Today’s Speakers

Sam Chandler
Co-Founder & CEO

Ana Sirbu
CFO
Agenda
24 February 2021

1. Business Overview & Financial Highlights
2. Financial Results
3. Business Strategy & Outlook
4. Q&A
2020
Business Overview &
Financial Highlights

Sam Chandler
Co-Founder & CEO
We’re a global leader in document productivity and digital transformation

68%
OF THE Fortune 500 ARE NITRO CUSTOMERS

11,700
Business Customers

154
Countries

1 Percentage of the 2019 Fortune 500 with paid Nitro licences. As of 31 December 2020.
Nitro Snapshot

- High-growth, recurring B2B SaaS revenue model
- 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
The Nitro Solution Today

A trusted platform of products that delivers productivity, eSignining, and intelligence to the most critical documents in your enterprise.

**Nitro Pro**
PDF Productivity
- Create, edit and collaborate
- Document conversion
- Eliminate printing

**Nitro Sign**
eSignining
- Secure eSignining, 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
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 EBITDA¹
+$1.6M to prospectus plan

$43.7 million
Ending Cash
+$5.8M to prospectus plan

¹Operating EBITDA excludes stock-based payments and foreign exchange gains and losses.
2020 Product Highlights

Delivering customer value at scale

2020 Increased Demand & Usage

881%
Increase in Nitro Sign business users

160%
Increase in total time spent by Nitro Pro users

>2.2 Billion
Documents Opened

>1 Million
eSignatures
Nitro Usage is Truly Global for Both Pro and Sign

24-hour snapshot

For the 24 hours beginning 1 December 2020

1 Nitro Pro Users
2 Nitro Sign Users

1 For the 24 hours beginning 1 December 2020
FY2020: Building the Foundation for Continued Growth

- Leadership buildout
- Nearing end of transition to subscription\(^1\)
- New customer acquisition success across all segments
- Launch of Nitro Sign as a standalone product
- Go-to-Market transformation

\(^1\) Nearing end of transition to subscription in Nitro’s Business sales channel, where sales are executed by Nitro’s sales team, and excludes online/eCommerce sales via Nitro’s web site.
2020 Leadership Buildout

Game-changing leadership additions enable us to significantly accelerate execution

Ana Sirbu
CFO

Maria Robinson
CMO

Sam Thorpe
CPO

Mark Flanagan
SVP, Global Sales

VPs

• Product Marketing
• Design + UX
• Global Channel & Alliances
• FP&A

Directors

• Revenue Ops
• Customer Success
• Inside Sales
• Sales Development
Subscription Sales Dominate

We will finalise our transition to subscription in Business sales\(^1\) in 2021

- **2016**: <15%
- **2020**: >90%

Business sales (Bookings) are approaching 100% subscription

- **96%** of deals >$10K ACV in 2020 were subscription\(^2\)

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\(^1\)Business sales excludes self-serve online/eCommerce sales via Nitro’s web site.

\(^2\)As measured by deal count (number of deals).
Major Enterprise Wins

Nitro serves 11,700 business customers, including some of the world's largest companies.

NEW CUSTOMERS

- L3Harris
- RBS NatWest
- bp
- TMF Group
- City of Baltimore
- Adecco
- Westpac
- Southern Company
- BMO Financial Group
- Sandvik

RENEWING & EXPANDING CUSTOMERS

- ExxonMobil
- GE
- Continental
- SOMPO
- TOYOTA
- Grant Thornton
- Albany Medical Center
- PATRA

68% of the Fortune 500 are Nitro customers.

1 New and renewing/expanding customers in 2020.
2 Percentage of the 2019 Fortune 500 with paid Nitro licences.
Nitro Sign Launch

Nitro Sign launched as a standalone product in 2020 and will be priced and sold separately starting in 2021.
Go-To-Market Transformation

We launched multiple foundational initiatives to evolve our go-to-market strategy and operations

- Sales restructure specialized by role
- Account-based strategy across all activities
- Refocused customer segmentation
- Customer Success strategy across customer lifecycle
Nitro Accelerates Digital Transformation Amid Shift to Remote Work

- Initial purchase of 10,000 licences in June 2019 to replace Acrobat; Upsold account to a total of 11,500 Nitro Pro users in first 12 months
- COVID-19 accelerated and increased demand for remote collaboration and signing tools; customer started using Nitro Sign in May 2020 to address eight initial eSigning use cases, including project approval processes and change requests
- Significant account expansion expected in 2021 for both PDF productivity and eSigning use cases

"Being able to use Nitro has been a massive help in maintaining employee productivity now that we’re working from home."
-Office of the CIO
Growing Demand for Digitising Signature Workflows Leads to Nitro Sign Enterprise Customer

- Successful pilot showcased Nitro Sign’s intuitive UI and ease of use; selected initially to digitise and streamline signing workflows for HR and Claims departments.

- First use cases included improving billing approval processes and HR personnel workflows where speed, user experience, and security (audit trail) capabilities were paramount.

- Nitro subsequently helped identify additional use cases, including IT asset tracking for remote physicians.

- Delivered immediate results, including 90% productivity increase through significant reduction in turnaround time for new hire onboarding documents, and shortened billing contract generation time from days to minutes.
FY2020
Financial Results

Ana Sirbu
CFO
Financial Results: FY2020 vs. FY2019

FY2020 ARR was $27.7M, up 64% from $16.9M in FY2019

- Subscription revenue grew 61%, driven by the success of the Nitro Productivity Suite
- Perpetual revenues reduced by 16% as Nitro’s subscription strategy accelerated
- Gross margin increased to 91% due to the increase in subscription revenue, which has a lower cost of sales
- S&M expenses reduced from 53% to 50% of revenue while spend increased 7% YoY. Revenue growth significantly outpaced the increased S&M investment
- R&D expenses increased from 20% to 23% of revenue while spend increased 30% YoY, primarily driven by headcount, as Nitro continues to invest in product innovation
- G&A expenses increased from 20% to 23% of revenue, while spend increased 31% YoY, primarily as a result of increased costs as a public company and investments ahead of anticipated growth and scale. G&A costs are expected to normalize to lower levels in 2021

Abridged Statement of Comprehensive Income vs FY2019

<table>
<thead>
<tr>
<th>US$M</th>
<th>FY2020¹</th>
<th>FY2019¹</th>
<th>Change compared to FY2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Subscription</td>
<td>21.2</td>
<td>13.2</td>
<td>8.1</td>
</tr>
<tr>
<td>Perpetual</td>
<td>18.9</td>
<td>22.5</td>
<td>(3.5)</td>
</tr>
<tr>
<td>Total Revenue</td>
<td>40.2</td>
<td>35.7</td>
<td>4.5</td>
</tr>
<tr>
<td>Cost of Sales</td>
<td>(3.8)</td>
<td>(3.7)</td>
<td>(0.1)</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>36.4</td>
<td>32.0</td>
<td>4.4</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>91%</td>
<td>90%</td>
<td></td>
</tr>
<tr>
<td>Operating Expenses</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales &amp; Marketing</td>
<td>(20.2)</td>
<td>(18.9)</td>
<td>(1.3)</td>
</tr>
<tr>
<td>Research &amp; Development</td>
<td>(9.4)</td>
<td>(7.2)</td>
<td>(2.1)</td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>(9.2)</td>
<td>(7.0)</td>
<td>(2.2)</td>
</tr>
<tr>
<td>Operating EBITDA</td>
<td>(2.4)</td>
<td>(1.1)</td>
<td>(1.3)</td>
</tr>
<tr>
<td>IPO Costs</td>
<td>(0.0)</td>
<td>(3.0)</td>
<td>3.0</td>
</tr>
<tr>
<td>Share Based Payments</td>
<td>(3.0)</td>
<td>(0.8)</td>
<td>(2.1)</td>
</tr>
<tr>
<td>Foreign Exchange Costs</td>
<td>(0.6)</td>
<td>1.1</td>
<td>(1.7)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>(6.0)</td>
<td>(3.9)</td>
<td>(2.1)</td>
</tr>
<tr>
<td>Depreciation &amp; Amortization</td>
<td>(1.7)</td>
<td>(2.0)</td>
<td>0.3</td>
</tr>
<tr>
<td>Other</td>
<td>0.1</td>
<td>(2.1)</td>
<td>2.2</td>
</tr>
<tr>
<td>Net Income</td>
<td>(7.5)</td>
<td>(7.9)</td>
<td>0.4</td>
</tr>
<tr>
<td>ARR</td>
<td>27.7</td>
<td>16.9</td>
<td>10.9</td>
</tr>
</tbody>
</table>

¹ Audited consolidated statement of comprehensive income for both years ended 31 December 2019 and 31 December 2020. Both years include IT reallocation across departments.
## Financial Results: FY 2020 vs. Prospectus Forecast

**FY2020 ARR was $27.7M, $3.3M higher than prospectus forecast of $24.4M**

### Abridged Statement of Comprehensive Income vs Prospectus

<table>
<thead>
<tr>
<th>US $M</th>
<th>FY2020¹</th>
<th>Prospectus</th>
<th>Actuals vs Prospectus</th>
</tr>
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<td>(0.6)</td>
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<td><strong>ARR</strong></td>
<td>27.7</td>
<td>24.4</td>
<td>3.4</td>
</tr>
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</table>

¹ Audited consolidated statement of comprehensive income for year ended 31 December 2020. Includes IT reallocation across departments.

- Subscription sales accelerated ahead of prospectus forecast and drove subscription revenue outperformance of 5%
- Perpetual revenue reduced 6% faster than forecast as the shift to a SaaS business model neared completion for Business sales earlier than anticipated
- Gross margins exceeded plan at 91% due to the increase in subscription bookings, which have a lower cost of sale
- S&M expenses finished $1.1M (5%) below forecast primarily due to COVID-adjusted spending, which was partially offset by increased advertising expenses
- R&D finished $0.9M (9%) below forecast primarily due to hiring delays
- Total G&A expenses finished $0.9m (-11%) above forecast, primarily as a result of hiring senior personnel and strategic investments made ahead of anticipated growth and scale
Revenue and EBITDA Performance

Nitro scaled subscription revenue substantially through FY2020, while operating close to EBITDA breakeven

Revenue (FY2017 – FY2020)

<table>
<thead>
<tr>
<th>Year</th>
<th>Subscription rev. as % of total rev.</th>
<th>Subscription</th>
<th>Perpetual (inc. Maintenance &amp; Support)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2017</td>
<td>11%</td>
<td>3.0</td>
<td>24.9</td>
</tr>
<tr>
<td>FY2018</td>
<td>21%</td>
<td>6.9</td>
<td>25.5</td>
</tr>
<tr>
<td>FY2019</td>
<td>37%</td>
<td>13.2</td>
<td>22.5</td>
</tr>
<tr>
<td>FY2020</td>
<td>53%</td>
<td>18.9</td>
<td>21.2</td>
</tr>
</tbody>
</table>

93% CAGR Subscription Growth

Operating EBITDA (FY2017 – FY2020)

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2017</td>
<td>(25%)</td>
</tr>
<tr>
<td>FY2018</td>
<td>(5%)</td>
</tr>
<tr>
<td>FY2019</td>
<td>(3%)</td>
</tr>
<tr>
<td>FY2020</td>
<td>(6%)</td>
</tr>
</tbody>
</table>

Subscripton rev. as % of total rev.

US$M

Nitro scaled subscription revenue substantially through FY2020, while operating close to EBITDA breakeven.
Subscription ARR and New ARR Added

Subscription ARR is Nitro’s #1 financial metric, with consistently strong growth in ending ARR and ARR added.

Subscription ARR

US$M, Recurring revenue in last month of period x 12

- 2017: 4.4
- 2018: 10.2
- 2019: 16.9
- 2020: 27.7

CAGR: 85%

New Subscription ARR Added

US$M

- 2019: 6.7
- 2020: 10.9

GROWTH: 63%
Nitro has delivered five years of strong subscription customer growth with a 153% CAGR.

1 Licenses over time reflects all perpetual licences sold (cumulative), plus active subscription licences. A prior version of this chart may have used cumulative subscription licences sold, but the Company believes active subscription licences is a more relevant and useful metric.

2 FY2016-FY2020.
Key SaaS Metrics

High-growth, high-quality ARR underpinned by compelling unit economics and strong expansion performance

85% Renewal Rate

117% Net Revenue Retention

3.1 LTV / CAC

ARR Growth

<table>
<thead>
<tr>
<th>Year</th>
<th>ARR</th>
<th>New ARR</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>4.4</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>10.2</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>16.9</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>27.7</td>
<td></td>
</tr>
</tbody>
</table>

US$M
Balance Sheet: FY2020 vs. FY2019

Strong balance sheet positions us well to continue the Company's strong growth

- Cash balance of $43.7M with no debt
- Cash balance closed $5.8M ahead of prospectus forecast of $37.9M and provides substantial resources to support working capital requirements and growth, including acquisitions
- No material impact on cash flows or receivables/collections observed during FY2020 despite macroeconomic environment

<table>
<thead>
<tr>
<th>US$M</th>
<th>Statutory 31 Dec 2020</th>
<th>Statutory 31 Dec 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>43.7</td>
<td>47.0</td>
</tr>
<tr>
<td>Receivables</td>
<td>6.7</td>
<td>4.8</td>
</tr>
<tr>
<td>Current tax receivables</td>
<td>0.1</td>
<td>0.1</td>
</tr>
<tr>
<td>Other current assets</td>
<td>2.9</td>
<td>1.9</td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
<td><strong>53.4</strong></td>
<td><strong>53.8</strong></td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>0.5</td>
<td>0.6</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>0.0</td>
<td>0.1</td>
</tr>
<tr>
<td>Deferred tax assets</td>
<td>0.0</td>
<td>0.2</td>
</tr>
<tr>
<td>Right of use assets</td>
<td>1.8</td>
<td>3.1</td>
</tr>
<tr>
<td>Other non-current asset</td>
<td>4.3</td>
<td>3.0</td>
</tr>
<tr>
<td><strong>Non-current assets</strong></td>
<td><strong>6.6</strong></td>
<td><strong>6.9</strong></td>
</tr>
<tr>
<td>Trade payables</td>
<td>2.7</td>
<td>2.3</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>21.0</td>
<td>16.4</td>
</tr>
<tr>
<td>Lease liability</td>
<td>1.1</td>
<td>1.4</td>
</tr>
<tr>
<td>Employee benefits</td>
<td>2.9</td>
<td>2.1</td>
</tr>
<tr>
<td>Other current liabilities</td>
<td>1.2</td>
<td>1.2</td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
<td><strong>29.0</strong></td>
<td><strong>23.4</strong></td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>1.2</td>
<td>2.0</td>
</tr>
<tr>
<td>Deferred tax liability</td>
<td>-</td>
<td>0.3</td>
</tr>
<tr>
<td>Lease liability</td>
<td>0.6</td>
<td>1.5</td>
</tr>
<tr>
<td><strong>Non-current liabilities</strong></td>
<td><strong>1.7</strong></td>
<td><strong>3.9</strong></td>
</tr>
<tr>
<td><strong>Net assets</strong></td>
<td><strong>29.3</strong></td>
<td><strong>33.4</strong></td>
</tr>
<tr>
<td>Contributed equity</td>
<td>90.3</td>
<td>90.2</td>
</tr>
<tr>
<td>Other reserves</td>
<td>5.0</td>
<td>1.7</td>
</tr>
<tr>
<td>Retained earnings</td>
<td>(66.1)</td>
<td>(58.5)</td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td><strong>29.3</strong></td>
<td><strong>33.4</strong></td>
</tr>
</tbody>
</table>

1 Except finance leases covered under AASB 16.
2 Audited consolidated statement of financial position for both years ended 31 December 2019 and 31 December 2020.
3 Restated in relation to unbilled receivables as disclosed in note 3 of the financial statements for the year ended 31 December 2020.
Digital tools went from nice-to-have to must-have
Virtual-first is the new normal
All regions, demographics and cultures transformed

The way we work has transformed forever
PDFs are Still the Most Common Document Denominator in Every Business

- **75%** of the documents knowledge workers encounter are PDFs
- **69%** work with PDFs once or more a day
- **63%** work with more than six documents a day

**Procurement**
- Purchase orders
- Statements of work
- Master agreements
- RFP signoff
- Supplier compliance

**Support**
- Account changes
- Service orders
- Term changes
- Compliance
- Cancel requests

**Facilities**
- Front desk sign-in
- Work orders
- License agreements
- Move requests
- Security access

**EX / HR**
- New hire paperwork
- Policy acceptance
- Contractor docs
- Payroll & PTO forms
- Exit checklist

**Marketing**
- Event registration
- Comms approvals
- Brand compliance
- Asset approvals
- Vendor agreements

**Sales**
- Order processing
- Account provisioning
- Sales comp plans
- Reseller agreements
- Terms & conditions

**Finance**
- Purchase orders
- Invoice processing
- Expense reporting
- Audit signoff
- Policy management

**IT / Operations**
- Asset tracking
- Change requests
- Order fulfillment
- Access management
- Authorization changes

**Legal**
- NDAs
- Contracts
- Internal compliance
- Board documents
- Patent applications

Sources: Nitro Research, 2020 Future of Work, Part 2
US and Global eSigning Markets Still Represent Enormous Opportunity

60% of US organizations are **not yet** using eSignatures at all.

Of the 40% of US organizations **who are** using eSigning, only 1 in 10 are widely deployed.

Beyond the US, eSigning markets are even less mature.

Source: Gartner and DocuSign
Digital transformation market opportunity is vast and growing

$28B TAM\textsuperscript{1}

Nitro Productivity Suite
- PDF Productivity
- PDF Document Services
- Document Intelligence and Insights

Nitro Sign
- eSigning
- Document Workflow
- Automation

$11B

$17B

\textsuperscript{1} 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.
Multiple Levers for Growth

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

- **Focus on channel**: Increased focus on channel to drive revenue and lay foundations for value-added platform future.
- **Winning new customers**: Account Executives leveraging established big wins to penetrate new accounts, regions and verticals.
- **Expansion within existing customers**: Customer Account Executives focused on expansion, including Pro upsell and Sign cross-sell.
- **New product development**: Continued innovation across Nitro Pro, Sign and Analytics while adding new products and features to deliver platform vision.
- **Mergers & acquisitions**: Product-led strategic M&A to accelerate roadmap and unlock even greater cross-sell potential.
FY2021: Investing for Continued Growth & Scale

With very large TAM, sector tailwinds, and multiple growth levers, Nitro will be making key investments in FY2021.

**Building Document Productivity Platform**
Significant investments in product vision and roadmap including eSigning, analytics and more

**Scaling Go-to-Market Machine**
Significant investments in sales, marketing and customer success

**Hiring**
Primarily in engineering, product management and go-to-market roles
Nitro is building the world’s first Document Productivity Platform
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 accelerate both short and long-term growth

$39-42 million
Ending ARR

$45-49 million
Revenue

($11)-($13) million
Operating EBITDA

\(^1\) 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
Results Presentation 2020

Q&A
Appendix
We operate as a strategic partner to the Office of the CIO & Line of Business by enabling...

- Increased Productivity Across Organisation
- Lower Total Cost of Ownership (TCO)
- Customer Success + Analytics

“All our teams are now working remotely with critical collaboration tools and document productivity apps, and Nitro is a central component of that effort.”

Gerard Ding, Head of IT, Australia & New Zealand, JLL
The Nitro Difference
Nitro Benefits vs Competitors

**Unparalleled Offering from One Vendor**
Only Nitro offers PDF productivity, eSigning, and analytics to partner in the digital transformation journey

**Incomparable Value**
Lower price point and attractive licensing model allows significant cost savings and/or expanded deployments

**Easier Deployment**
Easier to deploy, easier to manage, and easier for individuals and teams to use and self-service

**A Trusted Partner**
Customer Success program/team ensures change management and adoption success and business ROI

**Actionable Analytics**
Unique insights to show, measure, prove and expand digital transformation ROI, including print reduction

**Proven in the Fortune and FTSE 100s**
Exxon Mobil, UnitedHealth, Cigna, Experian, DirectLine, Caterpillar and more
Nitro Analytics Had a Front-Row Seat to Seismic Shifts in the Way We Work

Widespread changes to the way we work, and the tools we use, are here to stay\(^1\)

Printed Documents vs Digital Workflows\(^2\)

1. McKinsey 10/2020; How COVID-19 has pushed companies over the technology tipping point—and transformed business forever
2. Actual data from Nitro Analytics From 2/17/20 to 3/30/20
ARR Scaled to $27.7M Mostly Through New and Expansion Bookings

Subscription bookings from the conversion of maintenance agreements constituted only a quarter of incremental subscription bookings in FY2020.
**Business Sales Will Finalize Transition to Subscription in FY2021**

Subscription revenue soared to 72% of Business revenue in 2020, up from 50% in 2019

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1 Nitro’s Business sales comprises sales executed by Nitro’s sales team and excludes online/eCommerce sales via Nitro’s web site.

2 Online reflects self-serve online/eCommerce sales, where purchases of <20 licenses are transacted via Nitro’s web site.
The Story of Nitro

Founded in Melbourne in 2005, Nitro has become a global document productivity company with over 2.6M licensed users and over 68% of the Fortune 500.

- **2005**: Founded in Melbourne
- **2009**: Nitro Pro Launches
- **2009**: Opened Headquarters In San Francisco
- **2013**: Nitro Cloud Launches
- **2014**: Opened Office In Dublin
- **2015**: Nitro Analytics Launches
- **2016**: Opened Office In London
- **2017**: Nitro Productivity Suite Launches
- **2018**: 1 Million Licenses Sold
- **2019**: 2 Million Licenses Sold
- **2020**: Nitro Sign Launches
- **2021**: $27.7M+

**ARR**


- **2005**: Founded in Melbourne
- **2009**: 500,000 Licenses Sold
- **2013**: 1 Million Licenses Sold
- **2020**: 2 Million Licenses Sold
- **2020**: 11k Business Customers

**IPO on ASX**

11 December 2019

**US $45M raised (gross)**
Thank You