

Know Your Transaction

Creating a new, connected ecosystem for commerce

Investor presentation

September 2019 | Identitii Limited | ASX:ID8



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Board of Directors.



Michael Aston Independent Non-Executive Chairman

Mike is an experienced company director, executive and FinTech entrepreneur with a multinational career in building and leading global technology businesses.

Currently, Business Executive Advisor to Accenture to implement its strategy for addressing the transforming payments landscape for financial services. Mike also advises start-up technology and financial services businesses on open banking, micro-services and blockchain technologies.

He presents to central banks, regulators and banks on disruption in the payments industry.



Nicholas Armstrong **Executive Director** CEO & Co-founder

Nick co-founded Identitii in 2014. He has grown it into a multi-award winning, ASX listed FinTech.

Nick is an experienced technology entrepreneur & company director, having previously founded and run EnergyLink, a company which provides energy management software linking IoT and predictive analytics to help large power users save money. Nick raised multiple rounds of capital (through to Series B) when Nippon Gas Co. made a strategic investment in the company. Prior to EnergyLink, Nick founded an online electricity retailer Greentricity (Acquired by AGL).

Nick was an early proponent of blockchain and has been at the forefront of developing some of the most successful use cases for the technology in the financial markets today.



Peter Lloyd Independent Non-Executive Director

Peter has a wealth of experience in advising companies in the information technology sector as they move through rapid growth and expansion.

Peter has held a number of executive and board positions at large and small technology focused organisations, including ASX listed companies, helping them take advantage of market opportunities and achieve growth potential.

Current NED of Flamingo AI (ASX: FGO), Taggle Systems and IR Group (ASX:IRI). Previous NED for Limehouse Creative.



Martin Rogers Non-Executive Director

Martin is an experienced investor and company director and has a depth of expertise in incubating both private companies and publicly listed organisations. with a particular focus on the financial services and life sciences industries. Martin is the Chief Investment Officer of KTM Ventures Innovation Fund LP. Current Director of Independent Reserve and Senior Advisor at The Lind Partners. Former Chairman of Actinogen Medical (ASX:ACW), OncoSil Medical (ASX:OSL), Rhinomed (ASX:RNO), NED of Cellmid Limited (ASX:CDY) and CEO of Prima Biomed (ASX:IMM).

The problem:

\$9 trillion

is locked up on corporate balance sheets because of missing information.1

71%

of information is being sent over legacy channels today - fax, post (cheques & remittance advices), phone call, email.²

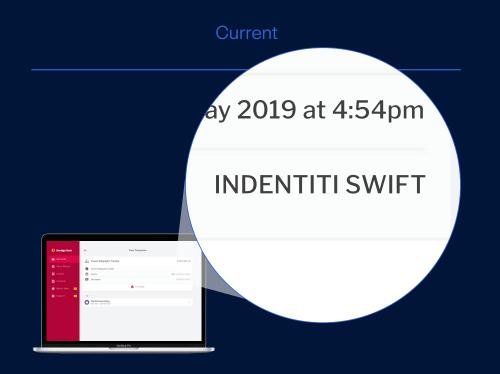
A burden on business

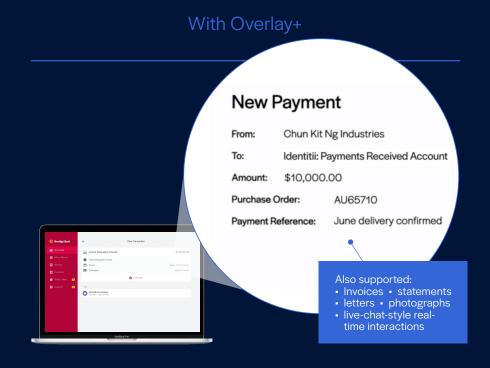
This requires humans in the chain, and is a huge pain point for banks, suppliers, buyers and regulators.

The benefits

If this cash can be freed up, companies can supply more goods, make payroll, provide discounts to buyers, and reduce borrowing costs.

Identitii aims to enrich payments with missing information...





By creating an ecosystem for suppliers, buyers, banks and regulators to share information.





Overlay+ is Identitii's software platform that enables connectivity to the ecosystem.



Case study.

A global bank: an Identitii client since 2017.

Live with corporate customers in India, the bank's fully automated Digital Account Receivables Tool -DART - was built using Identitii's tokenisation technology.

Following completion of Phase 1, Phase 2 commenced in March 2019 generating additional revenue for Identitii.

> Second license sale for new use case in August 2019.

Further roll out underway into 4 new markets in Asia.

Growing customer relationship and contract expansion under the Global Framework Agreement commenced March 2017.



- Serving 39 million customers across 66 countries and territories¹
- Total assets of US\$2.6 trillion and revenue of US\$53.8 billion¹
- Top 10 bank in the world by total assets²



Recent progress.



Second licence signed with tier 1 global banking customer



First use case of tokenisation technology, DART, now live and commercialisation of new use case for Overlay+



Continued technology innovation



Expanding customer reach through partnerships



242% revenue growth and three paid engagements in FY19



Appointment of key executives to complete Senior Leadership Team



Loot licence accelerates technology development and innovation



Multiple client engagements being actively negotiated and growing pipeline of qualified prospects

Our revenue streams.



Our two-pronged approach to growth.



This two-pronged approach focuses on Identitii's key revenue drivers: 1. number of software licenses, and 2. number of payment transactions.

^{1.} Research undertaken by Accenture of 240 large corporations and SMEs across the AP region, indicated that 39% of SMEs and 43% of large corporations said they already participate in open banking ecosystem platforms. Accenture, 2018, "Opening up commercial banking: The brave new world of open banking in APAC", Insights from Accenture Open Banking for Businesses Survey 2018, www.Accenture.com/banking

Expanding reach through partnerships.



ISO 20022 partnership

- Leading message transformation software provider, Trace Financial
- Jointly targeting SWIFT member banks to help them comply with ISO 20022, a new financial message standard



Microsoft 'Co-Sell Ready'

- Commercial opportunities within Microsoft's global customer base
- Opportunity to combine Overlay+ with Microsoft's products, including Azure
- Access to Microsoft's global sales expertise and marketing capabilities

Upcoming catalysts.



Further bank

partners



New licences and revenue growth



Future Overlay+ releases



Strategic partnerships

Summary.



Identitii helps release the estimated \$9tn locked up on corporate balance sheets globally because of missing payment information.



Industry initiatives such as Open Banking and the increasing competitiveness of FinTechs mean banks must act now or lose corporate customers.



Expanding relationship with existing customer HSBC, plus growing sales pipeline.



Large addressable market and growing pipeline of customers.



Built on market leading technology and driving continuous innovations internally through R&D.



Experienced management and Board with strong payments industry expertise.



Using blockchain and TokenIDs to build, deploy and operate a new, connected payments ecosystem.

Global Tier One Banking Customer

- Identitii has been working with its customer HSBC under a Global Framework Agreement since 2017. This innovative work has focused on solving the challenge of simplifying and automating the flow of information between HSBC corporate clients and their customers in the receivables process.
- In June 2019, HSBC announced the launch of its Digital Accounts Receivable Tool (HSBC DART) to its corporate clients in India. HSBC DART was built on Identitii's innovative tokenisation technology for HSBC's Global Liquidity and Cash Management (GLCM) business and it integrates with HSBC's existing receivables technology infrastructure.
- HSBC DART uses a unique information layer to securely communicate information associated
 with an invoice or payment. This streamlines the client experience and automates the accounts
 receivable process for HSBC's corporate clients and their network of buyers, by reducing their
 dependence on manual processes. In turn, this enhances working capital efficiency.
- Following the launch of HSBC DART in India, Identitii is now enabling HSBC as it rolls out HSBC DART into new geographies in Asia.
- In addition, Identitii signed a new licence agreement to provide its Overlay+ platform to HSBC
 Australia following the end of the financial year, in August 2019. This represents the second
 licence agreement for Identitii's technology under the existing Global Framework Agreement.
 Overlay+ is expected to go live with HSBC Australia following implementation work which will be
 completed in Q2 2020.



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