



# Insights from Our ICO 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 worked with over 60 ICO clients, and wanted to share what we've learned.

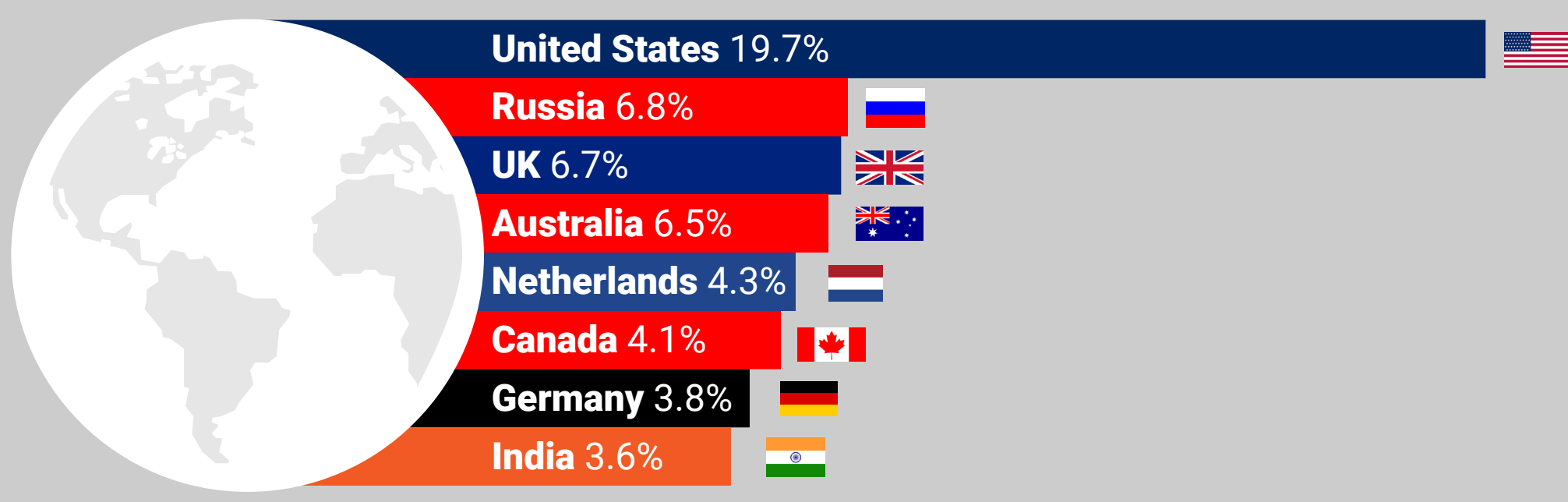


## Geographies

Our clients have registered their ICOs in 16+ countries



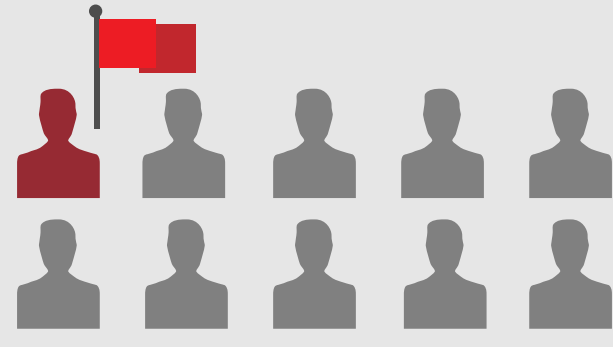
We have processed contributors from almost every country in the world. More than half (52%) of contributors come from 8 countries.



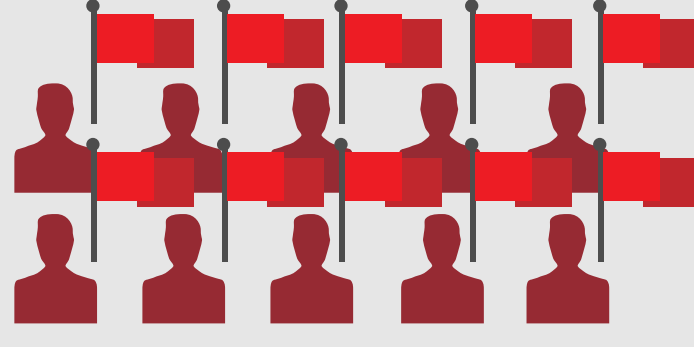
## Components of Compliance

### Sanctions Screening Match Rates

IdentityMind Match Rate **0.83%**



Industry Average Match Rate **10%**



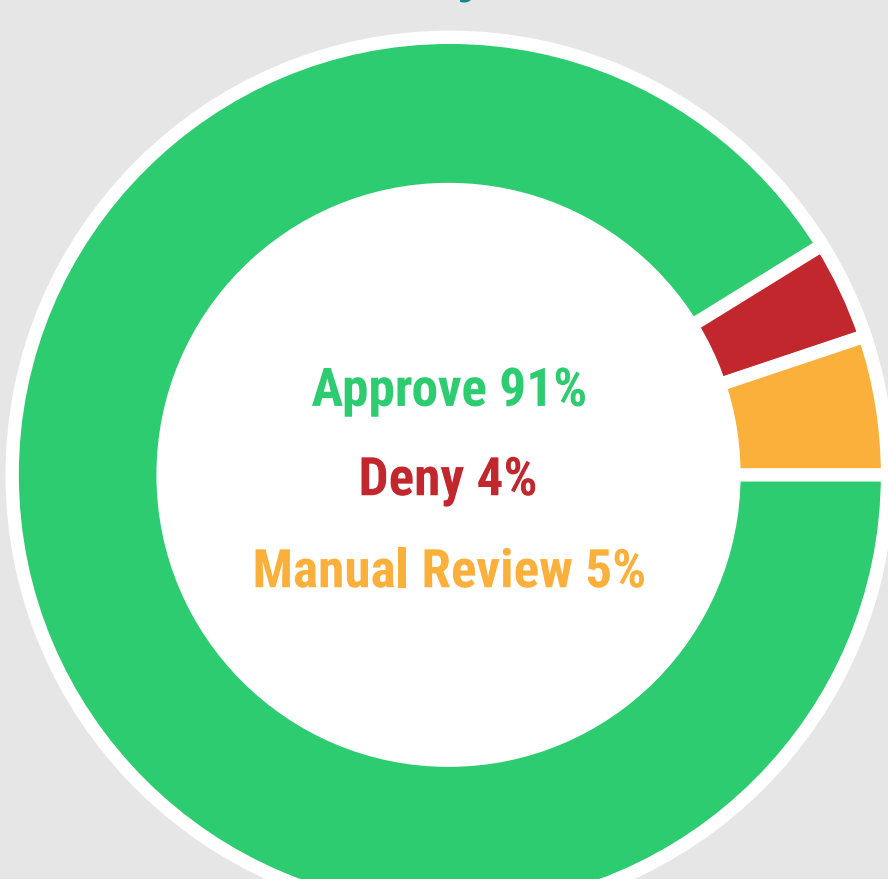
We reduce sanctions list matching errors by 90%, which means 90% less time spent on manual review.

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

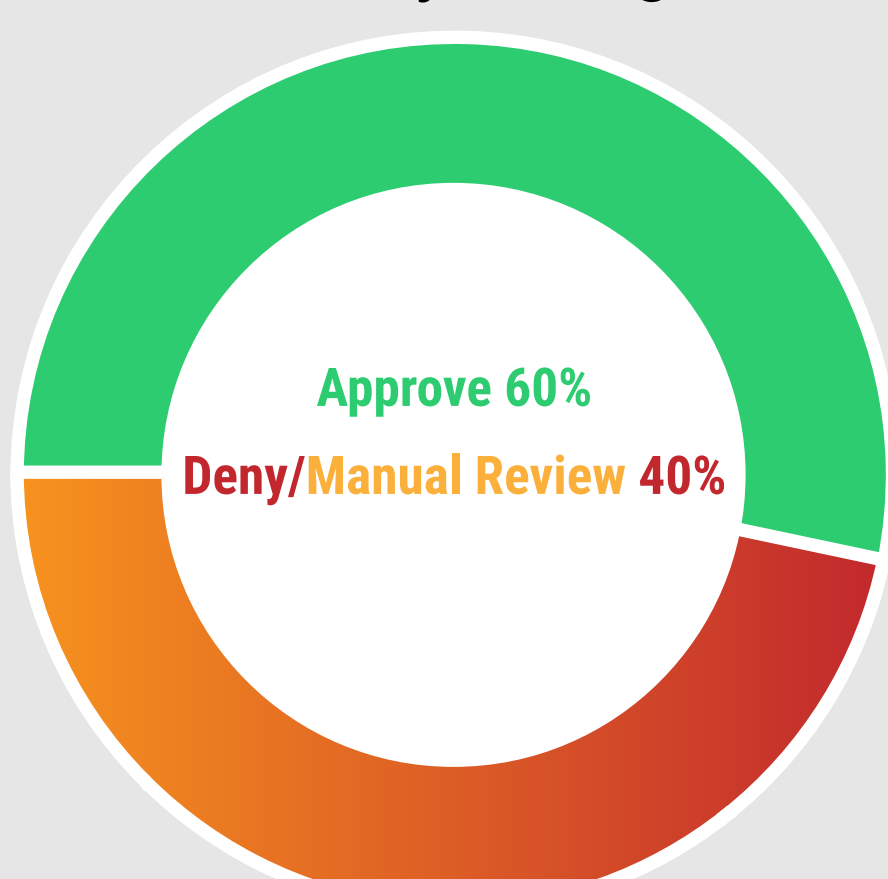
### Transactions by Resolution

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  
**Failed Document Verification**  
 Frequency of New Accounts  
 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

