



Intellicheck Investor Presentation

September 2022





CAUTIONARY STATEMENT

Forward-Looking Statements:

This presentation contains “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Although the forward-looking statements in this presentation reflect the good faith judgment of management, forward-looking statements are inherently subject to known and unknown risks and uncertainties that may cause actual results to be materially different from those discussed in these forward-looking statements. Readers are urged to carefully review and consider the various disclosures made by us in our reports filed with the Securities and Exchange Commission, including the risk factors that attempt to advise interested parties of the risks that may affect our business, financial condition, results of operation and cash flows.

If one or more of these risks or uncertainties materialize, or if the underlying assumptions prove incorrect, our actual results may vary materially from those expected or projected. Readers are urged not to place undue reliance on these forward-looking statements, which speak only as of the date of this release. We assume no obligation to update any forward-looking statements in order to reflect any event or circumstance that may arise after the date of this presentation.



Who We Are

- We believe Intellicheck is the best first step in identity validation for AML/KYC, fraud prevention and for the sale of age-restricted products
- Our unique approach is highly accurate, instant and fully automated
 - “Prior to us using it in the field, we scanned over 1,000 known counterfeits, each one was detected.”
 - NYS DMV Director of Investigations
 - “A true gamechanger in stopping fraud, top 5 all time.”



Recent Developments

- Named Jeffrey Ishmael as Chief Financial Officer
 - Founding CFO and employee #7 for SaaS startup Cylance, Inc.
 - Cylance sold 4 years later to Blackberry for \$1.4 Billion
 - Brings to table rapid growth experience, systems knowledge, experience in the cybersecurity sector
- Largely reset sales team
 - Named Chris Meyer as Head of Sales
 - Added 6 new salespeople, all from Identity or Cybersecurity



Where We Are

- Both digital and physical use cases
- 7 of the top 15 financial institutions
- Over 3,800 bank branches
- Over 30,000 retail locations
- Over 65 law enforcement agencies with more than 20 at the State level



What Makes Intellicheck Unique

- We do not rely on easily spoofed document templates
 - Unique insight from 22 years of experience with barcodes instantly provides superior accuracy with no human intervention required
- No new hardware required
 - Unlike the majority of the identity vendors who need to compare a photo to a template, we work with the existing scanning devices at point-of sale leading to low-cost implementation



Problems We Solve

KYC / FRAUD



Account open

Account access

Due diligence

No receipt returns

Customer experience

Age



Age verification

Purchase velocity

Customer experience



How We Do It

Validate Identity

- Gather ID (driver's license, passport, international documents) information via existing hardware for in-person, or mobile device for digital
- OCR document front as needed – optional, most clients don't

Match Identity

- If the client desires, user takes a selfie for facial match on mobile
- Compare against face on the ID
- Leverage leading facial biometrics vendors partners

Identify Risk

- Use additional signals, as requested, that include device info, IP address, ID, phone, email, history Sanctions, PEP, criminal history to create an Identity Risk Score

Analyze Data

- Intellicheck provides robust reporting to support compliance efforts and business operations
- Ability to import data into third-party analytics systems for broader analysis

The Intellicheck Platform



What We Deliver



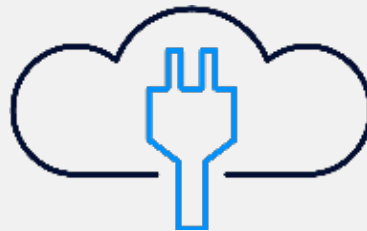
IDN-Portal

- Mobile app-based ID validation
- Rapid implementation - Turn it on and it works



IDN-Portal+

- Web-based no-integration platform
- Advanced analytics and signal detection



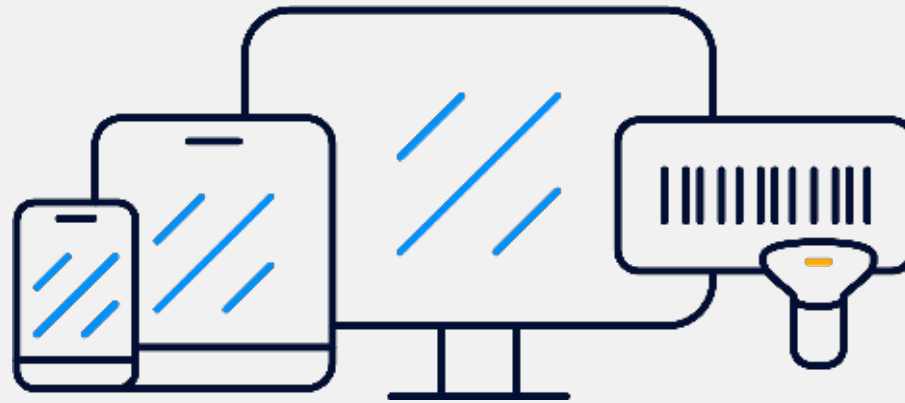
IDN-Direct

- API-driven identity validation
- Bring Intellicheck into your process
- Your branding, your process



How You Can Use It

- Use anytime, anywhere you need to verify someone is who they say they are



Digital (online, call center), physical (retail)



Why It's Important

Accurate

Over 99.9% accuracy

Less fraud – fewer penalties



Fast

Results in < a second

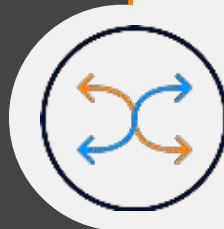
Faster validation



Better Experience

Fewer steps

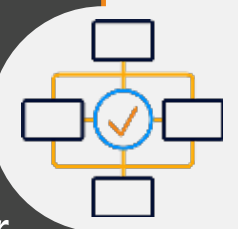
Greater user retention



Quick Set-up

Rest API or sign-up + use

Be up and running in > 1 hour





How We Do It – Premise



Retailer or customer scans
barcode on ID



Intellicheck receives,
decrypts and analyzes
barcode data

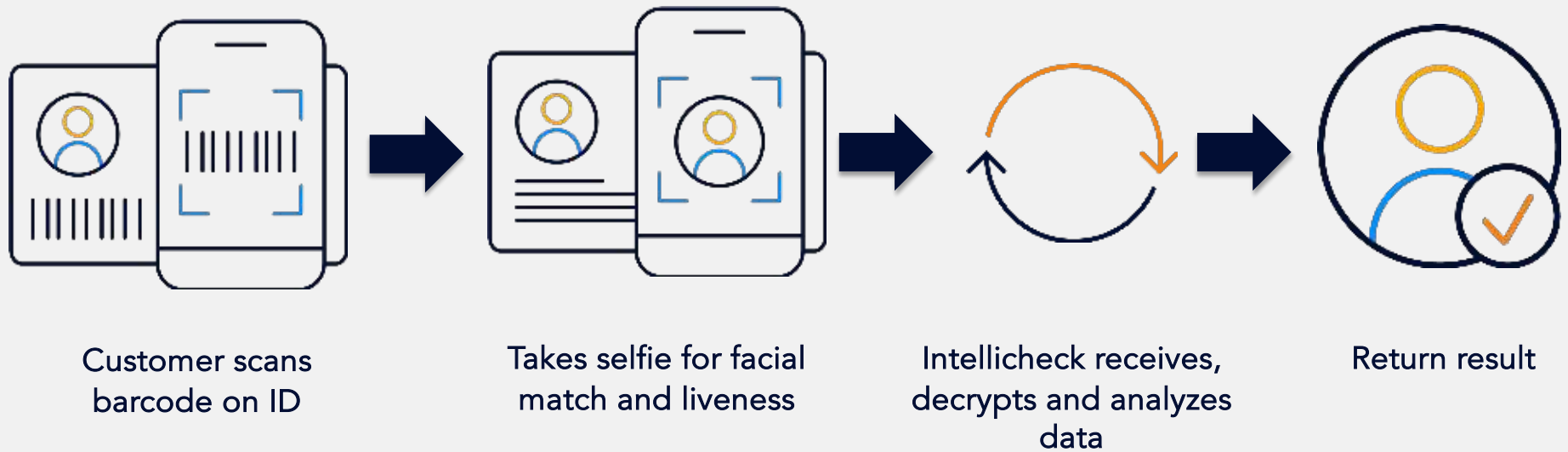


Return result

Results in under a second



How We Do It – Person Not Present



Results in under a second



Notable H1 Wins





Notable Wins

- Began the security audit with a new Top-5 bank for a proof of concept
 - Initial use case is for teller workstations, others in discussion
- 2 major renewals completed with price increases, effective Q2
 - Retailer with 1,100 locations at an increase of 33%
 - Retailer with 1,000 locations for a 3 year deal. Flat in year 1 - but adding high volume use case with a 300% increase in transaction volume, 87% increase year 2, 33% increase year 3
- Signed a new California-based digital bank. Development underway, anticipate Q3 implementation
 - Replaced an OCR competitor



Notable Wins

- Financial Services Company #7 rolled Intellicheck out in Canada
- Signed a global investment bank-owned financial solutions provider to 15,000 retailers. First use case will be digital credit for one of our existing brick-and-mortar home improvement retailers
- Reseller providing an omnichannel multi-biometric platform to banks, marketplaces and healthcare ran through their bucket of initial transactions and purchased an additional 500,000 transactions



Notable Wins

- New Markets
 - Signed an PE-owned media and tech giant to provide secure password resets to email accounts
 - Awarded the New Hampshire State Unemployment RFP



SaaS Revenue 2019 through 2021

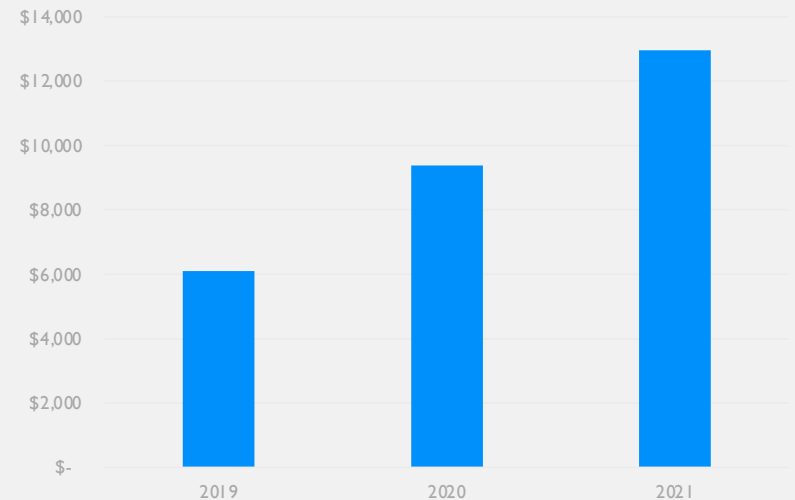
DRIVERS of SaaS GROWTH

- 99%+ effectiveness of ID authentication solution in both person-present and person-not-present environments
- Instant authentication results. Fully automated. No human intervention required due to accuracy of barcode authentication.
- No new hardware required
- Ubiquitous coverage across all points of contact with mobile, personal computer, kiosk, point-of-sale & teller platforms, call center and web/e-commerce solutions

- Intellicheck validates a transaction every 1.2 seconds

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YEARLY SaaS REVENUE (\$ in 000s)





FINANCIAL OVERVIEW





Q2 2022 FINANCIAL HIGHLIGHTS

Revenue Growth

- Total Revenue: \$4,008,000 (-16% YoY)
 - SaaS Revenue: \$3,928,000 (+21% YoY)
 - Gross Margin: 91.0%
-

Balance Sheet *(as of JUNE 30)*

- Cash: \$11,957,000
 - Stockholders' Equity: \$18,360,000
 - Debt: \$0
-

Net Income (Loss) & EBITDA

- Net Loss: (\$1,098,000) vs. Net Loss prior year: (\$836,000)
 - Includes \$446,000 non-cash equity compensation expense
- Adjusted EBITDA: (\$583,000) vs. prior year: (\$47,000)



ADJUSTED EBITDA RECONCILIATION

Adjusted EBITDA

We use Adjusted EBITDA as a non-GAAP financial performance measurement. Adjusted EBITDA is calculated by adjusting net income (loss) for certain reductions such as gains on debt forgiveness and interest and other income and certain addbacks such as income taxes, impairments of long-lived assets and goodwill, depreciation, amortization, and equity compensation expense. Adjusted EBITDA is provided to investors to supplement the results of operations reported in accordance with GAAP. Management believes that Adjusted EBITDA provides an additional tool for investors to use in comparing our financial results with other companies that also use Adjusted EBITDA in their communications to investors. By excluding non-cash charges such as gains on debt forgiveness, impairments of long-lived assets and goodwill, amortization, depreciation, and equity compensation, as well as non-operating charges for interest and income taxes, investors can evaluate our operations and can compare the results on a more consistent basis to the results of other companies. In addition, Adjusted EBITDA is one of the primary measures management uses to monitor and evaluate financial and operating results.

We consider Adjusted EBITDA to be an important indicator of our operational strength and performance of our business and a useful measure of our historical operating trends. However, there are significant limitations to the use of Adjusted EBITDA since it excludes gains on debt forgiveness, interest and other income, impairments of long-lived assets and goodwill, equity compensation expense, all of which impact our profitability, as well as depreciation and amortization related to the use of long-term assets which benefit multiple periods. We believe that these limitations are compensated by providing Adjusted EBITDA only with GAAP net income (loss) and clearly identifying the difference between the two measures. Consequently, Adjusted EBITDA should not be considered in isolation or as a substitute for net income (loss) presented in accordance with GAAP. Adjusted EBITDA as defined by us may not be comparable with similarly named measures provided by other entities.

(Unaudited)

(\$ in 000s)	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2022	2021	2022	2021
Net (loss) income	\$ (1,098)	\$ (836)	\$ (2,566)	\$ (5,461)
Reconciling items:				
Gain on forgiveness of unsecured promissory note	-	-	-	(10)
Interest and other income	-	(1)	-	(5)
Depreciation and amortization	69	41	139	84
Equity compensation including liability classified awards	446	749	1,038	5,294
Adjusted EBITDA	\$ (583)	\$ (47)	\$ (1,389)	\$ (98)



FINANCIAL OVERVIEW



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