TODAY'S SPEAKERS

Sam Chandler
Co-Founder & CEO

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CFO

AGENDA

1 Business Overview

2 Product Highlights

3 Business Strategy

4 Q&A

BUSINESS OVERVIEW

nitro

We're the leader in document productivity and digital transformation

67%

of the **Fortune 500**
are Nitro customers[1]

14% of the F500 are scaled
customers with >100 licenses

13,000+

Business Customers[2]

157

Countries

[1] 2021 Fortune 500 customers with paid licences, as of 31 December 2021.
[2] A Business Customer is a PDF Pro customer with 10 or more licenced users, or an eSign customer .

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nitro SNAPSHOT

- High-growth, recurring B2B SaaS revenue model

- Large and growing TAM

- Leader in both PDF productivity and eSigning, evolving further into productivity software platform

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

- Strategic M&A as key lever in product roadmap acceleration
  (Connective, PDFpen in 2021)

- Experienced leadership team

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THE WORLD'S FIRST DOCUMENT PRODUCTIVITY PLATFORM

PDF Productivity

✓ Windows PDF Productivity
✓ Web PDF Productivity
✓ Mac PDF Productivity
✓ Mobile PDF Productivity

eSign

✓ Simple eSign
✓ Enterprise eSign
✓ High-Trust eSign
✓ Identity Verification/eID

Workflows + Integrations

✓ Web Storage Integrations
✓ Enterprise Integrations
✓ Document Generation
✓ Workflow Automation

API/SDK

✓ PDF SDK/API
✓ eSign API
✓ Identity Hub API
✓ Smart Docs API

Analytics & Insights

✓ PDF Analytics
✓ Printing Analytics
✓ eSign Analytics

M&A was an important accelerant in 2021

✓ Nitro features before acquisitions.
✓ Features added through acquisitions during 2021 (PDFpen and Connective).

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THE NITRO DIFFERENCE

PRODUCTIVITY & WORKFLOW

- ✓ One vendor, multiple solutions
- ✓ Any end user, any device, any workflow
- ✓ Better for IT, better for teams, better for end users
- ✓ The leader in high-trust workflows

ANALYTICS

- ✓ Measure, prove and tell your digital transformation story
- ✓ Completely unique in market
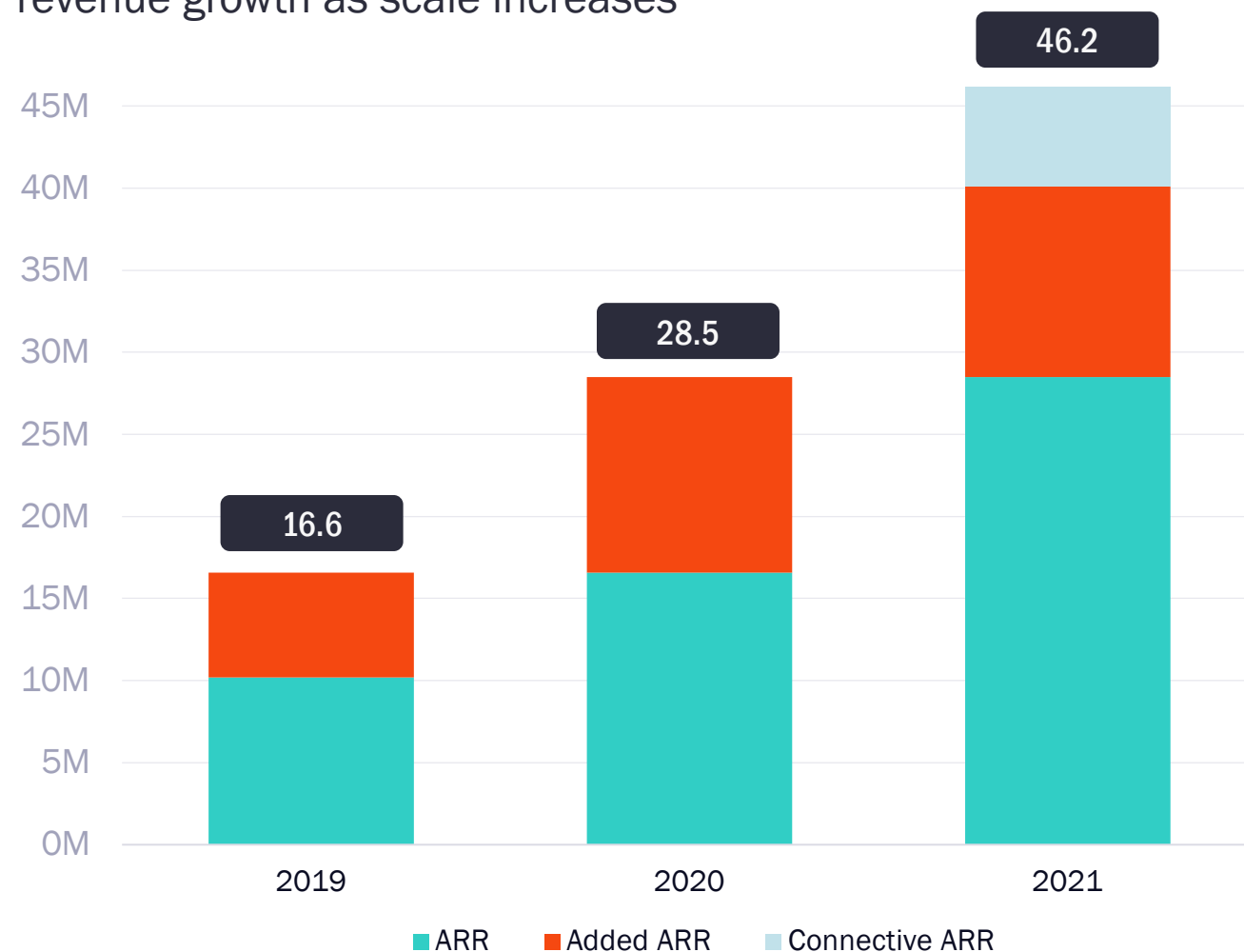- ✓ Evolving toward even deeper, richer insights and reporting

CUSTOMER EXPERIENCE

- ✓ Unparalleled sales and service experience

2021 FINANCIAL HIGHLIGHTS

Delivering rapid ARR and subscription revenue growth as scale increases

Chart values by year:
- 2019: 16.6
- 2020: 28.5
- 2021: 46.2

Y-axis: 0M, 5M, 10M, 15M, 20M, 25M, 30M, 35M, 40M, 45M

Legend: ■ ARR ■ Added ARR ■ Connective ARR

BY THE NUMBERS

$46.2 million
ENDING ARR

Up 62% YoY
ARR

$50.9 million
REVENUE

Up 59% YoY
SUBSCRIPTION REV

($7.6 million)
OPERATING EBITDA[1]

$48.2 million
ENDING CASH

[1] Operating EBITDA excludes stock-based payment, foreign exchange gains and losses, and one-time expenses related to M&A.

Note: Financials inclusive of Connective.

$ IN USD

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PRODUCT HIGHLIGHTS

PRODUCT HIGHLIGHTS

Delivering customer value at scale

Nitro PDF Pro

DOCUMENTS OPENED

>3 BILLION

37% INCREASE YOY

Nitro Sign

ESIGNATURES

>22 MILLION

UP FROM 1 MILLION
ESIGNATURES IN 2020[1]

70%

Increase in total activity by
Nitro Pro users

>100%

Increase in Nitro Sign business
users[2] and eSignature requests,
before Connective acquisition

[1] 22 million includes 2 million Nitro Sign, and 20 million Connective eSignatures.

[2] Increase in Nitro Sign business users (exclusive of Connective) measured as average number of monthly eSignature requesters during 2021 vs 2020.

NITRO + CONNECTIVE = $28B OPPORTUNITY

Connective enables Nitro to serve entire **US$17B** eSign market

nitro
- ✓ Simple eSigning (SES)
- ✓ Simple integrations

Simple eSigning **$6B** USD TAM

+

CONNECTIVE
- ✓ Advanced and Qualified eSignatures (AES, QES)
- ✓ Powerful integrations
- ✓ Powerful API
- ✓ More eID integrations than any other eSign solution
- ✓ Powerful workflow engine

Enterprise eSigning **$11B** USD TAM

$17B USD TAM

Nitro Sign
- eSigning
- Document Workflow
- Automation

$11B USD TAM

Nitro PDF Productivity
- PDF Productivity
- PDF Document Services
- Document Insights & Intelligence

France Connect   KBC   BNP PARIBAS   Adecco   ING   Cofidis   **$ IN USD**

NAMED TOP 3 GLOBAL LEADER FOR ESIGNATURE SOLUTIONS

GigaOm selects Nitro Sign as Fast Mover and Top 3 Leader in eSigning alongside DocuSign and Adobe

Read the Full Report

https://www.gonitro.com/resources/gigaom-radar-report-for-esignatures

"Nitro Sign has emerged as a leader with its acquisition of Connective."

2022 GIGAOM RADAR REPORT

E-SIGNATURE SOLUTIONS

GIGAOM RADAR REPORT

LEADER

FROM GIGAOM

Leads with Customer Value

✓ Balances innovation and robust platform functionality

✓ Regional compliance

✓ Best-in-class security provisions

✓ Native support for advanced and qualified eSignatures (AES and QES)

BUSINESS STRATEGY

PERFECTLY POSITIONED FOR TODAY AND THE FUTURE

Digital Transformation (DX) is a multi-decade trend creating significant opportunities for Nitro in core and adjacent markets...

KEY IT PRIORITIES FOR ENTERPRISES IN 2022

1. Security, Identity, and Privacy

2. Creating Digital Capability

3. Building the Modern Workplace

4. Modernize Legacy Systems

5. Adopt Cloud Services

*SOURCE: OMDIA (Formerly OVUM)

...and Nitro's solutions perfectly reflect the top enterprise technology trends

DX Digital Transformation

Document Productivity & Workflow

eSigning   PDF Productivity   Identity

Document Generation   Analytics

Future Categories

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SCALING THE NITRO PRODUCTIVITY PLATFORM IN 2022

PRODUCT

✔ Expand our competitive position in PDF productivity

✔ Transform our competitive position in eSigning

✔ Further our differentiation in analytics

✔ Deliver a platform of connected apps and a unique set of APIs and integrations

GTM

✔ Scale and fully integrate Nitro / Connective GTM machine

✔ Drive Nitro Sign / Connective cross-sell

✔ Expand channel strategy to Solutions Integrators (SIs) and other partners

✔ Equal focus on new customer acquisition, expansion and retention

MULTIPLE LEVERS FOR GROWTH

From new customers and products, to cross-sell opportunities and M&A, we have multiple avenues for continued growth

EXPANSION WITHIN EXISTING CUSTOMERS
Cross-sell between Nitro and Connective customers

Customer Account Executives focused on expansion, including Pro upsell and Sign cross-sell

WINNING NEW CUSTOMERS
Account Executives leveraging established big wins to penetrate new accounts, regions and verticals

FOCUS ON CHANNEL
Scale partner strategy through the addition of Connective's 110+ Solution Integrators and other partners to provide integration, implementation and managed services

NEW PRODUCT DEVELOPMENT
Continued innovation across Nitro Pro, Sign and Analytics while adding new products and features in line with platform vision

MERGERS & ACQUISITIONS
Product-led strategic M&A to accelerate roadmap and unlock even greater cross-sell potential

Q&A

THANK YOU