



# Connecting the world's payment data

Aussie Equities Day hosted by Spark Plus

ASX:ID8

September 2024



This presentation will shortly be given to existing and prospective investors in Singapore, at the Aussie Equities Day hosted by Spark Plus, Friday 20 September 2024.

We will have 20 minutes on stage to introduce Identitii to the audience, before attending a networking event where further conversations are expected.

The following is an introduction to the Company and the industry we operate in, designed to inform and engage attendees, and prompt further conversations.

Some of the slides contain reader notes, drafted to inform readers not able to attend the event, to convey the key messages that will be communicated on stage.

Thanks for reading, if you have questions about the presentation, or the things we're working on, please reach out.

Regards,  
John Rayment  
CEO, Identitii



- \$8.5 million market cap.
- Zero debt (except for FY24 R&D loan)
- 651 million shares on issue
- Top 20 owns 62%
- Largest shareholder owns 31%
- 1,950 shareholders
- Staff have purchased 30 million shares

Data as at 4:00pm AEST on 18 September 2024

## The value of global cross-border payments

**\$190 trillion** → **\$290 trillion<sup>1</sup>**  
2023 2030

### Reader notes:

Identiï operates in the global cross-border payments market, which is expected to grow by 50% over the next seven years.

Value includes all types of cross-border money movements, such as B2B payments, consumer remittances, international trade settlements and cross-border e-commerce transactions.

It is a large and growing industry with many players, including banks, payment processors, Fintech companies, remittance providers and e-commerce platforms.

## Increasingly strict global AML/CTF regulations

- Risk assessments
- Customer due diligence
- Transaction monitoring
- Reporting obligations
- Record keeping

**\$206 billion<sup>2</sup>**  
2023

### Reader notes:

The industry is highly regulated by global Anti-Money Laundering and Counter-Terrorism Financing (AML/CTF) laws, designed to prevent, detect, and combat the flow of illicit funds through the financial system.

Laws require complex AML/CTF programs designed to create a comprehensive framework for detecting, preventing, and reporting potential money laundering and terrorism financing activities.

The industry spent over \$206bn complying with AML/CTF laws in 2023.

## Despite volumes, there are significant challenges

- High costs
- Slow transaction speeds
- Security issues
- Lack of transparency
- Operational complexity
- Regulatory challenges
- Incompatible data standards
- Outdated technology

### Reader notes:

There are thousands of companies competing to move money across borders, the market is highly competitive and becoming increasingly fragmented.

Companies are focusing on market segments and solving one or some of the industry challenges to stand out from the crowd, optimising for speed, or cost, or a sub-set of challenges.

This is like treating the symptoms instead of the cause.

# Data

## Reader notes:

The underlying cause that connects all of the challenges with cross-border payments is data.

Specifically, the ability to collect and share enough payments data to keep money moving around the world.

Whilst competition in the global cross-border payments industry is both significant and growing, very few companies are focused on addressing the underlying cause of friction.

Identitii was founded to solve this problem.



We're solving the problem that  
**accessing crucial information is**  
**slow, expensive and unreliable**



## The company is focused on two primary assets



**U.S. Patent No. 10,984,413**

### Reader notes:

The core focus of Identitii is connecting cross border payment providers to its cloud platform, to build a stream of recurring SaaS revenue.

Furthermore, the Company also owns a software patent in the United States and has an externally funded claim for patent infringement against JP Morgan, currently in front of the Delaware Court.

In addition to the above, the Company also owns a software patent in Singapore, and a 10% stake in Payble Pty Ltd (together with the Commonwealth Bank and OIF Ventures).

# Our customers use **our platform** to reduce the complexity of moving money across borders

**Global problem:** a significant number of cross-border transactions require additional scrutiny or information, especially those flagged as high-risk or suspicious

**Process today:** those payments are held, and teams use emails, spreadsheets and shared drives to request, share and store additional information, before they are released

**Identitii solution:** our platform structures and automates information sharing, reducing human error, improving data security and ensuring faster processing of payments

## Reader notes:

The Identitii platform is used to solve the underlying friction that exists in the way money moves around the world today.

The platform provides structured, repeatable information workflows, creating an ecosystem of participants within a payments network.

The result is improved security and control of sensitive data as it moves within and between payments organisations.



Technology proven in the US and Australia, with growth plans focused on the US market

~\$860k

Annual Recurring Revenue



Growing Customer Base

\$4.4b<sup>3</sup>

Global Opportunity



Company Locations

200+

Teams on Platform



ISO 27001 Certified



Rabobank



mastercard



monoova™

send.

Novatti

Bendigo Bank



## Identitii filed a **patent infringement claim** against JP Morgan Chase in the Delaware Court

1. Identitii filed United States patent application – 2015
2. Identitii and JPMC participated in workshops under NDA – 2016 & 2017
3. JPMC launched the Interbank Information Network – 2017
4. JPMC patent claim rejected based on Identitii prior art – 2019
5. Identitii granted United States patent – 2021
6. Identitii filed claim for patent infringement – 2023

## What has happened since the claim was filed, and what are the likely next steps in the process?

1. JPMC filed two petitions with the USPTO to invalidate the Identitii patent
  - Both of these were rejected – 2024
2. JPMC filed motions to dismiss the claim with the Delaware District Court
  - This is still pending
3. If the motion to dismiss is rejected, **the infringement claim will proceed**

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



**I'm John,  
come and say hello!**



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## References

1. <https://www.bvnk.com/blog/b2b-cross-border-payments-fxc-intelligence>
2. <https://risk.lexisnexis.com/global/en/about-us/press-room/press-release/20230926-global-financial-crime-compliance-costs>
3. references the "Global Addressable Market" figure on page 12 of Identitii's **ASX Investor Presentation**, released 14 May 2024