

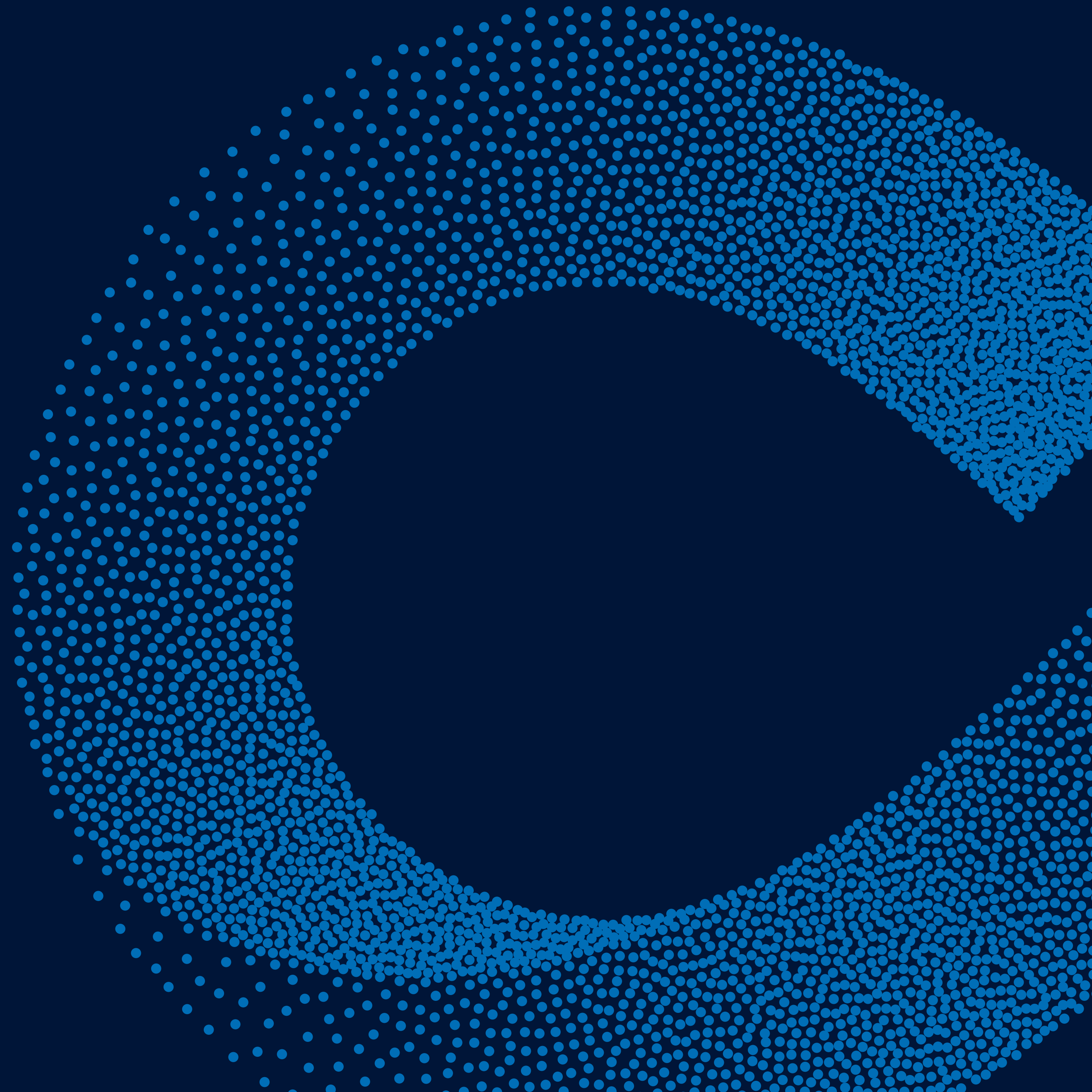


Know Your Transaction

Creating a new, connected ecosystem for commerce

Investor presentation

June 2019 | Idetitii 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).

Today.



Part One

How we have turned
a problem into an
opportunity



Part Two

Our business,
and how we'll grow



Part Three

Financials
and Q&A

Today.



Part One

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Part Three

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The problem:

\$9 trillion

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

71%
of information is being sent over
legacy channels today – fax,
post (cheques & remittance
advices), phone call, email.²

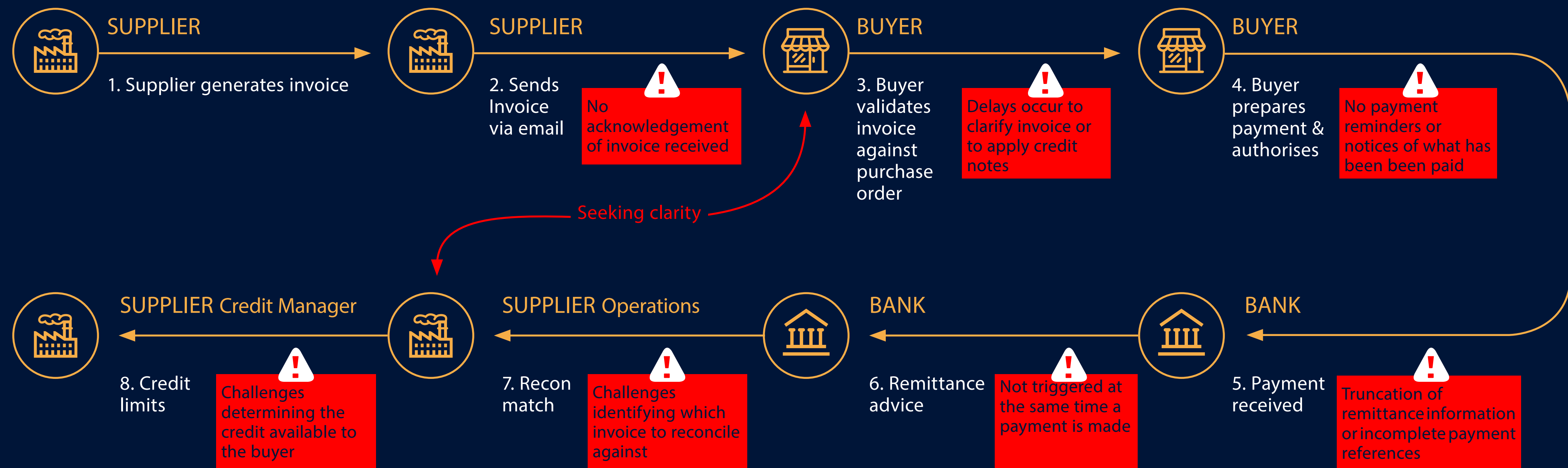
A burden on business
This requires humans in the
chain, and is a huge pain point
for banks, suppliers, buyers
and regulators.

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

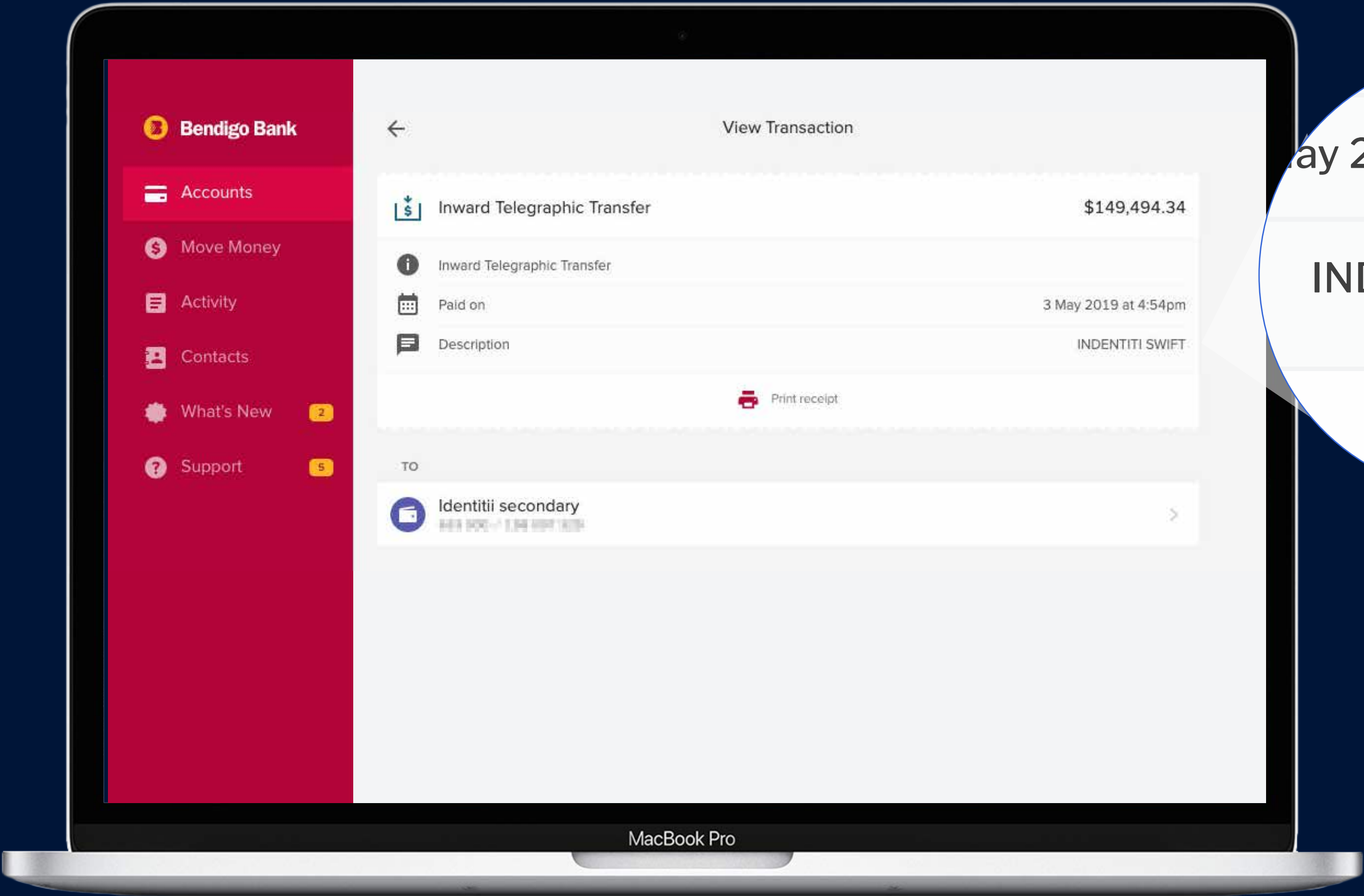
1. <https://blog.tradeshift.com/the-9-trillion-dollar-question-why-is-so-much-liquidity-locked-up-in-the-supply-chain/>

2. https://www.jpmorgan.com/global/ts/future-of-automated-reconciliation?source=cib_di_jp_irri0518

Friction exists at every step as information moves in a linear chain.



Without information, payments are meaningless.



ay 2019 at 4:54pm

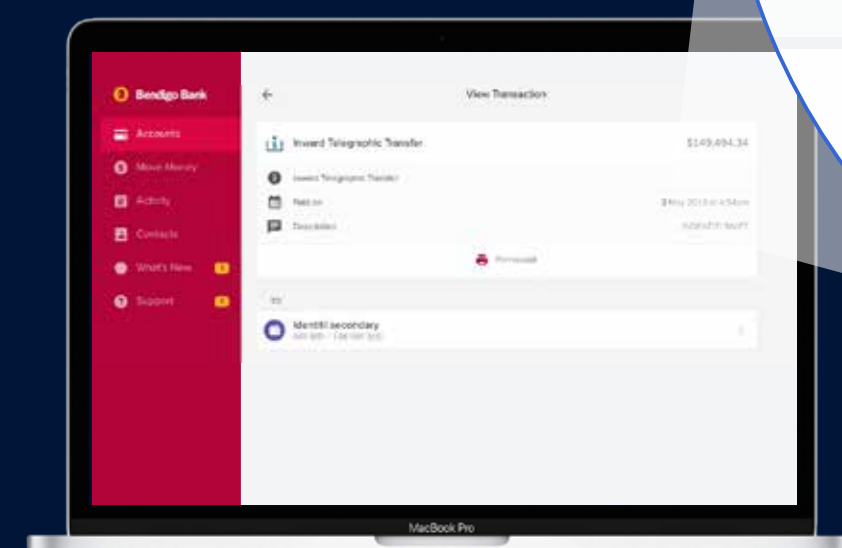
IDENTITI SWIFT

Identitii aims to enrich payments with missing information...

Current

ay 2019 at 4:54pm

INDENTITI SWIFT



With Overlay+

New Payment

From: Vandelay Industries
To: Identitii: Payments Received Account
Amount: \$10,000.00
Purchase Order: AU65710
Payment Reference: June delivery confirmed

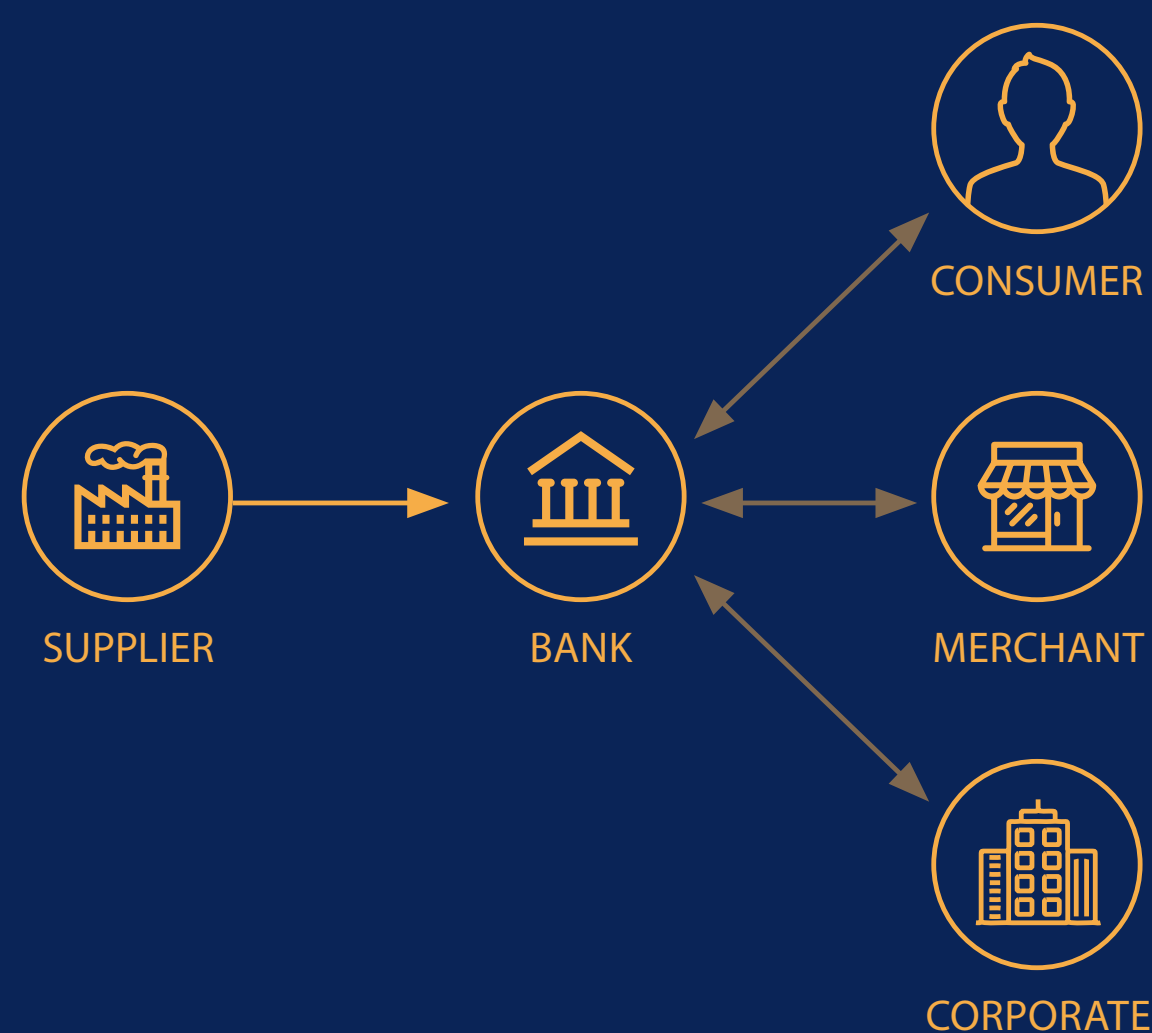
Also supported:

- Invoices • statements
- letters • photographs
- live-chat-style real-time interactions

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

TRADITIONAL BANKING

A linear payments chain with limited visibility



PEER-TO-PEER ECOSYSTEM

Direct communication between any party, with data flowing in multiple directions



Powered by the Corda Enterprise blockchain³.

Leveraging an existing banking network to reach scale.
Open source. Enterprise scale. Run by financial institutions.

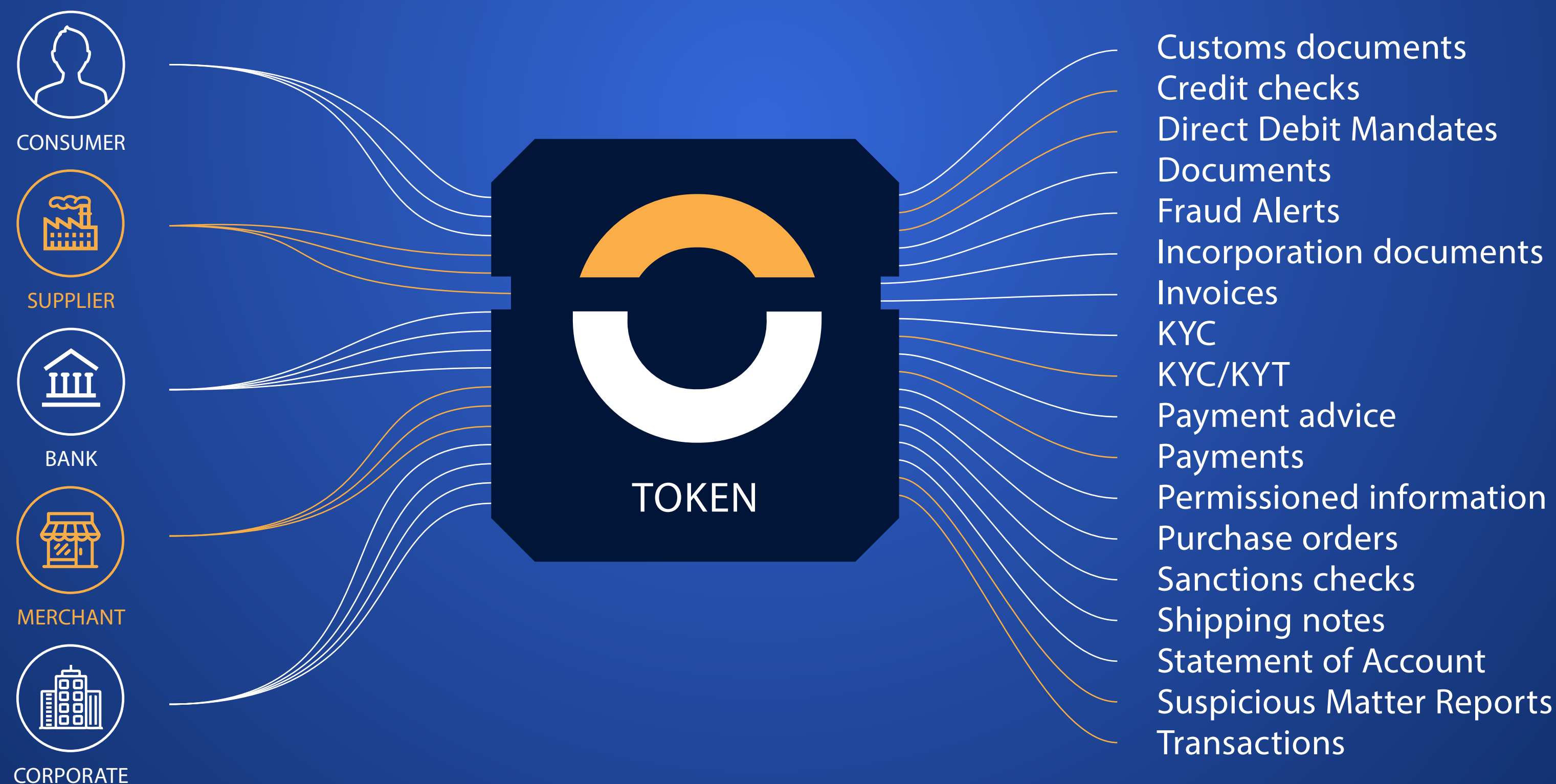


3. Corda is an open source blockchain protocol supported by R3. The Corda Network is a publicly-available internet of Corda nodes operated by network participants.

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



We use tokenisation to identify important data - with no change to legacy systems.



Case study.

A global bank: an Identitii client since 2017.

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

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

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

Further roll out planned into new markets in Asia.

THE CLIENT: KEY FACTS

- Serving 39 million customers across 66 countries and territories⁴
- Total assets of US\$2.6 trillion and revenue of US\$53.8 billion⁴
- Top 10 bank in the world by total assets⁵



4. Annual Report and Accounts 2018

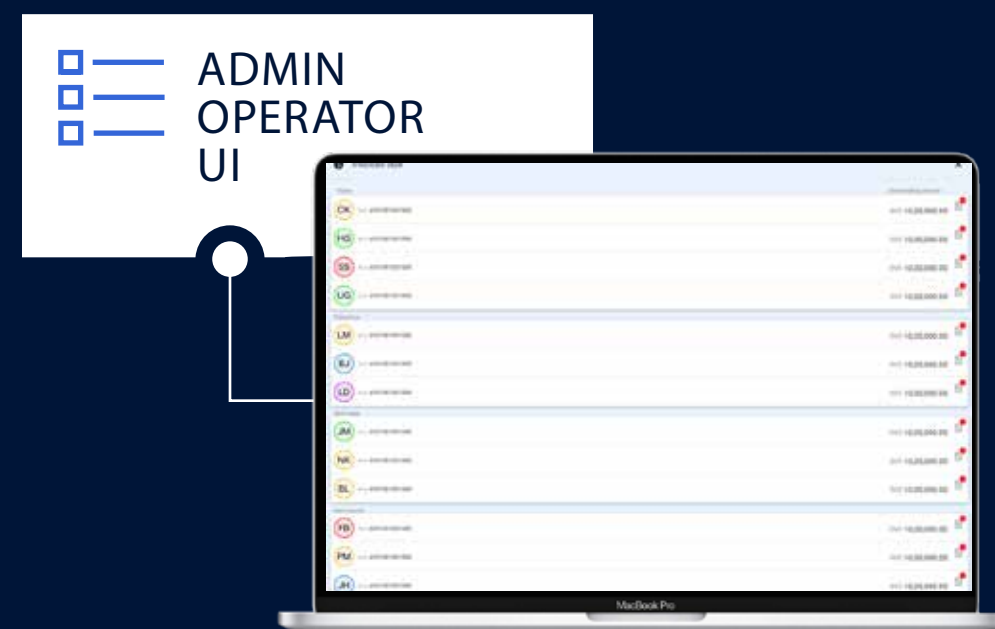
5. 2018 S&P Global Market Intelligence report of the 100 largest banks in the world

Use case example #1

Overlay+ for banks.

Identitii partners with leading banks to build, deploy and activate payment ecosystems that enable them to develop pioneering products and services for their customers.

Admin UI



Features

- Analytics
- Case management
- User management
- Rules

★ Benefits

- Improved operational efficiency
- Better customer insights enabling new products/services
- Automation
- Regulatory compliance through audit trail

Third party API connectivity



Features

- Reg reporting
- ISO20022
- Payment initiation and request
- Payment enrichment
- Third party app integration

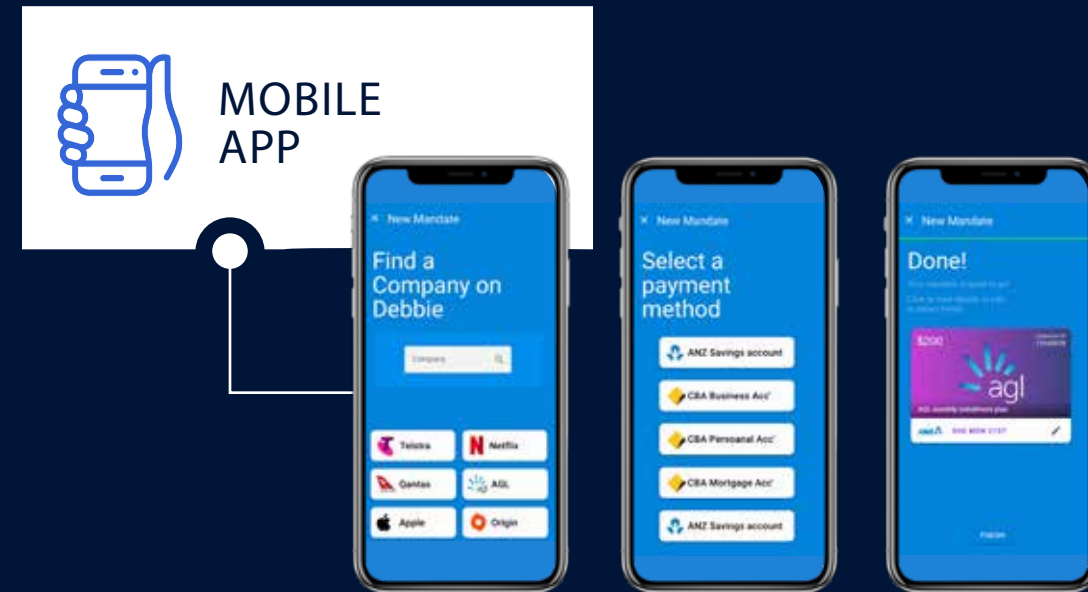
★ Benefits

- Automation of reporting
- Improvement in customer experience
- Easy integration to extended functionality such as OCR, RPA, ML/AI
- Compliance with new regulation

Overlay+ apps.

Overlay+ apps allow consumers, SMEs and corporates to interact with Overlay+ in a customisable user experience.

Software Development Kit



Features

- Direct Debit Mandate management
- Spend management
- Messaging capability
- Upload photos/files; Intent to Pay (I2P) notification
- Easy customisation

Benefits

- Simplified approval and onboarding process
- Faster time to market
- Improved customer experience
- Competitive discounts
- Faster goods being shipped

Software Development Kit



Features

- Buyer management
- Upload supporting documentation
- DSO snapshot
- Request to pay (R2P) management
- Dynamic discounting
- Messaging capability
- Access alternate invoice finance channels
- Easy reconciliation

Benefits

- Improved operational efficiencies
- Move away from expensive proprietary methods
- Shortened payment/collection cycles
- Easy reconciliation
- Enhanced predictability of cash flows

Today.



Part One

How we have turned
a problem into an
opportunity



Part Two

Our business,
and how we'll grow



Part Three

Financials
and Q&A

Our revenue streams.



Our two-pronged approach to growth.



Banks: Driving Identitii license fees

- Banks have a one-to-many relationship model i.e. 1 bank with access to many corporate customers, making them an obvious target.
- Identitii has developed a Banks as a Partner (BaaP) sales strategy to ease the sales conversation and educate corporate customers about Overlay+.



Corporates: Driving transaction volume

- Corporates and SMEs in Asia-Pacific are already preparing for open banking.⁶
- Identitii has developed a Corporate engagement strategy to help banks get corporate customers onto the Overlay+ platform to drive transaction volume.

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

6. 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

Our 'Bank as a Partner' (BaaP) growth strategy builds upon our global bank partnership.



Our BaaP enablement program helps banks to adopt and drive transaction volume through the platform, with collateral and training material to engage corporates and their customers.

7. The Accuity Bankers Almanac reportedly contains data of over 25,000 banks globally: <https://accuity.com/bankers-almanac-for-payments/?intcmp=ba-payments-home-page>

Our corporate engagement strategy.

TOTAL NON CASH PAYMENT TRANSACTIONS GLOBALLY (2020F)¹

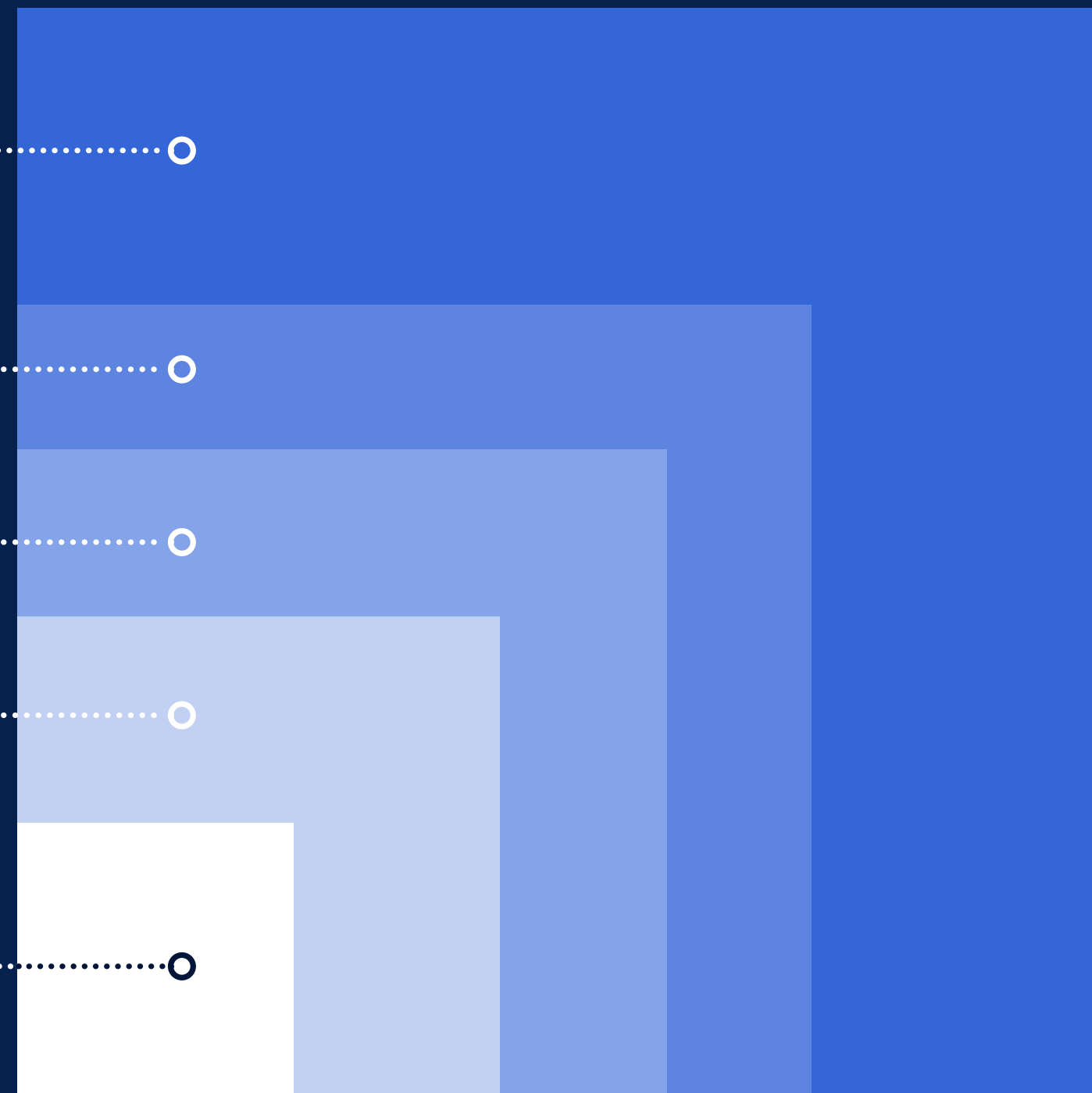
763b¹
non cash transactions
globally

513b¹
non cash transactions in
APMEA & all of Europe

372b¹
non cash transactions in
APMEA & CE

266b¹
non cash transactions in
all of Asia Pacific

73b¹
non cash transactions in
mature APAC including
Australia



All numbers are forecasts.

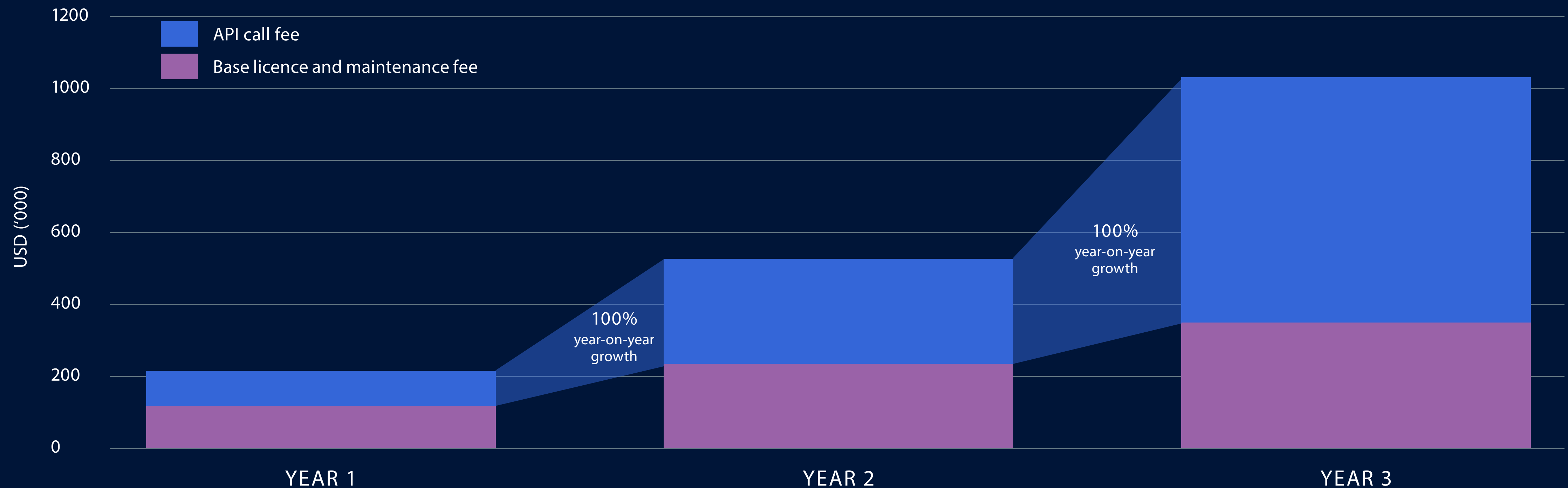
Initial focus is on the Australian market to drive transaction volume. Engaging directly with corporates will further drive payment transaction volume and help banks get corporate customers onto the platform.

1. Capgemini BNP Paribas, 2019, "World Payments Report 2018", <https://worldpaymentsreport.com/wp-content/uploads/sites/5/2018/10/World-Payments-Report-WPR18-2018.pdf>.

Cumulative potential revenue from a typical bank and an increase in transaction volume over time.






Example

Note that this is an example only. This is not to be used for forecasting. Excludes one-off charges.



1. Assumes that there are 1m API calls to Overlay+ platform in Year 1, with a YOY transaction growth rate of 100% in Years 2 & 3. Year 3 represents a cumulative \$1.06m in Total Contract Value (TCV) over a typical 3 year contract.

Identitii's Overlay+ solution is well-positioned vs. competitive offerings.

	 OVERLAY+	 Centrifuge	 Ordo	 TRUELAYER	 highradius
Summary	Overlay+ enables banks and corporates to securely exchange documents and information internally or externally.	Centrifuge is an open, decentralised platform to connect the global financial supply chain.	Ordo is an end-to-end fully encrypted messaging and payment service.	Truelayer builds financial apps that connect to bank data, verify accounts, and access transactions in real-time.	HighRadius leverages AI-based Autonomous Systems to help companies automate accounts receivable and treasury processes.
Publicly listed	✓	✗	✗	✗	✗
Blockchain	✓	✓	✗	✗	✗
Payables & receivables	✓	✓	✓	✓	✓
Regulatory reporting	✓	✗	✗	✓	✗
Open Banking enabler	✓	✗	✓	✓	✗

Upcoming catalysts.



Further bank
partners



New licences and
revenue growth



Future Overlay+
releases



Strategic
partnerships

Summary.



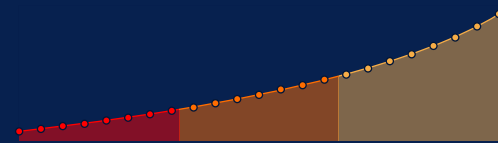
Identitii helps release the estimated US\$9tn locked up on corporate balance sheets globally because of missing payment information.



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, 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.

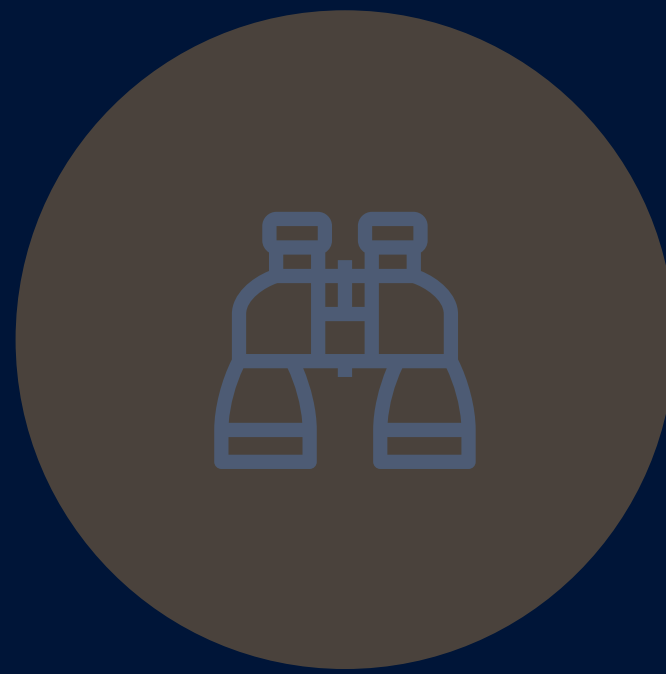


Experienced management and Board with strong payments industry expertise.



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

Today.



Part One

How we have turned
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opportunity



Part Two

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and how we'll grow



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Financials
and Q&A

Capital structure and register composition.

Capital structure

ASX code	ID8
Date listed	17 October 2018
Share price ¹	A\$0.41
Ordinary shares on issue ¹	54.5m
Market capitalisation (undiluted) ¹	A\$23.98m
Unlisted options ²	12.3m
Pro forma cash at 31 March 2019	A\$5.9m
Debt at 31 March 2019	–

Share register composition

Directors and employees	33.5%
Top 20	83.7%
Mr Nicholas Armstrong (Co-founder)	17.2%
Regal Funds Management (Sydney)	11.41%
KTM Ventures Innovation Fund LP (Sydney)	11.0%
Dr Eric R Knight (Co-founder)	8.5%
Ms Justine F Roche	5.6%
Terra Capital (Sydney)	5.1%
The Lind Partners (New York)	4.9%
Paradice Investment Mgt (Sydney)	4.1%
Mr Walter M Lewin	2.7%
Mr Benjamin Buckingham (Management)	2.5%

1. At 25 June 2019

2. Board and employees represent 5,950,000 unlisted options

Financials.

Cash at 31 March 2019: A\$5.9 million

Revenue generating, no debt

Cash receipts increasing, 216% growth in 3Q19 to \$300k

Cash burn approximately A\$0.5 million per month

A\$1.2 million R&D tax incentive grant expected in August 2019

Continued receipts from customers expected

A\$6m spent on R&D program since inception



Know Your Transaction

Industry trends one: Open Banking.

86%

of large corporations are already participating in Open Banking ecosystem platforms or plan to do so in 2019.

80%

of banks have already invested in Open Banking for SMEs and Corporate customers or plan to do so in 2019.

50%

of banks expect Open Banking for SME and Corporate clients to provide between 5–10% of banking revenues growth over the next 3–5 years.

75%

of large corporations would be more interested in joining an Open Banking ecosystem platform with banks.



Industry trends two: ISO 20022 Migration.

ISO 20022 is the global messaging standard for financial business transactions. Migration has far-reaching implications for all banks, corporates and other important financial stakeholders ¹; Target2 consolidation in Europe and the start of the SWIFT coexistence period begin in 2021, the UK in 2022, the US in 2023, and Australia's Reserve Bank has called for comments on its own plan. This means participants in the financial system must be able to receive and process ISO 20022 format messages by these deadlines.²

80%

Volume of high-value payment transactions that will support the ISO 20022 standard globally within the next 5 years.²

100%

SWIFT survey respondents that selected the ability to achieve greater STP as the reason for considering ISO 20022.³

80%

SWIFT survey respondents who indicated that the cost-benefit analysis for migrating to ISO 20022 was positive.³

75%

SWIFT survey respondents that indicated that their organisation is currently investigating the use of blockchain or APIs in relation to ISO20022.³



1. Deutsche Bank, April 2019, "Ultimate guide to ISO 20022 migration".

2. SWIFT, April 2018, "ISO 20022 migration: the time is now", https://www.swift.com/news-events/news/iso-20022-migration_the-time-is-now.

3. SWIFT, March 2019, "The Asia-Pacific Securities Market Infrastructures landscape Has ISO 20022 arrived yet?" <https://www.swift.com/news-events/news/taking-the-pulse-of-iso-20022-adoption-by-apac-securities-market-infrastructures> – based on questionnaire responses from eight SMLs.

Industry trends three: FATF16.

FATF is a global taskforce designed to reduce financial crime, with many member countries transposing the recommendations into local regulations.¹ FATF Recommendation 16, for example, requires financial institutions to provide information not just about the originator of a payment, but also the beneficiary, as part of its anti-money laundering, terrorist financing and other financial crime obligations.²

US \$321b

Amount banks globally paid in fines between 2008-17 for regulatory failings from money laundering, market manipulation and terrorist financing activity.³

A \$700m

Amount of money Commonwealth Bank was fined (plus legal costs) in 2018 for breaches to anti-money laundering and counter-terrorism financing laws.⁴

2–5%

Percentage of global GDP (or US \$800 billion – US \$2 trillion) estimated to be laundered globally per year.⁵

US\$1.5b

Annual compliance budget for banks surveyed in 6 Asian markets: China, Hong Kong, Indonesia, Malaysia, Singapore and Thailand.⁶



1. Deutsche Bank, Sept 15, "Industry Update: FATF/EU Funds Transfer Regulation": <https://www.cib.db.com/insights-and-initiatives/flow/33364.htm>

2. ACAMS, Nov 2016, "Navigating FATF Recommendation 16: <https://www.acamstoday.org/navigating-fatf-recommendation-16/>.

3. Boston Consulting Group, cited in Bloomberg, March 2017: <https://www.bloomberg.com/news/articles/2017-03-02/world-s-biggest-banks-fined-321-billion-since-financial-crisis>.

4. [https://www.abc.net.au/news/2018-06-04/commonwealth-bank-pay-\\$700-million-fine-money-laundering-breach/9831064](https://www.abc.net.au/news/2018-06-04/commonwealth-bank-pay-$700-million-fine-money-laundering-breach/9831064).

5. UNODC: <https://www.unodc.org/unodc/en/money-laundering/globalization.html>

6. Lexis Nexis, 2016, "Uncover the True Cost of Anti-Money Laundering & KYC Compliance".