



# Investor Deck

April 2026

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.

# 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



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



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

“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*

“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*

# Q4 Highlights Versus Prior Year

**Net Revenue**  
grew to **Record**  
**\$6.6M**  
**12% increase** vs  
2024

**Operating expenses**  
Decreased by  
**7%**  
to **\$4.6 million**

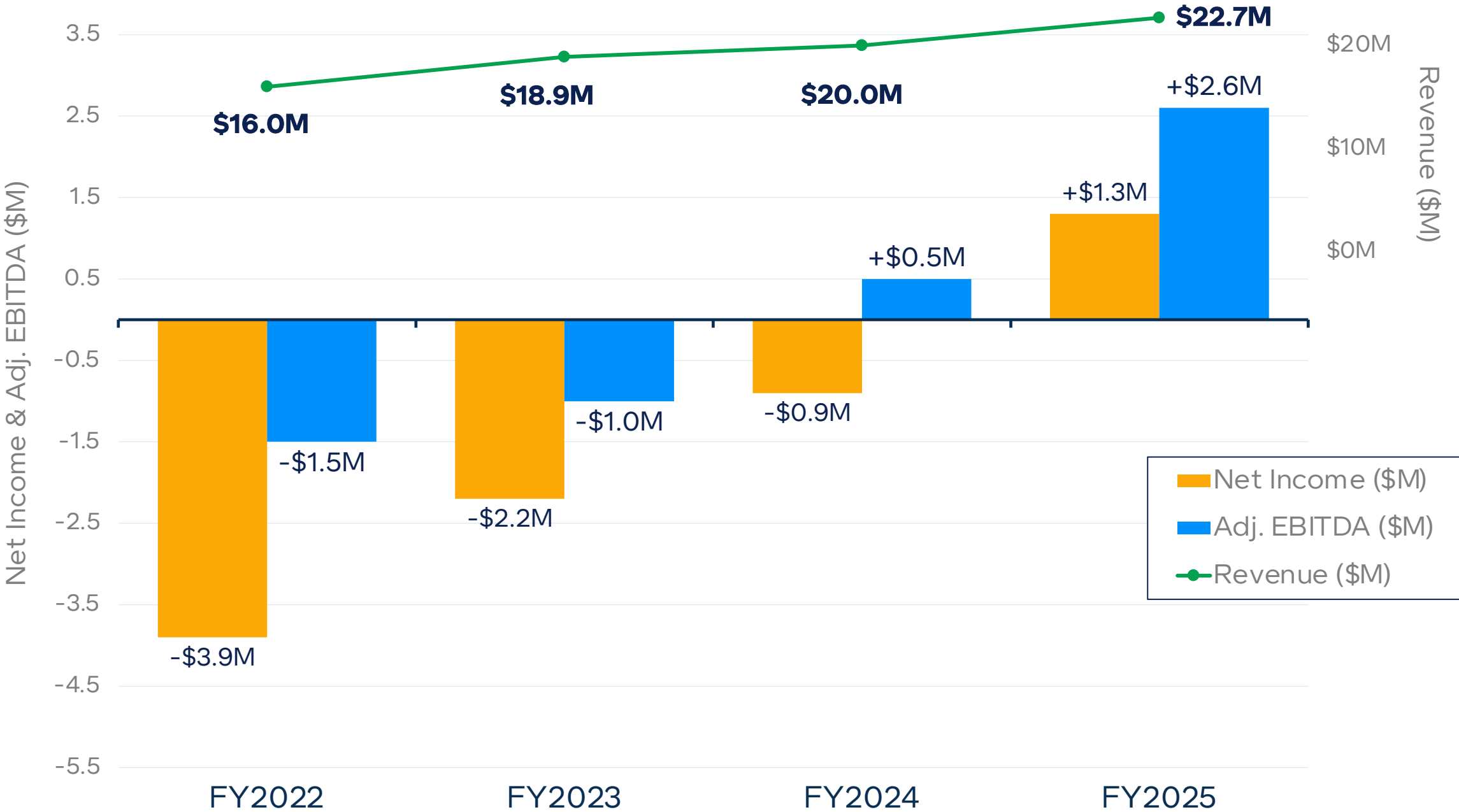
**EPS**  
Improved to  
**\$0.08**  
per share

**Gross Margin**  
remained strong at  
**91.4%**

**Net Income**  
Improved to **Record**  
**\$1.6M**

**Adjusted EBITDA**  
improved to **Record**  
**\$1.9M**

# From Loss to Profit: FY2022 – FY2025



**\$5.1M**  
**Net Income Swing**  
 FY22 → FY25

**\$4.1M**  
**Adj. EBITDA Swing**  
 FY22 → FY25

**+42%**  
**Revenue Growth**  
 4-year cumulative

**FY2025**  
**First Profitable Year**  
 Full-year operating net income positive

# Magnitude of the Problem

**\$27B**

**In U.S. Fraud in 2024**, impacting 15 million people<sup>1</sup>

**1.5B+**

**Victims of data breaches worldwide**<sup>2</sup>

**\$16B**

**In account takeover fraud** - a 19% increase<sup>1</sup>

**29%**

**of identity fraud** attributed to new account creation in 2024<sup>3</sup>



**79%**

**of auto dealerships** had an identity fraud related loss within the last year<sup>4</sup>



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

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

# A Competitive Moat with a Significant Advantage

**25+ years working with state DMVs provides proprietary product offering**

## 44ms

### To Detect a Fraudulent ID

AI-generated fakes can fool visual-template checkers instantly. IDN checks hidden security features embedded in the barcode – invisible to fraudsters and unmatched by any peer.

## 250+ Unique DMV Barcode Formats Mastered

Every state issues IDs with different barcode formats. IDN has worked for more than 25 years as the official test lab for state DMVs. No competitor has this knowledge base.

## ~100M Identity Checks Processed Annually

IDN processes approximately 100 million identity checks annually across all verticals it serves – creating a proprietary intelligence advantage and network effects that no competitor can replicate.

AAMVA – American Association of Motor Vehicle Administrators – longstanding relationship sets us apart

---

Trusted by major federal and state law enforcement agencies

# Majority of Fraud can be 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.



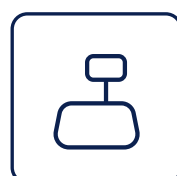
# Intellicheck ID Validation Technology is Streamlined

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



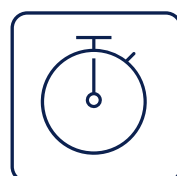
## **Intuitive and easy to use technology**

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

# 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 **grew 33% increase.**

Now live **Alloy**, one of the **leading providers of banking software** that serves as a platform for many small banks and 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 significantly yr/yr. Intellicheck now works with two of the top four LTO companies.

# Multiple Growth Vectors for 2026 and Beyond

**New verticals represent meaningful opportunities**

<b>Title Insurance</b>	<b>Cargo Freight</b>	<b>Banking Channel Partner</b>	<b>Background Checks</b>	<b>Lease-to-Own &amp; BNPL</b>
GROWING	EMERGING	SIGNED	GROWING	SCALING
<b>First American Title</b>	<b>~\$300K Avg Theft per Load</b>	<b>Alloy Platform</b>	<b>Traction in New Pipeline</b>	<b>LTO up Significantly</b>
<p>Top 2 title insurance companies signed incl. First American Title (subsidiary of First American Financial).</p> <p>Higher revenue per scan; interest rate cuts should drive refinancing tailwind.</p>	<p>Rising losses per tractor-trailer are driving identity validation amongst shipping companies.</p>	<p>New banking software provider partnership creates scalable distribution opportunity for credit unions and smaller regional banks.</p>	<p>Growing pipeline of background check firms seeking accurate real-time identity validation.</p> <p>Opportunities include:</p> <ul style="list-style-type: none"><li>• Employment Screening</li><li>• Property Management</li><li>• Supply Chain Vendors</li></ul>	<p>Working with 2 of the top 4 lease-to-own companies.</p> <p>BNPL is another opportunity as underwriters try and combat fraud that is often difficult to detect in a timely manner.</p>

# Positioned for *Success*



Very sticky customer base with  
**a positive NRR of 111%\* in 2025**



**~90+%**  
**Gross margins** consistently



**Solid balance sheet at 12/31/25**  
**\$9.7 million and no debt**






Renewed focus on sales and  
marketing to **drive growth**



**Achieved positive Net  
Income and Adjusted EBITDA**  
in 2025 that positions us to  
drive significant operating  
leverage going forward

\* Excluding bars and restaurants

# 2025 Full Year Financial Highlights

 Revenue	<b>Total Revenue</b> \$22,666,000	<b>SaaS Revenue</b> \$22,436,000	<b>Gross Margin</b> 90.4%
 Balance Sheet (as of December 31, 2025)	<b>Cash &amp; ST Investments</b> \$9,650,000	<b>Stockholders' Equity</b> \$20.7 million	<b>Debt</b> \$0
 Net Income & Adjusted EBITDA	<b>Net Income</b> \$1,273,000	<b>Adjusted EBITDA</b> \$2,566,000	

# Why Invest in Intellicheck

## Six compelling reasons to own IDN shares

1

### Record Revenue

\$6.6M in Q4 2025 —the highest quarterly revenue in company history.

2

### Diversification Is Working

Retail now less of a focus and represented 31% of revenue in 2025. Banking & Lending is now ~49% of revenue and grew ~82% Y/Y. Other new verticals include automotive, title insurance, background checks and cargo transportation.

3

### Achieved First Full Year of Operating Profitability

\$1.6M net income in Q4 2025  
Adj. EBITDA of \$1.9M in Q4 2025  
\$1.3M net income in 2025  
Adj. EBITDA of \$2.6M in 2025

4

### Significant Competitive Moat

25+ years of DMV partnerships and 250+ proprietary barcode formats — no competitor can replicate IDN's barcode intelligence platform.

5

### ~90% Gross Margins + Scalable Ops

AWS migration complete, saving \$380K+ annually. OpEx flat while revenue scales.

6

### Industry Recognition

IDC MarketScape Leader in Financial Services 2025.

# 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

**60%**

of common shares outstanding institutionally held as of 12/31/25

# 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:

	2025	2024
Net income (loss)	\$1,273	\$(918)
Reconciling items:		
Restructuring severance expenses	—	376
Provision for income taxes	58	33
Other income, net	(245)	(283)
Depreciation and amortization	703	436
Stock-based compensation	777	876
<b>Adjusted EBITDA</b>	<b>\$2,566</b>	<b>\$520</b>

in thousands, unaudited

	Q4 2025	Q4 2024
Net income (loss)	\$1,552	\$488
Reconciling items:		
Restructuring severance expenses		
Provision for income taxes	58	31
Other income, net	(116)	(53)
Depreciation and amortization	189	161
Stock-based compensation	194	233
<b>Adjusted EBITDA</b>	<b>\$1,877</b>	<b>\$860</b>

in thousands, unaudited



# Trusted Real-Time Identity Verification

Bryan Lewis

**CEO**

516.453.6647

[blewis@intellicheck.com](mailto:blewis@intellicheck.com)

Adam Sragovicz

**CFO**

516.992.1985

[asragovicz@intellicheck.com](mailto:asragovicz@intellicheck.com)