



IDENTITII (ASX:ID8)

Q1 FY23 Investor Briefing

John Rayment
CEO

2 November 2022

AGENDA

New investor presentation – highlights

Q1 FY23 – highlights

Investor Q&A

In the month of October, Identitii announced \$3 million in annualised cost savings, released a new investor presentation, announced a shareholder Rights Issue to raise up to \$4 million and released its Appendix 4C and Activity Report.

In addition to addressing questions from shareholders, [the purpose of this Investor Briefing](#) is to bring all of these movements together, update investors on each of them and what they mean for the Company collectively as part of our longer-term strategy.

NEW INVESTOR PRESENTATION

Why invest in Identitii?

AN UNRIVALED OPPORTUNITY

Ideal for investors looking for early-stage investment opportunities.

Solving a growing global problem in the aftermath of recent AUSTRAC fines and the Banking Royal Commission.



Solving
a key piece of a
US\$287 billion¹
financial crime
problem



Trusted
by some of the
world's biggest
financial services
companies



Proven
tech already
sending reports
to AUSTRAC for
customers



Operating
with limited
competition
and global
potential

INNOVATORS

EARLY ADOPTER

EARLY MAJORITY

LATE MAJORITY

LAGGARDS

Already in the
Early Adopter
growth phase

**Invest early
to maximise
your returns**

Learn why Identitii
is at the vanguard of
the financial services
regulation revolution

**Visit our
[investor hub^a](#)**



A GROWING INVESTMENT

A global RegTech with a proven platform, operating with limited competition.

A GROWING MARKET

Global spend on RegTech companies like Identitii

IS EXPECTED TO INCREASE BY

200%

GROWING TO:

**US\$204
BILLION²
BY 2026**

KEY CUSTOMERS

Processing payment information for some of the worlds biggest financial services brands:

Novatti



EXPANSION MARKETS

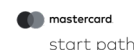


AWARDS & RECOGNITIONS

Our innovations have been recognised in various forms all over the world:



ISO 27001 Certification
information security management



Mastercard Start Path
Global start-up program



Winner
Sibos global RegTech competition



Winner Client Centricity Award
2020 Mega FinTech Accelerator



Winner
Deloitte Asia Pacific Fast 500

ADDITIONAL VALUE STREAMS

Joint venture with **x15 ventures**



PATENTS GRANTED

Our innovations received patents in:



United States



Singapore

CUSTOMER BENEFITS

Our single data platform delivers:

- Reduced risk
- Lower costs
- Assurance
- Transparency
- Automation
- Analytics

INDUSTRY EXPERTISE

Our team have worked at:

- ASIC
- Deloitte
- The NPP
- St George
- Westpac
- ANZ
- Macquarie Bank
- OFX
- Suncorp
- xe.com

How has
Identitii evolved?

BLOCKCHAIN TO CLOUD

Since 2015 Identitii has transformed from solving multiple problems for few customers, to a focused, product led company growing customer adoption for its scalable cloud platform.

Today the company is focused on:

- customer growth
- reducing complexity
- shareholder value

PRE-2020

Born from blockchain

Founded
by Nick Armstrong
and Eric Knight

ASX
Listed in 2018

Product development

- Selling multiple products to few customers



2020

Transformation begins

Critical balance
Cash balance lowers
to \$0.3m in March

New CEO
John Rayment

New product direction

- AUSTRAC fines Westpac \$1.3b
- Opportunity to automate AUSTRAC reporting
- Developed for first customer HSBC

Payble

Launched by Identitii
CBA invests \$1.0m



2021

Investment in experts

New expert hires

- Sales & Marketing
- Product Management
- Customer Success
- Software Engineering

Product market fit

- Validated by multiple customers
- Standard Chartered signs multi-year contract
- New cloud strategy

Payble

CBA invests further
\$0.7m growth capital



2022

Automation to scale

Experience for scale

- New Chair (Director)
- New Non-Exec Directors
- New Board Advisors
- Chief Financial Officer

Scaling product delivery

- Continued market and product testing
- Live sandbox released
- Migrate legacy products to One Data platform



What's the global issue?

FINANCIAL CRIME IS INCREASING

IT'S DIFFICULT TO DETECT.

And it's escalating.

Legacy bank technology, growth in digital payments and non-bank FinTech companies, plus unregulated crypto currencies are all creating opportunities for financial criminals.

Governments all over the world are cracking down on non-compliance with regulations to protect the victims of financial crime.



Financial crime accounts for

3.6%

of global GDP³

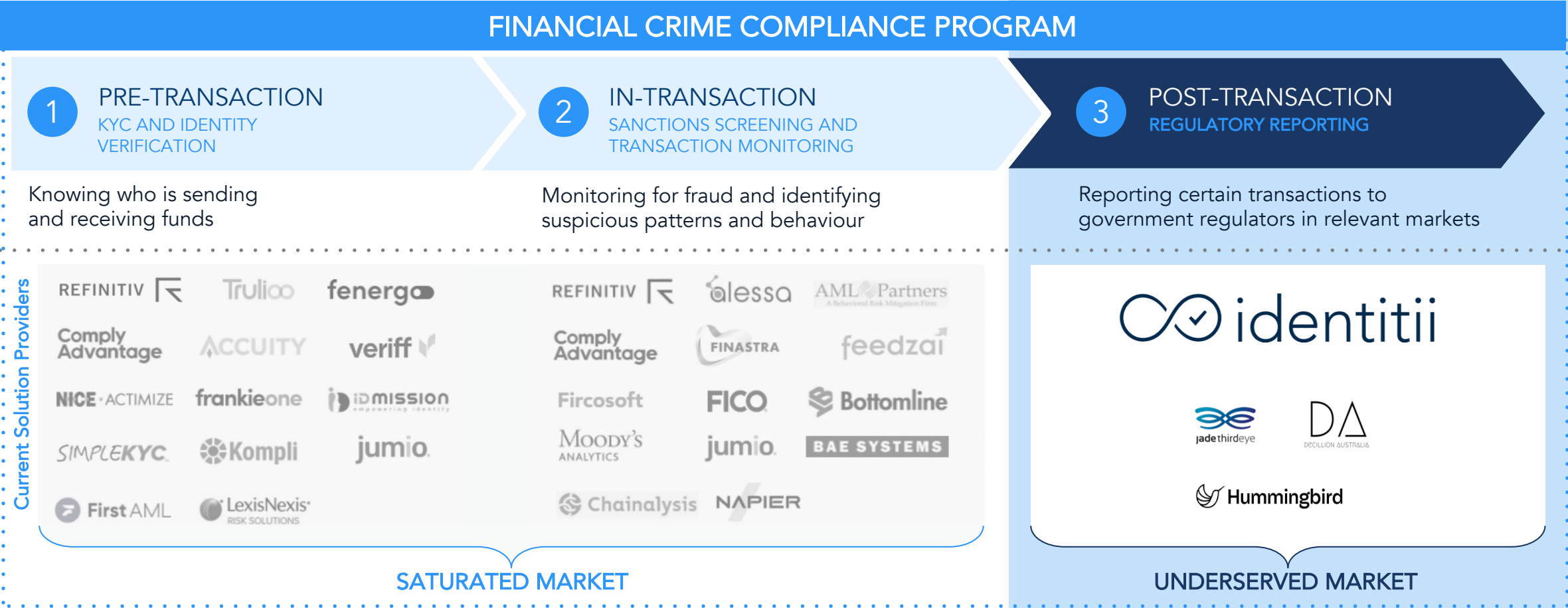
or US\$3.5 trillion⁴
annually

What space does Identitii operate in?

Millions of companies all over the world move money, and they all need to operate three-part **Financial Crime Compliance Programs** to meet regulatory obligations

Identitii is innovating the post-transaction space, with few competitors

INNOVATING IN AN UNDER SERVED GLOBAL MARKET WITH FEW COMPETITORS



A CLEAR STRATEGY FOR SUCCESS

The Identitii go-to-market strategy is based on:

- growing the number of customers quickly
- scaling revenue and accelerating to profitability
- monetising other assets that exist within the business



One platform strategy

Accelerate growth by removing barriers from legacy technology and operating decisions.



Partners & networks

Nurture relationships with consulting and legal firms to grow distribution.



New features

Target more nimble FinTech disruptors with shorter buying cycles.



Expert sales force

High-performing staff who understand their customers.



Target key clients

Directly target Chief Risk, AML, CTF and compliance teams.



Strategic marketing

Focused strategy to reach hard to reach buyers.

Q1 FY23 HIGHLIGHTS

What were the key highlights from Q1 FY23?

TRANSFORMATION STRATEGY PROGRESSING



Patent portfolio grows

with new patent awarded in Singapore.



One platform strategy

launched to reduce complexity and speed time to market.



Receipts from customers

up 29% on same quarter last year, to \$0.3M



NZ development completed

to allow New Zealand entities to automate reporting.



Feedback from customers

testing sandbox environment launched last quarter is positive.



Total operating costs

outflows were \$2.7 million, up 42% on same quarter last year

Following the end of the quarter:

\$3M reduction in annual costs

to be fully realised in Q3 FY23 as part of One Platform strategy.

R&D tax incentive

\$1.2M R&D tax incentive received from the government.

Rights Issue launched

to raise \$4M. CEO and Chair to take up full rights.

What does Identitii look like in the stock market?

CORPORATE OVERVIEW

CAPITAL STRUCTURE

ASX	ID8
Date listed	19 October 2018
Share price *	\$0.04
Ordinary share on issue	201.2m
Market capitalization *	\$9.5m
Unlisted options	31.3m
Cash as at 30th September 2022	\$2.7m

SHARE REGISTER COMPOSITION

1. Mr Frederick Bart	3.9%
2. Citicorp Nominees Pty Limited	3.8%
3. KTM Ventures Innovation Fund	3.7%
4. Mr Evan Clucas and Ms Leanne Weston <Kuranga Nursery Super A/C>	2.2%
5. Link Traders (Aust) Pty Ltd	1.7%
Top 20	30.6%
Shareholders	2,276

INVESTOR Q&A

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This presentation has been approved and authorised to be lodge with ASX by the Board of Identitii Limited

Learn why Identitii (ID8) is the future of the financial services regulation revolution.

Visit our new investor hub today

W www.investorhub.identitii.com

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References

1. Juniper Research, 'RegTech: Market Opportunities, Challenges and Forecasts 2021-2025', Page 9.
2. Juniper Research: <https://www.juniperresearch.com/researchstore/fintech-payments/regtech-market-size-report>