



Pareteum Corporation
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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 \$129 M contractual revenue backlog based on signed contracts for monthly recurring revenues over the next 36 months. Contractual revenue backlog grew by 90% 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 – a "connection" – for Pareteum.

EQUITY OVERVIEW

NYSE American: TEUM

Price Per Share (12/19/2017): \$1.65

Shares Outstanding: 42.9 M

Market Cap (12/19/17): ~\$70.8 M

Daily Avg. Trading Volume (3 mo.): ~3.9 M

Revenues TTM (09/30/17): \$14 M

Revenue Backlog (12/19/17): ~ \$129 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: \$129 M - \$387 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 Connect All Things Mobile

Pareteum provides its patented, industry leading cloud-based Software-as-a-Service (SaaS) platform 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. Pareteum connects any device, anywhere, anytime, enabling its customers to track usage and generate revenues with greater time and cost efficiency. 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.

\$129 M Contractual Revenue Backlog

As of the end of November 2017, Pareteum's contractual revenue backlog increased to \$129 M. This is a 115% increase over the contractual revenue backlog in Q2 2017. It consists of signed contracts and is based on expected monthly recurring revenues from either a contracted minimum or an estimated number of subscribers per month over the coming 36 months. This contractual revenue backlog is expected to be converted into booked revenues of approximately \$24 M in 2018, \$38 M in 2019 and \$67 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. Pareteum increased revenues to \$3.5 million in Q3 2017, up 10% over Q3 2016 and up 7% sequentially from Q2 2017. Gross margins in Q3 2017 grew to 77%. Adjusted EBITDA increased 30% to \$603,000 in Q3 2017 over Q2 of 2017. Adjusted EBITDA for the trailing twelve months ending Q3 2017 was \$713,000.

New Management & Sales Team Implement Successful Turnaround

Over the course of 2016, the Company underwent a significant corporate restructuring led by a new management and sales team. Unproductive businesses and contracts were eliminated. The Company changed its name to Pareteum™ and focused on the enormous opportunity of leveraging its global mobile technology platforms to serve tomorrow's connected world. In 2017, the Pareteum team successfully secured more new contracts than the Company had ever produced before. On December 18, 2017, the Company successfully paid in full the senior debt obligation.