MARKET RELEASE
24 August 2026

Nuix Neo momentum underpins strong FY26 result

Sydney, Australia – Nuix ('the Company', ASX: NXL) today announces its results for the full year ended 30 June 2026.

FY26 Key Messages - Financial

- ACV $260.0m, within previously guided range
- Nuix Neo ACV up 179% to $78.5m, to 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
- Substantial lift in cash generation
    - Underlying cash flow strongly positive, meeting strategic objective

FY26 Key Financial Metrics (including Linkurious acquisition)

	FY26	FY25 (pcp)	% change pcp
Annualised Contract Value (ACV)	**$260.0m**	$228.4m	+13.9%
Revenue	**$263.2m**	$221.5m	+18.8%
Adjusted Management EBITDA[1]	**$59.8m**	$37.2m	+60.4%
Statutory EBITDA	**$66.9m**	$47.6m	+40.5%
Statutory NPAT	**$16.4m**	-$9.2m	n.m.
Underlying Cash Flow[2]	**$51.0m**	$20.1m	+154%
Net Cash[3]	**$49.9m**	$40.0m	+24.8%

[1] Previously referred to as Cash EBITDA. 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 acquisition costs
[2] Underlying Cash Flow excludes cashflows associated with non-operational legal costs, restructuring costs and acquisition costs
[3] Net cash reflects cash at hand less debt associated with the Linkurious acquisition

Key Strategic Positioning

- 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
- 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
- Advanced AI strategy
  - Drives internal productivity at scale
  - Strengthens defensive moat and captures new revenue opportunities
- Nuix Neo migration program
  - Continued strong momentum, now 30% of total ACV
- Linkurious acquisition
  - Integration on track with early cross-sell success
- ASIC case dismissed
  - Federal Court dismissed all of ASIC's claims against the Company and the then individual Directors[4]
  - 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

[4] Directors who held office during the period 18 January 2021 to 21 April 2021

Financial Performance

Annualised Contract Value, Net Dollar Retention and Churn

Total ACV increased 13.9% on pcp to $260.0 million, within the previously guided range, reflecting continued profitable growth across the business. Excluding Linkurious[5], organic ACV grew 8.6%, or 11.1% in constant currency.

Nuix Neo was the primary growth engine, with ACV increasing 179% to $78.5 million across 135 customers, driven by migration, new customer acquisition, and upsell to existing Nuix Neo customers. Nuix Neo's share of total ACV increased to 30%, more than double the proportion twelve months ago.

Net Dollar Retention increased to 105.2% at year end, up from 101.0% at the half, driven by focused upsell activity in the second half. Churn, at 6.6%, improved on the prior year, although was higher than the figure recorded at the 1H result.

Revenue and Profitability

Revenue increased 18.8% to $263.2 million, reflecting broad-based expansion through both existing customer growth and new customer wins. Excluding Linkurious[6], revenue rose 17.1%, or 20.3% in constant currency. Growth in multi-year deal wins contributed to revenue growth, with multi-year deals rising to 35% of revenue, up from 27% in pcp.

Adjusted Management EBITDA rose 60.4% to $59.8 million (up 55.1% excluding Linkurious), a significant increase with margin expanding to 22.7% from 16.8% in pcp. This result meets the FY26 strategic objective to grow revenue faster than operating costs, demonstrating expanding operating leverage.

---

[5] Linkurious ACV contribution of $12.0m represents the annualised "run rate" at 30 June 2026
[6] 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

Statutory EBITDA rose 40.5% to $66.9 million, while Statutory NPAT was $16.4 million, compared to a loss of $9.2 million in the prior year.

Cash Generation

Nuix achieved a substantial lift in both underlying and overall cash flow during the year.

Underlying cash flow[7] increased 154% to $51.0 million. This significant improvement in cash generation was in line with the strategic objective to be underlying cash flow positive for the full year and representative of profitable growth translating into cash generation.

Overall Free Cash Flow rose to $37.4 million, up from $4.0 million in pcp. In line with previous periods, software development costs continue to be funded from underlying cash flow.

The closing net cash position was $49.9 million, up 24.8% on pcp, post Linkurious financial close.

Linkurious: Acquisition on Track

The acquisition of Linkurious was completed on 20 April 2026, with integration progressing to plan. The strategic rationale for the acquisition remains clear. Nuix Neo processes large volumes of complex, unstructured data; Linkurious visualises the connections within it. Together, they provide a complete workflow from raw data to visual intelligence. There is a significant cross-sell opportunity across the combined customer base, with pipeline development active and early commercial wins already secured.

[7] Underlying Cash Flow is cash flow before net non-operational legal payments, restructuring costs and acquisition costs

Platform Evolution and Strategic Reset

Shifting from Feature Selling to Platform Value

During FY26, the Company initiated a strategic shift in how Nuix builds, positions, sells and embeds the Nuix Neo platform. The addressable market in enterprise unstructured data, spanning investigations, compliance, privacy, and AI, is multi-billion dollars in size, with over 10,000 ICP accounts globally meeting target criteria and current penetration of less than 10%. Platform positioning opens a significantly larger addressable market and deeper wallet share within existing accounts, creating the conditions for sustained profitable growth.

Go-to-Market Realigned for FY27

The go-to-market structure has been realigned with enhanced commercial capability to drive scalable, predictable growth. The new structure comprises two regional sales teams (Americas and International), each led by a dedicated EVP, providing consistent execution and clearer accountability. A Chief Customer Officer leads global practices to strengthen retention and increase expansion revenue. A dedicated Sales Enablement function has been established to improve pipeline conversion at scale. Discover has been separated into a dedicated go-to-market team positioning it to deliver on its growth potential independently of Nuix Neo. Apart from one-off restructuring costs, the new structure is essentially cost-neutral.

AI for Operational Efficiency and Revenue Opportunities

Nuix has established a structured approach to embedding AI across the organisation, with dedicated AI roles, model-agnostic tooling, and Digital FTEs (dFTEs) adopted as a universal measure of AI ROI. The approach is designed to scale capacity rather than reduce headcount.

Shifts in enterprise AI deepen Nuix's defensive moat and provide revenue opportunities. Nuix Neo's governed data layer, with its model-agnostic BYO AI architecture and full auditability, becomes increasingly valuable as enterprises demand control and defensibility in their AI workflows. Growing enterprise requirements for data sovereignty and control of data represent a structural tailwind for Nuix Neo, whose architecture provides organisations with full control over how their data is processed and where it resides. As pricing models evolve alongside AI, Nuix Neo's discrete, opt-in AI modules position the Company to convert AI adoption into value. AI is expanding both growth and efficiency opportunities across the business, serving as a lever for profitable growth.

Product Positioning and R&D Accelerator

Product and Technology teams have been unified under CTO ownership, with outcome-oriented teams aligned to strategic priorities and roadmap priorities directly connected to customer needs and commercial outcomes.

A one-off R&D Accelerator investment of $15 million in FY27 will strengthen platform capability across five key areas: Enterprise Integration and Connectivity, Agentic AI Capabilities, Cloud Platform Acceleration, Unified UI/UX, and Accelerated Innovation Cadence. The convergence of AI, increasing data complexity and growing demand for data sovereignty creates a unique window to capture demand already emerging in the pipeline.

CEO Commentary

Chief Executive Officer John Ruthven commented:

"FY26 was a year of profitable growth and decisive action. Financial performance was robust across key metrics, with ACV within our guided range, material increases in profitability and a substantial lift in cash generation. Nuix Neo continues to scale as the primary engine of profitable growth.

During the year, we made the structural changes required to shift from feature selling to platform value. We have restructured our go-to-market with enhanced commercial capability, established a clear AI strategy, and unified product and technology, backed by a one-off R&D Accelerator investment in FY27. These were decisive actions to position the Company to capture a significantly larger addressable market.

Looking ahead to FY27, we are building on continued underlying momentum. With enhanced commercial capability in place, continued investment in platform and AI capabilities, and a clear strategy for profitable growth, we are well positioned to capture the significant opportunity ahead."

Outlook

Nuix highlights the following outlook for FY27:

- **FY27 ACV range $285m - $300m**[8]
  - 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

Results Webcast

John Ruthven, Chief Executive Officer, and Peter McClelland, Chief Financial Officer, will present the FY26 results via webcast today at 9:30am (AEST).

To access the webcast, please use the following link:

https://webcast.openbriefing.com/nxl-fyr-2026/

A replay of the webcast will be made available on the investor section of the Nuix website shortly after the event:

https://www.nuix.com/investors

[8] Notes: 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

This announcement has been authorised by the Board of Nuix.

Investor Contact

Brett Dimon
Head of Investor Relations and Sustainability
+61 (0)410 671 357
brett.dimon@nuix.com

Media Contact

Max Hewett
Patterson Advisory
+61 (0)432 332 215
mhewett@pattersonadvisory.com.au

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