



authID.ai

# Q3 2021 Earnings Conference Call

November 8, 2021

New York | Bogota | London | Johannesburg  
NASDAQ : AUID



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# verified™

## Our Disruptive Wedge

# Eliminate One-Time Passwords with Cloud-Biometrics



# verified™

## Portable Cloud-Biometric Authentication

**Uses Who You Are,  
Not What You Have or Know**

- ✓ Frictionless authentication
- ✓ In-browser - no additional apps needed
- ✓ Portable, in the cloud. Not tied to a dedicated device
- ✓ Simple cut-and-paste integration
- ✓ PSD2 SCA compliant and linked to the root of trust
- ✓ Strong fraud protection with multiple layers of Presentation Attack Detection



authID.ai





# Highlights and Accomplishments





# Company Rebranded to authID.ai Uplisted to NASDAQ as AUID



# Building the Team



**Tom Thimot**  
Chief Executive Officer,  
Director



**Tripp Smith**  
President &  
Chief Technology Officer



**Peter Curtis**  
Chief Marketing Officer



**Grace de Fries**  
SVP MarCom &  
Investor Relations



**Jeremiah Mason**  
SVP, Product



**Steve Fazio**  
SVP, Sales



**Joe Schwartz**  
Director, Sales



**Donny Deaile**  
Director, Sales



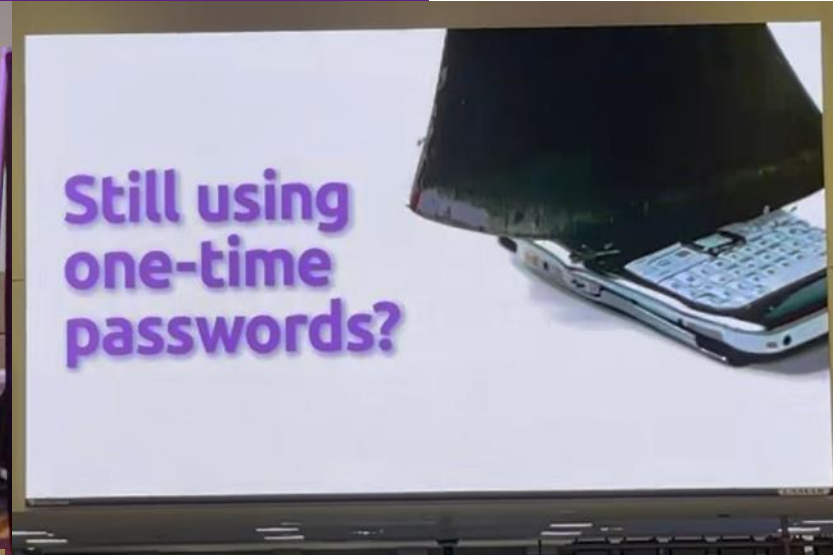
**Inside Sales**  
3 Reps



**Brittney Liburd**  
Sr. Manager, Product  
Marketing



**Starts Mid-Nov**  
Customer Success





Facial Biometric Identity  
Authentication

Concerned by  
Enterprise Risks  
Associated With  
OTP/KBA

Concerned by  
Customer  
Dissatisfaction with  
OTP/KBA

Increasing Identity  
Authentication  
Investments  
(12-month outlook)

**88%** Familiarity

**22%** Currently Using

**80%**

**75%**

**84%**

## Methodology

- Self-administered surveys completed by Money20/20 attendees, members of authID.ai's electronic mailing list, and followers of the company's LinkedIn and Twitter profiles.
- Study findings based upon 113 completed surveys: 32% in sales/marketing roles, 24% C-Suite titles, and 15% IT decision-makers.

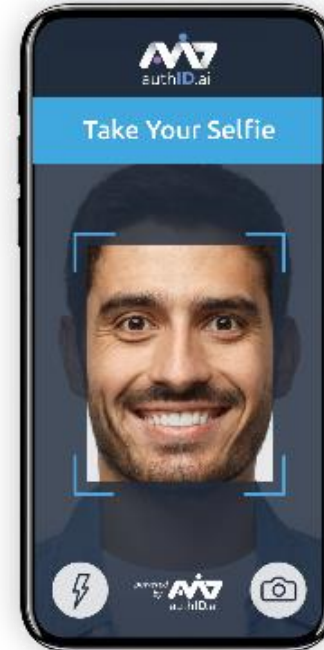


# 10,000 Attendees. Verified™ Launch.

**MONEY**  
**20/20**  
AN ASCENTIAL COMPANY



# Customers Launched. Passwords Replaced. Identity Verified™.



## Benefits

Eliminated Passwords | Lower Cost, Self-Service Account Recovery  
Reduced Risk, Phishing & Account Takeover | Delighted Customers!

## Identity Booked ARR

Amount of annual recurring revenue represented by the minimum amounts of new orders booked by authID for customers of our identity products, which have not yet launched services.

## Identity Deferred Revenue

Amount of revenue represented by cash collected from customer for identity products, but which will only be recognized as revenue in future periods.

## Identity Annual Recurring Revenue

Amount of average monthly revenue earned in any trailing three month-period multiplied by twelve.

- Management considers these Key Performance Indicators (KPI) will be useful tools in measuring the Company's progress and identifying trends in the coming years and intends to report on them in future quarterly calls from mid-2022.
- All references to identity products are to our new identity products, Verified, Proof and AuthentifID (or any other new products)

## Self-Service, Easy Access to API Documentation

## #Replace OTP in seconds

Get Started – Use authID.ai to Verify Identity

Let's capture your account credentials.

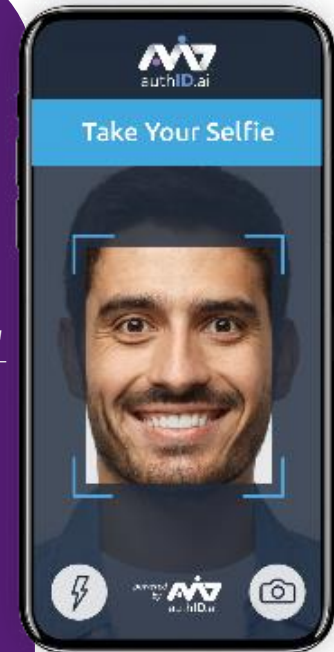
authID.ai Documentation

- Verified Overview
- Getting Started
- Using our API's >
- Verified Transactions >
- Verified Use Cases
- Knowledge Base - FAQ >
- Glossary

### Verified™

*'Cut & Paste' Implementation with a Few Lines of Code*

```
<iframe src=\"https://id.authID.ai/?&i=\"  
+OperationId+ \"&s=\" +OneTimeSecret+  
\"&c=False\"  
allow=\"fullscreen *;camera *;encrypted-  
media *;\" width=\"100%\"  
height=\"100%\"></iframe>;
```



# Financial Highlights

## Third Quarter Ended September 30, 2021

- Total revenue for the three and nine-month periods in 2021 was \$0.5 million and \$1.7 million respectively compared to \$0.5 million and \$1.6 million respectively for the same periods in 2020.
- Net loss for the three and nine months ended September 30, 2021 was \$5.2 million and \$10.7 million respectively, compared to a net loss for the three and nine months ended September 30, 2020 of \$1.7 million and \$9.2 Million, respectively.
- Basic and diluted net loss per share was \$0.24 cents and \$0.52 in the three and nine months ended September 30, 2021, respectively, compared to basic and diluted net loss per share of \$0.11 cents and \$0.52 cents in the same periods in 2020, respectively.
- Adjusted EBITDA loss for the three and nine-month periods ended September 30, 2021 was \$2.8 million and \$5.4 million respectively compared to \$1.3 million and \$4.1 million respectively in 2020, respectively. The increased adjusted EBITDA loss reflects increased investment in product management, sales and marketing and technology during the period.
- Closed a public offering of approximately \$11.5 million from existing and new investors in August 2021. Cash and cash equivalents at September 30, 2021 was \$9.2 million.



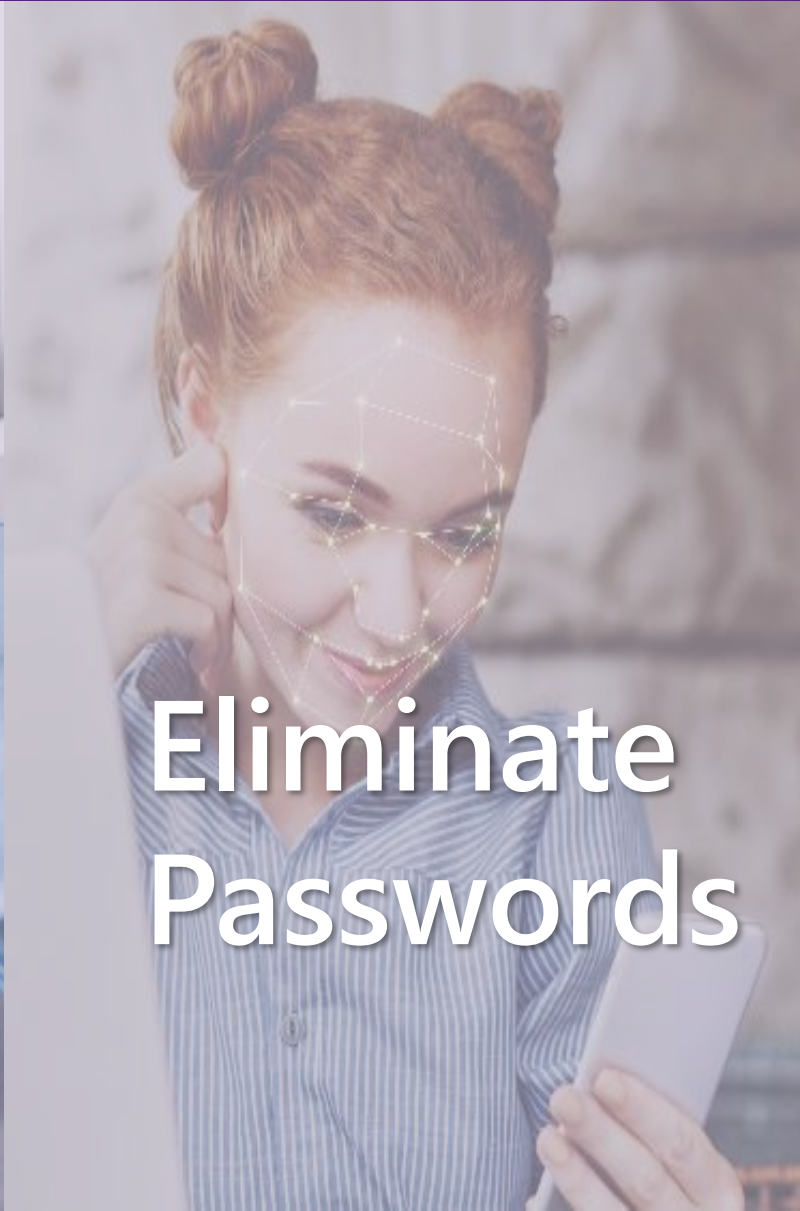
authID.ai

# Q&A





**Eliminate  
OTP & KBA**



**Eliminate  
Passwords**



**Recognise  
Your  
Customer  
Anywhere**