (+179%) on pcp, to a total of $78.5m
- Nuix Neo growth more than offset managed run-off and migration from legacy components
- Component ACV lower on migration to Nuix Neo, as well as downsells related to project completions, select global advisories on new buying frameworks and competitive displacement and pricing decisions
- Growth in on-premise Discover offset by decline in Discover SaaS on pcp, driven in particular by loss of one large contract as flagged at 1H results
- Linkurious contribution to ACV $12m[1]

Notes: 1. As ACV represents an annualised "run rate", the full ACV for Linkurious is included

FINANCIAL PERFORMANCE

NET DOLLAR RETENTION & CHURN

Focused execution delivered NDR improvement in H2



- Net Dollar Retention (NDR) reflects the lift in ACV achieved from Nuix's existing customer base over a 12-month period
- Net Dollar Retention increased to 105.2% at year end, up from 101.0% at the half
- Net downsell particularly in H1 arose from project completion cycles, select global advisories lower on new buying frameworks and competitive displacement and pricing decisions
- Focused execution around renewals and upsell led to improvement in H2
- ACV from new customer acquisition is not captured in NDR
- Churn[1] improved on the prior year, although up on H1. Excluding a previously flagged single APAC account loss, underlying churn reverted to ~5%.

Notes: 1. Customer churn is a component of NDR, with lower churn beneficial to NDR

REGIONAL ACV

Growth led by North America and EMEA, despite FX headwinds

NORTH AMERICA
$141.3m
ACV

EMEA
$71.0m
ACV

From FY27 EMEA and Asia Pacific combined into a single International region

ASIA PACIFIC
$47.8m
ACV

North America

- North America ACV up 14.6%[1] on pcp, including Linkurious
- Organic ACV up 12.1%, or 16.4% in constant currency[2]
- Growth driven by strong government agency sales and Nuix Neo adoption, with stronger corporate sales
- Particularly strong sales of Nuix Neo Foundation and Legal solution

EMEA

- EMEA ACV up 22.9% on pcp, including Linkurious
- Organic ACV up 8.4%, or 8.3% in constant currency
- Momentum in Nuix Neo sales maintained, led by Investigations solutions across law enforcement and regulatory agencies
- Strong new logo acquisition in Central Europe

Asia Pacific

- APAC ACV up 0.9% on pcp, including Linkurious
- Organic ACV down 0.2%, but up 0.6% in constant currency
- Success in government agency sales and Nuix Neo adoption
- Impacted by loss of key law firm account as flagged at 1H results

Notes: 1. During the year an internal consolidation of a global account led to North America being increased by ~$1.6m, with EMEA lowered by ~$1.2m and APAC lowered by ~$0.4m
2. Refer page 53 for comments on constant currency calculations

FINANCIAL PERFORMANCE

REVENUE

Strong revenue growth on key renewals and multi-year deal success

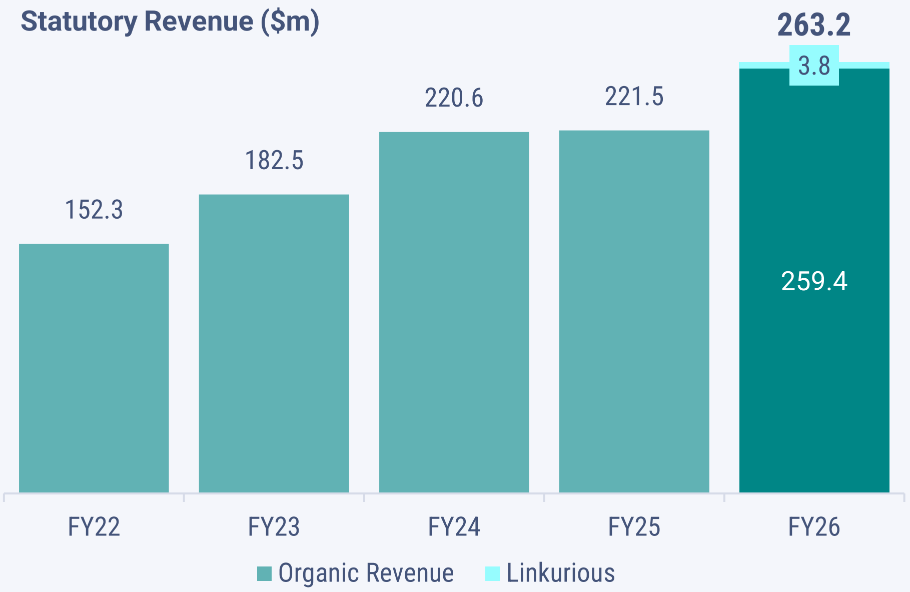
FY26 REVENUE

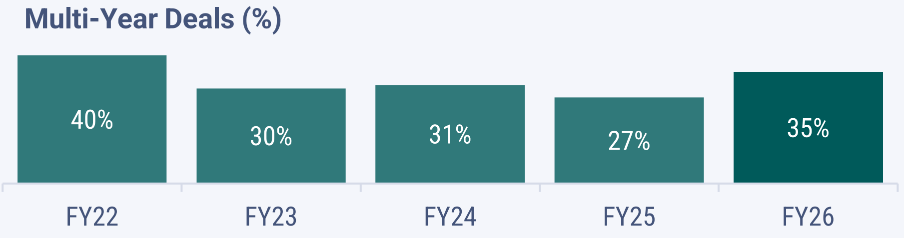
$263.2m Up 18.8%

Up 17.1% excl Linkurious

Up 20.3% in constant currency[1] excl Linkurious

- Further multi-year deal wins with key accounts contributed to revenue growth, along with strong new customer wins, particularly in Nuix Neo
- Multi-year deals rose to 35% of revenue, up from 27% in pcp
- Linkurious revenue contribution of $3.8m for the part-year since financial close in April 2026[2]



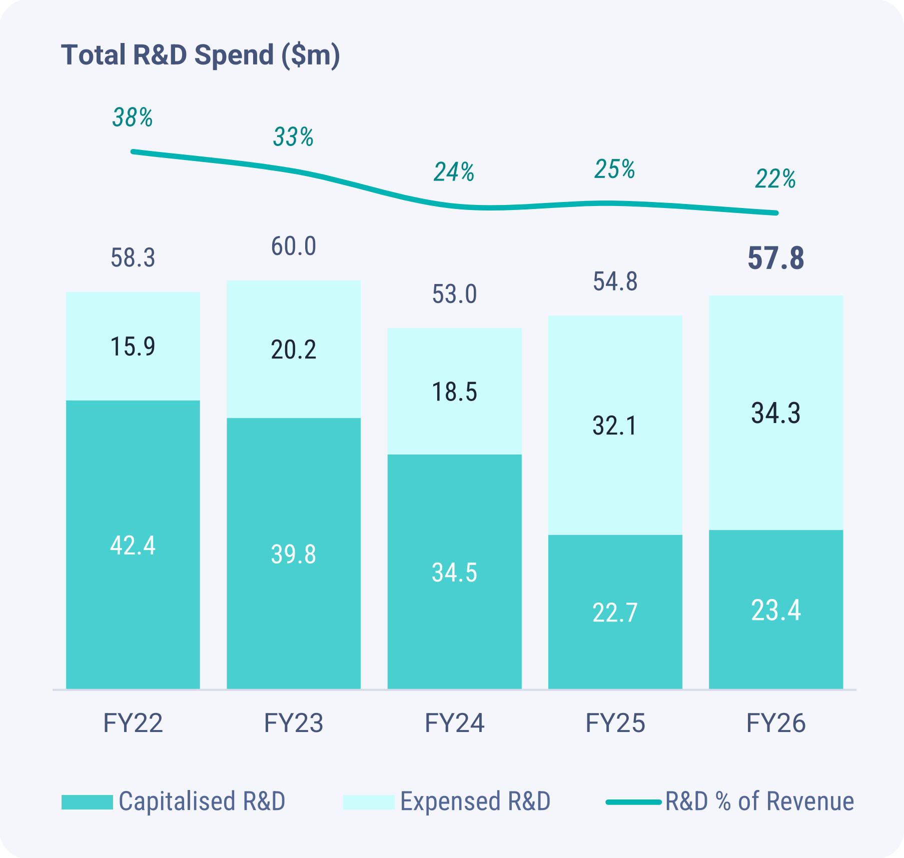


Notes: 1. Refer page 53 for comments on constant currency calculation
2. Linkurious revenue contribution for 72 days from financial close on 20 April 2026 to end of financial year. In contrast, Linkurious ACV represents an annualised “run rate” at a given point in time

FINANCIAL PERFORMANCE

RESEARCH & DEVELOPMENT

Costs contained with efficiency benefits realised



FY26 RESEARCH & DEVELOPMENT

$57.8m Up 5.4%

- Total Research and Development investment increased to $57.8m, up 5.4% on pcp,
- Capitalised component of R&D 41%, in line with pcp, reflecting no material shifts in the nature of work being completed
- R&D as a percentage of revenue declined to 22%, partly due to higher revenue
- Efficiency benefits of Technology restructure in prior year realised in FY26
- Research and Development continues to be funded by underlying cash flow
- R&D Accelerator in FY27 a deliberate investment decision to accelerate platform capability, building on Nuix Neo momentum

FINANCIAL PERFORMANCE

ADJUSTED MANAGEMENT EBITDA

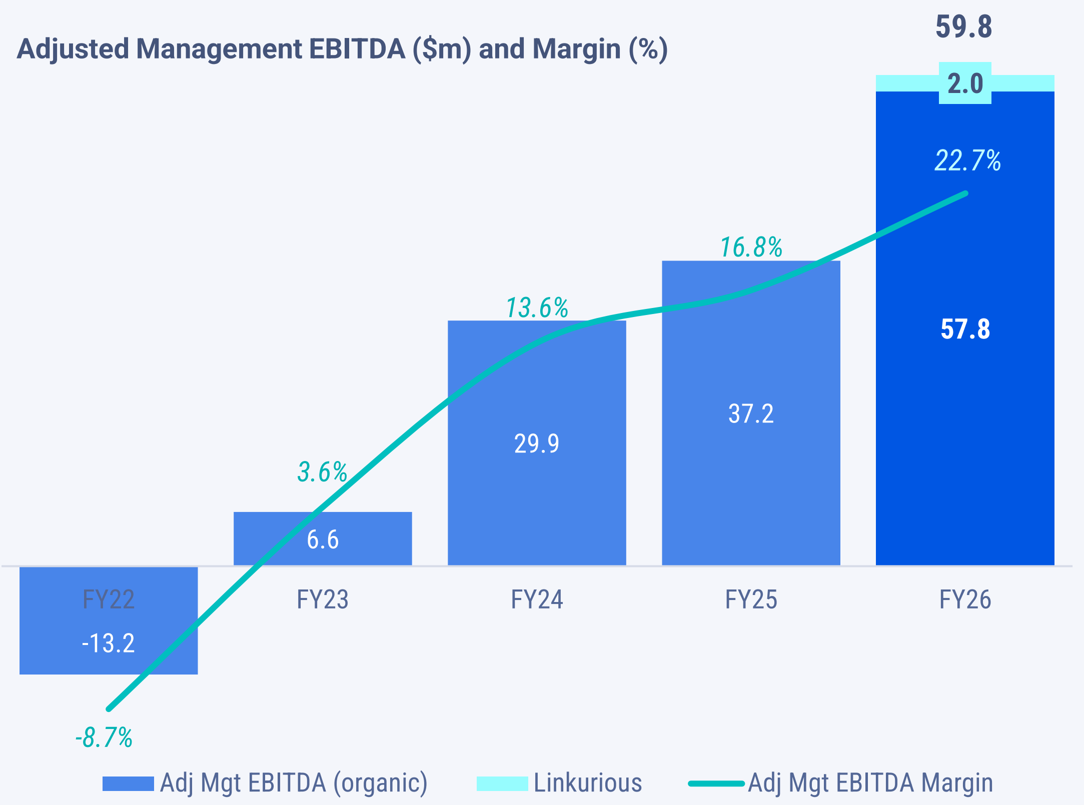
Material expansion, meeting FY26 strategic objective to grow revenue faster than operating costs

FY26 ADJUSTED MANAGEMENT EBITDA

$59.8m Up 60.4%

Up 55.1% excl Linkurious

- Adjusted Management EBITDA[1] rose by 60.4%, and by 55.1% excluding Linkurious contribution
- Core profitability metric considered by Management and Board
- Incorporates full R&D investment spend including capitalised component and share-based payments; excludes net non-operational legal, restructuring and acquisition costs
- Margin increased to 22.7%[2], from 16.8% in pcp reflecting stronger revenue, operational discipline and cost management

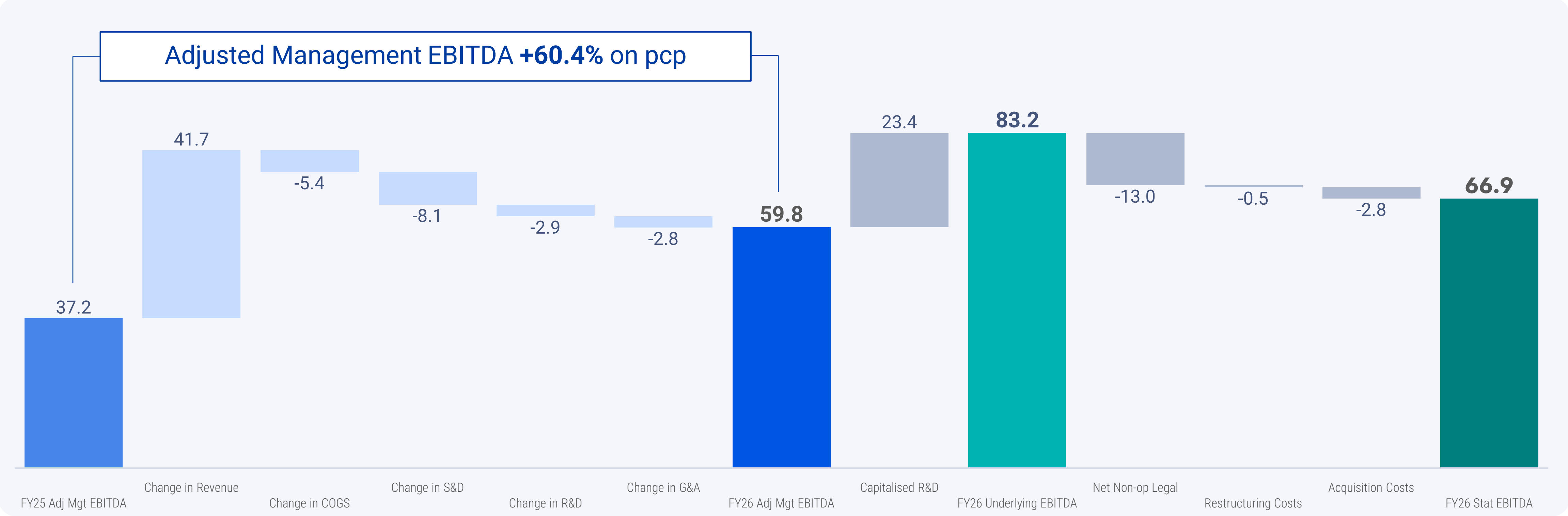


Notes: 1. Previously referred to as Cash EBITDA. There has been no change to calculation methodology, only a name change
2. Excluding Linkurious, margin is 22.3%

FINANCIAL PERFORMANCE

ADJUSTED MANAGEMENT EBITDA

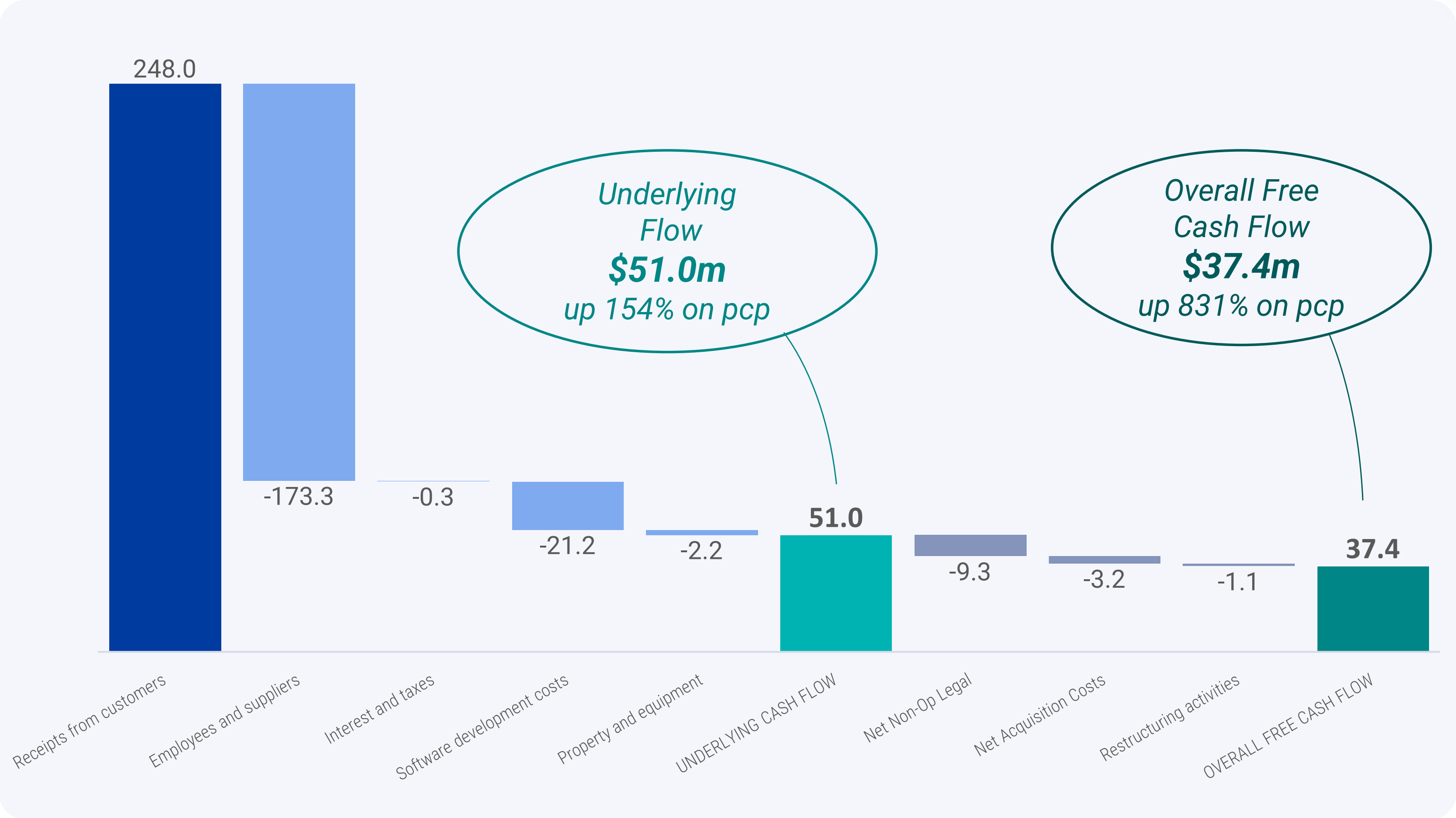
Significant operating leverage, in line with strategic objective



FINANCIAL PERFORMANCE

CASH FLOW

Substantial uplift in cash generation, meeting strategic objective



FY26 UNDERLYING CASH FLOW

$51.0m Up 154%

- Underlying Cash Flow up 154%, to $51.0m, and in line with strategic objective to be underlying cash flow positive for the full year
- Overall Free Cash Flow up 831%, to $37.4m
- Free cash flow conversion ratio[1] of 85%
- As in prior years, software development costs funded from free cash flow
- Net non-operational legal payments, at $9.3m, lower than $14.8m in pcp
- Net acquisition costs for Linkurious incorporate debt drawdown, consideration net of cash received and advisory fees
- Net Cash $49.9m post Linkurious close

Notes: 1. Where FCF conversion is defined as Underlying Free Cash Flow divided by Adjusted Management EBITDA

03

Scaling Nuix Neo & Integrating Linkurious

John Ruthven
Chief Executive Officer

NUIX NEO MIGRATION PROGRAM

Phases 1 and 2 complete, now Phase 3: Execution at Scale

PHASE 1: Foundation & Intelligence

- Customer segmentation and ICP definition
- Migration readiness assessment
- Economic model validation

Dec 2025 – Jan 2026

PHASE 2: Build Migration Factory

- Standardised playbooks
- Partner capability expansion globally
- Regional deployment strategies
- Training and change management kits

Jan 2026 – Mar 2026

PHASE 3: Execution at Scale

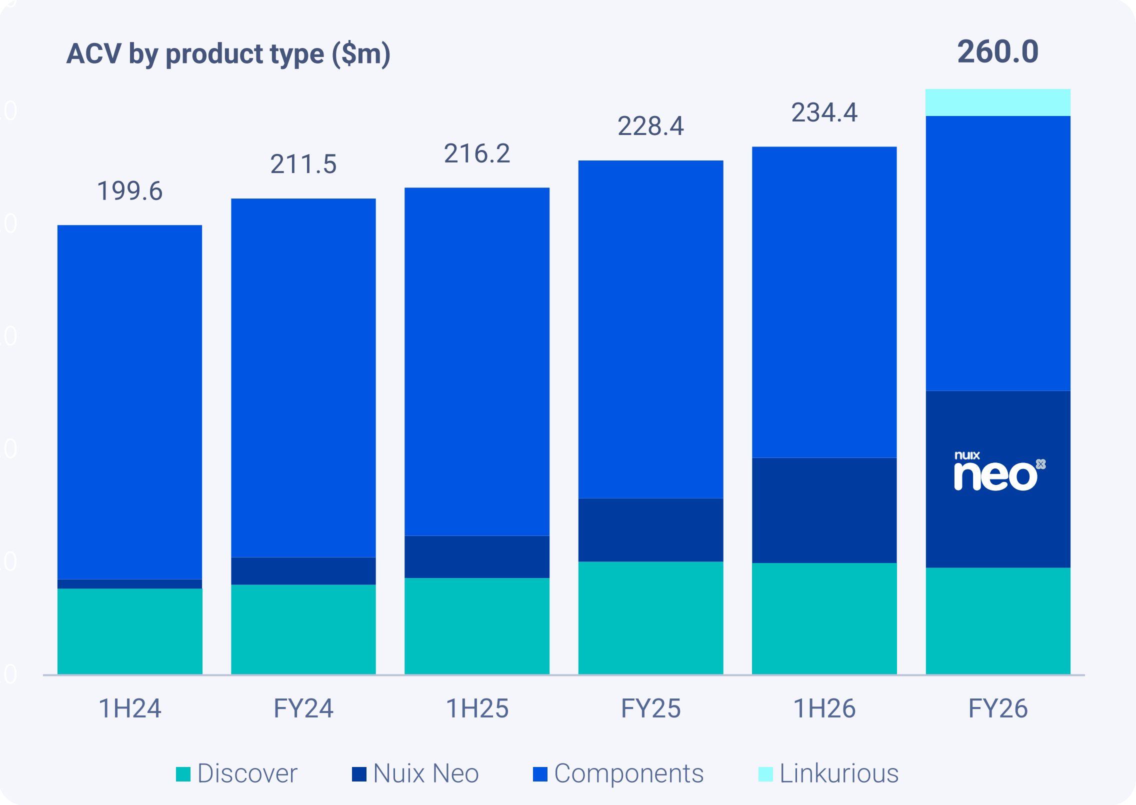
- Repeatable migration processes
- Ongoing progress tracking
- Continuous optimisation and scaling

Apr 2026 – FY30

NUIX NEO

BUILDING THE FUTURE

Platform transition progressing strongly, Nuix Neo now 30% of total ACV



- Nuix Neo share of total ACV increased to 30%, more than double the proportion 12 months ago
- Nuix Neo growth driven by:
  - Migration program
  - New customer acquisition
  - Upsell to existing Nuix Neo customers
- Migration program remains the largest contributor, with continued strong pipeline into FY27
- Focused Discover go-to-market team established independent of Nuix Neo to strengthen growth
- Nuix Neo on track to become the majority of ACV in the medium term

NUIX NEO

AI CAPABILITIES DRIVING COMMERCIAL EXPANSION

AI capabilities are priced as discrete, opt-in modules that expand ACV per customer

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Of **135** Nuix Neo Customers...

		AI upsell opportunities
AI ENABLERS such as: BYO AI; Semantic Search; Transcription — EXPANDED IN FY26		**~20%** have purchased additional AI enablers so far
GRAPH VISUALISATION Linkurious Technology — ACQUIRED IN FY26		**~7%** have purchased graph visualisation technology so far
AI-ENRICHED SOLUTIONS LIBRARY	**Legal Discovery** eDiscovery & review; **Data Privacy** PII discovery & remediation; **Investigations** Fraud, misconduct, incident; **Custom Solutions** Built on the same platform	**~60%** have purchased AI-enriched solutions library so far

VALUE BUILD

- Additional AI enablers to further utilise the capabilities of the Nuix Neo platform
- Early upsell success after significant expansion of offering in FY26
- Sold as add-ons to base platform offering

- Early upsell success post acquisition in April 2026, with significant further upsell potential
- Valuable visualisation tool for complex investigative and compliance requirements
- Sold as add-on to base platform offering

- Existing AI-enriched solutions increasingly supplemented and expanded with broader use cases

NUIX NEO CUSTOMER HIGHLIGHTS

Four customers highlight how platform expansion, cross-sell and AI adoption translate into ACV growth

CUSTOMER HIGHLIGHT
Government Agency - APAC

Consolidated automation, orchestration and investigations on Nuix Neo under a five-year agreement. Processing reduced from up to five days to one, freeing scarce specialists for higher-value work.

Demonstrates long-standing customer migration to Nuix Neo, with multi-year commitment and measurable productivity outcomes

CUSTOMER HIGHLIGHT
Lighthouse Document Technologies

Expanded Nuix Neo Foundation through a large, multi-year platform agreement supporting a global legal review client base. Added capacity enables Lighthouse to scale complex matters across its customer base.

Demonstrates growth through key partnerships, platform scalability and larger recurring deal structures

CUSTOMER HIGHLIGHT
Law Enforcement Agency - EMEA

New customer purchased Nuix Neo Investigations to replace an existing provider. The agency required a solution that could handle complicated case loads across a wide variety of file types at high volumes.

Demonstrates Nuix Neo's ability to displace incumbent providers in complex, high-volume environments

CUSTOMER HIGHLIGHT
Fortune 50 US Healthcare Company

Existing Nuix Neo customer adopted BYO AI as an add-on module with ACV uplift, with further evaluation of Semantic Search and other AI capabilities underway.

Demonstrates AI module land-and-expand; initial AI adoption creating a pathway to multiple additional AI capabilities

GRAPH VISUALISATION

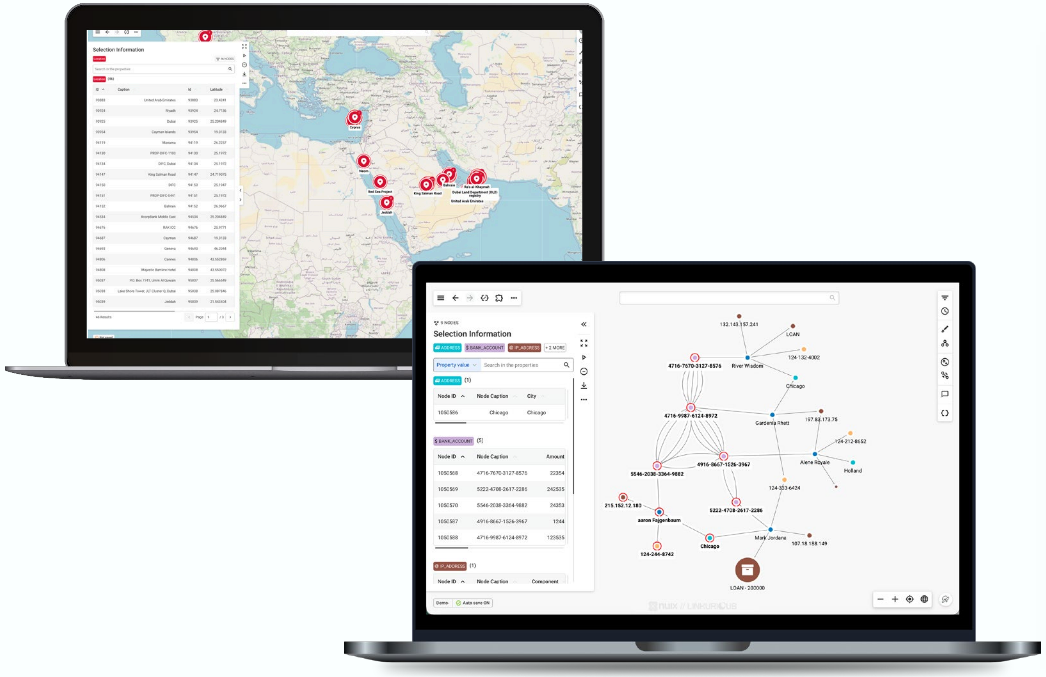
LINKURIOUS: INTEGRATION ON TRACK

Integration on track, with early commercial traction

- Financial close April 2026
- Full team and Paris office retained
- Integration progressing to plan

Linkurious Financial Contribution FY26[1]

- ACV: $12.0m
- Revenue: $3.8m
- EBITDA: $2.0m



CUSTOMER HIGHLIGHT

Government Agency – APAC

Longstanding Nuix customer migrated to Nuix Neo with graph capability following competitive RFP – utilising the combined platform to uncover hidden connections in complex investigations

Demonstrates migration and cross-sell potential of combined platform

Linkurious graph technology strengthens the Nuix platform for ICP customers with complex investigative and compliance requirements

Notes: 1. Linkurious revenue contribution of $3.8m and EBITDA contribution of $2.0m reflect 72 days from financial close on 20 April 2026 to end of financial year. ACV of $12.0m represents an annualised "run rate" at 30 June 2026.

LINKURIOUS: THE OPPORTUNITY AHEAD

Graph analytics is a growing market with strong strategic fit

Strategic Fit

- Nuix Neo processes large volumes of complex, unstructured data; Linkurious visualises the connections within it
- Together: a complete workflow from raw data to visual intelligence – a differentiated capability in the market

The Opportunity

- Graph analytics market growing strongly, with increasing demand across fraud, AML, financial crime, corruption and network analysis
- Significant cross-sell opportunity across the combined customer base
- Pipeline development active, with early wins already secured

CUSTOMER HIGHLIGHT

Law enforcement agency – APAC

New law enforcement customer won in APAC – utilising Nuix Neo Investigations combined with Linkurious graph technology to investigate complex criminal activity.

Demonstrates cross-sell potential of combined platform

Nuix Neo combined with Linkurious graph technology strengthens the platform for customers with complex investigative and compliance requirements

04

Platform Evolution & Strategic Reset

John Ruthven
Chief Executive Officer

STRATEGY

STRATEGIC RESET – MOMENTUM INTO FY27

1. Shifting from Feature Selling to Platform Value
2. Five Key Growth Drivers
3. Go-to-Market Realigned
4. AI for Operational Efficiency and Revenue Opportunities
5. Product Positioning and R&D Accelerator

FROM

FEATURE SELLING

TO

PLATFORM VALUE

A reset of how we build, position, sell and embed the Nuix Neo platform

MARKET OPPORTUNITY

OUR ADDRESSABLE OPPORTUNITY

The enterprise unstructured data opportunity – addressed through a unified platform

Multi-billion

Dollar addressable market

Enterprise unstructured data — investigations, compliance, privacy, and AI

>10,000

ICP targets globally

Meeting our target criteria

<10%

Current penetration

Significant growth opportunity

TYPICAL ICP CHARACTERISTICS

Regulated Large Enterprises
Operating in high-compliance sectors

Significant Data Volumes
50TB+ unstructured data at scale

Complex Compliance
Governance requirements across the enterprise

$500k+ ACV Potential
Per account — platform-level wallet share

Platform positioning opens a significantly larger addressable market and deeper wallet share within existing accounts

STRATEGIC GROWTH

OUR PLATFORM EVOLUTION

From domain strength to enterprise platform

TODAY

Deep domain strength in **investigations, legal review, and data privacy** — proven at scale with the world's most complex organisations.

TOMORROW

The **trusted enterprise platform** for unstructured data intelligence — providing AI-ready data and context for agentic workflows, compliance automation, and actionable business insights.

HOW WE CAPTURE IT

- Nuix Neo platform strategy, GTM and R&D aligned around ICP accounts
- GTM and R&D investment prioritised towards strengthening the platform offering for ICP
- Company-wide shift to Account Based Marketing (ABM) – being precise in identifying and targeting accounts with ICP characteristics

Platform evolution positions Nuix to meet growing ICP demand for unstructured data intelligence

STRATEGIC GROWTH

FIVE KEY GROWTH PILLARS

Each pillar building cumulatively on ACV growth

Future ACV

Current ACV

NUIX NEO MIGRATION

Structured program for platform adoption driving sustained price uplift across base

ICP UPSELL

Expanding within existing high-value accounts through deeper engagement

NEW CUSTOMERS

Systematic acquisition of ICP accounts through Account-Based Marketing and enhanced capabilities

DISCOVER GROWTH

Dedicated go-to-market driving expansion in Discover segment

PARTNER & GEOGRAPHIC EXPANSION

Channel-led growth extending reach into new markets

GO-TO-MARKET

GO-TO-MARKET REALIGNED FOR FY27

Enhanced commercial capability to drive scalable, predictable growth

CAPABILITY

- Two regional sales teams (Americas and International), under a consistent global framework, each led by a dedicated EVP
- Dedicated leadership and go-to-market focus for Discover
- Chief Customer Officer leading global practices – pre-sales, customer success, implementation, training and partners
- Dedicated Sales Enablement function – systems, training and deal support
- Expert Services repositioned as a revenue-enabling capability
- Dedicated global partner and alliance leadership

COMMERCIAL IMPACTS

- Consistent, repeatable execution across regions – reducing variability in sales performance
- Focused accountability for Discover growth, independent of Nuix Neo
- Stronger customer retention and faster time-to-value through dedicated post-sales focus
- Improved pipeline conversion and win rates; scalable acquisition model
- New revenue streams enabled via Expert Services and expanded partner channel

Designed to support commercial execution across all five pillars of ACV growth from FY27

UNLOCKING DISCOVER GROWTH

A dedicated commercial model for a distinct market opportunity

ACTION TAKEN	GROWTH OUTCOME
New EVP of Discover reporting directly to CEO	Clear accountability for Discover growth; faster decision making
Dedicated commercial team focused exclusively on Discover	Dedicated sales effort and resource, distinct from Nuix Neo
Distinct go-to-market strategy tailored to Discover buyers and use cases, including variety of deployment options	Stronger market positioning and relevance with Discover's target buyer, whether cloud-based or on-premise
Investment in Discover-specific sales capability and market development	Ability to pursue growth in a segment with significant untapped potential
R&D Accelerator investment	Improved Discover UX and agentic capabilities

nuixDISCOVER

CUSTOMER HIGHLIGHTS

Global Commodities Trader
Selected Nuix Discover to replace competitor over multi-year horizon

Major Bank - APAC
Chose Nuix Discover on-premises over key competitor

Law Firm - Canada
Migrated from legacy review platform to Discover SaaS

Demonstrates Discover's competitive strength across geographies and segments

A focused, product-led GTM, along with increased R&D investment, to position Discover to deliver on its growth potential

AI STRATEGY

OUR INTERNAL AI GAME PLAN

A structured, measurable approach to embedding AI in our organisation

HOW WE SCALE

- **Dedicated AI roles:** AI Builders being embedded in priority functions to redesign ways of working
- **AI Champion Network:** advocates and data curators in every team, driving peer-led adoption day to day

HOW WE BUILD

- **Deploy Nuix Neo:** running our own Nuix Neo workflows to validate and extend use cases
- **AI Workbenches:** a curated, governed toolkit of approved AI tools for every team
- **Model-agnostic tooling:** blending local and frontier AI with governance built in
- **Cost Discipline:** token budgets and smart model routing to prove value and manage token costs

HOW WE MEASURE

- **Digital FTEs (dFTEs):** a universal measure of AI ROI across every team, from time saved to new forms of value
- **Scaling, not cuts** teams can respond to business growth and freed capacity is redeployed to higher-value work
- **Accountability:** dFTE targets set per function and reported monthly to leadership

A disciplined approach to AI that drives compounding productivity gains, to enable efficient scaling

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AI STRATEGY

SHIFTS IN ENTERPRISE AI DEEPEN NUIX'S DEFENSIVE MOAT

Where the defensive moat meets the AI revenue opportunity

The Enterprise AI Shift

What is changing in how enterprises adopt AI

1. **Token economics under scrutiny**
   AI spend has moved from experiment budget to a line item that must demonstrate ROI
2. **Model choice is proliferating**
   A widening field of fit-for-purpose enterprise models – frontier, open-source and sovereign
3. **Model power is outpacing enterprise security**
   Open model repositories and third-party AI components are a new source of risk
4. **Liability has shifted to the enterprise**
   Courts and regulators are making organisations accountable for their own AI-generated output
5. **Ecosystems are forming at pace**
   Practitioners increasingly invoke tools from inside AI assistants and agentic workflows

The Nuix Neo Answer

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The governed data layer every one of these shifts depends on

1. **Cost efficiency by curation**
   Reducing data to the relevant subset before processing helps manage token usage
2. **Model agnostic by design**
   BYO AI allows customers to choose their model, switch as the market moves and match model to task
3. **Risk surfaced, not discovered**
   Nuix Neo shines a light on unstructured data, exposing sensitive and over-retained content before an attacker does
4. **Full auditability**
   Every AI output linked to source evidence – explainable and court-admissible
5. **Building for interoperability**
   Accessible from the tools and workflows practitioners already use

NUIX'S CUSTOMERS MUST BALANCE AI INNOVATION WITH ACCURACY AND DEFENSIBILITY

Nuix Neo monetises AI capabilities within a platform built for regulatory complexity, data ownership and workflow control

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NUIX NEO + AI TOOLS - Platform Capabilities, Integrated Value

BYO AI flexibility

Plug in any AI model — use the right tool, at the right time, for each task

Enterprise-ready AI

Powerful AI tools with full data sovereignty – customer data stays where the customer chooses, with forensic-grade governance across every AI interaction

Neo Agent Next

Transforms how users interact with Nuix Neo, supporting user-initiated agentic AI workflows operating natively on uploaded data and every action logged and auditable, giving enterprise-grade clarity and control

Future-proof platform

Integrate new AI models and plugins as they emerge

Amplified ROI

Enterprise-scale processing of petabytes of data plus advanced AI reasoning delivers both speed and defensibility

MCP Server Next

Makes Neo callable from the AI assistants and agentic surfaces where work increasingly happens, extending forensic-grade data access across the customer's broader AI ecosystem

NUIX NEO IN THE ENTERPRISE

Embedding the Nuix Neo platform in an organisation turns unstructured data into trusted intelligence, reducing risk and fuelling high impact AI programs

FASTER

GET RESULTS SOONER

Scale when needed and automate routine work to process more data in less time

EASIER

REDUCE EFFORT

Use one web platform, guided workflows and templates to complete work with fewer manual steps

SMARTER

MAKE CONFIDENT DECISIONS

Use the right AI models to find relevant information and produce clear, explainable and defensible results

VALUE BUILD

COLLECT	PROCESS	REVIEW	ACTION
Identify & Collect	Ingest, Process with AI Enrichment	Review & Analyse	Report, Protect, Delete & Export

Nuix Advantage: Customer Engagement, Expertise & Expansion

nuixneo

AI FRAMEWORK

EXPANDED IN FY26

- BYO AI - Customer Preferred LLM
- Semantic Search
- GenAI Document Review
- 500+ NLP Models
- GenAI Summarisation & Case Chat
- Transcription
- Facial Recognition

KNOWLEDGE GRAPH

ACQUIRED IN FY26

Unique entity resolution and relationship mapping. Surface hidden connections across people, organisations, accounts, transactions and communications that row-and-column review can't reach

Financial Fraud & AML use case example: expose money-laundering networks, fraud rings and hidden beneficial ownership

AI-ENRICHED SOLUTIONS LIBRARY

- **Legal Discovery** – eDiscovery & review
- **Data Privacy** – PII discovery & remediation
- **Investigations** – Fraud, misconduct, incident
- **Custom Solutions** – Built on the same platform

NUIX NEO FOUNDATION

- Nuix-Patented Binary Engine
- Automation & Orchestration
- Collaborative Investigation Web Interface
- Nuix Neo Platform APIs

PRODUCT & TECHNOLOGY

UNIFIED TO DELIVER

Bringing product and engineering teams together to accelerate delivery and strengthen platform capability

WHAT WE'RE DELIVERING

- Clear ownership of product strategy and delivery under CTO
- Dedicated product operations capability
- Dedicated design leadership embedded within product function
- Outcome-oriented teams aligned to strategic priorities
- Discover R&D within unified team

DELIVERY OUTCOMES

- Clearer accountability from strategy through to delivery
- Improved roadmap discipline and consistent cadence execution
- Improved workflow efficiencies between product, design and engineering
- Roadmap priorities directly connected to customer needs and commercial outcomes
- Discover product development benefits from platform scale while maintaining dedicated release cadence and independent focus

Combined with the FY27 R&D Accelerator investment, this structure positions Nuix to deliver faster and with greater platform capability

FOCUS AREAS FY27

Investing in FY27 for revenue benefits in FY28 and beyond

TRUST BY DESIGN

INTELLIGENT USER EXPERIENCE

Utilising AI for ease of use at enterprise scale

Intuitive UX, agentic workflows anyone can run

UNIFIED PLATFORM

One platform, any environment

One Nuix Neo platform deployed in any environment, sovereign by design

AI-POWERED EXPANSION

Platform value extended through ecosystem and AI

Open APIs, MCP, partners - Nuix as the orchestration and trust layer in the customer's AI stack

ENTERPRISE-GRADE DELIVERY AI-native delivery · SaaS-first release cadence · Platform-level controls

PRODUCT ROADMAP

	NOW	NEXT	FUTURE
INTELLIGENT USER EXPERIENCE (including Discover focus)	AI search & review capabilities	AI-driven simplified UX & agentic workflows	Advanced graph intelligence & analytics
UNIFIED PLATFORM	Nuix Neo SaaS Foundation Flexible local deployment options	Enhanced Nuix Neo SaaS integrations Sovereign deployment options	Full-scale Nuix Neo SaaS platform
AI-POWERED EXPANSION	Enterprise APIs AI model flexibility	MCP integration for agent ecosystems Expanded API capabilities	Partner ecosystem expansion

R&D ACCELERATOR

Additional, one-off, $15m R&D investment in FY27 to accelerate platform capability and generate additional revenue growth from FY28

Enterprise Integration & Connectivity

Deepening integrations with enterprise ecosystems to expand addressable use cases and increase platform stickiness

BUSINESS OUTCOME

Positions Nuix as the integration hub for enterprise AI workflows

Agentic AI Capabilities

Embedding AI-driven automation to improve processing efficiency and unlock new investigative workflows

BUSINESS OUTCOME

Faster, deeper interaction with unstructured data – enabling new use cases and premium value delivery

Cloud Platform Acceleration

Accelerating cloud-native delivery to grow revenue and reduce deployment friction

BUSINESS OUTCOME

SaaS delivery unlocks new customer cohorts and accelerates customer deployment

Unified UI/UX

Consolidating the product interface to improve usability, reduce training time, and increase cross-sell

BUSINESS OUTCOME

Helps drive new customer acquisition, deepens cross-sell opportunities and supports Discover growth

Accelerated Innovation Cadence

Investing in product development speed and AI-powered tooling to deliver new platform capabilities at pace and scale

BUSINESS OUTCOME

Ability to respond to emerging customer needs and market shifts with speed and confidence

Why now? The convergence of AI, increasing data complexity and sovereignty concerns creates a unique window. This R&D investment positions Nuix to capture demand already emerging in our pipeline, building on Nuix Neo momentum.

05

Outlook

John Ruthven
Chief Executive Officer

OUTLOOK

FY27 OUTLOOK

Prior year strategic objectives met; FY27 builds on this foundation

• FY27 ACV range \$285m - \$300m[1]	• Strong absolute Nuix Neo ACV growth expected in FY27, off a higher FY26 base, with the migration program reaching an established cadence and growing contribution from new customers
• FY27 Adjusted Management EBITDA similar to FY26	• Further underlying operational leverage • One-off R&D Accelerator investment impacts FY27
• Growth weighted to 2H in line with prior years	• Underpinned by renewal book • Further contribution from upsell attach rates • New customer growth

Notes: 1. FY27 guidance assumes an AUD/USD rate of 0.70 (FY26 average: 0.68). Movements in exchange rates impact reported ACV, revenue, costs and cash flow, however the impact is partly mitigated by a natural hedge from US-denominated costs

Q&A

APPENDIX

$ millions	FY26	FY25	Change[6]
Software Revenue	246.9	208.7	18.3%
Other Revenue	16.4	12.8	27.8%
Total Revenue	**263.2**	**221.5**	**18.8%**
Cost of Goods Sold	-27.2	-21.8	-24.7%
Gross Profit	**236.0**	**199.7**	**18.2%**
Gross margin	*89.7%*	*90.1%*	*-0.5pp*
Sales and Distribution	-74.2	-66.2	-12.2%
Research and Development	-57.8	-54.8	-5.4%
General and Administrative	-44.2	-41.4	-6.7%
Operating Costs	**-176.2**	**-162.4**	-8.5%
Adjusted Management EBITDA[1]	**59.8**	**37.2**	**60.4%**
Adjusted Management EBITDA margin	*22.7%*	*16.8%*	*+5.9pp*
Capitalised Development Costs	**23.4**	**22.7**	3.2%
Underlying EBITDA[2]	**83.2**	**60.0**	**38.8%**
Underlying EBITDA margin	*31.6%*	*27.1%*	*+4.5pp*
Net Non-Operational Legal Costs[3]	-13.0	-10.6	-22.7%
Restructuring Costs[4]	-0.5	-1.7	73.4%
Acquisition Costs[5]	-2.8	0.0	n.m.
Statutory EBITDA	**66.9**	**47.6**	**40.5%**
EBITDA margin	*25.4%*	*21.5%*	*+3.9pp*
Depreciation & Amortisation	-48.7	-55.2	11.8%
EBIT	**18.2**	**-7.6**	**n.m.**
Net Finance income (expense)	-4.7	1.4	-214.7%
Profit/Loss Before Tax	**13.5**	**-9.0**	**n.m.**
Tax Benefit	2.9	-0.2	n.m.
Profit/Loss After Tax	**16.4**	**-9.2**	**n.m.**

INCOME STATEMENT

- Revenue higher on increased sales, increased multi-year deals, Linkurious contribution ($3.8m)
- Cost of Goods Sold increase primarily due to higher sales through partner channels
- Sales & Distribution higher on increased commissions
- Research & Development increase due to Linkurious and software subscriptions
- General & Administrative increase due to executive restructure, consultancy fees
- Variable pay increases impacted total operating costs
- Net non-operational legal fees higher, driven by class action activity and lower insurance recoveries than prior year
- D&A lower as prior year included accelerated amortisation of the previous Automate solution after the Rampiva acquisition and integration
- Tax Benefit resulting from a favourable tax ruling

Notes:
1, 2, 3: See Glossary for definitions
4. Restructuring costs primarily across S&D in FY26, whereas related to R&D in the prior period. In July 2026, a restructure was announced to support changes in go-to-market and other initiatives that will result in associated costs of ~$4.5m in FY27.
5. Acquisition costs related to Linkurious acquisition
6. Positive percentage change indicates improvement

$ millions, as at	30 Jun 26	31 Dec 25
ASSETS		
Cash and cash equivalents	69.9	57.8
Trade and other receivables	66.7	51.0
Contract assets	75.0	61.9
Other current assets	13.4	10.4
Property, plant and equipment	3.0	3.0
Intangibles	229.9	209.5
Deferred tax assets & lease assets	25.8	28.9
Total assets	**483.8**	**422.4**
LIABILITIES		
Trade and other payables	37.4	23.0
Deferred tax and lease liabilities	25.3	23.4
Deferred revenue	68.3	67.5
Debt	20.1	0.0
Provisions	6.1	4.4
Other liabilities	13.5	1.5
Total liabilities	**170.6**	**119.8**
EQUITY		
Issued capital	393.7	380.8
Reserves	(149.1)	(141.4)
Retained earnings	68.6	63.2
Total equity	**313.1**	**302.6**

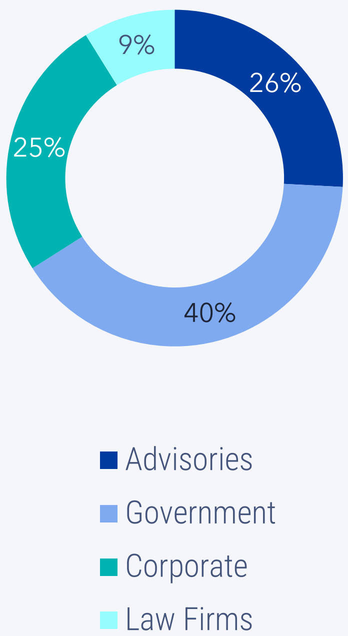
BALANCE SHEET

- Net Cash $49.9m:
  - Cash and cash equivalents increased on higher collections including higher upfront receipts from multi-year deals
  - Debt represents drawdown of bank facility for Linkurious acquisition
- Trade and other receivables higher mainly driven by large number of deal closures late in the year
- Intangibles increase driven by Linkurious acquisition and lower amortisation compared to prior year
- Contract Assets represent the net balance typically for multi-year arrangements of amounts that are yet to be billed to customers, net of the value of undelivered performance obligations to those customers. Contract assets rose due to key large multi-year deals entered into during the year that are billed in instalments over the life of the contract.
- Deferred Revenue balance has increased in part due to a rise in contracted but undelivered performance obligations, which will be recognised as revenue over time. Includes orders billed at end of year but with future start date, along with Support and Maintenance and SaaS orders billed upfront and recognised over time.

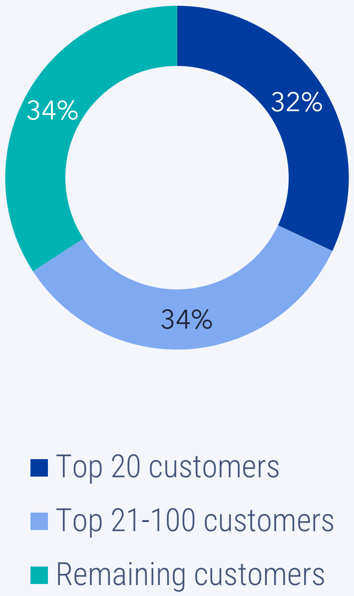
CUSTOMER BASE

Long-tenured, well diversified customer base

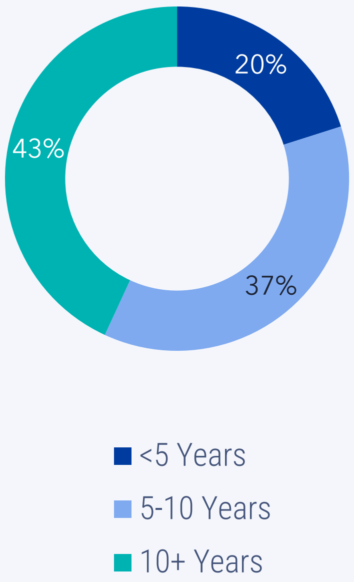
ACV by Industry Group



Customer Concentration



Customer Tenure



- Over 80% of ACV generated outside Australia
- No customer represents more than 3% of ACV
- 43% of ACV derived from customers with a tenure over 10 years
- Strong performance in Government sector, combined with Linkurious contribution, led to further proportional growth in this segment

ACV MIX AND LICENCE TYPES

ACV Type	**Subscription ACV** *(97% FY26 Total ACV)*			**Other ACV** *(3% FY26 Total ACV)*	
Software Licence	**Module** *(66% of FY26 ACV)*	**Consumption** *(21% of FY26 ACV)*	**Perp Maintenance** *(10% of FY26 ACV)*	**Perpetual Licences** *(1% FY26 Total ACV)*	**Services (Non-Advantage)** *(2% FY26 Total ACV)*
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 Maintenance*	
	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 a one time "cost per Core" basis	

- Subscription ACV is recurring in nature and includes Module, Consumption and the maintenance on Perpetual Licences.
- Advantage (support) ACV is also included in Subscription ACV
- Other ACV consists of the initial sale of Perpetual licences and any Services that are ad-hoc or one-off in nature

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LICENCE TYPE IMPLICATIONS ON REVENUE RECOGNITION

Delivery model	Licence type	1 year licence example Impact in month 1	3-year MYD licence example Impact in month 1	
On-premise or customer-hosted cloud	Subscription or Consumption licence (including Nuix Neo)[1]	Statutory 1.2; ACV 1.2	Statutory 3.6; ACV 1.2	• $1.2m on-premise module licence – 1 year • $3.6m on-premise module licence – 3 years (typically an up-front payment discount)
	Perpetual	Statutory 1.2; ACV 1.2	**N/A**	• $1.2m perpetual licence
Nuix-hosted cloud	Nuix SaaS	Statutory 0.1; ACV 1.2	Statutory 0.1; ACV 1.2	• $1.2m Discover SaaS consumption licence – 1 year • $3.6m Discover SaaS consumption licence – 3 years
Other	Maintenance	Statutory 0.1; ACV 1.2	Statutory 0.1; ACV 1.2	• $1.2m maintenance subscription – 1 year • $3.6m maintenance subscription – 3 years
	Professional services[2]	Statutory 1.2; ACV 1.2	N/A	• $1.2m professional services

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

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 rateable 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) **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. It also includes "Nuix Advantage" which consists of renewable consulting services with a minimum term of 12 months. 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.
3) **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.
4) **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.
5) **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.
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 (including Nuix Neo) at the end of the relevant period, expressed on an annualised basis.
7) **Net Non-Operational Legal Costs** are Non-operational legal costs net of insurance recoveries. Referenced as "Legal fees – regulatory/litigation" in the consolidated statement of comprehensive income.
8) **Adjusted Management EBITDA** incorporates the full Research & Development investment spend, including capitalised component, and share based payments expenses, but excludes net non-operational legal costs, restructuring costs and M&A costs. Prior to 1H26 this was referred to as Cash EBITDA. There has been no change to calculation methodology.

CONSTANT CURRENCY

Constant Currency has been calculated using the below methodology:

1. Constant currency rates are calculated by dividing the total FY25 consolidated AUD revenue associated with a currency by the total FY25 transaction currency revenue of the same currency, providing a weighted average exchange rate based on statutory revenue transactions in FY25. 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 FY26 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 FY25 is used.

4. Exchange rates used for constant currency calculations:

    - USD 1.54
    - EUR 1.68
    - GBP 2.02
    - CAD 1.12

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