



# Wilsons Rapid Insights

Offshore Segment

May 2021

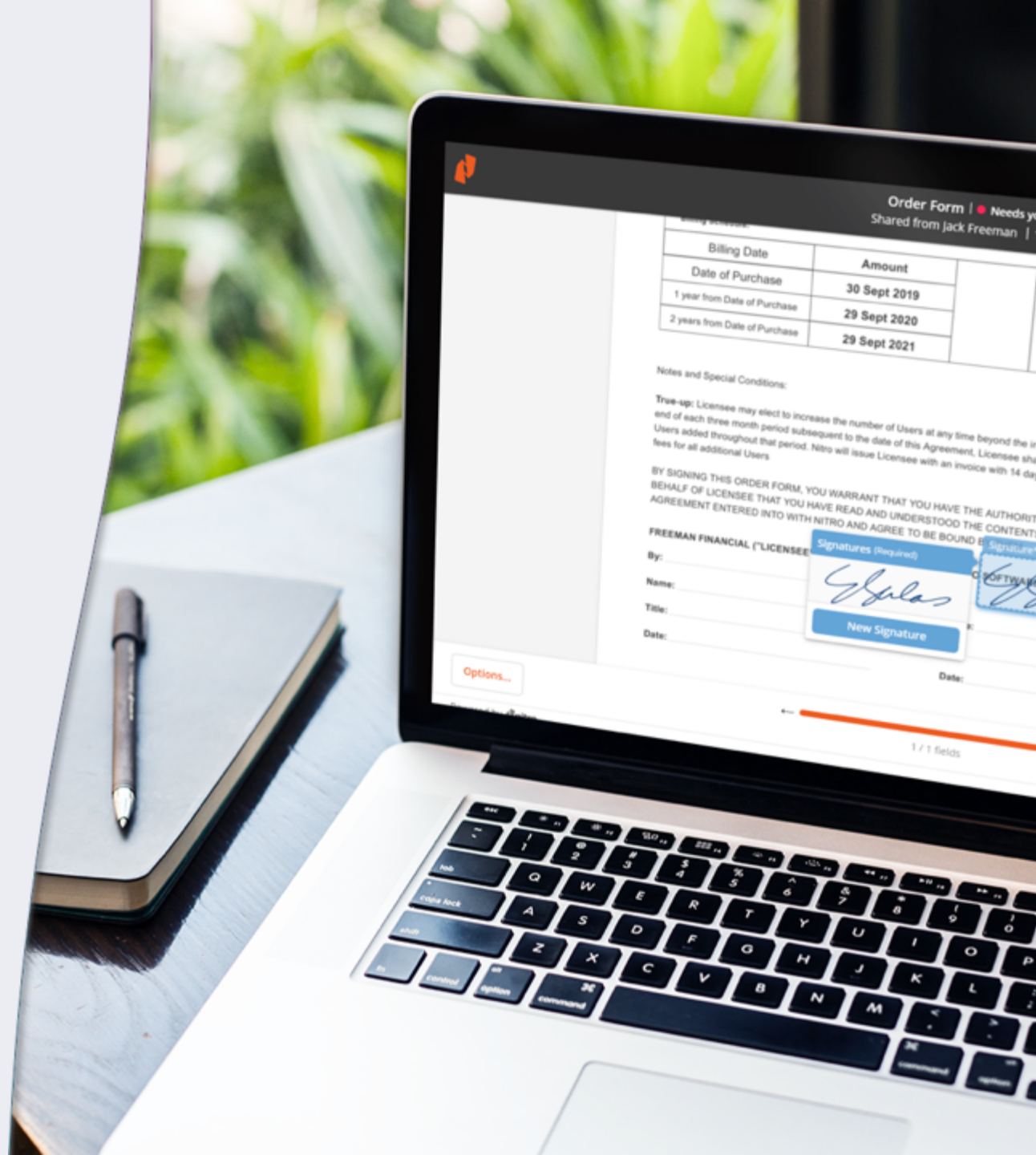
# Today's Speakers



Sam Chandler  
Co-Founder & CEO



Ana Sirbu  
CFO





Nitro is a global leader in document productivity and digital transformation delivering customer value at scale

**68%**  
OF THE  
**Fortune 500**  
ARE NITRO CUSTOMERS <sup>1</sup>



**11,700**  
Business Customers



**154**  
Countries



**2.6M**  
Licensed Users

**ExxonMobil**

**Continental** 



 **United  
Healthcare**

 **estpac**

  
**LLOYDS BANK**

 **CATERPILLAR**

**CHUBB®**

<sup>1</sup>Percentage of the 2019 Fortune 500 with paid Nitro licences. As of 31 December 2020.



# Delighted Users at Global Scale

Leading the way in document productivity and digital transformation



Nitro Pro

**>2.2 Billion**

Documents Opened



Nitro Sign

**>1 Million**

eSignatures



Nitro Analytics

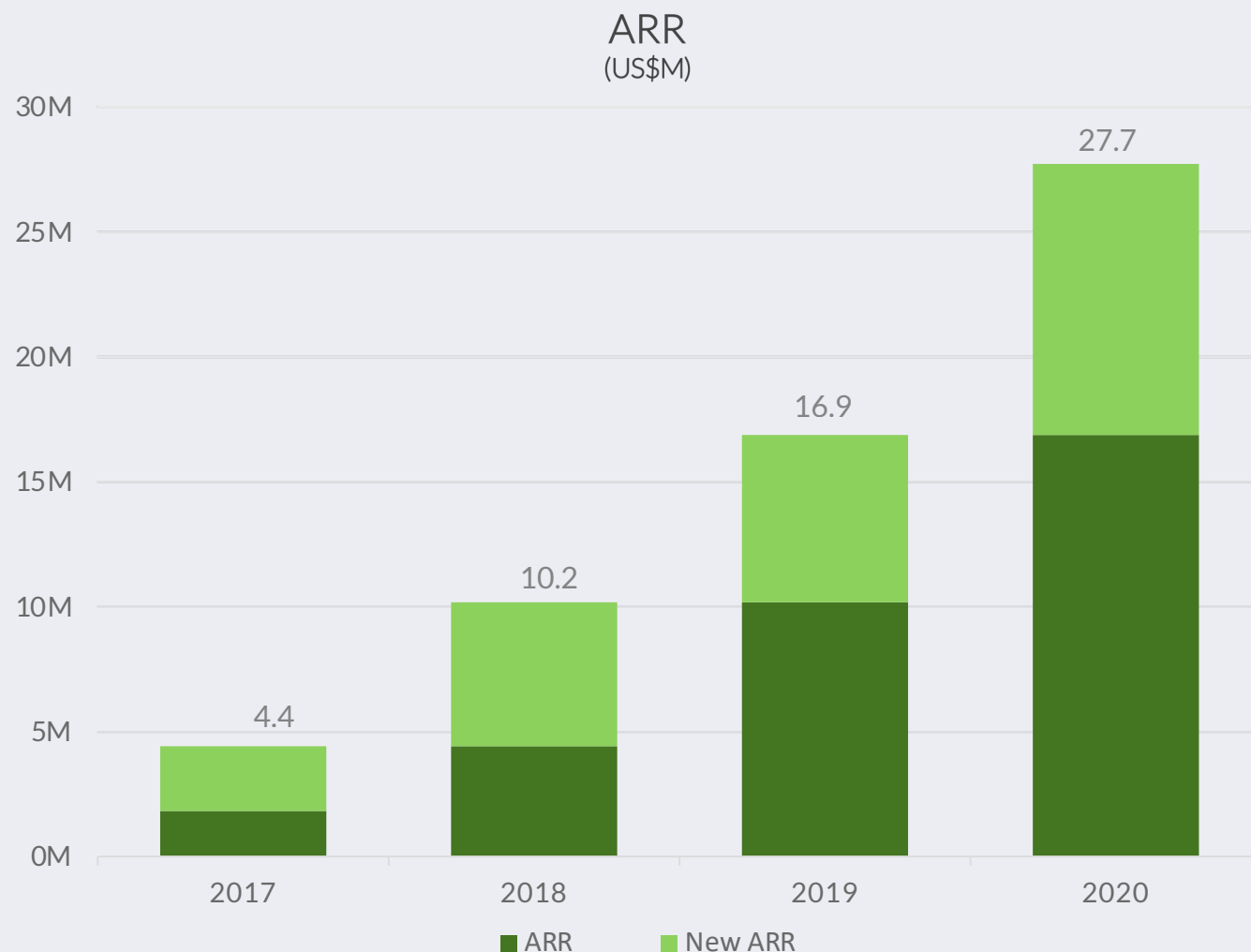
**>17 Billion**

Pro + Sign Events



# 2020 Financial Highlights

Delivering rapid ARR and subscription revenue growth efficiently



**\$27.7 million**  
Ending ARR

114% of prospectus plan



ARR  
Up **64%** YoY

**\$40.2 million**  
Revenue

99.3% of prospectus plan



Subscription Revenue  
Up **61%** YoY

**(\$2.4 million)**  
Operating EBITDA<sup>1</sup>

+\$1.6M to prospectus plan

**\$43.7 million**  
Ending Cash

+\$5.8M to prospectus plan

**\$ in USD**

<sup>1</sup>Operating EBITDA excludes stock-based payments and foreign exchange gains and losses.



# \$28B TAM<sup>1</sup>

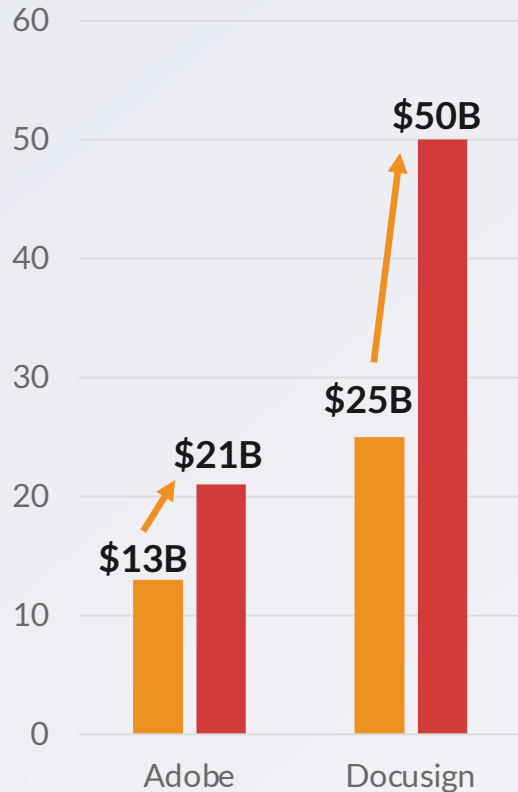
Digital transformation market opportunity is vast and growing



<sup>1</sup>Nitro Productivity Suite and Nitro Sign Total Addressable Market (TAM) calculated by estimating the total number of companies worldwide across our SMB, Mid-Market, Growth and Enterprise segments using LinkedIn data and applying an Average Contract Value (ACV) per segment for each product. Productivity Suite ACVs are based on Nitro's typical ACVs per segment achieved today, and Sign ACVs are based on typical eSigning contract values per segment currently achieved by market leaders, but discounted to reflect expected Nitro pricing and packaging.



## Bigger Markets



**TAMS are Getting Bigger**

## Increasing Demand

**314%**

Increase in Nitro Sign  
Signature Requests  
in 2020

**160%**

Increase in Nitro Pro  
Total Time Spent  
in 2020

**Increased Demand & Usage**

## Urgent Problems

**96%**

Say there's room for  
improvement in how their  
company handles documents

- Better/more tools to enable remote work
- More automated processes/workflows
- Increased standardization of processes
- Better training

**Document Challenges  
Haven't Gone Away**



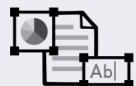
# The Nitro Solution Today

A trusted platform of products that delivers productivity, eSigning, and intelligence to the most critical documents in your enterprise with best-in-class service every step of the way



## Nitro Pro

PDF Productivity



Create, edit and collaborate



Document conversion



Eliminate printing



## Nitro Sign

eSigning



Secure eSigning, any device



Process digitisation



Remote collaboration



## Nitro Analytics

Insights & Intelligence



Measure adoption



Benchmark performance



Prove ROI



## Customer Success

Best-in-Class Service



Onboarding and adoption



24/7 support team



Training and enablement





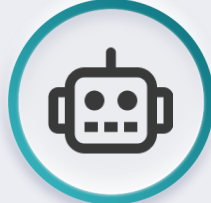
# Nitro is Building the First of its Kind Document Productivity Platform



Productivity



Workflow



Automation



API/SDK



Analytical  
Insights



Centralized  
Licensing



Customer  
Success

# Past, Present and Future

1

Large Mature  
Category



**Nitro Pro**  
PDF Productivity



2

High-Growth SaaS  
Categories



**Nitro Pro**  
PDF Productivity



**Nitro Sign**  
eSigning



**Nitro Analytics**  
Insights & Intelligence



3

Digital Transformation  
As-a-Service



**Nitro Productivity  
Platform**

Partner Model

Perpetual Licensing

Subscription Licensing

Subscription Licensing + Services



# FY2021 Guidance

A year of investment to further accelerate both short and long-term growth

**\$39-42 million**  
Ending ARR

**\$45-49 million**  
Revenue

**(\$11)-(\$13) million**  
Operating EBITDA <sup>1</sup>

\$ in USD

<sup>1</sup> Operating EBITDA excludes stock-based payments and foreign exchange gains and losses.

Note: FY2021 stock-based payments expected to be significantly higher than in FY2020 given leadership hires in 2H 2020 and early 2021



# 2021 Outlook

Building scale and capabilities to become a genuine leader in productivity and workflow



High-growth, recurring B2B SaaS revenue model



Very large and growing TAM



Evolving as broader productivity software platform



Investing in R&D and go-to-market for continued growth and scale



Experienced leadership team, truly global enterprise software company





Thank You!

