



Insights from Our Clients

ICOs and Compliance

Initial Coin Offerings (ICOs) have grown exponentially with nearly \$6 billion raised in 2017, up from the \$10 million raised in 2014. Going forward we are expecting nearly 1000 ICOs in 2018, collectively raising over \$8bn.

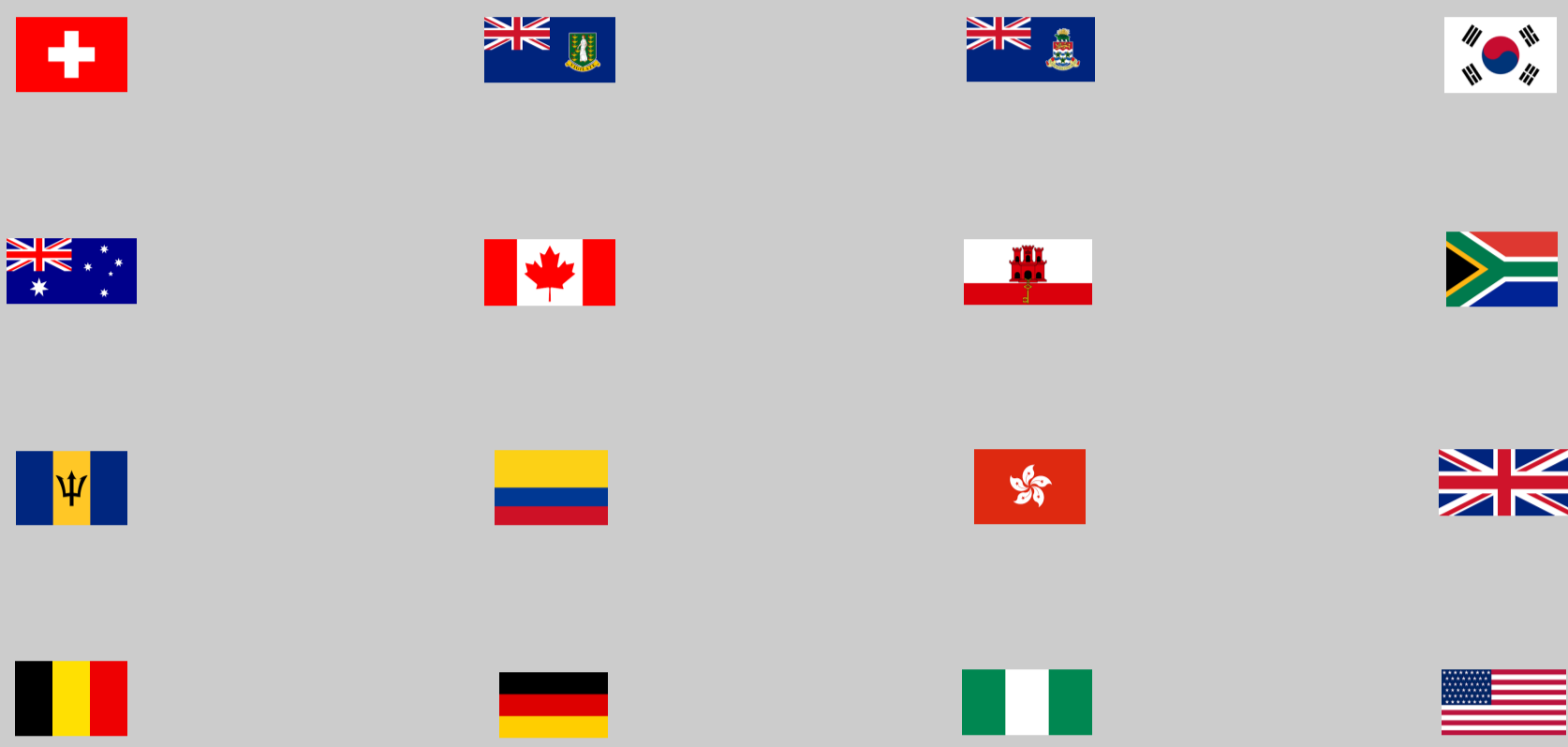
The industry's ability to comply with new and existing regulations will be key to the continued success of ICOs.

We've sampled results from our work with 60 ICO clients, and wanted to share what we've learned.

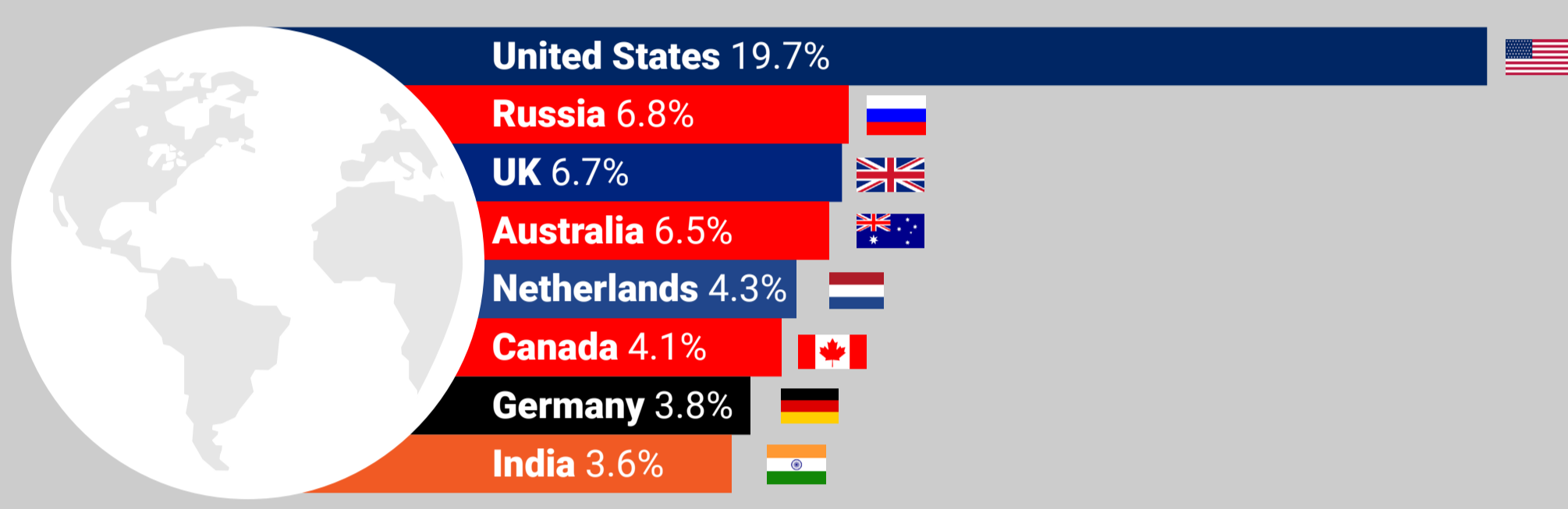


Geographies

Our clients have registered their ICOs in 16+ countries



We have processed contributors from almost every country in the world. More than half (52%) of contributors come from 8 countries.

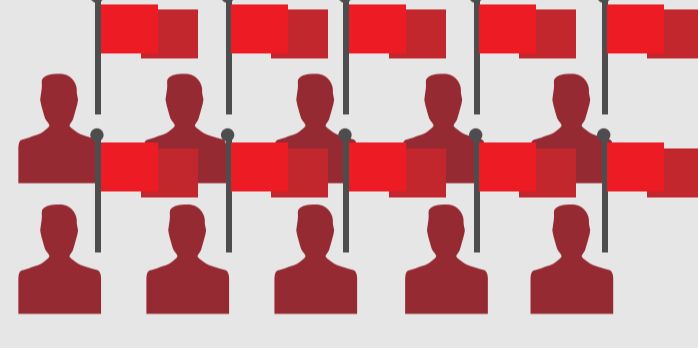


Components of Compliance

Sanctions Screening Match Rates

IdentityMind Match Rate **0.83%**

Industry Average Match Rate **10%**



We reduce sanctions list matching errors by 90%, which means 90% less time spent on manual review.

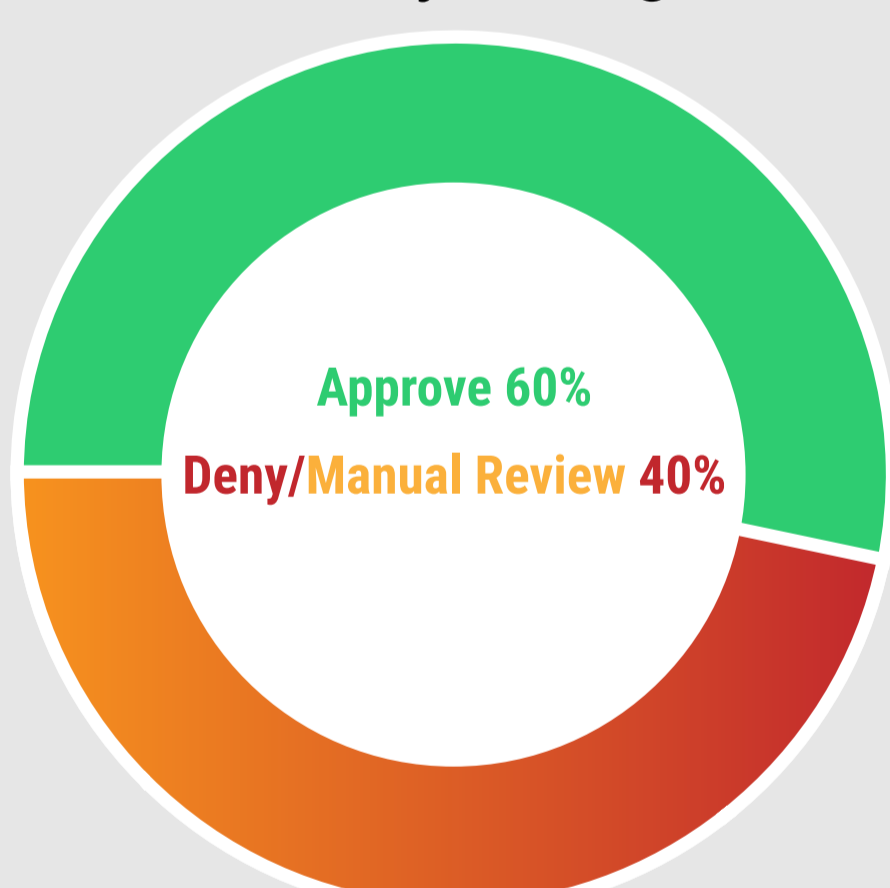
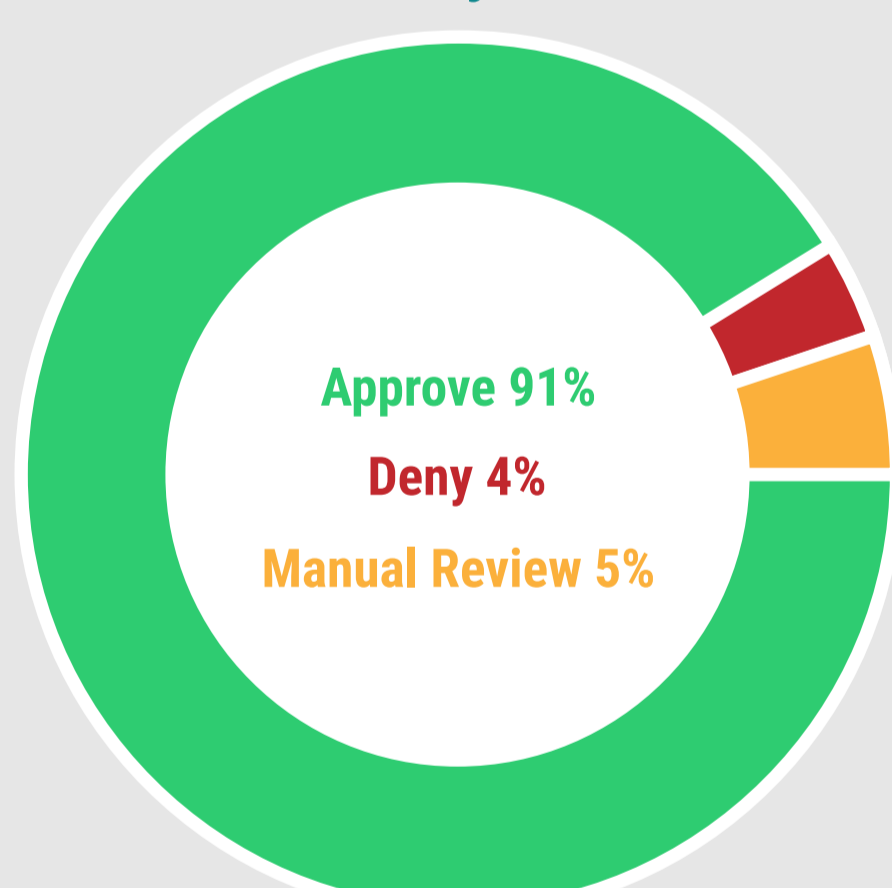
For an ICO with 10,000 contributors, this could lead to savings of around **\$3000**

Transactions by Resolution

Over 95% of an ICO's customers do not require a manual review for compliance*.

IdentityMind

Industry Average



* Without document verification

Factors that Trigger Warning Flags

- Suspicious Device
- IP Blocked by Client
- Too Many Payment Methods
- Blacklisted
- Frequency of New Accounts
- Failed Document Verification
- Name Not Matched to Address
- KYC Issues
- High Risk Address
- Fraudulent Email
- Suspicious Email

Factors that Trigger Denial

- Too Many Users Connected to a Device
- Country Blocked by Client
- Blacklisted
- Matched Sanctions Screening
- Bad User Reputation
- User Obfuscating IP Address