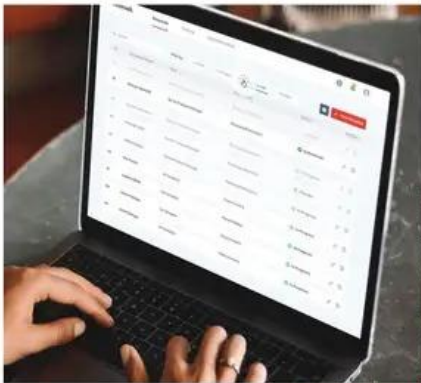


veremark.

We help companies
with pre-employment
screening globally

Jan '22



Great team with proven domain expertise



Daniel Callaghan

CEO / Founder

- CEO & Founder for 8 yrs and then non exec of leading vc backed HR Tech venture
- Founded The Workplace Accelerator with a portfolio of 15 HR tech ventures to date
- Head of APAC Innovation & Ventures as well as global blockchain lead for the world's largest recruitment company



Angus Banks

CTO / Founder

- Seasoned founder and executive with multiple \$30m exits in b2b space where tech relied on extraction and aggregation of data from multiple sources
- Web 3.0 enthusiast with significant knowledge on topic of blockchain



Daniel Braithwaite

CMO / Founder

- Extensive design expertise having worked at top agencies globally for 12yrs+ building Fintech & Consumer products for big name brands
- Product Mentor at Seedcamp - Europe's Top seed investor

Guy Underwood

Non Exec Chairman

Founder of APAC's largest independent screening business - exited to Sterling

Mike Short

Advisor

Founded & Sold 4 Compliance & Pre-Employment Screening companies to PE Funds

Peter Earnshaw

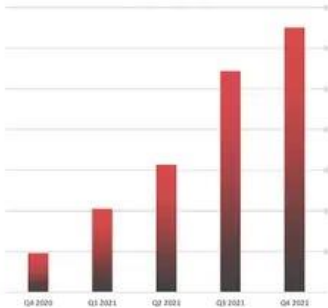
Advisor

Former APAC Sales & Marketing Leader for First Advantage & VC HR Tech Expert

XXXX+ credentials verified in 2021



Quarterly Recognised revenue for Credentials
Verified (USD)





Many companies are legally required to screen hires



Minimize risk of future criminal activity



Full Regulatory Compliance



Protect brand and Reputation



Ensure candidates have the right qualifications



Protect the vulnerable



Companies already spend \$8bn and growing p.a

\$8bn

In existing spend today
Growing at 10% YoY*



Growth in
compliance requirements



Growth in
fintech & data sector



Growth in
automation of HR



Growth in
SMB & non US markets



Growth in
Gig Working

Clear investor & M&A precedents in space

Sterling Check to go public with \$2.2 billion valuation as IPO priced above expected range

Published: Sept. 23, 2021 at 6:27 a.m. ET

Background screening company
HireRight raises \$422M in public debut

November 1, 2021

Checkr Reaches \$4.6 Billion Valuation With New Funding Round

By [Crystal Tsai](#) and [Katie Reed](#)

September 1, 2021, 6:00 AM GMT+8

Silver Lake-backed First
Advantage expects \$13-\$15/share
IPO, valuing firm at up to \$2.3B

JUN 14, 2021 11:21 AM ET | [Workday, Inc. \(WDAY\)](#), FA | [VIRAT, FA](#) | By [Jony Kurekchog](#), SA
Mark Etkin

Current offerings are inconvenient and analogue

COMPETITOR 1

Dear Daniel,

Many thanks for the email.

Please find attached the request letter for verification.

For security reasons, the file has been protected by a password which will be sent to you in my next email.

Kind Regards,

COMPETITOR 2

MOA Supply Co.
Attention: MBA
Email:

Dear Human Resources Professionals,

This Employment Verification Request has been sent to you from [redacted] to verify employment for the specific individual listed below.

As a global provider of employment screening services, [redacted] understands the importance of your time and hopes that below outlined verification process will help make your work associated with employment verification a little easier. Because this is time sensitive for verifying background screening information, we thank you in advance for assisting us in confirming the information as quickly as possible.

This Employment Verification Request is to ask you to verify the employment history of

- Simply complete the attached form and fax the entire page to (800) 475-4674 (inside US and Canada) or 001-949-224-0004 or email to documentation@
- There is no need to include a cover sheet with this form (if returning via fax).

Most buyers are pre-occupied & underserved

Anne:

Head of Talent Acquisition



Dilemmas faced by HR when looking at pre-employment screening (& associated negative costs)

- ❖ Could spend 10hrs+ doing it herself (\$200+ per candidate)
- ❖ Does it wrong and gets the company fined/sued (\$8,000+ per hire)
- ❖ Goes with big vendor who can handle international checks but gets terrible service because too small an account (\$1,000 per candidate)
- ❖ Takes too long and loses the hire (\$5,000+ per hire)
- ❖ Doesn't screen and hires the wrong person (\$30,000+ per hire)
- ❖ Chooses a vendor who delivers a poor experience and loses the hire (\$5,000+ per hire)



Powered globally through tech & innovation led delivery



API Connections to connect directly with 0000s of data sources



Automated Workflows, Chatbots & Robots to eliminate manual work



Gig powered delivery network to deliver in disconnected places



Digitised credentials to eliminate time and cost of repetitive checks

All wrapped in better digital platform for improved experience, data collection and security

4 Components to our global screening platform

1. Veremark

Full service platform to implement global pre-employment screening



2. Verepass

Ethereum based Candidate career passport for individuals to own and share their data



Flexible and integrated access to existing workflows

3. Verepay

Self service pay as you go packages for individuals and micro companies to use

Baseline Package Includes

- ✓ UK DBS Check (Basic level)
- ✓ UK Online Identity Check
- ✓ Right To Work in the UK
- ✓ 3 years of Employment History

£89.00 inc VAT

Buy Now

Powered by stripe

4. Verelink

Veremark API that enables others to provide screening as a service

veremark.

Search...

Authenticated on

webhooks

offer a

request

docs

Documentation Powered by Swagger

Veremark API

Download OpenAPI specification

Download

This is the Veremark External API

Authentication

Charged on a usage based pricing model

Average prices per sector per candidate

\$145

per candidate
in UK Fintech

\$30

per candidate
in Philippines BPO

\$200

per candidate
in Singapore
Financial Services

\$150

per candidate
in USA Tech

Clients pick from global selection of
checks in 150+ countries



Reference
Check



Identity
Check



Global Sanctions
Check



Credit Check




Employment
History Check



Civil Check

Proven across brands in every sector and market



Plus appeal to a variety of enterprise



Customers love working with Veremark



"After a few days the Veremark experience was a marked improvement for the screening processes, saving us both time and money."

XXX- Director of Talent - XXX



"What used to take weeks now takes 3-5 working days"

XXX- Recruitment Director - XXX



"Veremark's solution was a strong experience, and covered the ability to expand internationally."

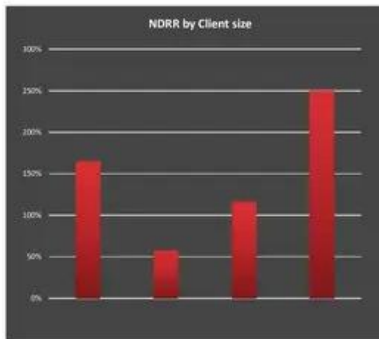
XXX - Head of People - XXX



"We found Veremark very easy to use and highly responsive. The templates add consistency to our process and we can initiate the checks with no effort at all."

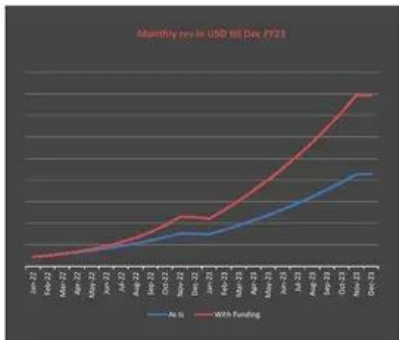
XXX - Talent Acquisition Manager - XXX

Excellent CAC to CLTV rates with 165% NDRR



	Segment 1	Segment 2	Segment 3
Fully loaded CAC			
Average Gross ACV			
Net CLTV			
Payback period	3mths	6mths	2mths
Sales Cycle (days)			
CLTV: CAC	22.2x	6.36	9.35

Raising \$XXm to reach \$XXM+ run rate revenue in FY23



Metric	Today	With Funding (End of FY22)
FY 22 Revenue		
Nov '22 Run Rate		
Monthly Clients		
Sales team		
Marketing Costs		
Tech Team		
Break Even		

Notable Investors:

Triplepoint (UK), Prasanna Sankar (Co-founder of Rippling), Charlie Delingpole (Founder of Comply Advantage), Animoca, Accel Capital via Scout, ACF Investors & Vulpes Investment Management

veremark.

Thanks for
your time



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