



# Annual General Meeting

28 May 2020



# Chairman's Address

Kurt Johnson  
Executive Chairman

# 2019 Highlights

**\$41.4 million**  
IPO Proceeds (net)

**11,000**  
Business  
Customers

**2 million**  
Licensed Users

**\$35.7 million**  
Total Revenue

**48**  
Nitronauts Added

\$ in USD



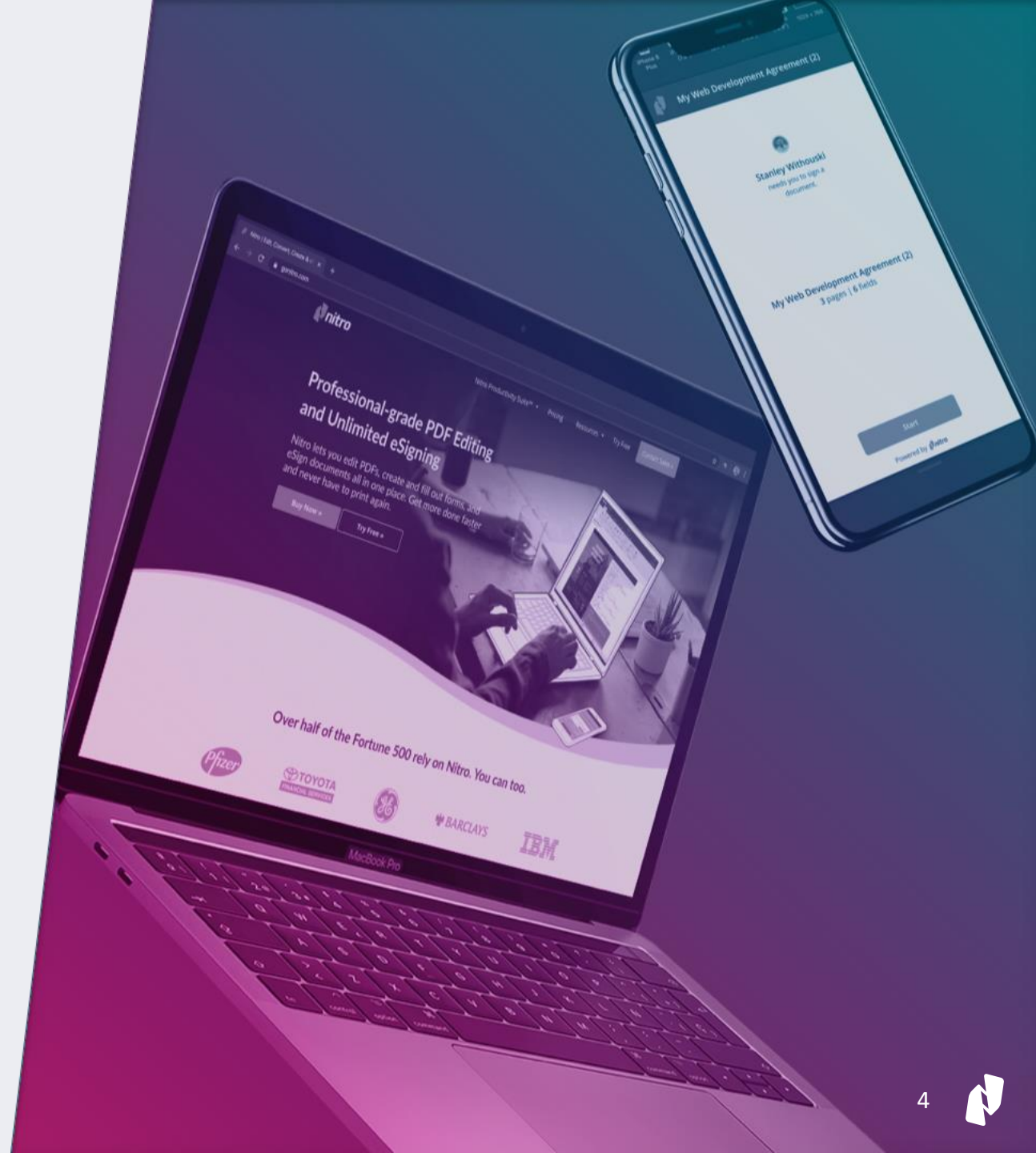
# 2020 Highlights

Q1 performance was strong – meeting or beating our plan

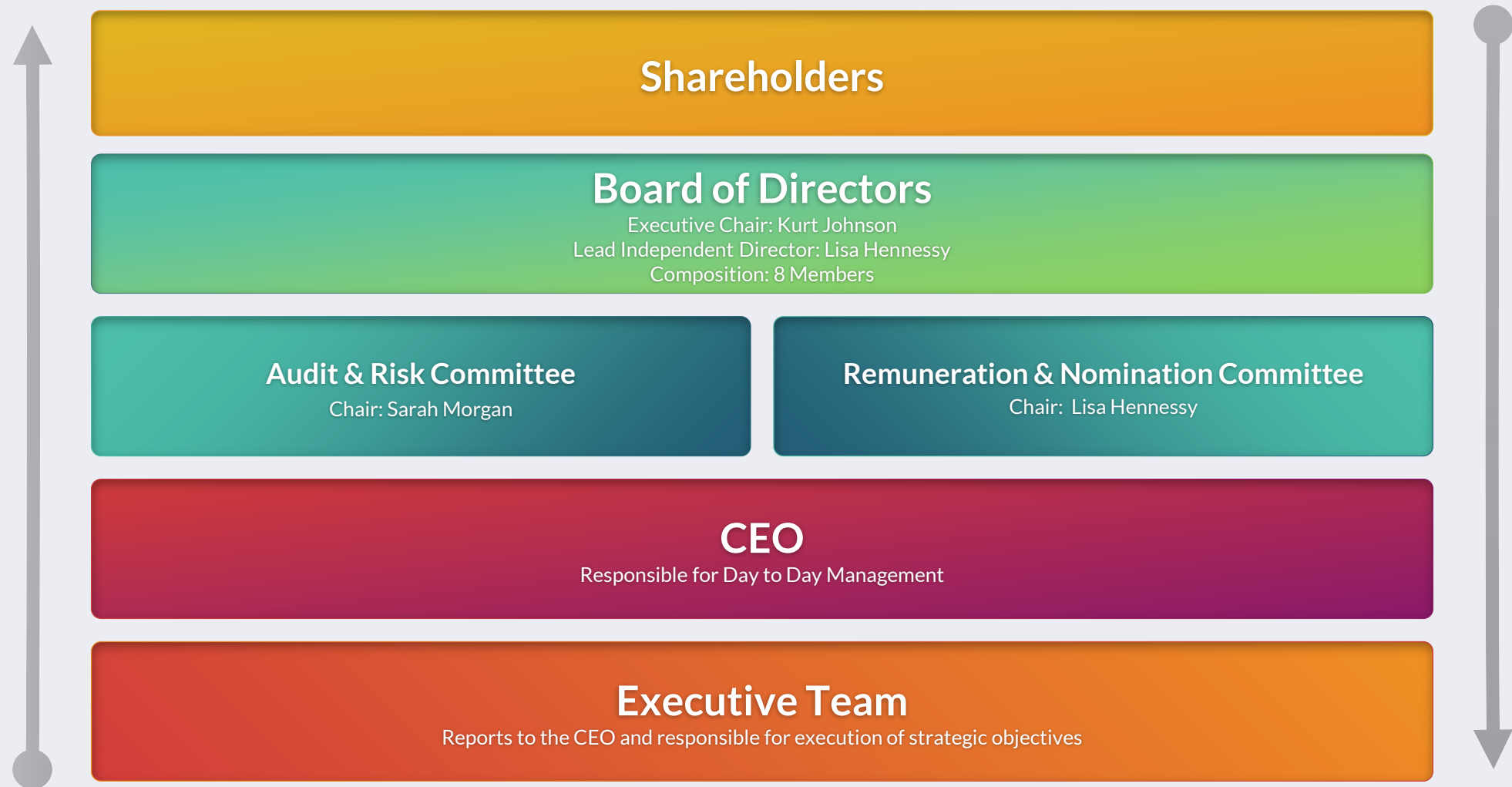
## Our goals for 2020 are unchanged:

We are committed to providing document productivity, eSigning and workflow solutions that:

- **Improve** employee productivity and efficiency
- **Respond** to the surging demand for eSigning
- **Deliver** digitization and business process acceleration
- **Provide** business intelligence and actionable insights
- **Drive** tangible and measurable ROI



# Nitro Corporate Governance



# COVID-19 Priorities

- Health and safety of our global workforce
- Continuing to serve our over 11,000 business customers
- Protecting the interest of our stakeholders



COVID-19 has **accelerated** digital transformation. Never has it been more important to be productive from anywhere



We are **well-positioned** to manage through COVID-19 and drive business growth into the future



Our team is **fully functional and productive** from homes around the world. Our intention is to maintain our work-from-home policy through 2020




The Nitro Productivity Suite enables teams to **increase knowledge worker productivity and digitize and accelerate business processes** from anywhere, including from home

# Giving Thanks

- Our 11,000+ business customers and millions of users around the world
- Our dedicated channel partners
- Our global team of Nitronauts who continue to amaze us with their passion and commitment to delivering mission-critical solutions, service and support
- Our Board of Directors for their leadership and guidance
- You, our shareholders for your continued confidence and support





# CEO's Address

Sam Chandler  
Co-Founder & CEO

# 2019: A Monumental Year for Nitro

**\$35.7 million**  
FY 2019 Revenue<sup>1</sup>



100% of  
prospectus forecast

**\$13.2 million**  
Subscription Revenue



91% increase  
year over year

**\$16.9 million**  
Ending ARR



103% of  
prospectus forecast

**90%**  
Subscription  
Retention Rate<sup>2</sup>

**126%**  
Net Revenue  
Retention

**(\$3.8) million**  
EBITDA loss



**\$2.3 million** above  
prospectus forecast

\$ in USD

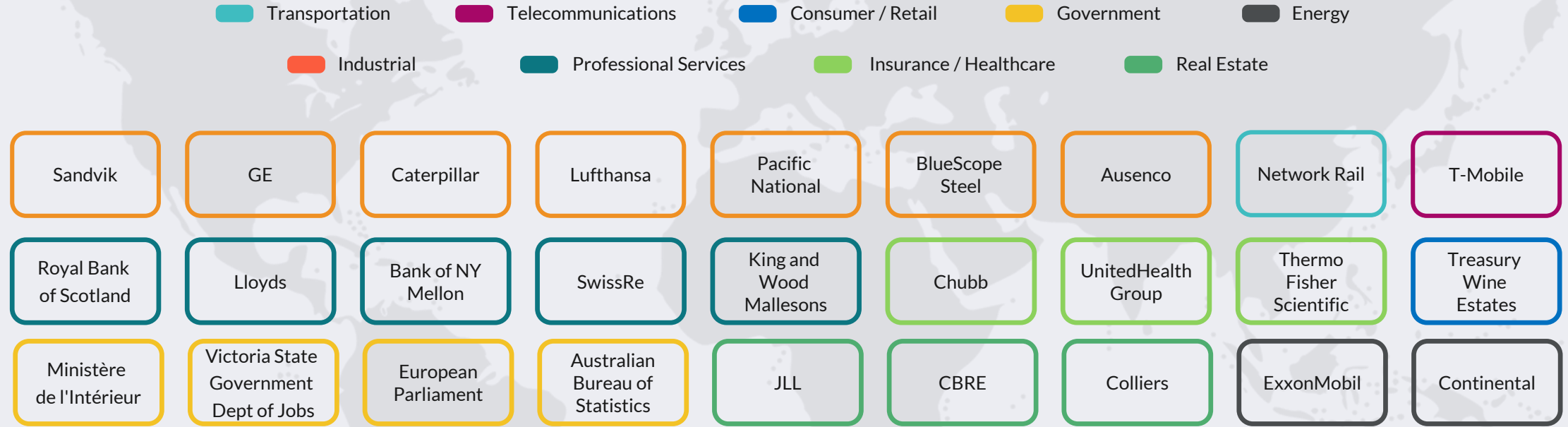
<sup>1</sup> Final 2019 Statutory Financial Results

<sup>2</sup> Subscription retention rate is measured based on subscription dollars retained



# Broad, Diverse Customer Base

## Selected Customers



Over 2 million  
licensed users



Over 11,000  
business customers



~66%  
of Fortune 500



3  
of Fortune 10



159  
Countries



# Better Together

Our focus continues to be on serving our customers. We are **Better Together**. Through COVID-19 and beyond, we are committed to:

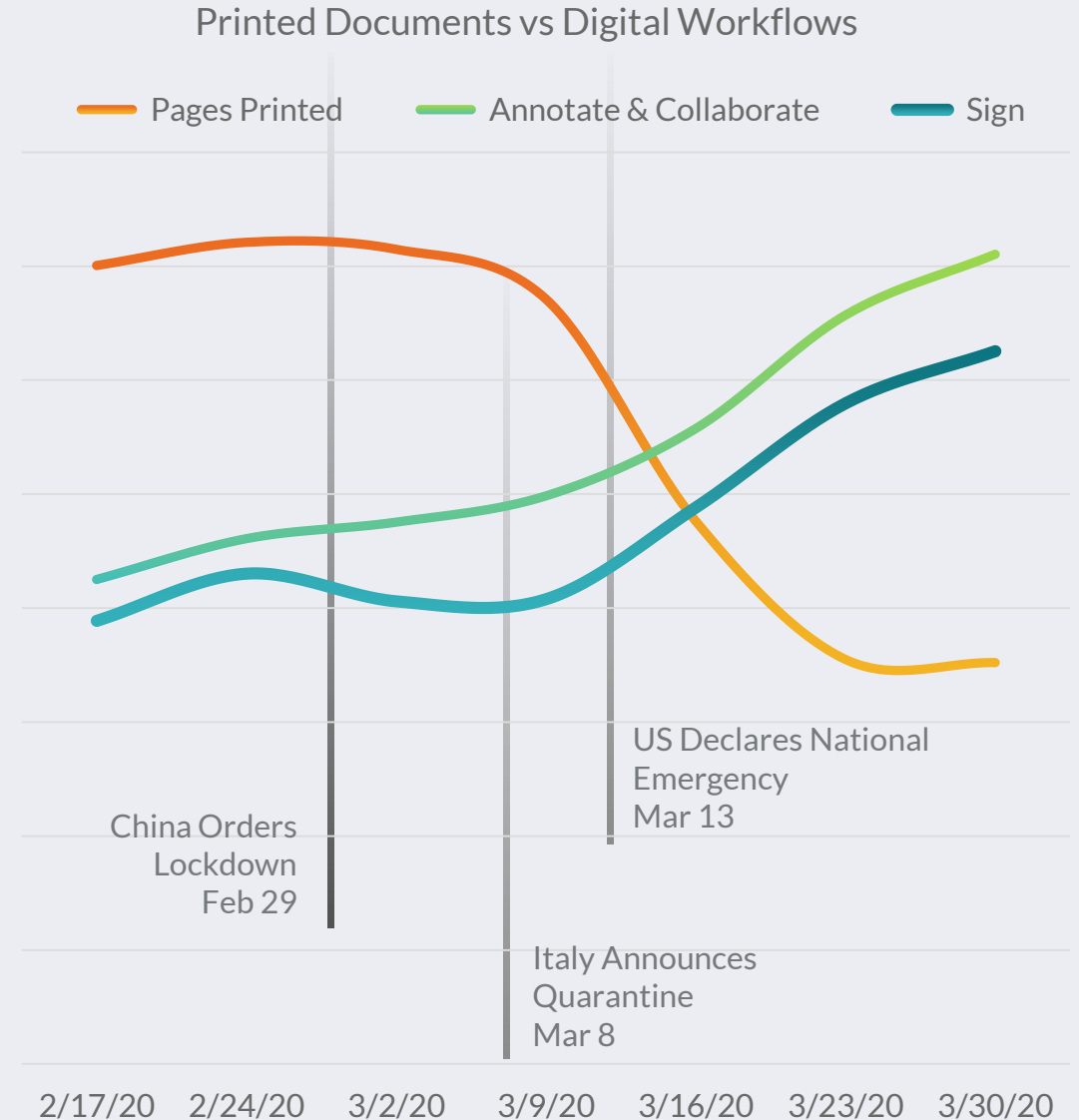
- Deliver on our **Promise** to transform the way the world works with documents
- Continue to build on the **Power** of the Nitro Productivity Suite to enable our customers to be productive anywhere
- **Partner** with our customers to deliver industry-leading levels of service and support
- Stand by the **Purpose** in our vision of 100% digital document workflows
- Support our incredible team of **People**, our Nitronauts, the most important ingredient to our success



# Digital Transformation Is Accelerating

An inverse correlation between **decreasing printing** and **increasing digital workflows** shows that a rapid and urgent shift toward digital workflows occurred as workers adapt to remote collaboration, and in direct response to COVID-19.

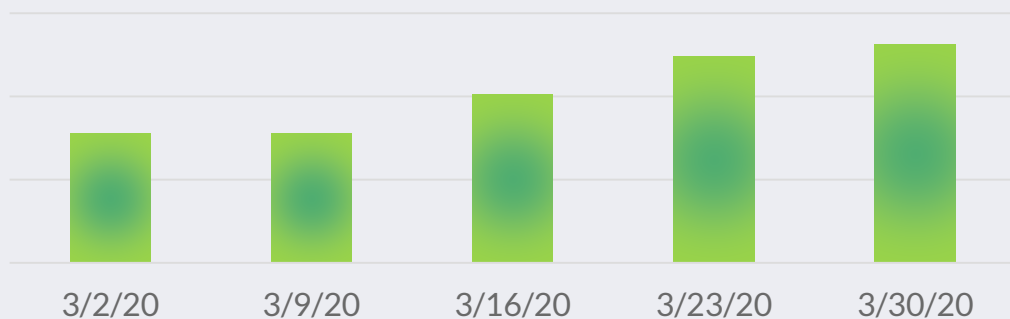
\*data observed from Nitro Analytics during the weeks 2/17/20 through 3/30/20



# Nitro is Highly Relevant

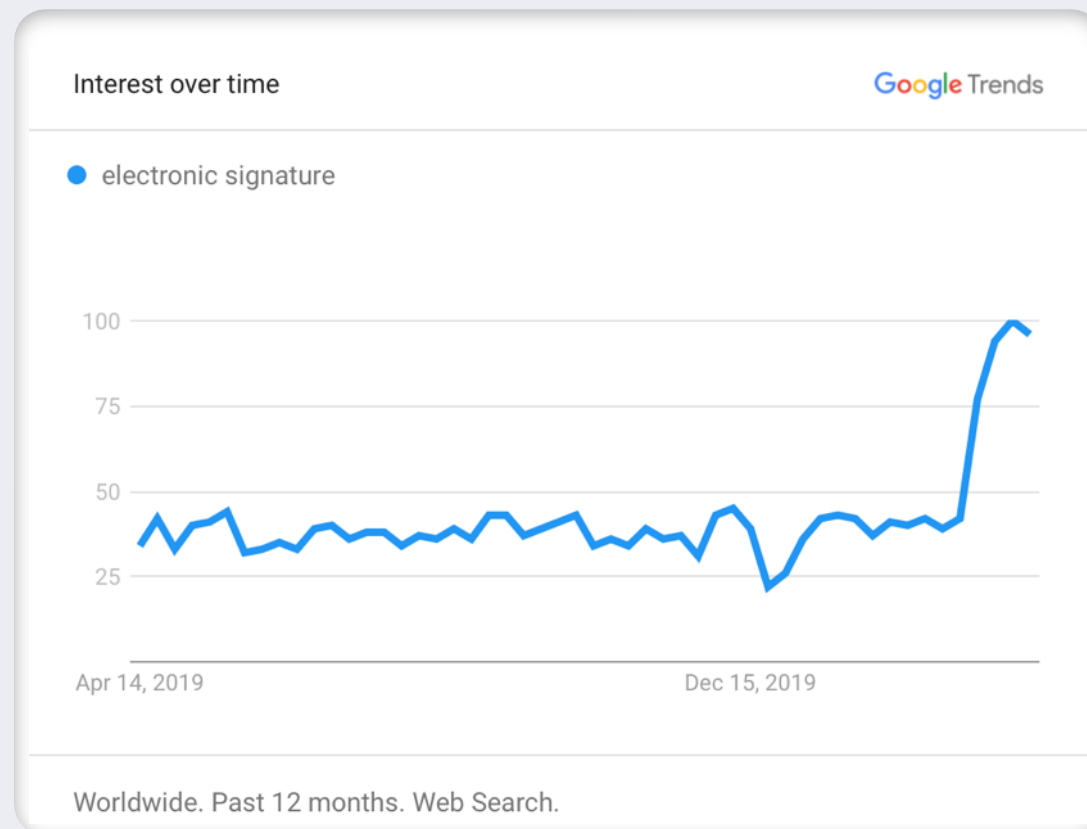
Nitro's solutions make 100% digital document workflows possible for organizations of all sizes and industries.

Increases in Nitro Electronic Signature Sign-ups



Nitro is well-positioned to service the increased demand for new levels of rapid, effective digitization. Many COVID-19-induced changes in how we work are likely to be permanent structural changes.

Search Trend for "Electronic Signature"

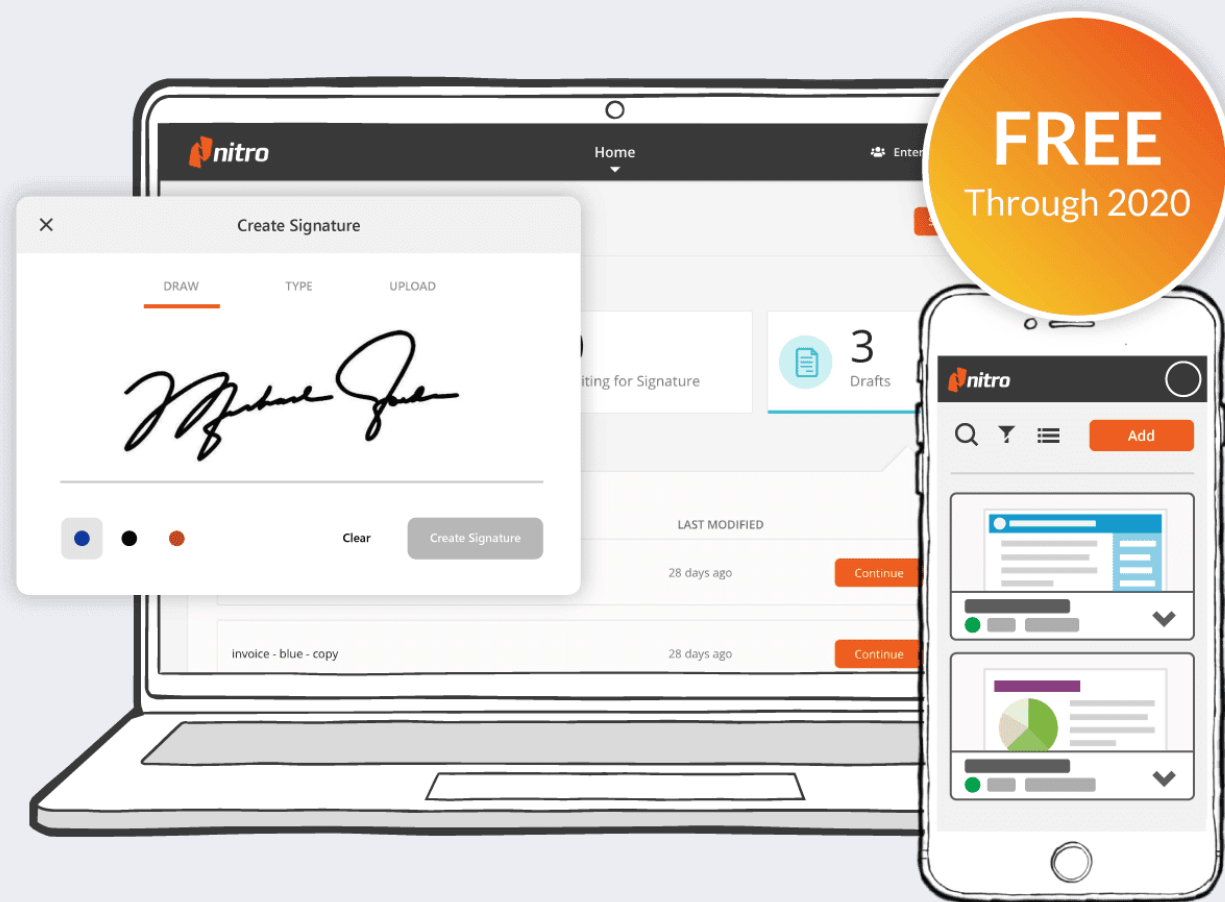




# Product Roadmap

2020

# Nitro Sign



Launching **Nitro Sign** as a stand-alone electronic signature solution that allows anyone to get documents signed smarter, faster, and more securely.

- New, faster sending experience with templates (released Q1)
- Bulk signing for large numbers of recipients (available in Q2)

Nitro Sign now available at no cost through the remainder of 2020 to support businesses transitioning to remote work during COVID-19

# Nitro API and Integrations

Nitro Sign integrations add business-class electronic signatures to the applications you use most.



## Azure Active Directory Integration Released Q1

- Enables seamless provisioning across organizations
- Use Single Sign-On (SSO) to access Nitro directly through Azure



## SharePoint Integration Releasing Q2

- Launch electronic signature workflows from Microsoft file storage applications
- Includes Sharepoint and OneDrive



## Zapier Integration Releasing Q2

- Automate critical business workflows and include Nitro electronic signatures
- Include Nitro Sign workflows into 2000+ apps via Zapier





# Nitro Analytics

Part of the Nitro Productivity Suite

Drive measurable adoption and quantifiable business ROI, while realizing the full value of Nitro



197  
Countries



38 Million  
Daily Events



22+ Industries  
Reporting

- ✓ Measure and manage your digital transformation journey
- ✓ Gain visibility into Nitro adoption and standardization
- ✓ Benchmark against other companies and best practices

COMING  
Q2

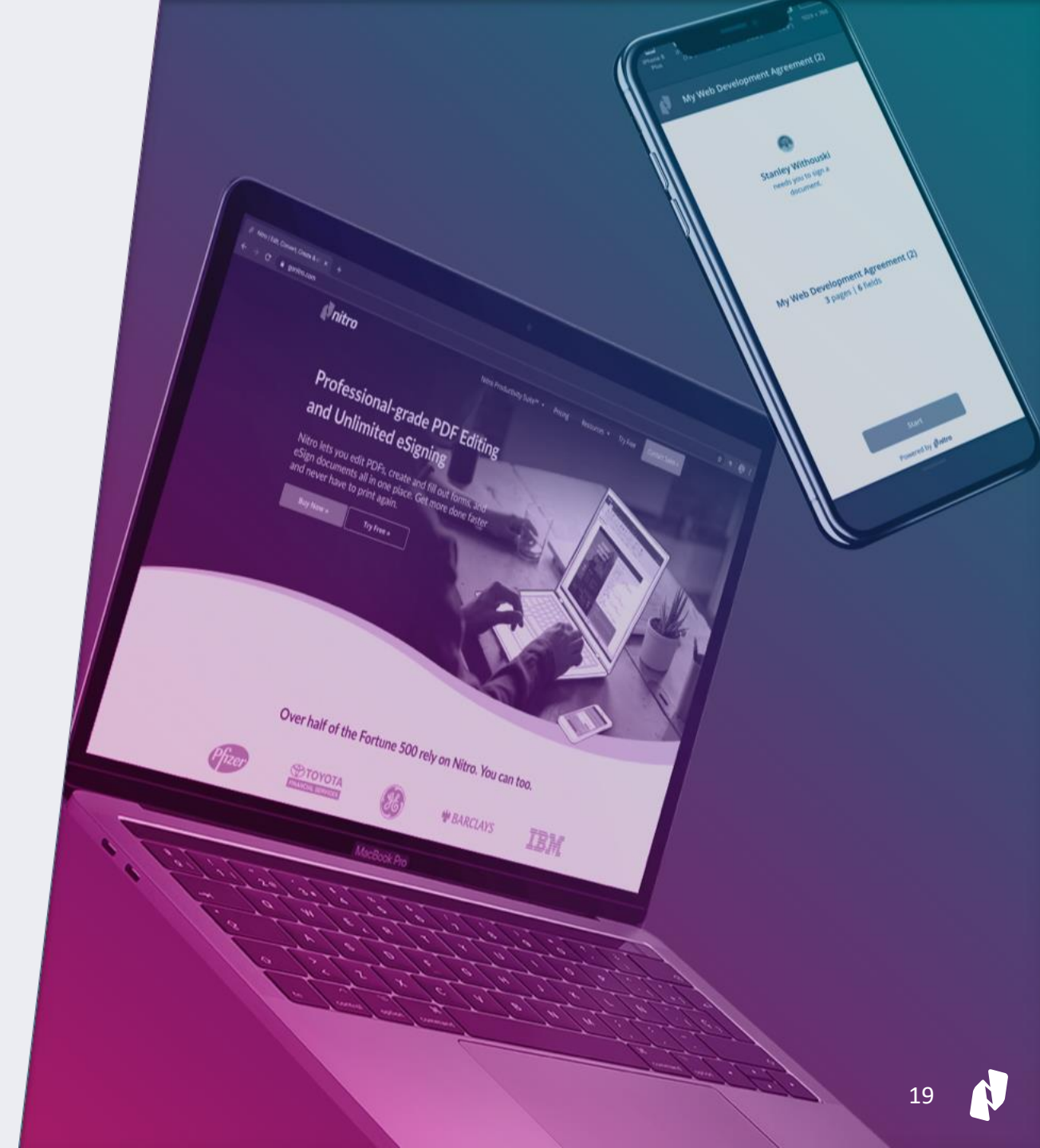




# 2020 Outlook

# 2020 Outlook

- Q1 performance at or above plan
- Macro economic uncertainty prevails
- We remain focused on daily execution and positioning ourselves for the future
- We have a strong balance sheet, incredibly relevant products, a large percentage of recurring revenue and a broad and diverse customer base



# 2020 & Beyond

Nitro has multiple levers for growth



A large, light purple circular graphic with a thick, dark purple arc at the top, framing the central text.

# Many Thanks

To our team, our customers, our board,  
and our shareholders!

