



Investor Deck

November 2025
NASDAQ: IDN



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.





The **only** SaaS-based identity validation and proofing service that uses a unique and proprietary analysis of DMV-issued IDs to create trusted, real-time customer identity verification experiences.

Q3 Highlights Versus Prior Year

Net Revenue
\$6.0M
28% increase vs 2024

SaaS Revenue
\$5.9M
26% increase vs 2024

EPS Improved to
\$0.01
per share

Gross Margin
remained strong at
91%

Net Income
turned positive at
\$290K

Adjusted EBITDA
improved to
\$631K

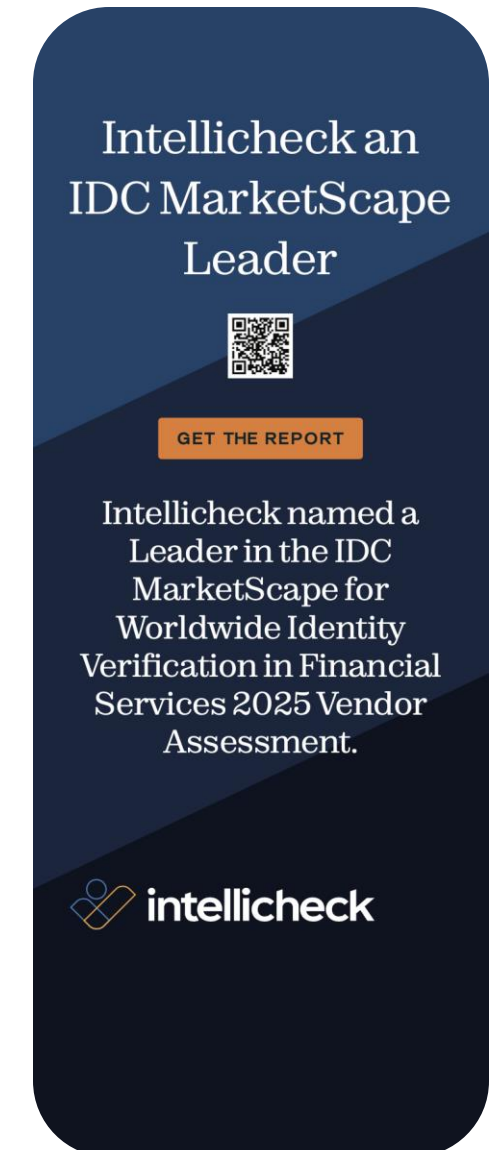
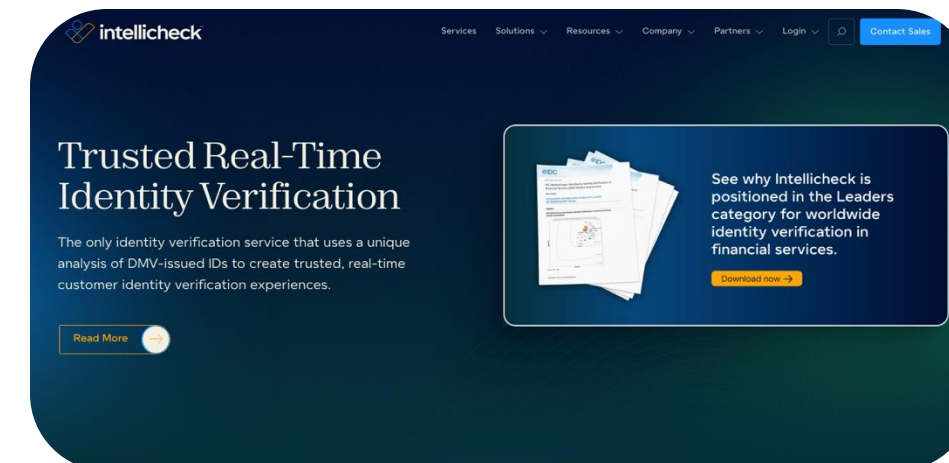


IDC MarketScape Leadership Highlights

Intellicheck was recognized as a Leader in the IDC MarketScape: *Worldwide Identity Verification in Financial Services 2025 Vendor Assessment*

Recognized for:

- Real time frictionless onboarding and compliance with KYC/AML
- Detecting synthetic identities and deepfakes
- Easy integration into existing workflows and devices



Magnitude of the Problem – Fraud isn't going away

\$27B

In U.S. Fraud in 2024,
impacting 15 million
people¹

1.5 Billion+

**Victims of
data breaches
worldwide²**

\$16B

**In account takeover
fraud - a 19%
increase¹**



29%

of identity fraud attributed to
new account creation in 2024³



79%

of auto dealerships had an
identity fraud related loss
within the last year⁴

**Bottom Line:
Fraud Isn't Going Away!**

1. Javelin
2. Identity Theft Resource Center
3. Experian 2024 Global Identity & Fraud Report
4. eLEND study



Majority of Fraud is Prevented Through *Accurate ID Validation*

Criminals copy AAMVA barcode standards that are publicly available online

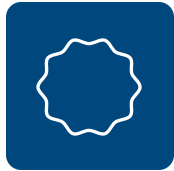
- No state, province or territory DMV uses the same AAMVA standard on its own—each DMV adds additional unique security features
- No two states, provinces or territories use the same format, there are over 250 unique ID encryptions in circulation between the US, Canada and Mexico



Which means...parsing the data and comparing it to the front of the ID with traditional document templating won't cut it.



You May Never Have Heard of Us, But You Probably Used Us



Auto, Financial Services, Real Estate, Age Restricted

Account Generation/Verification

- Physical and digital accounts
- Instant credit, BNPL, Lease-to-Own, bank accounts, loans, automotive test drives and purchases, title insurance and more
- Verification occurs both in-person or through website or mobile app



Banking

Branches, Call Centers

- Quickly validate customers for risky transactions
- Account updates to stop account takeover, address changes, lost card transactions and more



Corporate

Employee Onboarding

- Verify applicants and remote employees

Account Validation and Account Reset

- Validate employees and partners with system access



Retail

Card Not Present

- “I forgot my store-branded credit card, can you look me up?”

Return No-Receipt

- Stolen goods returned for store credit

ID Validation Technology, Streamlined

Simplifies
implementations
with typically
**no new and
costly hardware
requirement**



Intuitive and easy to use technology

Cloud SaaS integrates with existing in-person, online and desktop workflows via existing hardware, mobile app, web portal or webhooks



Integrates with existing retail / branch hardware

- Point-of-sale scanner
- Branch check scanner
- Mobile app



Frictionless and customer friendly

- Fast, accurate validation eliminates “good customer frustration” and reduces abandonment
- Easy one step process—no need for front, back and selfie



Positioned for *Success*



Very sticky customer base with a **positive NRR of 28%**



~90%
Gross margins consistently



Solid balance sheet
\$7.2 million and No
debt



Renewed focus on sales and marketing
to drive growth



Expectation of positive Adjusted
EBITDA anticipated for 2025 positions
us to drive significant operating
leverage going forward

* Excluding bars and restaurants



Leaders Look to Intellicheck



Five of the largest 12 banks



Two of the leading credit card Issuers



Major law enforcement agencies across the country



2025 Significant Callouts

We continued to increase our penetration for authentication with significant organizations and new use cases



One of the most widely recognized brands in banking that is a top ten bank and one of the largest issuers of Visa and MasterCard credit cards renewed **with a 15% increase**

One of the **leading providers of banking software** that serves as a platform for many credit unions is anticipated to be a significant growth driver for the channel program



Leading regional bank in the southeast added in branch validation resulting in a three year **very high seven-figure total contract value**

Leading private label credit card issuer is going to start using Intellicheck for BNPL transactions at some of their retail clients



First American Title – expanded its AgentNet platform to include Intellicheck. Added passport verification, document liveness and selfie capture

Leading Lease-to-Own company grew more than 700% yr/yr at Q3. Intellicheck works with two of top four LTO companies.



Why Our Customers Use Intellicheck to Stop Fraudsters and Safeguard Their Business



Confidently prove identity in real-time with the only platform that leverages proprietary access to authoritative data in ID barcodes

“A true gamechanger in stopping fraud, top 5 all time.”

SVP of Fraud, top 5 Financial Services Company with over \$1.7 trillion in assets



Validate identity and stop fraud losses while meeting AML/KYC requirements

“Prior to us using it in the field, we scanned over 1,000 known counterfeits, each one was detected.”

New York State DMV Director of Investigations



Leverage a unique approach that is highly accurate, instant, and fully automated



Q3 2025 Financial Highlights



Revenue

Total Revenue:
\$6,014,000

SaaS Revenue: \$5,868,000 **Gross Margin:** 91%



Balance Sheet (as of September 30, 2025)

**Cash & ST
Investments:**
\$7.2 million

Stockholders' Equity:
\$18.9 million

Debt: \$0



Net Income & Adjusted EBITDA

Net Income:
\$290,000

Adjusted EBITDA:
\$631,000



Analyst Coverage / Institutional Holdings

Mike Grondahl
Northland Securities

Scott Buck
H.C. Wainwright

Rudy Kessinger
DA Davidson

Jeff Van Rhee
Craig-Hallum

Clean cap table with
approximately

49%

of common shares outstanding
institutionally held as of
9/30/25



Adjusted EBITDA Reconciliation

Adjusted EBITDA

We use Adjusted EBITDA as a non-GAAP financial performance measurement. Adjusted EBITDA is calculated by adjusting net loss for certain reductions such as interest and other income (expense) and certain addbacks such as non-restructuring severance expenses, provisions for income taxes, depreciation, amortization and stock-based 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 impairments of long-lived assets and goodwill, amortization, depreciation and stock-based compensation, as well as non-operating charges for interest and provisions for 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 non-restructuring severance expenses, provisions for income taxes, interest and other (expense) income, impairments of long-lived assets and goodwill, stock-based 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 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 loss presented in accordance with GAAP. Adjusted EBITDA as defined by us may not be comparable with similarly named measures provided by other companies.

The reconciliation of GAAP net loss to Non-GAAP Adjusted EBITDA is as follows in thousands:

	Three Months Ended September 30		Nine Months Ended September 30	
	2025	2024	2025	2024
Net income (loss)	\$ 290	\$ (837)	\$ (279)	\$ (1,406)
Reconciling items:				
Restructuring severance expenses	—	376	—	376
Provision for income taxes	—	—	—	2
Other income, net	(52)	(73)	(129)	(230)
Depreciation and amortization	189	130	513	275
Stock-based compensation, including liability classified awards	204	237	583	642
Adjusted EBITDA	<u>\$ 631</u>	<u>\$ (167)</u>	<u>\$ 688</u>	<u>\$ (341)</u>





Trusted Real-Time Identity Verification

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