

Dear Stockholders,

I am excited to have assumed the role of CEO after serving in several executive positions at Ellie Mae[®] since 2002, most recently as President and COO. In my 12-year tenure at the company, I have watched us transform from a startup to an industry leader. Under the leadership of Sig Anderman and with the support of the entire team, we have built a profitable and financially successful business, buoyed by an exceptional, family-oriented culture and entrepreneurial spirit. This is our corporate DNA and I will endeavor to preserve and build upon it as I work with the team to execute our growth strategy.

Sig, Ellie Mae's CEO since founding the company in 1997, will continue to serve on our board of directors as executive chairman. Sig had a vision when he founded this company 17 years ago that Ellie Mae would fundamentally change the mortgage industry by automating everything possible in the origination process.

Under Sig's leadership, the company has executed toward that vision, while driving significant market share growth. As one of the leading forces for change, Ellie Mae has helped transform the mortgage industry by enabling more than 100,000 mortgage professionals to efficiently produce quality and compliant loans. We all thank Sig for his tremendous service to Ellie Mae, our stockholders and the mortgage industry as a whole.

Across the board, Ellie Mae had an excellent 2014. Our business momentum and solid execution delivered strong results. Despite a steep decline in mortgage origination volume of approximately 37%, we grew annual revenue by 26% to \$161.5 million. We outperformed the mortgage market by growing our user base and increasing the usage of both our Ellie Mae Network and proprietary, on-demand services.

While investing in our growth strategy, we also maintained solid levels of profitability: Net income for 2014 was \$14.8 million and adjusted net income was \$34.1 million. Adjusted EBITDA was \$46.0 million, a 17% increase from 2013.

In 2014, we made the decision to invest aggressively in our infrastructure, research and development, professional services and technical support organizations to serve our customers and further distance Ellie Mae from the competition. I am pleased to report that these investments have been paying off. We continued to grow our market share and ended the year with approximately 109,000 active Encompass[®] users, an annual increase of 18%.

In October, we expanded our capabilities with the acquisition of AllRegs[®], a leading information provider for the mortgage industry. AllRegs provides education and training, loan product and guideline data and analytics to more than 3,000 companies covering every facet of mortgage banking. Its extensive content library of regulations and investor guidelines is relied upon by virtually all of the top 100 U.S. lenders. At a time when compliance has become mission critical for mortgage lenders, this acquisition further positions Ellie Mae as one of the leading sources of mortgage management technology, investor guidelines, compliance resources and education to help lenders achieve compliance, loan quality and efficiency.

Collectively, our Software-as-a-Service (SaaS) version of Encompass and on-demand solutions have become increasingly attractive to originators who struggle under the burden of increasing compliance costs and the needs to reduce risk and improve efficiency. Importantly, we gained traction with larger enterprise lenders, those with more than 400 employees, and our current customers include seven of the 25 largest mortgage lenders. The enterprise segment is now the fastest growing segment of our business.

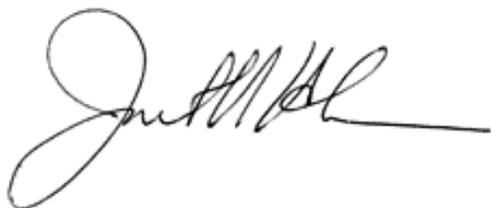
We entered 2015 well positioned to expand our market share and revenues. We generated \$21 million in cash during 2014 and plan to take advantage of our strong cash position to significantly invest in research and development (R&D), enterprise services and technical support, data centers and security infrastructure.

A meaningful portion of our R&D investment will go toward preparation for the industry's most rigorous regulation to date: RESPA-TILA Integrated Mortgage Disclosures. We continue to invest in the development of our next generation Encompass platform. Simultaneously, we will continue to broaden the functionality of our current offerings and leverage the new capabilities of our AllRegs solutions. We believe that the strength of our capabilities and our ongoing compliance investments will broaden our competitive moat and make Encompass even more attractive to both existing and prospective clients.

We are very excited about our prospects for 2015 and remain confident about Ellie Mae's long-term outlook, particularly in light of our growing footprint in the marketplace and the stabilizing mortgage industry environment.

Finally, I would like to recognize and thank all of our employees, customers, partners and stockholders for their ongoing support and efforts. Ellie Mae's achievements during 2014 were made possible because of our shared vision and I am grateful for your support and commitment.

Sincerely,



Jonathan Corr
President & Chief Executive Officer

Statements in this letter, including those regarding our forecasts, business outlook, expectations and beliefs, among others, are forward-looking statements and actual results could differ materially from our current expectations. Stockholders and investors should review the information set forth under the caption "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2014, filed with the SEC on March 2, 2015.

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