



IDENTITII (ASX:ID8)

FY23 Annual Report webinar

John Rayment
CEO

10 OCTOBER 2023

AGENDA

- Welcome
- IP strategy update
- 3 November General Meeting
- Review of our strategy
- Progress in 2023
- Look ahead to 2024
- Payble update
- Questions

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IP STRATEGY UPDATE

Identitii files patent infringement claim in the U.S.



Claim filed against JP Morgan Chase for infringement of the Company's U.S. patent



Engagement letter signed with U.S. law firm Bunsow De Mory



Non-recourse litigation funding agreement signed with Curiam Capital

Important step forward in protecting and extracting value from Company IP

Management remains wholly focused on delivering the Company's core strategy

Progressing the claim will not disrupt progress on the Company's core strategy

Litigation funding secured to ensure no impact to normal working capital requirements

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3 NOVEMBER GENERAL MEETING

**BOARD UNANIMOUSLY
RECOMMENDS SHAREHOLDERS
VOTE AGAINST ALL RESOLUTIONS.**

General Meeting called in response to notices received under sections 203D and 249D of the Corporations Act 2001

Meeting called to consider resolutions to:

- Remove two existing Directors
- Remove any subsequent Directors
- Appoint two new Directors

Key reasons the board unanimously makes this recommendation:

- 1 Distraction from strategy execution and positive momentum
- 2 Directors have full management and employee support

- 3 Potential risk to ongoing operations
- 4 New-look register demonstrates support of the Board

- 5 Absence of clear strategy from Proposed Directors
- 6 Proposed Directors lack of independence and additional skills

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DATA IS MORE VALUABLE THAN EVER BEFORE

FOR COMPANIES THAT DEAL WITH SENSITIVE DATA, HAVING IT CAN ENABLE GROWTH, BUT KEEPING IT SAFE IS HARD AS CYBER ATTACKS CONTINUE TO INCREASE.

Global data breaches
increased three fold from Q1
**2023 to Q2
2023¹**

THE COST OF GETTING IT WRONG

Reputational Damage

Worldwide, **855** accounts **leaked every minute in Q2 2023, up from 334** in Q1 2023¹

Rising Costs

US\$13.82T The estimated cost of cyber-crime worldwide by 2028²

Lost Opportunity

US\$1.45T Companies worldwide aggregate lost turnover due to financial crimes³

Financial Crime

US\$1.28T Estimated annual spend on combatting global financial crime⁴

WHY DOES THIS MATTER?

Data compliance regulations are increasing in scope and complexity. Where once data was an asset and an opportunity, today it is risky, expensive and complicated, especially in financial services where regulations require it to be shared between customers, counterparties and regulators.

**WE NEED BETTER
WAYS OF
SHARING,
PROTECTING AND
COLLABORATING
WITH DATA**

How does Identitii solve the problem?

WE AUTOMATE SENSITIVE DATA WORKFLOWS

Regulatory Reporting is one of a number of problems our platform can address.

This is how our platform works

We enable organisations to collect, connect and securely share sensitive data with trusted third parties.



Real-time dashboard view of all transactions, reports and exceptions

1

COLLECT

Customers collect sensitive data and upload it into our cloud-hosted platform

2

REVIEW

Our platform determines what to do with key pieces of data and pushes information into pre-determined workflows

3

PROCESS

Missing information is added or requested from trusted third parties, providing a single source of truth and complete audit trail for all information

4

SHARE

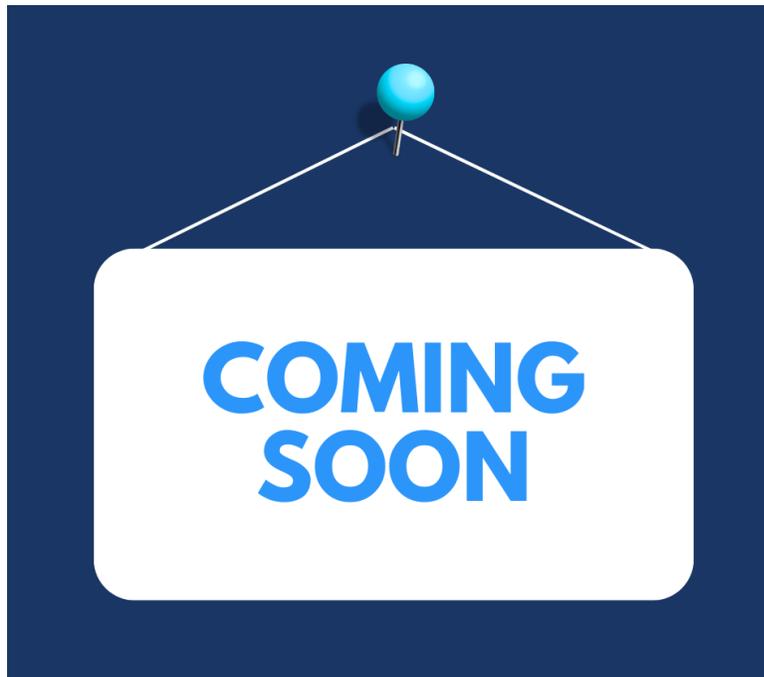
Automated requests and reports are shared with trusted third parties

Regulators, customers, partners, internal reporting



ISO 27001 Software-as-a-Service (SaaS) information security certified

THE GROWING GLOBAL OPPORTUNITY

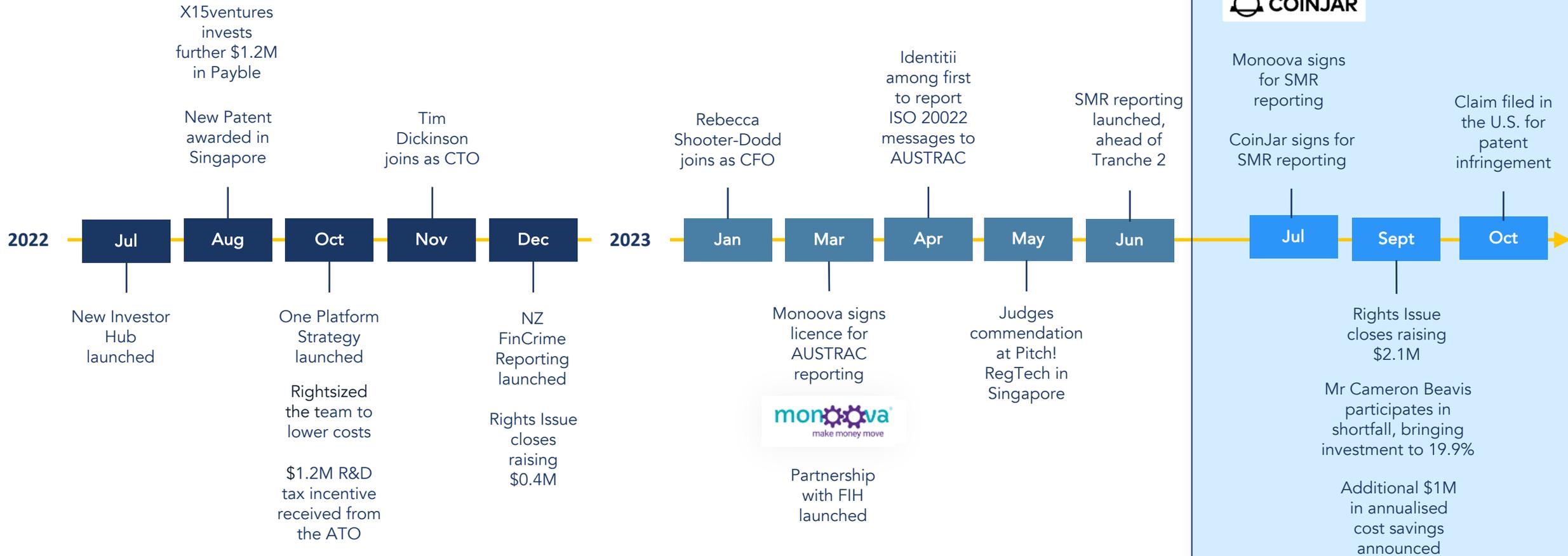


**NEW INVESTOR
PRESENTATION
WILL BE
RELEASED
BEFORE 31
OCTOBER 2023**

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FY23 MILESTONES



Hiring payments and technology expertise from within the financial services industry has been enormously beneficial

This expertise has identified our own legacy technology debt, running many products, on many platforms, in many environments, at high cost – with few customers and low revenue

Customer	Product	Platform	Environment
HSBC HK	DART	Serra	Physical, theirs
HSBC AU	Reporting	Overlay+	Google, theirs
Mastercard	Request	Overlay+	Azure, ours
Novatti Group	Reporting	O+ SaaS	AWS, ours
SCB AU	Reporting	New Plat.	AWS, ours
Rabobank	Reporting	New Plat.	AWS, ours

The good news is, there is **strong demand** for our Reporting platform

REDUCED COMPLEXITY

One Platform lowered **COST TO SERVE** and freed internal resources, shifting focus to generating revenue.

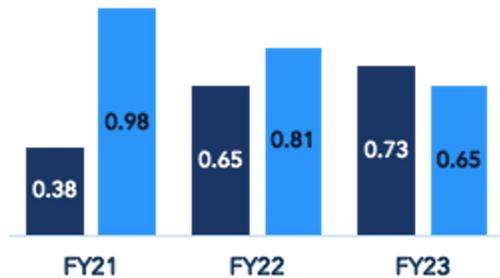
Reduced work in **PROFESSIONAL SERVICES** to support multiple customers, shifting focus to increasing monthly recurring revenue.

CUSTOMER	PRODUCT	PLATFORM	ENVIRONMENT
HSBC HK	-	-	-
HSBC Australia	Reporting	Overlay+	Google, theirs
Mastercard	Request	Identitii Platform	Azure, ours
Novatti Group	Reporting	Identitii Platform	AWS, ours
Standard Chartered	Reporting	Identitii Platform	AWS, ours
Rabobank	Reporting	Identitii Platform	AWS, ours
Monoova	Reporting	Identitii Platform	AWS, ours
CoinJar	Reporting	Identitii Platform	AWS, ours

FY23 FINANCIAL PERFORMANCE

Customer Revenue

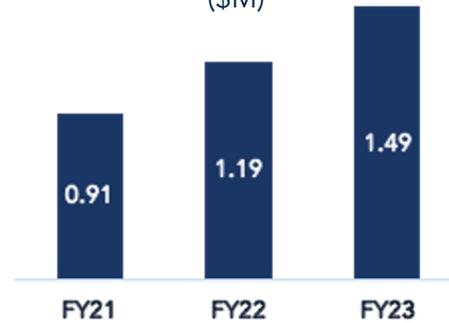
(\$M)



■ License Fees & Other Recurring Revenue
■ Professional Services

R&DTI Rebate

(\$M)



Increase in License Fees & Other Recurring Revenue of 12% y/o/y – focus on high-margin recurring revenue streams.

R&DTI rebate increase of \$0.3M. R&D spend increase of \$0.69M y/o/y, with R&D spend now 38% of OPEX (2022: 29%) as expenditure is focused on innovation and platform improvement.

Operating cash outflows reduced by \$0.8M or 13% y/o/y in line with reduction in operating expenditure.

Total reduction in operating expenditure of \$0.64M or 7% with additional savings expected.

Operating Cash Outflows

(\$M)



Operating Expenditure

(\$M)



■ Other expenditure
■ R&D expenditure

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MULTI-FACETED STRATEGY FOR SUCCESS



One platform strategy

Reduce complexity and cost to serve to increase speed and extend cash runway.



Partners & networks

Connect to other platforms and sales teams to rapidly increase customer numbers.



Product innovation

New enhancements and features to grow revenues and attract customers.



Acquisition & retention

Growth through targeted marketing, relationships and direct and indirect channels.



Experienced team

Industry and early-stage venture team who have worked with our customers.



Security & compliance

Ensure our data protection and regulatory compliance to better serve customers.

“By many measures, our Company is in its strongest position since first listing in late 2018. Activity on our platform is growing, we implemented several material reductions in operating costs that will fully materialise in FY24, the number of prospective customers engaged with us is the highest it has ever been, and our pipeline of opportunities is growing faster than ever.”

John Rayment
CEO

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PAYBLE

Continues to grow customers, revenue and the team

Citizen-centric payments for modern local governments

Payble™

Fast guide:

What is Payble?

→

Received a further \$1.2m cash investment from x15ventures

Payble™

Payble

We deliver modern citizen-centric payment experiences that save local governments time and money.

“In just 3 weeks we’ve seen nearly 1000 new payment plans created via Payble, with zero effort needed from the rates team.”

James Hickmott
Senior IT Coordinator
City of Greater Dandenong

Payble™

GREATER DANDENONG
City of Opportunity

→

Ended the FY with ten SaaS customers, eight of them local governments

Payble™

Our Customers

CITY OF PARRAMATTA

HORNSBY SHIRE COUNCIL

MOUNT ISA CITY COUNCIL

GREATER DANDENONG City of Opportunity

BERRIGAN SHIRE

Nillumbik The Green Wedge Shire

CAMPBELLTOWN CITY COUNCIL

Wingecarribee SHIRE COUNCIL

CITY OF MORETON BAY

CESSNOCK CITY COUNCIL

City of West Torrens

City of KINGSTON

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REFERENCES

1. <https://securitybrief.com.au/story/data-breaches-increase-almost-three-times-globally>
2. <https://www.statista.com/forecasts/1280009/cost-cybercrime-worldwide>
3. https://www.refinitiv.com/content/dam/marketing/en_us/documents/reports/true-cost-of-financial-crime-global-focus.pdf
4. https://www.refinitiv.com/content/dam/marketing/en_us/documents/reports/true-cost-of-financial-crime-global-focus.pdf

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

Thank you

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