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[www.isignthis.com](http://www.isignthis.com)

# Disclaimer

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Some of the information contained in this presentation contains “forward – looking statements” which may not directly or exclusively relate to the historical facts. These forward looking statements reflect OTE’s and iSignthis’ current intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside the control of OTE or iSignthis.

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iSignthis®



Australian Patents AU 201000533 A4 & AU 2011235612, US Patent 8,620,810  
International Patent Application No : PCT/AU2011/000377  
International Patent Applications Pending /Granted in Europe, Africa, Asia, Oceania, North and South America

# A simpler, faster, safer payment experience

## Remote/Online Evidence of Identity Authentication (EOI)

Compliance assistance for  
AML / CTF KYC,  
Customer on-boarding, and  
Strong Customer Authentication

**iSignthis**<sup>®</sup>



Australian Patents AU 201000533 A4 & AU 2011235612, US Patent 8,620,810  
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# What does iSignthis do?

Authenticate online payments and eliminate manual KYC processes

## Verify the identity of customers to a FATF<sup>1</sup> / APG<sup>2</sup> standard

- Across more than 190 countries
- Reaching more than 3Bn persons
- PEP<sup>3</sup>/Sanctions/SAFE<sup>4</sup> /TC40<sup>5</sup> screened
- Can utilise almost any payment instrument as source

## Cloud based, Patented Technology

- Integrated into financial network/software developed in-house.
- Over the Top (OTT) service, leveraging one or more issuer's KYC/EOI
- Patents granted US (31 Dec 13), EU States (late 13), AU (Early 13), ZA (early 14) Pending in CA, BR, KR, SG, IN, CN, HK, MY, NZ ++

## Authenticate online payments

- Across more than 30 card schemes
- Independent of issuer and scheme
- Includes OBeP<sup>6</sup>, e-mandates & direct debit

## "Leveraging" off customer due diligence done by banks

- Banks are required to identify customers at account set up
- iSignthis relies on this identification - no need to do it again

## Eliminate Manual KYC Processes

- Allowing online on boarding of customers
- Using routine online payments

1. **FATF** – Financial Action Task Force (In response to mounting concern over money laundering, the Financial Action Task Force on Money Laundering (FATF) was established by the G-8 Summit that was held in Paris in 1989):

2. **APG** – Asia/Pacific Group on Money Laundering  
3. **PEP** – Politically Exposed Person  
4. **SAFE** – System to Avoid Fraud (effectively Mastercard)

5. **TC40** – Visa Card fraud detection messages  
6. **OBEP** – Online Banking ePayments

# What does iSignthis do?

## 2 Global Services, 1 Integration

### #1 Evidence of Identity (EOI):

Authenticates that a customer owns a payment instrument, and uses ownership to identify the customer. "Leverages" off customer due diligence of banks and regulated financial institutions - no requirement to ID a customer again.

### PEP/ Sanctions Screens:

*iSignthis offer PEP and Sanctions screening against US, UK, EU, UN, Canadian and Australian official lists. These form part of our real time analytics.*

### #2 Strong Customer Authentication (SCA):

Uses the EOI process above and links the customer and the payment instrument on an issuer agnostic basis to a two factor (2FA) authentication system. 2FA is usually a combination of a password 'that you know' and a code that is delivered to 'something you have' (eg a one time use code via SMS to your phone). Alternate second factor may also be 'something that you are', e.g. biometrics.

# Who needs KYC Identity?

AML/CTF laws/regulations obligate certain entities to identify their customers.

This process of identification is known as Know Your Customer (KYC).

Obligated entities include (varies from jurisdiction to jurisdiction);

- Banks (incl debit, card issuers)
- **Life Insurers**
- Commodity/Bullion Brokers/Currency
- **Crypto Currency Exchanges\***
- Real Estate Sales/Rental Agents
- **Travel Agents (US Patriot Act)**
- Any business routinely trading > US \$10k/transaction
- **EU based payment processor as a compliance requirement for ECB.**
- eWallets/mWallet Providers
- **Money remittance services/p2p**
- Loan/Pawn Providers
- **Stock Brokers**
- eCasino/eGaming/eWagering
- **Accountants/Auditors/Lawyers**
- Financial Advisors/Super Funds
- **Financial Systems incorporating two factor authentication technology**

# Opportunity

## Global, Massive, Scaleable

### Size of market

- Global growth opportunity – underpinned by regulation, services migration and customer demand for online.
- Applicable to all KYC obligated entities utilising (or wanting to utilise) online payments over
  - 30+ cards schemes
  - 190 countries
  - 3Bn financial instruments, including debit/credit cards and bank accounts

### Growth Drivers

- Global Anti Money Laundering/CTF **Regulations for** KYC Identity with migration of AML regulated commerce to online.
- Payment Authentication **Regulation** / Strong Customer Authentication (SCA) mandated by European Central Bank and EU regulators.
- Online Fraud growth and its mitigation (**Commercial**)

# Opportunity : Regulation change

All internet transactions require SCA in EU28 /SEPA from 2015

## The ECB's SecuRE Pay RFTSOIP (31/1/13) and Assessment Guide (28/2/2014) introduce Strong Customer Authentication (SCA);

- ~4Bn online transactions per annum in EU 2013, CAGR approx 24%
- Relies upon customer identification and linked to two factor authentication
- Adopts a technology neutral approach, to promote innovation and competition.
- **Regulators will place liability for fraud** on PSP/Gateway, unless SCA & RFTSOIP<sub>3</sub> is adopted.

SecuRE Pay regulations are separate from the Payment Services Directive 2, and are implemented by the national banks / financial regulators.

**Countries Include:**

• EU28	• Monaco
• Switzerland	• Iceland
• Lichtenstein	• Norway

1. **EU28** - European Union consisting of 28 member states

2. **SEPA** - Single Euro Payments Area (SEPA consists of the 28 EU member states, the four members of the EFTA (Iceland, Liechtenstein, Norway and Switzerland), Monaco and San Marino)

3. **RFTSOIP** - Recommendations for the Security of Internet Payments

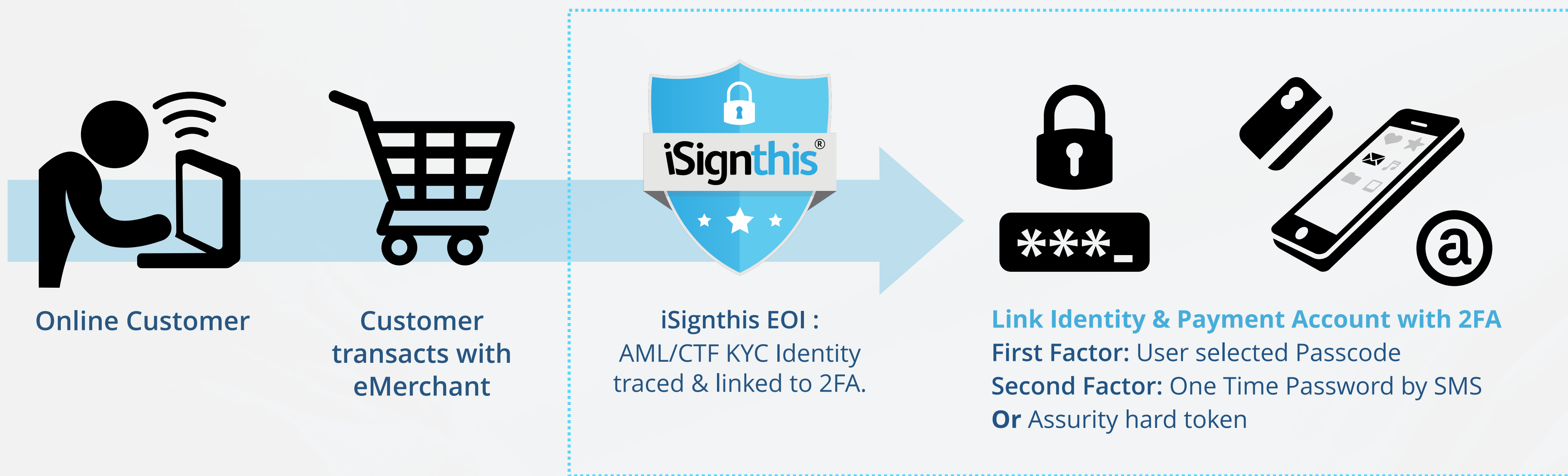


EUROPEAN CENTRAL BANK



# What does iSignthis do?

## Evidence of Identity & Strong Customer Authentication



iSignthis confirms a customer owns the presented payment instrument, in turn leveraging the customer due diligence completed by the account issuer (Bank), in order to satisfy KYC requirements. Evidence of Identity (EOI) is created dynamically on demand.

# Evidence of Identity

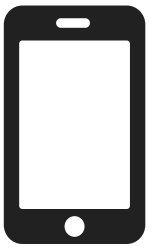
## 3-Step Process

**1**


### Check your card or account statement

You can access your statement **online, via mobile, computer, ATM or in-branch.**


Depending upon your bank, the debit/charges will appear on your statement anywhere between **0-3 Working Day.**




Mobile



Computer



ATM



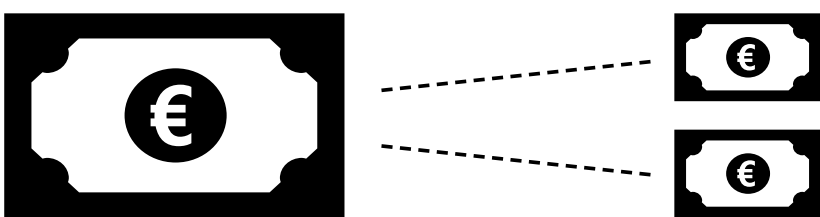
In-Branch

**2**

### Locate the 2 debits/charges from your merchant

For example, a **\$50 order** might be split into **2 charges**, which will always add up to the total value of your order.

In some cases, there may be 3 debits or charges from your merchant.



**Credit or Account Statement**

Merchant Charge 1	<b>€39.09</b>
Merchant Charge 2	<b>€10.91</b>
<b>Total:</b>	<b>€50.00</b>

**3**

### Register by entering the debits or charges

Enter the 2 (sometimes 3) debits or charges on the registration page by following the link from your merchant.

You will also be asked to enter and verify your mobile phone number - we will send a code to your phone by SMS. Enter the SMS code and then choose a **6-digit PIN** that's easy to remember for future use.

**Authenticate & Register**

Merchant Charge 1	<b>€39.09</b>
Merchant Charge 2	<b>€10.91</b>
Your Mobile Phone #	<input type="text"/>
SMS Code	<input type="text"/>
Your 6-digit PIN code	<input type="text"/>

# Isn't the iSignthis EOI process familiar .....?

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**Why Secure?**  
By completing this process you confirm you own this bank account. Only you can know what amount has been deposited into your account by PayPal.

**What can I do now?**  
You can withdraw funds from your PayPal account to your bank while waiting to complete the process.

## Why do I need to confirm my bank account?

- Make instant payments funded from your bank account
- Transfer funds from your bank account to your PayPal account.
- Become Verified and remove sending and withdrawal limits.



Both PayPal and iSignthis rely upon similar legal principles to identify customers. iSignthis and Paypal processes are both patented, with the iSignthis user experience being familiar to any of the 148m Paypal users.

iSignthis has modified an adapted the process patented in 2002 by PayPal, to include verification of ownership of a financial instrument in **near real time** (0-3 vs 3-5 days), with additional benefit of specific transaction authentication.

**iSignthis facilitates online identity much like Paypal facilitates online payments.**

# Why iSignthis?

## Compliance Safety Net

iSignthis offers Payment Service Providers (PSP's) a safety net in meeting ECB SecuRE Pay requirements. We assist the PSP to comply with regulation (and avoiding the penalties), irrespective of whether the issuer and acquirer have met their own obligations.

## Value Added Service

iSignthis protects merchants from card not present fraud, with enrolment only requiring cardholder and merchant side PSP participation.

Our single domain integration removes complexity, maintenance and capital costs for PSP's

## Customer Experience

iSignthis offers the consumer a simpler, faster, safer experience, across the consumer's choice of any of 30+debit/credit schemes operating globally – which widens the appeal of the PSP to its merchants, and the merchant to its consumers - by offering both payment choice and global reach.

## Faster Merchant On-boarding by PSP's

The iSignthis EOI system can also be used by PSP's to remotely AML KYC and onboard merchants, as well as individuals.

# Reduce Customer Friction

## Lower Costs, Increase Reach

### **Remote EOI replaces existing processes:**

- Over The Counter KYC costs
- Back office processing costs
- Customer inconvenience/time/cost of attendance at counter/notarising
- Eliminates delay and abandonment

### **Increases / Enhances**

- Customer Reach to include hundreds of countries from one solution
- Customer Conversion rate (low friction, low intrusion, ease)
- Ability to churn customers easily away from competing financial services

- Stickiness of own services.
- Transaction confidence by eliminating CNP fraud on more than 30+ card schemes.

### **Product Applications (one EOI across all in-house applications)**

- Credit & loans
- e/m-Wallet
- Insurance
- Money remittance
- Telco activation
- Anti Fraud (high risk/high value products)
- Strong Customer Authentication (we link a verified account & identity to 2FA for ongoing security)

# Executed Agreements

## Near Term Revenue

### Adelante (March '14)

- Large merchant customer base: payment authentication (ECB compliance) Merchants include: Ann Summers, Thomas Cook, Neilson Holidays, Dyno Rod



### Singapore Government (April '14)

- iSignthis Identity to be linked to Assurity OneKey 2FA system
- Onekey is part of the national authentication framework
- Agreement to resell OneKey outside of Singapore
- Identity confirmation (Y/N) check against NRIC database



### eMerchantPay (May '14)

- AML Identity services for the global eWallet operation
- iSignthis payment authentication to for ECB compliance.
- Large merchant customer base in over 40 countries
- eMerchantPay is a reseller of iSignthis EOI services to other regulated entities.



# Business Model

## Near Term Revenue

### **Evidence of Identity**

- Up to €8 (A\$11) per identity transaction

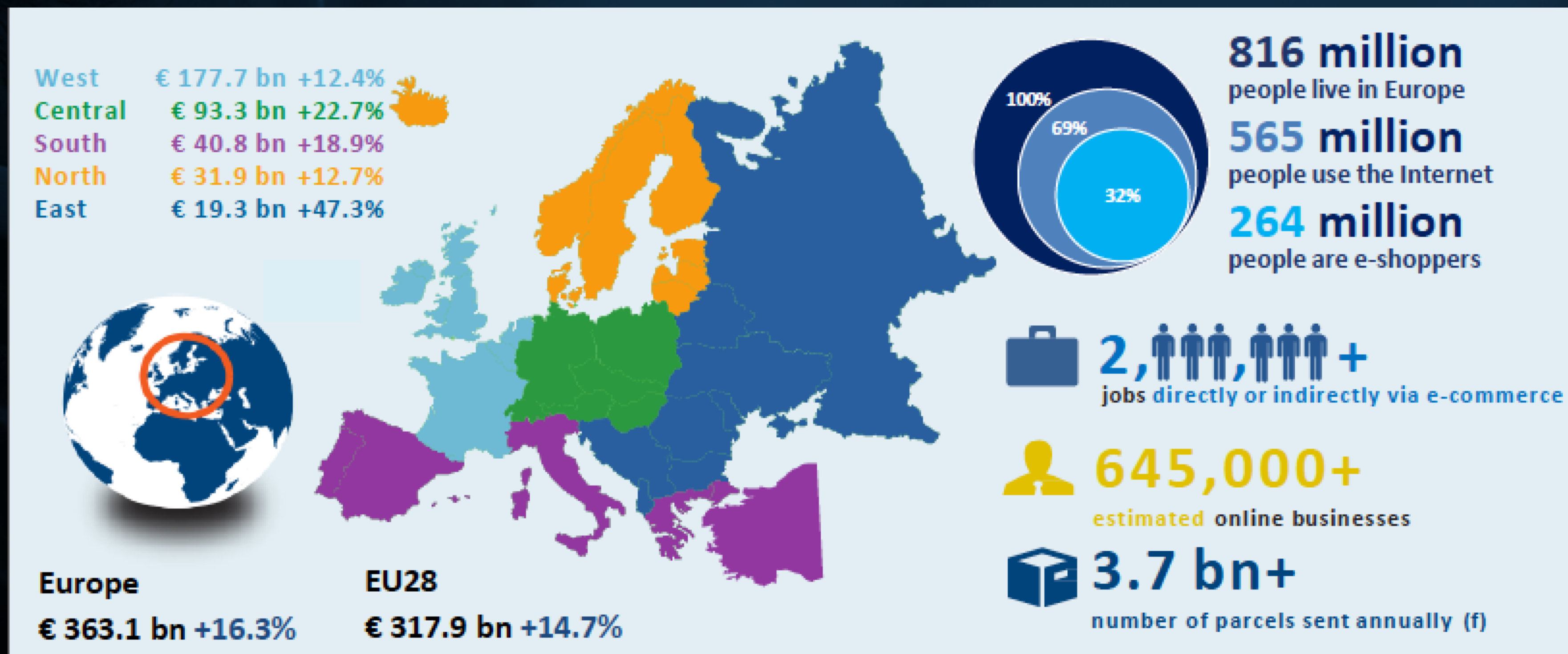
### **Payment/ Strong Customer Authentication**

- Up to €0.20 (A\$0.28) per transaction + cost per SMS sent
- Some ~5Bn online transactions per annum in EU, CAGR 24%

### **Presently Contracted Transactions**

- Scaling to ~27,000 per day within 3-4 months from launch
- Skewed towards SCA initially for ECB compliance

# European Union eCommerce Data





# Board & Executive Management

## Existing iSignthis Board:

### Managing Director:

**N.J.(John) Karantzis**, B.E. LL.M, M.Enterp

Qualified Patent Attorney, chartered electrical engineer. ASX experience. iSignthis founder.

### Non Executive Director:

**Tim Hart**, Bsc, MM(T), MMktng, M Ed(Melb), PGDIPSI (Oxon), FAIM, GAICD.

Current CEO/ Director of ASX Ridley Corporation, with extensive FMCG and retail experience.

### Non Executive Director:

**Scott Minehane** LL.B, BEcom, LL.M

Lawyer with focus on international regulatory compliance and strategy in telecommunications sector. Current director ASX ESK (telco software).

## Executive:

### CFO/ Co Sec:

**Todd Richards**, BBus

Previously CFO & Company Sec of Australian ASX listed digital media companies. iSignthis co-founder.

# Acquisition Terms

## Key Terms

**Issue 44.75M (post consolidation) shares in OTE to major shareholders**  
**Issue 50.50M (post consolidation) performance rights based on milestones:**

**Class A**

16.8M upon A\$2.50M revenue over a 6 month within 3 years;

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**Class B**

16.8M upon A\$3.75M revenue over a 6 month reporting period within 3 years;

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**Class A**

16.9M upon A\$5.00M revenue over a 6 month reporting period within 3 years.

# Next Steps

- Complete due diligence - **45 days**
- General meeting of OTE shareholders to approve the acquisition of iSignthis - **mid November 2014**
- ASX chapter 1 & 2 re-compliance, including:
  - Consolidation of securities at 66.67:1 (equivalent of \$0.003 per share); and
  - 1 for 2 pro rata priority offer to existing shareholders to raise \$2.4M at \$0.20 per share (underwriting mandate executed) - By **late November 2014**
  - Complete transaction and re-quotation - By **January 2015**

# Indicative Capital Structure

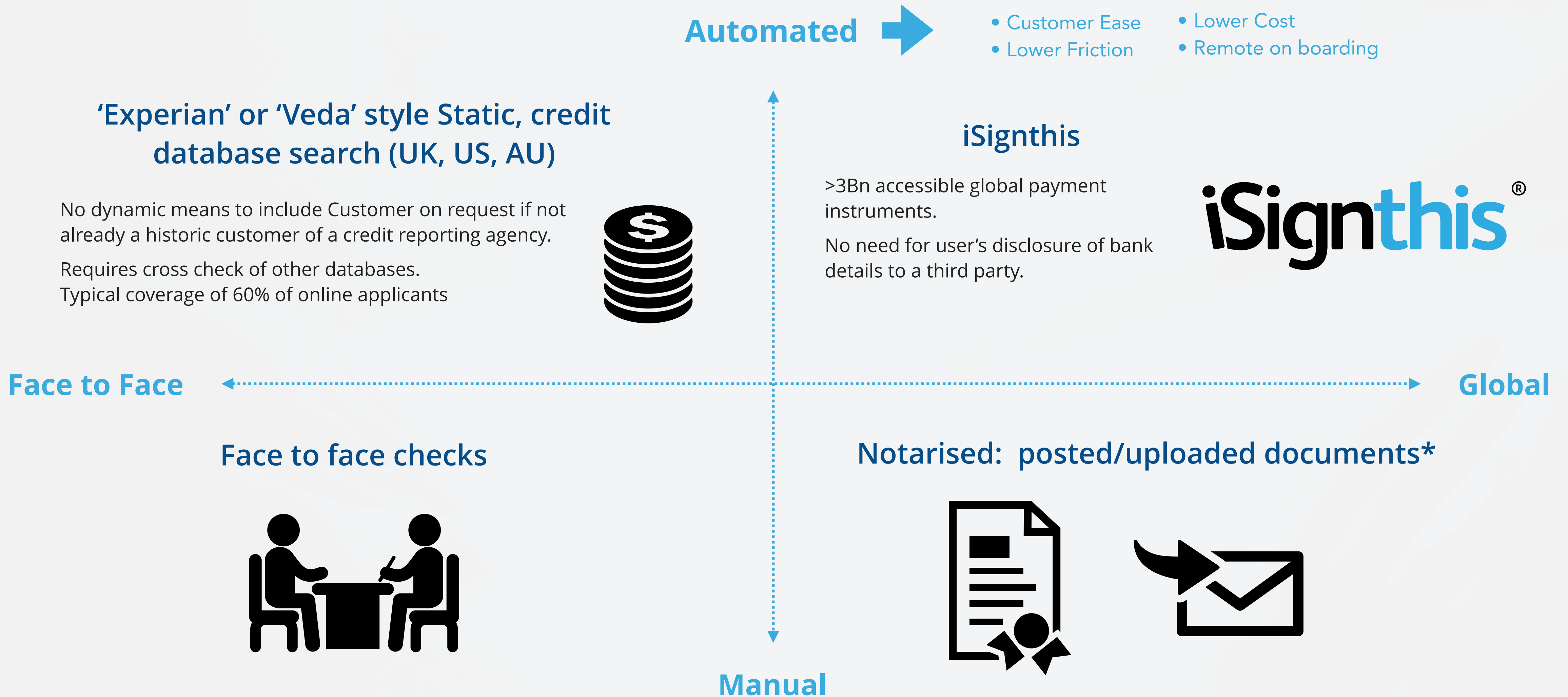
The following illustrates the change in Otis' capital structure following the acquisition of iSignthis :

	Shares	Options	Performance Shares
Current Shareholders	1,597,064,508	196,049,962	
<b>Post Share Consolidation - 66.67 to 1</b>	<b>23,955,968</b>	<b>2,940,749</b>	
Consideration to acquire iSignthis	44,750,000		50,500,000
Capital Raising	11,977,984		
<b>Post Acquisition Capital Structure</b>	<b>80,683,952</b>	<b>2,940,749</b>	<b>50,500,000</b>

# Appendix

# What are the AML KYC Options?

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# Industry Players

Analysis	iSignthis	Jumio	miiCard
<b>Customer Reach</b>	Automatically includes all Banked persons using integration at merchant/ acquirer/gateway ~ 3Bn persons	Country by country	Requires issuing bank integration, with total reach up to 350m persons
<b>Legal Basis of Service</b>	'Reasonable Belief' and 'Reliance' provisions of various legislation	Advisory only	'Reasonable Belief' and 'Reliance' provisions of various legislation
<b>Customer Data Disclosure Req'd</b>	Credit Card or Direct Debit details (per usual online payment)	Upload of passport, drivers license and other government ID docs	Provision of customer's bank login and password details
<b>Status</b>	Ready to Deploy / Integrate to customers	Ready to Deploy / Integrate to customers	Ready to Deploy / Integrate to customers
<b>Notes</b>	Tokenised service, with KYC data stored locally at AML obligated entity	AML/CTF regulatory compliance uncertain	Possible Liability risk if customer bank logins and passwords exposed
<b>Payment / Strong Customer Authentication</b>	Yes, to ECB, RBI and MAS req's for online payments	No	No
<b>Patents Granted</b>	Yes, technology + method, granted US, EU, AU ++ >10 countries pending	No	Yes, method – Granted US Only

# iSignthis Milestones

## Past

- 2010** Founded, patents filed
- 2011-12** Beta software released on commercial sites
- 2013** AU+ EU patents (March), US Patents **(31/12/13)**
- 2014 April** Singapore Government Agreement
- 2014 May** eMerchantPay + Adelante Agreements

## Future

- Target 1:** AML Compliance launch Nov 2014
- Target 2:** ECB Compliance launch Feb 2015.