

OMB APPROVAL	
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**STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP**

Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b).

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934 or Section 30(h) of the Investment Company Act of 1940

1. Name and Address of Reporting Person* <u>Insight Holdings Group, LLC</u>  (Last) (First) (Middle) C/O INSIGHT PARTNERS 1114 AVENUE OF THE AMERICAS, 36TH FLOOR  (Street) NEW YORK NY 10036  (City) (State) (Zip)	2. Issuer Name and Ticker or Trading Symbol <u>NCINO, INC. [ NCNO ]</u>	5. Relationship of Reporting Person(s) to Issuer (Check all applicable)  Director <input checked="" type="checkbox"/> 10% Owner  Officer (give title below) Other (specify below)
	3. Date of Earliest Transaction (Month/Day/Year) 10/13/2020	
	4. If Amendment, Date of Original Filed (Month/Day/Year)	6. Individual or Joint/Group Filing (Check Applicable Line)  <input checked="" type="checkbox"/> Form filed by One Reporting Person <input type="checkbox"/> Form filed by More than One Reporting Person

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

1. Title of Security (Instr. 3)	2. Transaction Date (Month/Day/Year)	2A. Deemed Execution Date, if any (Month/Day/Year)	3. Transaction Code (Instr. 8)		4. Securities Acquired (A) or Disposed Of (D) (Instr. 3, 4 and 5)			5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4)	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	7. Nature of Indirect Beneficial Ownership (Instr. 4)
			Code	V	Amount	(A) or (D)	Price			
Common Stock	10/13/2020		s <sup>(1)</sup>		1,591,121	D	\$72 <sup>(1)</sup>	10,971,873	I	See footnote <sup>(2)</sup>
Common Stock	10/13/2020		s <sup>(1)</sup>		790,589	D	\$72 <sup>(1)</sup>	5,451,657	I	See footnote <sup>(3)</sup>
Common Stock	10/13/2020		s <sup>(1)</sup>		168,580	D	\$72 <sup>(1)</sup>	1,162,468	I	See footnote <sup>(4)</sup>
Common Stock	10/13/2020		s <sup>(1)</sup>		31,761	D	\$72 <sup>(1)</sup>	219,009	I	See footnote <sup>(5)</sup>

**Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities)**

1. Title of Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security	3. Transaction Date (Month/Day/Year)	3A. Deemed Execution Date, if any (Month/Day/Year)	4. Transaction Code (Instr. 8)		5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5)	6. Date Exercisable and Expiration Date (Month/Day/Year)		7. Title and Amount of Securities Underlying Derivative Security (Instr. 3 and 4)	8. Price of Derivative Security (Instr. 5)	9. Number of derivative Securities Beneficially Owned Following Reported Transaction(s) (Instr. 4)	10. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	11. Nature of Indirect Beneficial Ownership (Instr. 4)
				Code	V		Date Exercisable	Expiration Date					

1. Name and Address of Reporting Person\*  
Insight Holdings Group, LLC  
  
 (Last) (First) (Middle)  
 C/O INSIGHT PARTNERS  
 1114 AVENUE OF THE AMERICAS, 36TH FLOOR  
  
 (Street)  
 NEW YORK NY 10036  
  
 (City) (State) (Zip)

1. Name and Address of Reporting Person\*  
Insight Venture Associates IX, Ltd.  
  
 (Last) (First) (Middle)  
 C/O INSIGHT PARTNERS  
 1114 AVENUE OF THE AMERICAS, 36TH FLOOR  
  
 (Street)  
 NEW YORK NY 10036

(City)	(State)	(Zip)
1. Name and Address of Reporting Person*		
<a href="#">Insight Venture Associates IX, L.P.</a>		
(Last)	(First)	(Middle)
C/O INSIGHT PARTNERS		
1114 AVENUE OF THE AMERICAS, 36TH FLOOR		
(Street)		
NEW YORK	NY	10036
(City)	(State)	(Zip)

1. Name and Address of Reporting Person*		
<a href="#">Insight Venture Partners IX, L.P.</a>		
(Last)	(First)	(Middle)
C/O INSIGHT PARTNERS		
1114 AVENUE OF THE AMERICAS, 36TH FLOOR		
(Street)		
NEW YORK	NY	10036
(City)	(State)	(Zip)

1. Name and Address of Reporting Person*		
<a href="#">Insight Venture Partners (Cayman) IX, L.P.</a>		
(Last)	(First)	(Middle)
C/O INSIGHT PARTNERS		
1114 AVENUE OF THE AMERICAS, 36TH FLOOR		
(Street)		
NEW YORK	NY	10036
(City)	(State)	(Zip)

1. Name and Address of Reporting Person*		
<a href="#">Insight Venture Partners (Delaware) IX, L.P.</a>		
(Last)	(First)	(Middle)
C/O INSIGHT PARTNERS		
1114 AVENUE OF THE AMERICAS, 36TH FLOOR		
(Street)		
NEW YORK	NY	10036
(City)	(State)	(Zip)

1. Name and Address of Reporting Person*		
<a href="#">Insight Venture Partners IX (Co-Investors), L.P.</a>		
(Last)	(First)	(Middle)
C/O INSIGHT PARTNERS		
1114 AVENUE OF THE AMERICAS, 36TH FLOOR		
(Street)		
NEW YORK	NY	10036
(City)	(State)	(Zip)

**Explanation of Responses:**

1. See Exhibit 99.1
2. See Exhibit 99.1
3. See Exhibit 99.1
4. See Exhibit 99.1
5. See Exhibit 99.1

**Remarks:**

This Form 4 is the first of two Forms 4 filed relating to the same event. The Form 4 has been split into two filings because there are more than 10 reporting persons in total, and the SEC's EDGAR filing system limits a single Form 4 to a maximum of 10 reporting persons. Each Form 4 is filed by Designated Filer, Insight Holdings Group, LLC. Exhibit List ----- Exhibit 99.1 - Explanation of Responses Exhibit 99.2 - Joint Filers' Signatures Exhibit 99.3 - Joint Filer Information

[Insight Holdings Group, LLC, 10/13/2020](#)  
[by Andrew Prodromos, its](#)  
[Authorized Signatory, /s/](#)  
[Andrew Prodromos](#)

\*\* Signature of Reporting Person      Date

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

\* If the form is filed by more than one reporting person, see Instruction 4 (b)(v).

\*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

**Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB Number.**

## EXPLANATION OF RESPONSES

- (1) On October 13, 2020, upon the closing of a public offering of the Issuer's common stock by certain selling shareholders and the underwriters' exercise of the over-allotment option granted in connection with the underwritten offering, Insight Venture Partners IX, L.P., Insight Venture Partners (Cayman) IX, L.P., Insight Venture Partners (Delaware) IX, L.P., Insight Venture Partners IX (Co-Investors), L.P., Insight Venture Partners Growth-Buyout Coinvestment Fund, L.P., Insight Venture Partners Growth-Buyout Coinvestment Fund (Cayman), L.P., Insight Venture Partners Growth-Buyout Coinvestment Fund (Delaware), L.P., and Insight Venture Partners Growth-Buyout Coinvestment Fund (B), L.P. sold an aggregate amount of 4,814,802 shares of common stock, for a price per share of \$72. The price per share does not reflect underwriter discounts or fees.
- (2) Held directly by Insight Venture Partners IX, L.P.
- (3) Held directly by Insight Venture Partners (Cayman) IX, L.P.
- (4) Held directly by Insight Venture Partners (Delaware) IX, L.P.
- (5) Held directly by Insight Venture Partners IX (Co-Investors), L.P.

**JOINT FILERS' SIGNATURES**

INSIGHT HOLDINGS GROUP, LLC

Date: 10/13/2020

By: /s/ Andrew Prodromos  
Name: Andrew Prodromos  
Title: Attorney-in-Fact

INSIGHT VENTURE ASSOCIATES IX, LTD.

Date: 10/13/2020

By: /s/ Andrew Prodromos  
Name: Andrew Prodromos  
Title: Authorized Officer

INSIGHT VENTURE ASSOCIATES IX, L.P.

Date: 10/13/2020

By: Insight Venture Associates IX, Ltd., its general partner

By: /s/ Andrew Prodromos  
Name: Andrew Prodromos  
Title: Authorized Officer

INSIGHT VENTURE PARTNERS IX, L.P.

Date: 10/13/2020

By: Insight Venture Associates IX, L.P., its general partner  
By: Insight Venture Associates IX, Ltd. its general partner

By: /s/ Andrew Prodromos  
Name: Andrew Prodromos  
Title: Authorized Officer

INSIGHT VENTURE PARTNERS (CAYMAN) IX, L.P.

Date: 10/13/2020

By: Insight Venture Associates IX, L.P., its general partner  
By: Insight Venture Associates IX, Ltd. its general partner

By: /s/ Andrew Prodromos  
Name: Andrew Prodromos  
Title: Authorized Officer

INSIGHT VENTURE PARTNERS (DELAWARE) IX, L.P.

Date: 10/13/2020

By: Insight Venture Associates IX, L.P., its general partner  
By: Insight Venture Associates IX, Ltd., its general partner

By: /s/ Andrew Prodromos  
Name: Andrew Prodromos  
Title: Authorized Officer

INSIGHT VENTURE PARTNERS IX (CO-INVESTORS), L.P.

Date: 10/13/2020

By: Insight Venture Associates IX, L.P., its general partner  
By: Insight Venture Associates IX, Ltd., its general partner

By: /s/ Andrew Prodromos  
Name: Andrew Prodromos  
Title: Authorized Officer

## JOINT FILER INFORMATION

10,971,873 shares of common stock are held of record by Insight Venture Partners IX, L.P. (“IVP IX”), 5,451,657 shares of common stock are held of record by Insight Venture Partners (Cayman) IX, L.P. (“IVP Cayman IX”), 1,162,468 shares of common stock are held of record by Insight Venture Partners (Delaware) IX, L.P. (“IVP Delaware IX”), and 219,009 shares of common stock are held of record by Insight Venture Partners IX (Co-Investors), L.P. (“IVP Co-Investors IX” and, together with IVP IX, IVP Cayman IX and IVP Delaware IX, the “IVP IX Funds”).

The amount listed as owned by each IVP IX Fund may be deemed to be attributable to each of the other IVP IX Funds, Insight Venture Associates IX, L.P. (“IVA IX”), Insight Venture Associates IX, Ltd. (“IVA IX Ltd”) and Insight Holdings Group, LLC (“Holdings”) because Holdings is the sole shareholder of IVA IX Ltd, which in turn is the general partner of IVA IX, which in turn is the general partner of each of the IVP IX Funds.

4,458,848 shares of common stock are held of record by Insight Venture Partners Growth-Buyout Coinvestment Fund, L.P. (“IVP Coinvestment”), 3,584,654 shares of common stock are held of record by Insight Venture Partners Growth-Buyout Coinvestment Fund (Cayman), L.P. (“IVP Coinvestment (Cayman)”), 3,296,101 shares of common stock are held of record by Insight Venture Partners Growth-Buyout Coinvestment Fund (Delaware), L.P. (“IVP Coinvestment (Delaware)”), and 4,056,739 shares of common stock are held of record by Insight Venture Partners Growth-Buyout Coinvestment Fund (B), L.P. (“IVP Coinvestment (B)”) and, together with IVP Coinvestment, IVP Coinvestment (Cayman) and IVP Coinvestment (Delaware), the “IVP Coinvestment Funds”).

The amount listed as owned by each IVP Coinvestment Fund may be deemed to be attributable to each of the other IVP Coinvestment Funds, Insight Venture Associates Growth-Buyout Coinvestment, L.P. (“IVA Coinvestment”), Insight Venture Associates Growth-Buyout Coinvestment, Ltd. (“IVA Coinvestment Ltd”) and Holdings because Holdings is the sole shareholder of IVA Coinvestment Ltd, which in turn is the general partner of IVA Coinvestment, which in turn is the general partner of each of the IVP Coinvestment Funds.

Each of Jeffrey Horing, Deven Parekh, Peter Sobiloff, Michael Triplett, and Jeffrey Lieberman is a member of the board of managers of Holdings and as such shares voting and dispositive power over the shares held of record by the IVP IX Funds and the IVP Coinvestment Funds. The foregoing is not an admission by IVA IX, IVA IX Ltd, IVA Coinvestment, IVA Coinvestment Ltd or Holdings that it is the beneficial owner of the shares held of record by the IVP IX Funds or the IVP Coinvestment Funds. Each of Messrs. Horing, Parekh, Sobiloff, Triplett and Lieberman disclaims beneficial ownership of the shares held by the IVP IX Funds and the IVP Coinvestment Funds, except to the extent of his pecuniary interest therein.

The address of each of the entities and persons identified in this Exhibit 99.3 is c/o Insight Partners, 1114 Avenue of the Americas, 36<sup>th</sup> Floor, New York, New York 10036.