



# SUMMIT

EMEA • 2025



# Welcome

nCino EMEA Summit 2025



Amy Musk

DIRECTOR OF OPERATIONS

nCino

# The Financial Services Industry Here Today

**64** financial institutions from **15** countries  
across EMEA



# Housekeeping







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# Powering a New Era **in Financial Services**

nCino EMEA Summit 2025



Joaquin de Valenzuela  
GENERAL MANAGER, EMEA



Sean Desmond  
CHIEF EXECUTIVE OFFICER





Best-in-class **intelligent experiences** across your business lines



**Richest financial services data set**

# Our Strategy

**Data & Intelligence**



**Ecosystem**



Customers

Partners

#OneTeam

**Market Leadership**



# Our Investments

**15%**

**Q2 Subscription**  
Revenue Growth

Raised full year guidance in  
Q1 and Q2

**80+**

Customer Adoptions  
**of our AI Capabilities**

4x growth since year start

**22%**

**YoY International**  
Revenue Growth

Global markets gaining  
momentum

**EMEA**

**New Office** in London GB

**200+ London** employees

**Acquisitions**



**Wins**

**1 New Country ES**  
**131 New Logos**  
**9 Go Lives in H1**  
**First UAE Implementation**





# Our Growth

**400+** Employees

**45+** Active Lenders

**12** Jurisdictions live



Combined with **EMEA-focused product development team** ensuring regulatory & market fit

# We're uniquely positioned for the **AI Revolution**

## **Largest Banking Dataset**

1,250+ Financial institutions providing real-world operations data

## **Operation Intelligence**

Learning from workflows, decisions, and exceptions that define true banking expertise

## **Unified Data Model**

Clean, normalized data model across all line of business



**\$3.3T** in loan originations across **1.76M loans** in the **last 12 months**  
nCino is the steward of banking's most powerful operational data foundation





# Your bank's **AI Journey**

## **1 POINT SOLUTIONS**

### **Immediate Value Through Customized Intelligence**

Targeted AI tools configured to your policies and data

**Immediate ROI  
Zero disruption**

## **2 AGENTIC AI**

### **AI agents embedded across every core process**

AI agents managing complete workflows through conversation

**Strategy Execution  
at Scale**

## **3 NATIVE AI**

### **Autonomous Operations, Driven by Your Vision**

Targeted AI tools configured to your policies and data

**Your Competitive Advantage, Supercharged**





# Banking Intelligence Lives Here