Retica Technologies

Transforming identity authentication and resource access
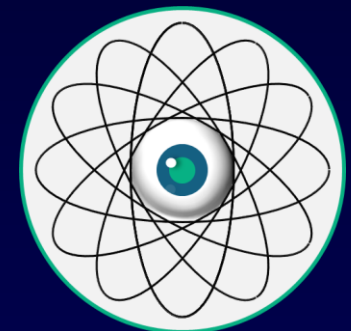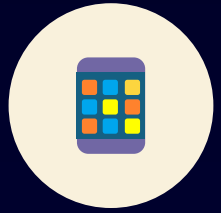

Retica pitch deck

May 2025

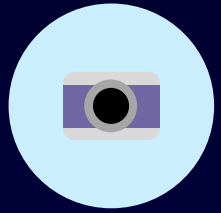https://www.retica.io | jon@retica.io (or josh@)

Problem: Digital exhaust

Passwords, PINs, and single biometrics are outdated and breach-prone.

Traditional MFA/2FA increases friction without solving core security issues.

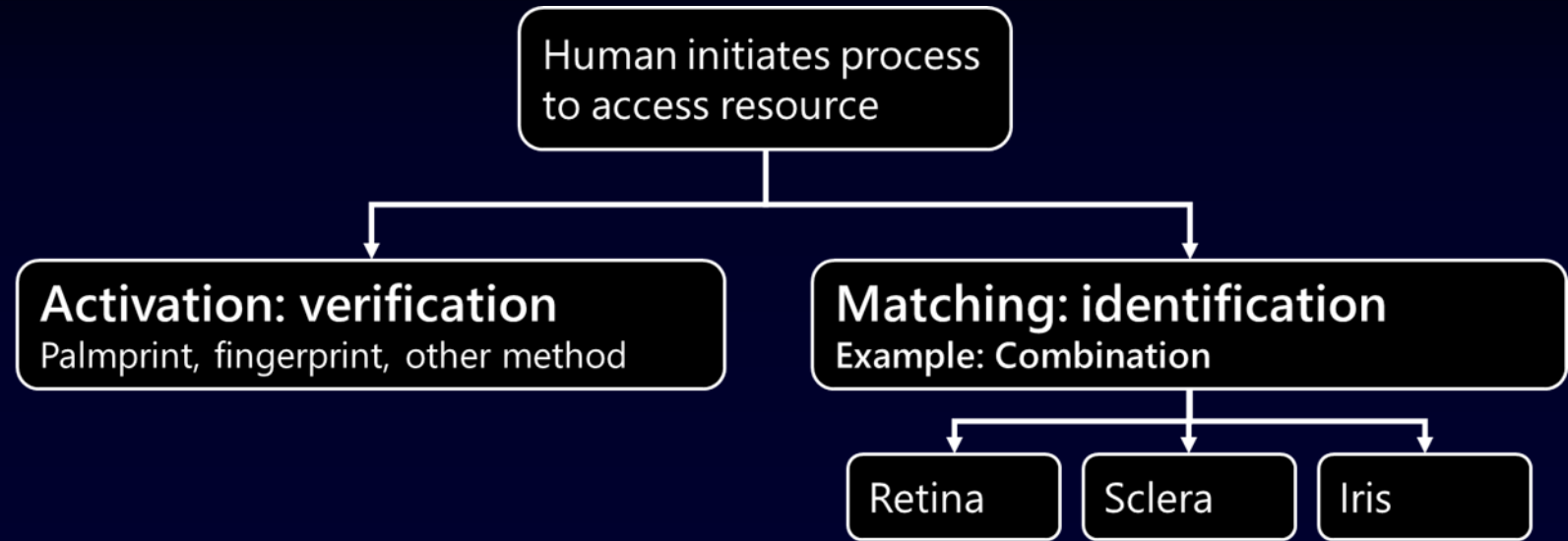Other resource access solutions outdated (e.g., QR codes).

Authentication complexity reduces productivity, degrades wellbeing, and increases trust requirements.

Solution: Activation-match

Activation-match

A multi-modal biometric identity authentication and resource access system.
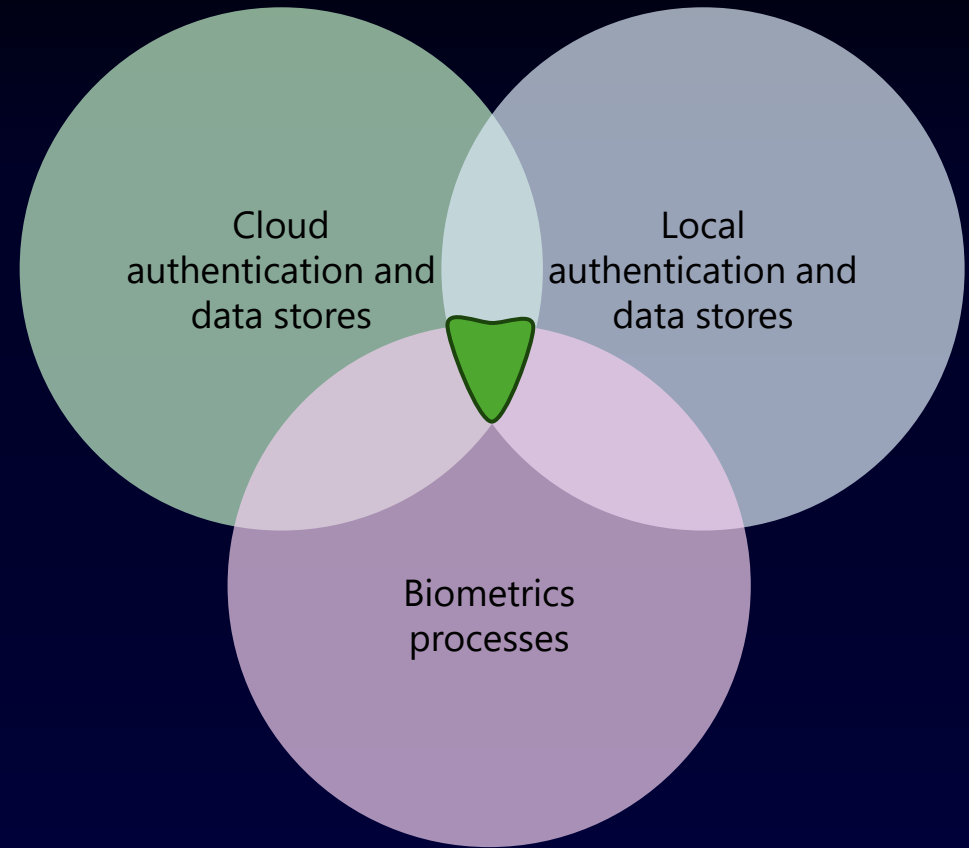

- Simultaneous, independent multi-modal biometric identification and verification processes
- Fragmentation and distribution of data across local and cloud
- Encrypted, local and cloud-processes protecting isolated data
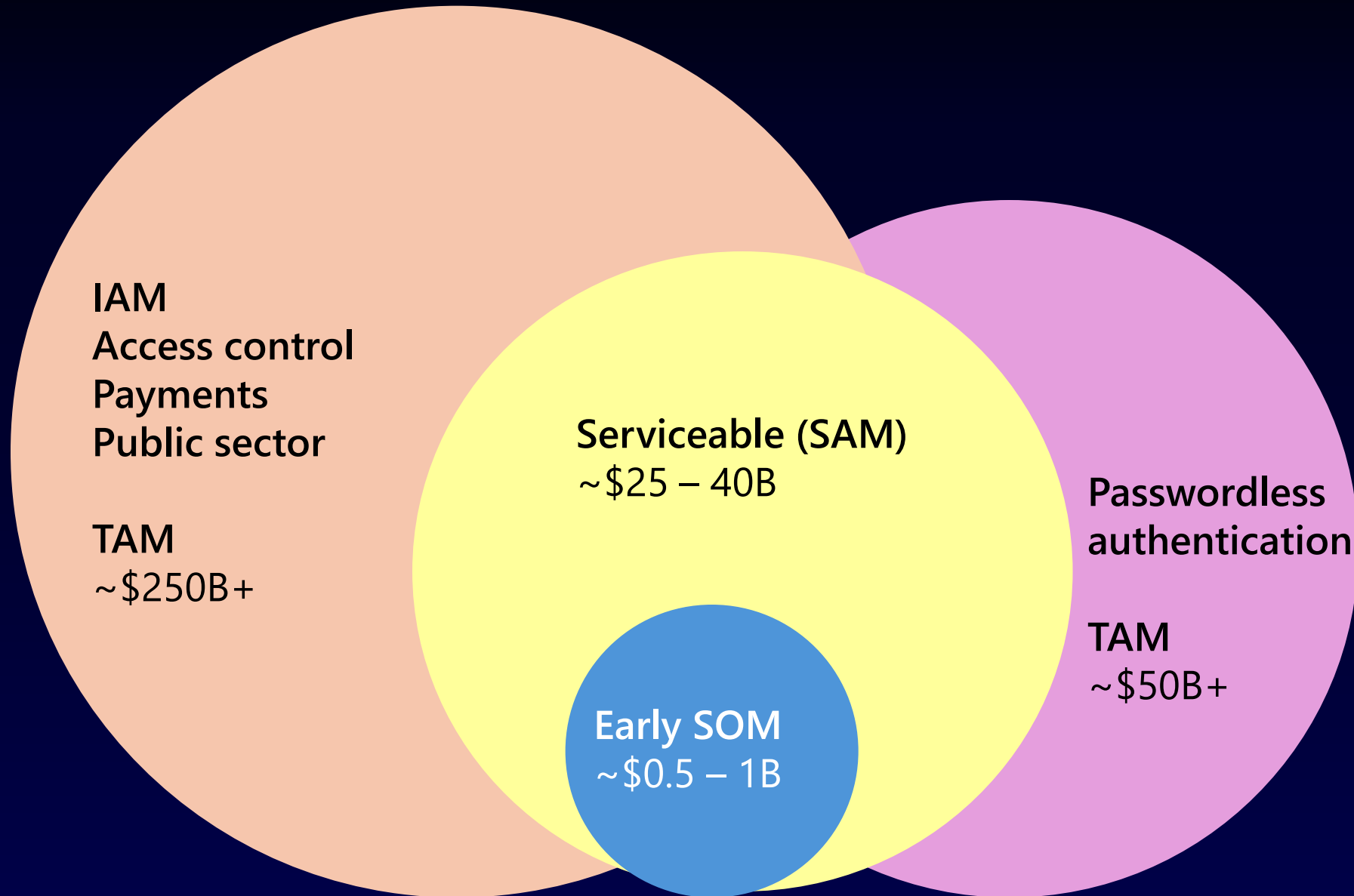   - No PII in cloud

Technology advantage

- **Local activator**: Fingerprint/palmprint verification (device-stored).
- **Cloud matcher**: Retina, sclera, iris identification (global templates).
- **Zero knowledge distributed architecture**: No PII in cloud, randomized code chains using non-predefined code.
- **Zero trust**: No single point of failure.

Cloud authentication and data stores

Local authentication and data stores

Biometrics processes

Market opportunity

IAM
Access control
Payments
Public sector

TAM
~$250B+

Serviceable (SAM)
~$25 − 40B

Passwordless
authentication

TAM
~$50B+

Early SOM
~$0.5 − 1B

Business model

- B2B and B2G, API/SaaS licensing

- Hardware/software integrations with major platforms

- Strategic partnerships and pilots

- Subscription-based and transaction-aligned revenue streams
  - Value-based revenue streams
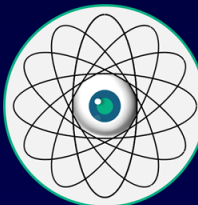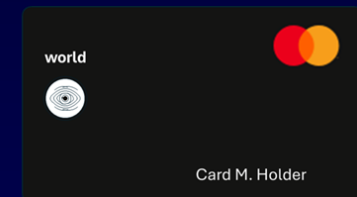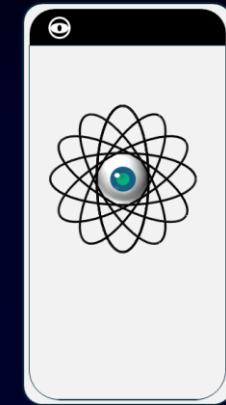
Go-to-market strategy

- Government and public sector pilots (TSA, DHS focus)
- Strategic partnerships: device makers, financial services, infrastructure
- Direct enterprise sales
- Industry conference demos (security at entrance) and early adoption programs

Potential partnerships and customers

Social media account verification badge(s)
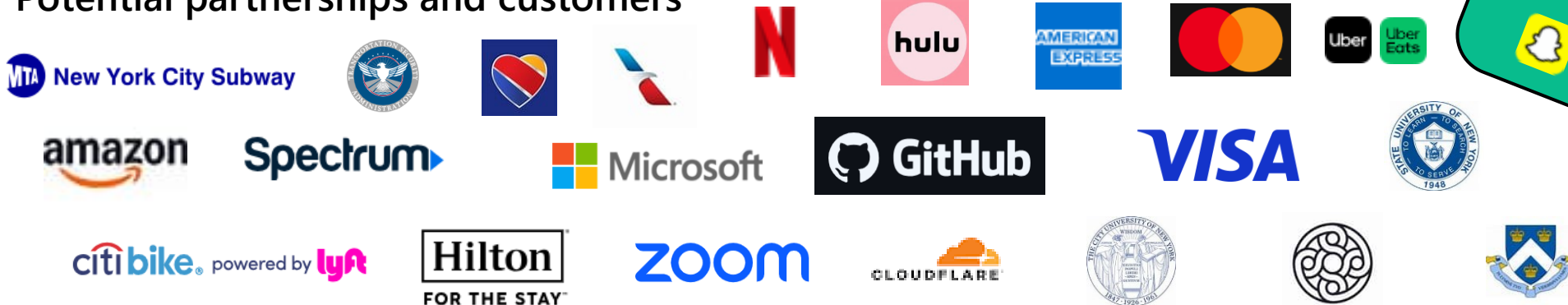
Competitive landscape

- Traditional identity management
- Single-biometric and 2FA/MFA
- Limited biometric integration

- Local verification only
- Information bias in templates
- Single point of failure

- Passkey-based authentication
- Limited to device ecosystems or specific apps/sites
- Single point of local failure

- Multi-modal biometric solution
- Independent, simultaneous processes
- Fragmented, distributed data
- Local data secured by activation-match

Our difference
Mathematically superior security organically interested in driving unmatched human experience.

Financial projections

- Scenario: Partner with **largest** smartphone maker
- Phone maker sells **200M** phone units/year; Retica captures **$10/unit in revenue**.
- Projected revenue: **$2B**

Margin assumptions
- COGS *35% sales*
- SG&A *20% sales*
- R&D and licensing *25% sales*
- D&A *5% sales*

Financial statement outputs
- Sales $2 billion
- Gross income $1.4 billion
- EBITDA $500 million
- EBIT $400 million

Only-positive EBITDA public companies in "software" sub-verticals implies enterprise values of **$11B – 18B**.

Funding ask

- Raising **$1M** at **$5M, pre-money valuation**
- Use of funds:
  - Development of government/military-grade applications/CRADA
  - TSA Passenger Identity Verification opportunity
  - Strategic integrations and pilots for government partners for high-grade security market applications

Team

Jonathan Newman, CEO and cofounder
Josh Woolf, Business Development/Sales and cofounder
Ganesh Kudtarkar, Campus engineering team

Supported by experienced advisors in tech, government, finance, and healthcare.

Our team
- Experienced and intentional
- Cybersecurity, corporate, and government backgrounds
- Mission- and impact-driven

Closing

Thank you.

Join us in transforming security and human experience.

We hope you enjoy the ride as much as we do.

https://retica.io | contact@retica.io