Cautionary Statement Regarding Forward-Looking Information

Any statements made during the presentation that do not relate to historical or current facts constitute forward-looking statements. These statements include statements regarding the Company's potential financial performance for the 2019 fiscal year or future fiscal years, estimates, projections, the expected length of contract terms, statements relating to the Company's business plans, objectives and expected operating results, statements relating to potential new contracts or renewals, statements relating to the Company's expected effective tax rate, statements relating to possible future dividends and share repurchases, and other possible future events, including potential acquisitions, and the assumptions upon which those statements are based. Forward-looking statements are based on current expectations and assumptions that are subject to risks and uncertainties which may cause actual results to differ materially from the forward-looking statements. These risks include regional or national business, political, economic, competitive, social and market conditions, including various termination rights of the Company and its partners, the ability of the Company to renew existing contracts - in whole or in part, and to sign contracts with new federal, state, and local government agencies, the Company’s ability to identify and acquire suitable acquisition candidates and to successfully integrate any acquired businesses, as well as possible data security incidents. You should not rely on any forward-looking statement as a prediction or guarantee about the future. A detailed discussion of risks and uncertainties that could cause actual results and events to differ materially from such forward-looking statements is included in the sections titled “Risk Factors” and “Cautions About Forward-Looking Statements” of the Company's most recent Forms 10-K and 10-Q filed with the SEC. These filings are available at the SEC's web site at www.sec.gov. Any forward-looking statements included in this presentation speak only as of the date of this release. Except as may be required by applicable law, we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events, or otherwise.
Q1 Earnings Announcement
May 2019
BUSINESS ACQUISITION

NIC acquired Complia

- Founded in 2015
- Based in Denver
- Technology platform specializing in licensing for highly regulated cannabis and hemp industries
- Expertise in compliance and platform development for highly regulated industries
Expands NIC’s licensing expertise.

- Cloud-based, highly scalable, rapid implementations
- Highly configurable for other regulated industries
- Already in production in NIC partner states: MD, MT, OK, RI
- Seamlessly integrates with NIC’s payment solution

Current Platform Serves 3 Primary Aspects of Cannabis Licensing:

1. Business Licensing
2. Patient & Caregiver Registrations
3. Employee Credentialing
33 states and D.C.: legalized medical marijuana

10 states and D.C.: legalized recreational & medical marijuana
$10.0M  Cash payment upon close

Earn out ability based on new contract wins over next 3 years

Dilutive to 2019 earnings

Previously issued 2019 EPS guidance rescinded while NIC finalizes purchase price allocation and planned investment in platform and staff

Annual revenue guidance remains unchanged

More updates during Q2 earnings announcement in August