



**WE ARE  
DIGITAL IDENTITY<sup>®</sup>**

# Q2 2022 Earnings Conference Call

August 9, 2022

Slides Available @ 5:30pm



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# Q2 Highlights

## Technology & Certifications



## Expertise



Joe Trelin  
Independent  
Director



Annie Pham  
CFO



Jared Hufferd  
VP Cybersecurity  
Sales

# Q2 Highlights

## New Customers and Target Markets

Healthcare



Finserv  
Fintech



Cybersecurity

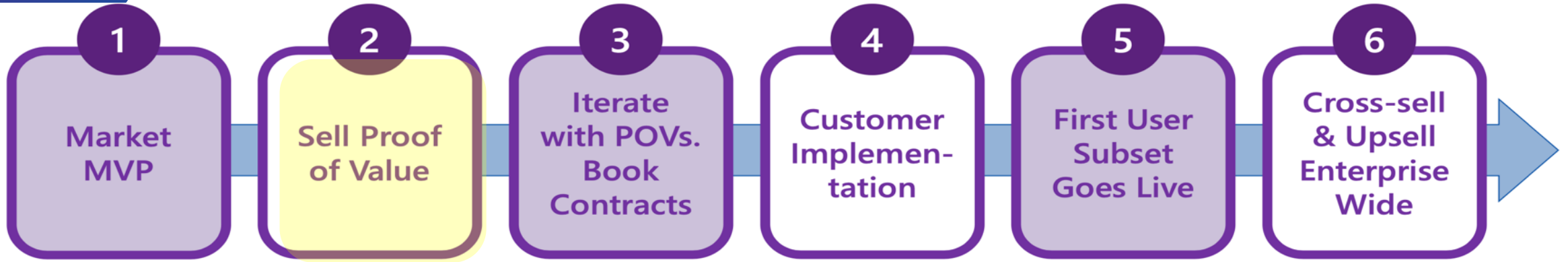


## Expanded Market Approach

**Verified**<sup>TM</sup>  
CONSUMER

**Verified**<sup>TM</sup>  
WORKFORCE

# Where Are We On Our Journey?



October 2021

Q1-Q2

2023

Launched  
"Minimal  
Viable  
Product"

**We are  
here**

Working with  
early prospects to  
enhance product  
adoption

### Our KPI's

Booked ARR	Annual Recurring Revenue	Deferred Revenue
Amount of annual recurring revenue represented by the minimum or estimated amounts of orders booked by authID for customers of our Verified products.	Amount of recurring revenue earned from Verified products in the last month of the quarter multiplied by twelve.	Amount of revenue represented by cash collected or billings from customers for our Verified products, but which will only be recognized as revenue in future periods.

Begin to attain  
critical mass

# Financial Results\*

## For the Period Ended June 30, 2022

- Verified Revenue

- Q2 was \$57K, compared with \$18K a year ago
- YTD was \$87K, compared with \$33K

- Total Revenue

- Q2 was \$0.1M, compared with \$0.1M a year ago
- YTD was \$0.2M, compared with \$0.3M

- Net Loss

- Q2 was \$6.4M, compared with \$3.0M a year ago
- YTD was \$11.5 million, compared with \$5.4M

- Net Loss per Share

- Q2 was \$0.26, compared with \$0.15 a year ago.
- YTD was \$0.48, compared with \$0.27

- Operating Expenses

- Q2 was \$6.0M, compared with \$3.4M a year ago, *principally due to higher non-cash expenses of 3.2M*
- YTD was \$11.2M, compared with \$5.6M, *principally due to higher non-cash expenses of 5.4M*

- Adjusted EBITDA Loss

- Q2 was \$3.0M, compared with \$1.3M a year ago
- YTD was \$5.9M, compared with \$2.5M

- KPIs

- BARR - \$0.2M
- ARR - \$0.2M
- Deferred Revenue - \$46K

*\*Highlights comprise results from continuing operations, reflecting previous announcement to exit the Company's non-core businesses in South Africa and Colombia. These businesses are now classified in our financial statements as discontinued operations and assets held for sale.*



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**Q&A**

Denver, CO  
NASDAQ : AUID

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