NEXA

Quarterly Business Revie

Q3 FY2026 | Period Ended September 30, 2026

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Prepared for the Board of Directors | Confidential – Internal Use Only

October 14, 2026

Agenda

01 Executive Summary — *headline KPIs*

02 Financial Performance — *revenue by segment & trend*

03 Operational Highlights — *delivery & roadmap*

04 Market & Competitive Landscape — *positioning & wins*

05 Outlook & Risks — *Q4 guidance*

Today's goal: align the Board on Q3 results, confirm Q4 guidance, and flag the two risks that most affect the FY2026 exit rate.

SECTION 01

Executive Summary

Headline results and the quarter in one page

Q3 FY2026 KPI Scorecard

$48.2M	$186.4M	114%	2,340
Total Revenue	Annual Recurring Revenue	Net Revenue Retention	Active Customers
+18% YoY	+22% YoY	+3 pts QoQ	+9% QoQ

Reading the quarter: growth accelerated on the back of the Nexa Insights 3.0 launch and a strong renewal cycle in the enterprise segment. Retention crossed 110% for the second consecutive quarter, and the customer base grew past 2,300 accounts for the first time.

- Enterprise tier now represents 61% of ARR, up from 54% a year ago
- Gross margin held at 78.4%, in line with FY2026 guidance
- Two logo losses in the SMB tier, attributed to budget consolidation,

SECTION 02

Financial Performance

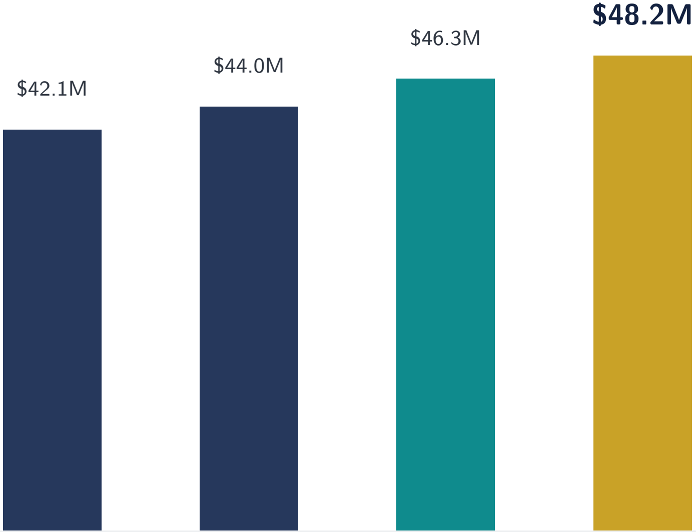
Revenue by segment and the quarterly trend line

Revenue by Segment

Segment	Q3 FY25	Q3 FY26	YoY
Core Platform Subscriptions	$24.1M	$28.6M	+18.7%
Analytics & Insights Add-ons	$6.8M	$9.4M	+38.2%
Professional Services	$4.9M	$5.7M	+16.3%
International (EMEA/APAC)	$4.9M	$4.5M	-8.2%
Total Revenue	**$40.7M**	**$48.2M**	**+18.4%**

⚠ **Watch item:** International revenue declined for the second straight quarter on FX translation and a slower APAC renewal cycle; underlying bookings in constant currency were flat

Quarterly Revenue Trend



SECTION 03

Operational Highlights

Delivery, customer success, and what ships next

Operational Highlights

Product & Engineering

Nexa Insights 3.0 shipped on schedule, adding real-time cohort analysis

Platform uptime held at 99.97%, above the 99.9% SLA target

Reduced median query latency by 31% following the storage-layer migration

Customer Success

Onboarding time-to-value cut from 19 to 12 days for

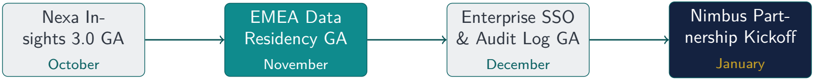
People

Headcount reached 412, with 28 net new hires in Q3

Opened a Singapore hub to support APAC delivery and support coverage

Milestone: Nexa passed 2,300 active customers and crossed $180M in ARR for the first time this quarter.

Q4 FY2026 Roadmap



Each milestone has an assigned executive sponsor and a Go/No-Go review two weeks prior to launch.

SECTION 04

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Where Nexa is winning, and against whom

Market & Competitive Landscape

- The analytics platform market continues to consolidate around three vendors: Nexa, Apex Software, and Meridian Data Corp
- **Vertex Retail Group** selected Nexa over Apex Software for its enterprise analytics rollout, citing faster time-to-value and stronger implementation support
- Announced a data-pipeline integration partnership with **Synapse Systems**, opening a co-sell channel into their installed base
- Meridian Data Corp cut list pricing 12% in EMEA; two renewal negotiations this quarter cited it directly

SECTION 05

Outlook & Risks

Q4 guidance and what could move it

Q4 Guidance & Key Risks

Q4 FY2026 Guidance

- Revenue: \$50M – \$52M
- FY2026 ARR growth: 20% – 24%
- Gross margin: 78% – 79%

Top Risks

- FX headwinds continuing to pressure APAC revenue
- Key-person dependency in Professional Services delivery
- Pricing pressure from Meridian Data Corp in EMEA renewals

None of the above risks are currently reflected as downside case in

Thank You

Questions & Board discussion

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