FORM 4

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

| Washington, | D.C. | 20549 |
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| | STATEMENT | OF CHANGES | IN BENEFICIAL | OWNERSHIP |
|--|------------------|-------------------|----------------------|------------------|
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| | OMB APPI | ROVAL | | | | | | | |
|-----|--------------------------|-----------|--|--|--|--|--|--|--|
| | OMB Number: | 3235-0287 | | | | | | | |
| | Estimated average burden | | | | | | | | |
| - 1 | hours per response. | 0.5 | | | | | | | |

Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b)

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934

| | | | | | <u> </u> | 0000 | 0 00 | (11) 01 1110 | | | inparty Act | 0. 20 | | | | | | | | |
|--|----------|---------------|---|--------------|---|--|----------|--|-----------------|--|--|------------------------|--------------------------------|---|---|---|---|---------------------------------------|---------|--|
| | | | | | | 2. Issuer Name and Ticker or Trading Symbol NCINO, INC. [NCNO] | | | | | | | | | 5. Relationship of Reporting Person(s) to Issuer (Check all applicable) | | | | | |
| Rudow | David | | | | 1 | TONTO, ITC. [NOTO] | | | | | | | Direct | | | 10% O | · I | | | |
| (1 +) | | :4\ | (Mainlelle) | | 3. [| 3. Date of Earliest Transaction (Month/Day/Year) | | | | | | | | ┤ : | X Officer below) | (give title | Other (specify below) | | specify | |
| (Last) | ` | , | (Middle) | | | 11/01/2021 | | | | | | | | CFO & Treasurer | | | | | | |
| 6770 PA | RKER FAR | RM DRIVE, SUI | TE 200 | | | | | | | | | | | | | | | | | |
| (2, 1) | | | | | 4.1 | | | | | | | | | dividual or | Joint/Group | Filing | (Check Ap | plicable | | |
| (Street) | ICTON N | C | 20405 | | | | | | | | | | | Line | , | filed by One | o Bone | orting Perso | | |
| WILIVIII | IGTON N | C | 28405 | | | | | | | | | | | ' | | , | • | oning Ferso one Repo | - 1 | |
| (City) | (S | tate) | (Zip) | | | | | | | | | | | | Perso | | ie iliai | гоне керо | Turig | |
| (- 9) | | · | | | | | | | | | | | | | | | | | | |
| | | Tab | le I - Nor | n-Deriv | ativ | e Se | curit | ies Ac | quire | , Dis | posed o | of, o | r Ben | eficiall | y Owned | ł | | | | |
| | | Date | . Transaction ate Month/Day/Year) | | 2A. Deemed Execution Date, if any (Month/Day/Year) | | Code | Transaction D Code (Instr. 5) | | 4. Securities Acquired (A) Disposed Of (D) (Instr. 3, 4 5) | | I (A) or . 3, 4 and | 5. Amou Securiti Benefic | es | Form (D) o | n: Direct r Indirect | 7. Nature of Indirect Beneficial Ownership | | | |
| | | | | | - [| (IVIOITII | прауптеа | " " | _ | - | | | т . | - Reporte | d | "" | | (Instr. 4) | | |
| | | | | | | | | | Code | · v | Amount | | (A) or (D) | Price | Transac (Instr. 3 | | | | | |
| Common Stock 11/0 | | 11/01 | L/202 | 2021 | | М | Τ | 25,00 | 0 | A | (1) | 61,301 | | | D | | | | | |
| Common Stock 11/02 | | 2/202 | /2021 | | S ⁽²⁾ | | 11,169 | | D | \$75.4 | 50,132 | | | D | | | | | | |
| | | 7 | Гable II - | | | | | | | | | | | | Owned | | | | | |
| | | | | (e.g., p | uts, | call | s, wa | arrants | , opti | ns, | converti | ble | secur | ities) | | | | | | |
| 1. Title of Derivative Security (Instr. 3) 2. Conversion or Exercise Price of Derivative Security (Instr. 3) 3. Transaction Date (Month/Day/Year) (Month/Day/Year) (Month/Day | | | Date, | Code (Instr. | | n of | | 6. Date Exercisable and Expiration Date (Month/Day/Year) | | | 7. Title and Amo of Securities Underlying Derivative Secu (Instr. 3 and 4) | | es Security 1 4) | 8. Price of Derivative Security (Instr. 5) | 9. Number derivative Securities Beneficial Owned Following Reported Transactio (Instr. 4) | Owners Form: Direct (I or Indire (I) (Instr | Ownership | Beneficial Ownership (Instr. 4) | | |
| | | | | | | | | | | | | | | Amount or | | | | | | |
| | | | | | Code | v | (A) | (D) | Date Exercis | | Expiration Date | Title | | Number of Shares | | | | | | |
| Restricted Stock | (1) | 11/01/2021 | | | M | | | 25,000 | (1) | | 11/01/2026 | | nmon | 25,000 | \$0 | 50,00 | 0 | D | | |

Explanation of Responses:

- 1. Each restricted stock unit ("RSU") represents a contingent right to receive one share of common stock of the Issuer ("Share") or, in the Issuer's discretion, an amount of cash equal to the fair market value of the Shares represented by the RSUs on the payment date. These RSUs vest in four equal annual installments starting on November 1, 2020, subject to the reporting person's continued employment through the applicable vesting date, and provided that no RSUs can be settled until after the expiration of the lock-up period established in connection with the Issuer's initial public offering. These RSUs fully vest upon a change in control of the Issuer.
- 2. These sales were sold to cover tax withholding due upon vesting of RSUs. Such "sales to cover" are mandated by the Issuer's equity incentive plans to satisfy tax withholding obligations and do not represent a discretionary trade by the Reporting Person.

/s/ Jeanette Sellers, Attorneyin-Fact for David Rudow

11/03/2021

** Signature of Reporting Person

Date

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

- * If the form is filed by more than one reporting person, see Instruction 4 (b)(v).
- ** Intentional misstatements or omissions of facts constitute Federal Criminal Violations See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB Number.