MARKET RELEASE
19 November 2026

Annual General Meeting 2026
Chairman and CEO Addresses, FY27 Outlook

Sydney, Australia – Nuix ('the Company', ASX: NXL) will hold its 2026 Annual General Meeting today at 10:00am AEDT. The addresses to shareholders to be delivered by the Chairman, Robert Mactier, and Chief Executive Officer, John Ruthven, are attached. The accompanying slides are also attached.

The Chief Executive Officer's address contains commentary on the FY27 Outlook. Specifically:

"Turning to the outlook for FY27. Our areas of execution focus and core priorities are unchanged. The Nuix Neo migration program is continuing at an established cadence, we continue to secure new customer wins and execute on key renewals, and the Linkurious integration is progressing to plan. On product, we continue to deliver on our roadmap, with Neo Agent released in October.

As we have said previously, and as in prior years, our ACV growth and deal volumes are weighted to the second half, and we expect a similarly shaped growth profile to last year. The first-half cost base reflects continued investment in the platform heading out of last financial year, including Linkurious. The cost base also includes the R&D Accelerator, which is lifting our capability and positioning us for growth beyond FY27.

We remind investors of our full year FY27 guidance: an ACV range of $285 million to $300 million, and Adjusted Management EBITDA similar to FY26, which includes the impact of the one-off R&D Accelerator investment. We continue to drive towards these growth objectives for the full year based on our sales pipeline."

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This announcement has been authorised by the Board of Nuix.

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About Nuix

Nuix is a leading provider of investigative analytics and intelligence software, that empowers customers to be a force for good by finding truth in the digital world. We help customers collect, process and review large amounts of structured and unstructured data, making it searchable and actionable at scale and speed, with forensic accuracy.

For further information, please visit https://www.nuix.com/investors

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Chairman's Address – Robert Mactier

FY26 OVERVIEW

FY26 was a very positive year for Nuix. The Company delivered strong and profitable growth, completed a significant acquisition, and managed changes at both Board and senior management level while maintaining its commercial momentum.

Turning to the financial results, FY26 delivered growth across our key metrics. Annualised Contract Value, our primary growth measure, showed continued growth, and revenue grew strongly. Importantly, this was profitable growth. Adjusted Management EBITDA rose substantially, margins expanded, and the Company returned to statutory profit. Underlying cash flow was also considerably higher, and we closed the year with a robust net cash position, even after funding the Linkurious acquisition. This balance sheet provides the Company with considerable flexibility, which the Board intends to deploy with discipline. John will take you through the detail shortly.

The Linkurious acquisition warrants particular mention. We completed the acquisition of this Paris-based graph visualisation and investigation company in April. It adds graph-native link analysis to the Nuix Neo platform, and the response from customers and from our own people has been very encouraging. Integration is progressing to plan.

Our mission to be a force for good continued to guide the Company, particularly in the field of artificial intelligence. Regulators around the world are placing increasing expectations on enterprises to demonstrate transparency and accountability in their use of AI and handling of data. Our customers, many of them government agencies and regulated enterprises, face that same scrutiny, and under the oversight of regulators they in turn require the same assurance from their technology providers. The Board believes Nuix is well placed in this environment. For us, responsible AI is not merely a compliance requirement but a source of competitive advantage, and it rests on our TRUTH values.

BOARD AND MANAGEMENT UPDATE

Turning to leadership. As you know, Jonathan Rubinsztein stepped down as CEO at the end of October last year. Jonathan led Nuix through a demanding period, and the Board remains grateful for his commitment to the Company, its people and its products.

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John Ruthven joined us as Interim CEO in November. The Board then conducted a rigorous global search, assessing a number of candidates. Having considered John's leadership, judgement and execution against that field, the Board appointed him Chief Executive Officer and Managing Director, effective 4 May. John has applied himself diligently to our technology, customers and people, and has contributed to our commercial structure, our approach to AI and our investment priorities. The FY26 financial outcome reflects his early impact.

On the Board, we farewelled the Hon. Jeff Bleich at last year's AGM. Jeff served Nuix with distinction for more than eight years, including as Chair, and I again record the Board's appreciation of his counsel.

In March, we welcomed two new Non-Executive Directors, Rachel Barger and Ted Pretty. Their appointments reflect the Board's commitment to broadening its skills, capability and geographic presence, and both are standing for election today. Rachel is Chief Revenue Officer at Epicor, with a distinguished career in go-to-market leadership at UKG, Cisco and SAP, and brings valuable perspective from the important US market. Ted brings deep experience in technology transformation, strategy and capital markets, and joins as a nominee of Macquarie Capital, our largest shareholder. I will speak further to their candidacies, and to that of Sara Watts, who is also standing for re-election, when we reach those resolutions.

I also want to acknowledge that Sir Iain Lobban will retire from the Board at the close of today's meeting. Sir Iain was initially an advisor to the Board in 2018, and became a Director in 2020. His knowledge of global security matters and of leading-edge technology has provided the Board with a distinctive and well-credentialed perspective, and his collegial and incisive contribution will be missed. We are pleased that Sir Iain will maintain a close relationship with Nuix in an advisory capacity. Iain, a very heartfelt thank you from all of us at Nuix. The Board is in the process of identifying a suitably credentialed Non-Executive Director to succeed him.

LEGAL UPDATE

Turning to legal matters. In April, the Federal Court of Australia dismissed ASIC's proceedings against Nuix and its then directors in their entirety. ASIC has appealed, but only in relation to the Company. The dismissal of the claims against the then individual directors is final. That appeal is yet to be heard,

and we will continue to defend the Company's position.

The shareholder class action in the Supreme Court of Victoria also remains on foot. The trial concluded in September after about eight weeks of hearings, and judgment has been reserved. No date has been set for judgment, and we will continue to defend the case. The Company will update the market as developments occur.

PROCESS DEED COMMENTARY

Turning to the Process Deed. Shareholders will be aware that yesterday, 18 November, Nuix announced to the ASX that it has entered into a process and exclusivity deed with Haveli Investments Software Fund I, L.P., a technology-focused private equity firm based in Austin, Texas, in relation to an unsolicited, conditional, non-binding, indicative proposal to acquire all of the shares in Nuix by way of a scheme of arrangement, for A$2.75 cash per share. The announcement sets out the key terms and attaches a copy of the Process Deed, and I encourage you to read both documents.

The Indicative Proposal follows earlier proposals from Haveli at lower prices, the first of which was received in July 2026, and a period of negotiation, which included the provision of limited commercial due diligence information.

After careful consideration, the Board determined it would be in shareholders' best interests to enter into the Process Deed, so that we can establish whether a binding proposal can be put to you, our shareholders, for your consideration.

The Board has firm conviction in the growth opportunity available to Nuix as it transitions to a platform business. At the same time, the Board recognises that shareholders may value the certainty of a cash offer at a significant premium. I note that the offer price of $2.75 per share represents:

- a 73.0% premium to Nuix's closing price of A$1.59 on 17 November 2026;
- a 51.4% premium to Nuix's 3-month volume weighted average price of A$1.82 up until 17 November 2026; and
- a 72.3% premium to Nuix's 12-month volume weighted average price of A$1.60 up until 17 November 2026.

In addition, Macquarie Corporate Holdings Pty Limited, Nuix's largest shareholder with a relevant

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interest in approximately 28% of issued capital, has indicated to the Nuix Board that it is supportive of Nuix entering into the Process Deed.

The Process Deed grants Haveli five weeks of exclusivity to complete due diligence and for the parties to negotiate a scheme implementation deed. Neither party is obliged to proceed, and no break fee or cost reimbursement is payable by Nuix.

As announced, and as required by the Indicative Proposal, if Haveli puts forward a binding proposal at not less than A$2.75 cash per share, your directors intend to unanimously recommend that shareholders vote in favour. That intention is subject to entry into a scheme implementation deed on terms acceptable to the Board, to there being no superior proposal, and to an independent expert concluding, and continuing to conclude, that the scheme is fair and reasonable and in the best interests of shareholders.

There is no certainty that Haveli's Proposal will result in a binding proposal or that a transaction will eventuate. No recommendation is being made at this time, and shareholders do not need to take any action.

Nuix will keep the market informed in accordance with its continuous disclosure obligations.

LOOKING AHEAD

Looking ahead, the Board remains focused on ensuring that Nuix has the strategy, leadership and governance frameworks to convert a significant opportunity into sustained growth. My own engagement with shareholders, customers and our people over the year has reinforced my confidence in the Company's direction and in the scale of the opportunity ahead.

Realising that opportunity will take time and disciplined execution, and the Board is focused on ensuring the company has the strategy, leadership and technology to pursue it – whatever path the company takes from here.

In conclusion, I express the Board's appreciation to our shareholders for their continued confidence, to our customers for their trust, and to our employees and leadership team for their commitment throughout the year.

I also thank my fellow Directors for their diligence and counsel.

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I would now like to invite John to address the meeting.

Thank you.

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CEO's Address – John Ruthven

Good morning shareholders.

It is a privilege to address you today as Nuix's Chief Executive Officer and Managing Director. When I spoke to you last year I was three weeks into the role of Interim CEO. Twelve months on, and with the Board's confidence since May, my first impressions have only strengthened. They still come down to three things: our people, our product and our purpose.

Our people have carried this company through a year of real change, in leadership, in structure and in how we go to market, and they have done so with professionalism and resilience. Our product is distinctive. Nuix Neo, built on a world-class processing engine, is now the centre of our customer relationships. And our purpose, to be a force for good by finding truth in the digital world, is something our people believe in and is even more important into today's changing world.

FY26 PERFORMANCE

FY26 was a year of profitable growth. Annualised Contract Value grew 13.9% to $260.0 million, within our guided range. Revenue rose 18.8% to $263.2 million, with growth coming from both existing and new customers, and multi-year deals now making up 35% of revenue.

Importantly, that growth was profitable. Adjusted Management EBITDA rose 60.4% to $59.8 million, and the margin expanded to 22.7%. We returned to statutory profit, with a net profit after tax of $16.4 million, compared with a loss of $9.2 million the year before. Underlying cash flow increased 154% to $51.0 million, achieving our objective of being underlying cash flow positive for the year, and we finished with net cash of $49.9 million, after completing the Linkurious acquisition. Together, these results show that profitable growth is converting into cash, and that the business model is scaling.

NUIX NEO

Nuix Neo was the primary driver of that growth. Neo ACV increased 179% to $78.5 million, across 135 customers, up from 75 a year ago. Neo now represents 30% of total ACV, more than double its share twelve months earlier, and we expect it to become the majority of ACV in the medium term.

The Neo Migration Program was the largest contributor. Having completed the foundation and design phases, the program moved into execution at scale this year. A typical customer who moves from our

component solutions to the platform generates a meaningful measurable uplift in ACV. We also won new customers, notably across government agencies, law enforcement and financial services.

The opportunity within the existing Neo customer base is significant, and it is still early, with considerable room for adoption to deepen across the base.

LINKURIOUS

In April we completed the acquisition of Linkurious, a Paris-based graph visualisation and investigation company. The logic is simple. Nuix Neo processes large volumes of complex, unstructured data, and Linkurious shows the connections within it with a rich visualisation experience. Together they offer a complete workflow, from raw data to visual intelligence, which few in our market can match.

Linkurious also brings strong expertise in graph analytics, a quality customer base across North America, Europe and Asia-Pacific, and relevance to growing demand in fraud, anti-money laundering and financial crime. Integration is progressing to plan, and we have already secured early cross-sell wins.

DELIVERING ON OUR STRATEGY

The most significant change in FY27 is in how we go to market. We are moving from selling features to selling platform value, and aligning our product, marketing and sales effort around the customers who benefit most from it. Those customers are large, regulated and data-intensive enterprises, and there are more than 10,000 of them globally that fit our ideal customer profile. We are now targeting those accounts with far greater precision.

We outlined this strategy at our FY26 results. Notwithstanding the Process Deed announced to the market, the business is operating as normal and the work to deliver it continues. Our commercial organisation now has two regional sales teams, a dedicated customer success function, stronger sales enablement and dedicated partner leadership. Our plan is built around five pillars. Migrating customers to Nuix Neo has delivered the most momentum so far, and the others are underway, with their contribution still building: expanding what ICP customers buy, winning new customers, unlocking Discover, and building reach through partners and new markets.

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Discover deserves particular mention. It serves a distinct market, with different buyers, use cases and deployment preferences, and it was slightly lower in FY26, a result of focus and resourcing rather than demand, as it competed with Nuix Neo for sales attention. It now has its own executive leader reporting to me, a dedicated commercial team and a go-to-market built around its buyers, whether they prefer cloud or on-premises. The R&D Accelerator also includes improved user experience and agentic capabilities for Discover customers.

More broadly, the one-off $15 million R&D Accelerator is bringing forward our roadmap in enterprise integration, agentic AI, cloud and user experience. And AI, which I will turn to now, is an increasingly important part of that platform value.

ARTIFICIAL INTELLIGENCE

AI is central to both our product strategy and the way we operate. Customers are looking for control, auditability and defensibility in their AI workflows, and that plays to the strengths of our architecture. Our model-agnostic, BYO AI approach lets customers decide how their data is processed and where it resides, an increasingly important advantage as data sovereignty requirements intensify.

Internally, we are applying the same discipline. We are deploying Nuix Neo across our own workflows, proving the value ourselves before taking it to market. Our aim is to expand capacity rather than reduce headcount, with a clear focus on measurable return from the AI tools we adopt.

Beyond our own use of AI, there is a clear commercial opportunity for customers. Each new capability, including Semantic Search, Linkurious and, most recently, Neo Agent, is offered as an opt-in module, and as customers adopt them there is an opportunity for uplift in ACV per customer through upsell and cross-sell across our growing Neo base.

TRADING COMMENTARY

Turning to the outlook for FY27. Our areas of execution focus and core priorities are unchanged. The Nuix Neo migration program is continuing at an established cadence, we continue to secure new customer wins and execute on key renewals, and the Linkurious integration is progressing to plan. On product, we continue to deliver on our roadmap, with Neo Agent released in October.

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the second half, and we expect a similarly shaped growth profile to last year. The first-half cost base reflects continued investment in the platform heading out of last financial year, including Linkurious. The cost base also includes the R&D Accelerator, which is lifting our capability and positioning us for growth beyond FY27.

We remind investors of our full year FY27 guidance: an ACV range of $285 million to $300 million, and Adjusted Management EBITDA similar to FY26, which includes the impact of the one-off R&D Accelerator investment. We continue to drive towards these growth objectives for the full year based on our sales pipeline.

OUR PEOPLE

FY26 was a year of significant change for our people, and I want to acknowledge that. The changes we made to our structure and ways of working were felt right across the business, and I recognise that they were not easy for many. I am grateful to everyone for the professionalism and care with which they handled them.

Through all of it, our people kept delivering. Whether building the platform, winning and supporting customers, or running our corporate functions, they maintained their focus and their standards, and the results I have described today are theirs. I am grateful for their resilience and their work ethic, and for the way they continued to look after one another and our customers.

Our TRUTH values have been tested this year in some respects, and they have held. I am proud of this team, and I thank them.

CLOSING

To our shareholders, customers and partners, thank you for your continued support. Our focus is unchanged: serving our customers well and continuing to deliver on the initiatives we set out at our FY26 results.

Thank you.

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NUIX LIMITED

ANNUAL GENERAL MEETING 2026

19 November 2026

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Welcome

Robert Mactier
Non-Executive Chairman

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ANNUAL GENERAL MEETING

NUIX BOARD



Robert Mactier
Non-Executive Chairman



John Ruthven
Chief Executive Officer and Managing Director



Sir Iain Lobban
Non-Executive Director



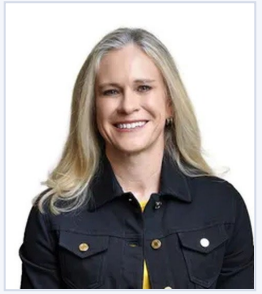
Jacqueline Korhonen
Non-Executive Director



Alan Cameron AO
Non-Executive Director



Sara Watts
Non-Executive Director



Rachel Barger
Non-Executive Director



Edward (Ted) Pretty
Non-Executive Director

Company Secretary: Nicholas Vesic

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Meeting Information

Robert Mactier
Non-Executive Chairman

AGENDA

01 Chairman’s Address

02 CEO’s Address & Outlook

03 Formal Business

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01

Chairman’s Address

Robert Mactier
Non-Executive Chairman

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02

CEO’s Address & Outlook

John Ruthven

Chief Executive Officer and Managing Director

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Opening Remarks

FY26 KEY FINANCIAL METRICS

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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

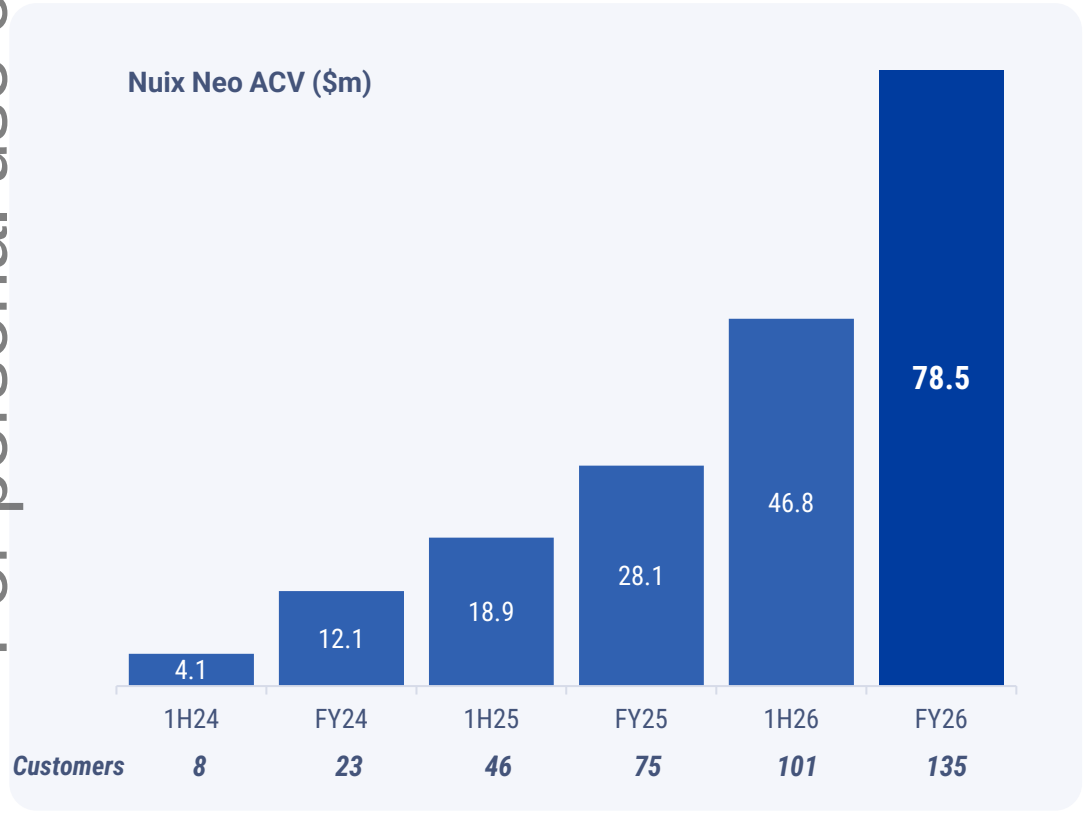
Notes: 1. Refer Glossary for definitions of Annualised Contract Value (ACV), Net Dollar Retention and Adjusted Management EBITDA
2. Previously referred to as Cash EBITDA; 3. Net Cash reflects cash at hand less debt associated with Linkurious acquisition

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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%

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GRAPH VISUALISATION

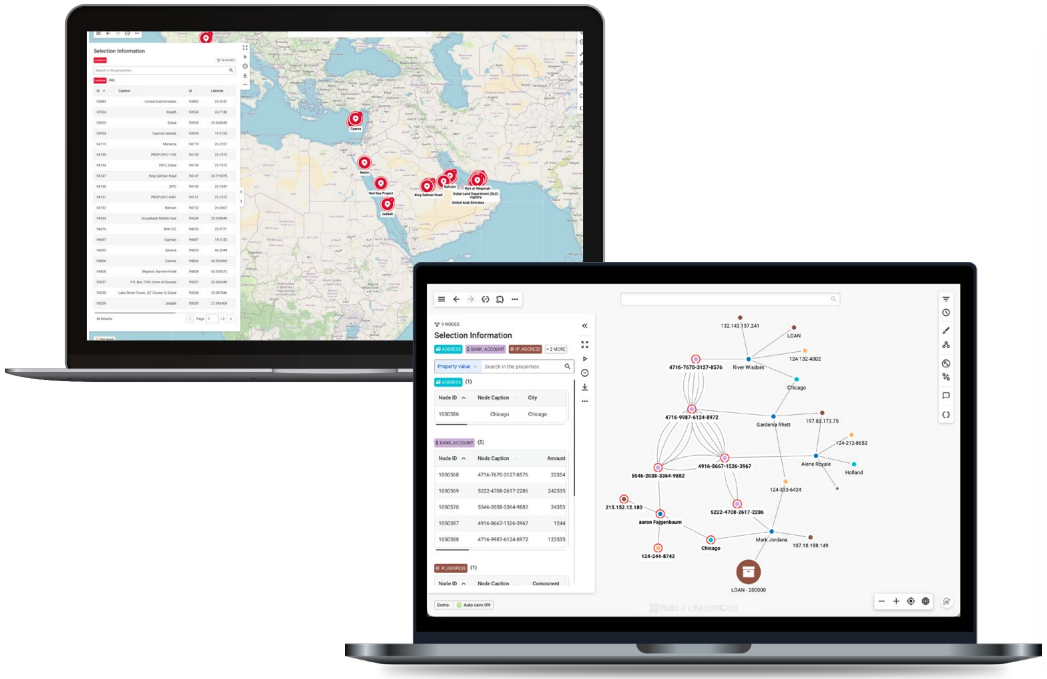
LINKURIOUS: INTEGRATION ON TRACK

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.

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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

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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

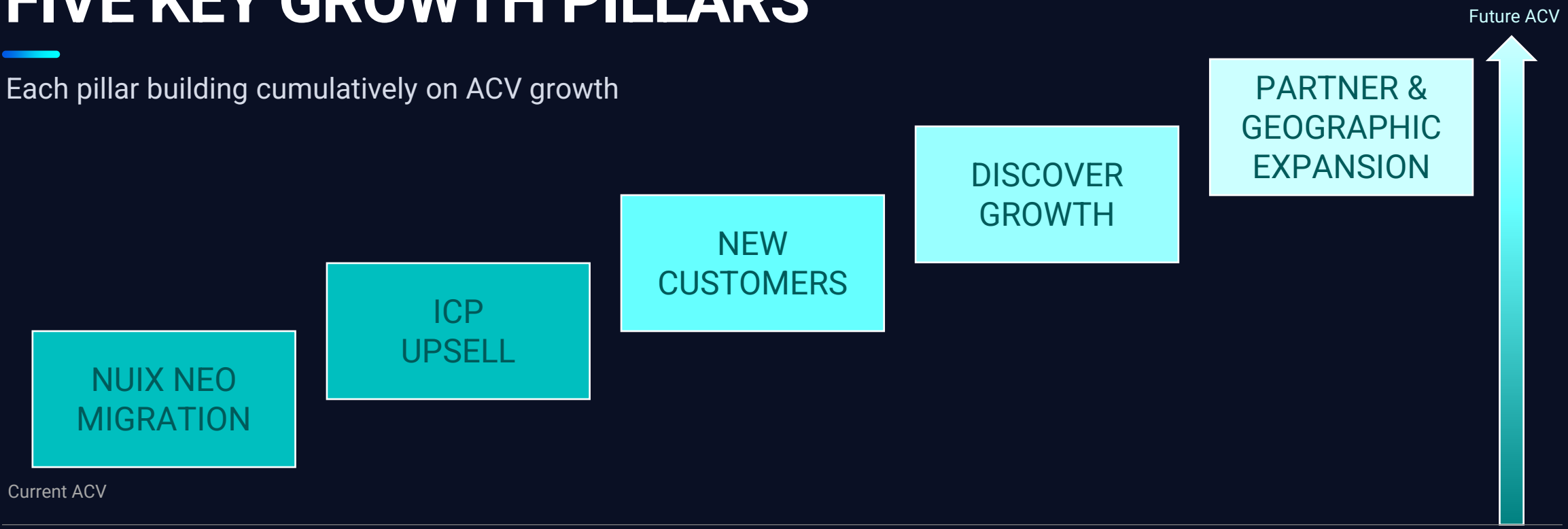
Designed to support commercial execution across all five pillars of ACV growth from FY27

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STRATEGIC GROWTH

FIVE KEY GROWTH PILLARS

Each pillar building cumulatively on ACV growth



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NUIX DISCOVER

UNLOCKING DISCOVER GROWTH

A dedicated commercial model for a distinct market opportunity

ACTION TAKEN

- New EVP of Discover reporting directly to CEO
- Dedicated commercial team focused exclusively on Discover
- Distinct go-to-market strategy tailored to Discover buyers and use cases, including variety of deployment options
- Investment in Discover-specific sales capability and market development
- R&D Accelerator investment

GROWTH OUTCOME

- Clear accountability for Discover growth; faster decision making
- Dedicated sales effort and resource, distinct from Nuix Neo
- Stronger market positioning and relevance with Discover's target buyer, whether cloud-based or on-premise
- Ability to pursue growth in a segment with significant untapped potential
- 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

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PRODUCT & TECHNOLOGY

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.

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AI STRATEGY

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

nuixneo

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 ** NEW **

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

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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

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Our People

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Closing Comments

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Thank You

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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.

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