

Know Who Is Behind The Device™



Q1 2024 Results Conference Call

May 15, 2024

Patented, Secure, Compliant, Independently Tested, and Award Winning



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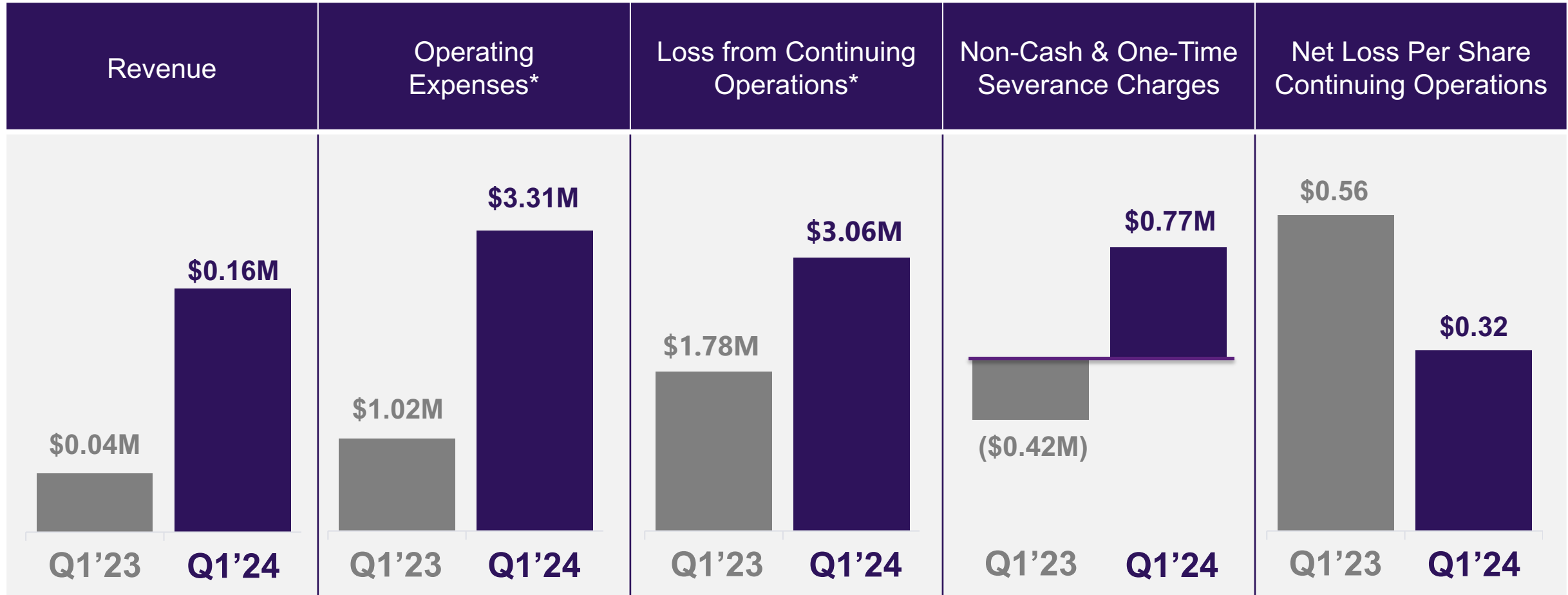
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CFO Remarks

Q1 2024 Financial Results

Key GAAP Measures



* Q1'23 Operating Expenses reflects \$3.4M in a non-cash reversal of stock-based compensation from Q1'23 terminations

Q1 2024 Financial Results

GAAP - Remaining Performance Obligation

	Period Ending		Change
	Q4 2023	Q1 2024	
Deferred Revenue	\$0.13M	\$0.31M	+\$0.2M
Additional non-cancelable contracted revenue	\$3.89M	\$3.73M	(\$0.2M)
Total Remaining Performance Obligation (RPO)	\$4.03M	\$4.03M	-

- 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. Based on contractual commitments and expected usage patterns, we expect to recognize ~40% of the RPO over the next 12 months

bARR Metric Breakdown

Non-GAAP Measure

In **2023**, we reported bARR to measure the value of new customer bookings



In **2024+**, we will add detail metrics below, supporting bARR

Component Illustration using \$3.0M bARR Bookings in 2023

	cARR Committed Annual Recurring Revenue	UAC Usage above Commitment	Revenue
2024	\$1.4M	-	\$1.4M
2025	\$1.4M	\$0.8M	\$2.2M
2026	\$1.4M	\$1.6M	\$3.0M

\$3.0M
↑
bARR = Annual Recurring Revenue at full usage ramp

Fixed customer fees (e.g. license fees) + usage commitments (e.g. annual usage minimum) agreed to in customer contracts.

- Estimated customer usage which exceeds contractual commitments
- Expected to be approximately 50% of monthly revenue by full usage ramp at 18mo from signing

* See Press Release dated May 15, 2024 for important information about Non-GAAP Measures

Q1 2024 Financial Results

Non-GAAP Measures*



* See Press Release dated May 15, 2024 for important information about Non-GAAP Measures

**cARR = Committed Annual Recurring Revenue, Est. UAC = Estimated Usage Above Commitment, as defined on prior slide

2024 Targets & Guidance

2024 Target / Guidance

Net New Bookings Growth	Booked ARR (bARR)	Non-GAAP	\$9.0M 3x YoY
Customer Contractual Commitments	Remaining Performance Obligation (RPO)	GAAP	\$12 – 13M 3x YoY
Revenue Growth	Revenue	GAAP	\$1.4 – 1.6M 7x YoY

Revenue Growth Stages

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

Stage	Bookings	Financial Commitments	Revenue	Retention and Expansion
	Secure new customer contracts with booked Annual Recurring Revenue	Establish contractual commitments from customers	<ul style="list-style-type: none"> Implement new customers and recognize revenue Ramp usage and exceed minimum commitments 	Retain customer contracts and expand relationships with upsells and cross-sells
How We'll Measure	Booked Annual Recurring Revenue (bARR)*	Remaining Performance Obligation (RPO)	Revenue	Retention Rate Net Revenue Retention
2023 Results	\$2.94M	\$4.03M	\$0.19M	<i>2025 Focus</i>
2024 Progress	Q1'24: \$0.10M 2024: \$9M	Q1'24: \$4.03M 2024: \$12 - 13M	Q1'24: \$0.16M 2024: \$1.4 - 1.6M	

Mission Statement

Eliminate
Authentication
Fraud & Deliver
100% Zero Trust
Identity Protection

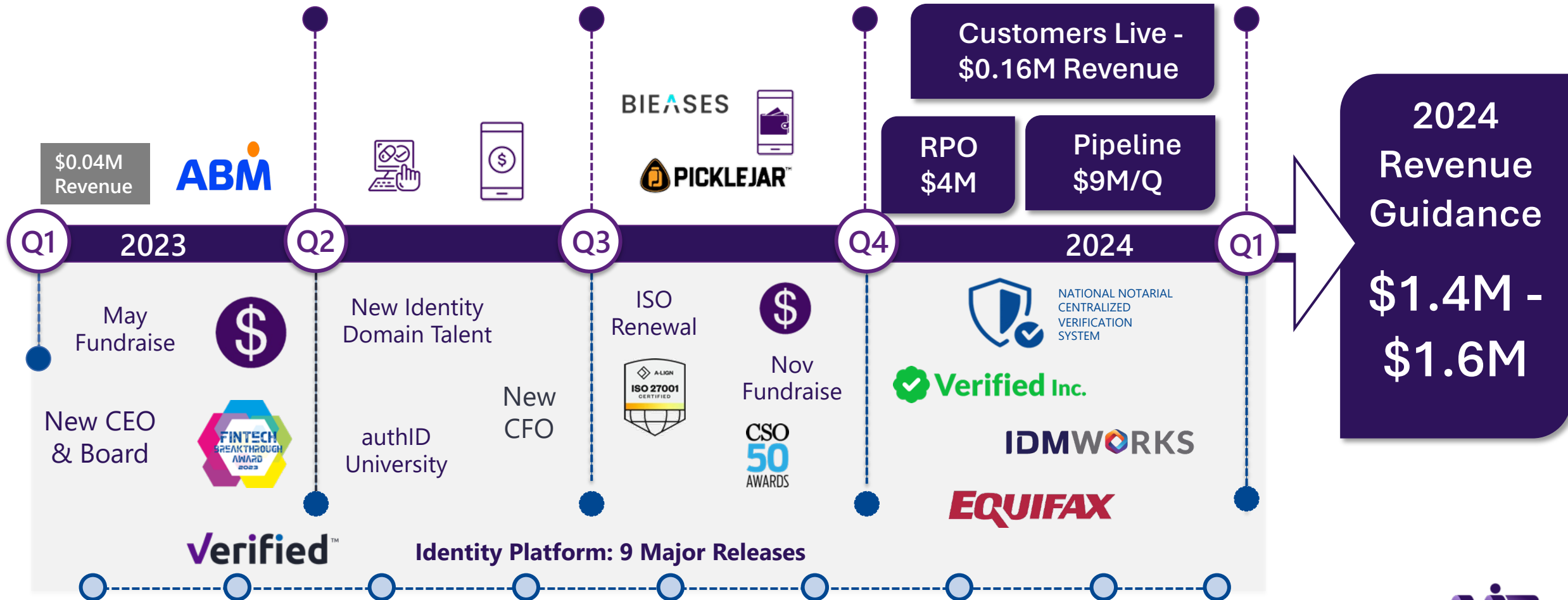
CEO Remarks

Our Value

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Q1'24 - Continued Market Momentum & Revenue Growth



Progressing Our Go-To-Market Strategy

2023

Direct Sales Team →

**FAST
100**

2024

Channel Partners
IDMWORKS 
Verified Inc.  **SYNTROVE**
SOLUTIONS START NOW™

**FAST
100**

Direct Sales Team →

**FAT
100**

2024 Pipeline Generation

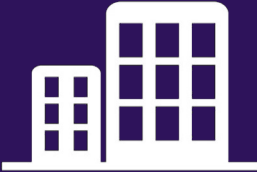
FinServ & FinTech



Hospitality



Workforce



Pharma



Estimated Pipeline Value

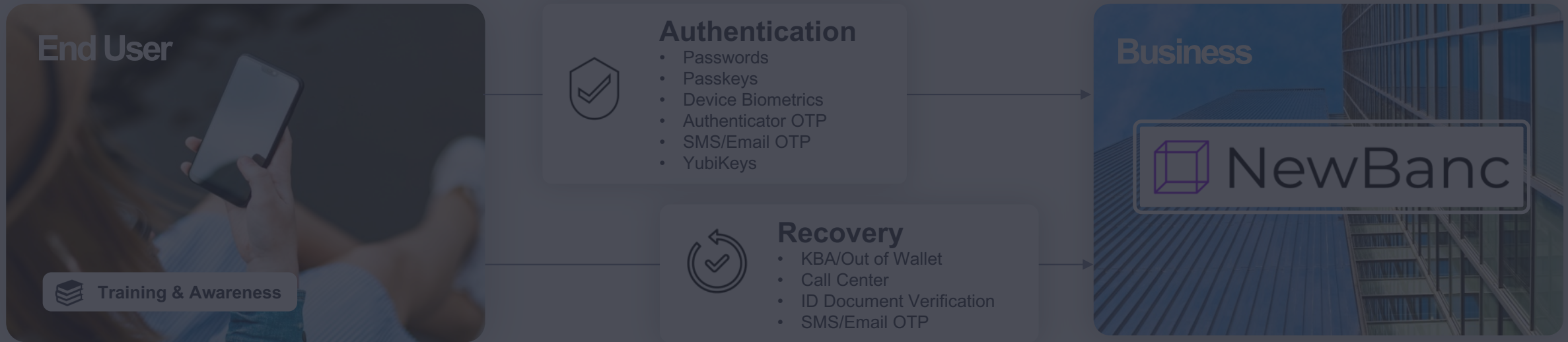
\$21.3M

	Number
Deals in Pipeline (\$100K+)	52
Deals in Pipeline (\$500K+)	12

Assumed Win-Rate of 42% X \$21.3M = \$9.0M bARR

THE PROBLEM WE SOLVE FOR

Many authentication methods exist ...



... and yet, we continue to see fraud day after day

Social Engineering

Casino giant MGM expects \$100 million hit from hack that led to data breach

Deepfake Conference Call

Finance worker pays out \$25 million after video call with deepfake 'chief financial officer'

By Heather Chen and Kathleen Magramo, CNN
2 minute read · Published 2:31 AM EST, Sun February 4, 2024

SMS Scam

Chase customers outraged after reports of scams continue

Body Double / Shared Credentials

Some Uber drivers use bogus identities and shared accounts

Turns out that unauthorized drivers using fake identification isn't just a London problem.






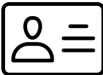
Dara Kerr
Nov. 26, 2019 7:12 a.m. PT

All PII Data is Already Compromised

Data breaches affected over 422 million people in 2022, Identity Theft Resource Center says

Alina BîZGĂ
January 30, 2023

Existing security measures rely on **assumptions**, proxies, knowledge, dependencies, trusted devices, email, and phone.

Security Measure	Vulnerability
 SMS & Email OTP	<ul style="list-style-type: none">• MFA is outsourced to an external mobile telco provider and email provider.• Reliant on unknown security practices.• Vulnerable to SIM SWAP attacks and Email ATO
 Customer Help Desk	<ul style="list-style-type: none">• Vulnerable to Social Engineering• Usage of easy to answer KBA questions for verification• Prompt engineering through Voice Deepfakes and Web Conference Deepfakes
 Authenticator Apps	<ul style="list-style-type: none">• Rolling pins are restored to fraudster upon Email ATO• MFA Fatigue Attacks• Restoration relies on legacy vulnerable recovery methods
 Device Biometrics & Passkeys	<ul style="list-style-type: none">• Unique to one device only• Multiple individuals can enroll biometrics.• Passkeys shared across ecosystem.• Recovery still relies on username/pwd or OTP to phone or email.
 KBA / OOW	<ul style="list-style-type: none">• All of our credit history is already stolen.• Fraudsters know the answers to the quiz better than the actual account owner.• We leave digital crumbs everywhere
 Weak ID Document Verification	<ul style="list-style-type: none">• Deepfakes and Generative AI can pass legacy document verification providers.• Legacy solutions vulnerable to widely available tools such as Verif.tools, Only Fakes, PSD Templates, Etsy, IDGod, FakeYourDrank, And more...

Stolen IDs and Deepfake Detection

To Defeat Liveness, Fraudsters Use Injection with Stolen IDs and Deepfake Biometrics



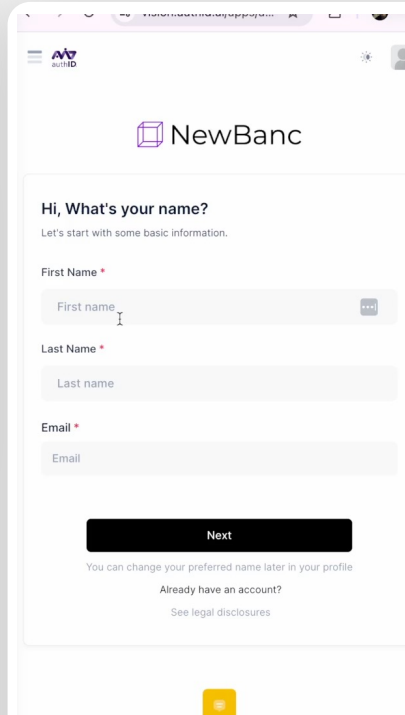
Buy Stolen IDs or create a Deepfake

Fraudster buys stolen IDs from darkweb, or creates deepfake IDs using OnlyFakes or Verif.tools



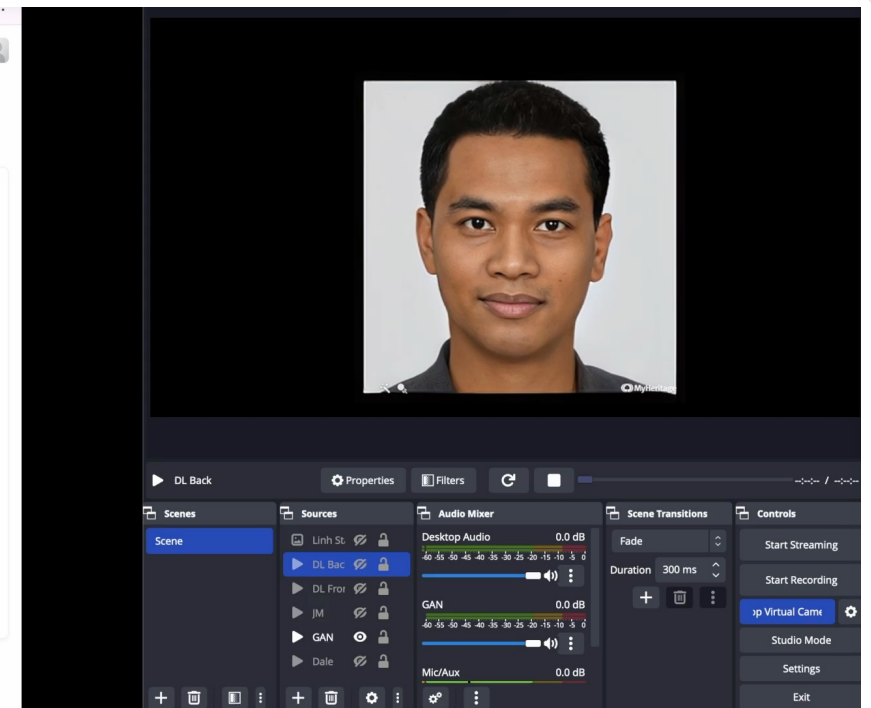
Create Deepfake designed to move and emote

Easy-to-find online tools can take single or clusters of images to create deepfakes designed to move left and right, blink, smile, and even read scripts.



Inject Stolen ID with Deepfake Biometrics

Through Injection, fraudsters can deceive automated tools as well as human fraud investigators. AuthID stops these attacks.



2024 Targets & Guidance



Quarterly Pipeline
\$9M

bARR
\$9M
3x YoY growth

RPO
\$12 – 13M
3x YoY growth

Revenue
\$1.4 – 1.6M
7x YoY growth

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Q & A

