



Know Your Transaction

**A trusted and
transparent global
financial system,
without replacing legacy
technology**



Our Vision

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

What is happening in the market today?

“Over the last decade, global banks have been tightening operations to comply with regulations designed to curtail money-laundering and terrorism-financing. As a consequence, global banks have been limiting correspondent banking relationships (CBRs) with local banks in emerging and developing economies – a practice referred to as de-risking.

Correspondent banking relationships connect local economies with the international financial system and are essential to making payments across borders. They underpin international trade, remittances, and financing of humanitarian work.”

*The Decline in Access to Correspondent Banking Services in Emerging Markets:
Trends, Impacts, and Solutions
Lessons Learned from Eight Country Case Studies
Published by the World Bank Group in 2018¹*



What problem do we solve?

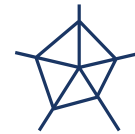
Banks from developed economies are pulling out of high risk markets (de-risking), meaning they miss out on business opportunities in these areas, and customers are deprived of access to global finance



Anti-money laundering (AML) compliance requires a significant amount of information



Cost of compliance is increasing



Financial crime compliance requirements vary between countries and across the industry



Secure information sharing between institutions is difficult



Centralised approaches do not work for sensitive data



Information sits in siloed systems that are difficult to connect

Number of active correspondents worldwide has declined by 22% since 2011²

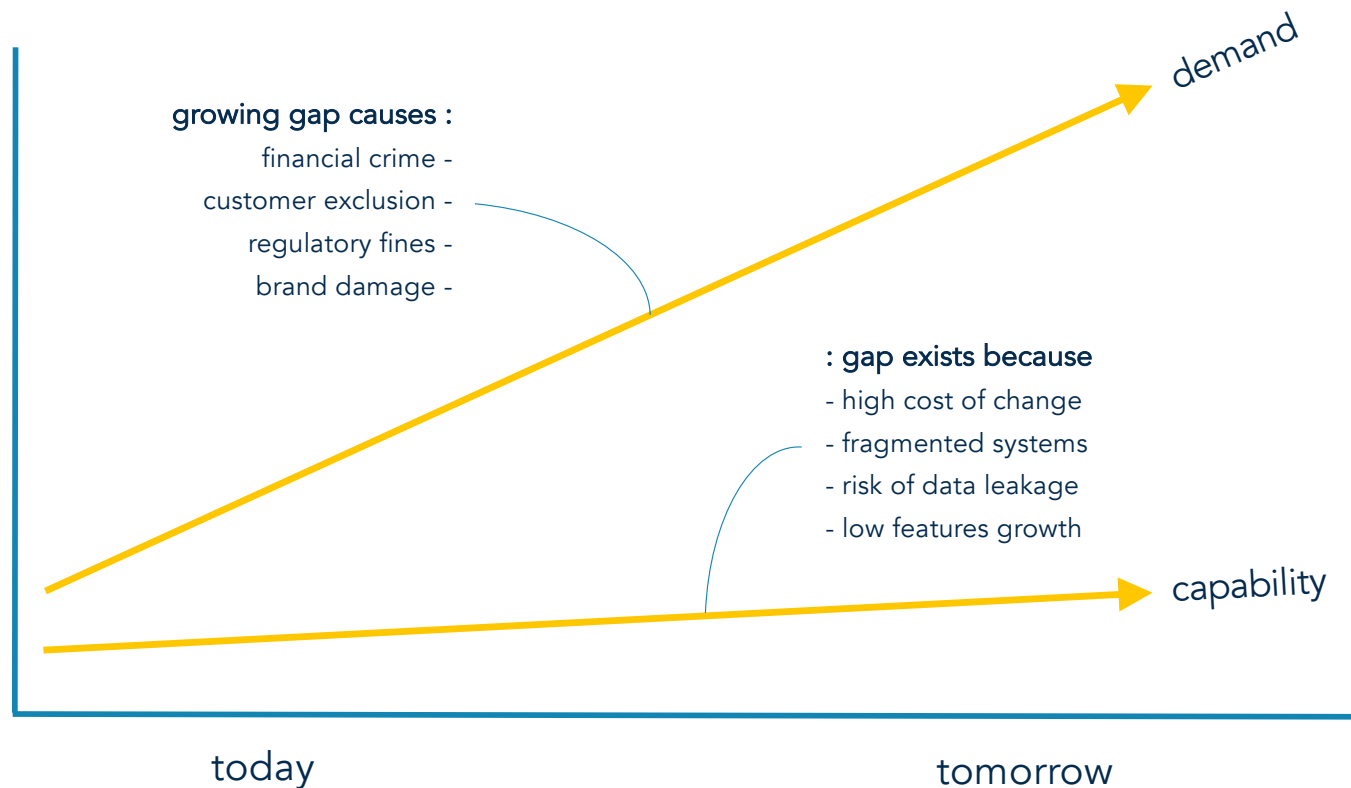
↓ 30% decrease in the number of times US and EU banks were used as correspondents³

↓ 50% LATAM banks³

↓ 28% African banks³

What exactly do we do?

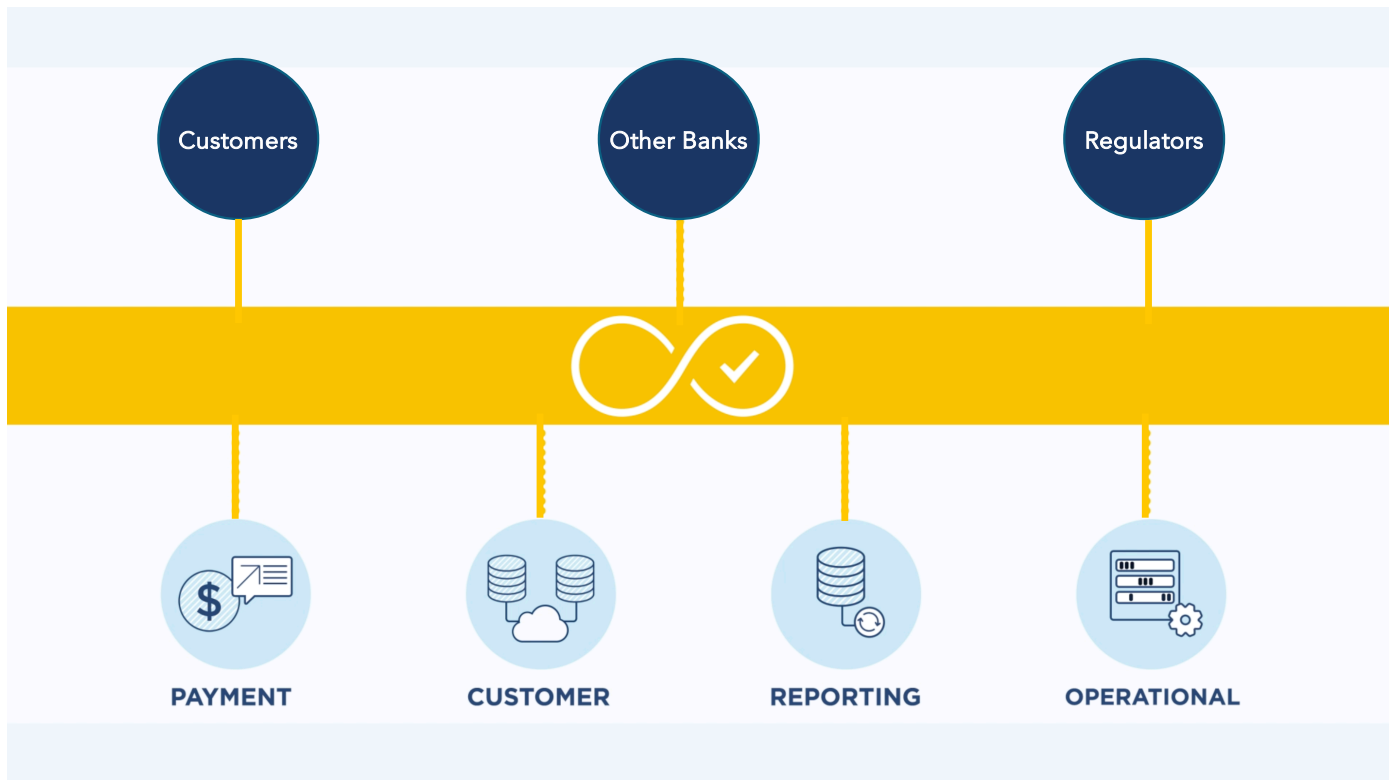
Overlay existing systems with a single platform that bridges the growing gap between demand from regulators and capabilities of legacy technology



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

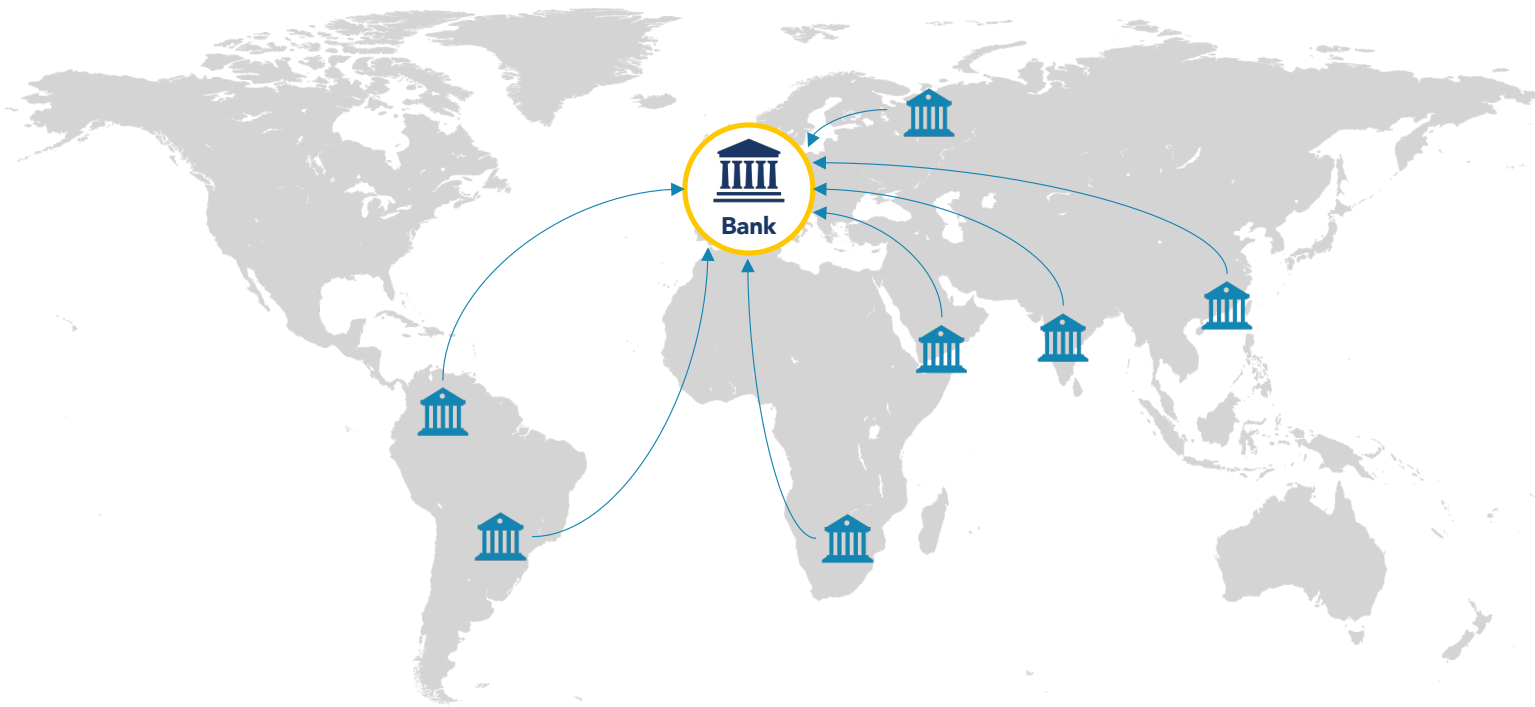
How do we do it?



Identiit's Overlay+ platform:

- takes data from multiple different systems and in multiple formats,
- creates a **single, transparent and auditable view of information** across all client and transaction data

How do we do it?

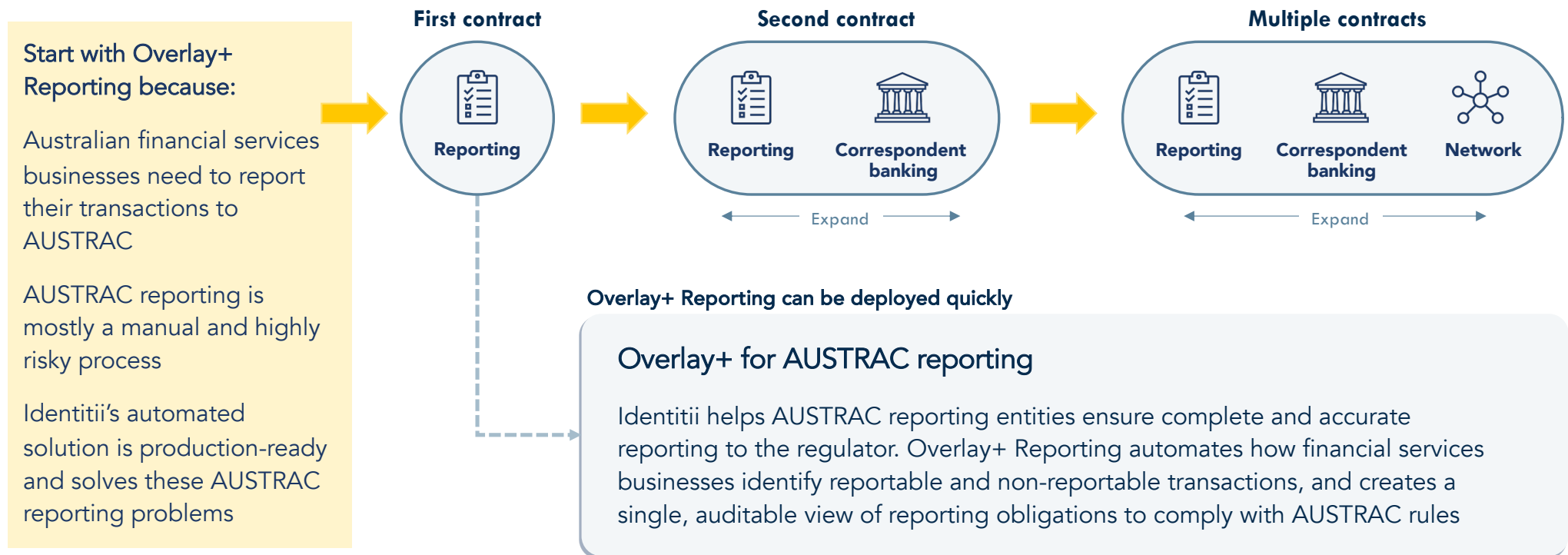


Using Overlay+

- global banks can create their own private network of trusted respondent banks
- securely sharing their single, transparent and auditable view of all client and transaction data

How do we overcome the long sales cycle?

Drive sales of Overlay+ Reporting as a fast, ready to implement and easy to buy solution, then expand within the bank



How do we overcome the long sales cycle?

By going to market with the right strategic partnerships



Partnering with firms:

- that already supply financial services businesses
- can reduce or even completely remove
- lengthy procurement processes that are often more than 50% of the sales journey.

How do we make money?

Customer Type	One-off Set-up	Annual License	Per Transaction
Correspondent (or “Hub”)	\$300k	\$500k	yes, uncapped
Respondent (or “Spoke”)	\$200k	\$100k	yes, uncapped
Regulatory Reporting	\$100k	\$100k	yes, banded
Partnership	tbc	tbc	yes

- Pricing based on established industry research
- Correspondent institutions will on-sell Overlay+ to their respondents
- Respondents will pay annual network “membership fees” to their correspondent
- Reporting customers will be low-volume and represent smaller set-up and license fees
- Partnership fees or revenue-share arrangements will vary significantly case-by-case



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:

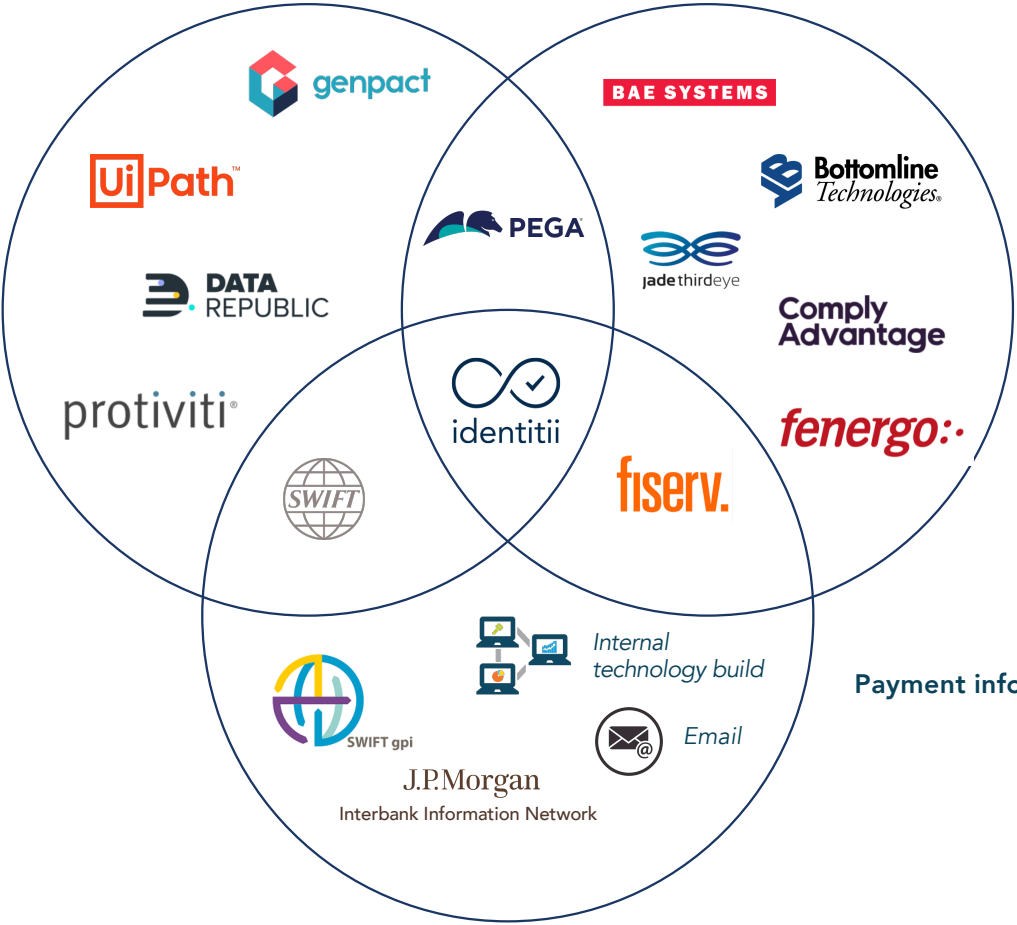
- ~200 correspondent banks in the world
- incl. 16 of the top 20 banks in the world (by total assets)
- major correspondent banks may have thousands of respondent banks in their network

Where do we play?

Digital and data
management solutions

Financial Crime Compliance
Technology Providers

Payment information sharing



Our management team



John Rayment
CEO & Managing Director

Having supported many early-stage ventures through sharp periods of growth, John is driving Identitii as it scales to meet growing customer demand. He has held board and executive roles at Travelex across the globe and has proven success in helping businesses to scale in line with rapidly expanding customer demand.



Margarita Claringbold
Chief Financial Officer

Qualified Chartered Accountant who has held senior finance leadership roles at ASX listed top 100 and large multinationals



Ben Buckingham
Strategy & Indirect Sales

Strong background in driving customer growth at McKinsey and Company and as a banking and finance lawyer



Pete Agnew
Direct Sales

Previously head of payments, APAC at Travelex and financial services sales lead at Western Union Business Solutions



Clare Rhodes
Marketing & Communications

FinTech marketing veteran with experience across APAC, the UK and US and proven track record supporting rapidly scaling global businesses



James Andrew-Smith
Products & Projects

Significant experience developing distributed systems and databases for complex organisations.



Gus Garcia
Technology & Information Security

Ex-Global Head of Architecture for Travelex, where he oversaw hundreds of complex technology systems



Our capital structure

Capital structure

ASX	ID8
Date listed	17 October 2018
Share price*	A\$0.20
Ordinary share on issue*	109m
Market capitalisation (undiluted)	A\$21.8m
Unlisted options	12.3m
Pro forma cash at 31 July 2020	A\$2.5m

Share register composition

Top 20	52%
Mr. Nicholas Armstrong	8.6%
Mr. Kenneth Baker	7.5%
KTM Ventures	6.8%
Hollywell Ford Pty Ltd	4.3%
HSBC Custody Nominees (Australia) Ltd	3.3%

* As at 6 October 2020





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Footnotes

1. [The Decline in Access to Correspondent Banking Services in Emerging Markets: Trends, Impacts and Solutions, The World Bank Group, 2018](#)
2. [New correspondent banking data - the decline continues at a slower pace, The Bank for International Settlement \(BIS\)](#)
3. [The cost of de-risking, Accuity](#)

