



First Quarter Fiscal Year 2026

May 28, 2025

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 "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 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) 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 acquisitions, (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 solution, including in connection with our migration to an asset-based pricing model; (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; (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 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 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.



First Quarter Fiscal 2026 Highlights

Financial Highlights	Quarter Ended April 30, 2025	
	\$ Millions	Y/Y Change
Total Revenues	\$144.1	+13%
Subscription Revenues	\$125.6 ¹	+14%, +9% organic
GAAP Operating Income/(Loss)	(\$1.5)	+\$2.1 Million
Non-GAAP Operating Income	\$24.8	+2%

Exceeded guidance ranges for:

- Total Revenues,
- Subscription Revenues,
- Non-GAAP Operating Income



Note: Non-GAAP financials adjusted to exclude stock-based compensation, amortization, litigation expenses, acquisition-related expenses, restructuring charges. See Appendix for GAAP reconciliation and Definitions. 1) Includes \$5.3 million from FullCircl and Sandbox Banking.

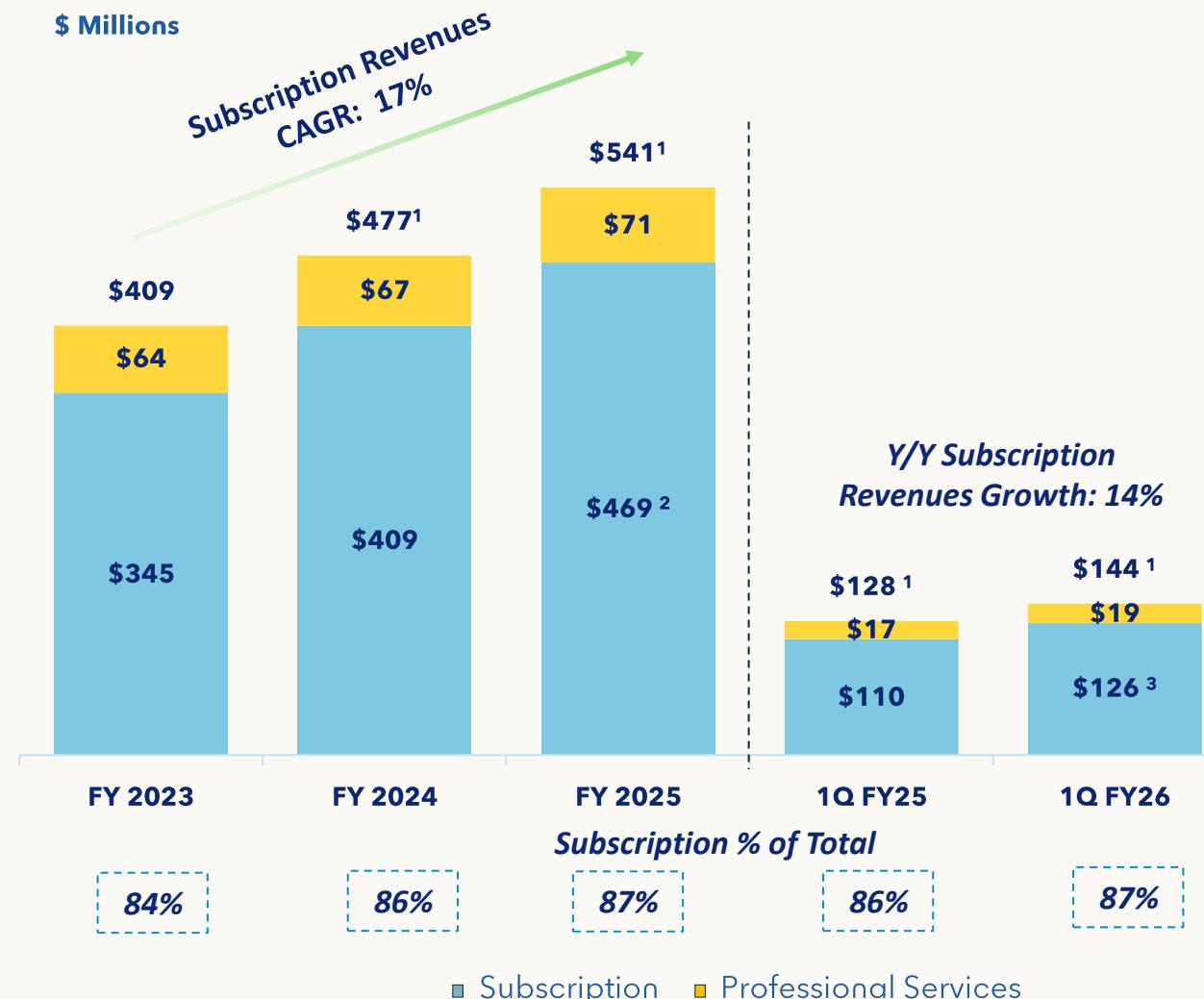
Key Performance Indicators

KPI \$ Millions	FY23	FY24	FY25
Annual Contract Value (ACV)	\$421.3	\$455.4	\$516.4 ¹
ACV Y/Y growth %	16%	8%	13% (8% Organic, 9% Organic cc.)
ACV Net Retention Rate	105%	102%	106%
Subscription Revenues Net Retention Rate	144% (124% Organic)	116%	110%

Note: 1) Includes \$23.3 million of ACV from FY 2025 acquisitions. ACV reported in currency rates in effect as of respective year end. cc) denotes rates in effect as of prior year end. In constant currency, ACV was \$520.8 million, including \$23.6 million from FY 2025 acquisitions. See Appendix for Definitions.



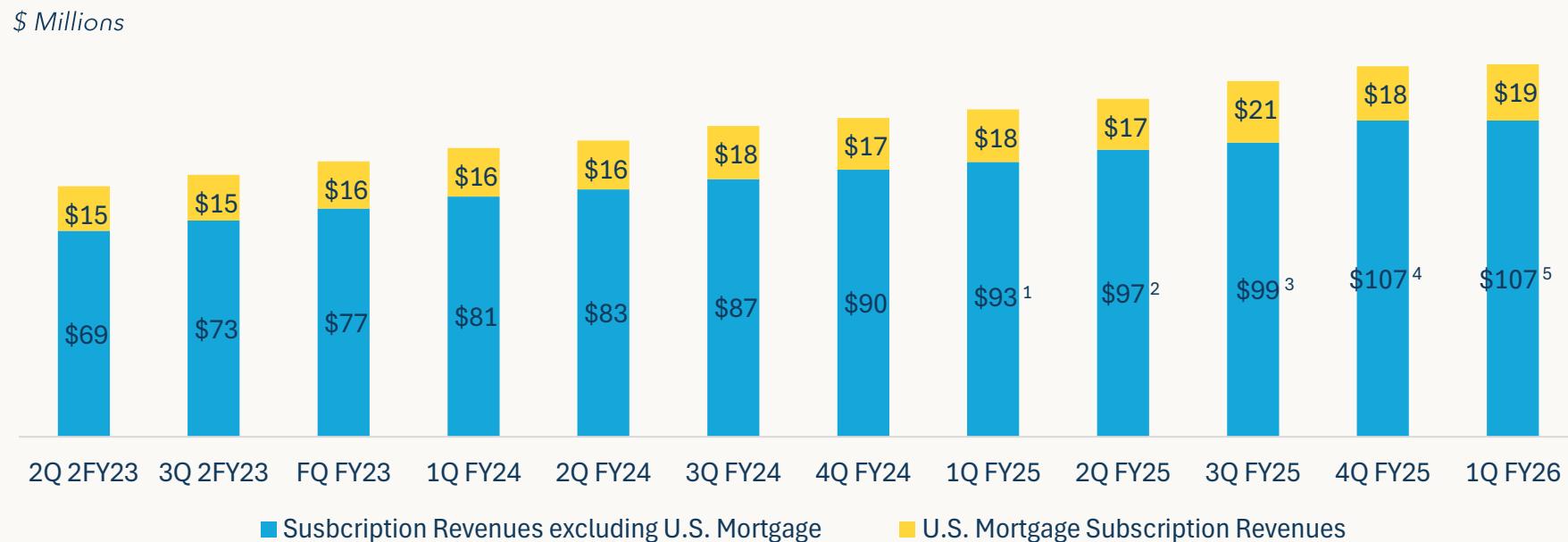
Revenues by Type



Notes: 1) Column does not foot due to rounding (nearest \$1 million). 2) FY 2025 Subscription Revenues includes \$12.3 million from FY 2025 acquisitions. 3) 1Q FY 2026 Subscription Revenues include \$5.3 million from acquisitions.



Quarterly Subscription Revenues by Source



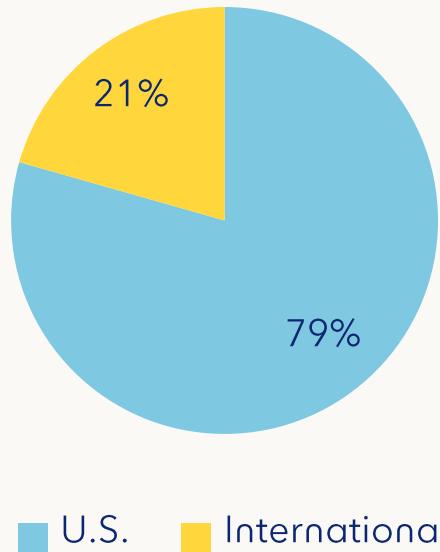
Year over Year Growth%:	2Q FY23	3Q FY23	4Q FY23	1Q FY24	2Q FY24	3Q FY24	4Q FY24	1Q FY25	2Q FY25	3Q FY25	4Q FY25	1Q FY26
				20%	10%	16%	10%	9%	4%	16%	5%	7%
	29%	28%	30%	23%	20%	19%	17%	14%	16%	14%	18%	15%



Note: Values rounded to nearest \$1 million or 1%. Q1 FY 2023 represents the first full quarter of comparable U.S. Mortgage Subscription Revenues. Includes inorganic Subscription Revenues of 1) \$1.0 million, 2) \$2.5 million, 3) \$2.1 million, 4) \$6.6 million, 5) \$5.3 million.

Growing Global Footprint

First Quarter FY26 Subscription Revenues by Geography



International Subscription Revenues

\$ Millions, Y/Y Growth%

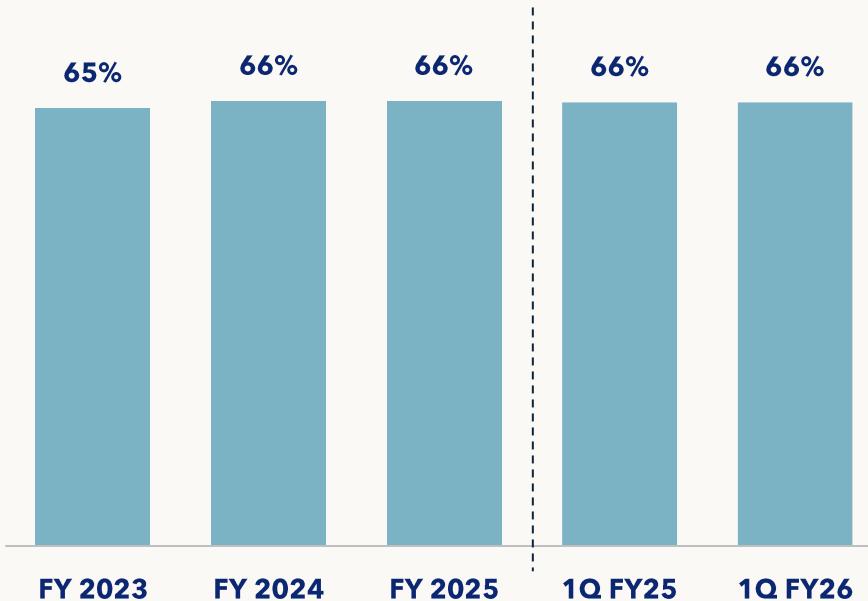


Note: Includes inorganic Subscription Revenues of 1) \$7.5 million, 2) \$4.3 million.

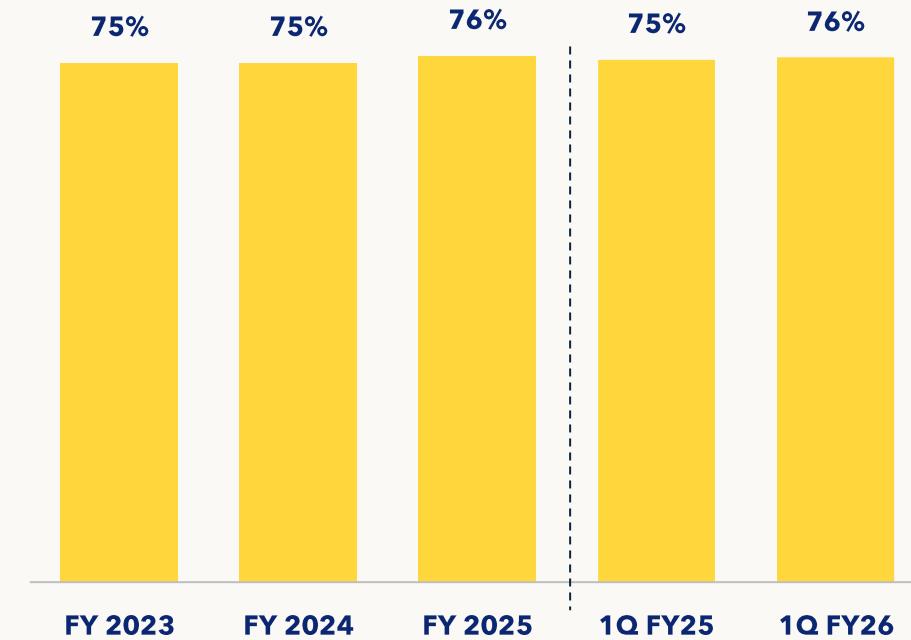


Gross Margins

Overall Non-GAAP Gross Margin



Non-GAAP Subscription Gross Margin

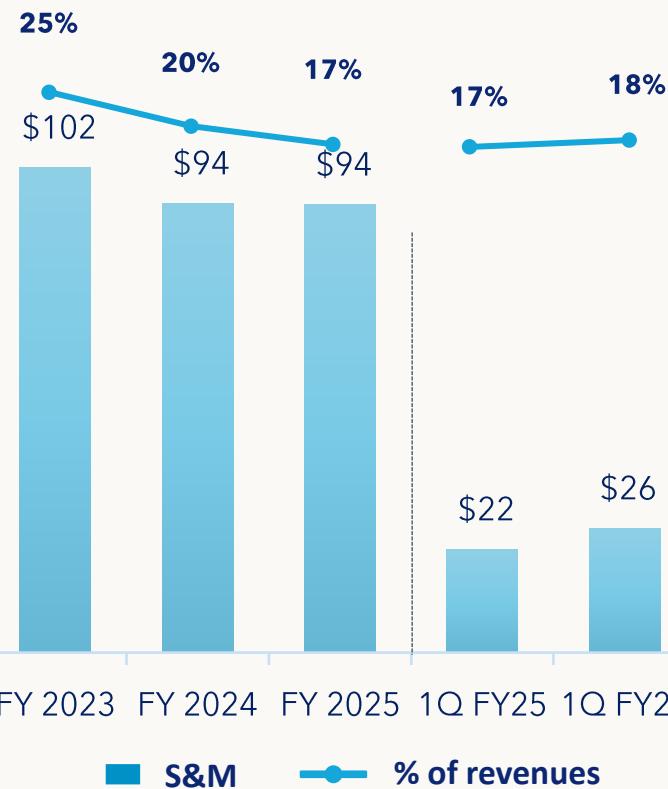


Note: Non-GAAP gross margins adjusted to exclude stock-based compensation, amortization, and restructuring charges. See Appendix for GAAP reconciliation.

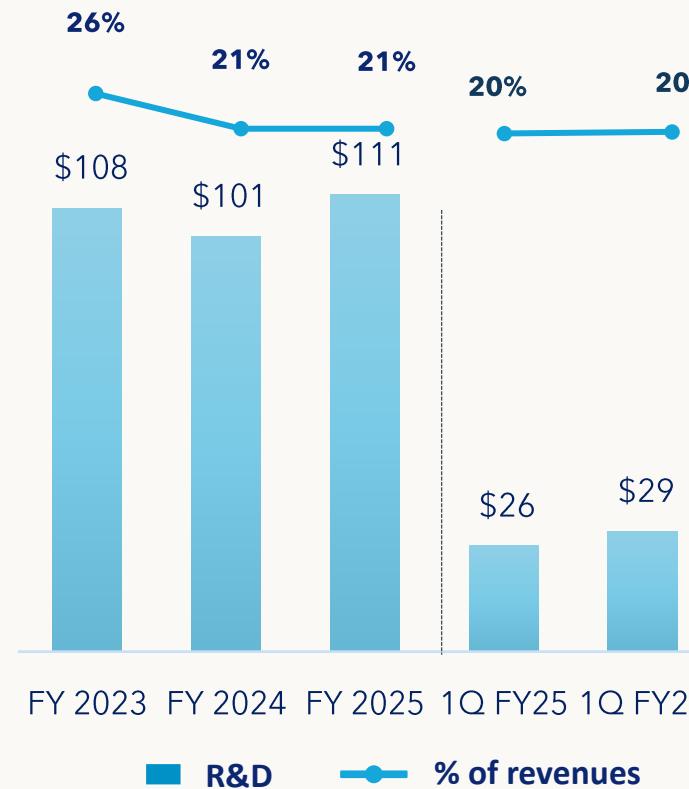
Responsibly Investing in Growth

(\$ in millions)

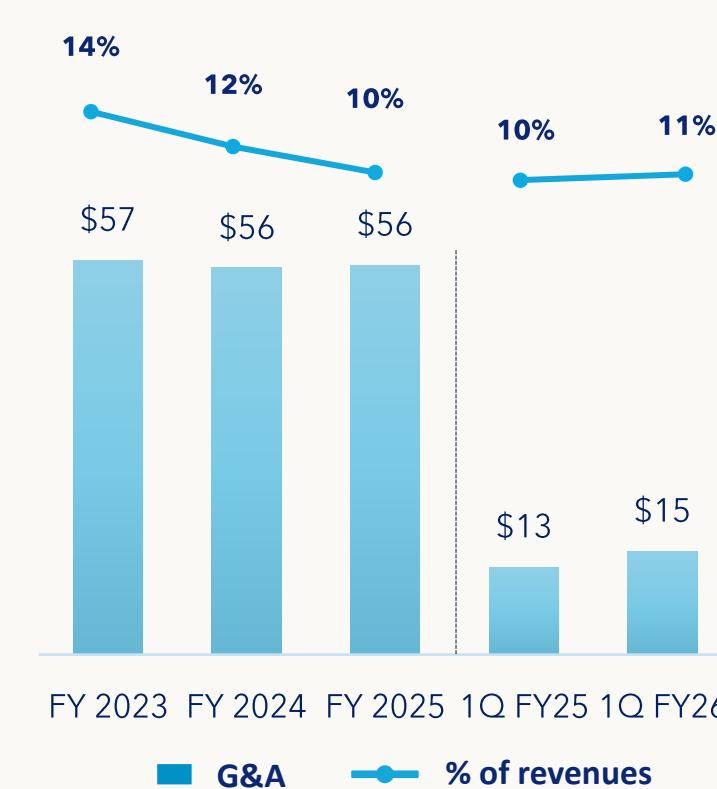
Non-GAAP Sales & Marketing



Non-GAAP Research & Development



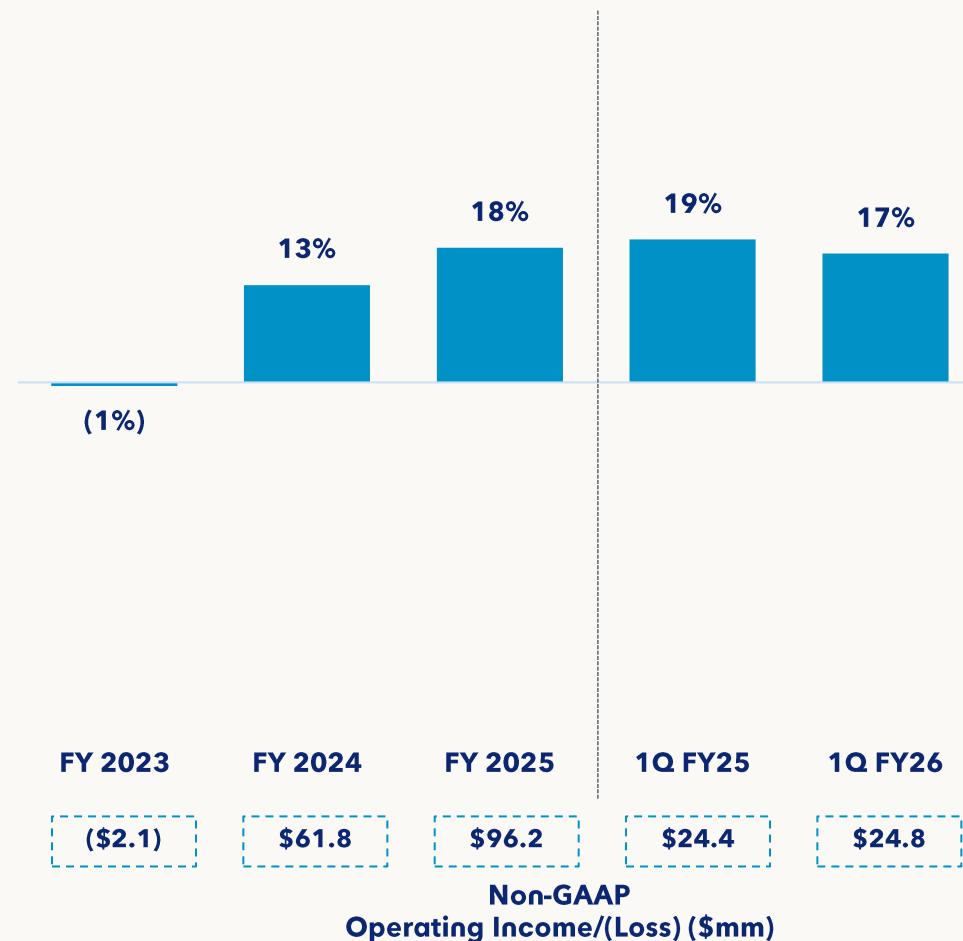
Non-GAAP General & Administrative



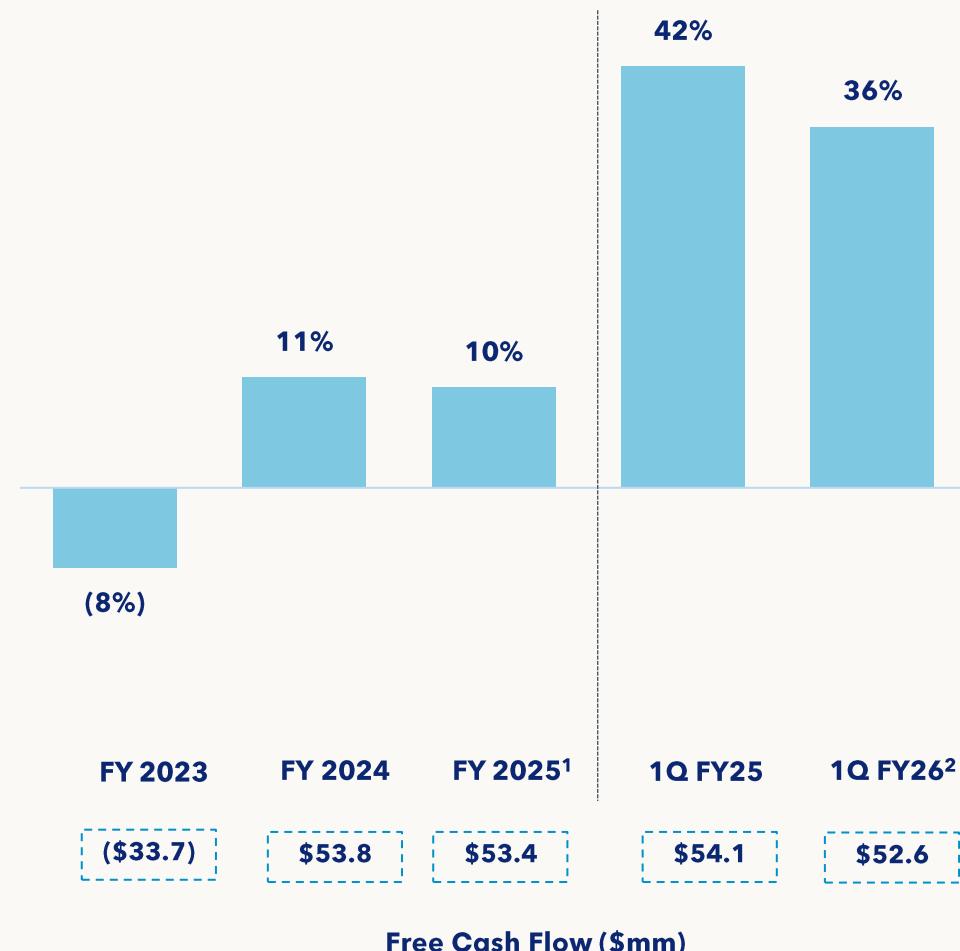
Note: Non-GAAP financials adjusted to exclude stock-based compensation, amortization, restructuring charges, litigation expenses, and acquisition-related expenses. See Appendix for GAAP reconciliation.

Operating & Cash Flow Margins

Non-GAAP Operating Margin



Free Cash Flow Margin



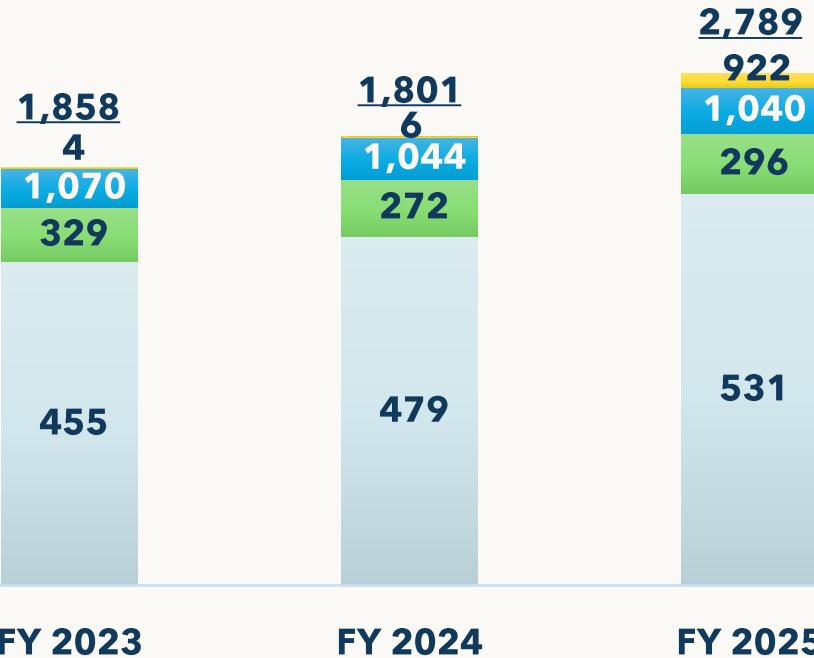
Note: Non-GAAP financials adjusted to exclude stock-based compensation, amortization, restructuring charges, litigation expenses, and acquisition-related expenses. See Appendix for GAAP reconciliation. 1) Impacted by \$12.2 million of acquisition-related costs. 2) Impacted by \$1.3 million of acquisition-related costs.



Customer Base Overview

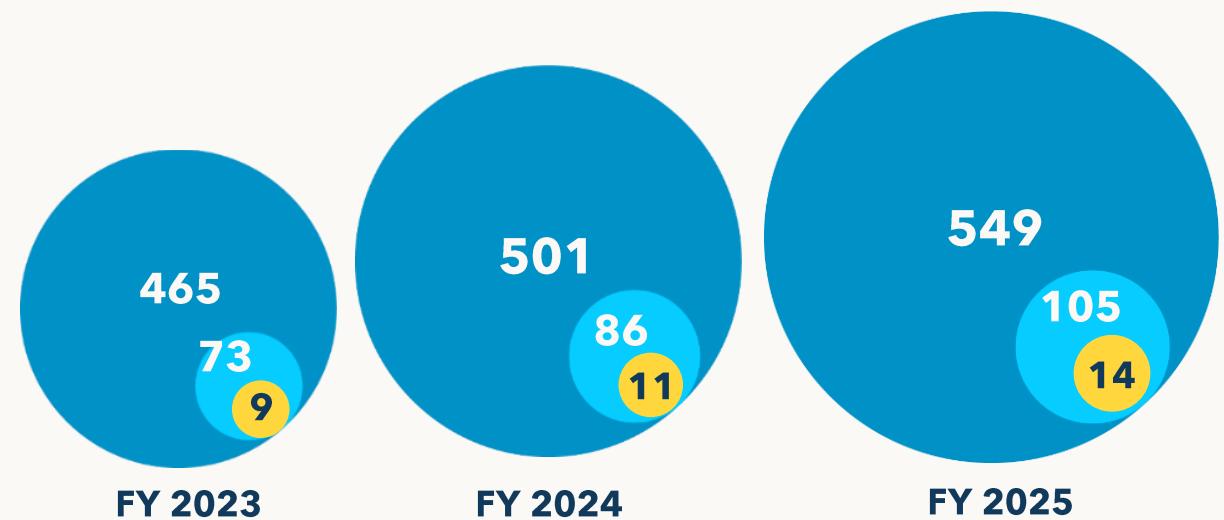
Total Customers

Counts & Proportionate ACV



Customers with Subscription Revenues Over:

> \$100K > \$1M > \$5M



Note: Amounts as of respective fiscal years ended January 31.

Financial Outlook

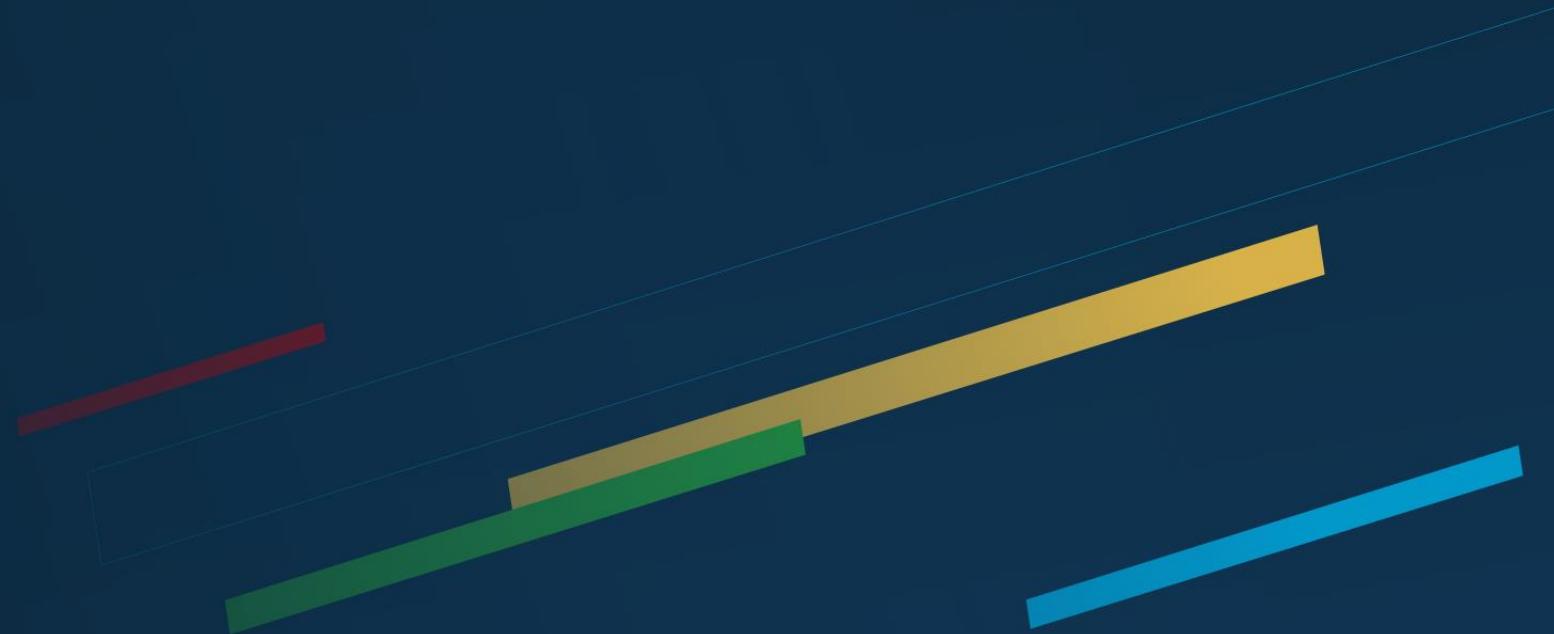
nCino is Providing Guidance for:	Second Quarter Ending July 31, 2025	Fiscal Year 2026 Ending January 31, 2026
Total Revenues Between	\$142.0 and \$144.0 million	\$578.5 and \$582.5 million
Subscription Revenues Between	\$124.5 and \$126.5 million	\$507.0 and \$511.0 million
Non-GAAP Operating Income Between	\$23.5 and \$24.5 million	\$112.0 and \$116.0 million
Non-GAAP Net Income Attributable to nCino per Diluted Share of	\$0.13 to \$0.14	\$0.69 to \$0.72
Annual Contract Value (ACV) Between		\$564.0 and \$567.0 million ¹

Note: 1) ACV Guidance includes approximately \$4.5 million from acquisition of Sandbox Banking. Non-GAAP financials adjusted to exclude stock-based compensation, amortization, litigation expenses, acquisition-related expenses, restructuring charges, tax (benefit) provision related to acquisitions, income tax effect on non-GAAP adjustments, adjustments to redeemable non-controlling interest, and intercompany foreign currency exchange gain/(loss). 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.



Updated Guidance Assumptions

FY 2025 Annual - Results

Reported ACV Growth: 13%

ACV Organic Growth: 8%

ACV Organic Growth, cc: 9%

Reported Subscription Revenues Growth: 15%

Organic¹ Subscription Revenues Growth, reported and cc: 12%

Organic¹ Subscription Revenues Growth, excluding one-time²: 10%

FY 2026 Annual - Guidance

ACV Growth: 9% - 10%

ACV Organic Growth: 8% - 9%

Subscription Revenues Growth: 8% - 9%

Organic¹ Subscription Revenues Growth: 4% - 5%

By Source

Subscription Revenues Growth excluding U.S. Mortgage: 16%

U.S. Mortgage Organic Subscription Growth: 8%

By Source

Subscription Revenues Growth excluding U.S. Mortgage: 9% - 10%

U.S. Mortgage Organic Subscription Growth: ~0%

 Note: cc) denotes constant currency: rates in effect January 31, 2024, for ACV and rates in effect for FY 2024 for subscription revenues. 1) Inorganic Subscription Revenues were \$12.3 million in FY 2025 and are expected to be ~\$17.5 million in FY 2026. 2) One-time represents benefit in H2 FY 2025, which turns to (3%) headwind in Q3 and Q4 FY 2026, (2%) for full year FY2026, from Subscription Revenues that do not repeat in FY 2026.

Updated Guidance Assumptions

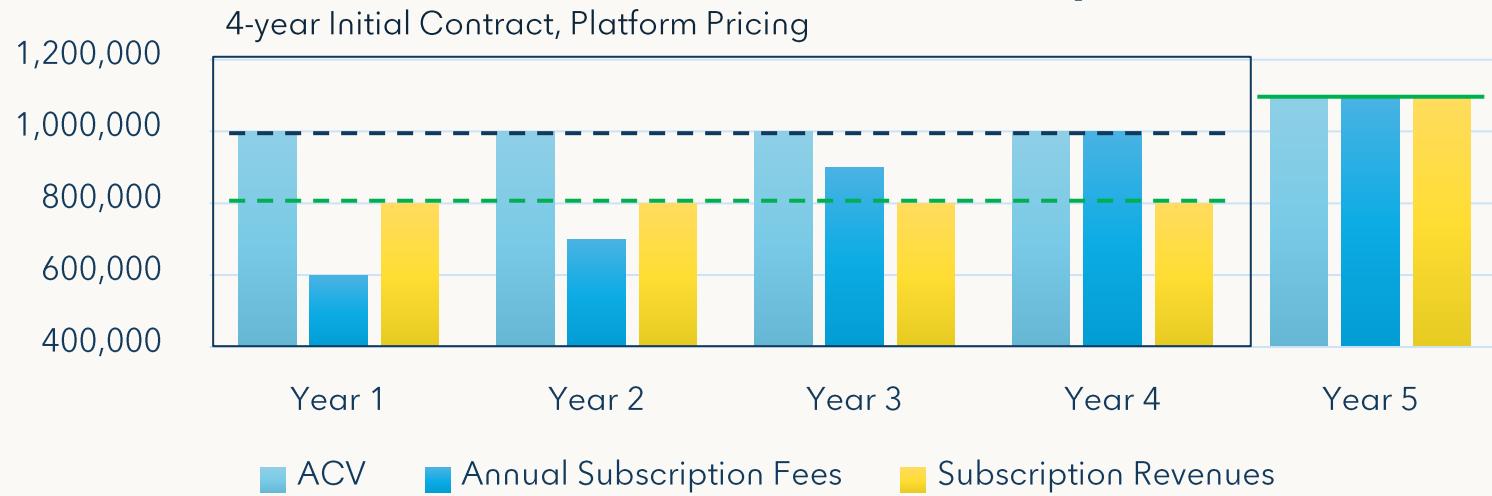
Metric:	FY2026 Guidance Assumptions
Total Revenues	<ul style="list-style-type: none"> 0% growth in Professional Services Revenues
Subscription Revenues	<ul style="list-style-type: none"> Currency exchange rates in effect as of February 1, 2025 Fourth quarter to represent lowest year-over-year subscription revenues growth
Non-GAAP Operating Income	<ul style="list-style-type: none"> \$10 million of sales & marketing investments Second quarter includes approximately \$2.5 million of sales & marketing expense related to nSight user conference
Non-GAAP Net Income Attributable to nCino per Diluted Share	<p><u>Interest expense of:</u></p> <ul style="list-style-type: none"> Q2: \$4.0 million FY 2026: \$15 million <p><u>Share count before any repurchases</u></p> <ul style="list-style-type: none"> Q2: weighted average of 119 million diluted shares outstanding before additional share repurchases FY 2026: weighted average of 119 million diluted shares outstanding before additional share repurchases <p><u>Foreign Exchange Gain/Loss</u></p> <ul style="list-style-type: none"> None considered Reported non-GAAP results will exclude currency gain/loss from intercompany transactions
Annual Contract Value (ACV)	<ul style="list-style-type: none"> Net additions of \$48 million to \$51 million including approximately \$4.5 million from acquisition of Sandbox Banking Currency exchange rates in effect as of February 1, 2025

Note: Non-GAAP financials adjusted to exclude stock-based compensation, amortization, litigation expenses, acquisition-related expenses, restructuring charges, tax (benefit) provision related to acquisitions, income tax effect on non-GAAP adjustments, adjustments to redeemable non-controlling interest, and intercompany foreign currency exchange gain/(loss). See Appendix for GAAP reconciliation and Definitions.



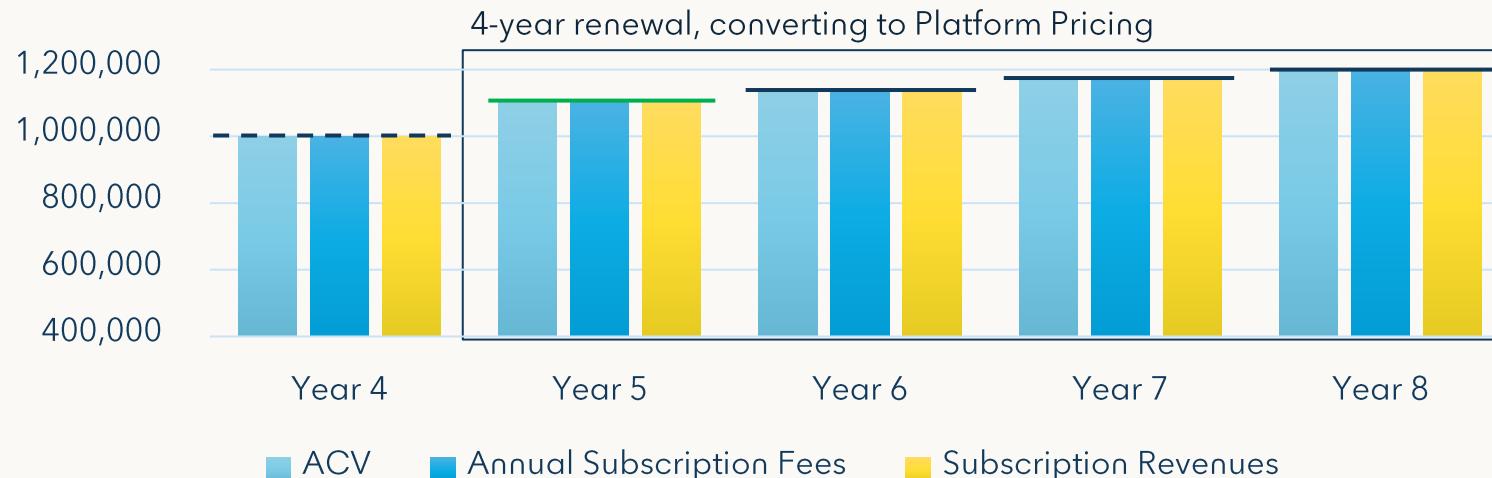
Platform Pricing

New Customer Illustrative Example



- Initial Contract ACV (dashed line)
- Subscription revenues under initial contract = average of contracted Subscription Fees, before any AUM* growth (dashed green line)
- Subscription revenues step up to subscription fees, including price uplift, upon renewal (solid green line)
- Subscription Fees and ACV step up with AUM* growth (solid black line)

Renewal Illustrative Example



Notes: Subscription Fees represent amounts billed to customer.

* Financial institution's Assets Under Management supported by nCino



GAAP to Non-GAAP Reconciliation

(\$ in thousands)

Subscription Gross Margin	FY 2023	FY 2024	FY 2025	1Q FY25	1Q FY26
Subscription Revenues	\$344,752	\$409,479	\$469,168	\$110,406	\$125,588
GAAP Subscription Gross Profit	238,487	288,618	334,236	78,626	89,463
(+) Amortization	17,019	16,306	17,784	4,118	5,075
(+) Stock Based Compensation	1,430	1,847	2,891	562	664
(+) Restructuring Charges	4	51	--	--	--
Non-GAAP Subscription Gross Profit	\$256,940	\$306,822	\$354,911	\$83,306	\$95,202
Non-GAAP Subscription Gross Margin	75%	75%	76%	75%	76%

Professional Services & Other Gross Margin	FY 2023	FY 2024	FY 2025	1Q FY25	1Q FY26
Professional Services & Other Revenues	\$63,563	\$67,064	\$71,489	\$17,681	\$18,549
GAAP Professional Services Gross Profit	222	(3,545)	(9,448)	(1,719)	(3,021)
(+) Amortization	94	330	330	82	82
(+) Stock Based Compensation	7,263	9,369	11,977	2,779	2,754
(+) Restructuring Charges	333	118	--	--	--
Non-GAAP Professional Services Gross Profit	\$7,912	\$6,272	\$2,859	\$1,142	(\$185)
Non-GAAP Professional Services Gross Margin	12%	9%	4%	6%	(1%)

Overall Gross Margin	FY 2023	FY 2024	FY 2025	1Q FY25	1Q FY26
Total Revenues	\$408,315	\$476,543	\$540,657	\$128,087	\$144,137
GAAP Gross Profit	238,709	285,073	324,788	76,907	86,442
(+) Amortization	17,113	16,636	18,114	4,200	5,157
(+) Stock Based Compensation	8,693	11,216	14,868	3,341	3,418
(+) Restructuring Charges	337	169	--	--	--
Non-GAAP Gross Profit	\$264,852	\$313,094	\$357,770	\$84,448	\$95,017
Non-GAAP Gross Margin	65%	66%	66%	66%	66%



GAAP to Non-GAAP Reconciliation

(\$ in thousands)

S&M Expense	FY 2023	FY 2024	FY 2025	1Q FY25	1Q FY26
GAAP S&M	\$127,669	\$130,547	\$123,231	\$28,045	\$32,971
(-) Amortization	11,087	20,590	11,979	2,482	4,032
(-) Acquisition-Related Expenses	--	--	46	--	335
(-) Stock Based Compensation	13,283	15,417	17,016	3,956	2,928
(-) Restructuring Charges	1,333	100	--	--	--
Non-GAAP S&M	\$101,966	\$94,440	\$94,190	\$21,607	\$25,676
% of Revenues	25%	20%	17%	17%	18%
R&D Expense	FY 2023	FY 2024	FY 2025	1Q FY25	1Q FY26
GAAP R&D	\$121,576	\$117,311	\$129,422	\$29,981	\$33,341
(-) Stock Based Compensation	11,602	15,942	17,416	4,226	4,115
(-) Acquisition-Related Expenses	--	--	896	--	90
(-) Restructuring Charges	2,135	352	--	--	--
Non-GAAP R&D	\$107,839	\$101,017	\$111,110	\$25,755	\$29,136
% of Revenues	26%	21%	21%	20%	20%
G&A Expense	FY 2023	FY 2024	FY 2025	1Q FY25	1Q FY26
GAAP G&A	\$83,477	\$76,727	\$90,266	\$22,544	\$21,643
(-) Stock Based Compensation	16,654	15,460	22,292	4,682	5,353
(-) Acquisition-Related Expenses	2,276	878	11,303	5,040	915
(-) Litigation Expenses	6,147	4,525	366	181	--
(-) Restructuring Charges	1,212	6	--	--	--
Non-GAAP G&A	\$57,188	\$55,858	\$56,305	\$12,641	\$15,375
% of Revenues	14%	12%	10%	10%	11%
Non-GAAP Operating Income/(Loss)	FY 2023	FY 2024	FY 2025	1Q FY25	1Q FY26
GAAP Operating Income/(Loss)	(\$94,013)	(\$39,512)	(18,131)	(\$3,663)	(\$1,513)
(+) Amortization of Acquired Intangibles	28,200	37,226	30,093	6,682	9,189
(+) Stock Based Compensation	50,232	58,035	71,592	16,205	15,814
(+) Acquisition-Related Expenses	2,276	878	12,245	5,040	1,340
(+) Litigation Expenses	6,147	4,525	366	181	--
(+) Restructuring Charges	5,017	627	--	--	--
Non-GAAP Operating Income/(Loss)	(\$2,141)	\$61,779	\$96,165	\$24,445	\$24,830
Non-GAAP Operating Margin %	(1%)	13%	18%	19%	17%



GAAP to Non-GAAP Reconciliation

(\$ in thousands)

Non-GAAP Net Income/(Loss) Attributable to nCino	FY 2023	FY 2024	FY 2025	1Q FY25	1Q FY26
GAAP Net Income/(Loss) Attributable to nCino	(\$102,720)	(\$42,346)	(\$37,878)	(\$2,976)	\$5,562
(+) Amortization of Acquired Intangibles	28,200	37,226	30,093	6,682	9,189
(+) Stock Based Compensation	50,232	58,035	71,592	16,205	15,814
(+) Acquisition-Related Expenses	2,276	878	12,245	5,040	1,340
(+) Litigation Expenses	6,147	4,525	366	181	--
(+) Restructuring Charges	5,017	627	--	--	--
(-/-) Intercompany Foreign Currency Exchange (Gain)/Loss ¹	1,984	902	10,310	844	(14,300)
(-/-) Tax (Benefit) Provision Related to Acquisitions	860	--	(3,585)	(3,609)	(1,955)
(-) Income Tax Effect on non-GAAP Adjustments ²	59	(770)	(3,977)	(450)	2,378
(+) Adjustment Attributable to Redeemable Non-Controlling Interest	1,995	(71)	5,301	844	379
Non-GAAP Net Income/(Loss) Attributable to nCino	(\$5,950)	\$59,006	\$84,467	\$22,761	\$18,407
Weighted-average shares used to compute non-GAAP Net Income/(Loss) per share, basic	110,615,734	112,672,397	115,162,175	114,197,068	114,781,654
Non-GAAP Net Income/(Loss) Attributable to nCino per Share, basic	(\$0.05)	\$0.52	\$0.73	\$0.20	\$0.16
Weighted-average shares used to compute non-GAAP Net Income/(Loss) per share, diluted	110,615,734	114,916,521	117,311,913	116,553,054	116,578,848
Non-GAAP Net Income/(Loss) Attributable to nCino per Share, diluted	(\$0.05)	\$0.51	\$0.72	\$0.20	\$0.16

Free Cash Flow	FY 2023	FY 2024	FY 2025	1Q FY25	1Q FY26
GAAP Cash Flow From Operations	(\$15,381)	\$57,285	\$55,199	\$54,442	54,320
(-) Purchases of Property and Equipment	(18,338)	(3,515)	(1,816)	(342)	(1,718)
Free Cash Flow	(\$33,719)	\$53,770	\$53,383	\$54,100	\$52,602
(-) Principal Payments on Financing Obligation ³	(1,121)	(1,226)	(1,302)	(359)	(410)
Free Cash Flow less Principal Payments on Financing Obligation	(\$34,840)	\$52,544	\$52,081	\$53,741	\$52,192

¹Effective 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.

²Income tax adjustments for prior periods have been recast related to excluding intercompany foreign currency exchange gains and losses related to intercompany loans and transactions as state in the note above.

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

