



Know Your Transaction

Identitii (ASX:ID8) 2020 AGM CEO Presentation

Wednesday 21 October, 2020
11am AEST



Breaking news first!

Identitii today announced the first Mastercard project

Project enables secure information sharing over Mastercard's cross-border payments network, simplifying financial crime compliance and streamlining payment operations



Important validation of Identitii's new strategy to connect financial services businesses with their global network of partners and customers, without replacing legacy technology

Statement of Work
summary:

- Minimum contract value of \$783,673
- Same contract terms as the August MSA
- First SOW in a series of planned projects
- Launches our Request module on Overlay+

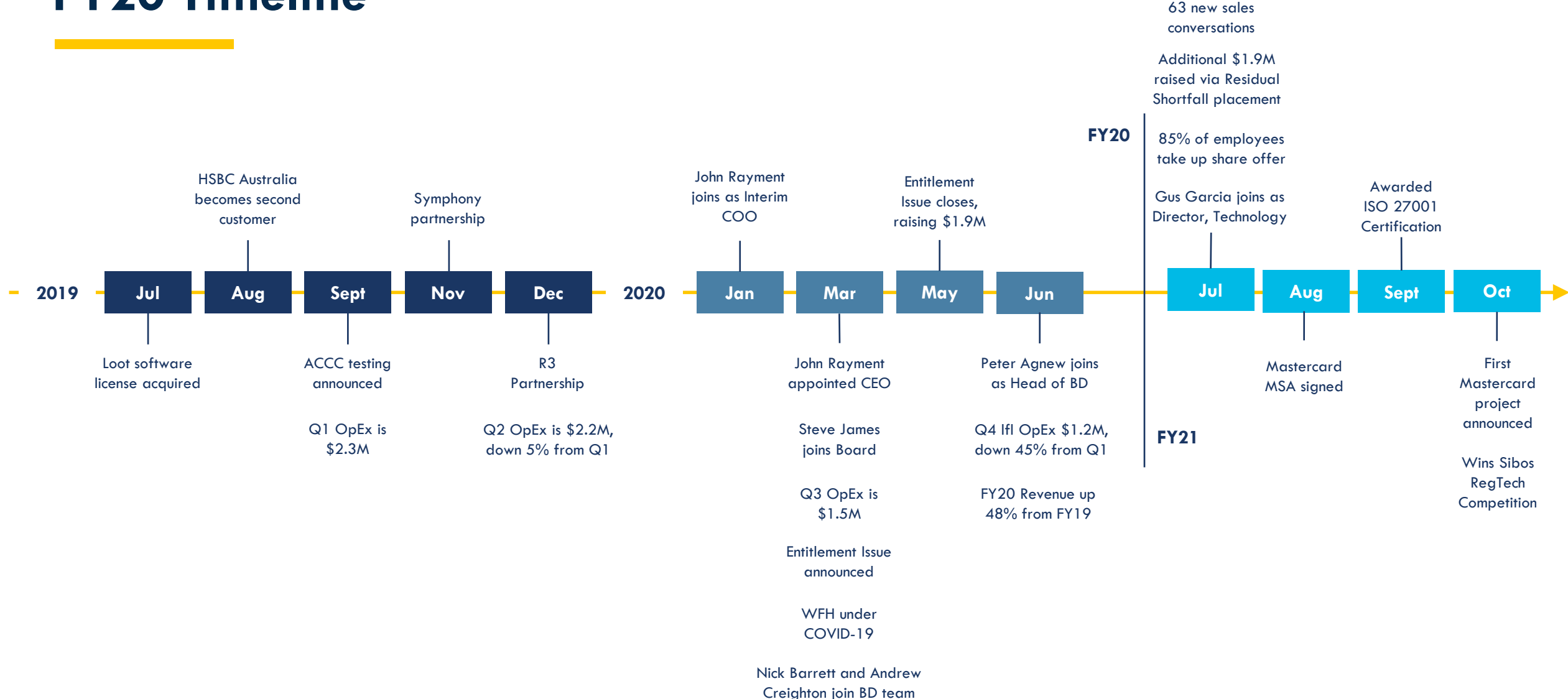


Agenda

1. A brief look back
2. Vision for the future
3. RegTech opportunity
4. Our current progress



FY20 Timeline



Nick Barrett and Andrew Creighton join BD team



“A vision allows you to look forward to the future with positive expectations. It helps you stay focused and will help you make decisions for future activities.”

Catherine Pulsifer

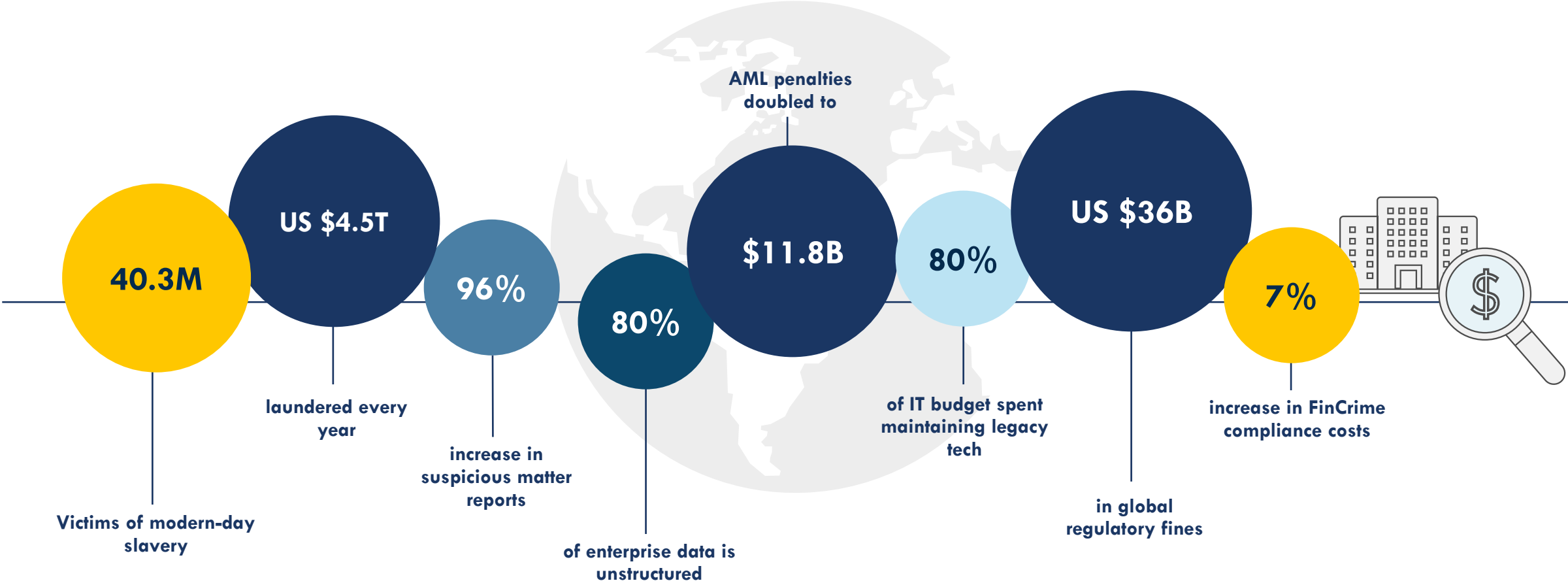


Our Vision

We envisage a **trusted and transparent** financial services industry, which is **accessible to everyone**, and where **financial crime is impossible**

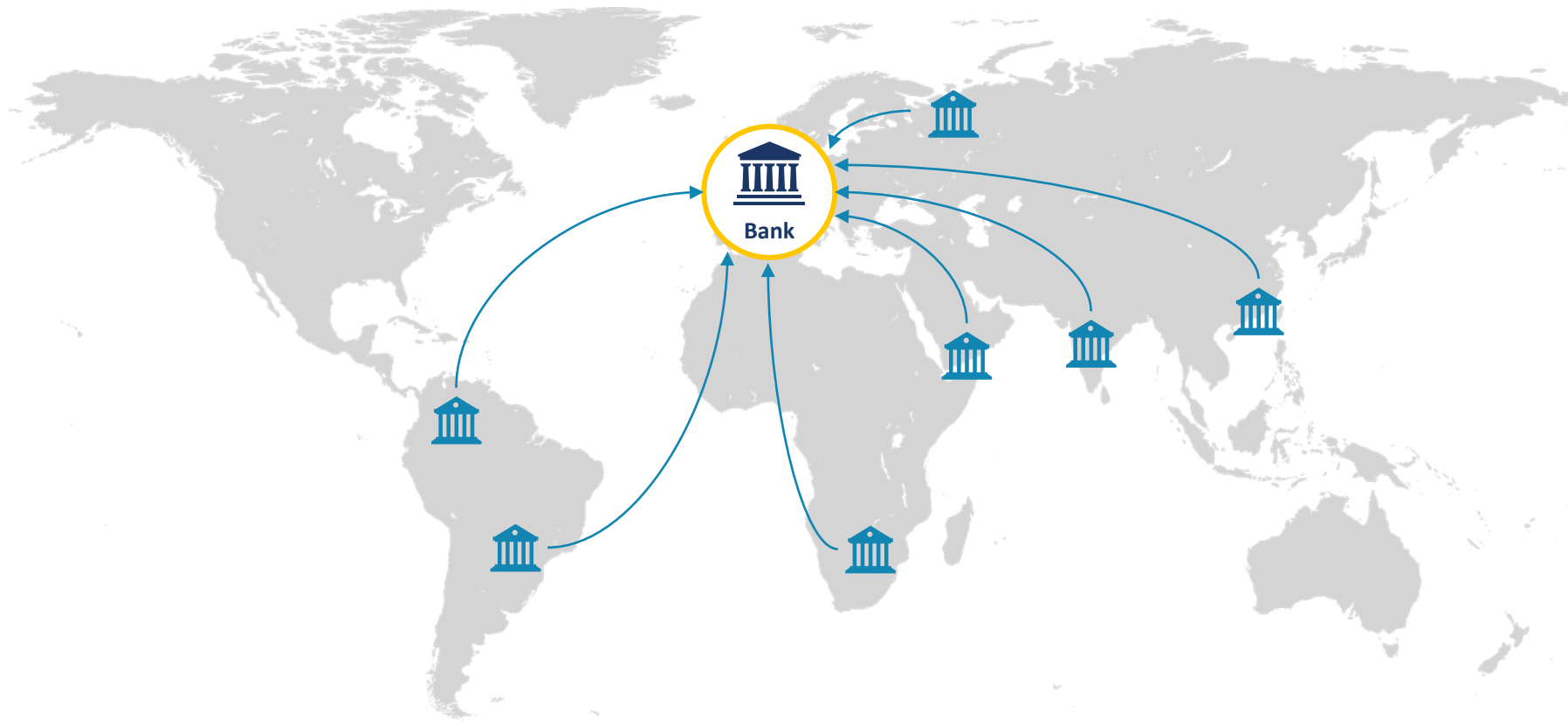
Financial crime is increasing

And with it, the burden on financial services businesses and their customers, as government regulations and reporting requirements increase



Financial exclusion is increasing

Correspondent banks are exiting long-term business relationships with banks in high-risk markets (de-risking), creating new significant costs and risks, as companies find alternative means to access global finance



Number of active correspondents worldwide has declined by 22% since 2011

30% decrease in the number of times US and EU banks were used as correspondents

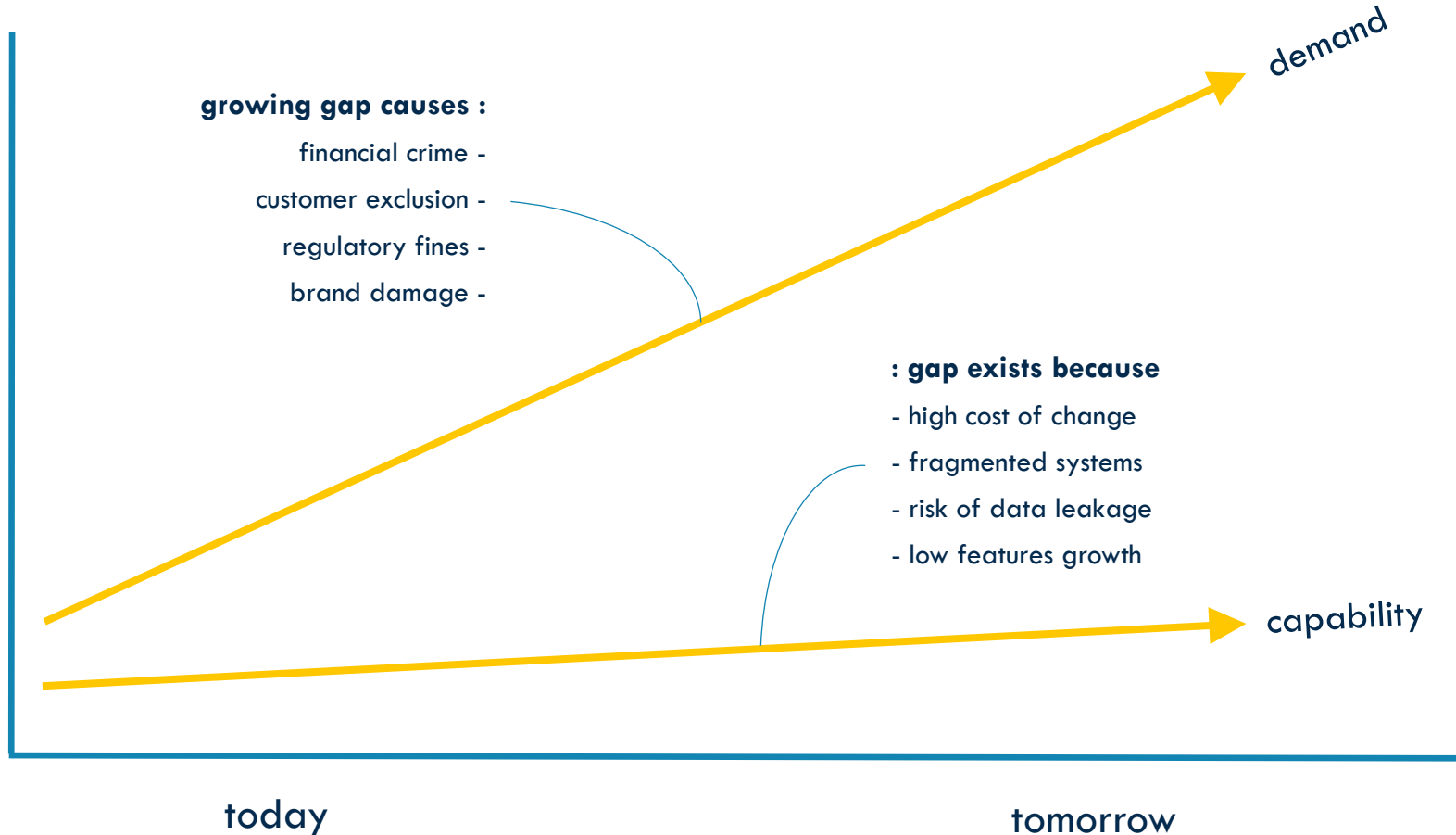
50% decrease in LATAM banks

28% decrease in African banks



What exactly do we do?

Overlay existing systems with a single platform that bridges the growing gap between demand from regulators and capabilities of legacy technology



Identitii bridges the gap:

- between the growing **demand** from regulators and customers to see more information about financial transactions
- and the **capability** of legacy technology used in much of the financial services industry
- to securely exchange critical information between teams and organisations

Are we on the right track?

Sales momentum is growing, as these new-in-2020 pre-sales results demonstrate



Sibos 2020 Discover Pitch Competition
Global **WINNER** in the category for
RegTechs driving societal improvements



Citi 2020 Mega FinTech Accelerator
Successfully shortlisted from over 3,500
entries, one of 12 companies pitching to Citi



RegTech Association and NAB Collaboration
Successfully shortlisted to pitch to NAB



HONG KONG MONETARY AUTHORITY
香港金融管理局

HKMA TechChallenge 2020
Shortlisted to pitch to judges and a number
of Asian banks at Hong Kong FinTech Week



2020 Awards for Excellence
Finalist in the Transaction
Reporting category



Deloitte Fast 500 APAC Application
Application submitted. Inclusion in the list
generates awareness of Identitii



BNY MELLON
BNY Mellon Connect 20
Application submitted. Shortlisted
companies invited to pitch to BNY Mellon

Accelerators and
competitions:

- Result in direct sales opportunities
- Introduce us to new contacts
- Speed procurement timelines
- Accelerate sales and marketing cycles
- Increase awareness of Identitii

How do we measure success?

For the end of FY22*	One-off \$	ARR** \$	Total \$
1 x global correspondent network with 35 respondent members	\$7.3m	\$4.0m	\$11.3m
2 x new global correspondent networks in pre-production	-	-	-
12 x regulatory reporting customers	\$1.2m	\$1.2m	\$2.4m
Totals	\$8.5m	\$5.2m	\$13.7m

For the end of FY25*	One-off \$	ARR** \$	Total \$
7 x global correspondent networks, each with 50 respondent members	\$72.1m	\$38.5m	\$110.6m
25 x regulatory reporting customers	\$2.5m	\$2.5m	\$5.0m
Totals	\$74.6m	\$41.0m	\$115.6m

*Figures on this slide are indicative of success only and should not be considered a forecast or projection

**ARR = annual recurring (license) revenue

Total address. market:

- ~200 correspondent banks in the world
- incl. 16 of the top 20 banks in the world (by total assets)
- major correspondent banks may have thousands of respondent banks in their network



 identitii

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