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

This presentation and the accompanying oral statements contain 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 “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 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 reissue 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) adverse changes in the financial services industry, including as a result of customer consolidation or bank failures; (ii) adverse changes in economic, regulatory, or market conditions, including as a direct or indirect consequence of higher interest rates; (iii) risks associated with the acquisition of SimpleNexus; (iv) breaches in our security measures or unauthorized access to our customers’ or their clients’ data; (v) the accuracy of management’s assumptions and estimates; (vi) our ability to attract new customers and succeed in having current customers expand their use of our solutions; (vii) 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; (viii) 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; (ix) fluctuation of our results of operations, which may make period-to-period comparisons less meaningful; (x) our ability to manage our growth effectively including expanding outside of the United States; (xi) adverse changes in our relationship with Salesforce; (xii) our ability to successfully acquire new companies and/or integrate acquisitions into our existing organization, including SimpleNexus; (xiii) 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; (xiv) 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; (xv) our ability to maintain our corporate culture and attract and retain highly skilled employees; and (xvi) the outcomes 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 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.

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 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.
Pierre Naudé
Chairman and Chief Executive Officer

The Worldwide Leader in Cloud Banking
Agenda

01 9:00-9:20am - **Welcome, Position & Vision**
   Pierre Naudé, Chairman and CEO

02 9:20-9:40am - **GTM & Operations**
   Josh Glover, President and CRO

03 9:40-11:00am - **Product Overview and Q&A**
   PD&E Leadership Team

04 11:00-11:25am - **Break**

05 11:25-11:45am - **Customer Fireside Chat**
   John Sullivan, EVP and CIO at BankNewport

06 11:45am-12:30pm - **Financial Overview**
   Greg Orenstein, CFO

07 12:30-1:00pm - **Closing and Q&A**
Financial institutions are being held back

- Legacy IT
- Fragmented data
- Siloed infrastructure
- Talent landscape
Mission: To transform financial services through innovation, reputation, and speed.
Delivering Proven Results

- Increase Revenue
- Reduce Costs
- Improve Efficiency
- Manage Risk & Compliance
Delivering Proven Results

• **Increase Revenue**
  - 67% increase in loans

• **Reduce Costs**
  - 70% decrease in approval process time

• **Improve Efficiency**
  - 31% decrease in qualified-to-booked time

By a community bank in the U.S.
Delivering Proven Results

- Increase Revenue
- Reduce Costs
- Improve Efficiency
- Manage Risk & Compliance

- Consolidated 9 systems into a single platform
- 52% reduction in paper-based processing
- 63% faster originations

By an international bank based in the U.K.
Delivering Proven Results

- **Increase Revenue**
- **Reduce Costs**
- **Improve Efficiency**
- **Manage Risk & Compliance**

- **11** in-house systems and **26** checklists deprecated
- **5x** improvement in time to close small business loans
- Eliminated re-key (**37 times**) of client information
- **One day** - time for approval decisions to be delivered

By an enterprise and a community bank in the U.S.
Delivering Proven Results

Increase Revenue
Reduce Costs
Improve Efficiency
Manage Risk & Compliance

- **126,000** documents uploaded to Document Manager in one year
- **8 to 1** reduction in data re-keying from application to booking
- **32 hours** per month saved on auditing

Across multiple community banks in the U.S.
As the pioneer in cloud banking, we have a clear viewpoint about what it takes to move to a new banking future.
nCino Cloud Banking Platform

Trusted source for actionable insights in financial services
nCino Intelligent Cloud Banking Platform

Trusted source for actionable insights in financial services
nCino Intelligent Cloud Banking Platform

Trusted source for actionable insights in financial services
As someone who works with vendors regularly, I am continually in awe of nCino as a company, the support that you provide to your customers, and of the product itself. I have been working with nCino for almost 7 years now at multiple FIs and am continually impressed with what you provide [...]."

nCino Product Owner at Top 20 U.S. Bank
Go-to-Market & Operations

Josh Glover
President & Chief Revenue Officer
Global Growth the nCino Way

We leverage our culture of **excellence** and deep **banking DNA**

We engage our **global ecosystem** of system integrators and tech partners

We bring FIs into our **community** of industry outperformers

We have a **point of view** and **proven best practices** for cloud banking transformation
Go-To-Market Focus and Investment Areas

- Cover the Global SAM
- Land and Expand with the Single Platform
- Marketing Evolution
- Leverage our Global Ecosystem
Cover the Global SAM
SAM at IPO: $10 Billion

- Americas Opportunity: $4.4B
- EMEA Opportunity: $4.2B
- APAC Opportunity: $1.3B
Expanding Global SAM: $18.7 Billion

- Americas Opportunity: $10.3B
- EMEA Opportunity: $6.1B
- APAC Opportunity: $2.3B

Geographies with accounts addressable via partner ecosystem: $900M in total

Not currently considered in SAM
$18.7B SAM Remains Significantly Underpenetrated

Note: Data labels for Commercial, Consumer, and nIQ ACV as of 2Q FY2024 relative to respective SAM values were corrected on 9/29/23. In any given period, ACV for a customer represents the annualized subscription fees from the fully activated subscription contracts in effect for such customers at the end of the applicable period.
Land and Expand with a Single Platform
Broad and Diverse Customer Base

- 5 of the top 9 FIs in the UK
- 25 of the top 50 FIs in the US
- 5 of the top 7 FIs in Canada
- ~1850 customers in 16 countries around the world
- 2 of top 10 FIs in Australia
- 3 of top 5 FIs in New Zealand
Significant Opportunity in Current Customer Base

Note: (1) Opportunity estimated by extrapolating the ratio of ACV to Fi Assets for most penetrated accounts to remainder of commercial customer base. Includes Commercial Lending, Treasury, and Small Business. (2) Opportunity estimated by extrapolating observed attach rates to entirety of commercial customer base. Includes Retail Lending, Deposit Account Opening, US Mortgage, and International Mortgage. (3) Opportunity estimated by extrapolating observed attach rates to entirety of commercial customer base. Includes AutoSpreading, CPAP, and Portfolio Analytics. In any given period, ACV for a customer represents the annualized subscription fees from the fully activated subscription contracts in effect for such customers at the end of the applicable period.
Sales Execution with Single Platform

Share of Platform Customers Using More Than One Product\(^1\)

<table>
<thead>
<tr>
<th></th>
<th>2Q FY2021</th>
<th>2Q FY2022</th>
<th>2Q FY2023</th>
<th>2Q FY2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>24%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>34%</td>
<td></td>
<td></td>
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<tr>
<td>42%</td>
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<tr>
<td>49%</td>
<td></td>
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</tr>
</tbody>
</table>

Platform Adoption Since IPO\(^1\)

<table>
<thead>
<tr>
<th></th>
<th>Retail</th>
<th>DAO</th>
<th>Treasury</th>
<th>International Mortgage</th>
<th>nIQ</th>
</tr>
</thead>
<tbody>
<tr>
<td>41</td>
<td>23</td>
<td>20</td>
<td>31</td>
<td>5</td>
<td>8</td>
</tr>
<tr>
<td>84</td>
<td>51</td>
<td>9</td>
<td>9</td>
<td>8</td>
<td>136</td>
</tr>
</tbody>
</table>

COMMENTARY

- Nearly half of all customers using more than one product
- Consumer and nIQ driving substantial cross-sell opportunity
- Substantial opportunity to cross-sell US Mortgage Suite into existing customer base and vice versa

PROVEN MULTI-SOLUTION SALES MOTION

- Core Account Executive (AE) leads account team
- Multi-solution sales support from domain experts in pre-sales
- Solution overlay model (aligned to core AE) injects expertise for new solutions; allows for quick scalability and optimal efficiency
- Customer Success Managers (CSMs) drive adoption and coordinate customer success efforts and support

(1) nCino Platform Customers as of 2Q FY2024. Excludes US Mortgage and customers with only Portfolio Analytics solution(s) for comparability.
Single Platform: Land with Any, Expand with Many

US Community Customer

**Asset Size:** $6B

**LAND Platform**

ACV

- Commercial
- DAO
- nIQ
- Treasury

- $1M
  - Land FY2023

US Regional Customer

**Asset Size:** $13B

**LAND DAO, Retail**

ACV

- Retail
- DAO
- Mortgage

- $250K
  - Land FY2021
- $750K
  - 2Q FY2024

US Enterprise Customer

**Asset Size:** $100B

**LAND Commercial**

ACV

- Commercial
- CP&P

- $4.2M
  - Land FY2022
- $4.9M
  - 2Q FY2024

EMEA Customer

**Asset Size:** $5B

**LAND Commercial**

ACV

- Commercial
- Autospread

- $600K
  - Land FY2022
- $825K
  - 2Q FY2024

Note: Examples are not representative of all cases. In any given period, ACV for a customer represents the annualized subscription fees from the fully activated subscription contracts in effect for such customers at the end of the applicable period.
Why We Win

The nCino Cloud Banking Platform

- Onboarding, Loans & Deposits on a Single Platform
- Multi-Tenant SaaS Platform Supporting FIs of All Sizes Globally
- Front, Middle & Back Office
- Fully Integrated CRM
- Extensive Partner Ecosystem - System Integrators and Product Partners

ONE PLATFORM ACROSS THE ENTIRE FI

<table>
<thead>
<tr>
<th>Lines of Business</th>
<th>Financial Institutions</th>
<th>Geographies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Banking</td>
<td>Global</td>
<td>Global footprint deployed across 16 countries</td>
</tr>
<tr>
<td>Consumer Banking</td>
<td>Enterprise</td>
<td>in North America, Europe, Oceania and Asia</td>
</tr>
<tr>
<td>Small Business Banking</td>
<td>Regional &amp; Community</td>
<td></td>
</tr>
<tr>
<td>Mortgage</td>
<td>Credit Unions</td>
<td></td>
</tr>
<tr>
<td>Treasury Management</td>
<td>New Market Entrants</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Independent Mortgage Banks</td>
<td></td>
</tr>
</tbody>
</table>
Customer Success

- **Proven Professional Services Organization**
  - Lead deployments in community & lower regional FI market
  - Experienced solution architects and product experts augment SIs upmarket

- **Customer Success Managers**
  - Drive adoption
  - Prepare customers for expansion / cross-sale

- **Global Support Organization**
  - Follow-the-sun model
  - Onshore and responsive support representatives

---

**REPUTATION IN ACTION**

NPS 74% in 2Q FY2024, 51% all-time average
Marketing Evolution
New Opportunities

$2.6M ACV
Opened with tool launched in Q1

Web Presence

86%
Q/Q traffic increase

Thought Leader

1400+
Registrations for AI webinar

Industry Leading Events

1700+
Customer/prospect attendees at nSight 2023 (315 FIIs from 15 countries)

Demand Generation

Record Breaking
Pipeline generation for 1QFY24
Leverage our Global Ecosystem
Global Partner Ecosystem

HIGHLIGHTS

• Expanding partner ecosystem supported by focused nCino team

• Comprised of system integrators (SI), consulting partners, and technology partners

• Support sales cycles with technical expertise, executive influencers, facilitate customer outcomes, and give nCino scalability

• Technology partners extend breadth and depth of the platform, increase stickiness, and support innovation

• Support entry and expansion in new global markets, representing ~$1B SAM

RECENT PARTNER-FACILITATED WIN

• Leading UAE bank with $200B in assets

• Recommended by Accenture

Trained SI Partner Count

2Q FY2021 IPO | 1,488
2Q FY2022 | 2,208
2Q FY2023 | 2,608
2Q FY2024 | 3,173

Selected Partners

System Integration (SI) Partners

- Deloitte
- accenture
- PwC
- Digital
- Capgemini
- TCS

Technology Partners

- Salesforce
- RDC
- Experian
- ZEST
- Thought Machine
- Plaid
- Mambu
- Saltedge
- Built
Product Overview

Matt Hansen
Chief Product Officer
Growth Pillars

- Single Platform Vision
- Accelerate International
- Expand the Moat with nIQ
Efficiency within PD&E

- **SHORTER FEEDBACK LOOPS**
- **MORE FREQUENT RELEASE CADENCE**
- **45% MORE CODE PER ENGINEER**
- **REDUCE BOTTLENECKS**
nCino Intelligent Cloud Banking Platform
Fulfilling the Platform Vision & Delivering Data Driven Insights Through Continuous Innovation
US Mortgage

Ben Miller
Co-Founder & Chief Executive Officer, SimpleNexus
Mortgage Industry and Opportunity

State of the industry

Growth in a challenging market

Note: In any given period, ACV for a customer represents the annualized subscription fees from the fully activated subscription contracts in effect for such customers at the end of the applicable period.
Why We Win

- Data-Driven Insights
- Continuous Innovation
- Mortgage Journey:
  Fulfilling the single platform vision
Delivering a Modern Homebuying Journey

Borrower/Partner Engagement
- Finding a Lender
- Payment Calculations
- Nurturing Lead
- Searching for the Home

Mortgage Origination
- Applying for Loan
- Upload Docs
- Sign Disclosures

Closing
- Close
- Maintain/Deepen Relationship
- Post Close Opportunities

Mortgage Analytics

Incentive Compensation
Consumer Banking

Law Helie
GM Consumer Banking
Consumer Banking Vision

A global leader in Consumer Banking

Enable financial institutions of all sizes to:
- lower operating expenses
- drive sustainable growth
- provide seamless experiences

- Intelligent Processing
- Automated Credit Decisioning
- Automated Fraud-Risk
- Dynamic Workflows
- Low-Risk Product Origination
- Extensible Platform
- Strategic, Customer-Centric Investments
- Intelligent Insights
The Right Experience at the Right Time

Online

No Touch

Low Touch

Call Center

Self-Service

In-Branch
Future of Consumer-Facing Front-End

We've found these loan options for you

<table>
<thead>
<tr>
<th>Amount</th>
<th>$4,000.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>Term</td>
<td>12 months</td>
</tr>
<tr>
<td>APR</td>
<td>7.666%</td>
</tr>
<tr>
<td>Payments</td>
<td>$345.30 monthly</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Amount</th>
<th>$4,000.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>Term</td>
<td>24 months</td>
</tr>
<tr>
<td>APR</td>
<td>5.475%</td>
</tr>
<tr>
<td>Payments</td>
<td>$175.67 monthly</td>
</tr>
</tbody>
</table>

Tell us about your financial situation

- Income source
- Employment
- Employer Name
- Is this a current source of income?
- Yes
- No
- Position
- Start Date
- Income Type

Are you applying for any of these accounts with a co-applicant?
- Yes
- No
International Mortgage

Tom Byrne
GM EMEA Commercial & Mortgage
nCino’s Property Lending Expertise

UK Mortgage vs US Mortgage:
- 80% of UK market is served by brokers
- Product is more back-end focused (or broker portal) as UK lenders have own front-end/app.

<table>
<thead>
<tr>
<th>Consumer Residential</th>
<th>Consumer Buy-To-Let</th>
<th>Commercial Buy-To-Let</th>
<th>Project / Dev Finance</th>
<th>Commercial Bridging</th>
<th>Corporate Real Estate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Simple</td>
<td>Simple</td>
<td>Simple</td>
<td>Simple</td>
<td>Simple</td>
<td>Simple</td>
</tr>
</tbody>
</table>

We added:
- Broker experience
- Specific integrations
- Personal affordability
- Embedded pricing

Small uplift for these two journeys

Already solved for complex lending
UK Market Context

Legacy tech remains #1 pain point for lenders
72% of lenders reported IT budget growth for mortgage-related technology & investment

Not agile enough to respond to market changes
1.6 million customers will refinance in 2024 onto 6%+ rates; challenging affordability

Scalability and configurability of nCino and the ability to make changes in house without vendor involvement, helps lenders respond to the market in real-time.

Source: Celent & UK Finance
The Opportunity

Lender market share

- **74%**
  - 6 Lenders
  - Barclays, Santander, NatWest, HSBC

- **18%**
  - 10 Lenders
  - Money, Coventry Building Society, Bank of Ireland, Skipton, Leeds Building Society, The Co-operative Bank

- **8%**
  - 50+ Lenders
  - AIB, paragon, Metro Bank, Principality, AVIVA, Just Mortgages, Aldermore, the West Broom, Atom Bank

- UK is the **largest mortgage market** in Europe
- **74%** of the market is dominated by 6 lenders
- **Competitive landscape**: Older point solutions, less innovative and don’t have the same single platform USP as nCino.
- **Mortgages are the most profitable** part of the bank = big opportunity to capture huge part of the lending book

Source: UK Finance
Small Business Banking

Garrett Adams
GM Small Business Banking & Treasury
Positioning Small Business for Success

100% Customer
80% Customer / 20% Banker
20% Customer / 80% Banker
100% Banker

Digital Self Service
Relationship Focused

Consumer Banking & Mortgage
Micro & SMB Banking
Mid Market Banking
Commercial Banking
CIB / Large Asset Finance

Prioritize Speed & Efficiency
Focus on Digital Strategy
Comply with Confidence
**The Immediate Opportunity**

**300+** Customers impacted

**Dodd-Frank 1071** is here to stay

Approx **5,000** FIs impacted

Compliance milestones through **June 2027**

**Major catalyst for Digital transformation**

<table>
<thead>
<tr>
<th>ROLLOUT</th>
<th># of SMB Loans Originated</th>
<th>Begin Data Collection</th>
<th>When to Report</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier 1</td>
<td>2,500 or more</td>
<td>October 1, 2024</td>
<td>June 1, 2025</td>
</tr>
<tr>
<td>Tier 2</td>
<td>500-2,499</td>
<td>April 1, 2025</td>
<td>June 1, 2026</td>
</tr>
<tr>
<td>Tier 3</td>
<td>100-499</td>
<td>January 1, 2026</td>
<td>June 1, 2027</td>
</tr>
</tbody>
</table>
A Better Way to Small Business

Online & In-Branch

- Application Capture
- Underwriting & Analysis
- Automated Decisioning
- Close & Fulfill
- Monitor, Review & Renew

ALLOY + experian + niq + FINASTRA

Middesk + FICO + TransUnion + TruStage

DocuSign
On-Platform Treasury Management

TREASURY MANAGEMENT WORKFLOW

- Opportunity Tracking
- Pricing
- Order Entry
- Implementation & Fulfillment
- Maintenance
Commercial Lending & AI

Chris Gufford
GM Commercial Banking
nCino POV on Commercial Banking

FUNDAMENTALS & PRACTICES

Commercial Relationship Lifecycle
- Grow
- Originate
- Manage

AUTOMATION & AUGMENTATION

- Automation
  Empower
- Augmentation
  Supercharge
Commercial Relationship Lifecycle

**FRONT**

**GROW**

- Digital Innovations:
  - Capture
  - Price & Negotiate
  - View & Manage
  - Monitor

**MIDDLE**

**ORIGINATE**

- Operational Transformation:
  - Faster to decision
  - Process Transparency
  - Drive Growth
  - Single Platform Experiences

**BACK**

**MANAGE**

- Portfolio Monitoring:
  - Manage risks
  - Manage to the exceptions
  - Recognize opportunity

**EFFICIENCY**
Commercial Lending Market Potential

GLOBAL MARKET

- Worldwide banking market applicability
- Market segment depth
- Sell nCino, apply nIQ

VERTICAL SPECIALIZATION

- Participation / Syndication
- Asset Based Lending
- Corporate Investment Banking
- Leasing
- Asset Finance

EFFICIENCY STILL IN PLAY

- Automation and Augmentation
  - Front Office
  - Middle Office
  - Back Office

POWERED BY nIQ

- Data Driven Insights
  - Commercial Pricing and Profitability
- Intelligent Automation
  - Automated Spreading
- Industry Benchmarks
AI isn’t a moment. It’s the future.

AI Is Unlocking A Whole New Value Stream for Banking

**Efficiency & Productivity**
- Data Ingestion
- No Data Rekeying
- Deal Qualification
- Policy Compliance

**Deal, Pricing & Profitability Optimization**
- Deal Config
- Margin Attainment

**Heightened Credit Risk Management**
- Financial Performance
- Asset Quality
- Risk Mitigation

**Seamless Compliance**
- Intelligent Consent & Disclosures
- Smart Doc Man

**Digital & CX Excellence**
- Simplified Deal Creation
- One Touch Policy Access
- Unified Desktop Assistant
The Implications are Massive

- Enterprise Data Management
- Explainability Is Key
- Optimize & Evolve
- Vendor Trust & Reliability
The Benefits are Massive

- Efficiency & Cost
- Customer & Banker Experience
- Risk, Control & Compliance
- Growth & Competitive Advantage
The Benefits are Massive

- Efficiency & Cost
- Customer & Banker Experience
- Risk, Control & Compliance
- Growth & Competitive Advantage
How Do Financial Institutions Adapt to and Unlock Unprecedented Value Across Their Business?
nCino AI Powered by nIQ

Trusted Source For Actionable Insights, Intelligence & Decisions In Banking

POWERED BY nIQ

COMMERCIAL | CIB | SMALL BUSINESS | CONSUMER | MORTGAGE
Understanding Our Data Approach / Strategy

- Generative AI
- Analytics
- Predictive AI

Process Data

Customer Data

Industry Data

Data-Driven Insights

Intelligent Automation

Impactful Benchmarks
Let’s See it in Action
Welcome to Intelligent Banking.
Introducing nCino Banking Advisor Powered by

**GROWTH**
A Force-Multiplying Banking Advisor

**RISK**
A Continuous Credit Monitor

**REWARD**
A Breakthrough Profit Optimizer
<table>
<thead>
<tr>
<th>INFORM SKILLS</th>
<th>CREATE SKILLS</th>
<th>EDIT / UPDATE SKILLS</th>
<th>ANALYSIS SKILLS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Credit Policy Inquiry</td>
<td>Create Opportunity</td>
<td>Edit Relationship</td>
<td>CPP Pricing Options (M)</td>
</tr>
<tr>
<td>X-Sell - Clients w/o X product</td>
<td>Create Relationship</td>
<td>Update Loan Amount</td>
<td>Portfolio Warning Insights (M)</td>
</tr>
<tr>
<td>Show me...CnC data query</td>
<td>Create table/graph from data</td>
<td>Update Loan Process Status</td>
<td>Deal Structuring / Pricing (M)</td>
</tr>
<tr>
<td>Profitability Insight Inquiry</td>
<td>Create Collateral</td>
<td>Update Risk Rating</td>
<td>Benchmark X Data to Y Data</td>
</tr>
<tr>
<td>Collateral Quality Inquiry</td>
<td>Create Covenant</td>
<td>Status SCL Item</td>
<td>Asset Quality Deterioration (M)</td>
</tr>
<tr>
<td></td>
<td>Create Credit Memo</td>
<td></td>
<td>Predictive Collateral &amp; LTV Changes (M)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Anticipated Covenant Breaches (M)</td>
</tr>
</tbody>
</table>

**Banking Advisor powered by nia Predictive AI**

- Automated Spreading
- RDC - Decisioning
- CPP Pricing Optimization
- Forecasted Industry
- Benchmarks
- Risk Rating / Risk Assessment / Prediction

**Voice-to-Text Translation**
**Large Language Models (LLMs)**
**LLM Orchestration**
**LLM Agents**
**Prompt Engineering**
**Explicit Feedback Capture**
**Access APIs**
**Subscriber Data Storage**

**Usage Data Storage**
**Approval Process**
**Analytic Data Storage**
**Third Party Data Storage**
**First Party Data Storage**

**Dataset Registration**
**Optical Character Recognition**
**Disaster Recovery**

- Process Bottleneck Prediction
- Portfolio Exposure Optimization
- Data Extraction (aka AnyDocs)
- Personalized Product Recommendations
- Continuous Monitoring

Helpful

Harmless

Honest

Human in the loop
Our Customers are in a **Unique Position** with nCino

- 🌥 Platform
- 📁 Data Model
- 🏗 Data
- ⚡ Workflows
- 🙌 Community
- ⟷ Data & AI Infrastructure
The nCino Data Community Unlocks the AI Advantage
Customer Fireside Chat

John Sullivan
EVP/Chief Information Officer

Bank Newport
Member FDIC
Financial Update

Greg Orenstein
Chief Financial Officer
Progress Since IPO
Progress as a Public Company: Revenues

42% Subscription Revenues CAGR SINCE IPO

38% Total Revenues CAGR SINCE IPO

Note: 3-year CAGR measured from 2Q FY2021 to 2Q FY2024
Expanding Customer Wallet Share

Average Platform Customer ACV

- FY2021: $500,000
- 2Q FY2024: $750,000

11% CAGR since IPO

Customers with TTM Subscription Revenues Over:

- > $100K: 492
- > $1M: 82

FY 2021:
- > $100K: 224
- > $1M: 36

2Q FY2024:
- > $100K: 82
- > $1M: 36

Note: Second quarter Fiscal 2024 ended July 31, 2023. In any given period, ACV for a customer represents the annualized subscription fees from the fully activated subscription contracts in effect for such customers at the end of the applicable period. (1) nCino Platform Customers excludes US Mortgage for fair comparison and customers with only Portfolio Analytics solution(s).
Increasing ARPU

Average ACV per Platform\(^1\) User

<table>
<thead>
<tr>
<th>FY 2021</th>
<th>2Q FY2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,700</td>
<td>$2,100</td>
</tr>
</tbody>
</table>

\(^1\) \text{ACV per Platform}\n
Delivering more value per user:

• Monetizing APIs & referral relationships, B2C touchpoints, integrations

Note: Second quarter Fiscal 2024 ended July 31, 2023. In any given period, ACV for a customer represents the annualized subscription fees from the fully activated subscription contracts in effect for such customers at the end of the applicable period. (1) nCino Platform Customers excludes US Mortgage for fair comparison and customers with only Portfolio Analytics solution(s).
Progress as a Public Company: Profits

75% Achieved\(^1\) IPO Subscription Gross Margin Target

\(~1,300\text{bps}\) Operating Margin Improvement Since IPO\(^2\)

Promises Made

“We are committed to non-GAAP operating income profitability … for fiscal ‘24.”

Pierre Naudé, Q4 FY22 Earnings Call

Promises Kept

“We again outperformed on profitability posting a 10% non-GAAP operating income margin for the quarter.”

Pierre Naudé, Q2 FY24 Earnings Call

Note: All values presented on non-GAAP Basis. Non-GAAP financials adjusted to exclude stock-based compensation, amortization, restructuring charges, litigation expenses, and acquisition-related expenses. See Appendix for GAAP reconciliation. 1) Achieved in each of the four most recently reported quarters. 2) Q2 FY 2024 compared to Q2 FY 2021.
Operating Leverage Since IPO

Note: All values presented on non-GAAP Basis. Non-GAAP financials adjusted to exclude stock-based compensation, amortization, restructuring charges, litigation expenses, and acquisition-related expenses. See Appendix for GAAP reconciliation.
### Operating Margin

<table>
<thead>
<tr>
<th></th>
<th>FY2021</th>
<th>FY2022</th>
<th>FY2023</th>
<th>FY2024 (YTD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>(7%)</td>
<td></td>
<td></td>
<td>(1%)</td>
<td></td>
</tr>
<tr>
<td>($14.2)</td>
<td></td>
<td></td>
<td></td>
<td>$22.1</td>
</tr>
</tbody>
</table>

### Free Cash Flow Margin

<table>
<thead>
<tr>
<th></th>
<th>FY2021</th>
<th>FY2022</th>
<th>FY2023</th>
<th>FY2024 (YTD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2%</td>
<td></td>
<td></td>
<td>(9%)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>$4.9</td>
<td></td>
<td>(8%)</td>
<td>$40.8</td>
</tr>
</tbody>
</table>

Note: All values presented on non-GAAP Basis. Non-GAAP financials adjusted to exclude stock-based compensation, amortization, restructuring charges, litigation expenses, and acquisition-related expenses. See Appendix for GAAP reconciliation.
Geographic and Product Diversification
Growing Our Customer Base Globally

International Revenues

- FY2021: $23.4
- FY2022: $43.6
- FY2023: $61.8
- 1H FY2023: $29.2
- 2H FY2024: $41.1

CAGR: 63%

41% Annual Growth

Recent International Wins

- NATIXIS
- bnz
- Bendigo Bank
- CAPITEC
- NOMURA
- Hamburg Commercial Bank

Leading Global Footprint

- 5 of top 9 UKI FIs
- 5 of top 7 Canadian FIs
- 3 of top 5 NZ FIs
- 2 of top 10 AUS Banks
Leveraging a Decade+ of Innovation

R&D Spend\(^1\)

$ Millions

$355M
Since FY2018
Cumulative R&D Spend\(^2\)

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>R&amp;D Spend (Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2018</td>
<td>$15</td>
</tr>
<tr>
<td>FY2019</td>
<td>$21</td>
</tr>
<tr>
<td>FY2020</td>
<td>$34</td>
</tr>
<tr>
<td>FY2021</td>
<td>$53</td>
</tr>
<tr>
<td>FY2022</td>
<td>$73</td>
</tr>
<tr>
<td>FY2023</td>
<td>$108</td>
</tr>
<tr>
<td>FY2024 H1</td>
<td>$51</td>
</tr>
</tbody>
</table>

Note: (1) Represents non-GAAP R&D spend adjusted to exclude stock-based compensation, amortization, restructuring charges, litigation expenses, and acquisition-related expenses. See Appendix for GAAP reconciliation (2) Reflects cumulative non-GAAP R&D spend since FY2018. (3) Reflects 1Q & 2Q FY2024 Actuals.
Note: In any given period, ACV for a customer represents the annualized subscription fees from the fully activated subscription contracts in effect for such customers at the end of the applicable period.
Evolution of Pricing Model
Evolving to **Platform Fees with Minimums** based on FIs’ assets starting in high-tech, low-touch business lines
Modeling Update
RPO Metrics can Understate Growth

**Annual Growth %**

- **Total RPO**
  - As of 2Q FY2024
  - 22%

- **cRPO**
  - As of 2Q FY2024
  - 18%

- **Ending ACV**
  - As of 2Q FY2024
  - 14%

- **Subscription Revenues**
  - For 2Q FY2024
  - 8%

- **Gross ACV Bookings**
  - For 2Q FY2024
  - 2%

**$ Millions**

- **2Q FY2024**
  - $929
  - $636
  - $440
  - $100

*Note: In any given period, ACV for a customer represents the annualized subscription fees from the fully activated subscription contracts in effect for such customers at the end of the applicable period. cRPO refers to revenues expected to be recognized from RPO in the next 24 months.*
cRPO Bookings: Volatility Explained

Annual Growth %

26% 23% 26% 47% 32% 37% 40% 65% 69% 55% 48% 55% 57% 43% 33% 26% 26% 0% 10% 20% 30% 40% 50% 60% 70% 80%

1Q FY2022 2Q FY2022 3Q FY2022 4Q FY2022 1Q FY2023 2Q FY2023 3Q FY2023 4Q FY2023 1Q FY2024 2Q FY2024

cRPO Bookings growth volatility due to renewals, acquisitions, and macro-influenced seasonality

Note: cRPO Bookings equals the change in cRPO plus subscription revenues and is indicative of net additions to next 24 months RPO, including contracts executed in the reported quarter, net of FX, impact of renewals (net of concessions or churn), and addition of 3 months previously reported in > 24 months RPO.
Accelerating Bookings Conversion to Revenues

New vs Existing Customers’ Contribution to Incremental Subscription Revenues

<table>
<thead>
<tr>
<th>Year</th>
<th>New</th>
<th>Existing</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2021</td>
<td>94%</td>
<td>6%</td>
</tr>
<tr>
<td>FY 2022</td>
<td>83%</td>
<td>17%</td>
</tr>
<tr>
<td>FY 2023</td>
<td>84%</td>
<td>16%</td>
</tr>
<tr>
<td>FY 2024 H1</td>
<td>72%</td>
<td>28%</td>
</tr>
</tbody>
</table>

Note: 1) Excludes subscription revenues from Visible Equity and Finsuite. 2) Excludes subscription revenues from SimpleNexus.
Long-Term Target Operating Model Update
Growth Pillars

- Single Platform Vision
- Accelerate International
- Expand the Moat with nIQ
# Long-Term Target Operating Model Update

<table>
<thead>
<tr>
<th>METRIC</th>
<th>IPO TARGETS</th>
<th>1H FY2024</th>
<th>Long-term Target model</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rule of 40&lt;sup&gt;1&lt;/sup&gt;</td>
<td>~75%</td>
<td>30%</td>
<td>~50%</td>
</tr>
<tr>
<td>Subscription Gross Margin</td>
<td>~70%</td>
<td>75%</td>
<td>78-80%</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>~70%</td>
<td>65%</td>
<td>71-75%</td>
</tr>
<tr>
<td>S&amp;M % of revenues</td>
<td>15%-20%</td>
<td>21%</td>
<td>14%-17%</td>
</tr>
<tr>
<td>R&amp;D % of revenues</td>
<td>15%-20%</td>
<td>22%</td>
<td>13%-14%</td>
</tr>
<tr>
<td>G&amp;A % of revenues</td>
<td>5%-10%</td>
<td>12%</td>
<td>6%-9%</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>~30%</td>
<td>10%</td>
<td>~35%</td>
</tr>
<tr>
<td>Free Cash Flow % of revenues</td>
<td>18%</td>
<td></td>
<td>~35%</td>
</tr>
<tr>
<td>Stock-based Compensation % of revenues</td>
<td>11%</td>
<td></td>
<td>6%-8%</td>
</tr>
</tbody>
</table>

Note: All values presented on non-GAAP basis. See Appendix for GAAP reconciliation. Represents subscription revenue growth rate plus operating income margin.
Conclusion: Our Unique Position

- **Significant market opportunity** with expansion potential
- **Global leader** in cloud banking delivering a single, multi-tenant SaaS platform
- **Strong customer base** with powerful land and expand model
- **Breadth of offerings** across broad spectrum of financial institutions
- **Modern technology platform** with an extensive partner ecosystem
- **Growing business** with highly visible subscription revenues
- **Leveraging AI** to generate insights and drive real value
- **Experienced management team** with proven track record of execution
APPENDIX
### Non-GAAP Reconciliation

#### Subscription Gross Margin

<table>
<thead>
<tr>
<th></th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>1Q FY2023</th>
<th>2Q FY2023</th>
<th>1H FY2023</th>
<th>1Q FY2024</th>
<th>2Q FY2024</th>
<th>1H FY2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Subscription Revenues</td>
<td>$38,048</td>
<td>$64,458</td>
<td>$103,265</td>
<td>$162,439</td>
<td>$224,854</td>
<td>$344,752</td>
<td>$79,189</td>
<td>$84,445</td>
<td>$163,634</td>
<td>$97,340</td>
<td>$99,897</td>
<td>$157,237</td>
</tr>
<tr>
<td>GAAP Subscription Gross Profit</td>
<td>$25,467</td>
<td>$44,463</td>
<td>$72,203</td>
<td>$114,470</td>
<td>$160,346</td>
<td>$238,487</td>
<td>$53,679</td>
<td>$58,300</td>
<td>$111,979</td>
<td>$68,183</td>
<td>$70,178</td>
<td>$138,361</td>
</tr>
<tr>
<td>(+) Stock Based Compensation</td>
<td>--</td>
<td>--</td>
<td>697</td>
<td>1,525</td>
<td>2,604</td>
<td>17,019</td>
<td>4,262</td>
<td>4,256</td>
<td>8,518</td>
<td>4,251</td>
<td>4,190</td>
<td>8,441</td>
</tr>
<tr>
<td>(-) Restructuring Charges</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>4</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>18</td>
</tr>
<tr>
<td>Non-GAAP Subscription Gross Profit</td>
<td>$25,696</td>
<td>$44,706</td>
<td>$73,177</td>
<td>$116,571</td>
<td>$163,910</td>
<td>$256,940</td>
<td>$58,317</td>
<td>$62,908</td>
<td>$121,225</td>
<td>$72,766</td>
<td>$74,874</td>
<td>$147,640</td>
</tr>
<tr>
<td>Non-GAAP Subscription Gross Margin</td>
<td>68%</td>
<td>69%</td>
<td>71%</td>
<td>72%</td>
<td>73%</td>
<td>75%</td>
<td>74%</td>
<td>74%</td>
<td>74%</td>
<td>75%</td>
<td>75%</td>
<td>75%</td>
</tr>
</tbody>
</table>

#### Professional Services & Other Gross Margin

<table>
<thead>
<tr>
<th></th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>1Q FY2023</th>
<th>2Q FY2023</th>
<th>1H FY2023</th>
<th>1Q FY2024</th>
<th>2Q FY2024</th>
<th>1H FY2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Services &amp; Other Revenues</td>
<td>$20,084</td>
<td>$27,076</td>
<td>$34,915</td>
<td>$41,854</td>
<td>$49,011</td>
<td>$63,563</td>
<td>$15,022</td>
<td>$15,182</td>
<td>$30,204</td>
<td>$16,332</td>
<td>$17,339</td>
<td>$33,678</td>
</tr>
<tr>
<td>GAAP Professional Services Gross Profit</td>
<td>2,204</td>
<td>620</td>
<td>1,907</td>
<td>1,688</td>
<td>2,106</td>
<td>222</td>
<td>230</td>
<td>106</td>
<td>336</td>
<td>(699)</td>
<td>(989)</td>
<td>(1,688)</td>
</tr>
<tr>
<td>(+) Amortization</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>94</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>83</td>
</tr>
<tr>
<td>(+) Stock Based Compensation</td>
<td>1,128</td>
<td>1,244</td>
<td>1,240</td>
<td>4,322</td>
<td>5,195</td>
<td>7,263</td>
<td>1,871</td>
<td>1,915</td>
<td>3,786</td>
<td>1,629</td>
<td>2,460</td>
<td>4,099</td>
</tr>
<tr>
<td>(+) Restructuring Charges</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>333</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>46</td>
</tr>
<tr>
<td>Non-GAAP Professional Services Gross Profit</td>
<td>$3,332</td>
<td>$1,864</td>
<td>$3,147</td>
<td>$5,920</td>
<td>$7,301</td>
<td>$7,912</td>
<td>$2,101</td>
<td>$2,021</td>
<td>$4,122</td>
<td>$1,058</td>
<td>$1,600</td>
<td>$2,658</td>
</tr>
<tr>
<td>Non-GAAP Professional Services Gross Margin</td>
<td>17%</td>
<td>7%</td>
<td>9%</td>
<td>14%</td>
<td>15%</td>
<td>12%</td>
<td>14%</td>
<td>13%</td>
<td>14%</td>
<td>6%</td>
<td>9%</td>
<td>8%</td>
</tr>
</tbody>
</table>

#### Overall Gross Margin

<table>
<thead>
<tr>
<th></th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>1Q FY2023</th>
<th>2Q FY2023</th>
<th>1H FY2023</th>
<th>1Q FY2024</th>
<th>2Q FY2024</th>
<th>1H FY2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenues</td>
<td>$58,142</td>
<td>$91,534</td>
<td>$138,180</td>
<td>$204,293</td>
<td>$273,865</td>
<td>$408,315</td>
<td>$94,211</td>
<td>$99,627</td>
<td>$193,838</td>
<td>$113,672</td>
<td>$117,326</td>
<td>$230,908</td>
</tr>
<tr>
<td>GAAP Gross Profit</td>
<td>27,671</td>
<td>45,083</td>
<td>74,110</td>
<td>116,158</td>
<td>162,452</td>
<td>238,709</td>
<td>53,909</td>
<td>58,406</td>
<td>112,315</td>
<td>67,484</td>
<td>69,189</td>
<td>136,673</td>
</tr>
<tr>
<td>(+) Amortization</td>
<td>--</td>
<td>--</td>
<td>697</td>
<td>1,525</td>
<td>2,604</td>
<td>17,113</td>
<td>4,262</td>
<td>4,256</td>
<td>8,518</td>
<td>4,333</td>
<td>4,273</td>
<td>8,006</td>
</tr>
<tr>
<td>(+) Stock Based Compensation</td>
<td>1,357</td>
<td>1,487</td>
<td>1,517</td>
<td>4,808</td>
<td>6,155</td>
<td>8,693</td>
<td>2,247</td>
<td>2,267</td>
<td>4,514</td>
<td>1,943</td>
<td>2,945</td>
<td>4,888</td>
</tr>
<tr>
<td>(+) Restructuring Charges</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>337</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>64</td>
</tr>
<tr>
<td>Non-GAAP Gross Profit</td>
<td>$29,028</td>
<td>$46,570</td>
<td>$76,324</td>
<td>$122,491</td>
<td>$171,211</td>
<td>$264,852</td>
<td>$60,418</td>
<td>$64,929</td>
<td>$125,347</td>
<td>$73,824</td>
<td>$76,474</td>
<td>$150,298</td>
</tr>
<tr>
<td>Non-GAAP Gross Margin</td>
<td>50%</td>
<td>51%</td>
<td>55%</td>
<td>60%</td>
<td>63%</td>
<td>65%</td>
<td>64%</td>
<td>65%</td>
<td>65%</td>
<td>65%</td>
<td>65%</td>
<td>65%</td>
</tr>
</tbody>
</table>

107
## Non-GAAP Reconciliation

### S&M Expense

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>1Q FY2023</th>
<th>2Q FY2023</th>
<th>1H FY2023</th>
<th>1Q FY2024</th>
<th>2Q FY2024</th>
<th>1H FY2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP S&amp;M</td>
<td>$20,954</td>
<td>$31,278</td>
<td>$44,440</td>
<td>$59,731</td>
<td>$82,901</td>
<td>$127,669</td>
<td>$29,339</td>
<td>$32,512</td>
<td>$61,851</td>
<td>$29,941</td>
<td>$32,164</td>
<td>$62,105</td>
</tr>
<tr>
<td>(-) Amortization</td>
<td>--</td>
<td>--</td>
<td>937</td>
<td>1,670</td>
<td>2,303</td>
<td>11,087</td>
<td>2,771</td>
<td>2,772</td>
<td>5,543</td>
<td>2,772</td>
<td>2,771</td>
<td>5,543</td>
</tr>
<tr>
<td>(-) Stock Based Compensation</td>
<td>940</td>
<td>1,078</td>
<td>1,260</td>
<td>6,190</td>
<td>7,520</td>
<td>13,283</td>
<td>3,371</td>
<td>3,447</td>
<td>6,818</td>
<td>3,211</td>
<td>3,830</td>
<td>7,041</td>
</tr>
<tr>
<td>(-) Restructuring Charges</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>1,333</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
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</tr>
<tr>
<td>Non-GAAP S&amp;M</td>
<td>$20,014</td>
<td>$30,200</td>
<td>$42,243</td>
<td>$51,871</td>
<td>$73,078</td>
<td>$101,966</td>
<td>$23,197</td>
<td>$26,293</td>
<td>$49,490</td>
<td>$23,920</td>
<td>$25,525</td>
<td>$49,445</td>
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</table>

### GAAP R&D

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>1Q FY2023</th>
<th>2Q FY2023</th>
<th>1H FY2023</th>
<th>1Q FY2024</th>
<th>2Q FY2024</th>
<th>1H FY2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP R&amp;D</td>
<td>$16,559</td>
<td>$22,230</td>
<td>$35,304</td>
<td>$58,263</td>
<td>$79,363</td>
<td>$121,576</td>
<td>$29,115</td>
<td>$29,701</td>
<td>$58,816</td>
<td>$28,195</td>
<td>$29,889</td>
<td>$58,084</td>
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<tr>
<td>(-) Stock Based Compensation</td>
<td>1,070</td>
<td>1,056</td>
<td>1,245</td>
<td>5,463</td>
<td>6,186</td>
<td>11,087</td>
<td>2,332</td>
<td>2,613</td>
<td>5,445</td>
<td>3,000</td>
<td>4,279</td>
<td>7,279</td>
</tr>
<tr>
<td>(-) Restructuring Charges</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>2,135</td>
<td>--</td>
<td>--</td>
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<tr>
<td>Non-GAAP R&amp;D</td>
<td>$15,489</td>
<td>$21,174</td>
<td>$34,059</td>
<td>$52,800</td>
<td>$73,177</td>
<td>$107,839</td>
<td>$26,283</td>
<td>$27,088</td>
<td>$53,371</td>
<td>$25,061</td>
<td>$25,479</td>
<td>$50,540</td>
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</table>

### G&A Expense

<table>
<thead>
<tr>
<th>Year</th>
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<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>1Q FY2023</th>
<th>2Q FY2023</th>
<th>1H FY2023</th>
<th>1Q FY2024</th>
<th>2Q FY2024</th>
<th>1H FY2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP G&amp;A</td>
<td>$8,933</td>
<td>$14,791</td>
<td>$22,536</td>
<td>$40,772</td>
<td>$71,545</td>
<td>$83,477</td>
<td>$22,686</td>
<td>$21,199</td>
<td>$43,885</td>
<td>$17,975</td>
<td>$21,930</td>
<td>$39,905</td>
</tr>
<tr>
<td>(-) Amortization</td>
<td>--</td>
<td>--</td>
<td>114</td>
<td>10</td>
<td>--</td>
<td>--</td>
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</tr>
<tr>
<td>(-) Stock Based Compensation</td>
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<td>474</td>
<td>1,723</td>
<td>8,747</td>
<td>8,616</td>
<td>16,654</td>
<td>4,850</td>
<td>4,344</td>
<td>9,194</td>
<td>2,711</td>
<td>4,279</td>
<td>6,938</td>
</tr>
<tr>
<td>(-) Acquisition-Related Expenses</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>10,006</td>
<td>2,276</td>
<td>1,497</td>
<td>387</td>
<td>1,884</td>
<td>212</td>
<td>212</td>
<td>423</td>
</tr>
<tr>
<td>(-) Litigation Expenses</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>10,326</td>
<td>6,147</td>
<td>1,732</td>
<td>2,136</td>
<td>3,868</td>
<td>1,145</td>
<td>3,040</td>
<td>4,349</td>
</tr>
<tr>
<td>(-) Restructuring Charges</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>1,212</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Non-GAAP G&amp;A</td>
<td>$8,474</td>
<td>$14,317</td>
<td>$20,699</td>
<td>$32,015</td>
<td>$52,800</td>
<td>$73,177</td>
<td>$26,283</td>
<td>$27,088</td>
<td>$53,371</td>
<td>$25,061</td>
<td>$25,479</td>
<td>$50,540</td>
</tr>
</tbody>
</table>

### Non-GAAP Operating Income/(Loss)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>1Q FY2023</th>
<th>2Q FY2023</th>
<th>1H FY2023</th>
<th>1Q FY2024</th>
<th>2Q FY2024</th>
<th>1H FY2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>(+) Amortization of Acquired Intangibles</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>7,033</td>
<td>7,028</td>
<td>14,061</td>
<td>7,105</td>
<td>7,044</td>
<td>14,149</td>
</tr>
<tr>
<td>(+) Stock Based Compensation</td>
<td>3,826</td>
<td>4,095</td>
<td>5,745</td>
<td>25,208</td>
<td>28,477</td>
<td>50,232</td>
<td>13,300</td>
<td>12,671</td>
<td>25,971</td>
<td>10,865</td>
<td>15,281</td>
<td>26,146</td>
</tr>
<tr>
<td>(+) Acquisition-Related Expenses</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>10,006</td>
<td>2,276</td>
<td>1,497</td>
<td>387</td>
<td>1,884</td>
<td>212</td>
<td>212</td>
<td>423</td>
</tr>
<tr>
<td>(+) Litigation Expenses</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>10,326</td>
<td>6,147</td>
<td>1,732</td>
<td>2,136</td>
<td>3,868</td>
<td>1,145</td>
<td>3,040</td>
<td>4,349</td>
</tr>
<tr>
<td>(+) Restructuring Charges</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>5,017</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Non-GAAP Operating Income/(Loss)</td>
<td>($14,949)</td>
<td>($19,121)</td>
<td>($20,677)</td>
<td>($14,195)</td>
<td>($17,641)</td>
<td>($2,141)</td>
<td>($3,669)</td>
<td>($2,784)</td>
<td>($6,453)</td>
<td>($10,938)</td>
<td>($11,185)</td>
<td>($22,123)</td>
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</table>

### Non-GAAP Operating Margin %

<table>
<thead>
<tr>
<th>Year</th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>1Q FY2023</th>
<th>2Q FY2023</th>
<th>1H FY2023</th>
<th>1Q FY2024</th>
<th>2Q FY2024</th>
<th>1H FY2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-GAAP Operating Margin %</td>
<td>(26%)</td>
<td>(21%)</td>
<td>(15%)</td>
<td>(7%)</td>
<td>(6%)</td>
<td>(1%)</td>
<td>(4%)</td>
<td>(3%)</td>
<td>(3%)</td>
<td>10%</td>
<td>10%</td>
<td>10%</td>
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</tbody>
</table>
## Non-GAAP Reconciliation

<table>
<thead>
<tr>
<th>Non-GAAP Net Income/(Loss) Attributable to nCino</th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>1Q FY2023</th>
<th>2Q FY2023</th>
<th>1H FY2023</th>
<th>1Q FY2024</th>
<th>2Q FY2024</th>
<th>1H FY2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Net Loss Attributable to nCino</td>
<td>($18,589)</td>
<td>($22,306)</td>
<td>($27,594)</td>
<td>($40,536)</td>
<td>($49,446)</td>
<td>($102,720)</td>
<td>($30,688)</td>
<td>($27,245)</td>
<td>($57,933)</td>
<td>($11,243)</td>
<td>($15,884)</td>
<td>($27,127)</td>
</tr>
<tr>
<td>(+) Amortization of Acquired Intangibles</td>
<td>--</td>
<td>--</td>
<td>1,748</td>
<td>3,205</td>
<td>4,907</td>
<td>28,200</td>
<td>7,033</td>
<td>7,028</td>
<td>14,061</td>
<td>7,105</td>
<td>7,044</td>
<td>14,149</td>
</tr>
<tr>
<td>(+) Stock Based Compensation</td>
<td>3,826</td>
<td>4,095</td>
<td>5,745</td>
<td>25,208</td>
<td>7,033</td>
<td>7,028</td>
<td>14,061</td>
<td>1,145</td>
<td>3,204</td>
<td>4,349</td>
<td>2,388</td>
<td>477</td>
</tr>
<tr>
<td>(+) Acquisition-Related Expenses</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>10,006</td>
<td>1,748</td>
<td>1,748</td>
<td>1,748</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>(+) Litigation Expenses</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>10,326</td>
<td>6,147</td>
<td>1,732</td>
<td>2,136</td>
<td>3,868</td>
<td>1,145</td>
<td>3,204</td>
<td>4,349</td>
</tr>
<tr>
<td>(+) Restructuring Charges</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>5,017</td>
<td>1,732</td>
<td>12</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>(+/−) Tax (Benefit) Provision Related to SimpleNexus Acquisition</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>(+) Adjustment Attributable to Redeemable Non-Controlling Interest</td>
<td>396</td>
<td>894</td>
<td>1,995</td>
<td>1,029</td>
<td>128</td>
<td>1,157</td>
<td>(121)</td>
<td>(73)</td>
<td>(48)</td>
<td>(121)</td>
<td>(73)</td>
<td>(48)</td>
</tr>
<tr>
<td>Non-GAAP Net Income/(Loss) Attributable to nCino per Share, basic</td>
<td>($14,763)</td>
<td>($18,211)</td>
<td>($20,101)</td>
<td>($11,727)</td>
<td>($19,494)</td>
<td>($8,007)</td>
<td>($6,100)</td>
<td>($4,898)</td>
<td>($10,998)</td>
<td>$8,047</td>
<td>$9,943</td>
<td>$17,990</td>
</tr>
<tr>
<td>Weighted-average shares used to compute non-GAAP net income/loss per share, basic</td>
<td>68,290,570</td>
<td>74,593,709</td>
<td>78,316,794</td>
<td>87,678,323</td>
<td>96,722,464</td>
<td>110,615,734</td>
<td>109,998,637</td>
<td>110,391,865</td>
<td>110,198,509</td>
<td>114,027,584</td>
<td>114,549,192</td>
<td>114,336,289</td>
</tr>
<tr>
<td>Non-GAAP Net Income/(Loss) Attributable to nCino per Share, diluted</td>
<td>($0.22)</td>
<td>($0.24)</td>
<td>($0.26)</td>
<td>($0.13)</td>
<td>($0.20)</td>
<td>($0.07)</td>
<td>($0.06)</td>
<td>($0.04)</td>
<td>($0.10)</td>
<td>$0.07</td>
<td>$0.09</td>
<td>$0.16</td>
</tr>
<tr>
<td>Weighted-average shares used to compute non-GAAP net income/loss per share, diluted</td>
<td>68,290,570</td>
<td>74,593,709</td>
<td>78,316,794</td>
<td>87,678,323</td>
<td>96,722,464</td>
<td>110,615,734</td>
<td>109,998,637</td>
<td>110,391,865</td>
<td>110,198,509</td>
<td>114,027,584</td>
<td>114,549,192</td>
<td>114,336,289</td>
</tr>
<tr>
<td>Non-GAAP Net Income/(Loss) Attributable to nCino per Share, diluted</td>
<td>($0.22)</td>
<td>($0.24)</td>
<td>($0.26)</td>
<td>($0.13)</td>
<td>($0.20)</td>
<td>($0.07)</td>
<td>($0.06)</td>
<td>($0.04)</td>
<td>($0.10)</td>
<td>$0.07</td>
<td>$0.09</td>
<td>$0.16</td>
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</table>

### Free Cash Flow

<table>
<thead>
<tr>
<th>Free Cash Flow From Operations</th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021</th>
<th>FY 2022</th>
<th>FY 2023</th>
<th>1Q FY2023</th>
<th>2Q FY2023</th>
<th>1H FY2023</th>
<th>1Q FY2024</th>
<th>2Q FY2024</th>
<th>1H FY2024</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Cash Flow From Operations</td>
<td>($15,958)</td>
<td>($4,589)</td>
<td>($8,998)</td>
<td>$9,222</td>
<td>($19,229)</td>
<td>($15,381)</td>
<td>$1,248</td>
<td>$9,471</td>
<td>$10,715</td>
<td>$31,103</td>
<td>$11,964</td>
<td>$43,287</td>
</tr>
<tr>
<td>(−) Purchases of Property and Equipment</td>
<td>(7,965)</td>
<td>(5,760)</td>
<td>(4,338)</td>
<td>(5,463)</td>
<td>(18,338)</td>
<td>(4,694)</td>
<td>(4,609)</td>
<td>(9,302)</td>
<td>(1,121)</td>
<td>(1,050)</td>
<td>(589)</td>
<td>(2,464)</td>
</tr>
<tr>
<td>Free Cash Flow</td>
<td>($15,958)</td>
<td>($12,554)</td>
<td>($14,758)</td>
<td>$4,884</td>
<td>($25,692)</td>
<td>($33,729)</td>
<td>($3,446)</td>
<td>($4,862)</td>
<td>($3,416)</td>
<td>($29,958)</td>
<td>$11,105</td>
<td>$40,803</td>
</tr>
<tr>
<td>(−) Principal Payments on Financing Obligation</td>
<td>(37)</td>
<td>(318)</td>
<td>(1,121)</td>
<td>(3,596)</td>
<td>$4,709</td>
<td>$1,113</td>
<td>$29,454</td>
<td>$10,785</td>
<td>$40,239</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Free Cash Flow less Principal Payments on Financing Obligations</td>
<td>($15,958)</td>
<td>($12,554)</td>
<td>($14,758)</td>
<td>$4,847</td>
<td>($25,010)</td>
<td>($34,840)</td>
<td>($3,559)</td>
<td>($4,653)</td>
<td>($3,297)</td>
<td>($28,498)</td>
<td>$5,000</td>
<td>$40,239</td>
</tr>
</tbody>
</table>

1These amounts represent the non-interest component of payments towards financing obligations for facilities.