

**Overview:** Connecting all Things Mobile ... we empower Internet of Things (IoT) as a Cloud Services Company

Pareteum Corporation (NYSE American: TEUM) provides mobile communications technology platforms and high-value services that increase revenues and reduce costs for its customers globally. The Company's Software-as-a-Service (SaaS) business model generates high-growth, high-margin recurring-revenues from customers that range from small tech companies that need mobile services to two of the largest mobile networks in the world, Vodafone and ZAIN. Pareteum has a \$94 million revenue backlog based on signed contracts for monthly recurring revenues over the next 3 years. Revenue backlog grew by 57% from Q2 to Q3 2017, driven by demand for Pareteum's services and the Company's new management and sales team. There will be an estimated 30 billion connected devices in the Internet of Things (IoT) by 2020. Each of these is a potential subscriber and monthly recurring revenue generator for Pareteum.

## **EQUITY OVERVIEW**

NYSE American: TEUM Price Per Share (10/10/2017): ~\$1.11 Shares Outstanding: 16.4 M Market Cap (10/10/17): ~\$18.23 M Daily Avg. Trading Volume (3 mo.): ~1.16 M Revenues TTM (06/30/17): \$12 M Revenue Backlog (09/26/17): ~\$94 M

## ANALYST COVERAGE

Joseph Gunnar - Price Target: \$2.00 (12-month price target as of 8/16/2017) Dawson James – Price Target: \$2.10 (12-month price target as of 9/26/2017)

# VALUATION BASED ON BACKLOG REVENUE MULTIPLE: \$94 M - \$282 M



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Disclaimer: Except for historical information contained herein, the statements in this fact sheet are "forward looking" within the meaning of the Private Securities Litigation Act of 1995. This fact sheet includes estimates and projections and, as such, reflects only management's current expectations. A fuller discussion of Pareteum Corporation's risks and uncertainties are described in the Company's filings with the Securities and Exchange Commission, which should be reviewed in conjunction with this overview.

# **Investment Highlights**

**Providing the Global Technology Platform to Connects All Things Mobile** Pareteum provides its patented, industry leading cloud-based platform as a Software-as-a Service (SaaS) to network telecom providers, both wired and wireless; businesses of all sizes; governments; the Internet of Things (IoT); Machine-to-machine (M2M); Application Programming Interface (API) and Application-to-Person (A2P) markets; representing all connected things and devices. Pareteum connects any device, anywhere, anytime, enabling its customers to track usage and generate revenues with greater time and cost efficiently. Pareteum's growth is driven by the rapid changes created by the increasingly connected world where everyone, and everything, is wirelessly connected to each other.

### Increasing Revenues and Reducing Costs in Trillion \$ Mobile Market

Pareteum's services increase revenues and reduce costs for its customers in a variety of ways. Pareteum serves its network carrier customers, including two of the world's largest, Vodafone and ZAIN, by creating new mobile network brands, providing global roaming connectivity without the physical infrastructure, and enabling unlimited data services like *Facebook®*, *WhatsApp®*, *Spotify®* and *Pandora®*. For other, non-network carrier customers, Pareteum enables a broad range of IoT connected devices including smart homes, connected cars, wearable devices, smart cities, smart logistics, smart connected healthcare devices, and more. By leveraging its global cloud-based network, Pareteum reduces its customers' costs by up to 90% while also accelerating time to market by 6 - 12 months.

### \$94 M Revenue Backlog

As of the end of Q3 2017, Pareteum's backlog has increased to \$94 M. This is a 57% increase over the backlog in Q2 2017. The backlog consists of signed contracts and is based on expected monthly recurring revenues from an estimated number of subscribers per month over the coming 36 months. This backlog is expected to be converted into booked revenues of approximately \$17 M in 2018, \$29 M in 2019 and \$45 M in the first three quarters of 2020.

### **Revenue, Gross Margin and EBITDA Momentum**

2016 revenues were \$12.8 M and 2017 revenues are anticipated to grow to an annualized run rate of \$15 M by the end of 2017. Gross margins in Q2 2017 were 71%. Revenue per employee has been growing and was \$215K in Q2 2017. Adjusted EBITDA increased to \$463K in Q2 2017 and \$265K for the six months ended June 30, 2017. Management has reiterated they expect continued top-line improvement for the rest of 2017.

### New Management & Sales Team Implement Successful Turnaround

Over the course of 2016, the Company has undergone significant corporate restructuring led by a new management and sales team. Unproductive businesses and contracts were eliminated. The Company changed its name to Pareteum<sup>™</sup> and focused on the enormous opportunity of leveraging its global mobile technology platform to serve tomorrow's connected world. In 2017, the Pareteum team successfully secured more new contracts than the Company had produced over the past four years.