



# 2023 Annual Shareholder Meeting

June 26, 2023  
10 AM



# Annual Meeting Resolutions

1. To elect the seven director nominees named in the Proxy Statement to hold office until the next annual meeting of stockholders and until their successors are duly elected and qualified;
2. To ratify the appointment of Cherry Bekaert LLP as the Company's independent auditors for the fiscal year ending December 31, 2023;
3. To approve an amendment to our certificate of incorporation to effect a reverse stock split at a ratio not less than 1-for-2 and not greater than 1-for-50, with the exact ratio to be set within that range at the discretion of our Board of Directors before June 30, 2024, without further approval or authorization of our stockholders (the "Reverse Split Proposal"). The Board of Directors may alternatively elect to abandon such proposed amendment and not effect the reverse stock split authorized by stockholders, in its sole discretion;
4. To approve and ratify the authorization of an additional 2,900,000 shares of common stock for issuance under the 2021 Equity Incentive Plan.

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# CEO Remarks



# Rapid Restart – First 60 Business Days

## Corporate Finance

- \$8.2M Fund Raise
- \$8.9M Debt Capitalization
- Enhanced Balance Sheet



## Technology

- Protect/Enhance the Core
- Certifications
- Future Proof



Strategy | Execution

## Messaging

- Revamped Messaging
- Identity Verification
- User Identity Journey



## Go To Market

- New Sales Leaders
- authID University
- Top 200 Targets - Strategic 100 & Tactical 100
- Lead Generation

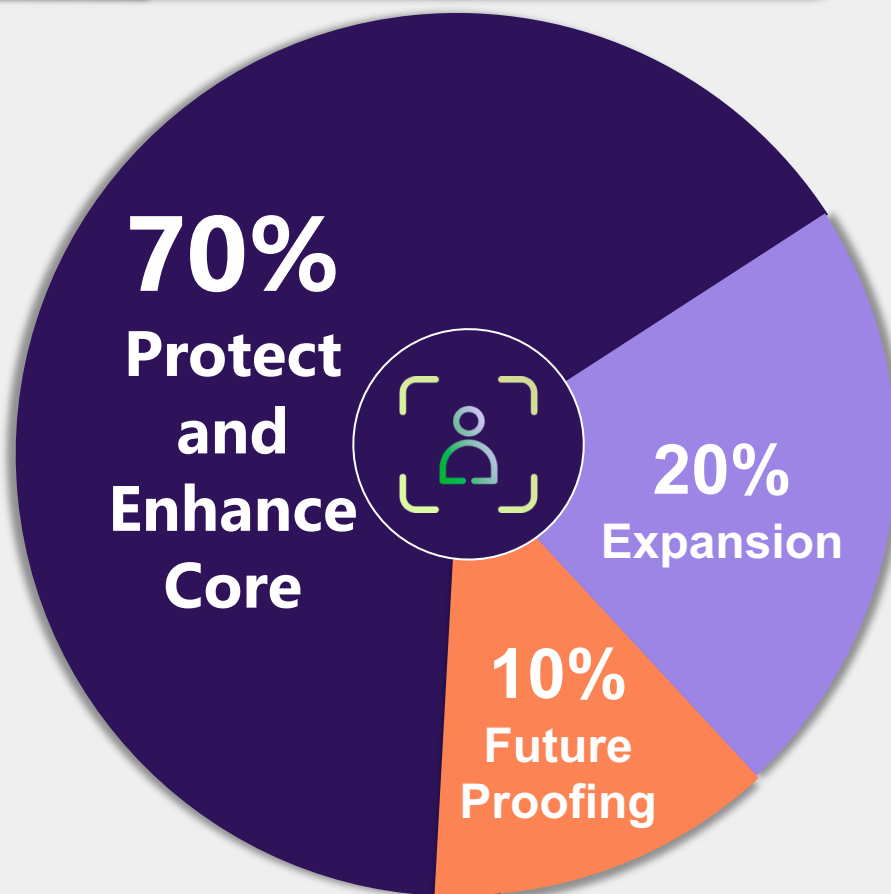


# Corporate Finance





# Technology Investment



## Identity Life Cycle Value

- Speed
- Accuracy
- User Experience







# Technology - World Class Speed & Precision

## Identity Life Cycle



## Automated Identity Verification



## FIDO2 Passwordless MFA



## Re-Affirmation



700MS Processing Time, Fastest in the Market

### Input Processing/Defense

- **Voice Print Check/Anti-Spoofing**
- **Facial Image Check/Anti-Spoofing**
  - ✓ iBeta Level 2 PAD
- **Document Check/Anti-Spoofing**
  - ✓ Replay
  - ✓ Image Overlay
  - ✓ Printed Copy



### Document Processing

- **Document Analysis**
  - ✓ 12,800+ Unique ID Types, 248 Territories
- **100+ Supported OCR Languages**
- **Encoded Data vs. OCR Checks**
- **Security Feature Checks**
- **NFC ICAO Chip Data**



### Biometric Processing

- **Facial Performance**
  - ✓ FMR 0.001% (0.00001)
  - ✓ FNMR ~0.2%
- **Voice Performance**
  - ✓ FMR 0.05%
  - ✓ FNMR 0.65%



# Messaging Revamp



## Identity-First Security Rooted in the User Biometric

Identity  
Life Cycle

1 Onboarding

2 Adaptive  
Authentication

3 Re-Affirmation



Verified<sup>™</sup>  
CONSUMER



Verified<sup>™</sup>  
WORKFORCE

Automated Identity  
Verification



FIDO2  
Passwordless MFA



Biometric Chain Of  
Trust





# Commercial GTM

**New Sales  
Team**



**authID  
University**



**Lead  
Generation**



**Pipeline**



# Lead Generation TPG

## BusDev Waterfall - 3 days

June 20, 2023 - June 22, 2023



Dials

1,302

14%

Conversion (%)

Live Conversations

179

10%

Scheduled Meetings

18

TBD

Completed Meetings

TBD

0%

Created Opportunities

TBD

- %

Open Opportunities

TBD

Closed Won Opportunities

Closed Lost Opportunities

TBD

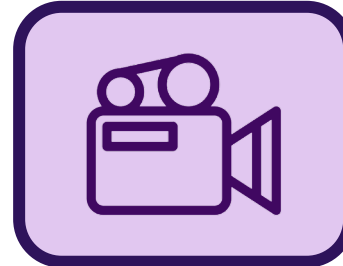
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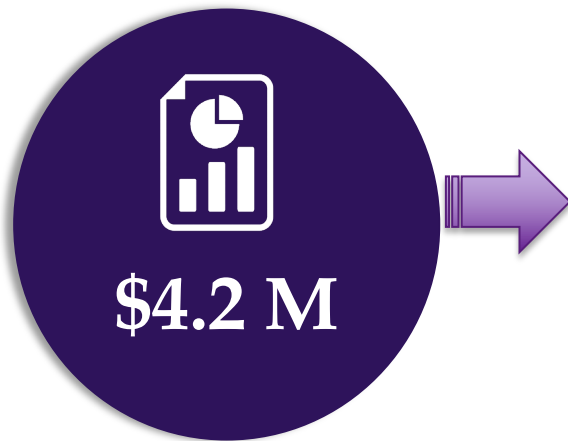
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# Lead Generation

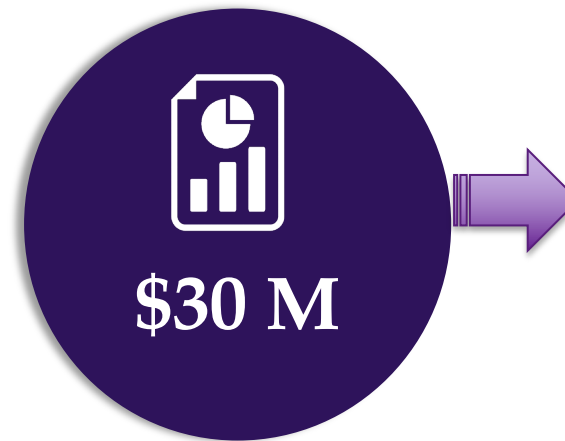


## Pipeline To Date Pre-TPG



Segment	Value / No.	
Financial Institutions	\$1.77M	(5)
Healthcare	\$189K	(2)
Card Brands	\$250K	(1)
Telecom	\$250K	(1)
Gig Economy	\$250K	(1)
Money Transfer	\$800K	(2)
Facilities Management	\$113K	(1)
Financial Services	-\$144K	(1)
Media & Entertainment	\$250K	(1)
Total: \$4.2M (15)		

## 12 Month Pipeline Target with TPG



High volume dialing to major brands & Fortune 500 companies across various industries

Pipeline Generated By Sales + Pipeline Generated By TPG + Pipeline Generated by SEO =

**30M Target Pipeline**

# The Winning Formula

**Right Market** + **Right Product** + **Right Team** = **Target Results**

## TAM

Integrated Identity Platforms<sup>1</sup>

- \$48.1 B in 2023
- @24.6% CAGR reaching \$115.9 B by 2027

**12-Month Pipeline \$30M**

<sup>1</sup> Forbes Technology Council Post 6/1/23

## Superior Performance

- Speed: 700ms Platform Processing
- Precision: 100% Blocked Spoofs (iBeta independent test results)
- User Experience:
  - >95% Transaction Success Rates
  - 1 second face capture (nearly invisible process)

## New Talent Domain Experts

- +50 years in identity market
- High Performance Sales
- Built \$100M ARR Businesses
- Targeted Messaging
- Focused on Use Cases and ROI
- Continuous Education
- authID University

12 Month  
Target BARR

**\$3M**

## Product Feedback

Exec. Director  
Workforce Identity

Global Media & Content  
Provider

"You make  
authentication  
invisible."

Risk Management &  
Payments Head

Global Money Transfer  
Company

"I have every DOCV technology  
in my lab, the fastest was 5  
seconds, nobody is doing this in  
700ms."

Head of Identity  
Health Products  
Manufacturer

"With this solution, we see  
a future where doctors  
don't use keyboards to  
login."

Chief Security Officer  
Fortune 500  
Facility Services Provider

"Our CEO  
wants this  
right now."



# Q&A

