Enterprise SaaS Financial Summary

Nexa Systems Inc. – FY2026 Strategic Plan & Multi-Year Forecast

Board & Executive Report
Date: July 2026
Model Version: 4.2 (Base Case)

ANNUAL RECURRING REVENUE (ARR)
$42.8M
↑ +38.5% YoY (Target: $40.0M)

NET REVENUE RETENTION (NRR)
118.4%
↑ +240 bps vs FY25 (Ent: 124%)

CAC PAYBACK PERIOD
11.2 mos
↑ Improved from 13.8 mos YoY

LTV / CAC RATIO
4.8x
↑ Target: >3.5x (Benchmark 4.0x)

GROSS MARGIN (SUBSCRIPTION)
78.2%
↑ +180 bps Cloud Infra Eff.

RULE OF 40 SCORE
52.7%
↑ Rev Growth 38.5% + FCF 14.2%

Executive Summary & Strategic Growth Drivers

Nexa Systems demonstrates exceptional operational leverage and accelerating growth entering FY2026. Key growth across our flagship platforms – **Vertex AI Governance** and **Synapse Data Engine** – drove a 38.5% ARR expansion to $42.8M. Enterprise deal velocity increased significantly, pushing Average Contract Value (ACV) from $68k to $94k. Net Revenue Retention reached 118.4%, underpinned by enterprise expansion seats and cross-selling the newly launched Meridian Analytics module. Free Cash Flow margin expanded to 14.2%, confirming path-to-profitability targets while sustaining top-quartile Rule of 40 performance (52.7%).

1 Consolidated Summary Financial Statement (FY2024 – FY2028E)

Financial Metric ($ in Millions)	FY2024	FY2025	FY2026E	FY2027E	FY2028E	CAGR (24-28)
Subscription Revenue	$22.4	$30.2	$41.5	$57.8	$79.6	37.3%
Professional Services	$1.8	$2.1	$2.7	$3.4	$4.2	23.6%
Total Revenue	**$24.2**	**$32.3**	**$44.2**	**$61.2**	**$83.8**	**36.4%**
% YoY Revenue Growth	*41.2%*	*33.5%*	*36.8%*	*38.5%*	*36.9%*	–
Cost of Goods Sold (COGS)	$5.8	$7.2	$9.2	$12.1	$15.8	28.4%
Gross Profit	**$18.4**	**$25.1**	**$35.0**	**$49.1**	**$68.0**	**38.7%**
% Gross Margin	*76.0%*	*77.7%*	*79.2%*	*80.2%*	*81.1%*	*+510 bps*
Research & Development (R&D)	$7.1	$9.2	$11.8	$15.2	$19.8	29.2%
Sales & Marketing (S&M)	$9.8	$12.4	$15.5	$20.2	$26.1	27.7%
General & Administrative (G&A)	$3.2	$3.9	$4.8	$6.0	$7.6	24.1%
Total Operating Expenses	**$20.1**	**$25.5**	**$32.1**	**$41.4**	**$53.5**	**27.7%**
EBITDA	**-$1.7**	**-$0.4**	**$2.9**	**$7.7**	**$14.5**	**N/A**
% EBITDA Margin	*-7.0%*	*-1.2%*	*6.6%*	*12.6%*	*17.3%*	*+2430 bps*
Free Cash Flow (FCF)	-$2.4	-$0.8	$6.3	$11.2	$18.4	N/A
% FCF Margin	**-9.9%**	**-2.5%**	**14.2%**	**18.3%**	**22.0%**	**+3190 bps**

2 ARR Waterfall & Customer Dynamics

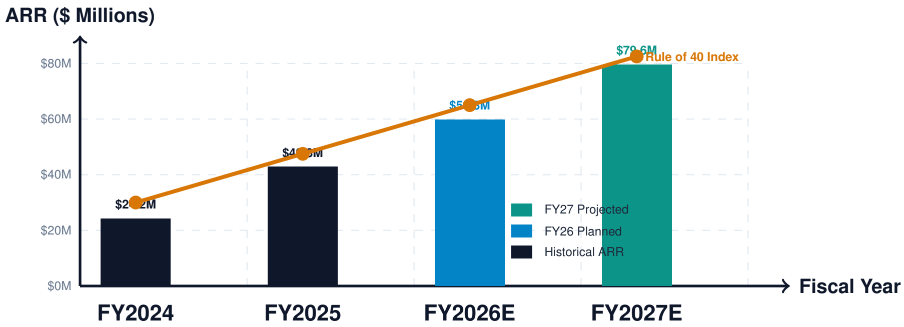
ARR Bridge & Growth Waterfall

ARR Component	FY2025	FY2026E
Beginning ARR	**$30.9M**	**$42.8M**
(+) New Logo ARR	+$9.2M	+$12.5M
(+) Customer Expansion ARR	+$5.1M	+$7.4M
(-) Contraction ARR	-$1.1M	-$1.3M
(-) Logo Churn ARR	-$1.3M	-$1.6M
Ending ARR	**$42.8M**	**$59.8M**
Net New ARR	*+$11.9M*	*+$17.0M*
Gross Dollar Retention (GDR)	*92.2%*	*93.2%*
Net Dollar Retention (NDR)	*118.4%*	*121.0%*

Unit Economics by Target Segment

Metric	Mid-Market	Enterprise
Customer Count	342	118
Average Contract Value (ACV)	$38,500	$145,000
Average Sales Cycle	42 Days	115 Days
Fully Loaded CAC	$24,200	$112,000
Gross Margin	76.5%	81.2%
Average Customer Lifespan	5.2 Yrs	7.8 Yrs
Customer LTV	$153,000	$918,000
LTV / CAC Ratio	**6.3x**	**8.2x**
CAC Payback (Months)	**9.8 mos**	**11.4 mos**

Multi-Year ARR Growth & Efficiency Trajectory



3 Go-To-Market Efficiency & Benchmarks

Efficiency Metric	Nexa FY25	Nexa FY26E	Top-Quartile Benchmark	Status / Rating
SaaS Magic Number	1.12x	1.28x	> 1.0x	**Top 10% High Efficiency**
CAC Payback Period (Months)	11.2 mos	9.8 mos	< 12.0 mos	**Outperforming Target**
Net Burn Multiple	0.42x	0.00x (Cash Pos.)	< 1.0x	**Capital Efficient**
ARR per Employee	$238,000	$284,000	> $250,000	**Top Tier Productivity**
Gross Margin (Subscription)	78.2%	79.2%	> 75.0%	**Strong Infrastructure Efficiency**
Gross Dollar Churn	3.4%	2.8%	< 5.0%	**Best-in-Class Retention**

4 Headcount Scaling & Operational Capacity

Departmental Headcount Plan

Department	FY25	FY26E	FY27E	% Change
Engineering & Product	72	88	112	+22.2%
Sales & Account Execs	48	62	80	+29.2%
Customer Success & Services	24	31	42	+29.2%
Marketing & Demand Gen	18	22	28	+22.2%
General & Administrative	18	21	26	+16.7%
Total Full-Time Employees	**180**	**224**	**288**	**+24.4%**

Capital & Cash Position

Cash Metric	Value
Beginning Cash (Q1 FY26)	$28.5M
Projected FY26 FCF	+$6.3M
Ending Cash Balance	$34.8M
Runway (Months)	**Infinite (Self-Funded)**
Debt Outstanding	$0.0M
Net Cash Position	$34.8M

5 Valuation Matrix & Sensitivity Analysis

Valuation Scenarios (FY2026E ARR Exit)

Scenario	ARR	Multiple	Implied EV
Bear Case	$52.0M	7.5x	$390.0M
Base Case	**$59.8M**	**10.0x**	**$598.0M**
Bull Case	$67.5M	12.5x	$843.8M

Sensitivity: Enterprise EV by ARR Growth & NRR

NRR / Growth	30% YoY	38% YoY	45% YoY
112%	$485M	$532M	$580M
118% (Base)	$540M	**$598M**	$655M
125%	$610M	$678M	$745M

Key Strategic Growth Initiatives for FY2026

1. **Accelerate Enterprise Segment Penetration:** Scale dedicated Enterprise AE team to expand Apex Enterprise platform adoption across Fortune 500 accounts.
2. **Meridian Analytics Cross-Sell:** Target 35% cross-sell penetration into existing Synapse customer base within 12 months.
3. **Cloud Infrastructure Cost Optimization:** Renegotiate AWS / GCP multi-year commit contracts to drive Gross Margin from 78.2% to 80.0%+.
4. **Expand Channel Partner Ecosystem:** Establish strategic reseller partnerships with Tier-1 global systems integrators to drive 15% of new pipeline.

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