



nCino Signs Definitive Agreement to Acquire SimpleNexus

November 16, 2021

Cautionary Note Regarding Forward-Looking Statements and Disclaimers

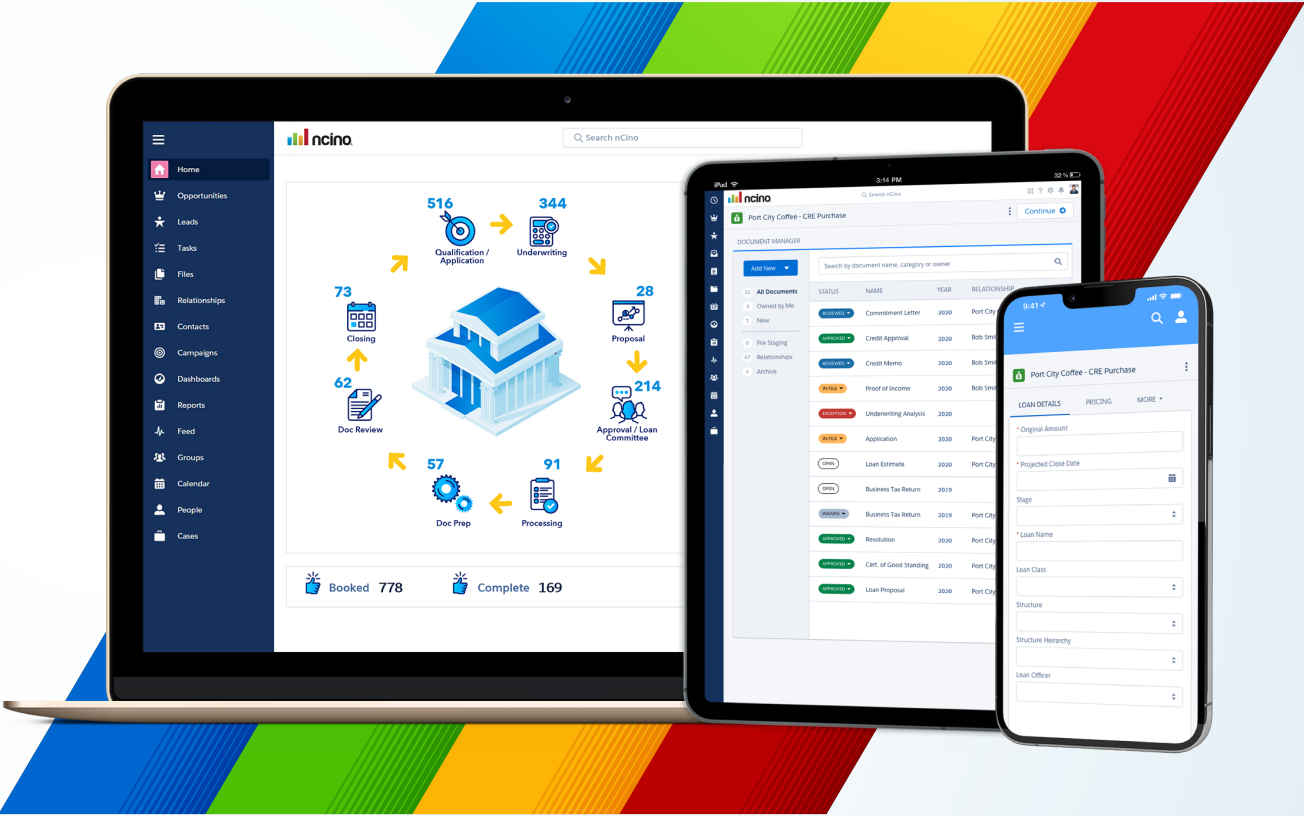


This presentation and the accompanying oral statements contain forward-looking statements about nCino Inc.'s ("nCino") expectations, plans, future performance, outlook and prospects regarding the benefits that may be derived from the proposed transaction between nCino, Inc. and SimpleNexus, LLC ("SimpleNexus") including, without limitation, with respect to SimpleNexus' growth profile, cross and upsell opportunities, and the expansion of the nCino Bank Operating System® platform. Forward-looking statements generally include actions, events, results, strategies and expectations and are often identifiable by use of the words "believes," "expects," "intends," "anticipates," "plans," "seeks," "estimates," "projects," "may," "will," "could," "might," or "continues" or similar expressions and the negatives thereof. Any forward-looking statements contained in this presentation and the accompanying oral statements are based upon nCino's and/or SimpleNexus' historical performance and their 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 related to: (i) changes in economic conditions, particularly increases in mortgage interest rates, credit availability, real estate prices, and consumer confidence, (ii) the ability of the parties to satisfy the closing conditions in a timely fashion or at all, (iii) retaining the employees of SimpleNexus, (iv) nCino's ability to successfully integrate the SimpleNexus business, including SimpleNexus' recent acquisition of LBA Ware, (v) the ability to sustain revenue growth rates of both businesses, (vi) the ability to accelerate the development of nCino's mobile and point-of-sale offerings across additional lines of business, and (vii) the achievement of anticipated synergies and the timing thereof. Additional risks and uncertainties that could affect nCino's business and financial results and these forward-looking statements are included in nCino's reports filed with the U.S. Securities and Exchange Commission ("SEC") (available on our web site at www.ncino.com or the SEC's web site at 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.

This presentation and the accompanying oral presentation also contain 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.

TRANSFORMING FINANCIAL
SERVICES THROUGH
INNOVATION, REPUTATION
AND SPEED





- ❖ Leading cloud-based, mobile-first homeownership platform extends the nCino Bank Operating System®
- ❖ Expands nCino's capabilities to the U.S. point-of-sale mortgage market, providing significant cross and upsell opportunities to U.S. banks and credit unions
- ❖ SimpleNexus consumer front-end technology and domain expertise to help accelerate development of nCino's mobile and point-of-sale offerings
- ❖ Strong growth profile with a recurring, per-seat subscription revenue model (not based on mortgage transaction volumes)
- ❖ Increases nCino's serviceable addressable market by over \$4 billion
- ❖ Strong culture and value alignment between two best-in-class, cloud native providers

Transaction Consideration & Expected Closing



- ❖ Transaction Consideration (subject to customary purchase price adjustments):
 - ❖ ~\$960mm¹ of nCino Common Stock (~13.2 million shares)
 - ❖ ~\$240mm in cash
- ❖ Expected Closing:
 - ❖ Expected to close by the end of nCino's fourth fiscal quarter ending January 31, 2022
 - ❖ Subject to regulatory approval and satisfaction of customary closing conditions
- ❖ Insight Partners Lock-Up Agreement:
 - ❖ Insight Partners has agreed to lock-up approximately two-thirds of the shares they will own in nCino following the closing
 - ❖ Approximately one-third of the locked-up shares will be released on each of the six, nine and twelve-month anniversaries of the closing



¹ Based on the daily volume-weighted average sales price per share of nCino's Common Stock for the twenty (20) consecutive trading days ending on and including November 12, 2021, of \$72.525.

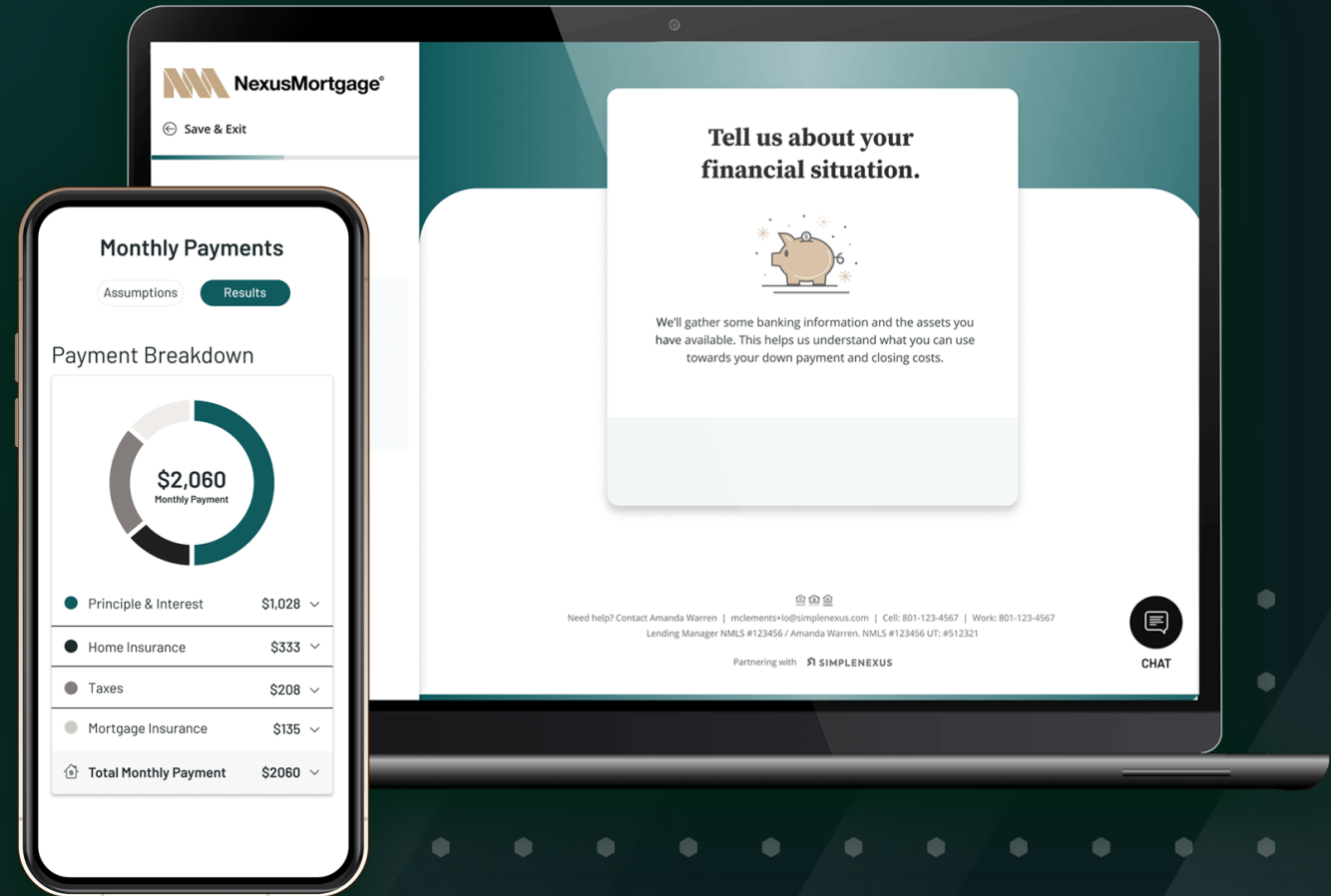
² Based on the number of shares of nCino Common Stock held by entities affiliated with Insight Partners as of November 15, 2021. To the extent Insight Partners sells or distributes any shares prior to the closing, the percentage of Insight Partner's shares locked-up post-closing will increase.

INTRODUCING

SIMPLENEXUS

The Digital Homeownership Platform Delivering Better Experiences

- ❖ Seamless management of the homeownership process
- ❖ Native mobile and web solutions for loan officers, borrowers, realtors and closing agents
- ❖ Pre-approval application in under 5 minutes
- ❖ Single sign-on for borrowers from home search to close and leader in eClose solutions
- ❖ Referral capabilities and communication tools strengthen recruiting & retention of loan officers

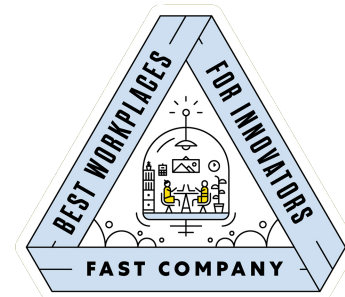


ABOUT

SIMPLENEXUS

- ❖ Founded in 2011
- ❖ ~300 employees
- ❖ ~400 customers across the U.S.
- ❖ 41,000+ active originators
- ❖ Used by 35 of the top 100 lenders¹
- ❖ Mobile-first and web applications

ACCOLADES



¹ Based on 2020 Home Mortgage Disclosure Act data.

Borrower Experience / SIMPLENEXUS

A mobile-first end-to-end experience using one login throughout the homeownership journey:



Loan Officer Experience / SIMPLENEXUS

A fast and frictionless mortgage process in the palm of your hand:



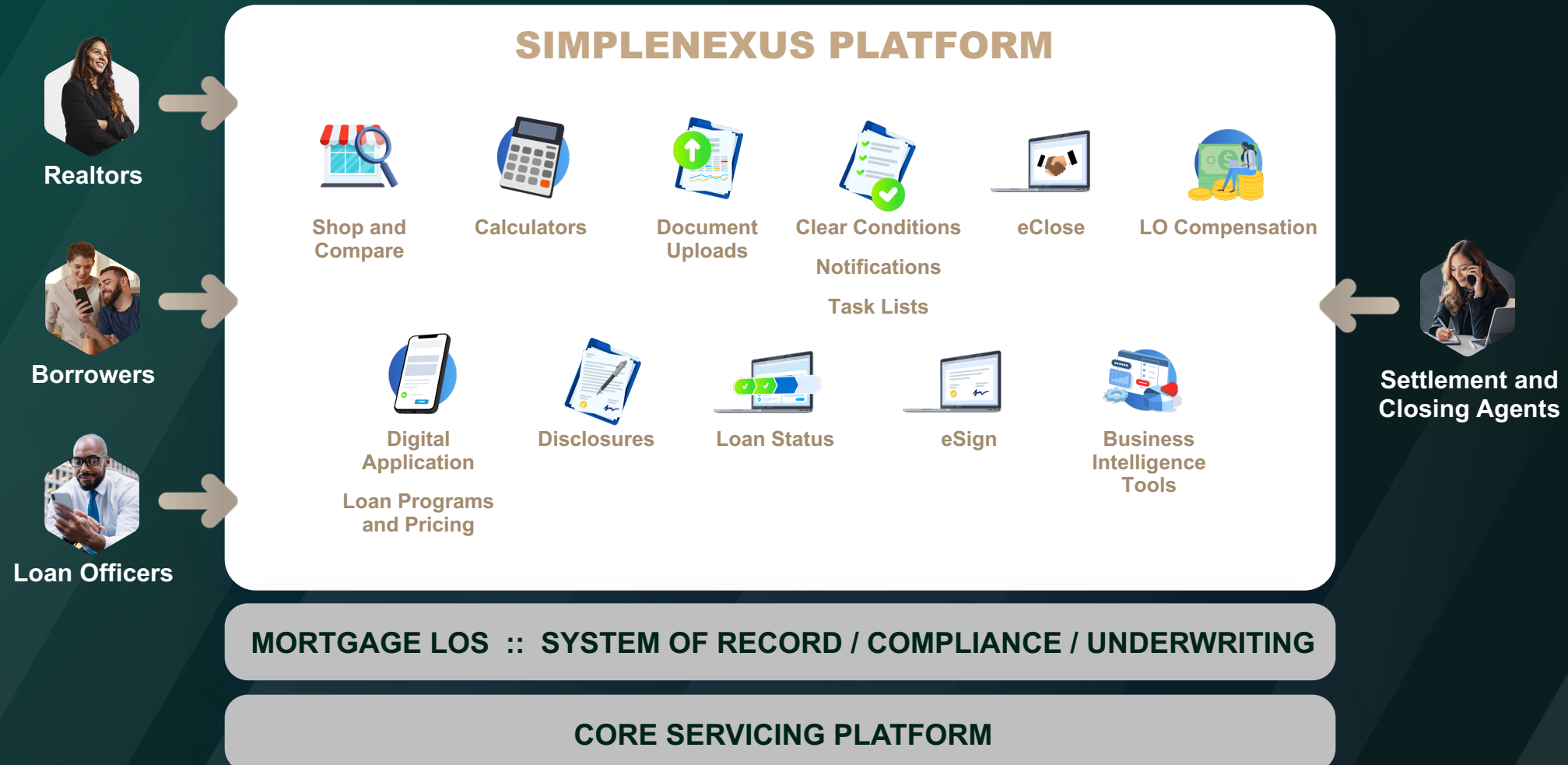
The Homeownership Journey / SIMPLENEXUS

Opportunities to provide value:



Integral to the Mortgage Technology Landscape / **SIMPLENEXUS**

The SimpleNexus Homeownership Platform integrates to the lender's Mortgage LOS and other ancillary systems to deliver an end-to-end experience for the borrower and the loan officer in the mortgage origination process.



Attractive Scale and Market Opportunity / SIMPLENEXUS

Large and growing scale driven by continued innovation, effective cross-selling, new logo wins and recent M&A.

> **\$4B**

Serviceable
Addressable
Market¹

\$54M

Annualized
Revenue²

\$41.6M

Trailing Twelve
Months
Revenue³

163%

Net Retention
Rate⁴

> **41k**

Loan Officers
on the
SimpleNexus
Platform⁵

> **1 in 7**

Mortgage
Originations in
the U.S.
Leverage
SimpleNexus⁶

1 Based on internal analysis.

2 SimpleNexus and LBA Ware total revenues for the month of September 2021, annualized by multiplying by 12.

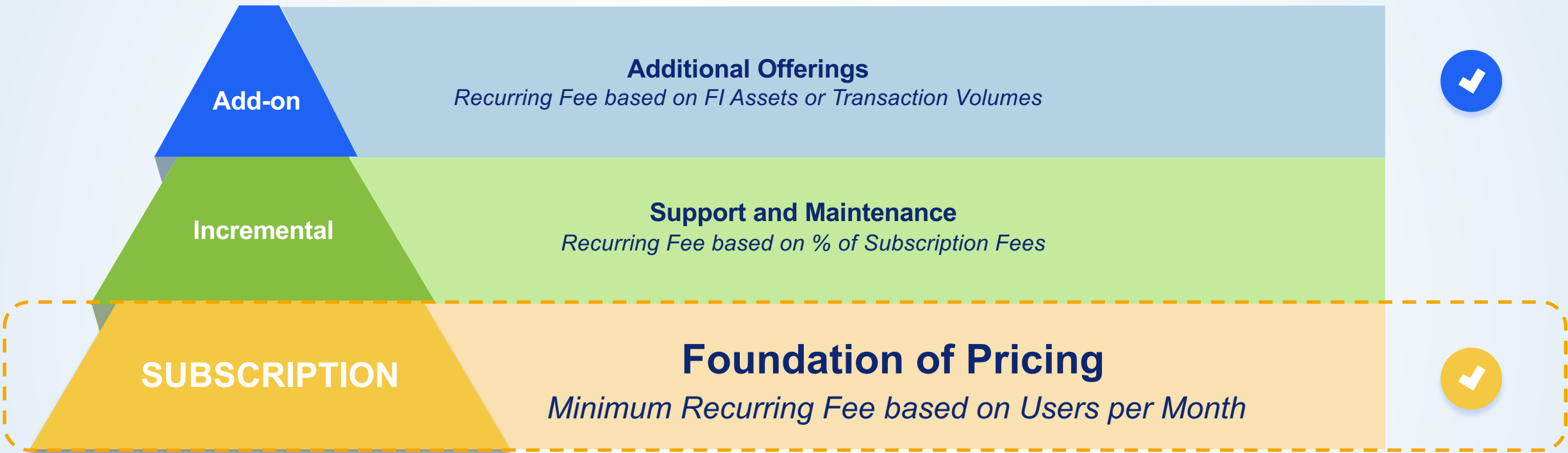
3 Pro-forma trailing twelve months total revenues as of September 2021 for SimpleNexus and LBA Ware.

4 Calculated as total subscription revenues for the twelve months ended September 30, 2021, for customers who contracted for SimpleNexus solutions prior to September 30, 2020, divided by total subscription revenues for the twelve months ended September 30, 2020.

5 As of November 15, 2021.

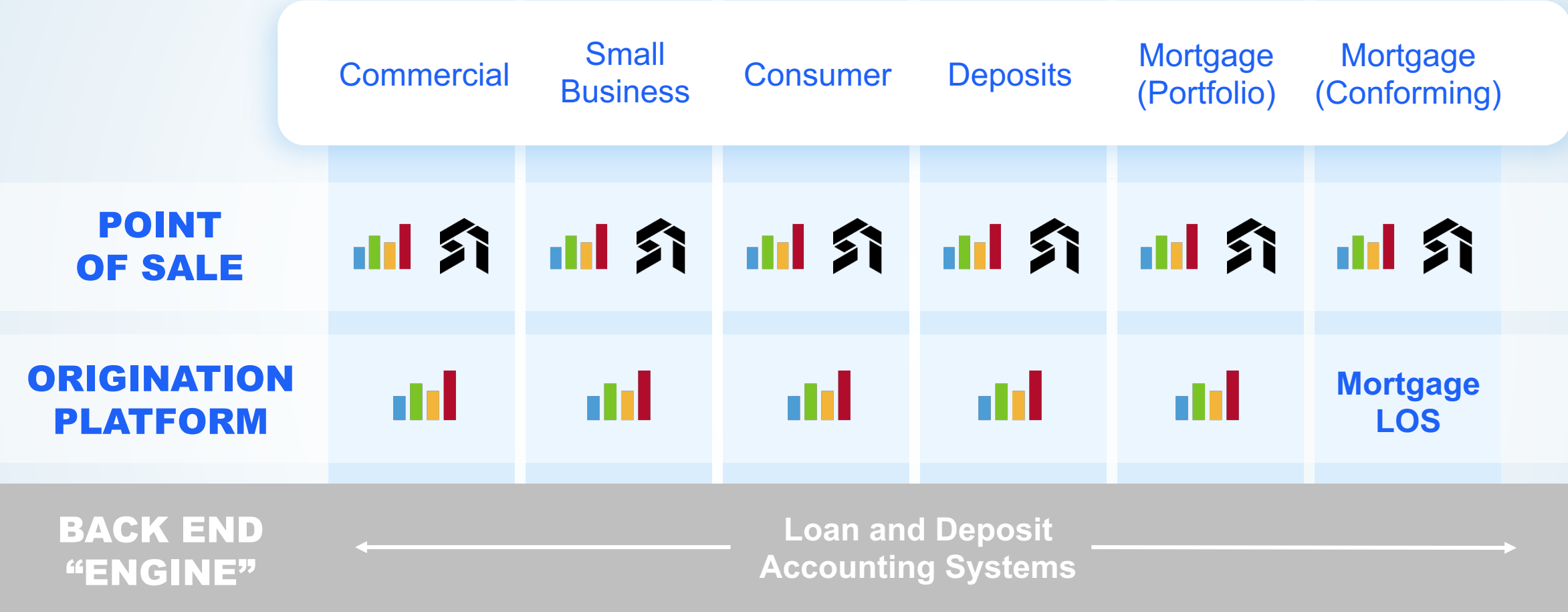
6 YTD Q3 2021 based on MBA Mortgage Finance Data.

Complementary Seat-Based Revenue Model

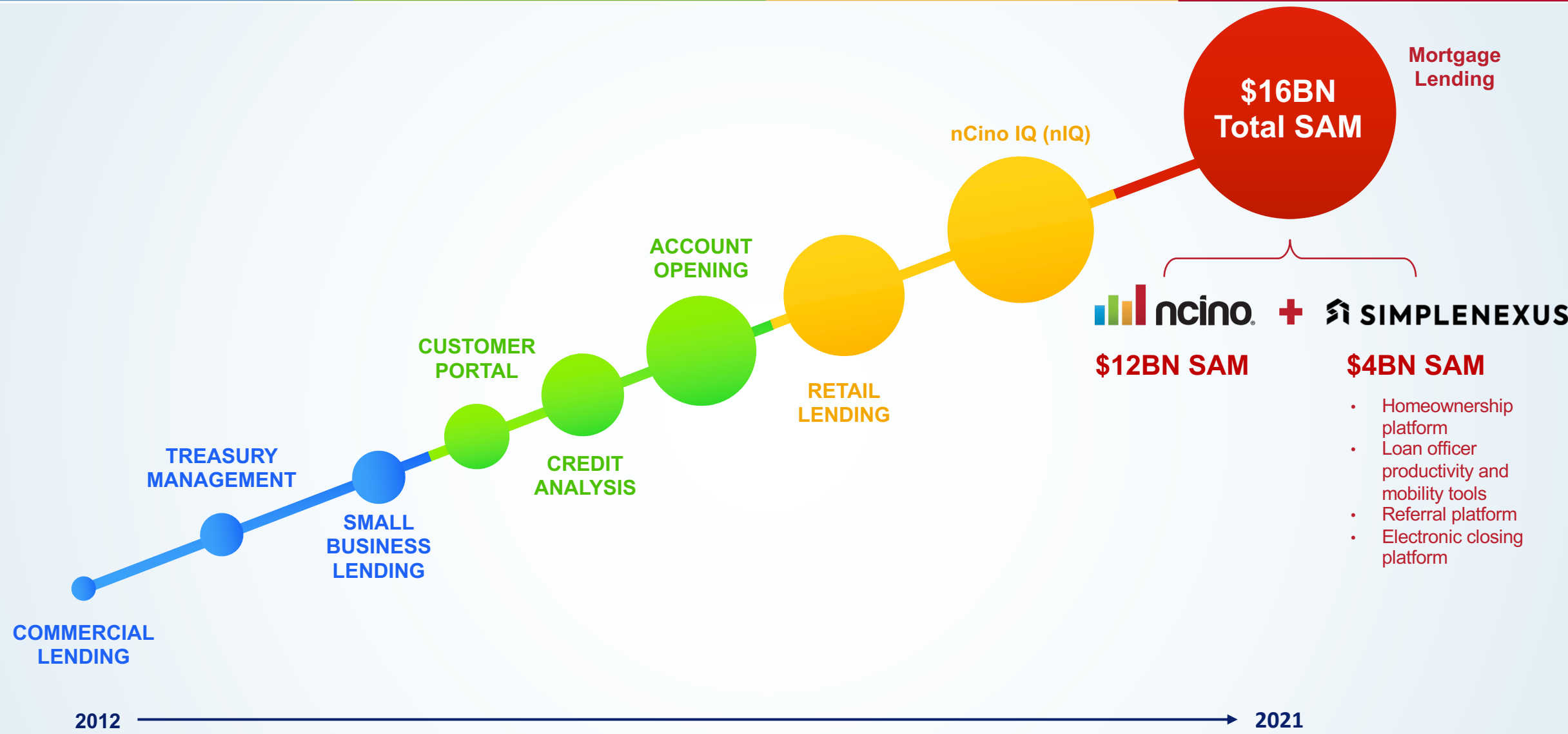


Similar to nCino, SimpleNexus operates a per-seat subscription-based revenue model, enabling the company to generate financial results that are not based on mortgage transaction volumes.

Extending the nCino Single Platform Vision



SAM Continues to Grow as the Platform Evolves



All nCino Growth Drivers Enhanced by SimpleNexus



**Expand Within
and Across
Our Existing
Customers**



**Expand Our
Customer
Base**



**Continue
Strengthening
and Extending
Our Product
Functionality**



**Foster and
Grow Our
Partner
Ecosystem**



**Selectively
Pursue
Strategic
Transactions**



THANK YOU!