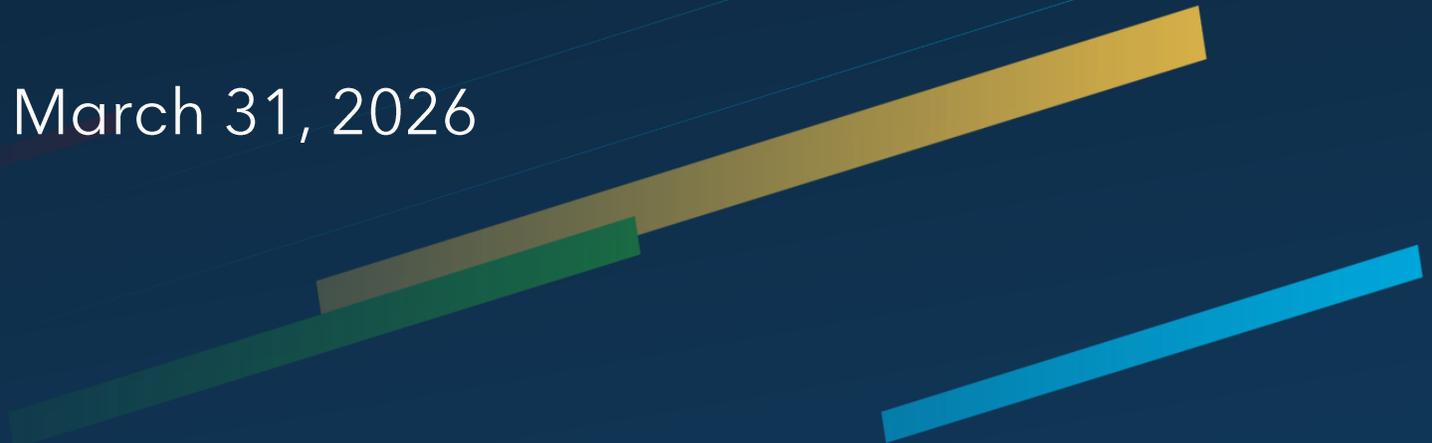




# Fourth Quarter Fiscal Year 2026

March 31, 2026



# Cautionary Note Regarding Forward-Looking Statements, Disclaimers and Financial Measures

This presentation contains forward-looking statements about nCino's financial and operating results, which include statements regarding nCino's future performance, outlook, guidance, the assumptions underlying those statements, the benefits from the use of nCino's solutions, our strategies, and general business conditions. Forward-looking statements generally include actions, events, results, strategies and expectations and are often identifiable by use of the words "aim," "anticipates," "believes," "continues," "could," "estimates," "expects," "goal," "intends," "may," "might," "plans," "potential," "predicts," "projects," "seeks," "should," "strive," "will," or "would" or similar expressions and the negatives thereof. Any forward-looking statements contained in this presentation are based upon nCino's historical performance and its current plans, estimates, and expectations and are not a representation that such plans, estimates, or expectations will be achieved. These forward-looking statements represent nCino's expectations as of the date of this presentation. Subsequent events may cause these expectations to change and, except as may be required by law, nCino does not undertake any obligation to update or revise these forward-looking statements.

These forward-looking statements are subject to known and unknown risks and uncertainties that may cause actual results to differ materially including, but not limited to risks associated with (i) repurchases of our common stock under our stock repurchase programs or the decision to terminate or suspend any repurchases; (ii) variations between our actual operating results and the expectations of securities analysts, investors, and the financial community; (iii) adverse changes in the financial services industry, including as a result of customer consolidation or bank failures; (iv) adverse changes in economic, regulatory, or market conditions, including as a direct or indirect consequence of higher interest rates; (v) risks associated with the acquisitions we have completed or may undertake, (vi) breaches in our security measures or unauthorized access to our customers' or their clients' data; (vii) the accuracy of management's assumptions and estimates; (viii) our ability to attract new customers and succeed in having current customers expand their use of our solution, including in connection with our migration to an asset-based pricing model; (ix) competitive factors, including pricing pressures, consolidation among competitors, entry of new competitors, the launch of new products and marketing initiatives by our competitors, and difficulty securing rights to access or integrate with third party products or data used by our customers; (x) the rate of adoption of our newer solutions and the results of our efforts to sustain or expand the use and adoption of our more established solutions; (xi) fluctuation of our results of operations, which may make period-to-period comparisons less meaningful; (xii) our ability to manage our growth effectively including expanding outside of the United States; (xiii) adverse changes in our relationship with Salesforce; (xiv) our ability to successfully acquire new companies and/or integrate acquisitions into our existing organization; (xv) the loss of one or more customers, particularly any of our larger customers, or a reduction in the number of users our customers purchase access and use rights for; (xvi) system unavailability, system performance problems, or loss of data due to disruptions or other problems with our computing infrastructure or the infrastructure we rely on that is operated by third parties; (xvii) our ability to maintain our corporate culture and attract and retain highly skilled employees; and (xviii) the outcome and impact of legal proceedings and related fees and expenses.

Additional risks and uncertainties that could affect nCino's business and financial results are included in our reports filed with the U.S. Securities and Exchange Commission (available on our web site at [www.ncino.com](http://www.ncino.com) or the SEC's web site at [www.sec.gov](http://www.sec.gov)). Further information on potential risks that could affect actual results will be included in other filings nCino makes with the SEC from time to time.

In addition to financial information presented in accordance with U.S. generally accepted accounting principles ("GAAP"), this presentation includes certain non-GAAP financial measures, including Non-GAAP Operating Income (Loss). Any non-GAAP measure is presented for supplemental informational purposes only and should not be considered a substitute for financial information presented in accordance with GAAP. Non-GAAP measures have limitations as analytical tools and should not be considered in isolation or as substitutes for analysis of other GAAP financial measures. A reconciliation of these measures to the most directly comparable GAAP measures is included at the end of this presentation.

This presentation also contains statistical data, estimates and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This information involves many assumptions and limitations, and you are cautioned not to give undue weight to such information. We have not independently verified the accuracy or completeness of the information contained in the industry publications and other publicly available information. Accordingly, we make no representations as to the accuracy or completeness of that information nor do we undertake to update such information after the date of this presentation.



# Fourth Quarter & Fiscal Year 2026 Highlights

Financial Highlights	Fourth Quarter Ended January 31, 2026		Fiscal Year 2026 Ended January 31, 2026	
	\$ Millions	Y/Y Change	\$ Millions	Y/Y Change
Total Revenues	\$149.7	+6%	\$594.8	+10%
Subscription Revenues	\$133.4 <sup>1</sup>	+7% <sup>3</sup> , +6% <sup>3</sup> organic	\$523.1 <sup>2</sup>	+12% <sup>4</sup> , +8% <sup>4</sup> organic
GAAP Operating Income	\$2.8	+\$8.6 Million	\$3.7	+\$21.9 Million
Non-GAAP Operating Income	\$34.7	+42%	\$129.4	+35%

*Note: Non-GAAP financials adjusted to exclude stock-based compensation, amortization, litigation expenses, transaction-related expenses, restructuring charges. See Appendix for GAAP reconciliation and Definitions. 1) Includes \$1.2 million from Sandbox Banking. 2) Includes inorganic of \$17.3 million from Sandbox Banking and FullCircl (1Q, 2Q, 3Q). 3) Fourth quarter subscription revenues growth was negatively impacted by approximately 3% from one-time subscription revenues that occurred in the fourth quarter of fiscal 2025. 4) Fiscal 2026 subscription revenues growth was negatively impacted by approximately 3% in both the third and fourth quarters of fiscal 2026 as a result of one-time subscription revenues that occurred in the second half of fiscal 2025.*



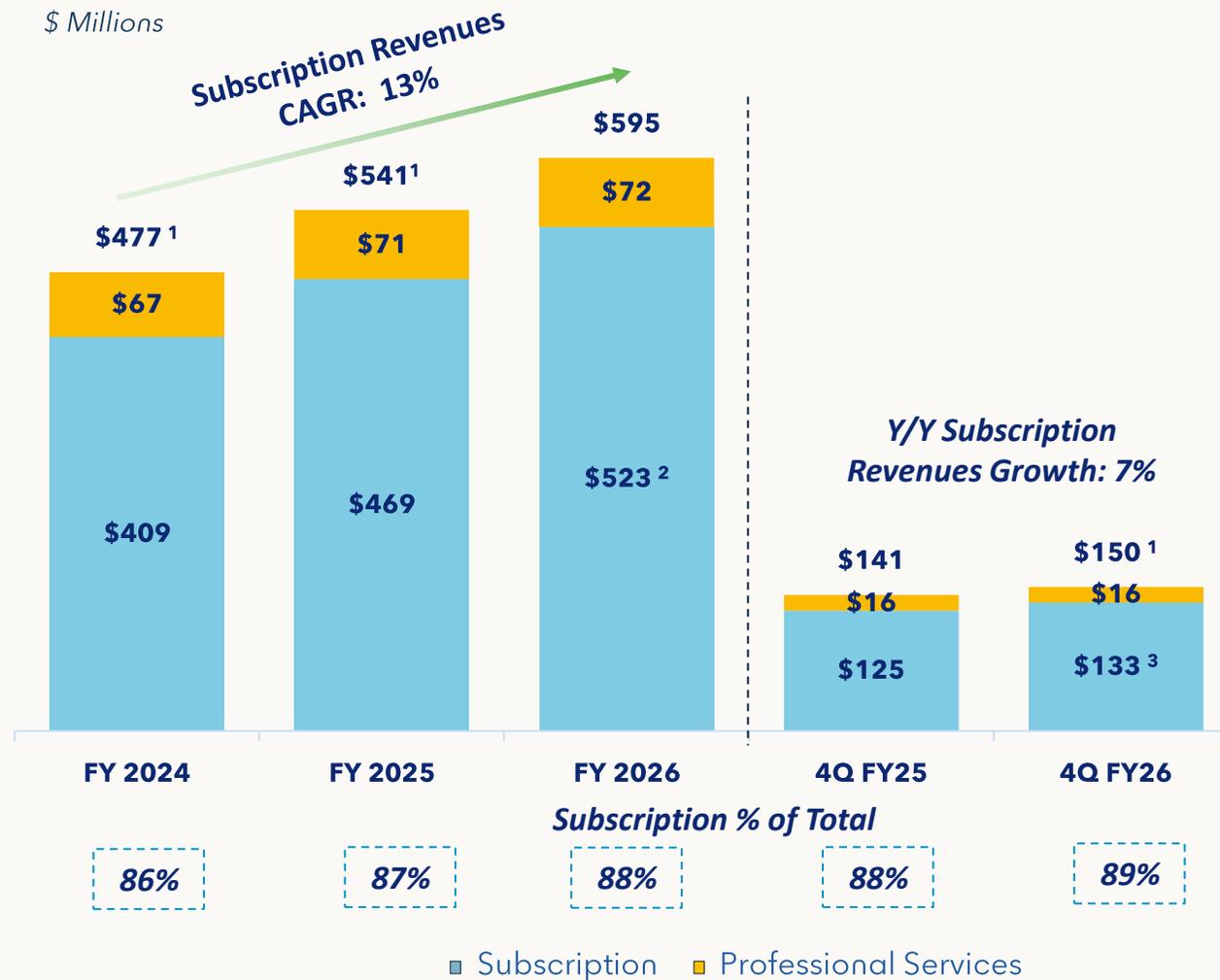
# Key Performance Indicators

<b>KPI</b> \$ Millions	<b>FY24</b>	<b>FY25</b>	<b>FY26</b>
Annual Contract Value (ACV)	\$455.4	\$516.4 <sup>1</sup>	\$602.4 <sup>2</sup>
ACV Y/Y growth %	8%	13%	17% (13% Organic, cc)
ACV Net Retention Rate	102%	106%	112% (109% Organic, cc)
Subscription Revenues Net Retention Rate	116%	110%	110% (106% Organic, cc)

Note: 1) Includes \$23.3 million of ACV from FY 2025 acquisitions. 2) Includes \$4.6 million of ACV from FY 2026 acquisitions. ACV reported in currency rates in effect as of respective year end. cc) denotes rates in effect as of prior year end. See Appendix for Definitions.



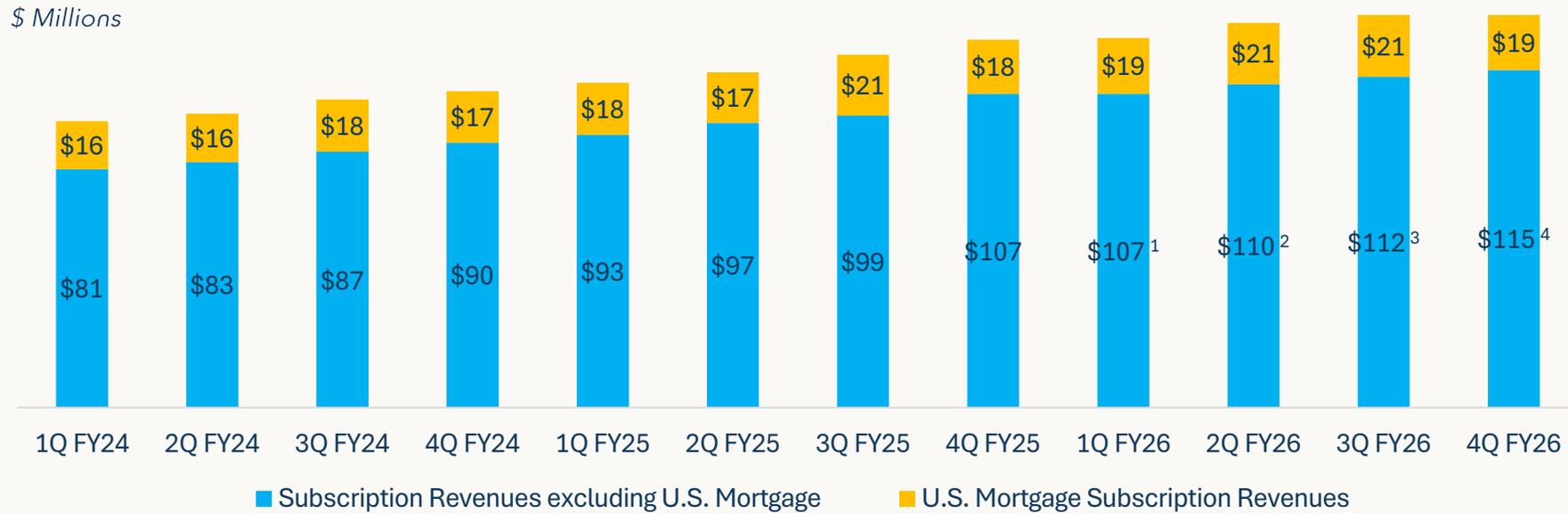
# Revenues by Type



Notes: 1) Column does not foot due to rounding (nearest \$1 million). 2) FY 2026 Subscription Revenues includes \$17.3 million from FY 2026 acquisitions. 3) 4Q FY 2026 Subscription Revenues includes \$1.2 million from acquisitions.



# Quarterly Subscription Revenues by Source



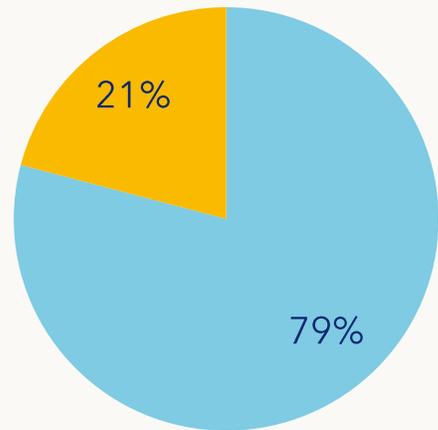
	1Q FY24	2Q FY24	3Q FY24	4Q FY24	1Q FY25	2Q FY25	3Q FY25	4Q FY25	1Q FY26	2Q FY26	3Q FY26	4Q FY26
<b>Year over Year Growth%:</b>	20%	10%	16%	10%	9%	4%	16%	5%	7%	22%	2%	2%
	23%	20%	19%	17%	14%	16%	14%	18%	15%	14%	13%	8%

Note: Values rounded to nearest \$1 million or 1%. Includes inorganic Subscription Revenues of 1) \$5.3 million, 2) \$5.5 million, 3) \$5.2 million, 4) \$1.2 million. FY26 inorganic subscription revenues include revenues from FullCirc (1Q, 2Q, and 3Q) and Sandbox Banking.



# Growing Global Footprint

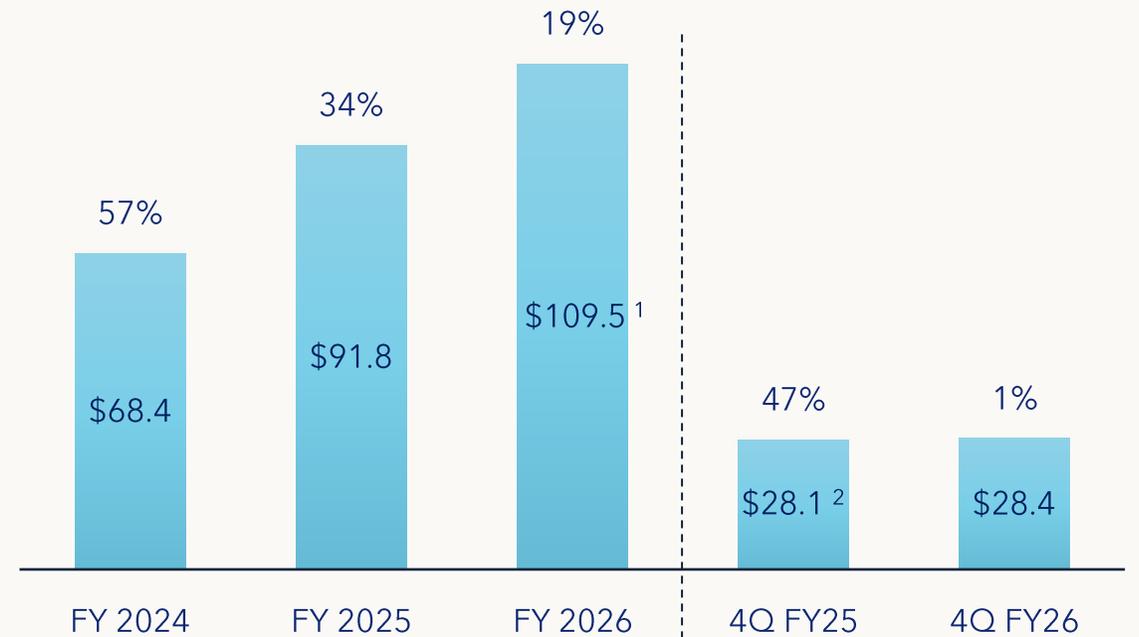
## Fourth Quarter FY26 Subscription Revenues by Geography



■ U.S. ■ International

## International Subscription Revenues

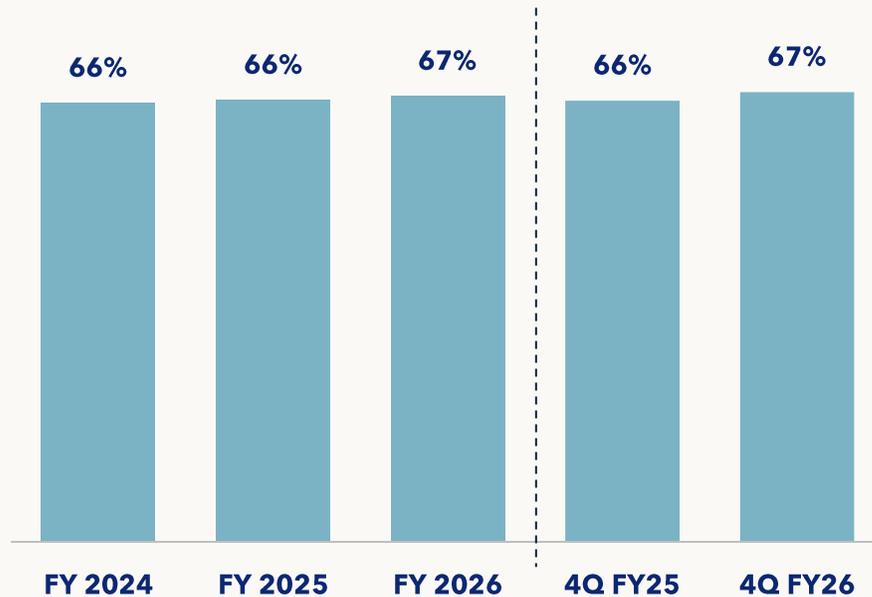
\$ Millions, Y/Y Growth%



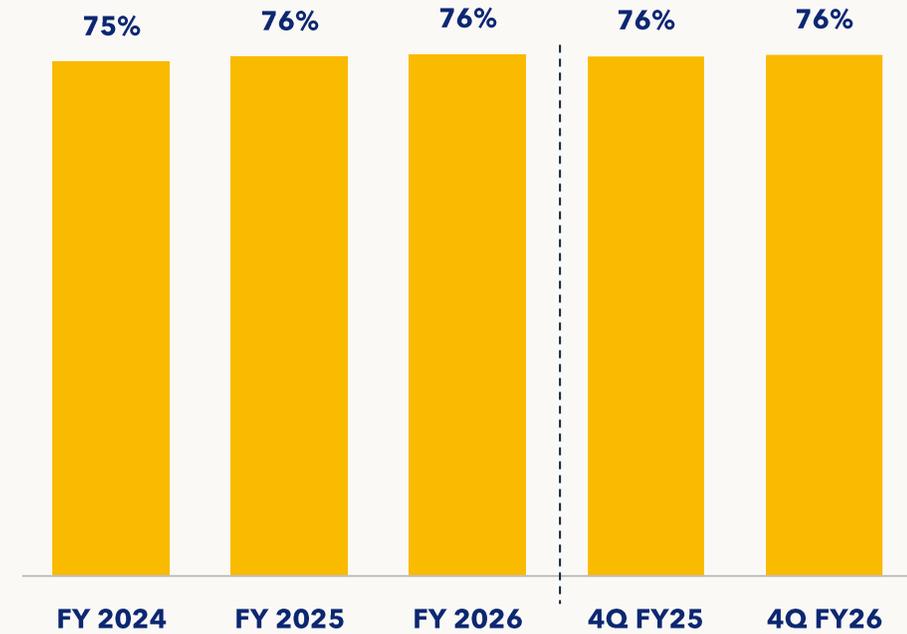
Note: Includes inorganic Subscription Revenues of 1) \$12.7million from FullCircl for 1Q, 2Q, and 3Q. 2) 4Q Fiscal 2025 was the first quarter with subscription revenues from FullCircl.

# Gross Margins

## Overall Non-GAAP Gross Margin



## Non-GAAP Subscription Gross Margin

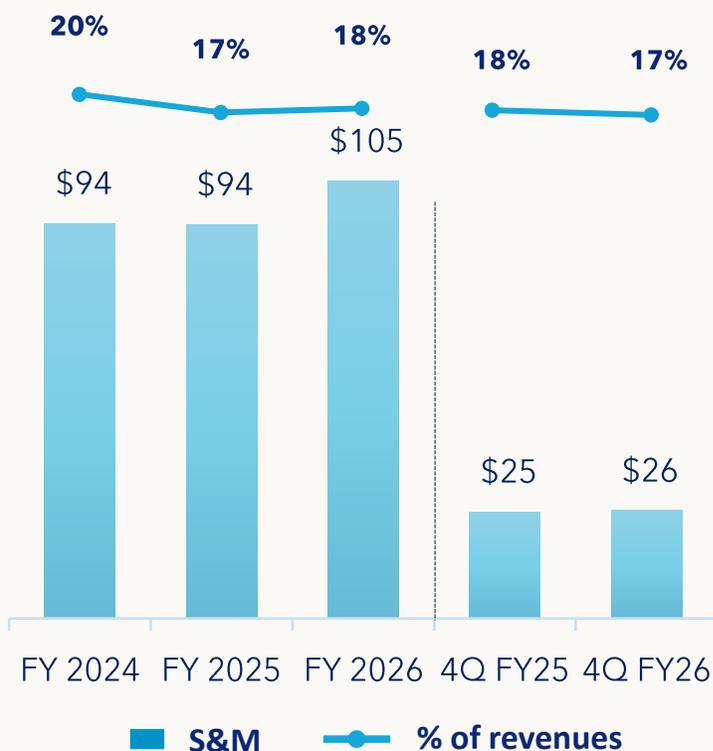


Note: Non-GAAP gross margins adjusted to exclude stock-based compensation, amortization, and restructuring charges. See Appendix for GAAP reconciliation.

# Responsibly Investing in Growth

(\$ in millions)

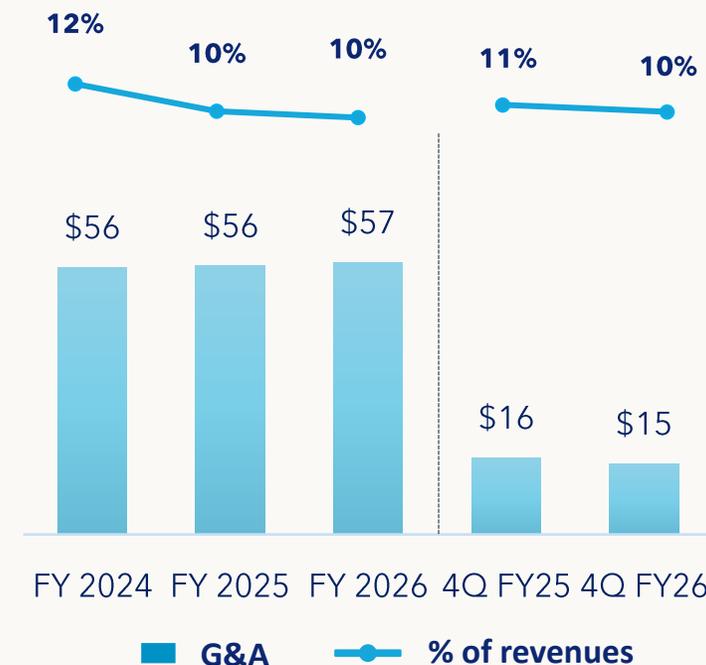
## Non-GAAP Sales & Marketing



## Non-GAAP Research & Development



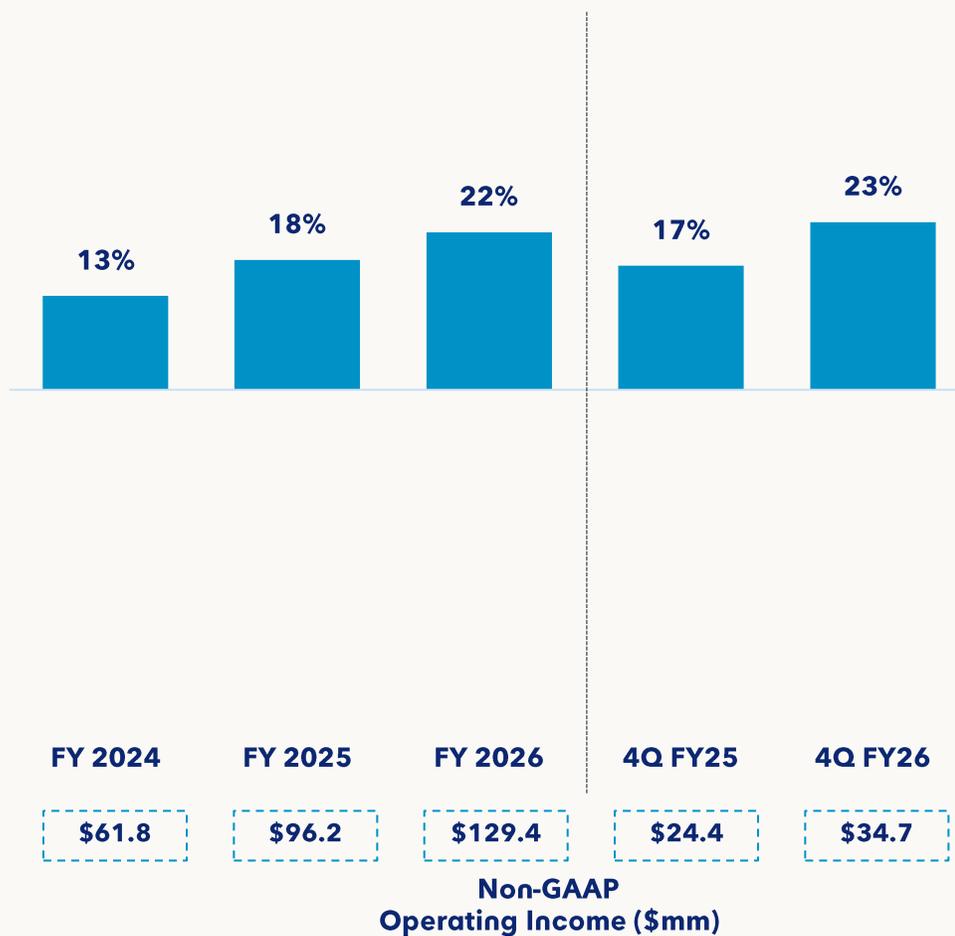
## Non-GAAP General & Administrative



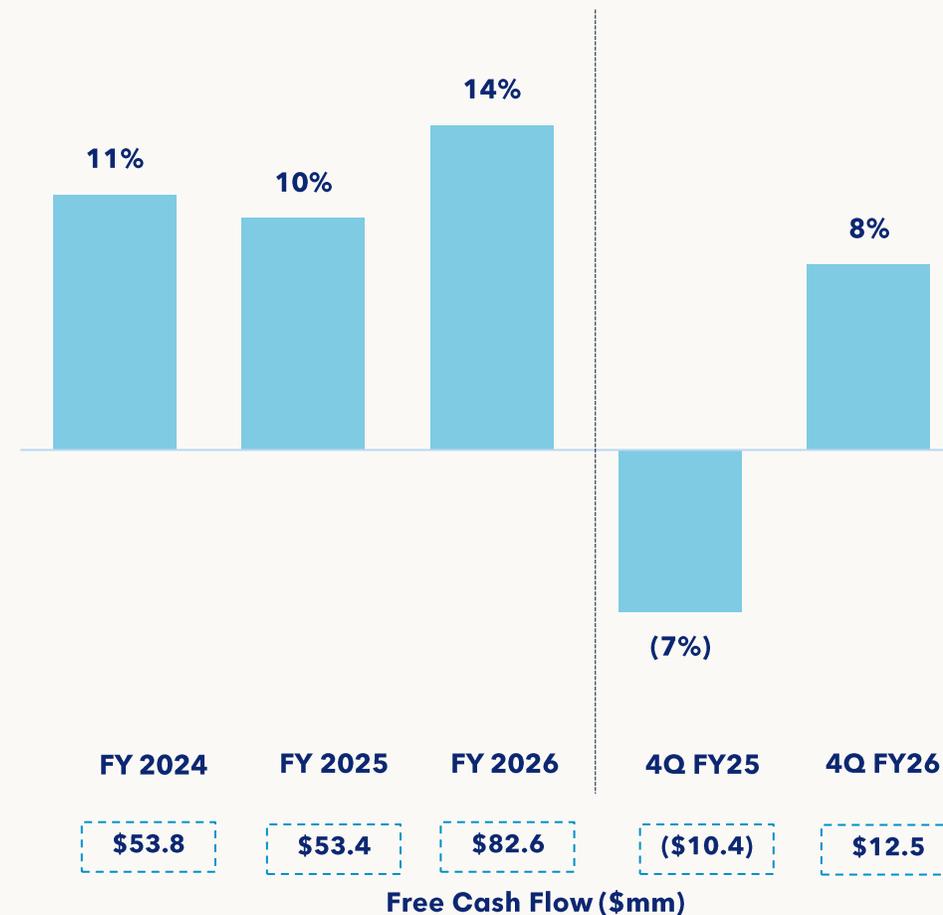
Note: Non-GAAP financials adjusted to exclude stock-based compensation, amortization, restructuring charges, litigation expenses, and transaction-related expenses. See Appendix for GAAP reconciliation.

# Operating & Cash Flow Margins

## Non-GAAP Operating Margin



## Free Cash Flow Margin



Note: Non-GAAP financials adjusted to exclude stock-based compensation, amortization, restructuring charges, litigation expenses, and transaction-related expenses. See Appendix for GAAP reconciliation.



# Fiscal Year 2027 Financial Outlook

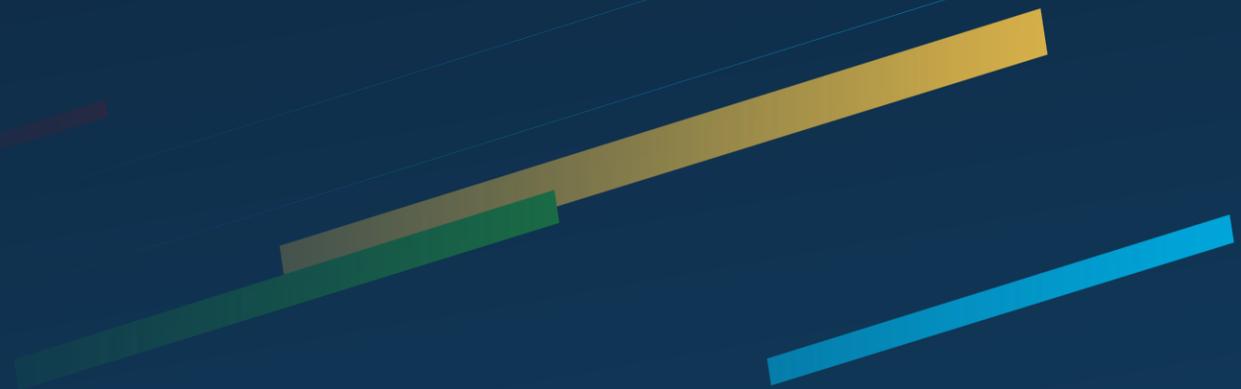
<b>nCino is Providing Guidance for:</b>	<b>First Quarter Ending April 30, 2026</b>	<b>Fiscal Year 2027 Ending January 31, 2027</b>
Total Revenues Between	\$154.5 and \$156.5 million	\$639.0 and \$643.0 million
Subscription Revenues Between	\$137.0 and \$139.0 million	\$569.0 and \$573.0 million
Non-GAAP Operating Income Between	\$38.0 and \$40.0 million	\$165.0 and \$170.0 million
Free Cash Flow Between		\$132.0 and \$137.0 million
Annual Contract Value (ACV) Between		\$662.5 and \$667.5 million

*Note: Non-GAAP financials adjusted to exclude stock-based compensation, amortization, litigation expenses, transaction-related expenses, restructuring charges. See Appendix for GAAP reconciliation and Definitions.*





# Appendix



# Definitions

**Annual Contract Value (ACV)** - We define ACV as the highest annualized subscription fee obligation under customer contracts in effect at the end of the reporting period, converted to USD with foreign exchange rates in effect as of the end of the applicable period.

**ACV Net Retention Rate** - Total ACV at the end of a fiscal year from customers with ACV as of the end of the prior fiscal year, expressed as a percentage of ACV as of the end of the prior fiscal year, converted to USD with foreign exchange rates in effect as of the end of the applicable period.

**Subscription Revenues Net Retention Rate** - Total subscription revenues in a fiscal year from customers who contributed subscription revenues in the prior fiscal year, expressed as a percentage of total subscription revenues for the prior fiscal year.



# Fourth Quarter Fiscal 2026: Financial Results

(\$ millions)

Components of Overperformance:

	4th Quarter Reported	4th Quarter Guidance High End	Amount of 4th Quarter Overperformance	Execution Based	Mortgage Volume Driven	FX Benefit vs Plan
<b>Subscription Revenues:</b>	\$133.4	\$132.25	+\$1.1	+\$0.4	+\$0.4	+\$0.3

## Subscription Revenues Components

US Mortgage:	\$18.7, +2% Y/Y
International:	\$28.4, +1% Y/Y, (4%) Y/Y in cc
Inorganic:	\$1.2

Components of Overperformance:

**Non-GAAP Operating Income:**

	4th Quarter Reported	4th Quarter Guidance High End	Amount of 4th Quarter Overperformance	Subscription Gross Profit Overperformance	Expense Management
	\$34.7	\$33.5	+\$1.2	+\$0.9	+\$0.3



Note: cc) denotes currency exchange rates in effect as of prior year comparable period and excludes any currency impact on revenues from acquisitions.

# Results and Guidance Assumptions

## FY 2026 Annual - Results

ACV Growth: +\$86.0 million, +17% Y/Y

ACV Organic, cc Growth: +\$69.5 million, +13% Y/Y

Subscription Revenues Growth: +12% Y/Y

Organic<sup>1</sup> Subscription Revenues Growth: 8%

## FY 2027 Annual - Guidance

ACV Organic, cc Growth: +\$60 to \$65 million, +10% to 11% Y/Y

Organic Subscription Revenues Growth: 9% to 10% Y/Y

## By Source

Organic Subscription Revenues excluding U.S. Mortgage:  
\$426.3 million, +8% Y/Y

U.S. Mortgage Subscription Revenues Growth: 8%

## By Source

Organic Subscription Revenues excluding U.S. Mortgage:  
+10% to 11% Y/Y

U.S. Mortgage Subscription Revenues Growth: 1%

Note: cc) denotes constant currency. 1) Inorganic Subscription Revenues were \$17.3 million in FY 2026.

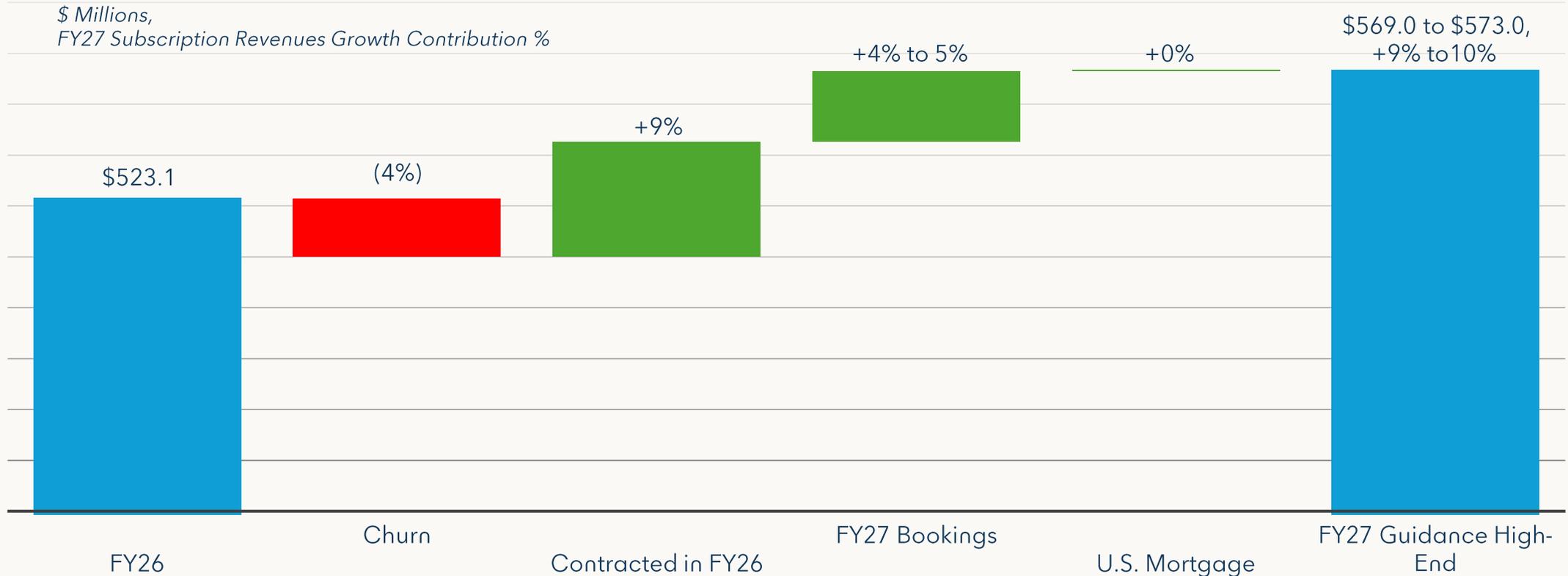


# Guidance Assumptions

Illustrative FY27 Subscription Revenues Growth Algorithm

■ Increase ■ Decrease ■ Total

*\$ Millions,  
FY27 Subscription Revenues Growth Contribution %*



Notes:

# GAAP to Non-GAAP Reconciliation

(\$ in thousands)

Subscription Gross Margin	FY 2024	FY 2025	FY2026	4Q FY25	4Q FY26
Subscription Revenues	\$409,479	\$469,168	\$523,134	\$124,957	\$133,383
GAAP Subscription Gross Profit	288,618	334,236	373,572	88,941	95,364
(+) Amortization	16,306	17,784	20,412	4,858	5,111
(+) Stock Based Compensation	1,847	2,891	3,123	803	825
(+) Restructuring Charges	51	--	492	--	(4)
<b>Non-GAAP Subscription Gross Profit</b>	<b>\$306,822</b>	<b>\$354,911</b>	<b>\$397,599</b>	<b>\$94,602</b>	<b>\$101,296</b>
Non-GAAP Subscription Gross Margin	75%	76%	76%	76%	76%

Professional Services & Other Gross Margin	FY 2024	FY 2025	FY2026	4Q FY25	4Q FY26
Professional Services & Other Revenues	\$67,064	\$71,489	\$71,647	\$16,413	\$16,283
GAAP Professional Services Gross Profit	(3,545)	(9,448)	(13,403)	(4,584)	(3,448)
(+) Amortization	330	330	165	83	--
(+) Stock Based Compensation	9,369	11,977	12,373	3,278	3,074
(+) Restructuring Charges	118	--	719	--	(3)
<b>Non-GAAP Professional Services Gross Profit</b>	<b>\$6,272</b>	<b>\$2,859</b>	<b>(\$146)</b>	<b>(\$1,223)</b>	<b>(\$377)</b>
Non-GAAP Professional Services Gross Margin	9%	4%	(0%)	(7%)	(2%)

Overall Gross Margin	FY 2024	FY 2025	FY2026	4Q FY25	4Q FY26
Total Revenues	\$476,543	\$540,657	\$594,781	\$141,370	\$149,666
GAAP Gross Profit	285,073	324,788	360,169	84,357	91,916
(+) Amortization	16,636	18,114	20,577	4,941	5,111
(+) Stock Based Compensation	11,216	14,868	15,496	4,081	3,899
(+) Restructuring Charges	169	--	1,211	--	(7)
<b>Non-GAAP Gross Profit</b>	<b>\$313,094</b>	<b>\$357,770</b>	<b>\$397,453</b>	<b>\$93,379</b>	<b>\$100,919</b>
Non-GAAP Gross Margin	66%	66%	67%	66%	67%



# GAAP to Non-GAAP Reconciliation

(\$ in thousands)

S&M Expense	FY 2024	FY 2025	FY2026	4Q FY25	4Q FY26
GAAP S&M	\$130,547	\$123,231	\$136,560	\$33,744	\$33,217
(-) Amortization	20,590	11,979	15,882	3,764	3,767
(-) Transaction-Related Expenses	--	46	335	46	--
(-) Stock Based Compensation	15,417	17,016	14,307	4,482	3,625
(-) Restructuring Charges	100	--	1,444	--	(14)
<b>Non-GAAP S&amp;M</b>	<b>\$94,440</b>	<b>\$94,190</b>	<b>\$104,592</b>	<b>\$25,452</b>	<b>\$25,839</b>
% of Revenues	20%	17%	18%	18%	17%

R&D Expense	FY 2024	FY 2025	FY2026	4Q FY25	4Q FY26
GAAP R&D	\$117,311	\$129,422	\$127,528	\$32,131	\$29,979
(-) Stock Based Compensation	15,942	17,416	15,835	3,696	3,939
(-) Transaction-Related Expenses	--	896	1,211	896	521
(-) Restructuring Charges	352	--	4,004	--	(22)
<b>Non-GAAP R&amp;D</b>	<b>\$101,017</b>	<b>\$111,110</b>	<b>\$106,478</b>	<b>\$27,539</b>	<b>\$25,541</b>
% of Revenues	21%	21%	18%	19%	17%

G&A Expense	FY 2024	FY 2025	FY2026	4Q FY25	4Q FY26
GAAP G&A	\$76,727	\$90,266	\$92,354	\$24,220	\$25,900
(-) Stock Based Compensation	15,460	22,292	28,246	6,318	9,740
(-) Transaction-Related Expenses	878	11,303	3,718	1,893	1,342
(-) Litigation Expenses	4,525	366	--	1	--
(-) Restructuring Charges	6	--	3,418	--	(9)
<b>Non-GAAP G&amp;A</b>	<b>\$55,858</b>	<b>\$56,305</b>	<b>\$56,972</b>	<b>\$16,008</b>	<b>\$14,827</b>
% of Revenues	12%	10%	10%	11%	10%

Non-GAAP Operating Income/(Loss)	FY 2024	FY 2025	FY2026	4Q FY25	4Q FY26
GAAP Operating Income/(Loss)	(\$39,512)	(\$18,131)	3,727	(\$5,738)	\$2,820
(+) Amortization of Acquired Intangibles	37,226	30,093	36,459	8,705	8,878
(+) Stock Based Compensation	58,035	71,592	73,884	18,577	21,203
(+) Transaction-Related Expenses	878	12,245	5,264	2,835	1,863
(+) Litigation Expenses	4,525	366	--	1	--
(+) Restructuring Charges	627	--	10,077	--	(52)
<b>Non-GAAP Operating Income/(Loss)</b>	<b>\$61,779</b>	<b>\$96,165</b>	<b>\$129,411</b>	<b>\$24,380</b>	<b>\$34,712</b>
Non-GAAP Operating Margin %	13%	18%	22%	17%	23%



# GAAP to Non-GAAP Reconciliation

(\$ in thousands)

Non-GAAP Net Income/(Loss) Attributable to nCino	FY 2024	FY 2025	FY2026	4Q FY25	4Q FY26
GAAP Net Income/(Loss) Attributable to nCino	(\$42,346)	(\$37,878)	\$5,180	(\$18,610)	\$8,336
(+) Amortization of Acquired Intangibles	37,226	30,093	36,459	8,705	8,878
(+) Stock Based Compensation	58,035	71,592	73,884	18,577	21,203
(+) Transaction-Related Expenses	878	12,245	5,264	2,835	1,863
(+) Litigation Expenses	4,525	366	--	1	--
(+) Restructuring Charges	627	--	10,077	--	(52)
(-/+ Intercompany Foreign Currency Exchange (Gain)/Loss <sup>1</sup>	902	10,310	(17,211)	10,384	(2,082)
(-/+ Tax (Benefit) Provision Related to Acquisitions	--	(3,585)	4,694	24	4,141
(-) Income Tax Effect on non-GAAP Adjustments <sup>2</sup>	(770)	(3,977)	(61)	(3,016)	253
(+) Adjustment Attributable to Redeemable Non-Controlling Interest	(71)	5,301	4,382	3,096	282
<b>Non-GAAP Net Income/(Loss) Attributable to nCino</b>	<b>\$59,006</b>	<b>\$84,467</b>	<b>\$122,668</b>	<b>\$21,996</b>	<b>\$42,822</b>
Weighted-average shares used to compute non-GAAP Net Income/(Loss) per share, basic	112,672,397	115,162,175	112,883,703	115,826,652	113,748,389
<b>Non-GAAP Net Income/(Loss) Attributable to nCino per Share, basic</b>	<b>\$0.52</b>	<b>\$0.73</b>	<b>\$1.09</b>	<b>\$0.19</b>	<b>\$0.38</b>
Weighted-average shares used to compute non-GAAP Net Income/(Loss) per share, diluted	114,916,521	117,311,913	114,346,567	118,596,052	115,074,576
<b>Non-GAAP Net Income/(Loss) Attributable to nCino per Share, diluted</b>	<b>\$0.51</b>	<b>\$0.72</b>	<b>\$1.07</b>	<b>\$0.19</b>	<b>\$0.37</b>
<b>Free Cash Flow</b>	<b>FY 2024</b>	<b>FY 2025</b>	<b>FY2026</b>	<b>4Q FY25</b>	<b>4Q FY26</b>
GAAP Cash Flow From Operations	\$57,285	\$55,199	\$90,065	(\$10,019)	12,938
(-) Purchases of Property and Equipment	(3,515)	(1,816)	(7,501)	(350)	(461)
<b>Free Cash Flow</b>	<b>\$53,770</b>	<b>\$53,383</b>	<b>\$82,564</b>	<b>(\$10,369)</b>	<b>\$12,477</b>
(-) Principal Payments on Financing Obligation <sup>3</sup>	(1,226)	(1,302)	(1,634)	(386)	(389)
<b>Free Cash Flow less Principal Payments on Financing Obligati</b>	<b>\$52,544</b>	<b>\$52,081</b>	<b>\$80,930</b>	<b>(\$10,755)</b>	<b>\$12,088</b>

<sup>1</sup>Effective the beginning of our first quarter for fiscal year 2026, we are excluding intercompany foreign currency exchange gains and losses from the remeasurement of intercompany loans and transactions that are denominated in currencies other than the underlying functional currency of the applicable entity. Prior period amounts have been recast to reflect this change.

<sup>2</sup>Income tax adjustments for prior periods have been recast to exclude intercompany foreign currency exchange gains and losses related to intercompany loans and transactions as stated in the note above.

<sup>3</sup>These amounts represent the non-interest component of payments towards financing obligations for facilities.

