

authID[®]

2024 Annual Results Conference Call

March 13, 2025

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WHAT WE DO

Artificial Intelligence is producing the most realistic, inauthentic content the world has ever seen.

The only way to allow companies to ensure authenticity is to give them the capability to trust the physical presence of an individual human being.

This is what authID delivers.

Our Go-To-Market (GTM) Approach

Our Go-To-Market approach leverages a mix of customer profiles that position us to achieve early wins and accelerate growth through the first 2-3 years

FAST 100

Mid-Size / High
Growth

- Smaller, fast-moving organizations that require minimal product customization
- Average 3-month sales cycle
- Smaller deal size, typically \$50-250k/yr

FAT 100

Enterprise

- Large enterprise organizations that often require significant product customization and sales effort
- Average 9-12 month+ sales cycle
- Larger deal size, typically \$500k-\$3M/yr

FASTER 100

Channel

- Leverage channel partners as resellers to large numbers of their customers
- Minimal sales effort, leverage channel partners sales team
- Opportunity to quickly add a large number of new logos

2024 Financial Performance

Bookings Growth

bARR



Customer Contractual Commitments

Remaining Performance Obligation (RPO)



2024 Q4 Performance Highlights

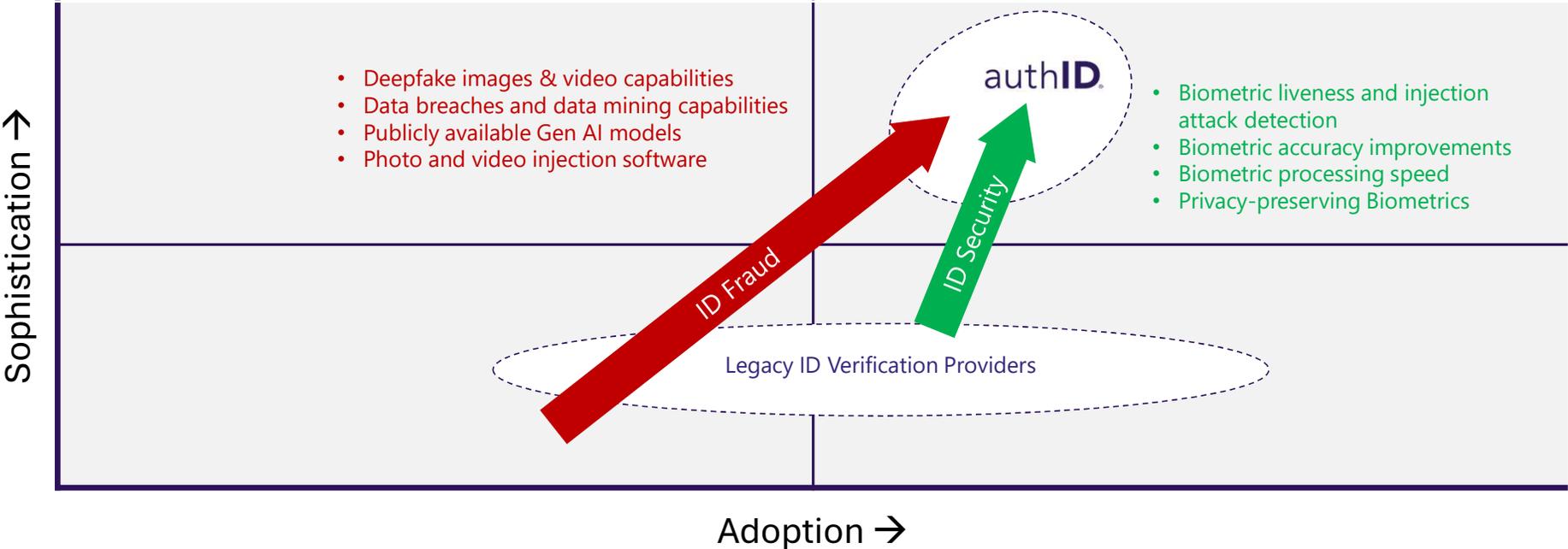
We are focused on accelerating and diversifying revenue growth

- Largest deal in the history of the company, \$10M contract over 3 years with a Next Generation AI partner in India
- Expanded relationship with Einstrong to provide Universal Basic Income payments
- Continued expansion into New Verticals adding a Recruiting use case via TurboCheck
- Partnership with Zendesk to enable Customer Support use cases
- Membership in the Accountable Digital Identity Association (ADIA) to advance the adoption of reusable identities
- Launch of PrivacyKey technology along with authID version 4.0 release
- Industry recognition as “Luminary” in 2024 Biometric Digital Identity Prism Flagship Report

authID Fat 100 (\$1M+) bookings are now closing and we are successfully landing and expanding customers

Meeting the Challenge of Generative AI Fraud

- Generative AI is increasing fraud sophistication and reducing the efficacy of legacy IDV providers
- Demand for effective, accessible Biometrics is increasing to meet this evolving threat



Why Customers Choose authID

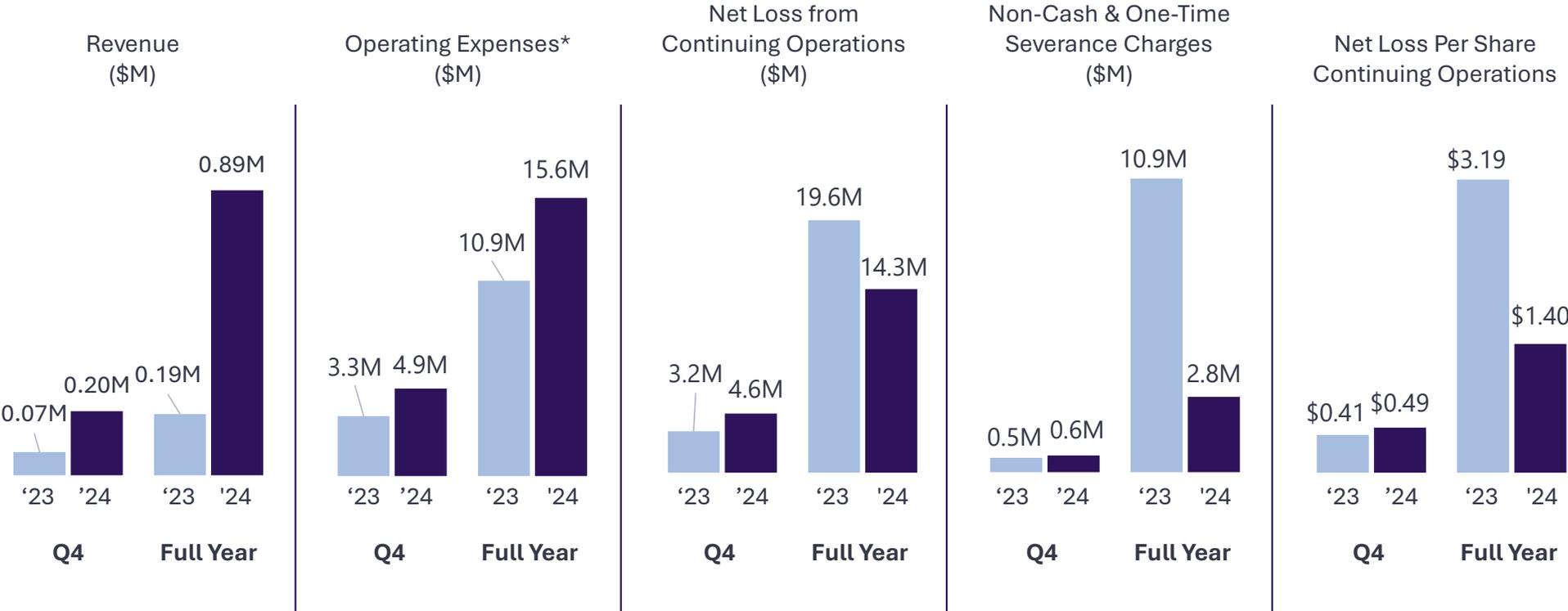
authID delivers what enterprises want through a combination of Speed, Accuracy, and Data Privacy

Enterprise Requirements		authID	Vs.	Others
1 Speed	Low friction Ease of use	700ms Delivers UX consistent with Apple Face ID and Google Face Unlock		7-10s
2 Accuracy	Eliminate fraud attacks	1 to 1 Billion Biometric accuracy that guarantees knowing who is behind the device		1 to 100,000
3 Privacy & Data Protection	Regulatory compliance Mitigate liability from data breaches	No Biometrics Stored Compliance to global biometric data privacy standards		Stored Biometric Data Images & encrypted Biometric templates stored in Cloud Servers

★ Key Barrier to Large Enterprise Adoption

3 Privacy & Data Protection	Regulatory compliance Mitigate liability from data breaches	No Biometrics Stored Compliance to global biometric data privacy standards		Stored Biometric Data Images & encrypted Biometric templates stored in Cloud Servers
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2024 Q4 and Full Year GAAP Financial Results



* 2023 Operating Expenses reflect a \$3.4M one-time, non-cash reversal of stock-based compensation from Q1'23 terminations

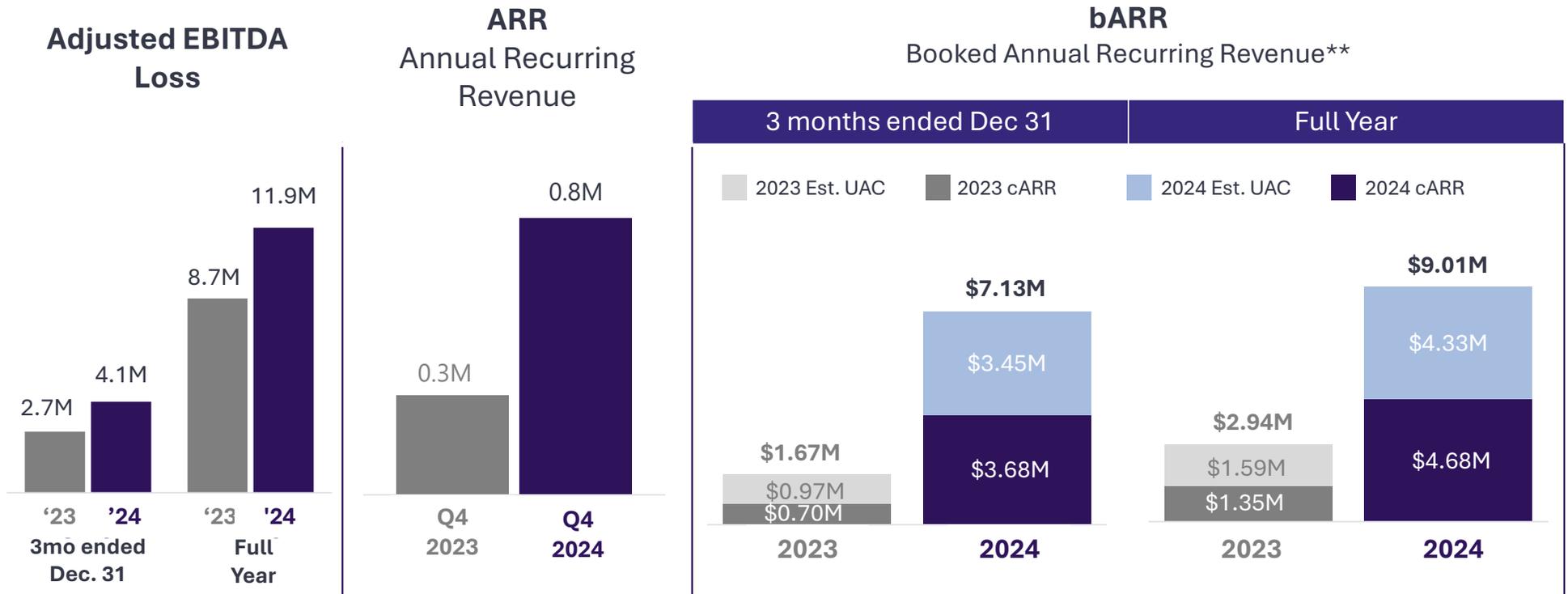
2024 Q4 Financial Results

GAAP - Remaining Performance Obligation

	Period Ending			QoQ Change	YoY Change
	Q4 2024	Q3 2024	Q4 2023		
Deferred Revenue	\$0.22M	\$0.33M	\$0.13M	(\$0.11M)	+\$0.09M
Additional non-cancelable contracted revenue	\$14.04M	\$3.50M	\$3.89M	+\$10.54M	+\$10.15M
Total Remaining Performance Obligation (RPO)	\$14.26M	\$3.83M	\$4.03M	+\$10.43M	+\$10.23M

- RPO represents deferred revenue and non-cancelable contracted revenue over the life of the contract that has not yet been recognized.
- Contracts are typically signed with a minimum 3-year term.

2024 and Full Year Non-GAAP* Financial Results



* See Q4 2024 Earnings Press Release for important information about Non-GAAP Measures

**cARR = Committed Annual Recurring Revenue, Est. UAC = Estimated Usage Above Commitment

Revenue Growth Stages

Progressing through our growth stages to build a sustainable, recurring revenue stream

		Stage	Measurement	2023 FY Results	2024 FY Results
1	Bookings	Secure new customer contracts with booked Annual Recurring Revenue	Booked Annual Recurring Revenue (bARR)	\$2.94M	\$9.01M (+\$6.07M vs. 2023)
2	Financial Commitments	Establish contractual commitments from customers	Remaining Performance Obligation (RPO)	\$4.03M	\$14.26M (+\$10.23M vs. 2023)
3	Revenue	<ul style="list-style-type: none"> Implement new customers and recognize revenue Ramp usage and exceed minimum commitments 	GAAP Revenue	\$0.19M	\$0.89M (+\$0.70M vs. 2023)
4	Retention and Expansion	Retain customer contracts and expand relationships with upsells and cross-sells	Retention Rate Net Revenue Retention	2025 Focus	

Q&A