**Initial Coin Offerings (ICOs)**

- **Raising:**
  - $6 billion raised in 2017 (up from $10 million in 2014).
  - Expecting nearly 1000 ICOs in 2018, collectively raising over $8bn.

- **Compliance & Regulations:**
  - The industry’s ability to comply with new and existing regulations will be key to the continued success of ICOs.

**Components of Compliance**

- **Sanctions Screening:**
  - Reduce sanctions list matching errors by 90%.
  - Mean 90% less time spent on manual review.

- **Manual Review:**
  - Over 95% of an ICO’s customers do not require a manual review for compliance.*

*Without document verification

**Geographies**

- Our clients have registered their ICOs in 16+ countries.

**Factors that Trigger Warning Flags**

- Suspicious Email
- Suspicious Device
- Blacklisted
- High Risk Address
- KYC Issues
- IP Blocked by Client
- Too Many Payment Methods
- Multiple Users Connected to a Device
- Bad User Reputation

**Factors that Trigger Denial**

- too Many Users Connected to a Device
- Country Blocked by Client
- Blacklisted
- Matched Sanctions Screening
- Failed Document Verification

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