

25 August 2020

## **Nitro announces CFO and CMO appointments to further strengthen the executive team**

*Innovative leaders from BlueVine and Imperva tapped to drive next phase of growth at Nitro*

**Nitro Software Limited (ASX:NTO) (“Nitro” or the “Company”)**, a global document productivity software company helping organisations accelerate their digital transformation and improve productivity, is pleased to announce the appointment of Ana Sirbu as Chief Financial Officer and Maria Robinson as Chief Marketing Officer.

### **Ana Sirbu appointed as CFO**

Ms Sirbu commences on 28 September 2020 and brings to Nitro strong expertise in corporate and operational finance within the technology sector, most recently as Chief Financial Officer at BlueVine, a leading provider of small business banking and lending in the US. In this role, Ms Sirbu led the company’s finance, strategy, capital markets and analytics activities, playing a critical role in BlueVine’s strong growth and success.

Prior to joining BlueVine, Ms Sirbu led technology investment activity at Google Capital across the fintech and SaaS sectors. She also previously held investing, finance, and corporate development roles at Skrill, Silver Lake Partners and UBS investment bank.

In November 2018, Ms Sirbu was included on the Innovate Finance Women in FinTech Powerlist, which recognises the contributions of women leading innovation in financial services.

Ms Sirbu holds a Bachelor of Arts in Economics from Harvard University.

### **Maria Robinson appointed as CMO**

Ms Robinson joined Nitro on 24 August to help drive and support the go-to-market strategy and fuel the Company’s next phase of growth. Most recently, Ms Robinson served as Vice President of Growth Strategy at cybersecurity leader Imperva, where she led marketing and sales development teams responsible for brand, digital, demand, and account-based marketing transformation resulting in shift to enterprise SaaS. A longstanding advocate

and mentor for women in technology roles, Ms Robinson also founded the Imperva Women's Network to foster greater diversity and inclusion in the sector.

Previously, Ms Robinson held a number of leadership roles in the technology sector, including LogMeIn, Citrix and Intuit, and has a proven track record in driving growth in subscription revenue. She also formerly held leadership roles in healthcare technology start-ups Metis and Medem.

Ms Robinson holds a Bachelor of Arts in Sociology and Global Studies from Alverno College.

Nitro Co-Founder and CEO Sam Chandler said: "I am thrilled to welcome both Ana and Maria to Nitro as we further strengthen our executive team to deliver future growth.

"Ana has an impressive background as a customer- and product-focused business leader with proven ability in driving organisational success. She brings excellent perspectives both as a strategic business executive and as an investor across the high-growth technology sector, which will provide valuable depth to her role as CFO at Nitro. With her combination of deep functional financial expertise and strong commercial acumen, Ana will play a key role in the delivery of Nitro's ambitious growth plans.

"Maria brings deep expertise and a proven track record in driving customer acquisition and business growth. Throughout her career, she has both built and scaled marketing teams, deploying innovative strategies to capture market share and achieve exceptional outcomes. With Nitro strongly positioned to benefit from accelerating trends in digital transformation, we are thrilled to have the benefit of Maria's strategic leadership as we take full advantage of the opportunities before us."

## **Ends**

Authorised for release to the ASX by the Board.

## **Enquiries**

### **Investors**

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## About Nitro

Nitro is a global document productivity software company driving digital transformation in organisations around the world across multiple industries. The Company's core solution, the Nitro Productivity Suite™, provides integrated PDF productivity, eSignature and business intelligence (BI) tools to customers through a horizontal, SaaS and desktop-based software suite. Nitro's software solution is highly scalable, serving large multinational enterprises and government agencies, as well as small business and individual users. Nitro has over 2.2 million licenses sold, and over 11,000 Business Customers in 144 countries around the world, including global market leaders across multiple industries, over 68% of the 2019 Fortune 500, and three of the 2019 Fortune 10. Nitro is headquartered in San Francisco and has offices in Dublin, London and Melbourne.

For more information on Nitro, please visit

Website: <https://www.gonitro.com/>

Investors: <https://ir.gonitro.com/Investor-Centre/>

*All statistics provided are as of 30 June 2020.*