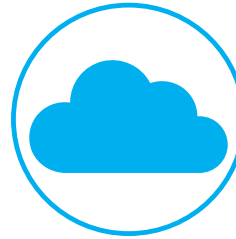


# Pareteum® Corporation

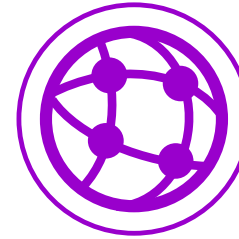
October 12, 2018

## Global Software Defined Cloud Platform:

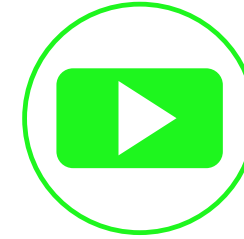
Cloud



Connectivity



Content





# Forward Looking Statements



Certain statements contained herein constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements may include, without limitation, statements with respect to Pareteum's plans and objectives, projections, expectations and intentions. These forward-looking statements are based on current expectations, estimates and projections about Pareteum's industry, management's beliefs and certain assumptions made by management. Readers are cautioned that any such forward-looking statements are not guarantees of future performance and are subject to certain risks, uncertainties and assumptions that are difficult to predict. Because such statements involve risks and uncertainties, the actual results and performance of Pareteum may differ materially from the results expressed or implied by such forward-looking statements. Given these uncertainties, readers are cautioned not to place undue reliance on such forward-looking statements.

Unless otherwise required by law, Pareteum also disclaims any obligation to update its view of any such risks or uncertainties or to announce publicly the result of any revisions to the forward-looking statements made here. Additional information concerning certain risks and uncertainties that could cause actual results to differ materially from those projected or suggested in Pareteum's filings with the Securities and Exchange Commission, copies of which are available from the SEC or may be obtained upon request from Pareteum.





# Equity Snapshot



Ticker: TEUM      Exchange: NYSE American + Nasdaq (as of Oct. 23<sup>rd</sup>)

Stock Price (10/11/2018): \$2.53

Analysts Price Targets: \$3.10 - \$5.00\*

Avg. Daily Trading Volume for 3 Months (ending 10/11/2018): 1.43 M

Shares Outstanding (9/30/2018): 96.581 M

Market Cap (10/11/2018): \$248.1 M

Revenues (ttm) (9/30/18): ~ \$22.1 M

36 Month Contractual Revenue Backlog (8/31/18): \$375 M

\*12-month price targets: Lake Street Capital \$5.00 9/24/2018 Ascendant Capital \$4.50 as of 05/09/2018; Taglich Brothers \$4.00 as of 08/24/2018; Joseph Gunnar \$3.50 as of 04/05/2018; Dawson James \$3.10 as of 05/16/2018.



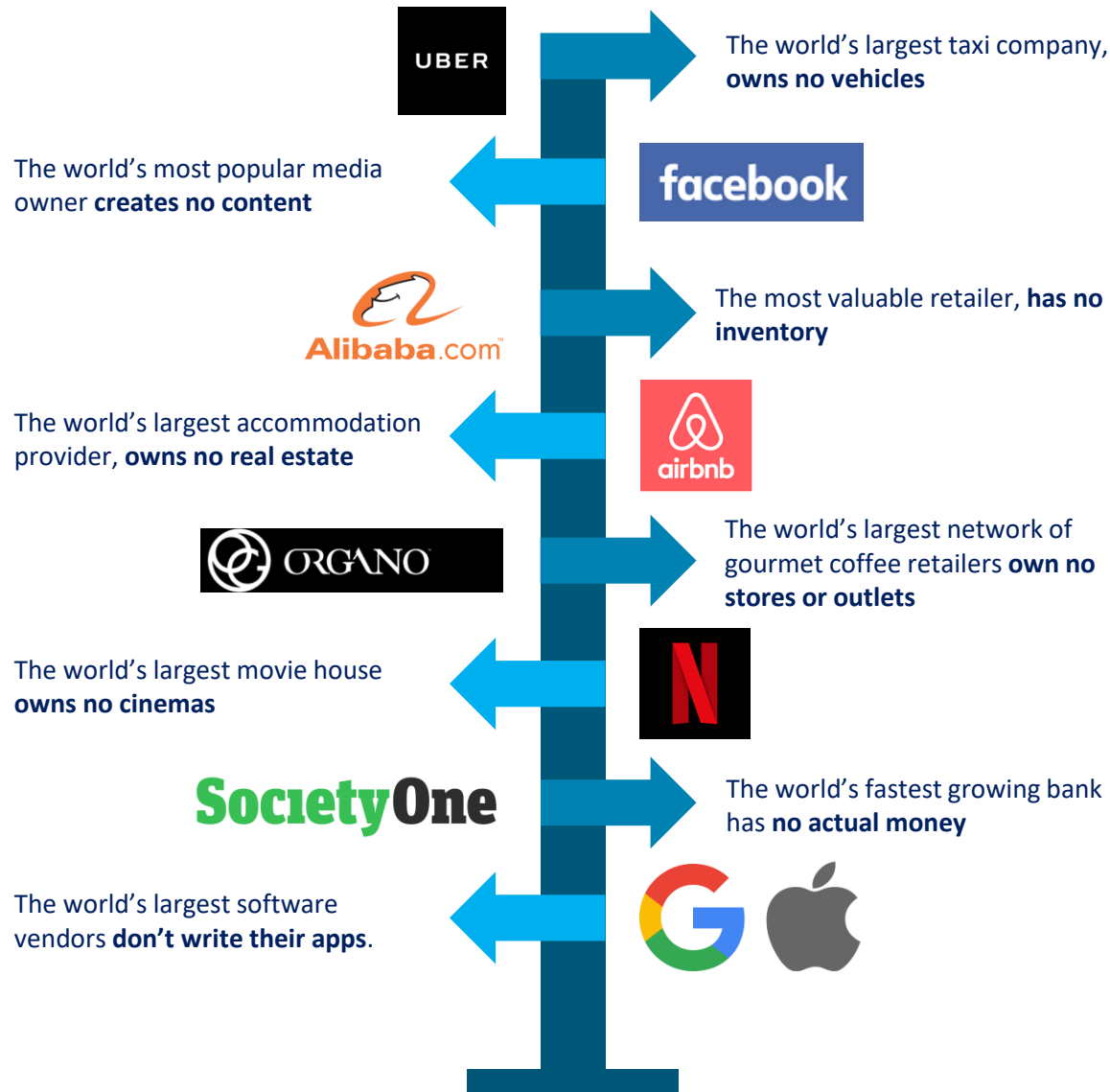
# Accomplishments & Milestones 2015 - 2018



- **2015: Triage begins ... avoid bankruptcy**
  - **New Executive Chairman:** Hired seasoned tech/software leader Hal Turner; **Restructuring:** multi-phased, 2-year turnaround plan
- **2016: Fix what is broken ... stabilize**
  - **New Name, New Business:** Changed name to Pareteum, from Elephant Talk, marking a clear delineation between the company's old business of outsourced telco IT services and its new business operating a cloud based communications platform as a service (CPAAS).
  - **Capital Raising:** \$20M raised in Q4.
  - **Profits:** After many years of losses, returned to AEBITDA profitability in Q4 (via the sale of ValidSoft)
  - **Building Exec TEUM:** Kicked off the "sign up new platform software & communications customers" phase by hiring Vic Bozzo, followed by Ali Davachi, Rob Mumby, Ted O'Donnell, and Denis McCarthy ... TEUM members previously worked with Hal Turner and together
- **2017: We are all in sales**
  - **New Customers:** Began building and implementing a massive contractual revenue backlog. Won 26 contracts (Q4) covering 45 countries.
  - **Bolstered Management:** Added experienced senior executives in sales, mobile payment technology and operations
  - **Growth:** While 5% growth may not sound like much, it was a major accomplishment after years of top line contraction.
- **2018: Growth Strategy: Sales acceleration and our first acquisition (accretive) ...**
  - **Converting backlog:** Revenue grew 68% in the six months ended June. Increased our 2018 revenue growth forecast to 90%.
  - **Artium:** closed multi-national cross border acquisition (announced Jun 7, 2018), raising TEUM's profile and driving incremental profits.
  - **TEUM expands and strengthens:** CEOs Asia & Europe + CMO + President



# Digital Economy Transformation: Software + Communications



## Pareteum

**Leading global software defined cloud platform company delivering award winning software APIs & mobility enablement, without heavy investment in proprietary technology or infrastructure**



# Digital Economy Evolution: Accelerated and Transformative



## Product and Services Evolution

Products  
1970s



Product + Services  
1990s



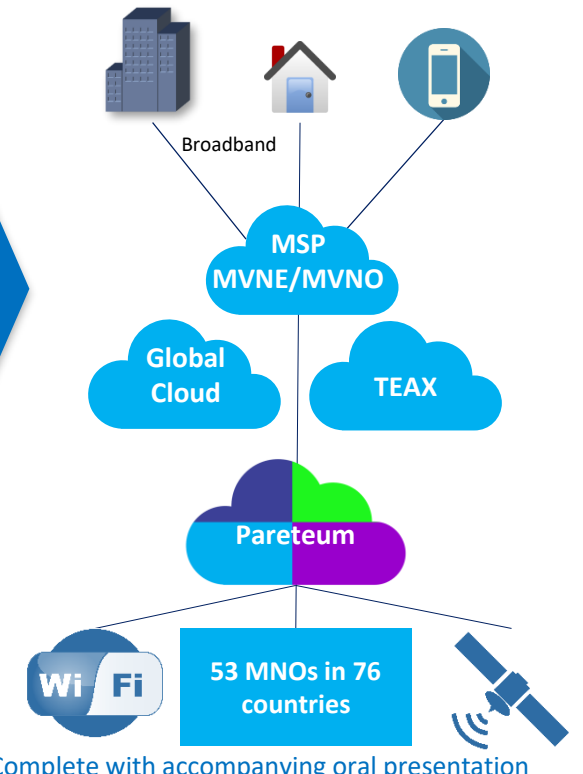
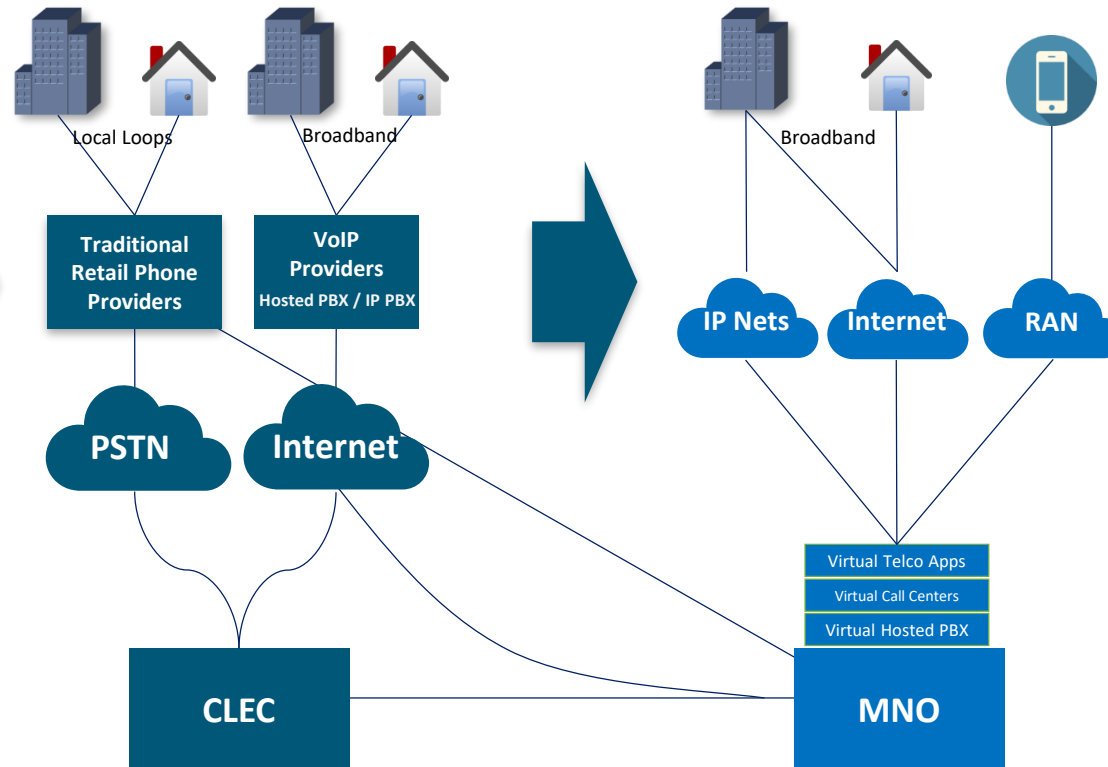
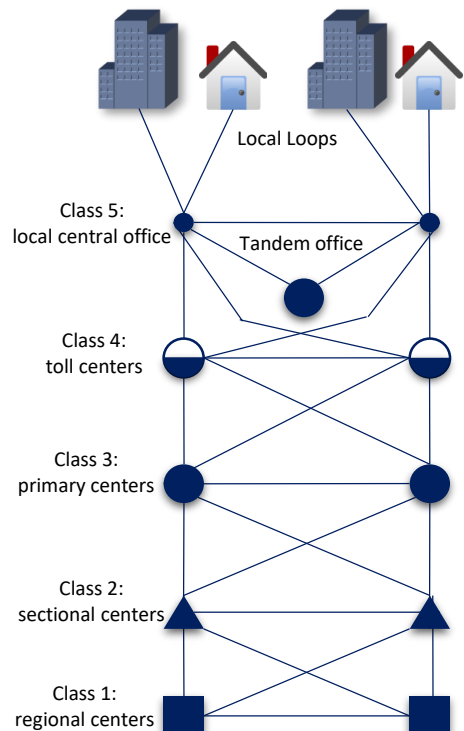
Customer Centric  
2000s



Relationship Centric  
Today

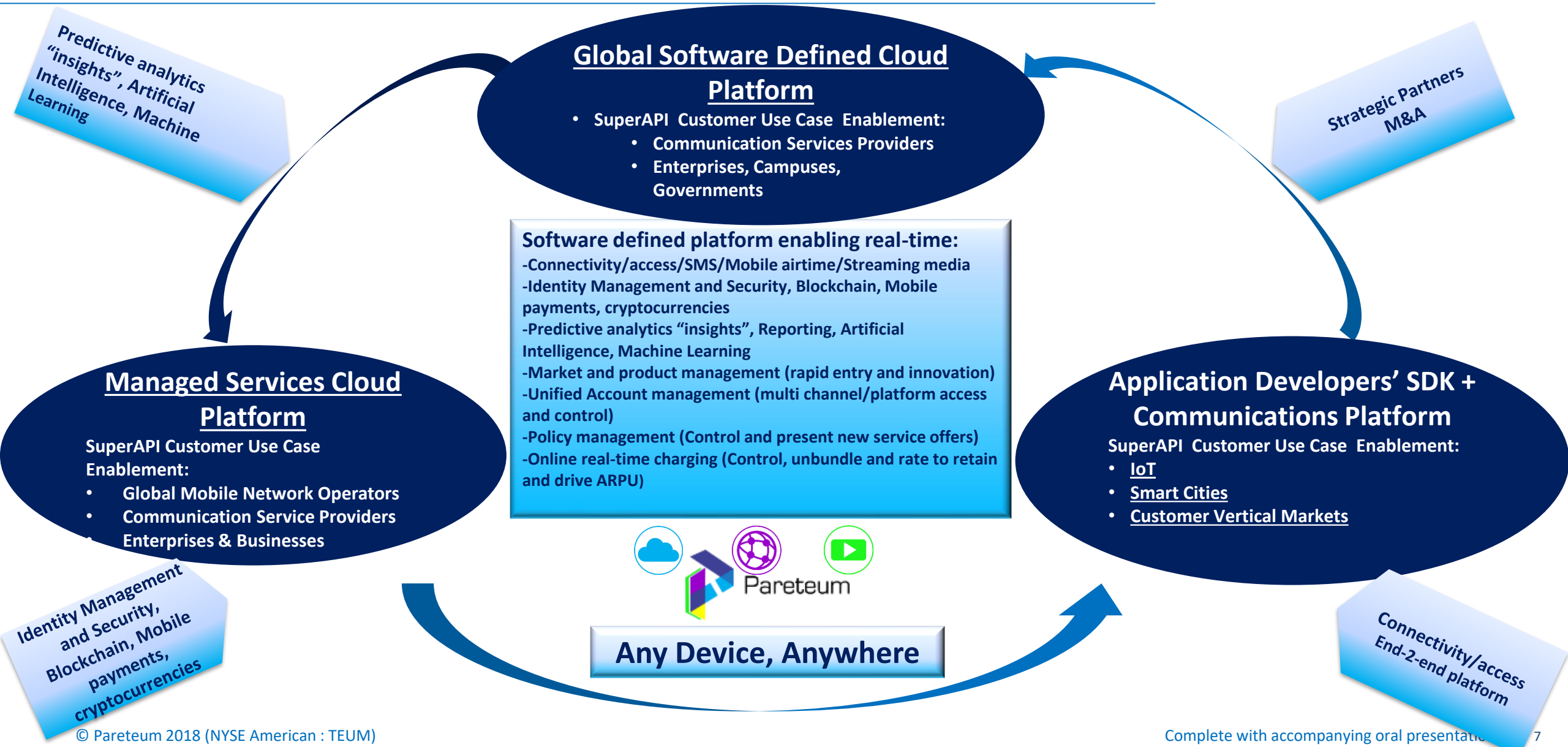


## Network Evolution





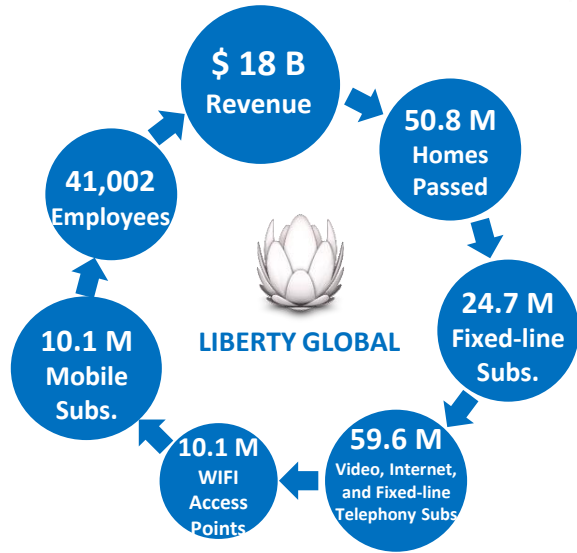
# Pareteum Strategies: Engagement Cloud with Programmable Open Mobility, Communications, and Applications Software (APIs)



# Global Software Defined Cloud Platform: Strategic Alliances For Global Success



artilium



1,000+ GSM and  
200 CDMA SMS Global Agreements

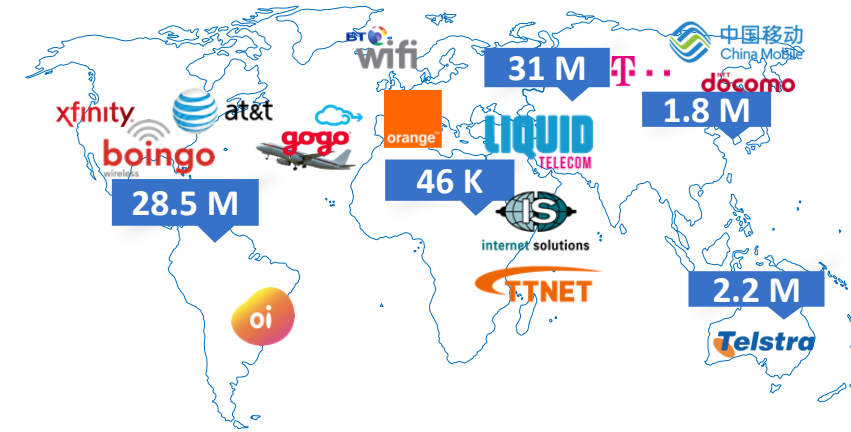


**64M+ Wi-Fi Hot Spots  
in 180+ Countries**

**1,000+ GSM and 200  
CDMA SMS Global  
Agreements**

**53 MNO Global  
Agreements in 76  
Countries**

iPass



**64M+ Wi-Fi Hot Spots  
in 180+ Countries**







# Application Developers' SDK and Communications Platform: Smart Cities: An Eastern European IoT Case Study



As Connected “Things” (Cars, Goods, People, etc.) move among networks (4G, Wi-Fi, Narrow-Band IoT), customers need:

- **Seamless & Ubiquitous Access**
- **Payments Systems**
  - **Cryptocurrencies & Blockchain**
- **Security & Identification Services**
- **City & Citizen Services**
  - **Purchasing/payments/settlements/commerce**
- **Scalable Platform Services**
- **Artificial Intelligence**
- **Machine Learning**
- **Predictive analytics “insights”**
- **Cloud Connectivity**
- **Monetized Transaction Exchange**

*Pareteum’s Software Platform: makes all of this possible ... this is the Internet of Things*



**Citizens can make payments, report incidents, send photo and localization information, check the status of the incident**

# Managed Services Cloud Platform: Mobile Network Operator MVNE Case Study:

Customer Success Platform: *Any Device ... Any Network ... Anywhere ... Pay as you go @ The Speed of Need*



\* Business & Operations Support System (B/OSS)  
\*\* Enterprise Resource Planning / Applications (ERP/APPs)



# Business Model: Cloud Delivered Services & MRR



x 1,000

December 31, 2017	36-month			Total
	2018	2019	2020	
<b>EMBEDDED BASE CUSTOMERS</b>				
<b>36 Month Contracted Revenue Backlog (CRB) Live and in Service</b>	11,057	11,778	20,962	43,797
<b>36 Month CRB: In Deployment and Service Establishment</b>	14,955	30,702	58,333	103,991
<b>TOTAL REVENUE BACKLOG</b>	26,012	42,480	79,294	147,787

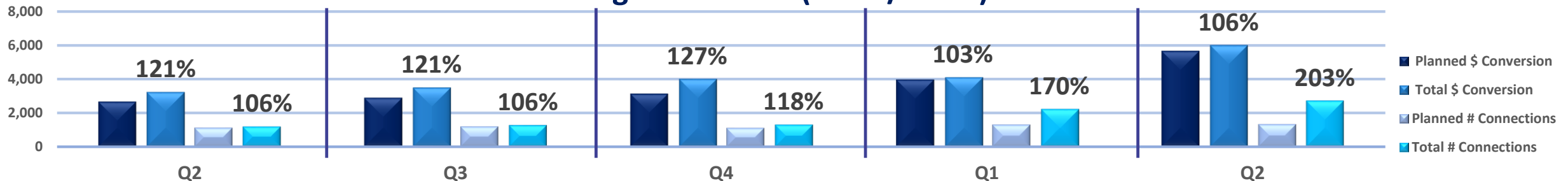
	Prospect to Contract	Contract to Cash
MSP	90 days	120 days
GSDC	30 days	30 days
SuperAPI	30 days	30 days

x 1,000

August 31, 2018	2018				2019	2020	(Q1 + Q2) 2021	(Q3) 2021	Total
	Q1 2018 Actuals	Q2 2018 Actuals	(Q3-Q4) 2018 36M-CRB	Total					
<b>EMBEDDED BASE CUSTOMER</b>									
<b>36 Month Contracted Revenue Backlog (CRB) Live and in Service</b>	\$ 4,113	\$ 6,003	\$ 12,935	\$ 23,051	\$ 31,993	\$ 50,984	\$ 30,667	\$ 11,222	\$ 137,802
<b>36 Month CRB: In Deployment and Service Establishment</b>	\$ -	\$ -	\$ 5,016	\$ 5,016	\$ 43,182	\$ 94,383	\$ 72,581	\$ 22,038	\$ 237,199
<b>TOTAL REVENUE BACKLOG</b>	\$ 4,113	\$ 6,003	\$ 17,951	\$ 28,067	\$ 75,175	\$ 145,367	\$ 103,248	\$ 33,260	\$ 375,001

Note: "(Q3) 2021" includes July and August 2021.

## 36-month Contractual Revenue Backlog Conversion (2017 / 2018)





# Company Update: Second Quarter 2018 Results



- **Pareteum Announces Record Second Quarter 2018 Results:**
  - **Revenues of \$6 million, up 85% Year-Over-Year**
  - **Net Income of \$1,656,338 or EPS of \$0.03 per Share** (versus net loss of (\$1.3 million) in the second quarter of 2017)
  - **Adjusted EBITDA improved by over \$834K, or 180%, to \$1.3 million**
  - **EBITDA of \$597,263** (improved by over \$898K, or 298%, to \$597,263)
  - **Connections, a Lead Indicator of Revenue, Increased 225% over the Second Quarter of 2017 and 23% Increase Over the First Quarter of 2018**
  - **Raised 2018 Outlook to > 80% Revenue Growth**
  - **Operating Cash Flow Net of Restructuring and Acquisition Related Expenditures of \$565K for the six months ended June 30, 2018**
  - **Dollar based net expansion rate of 161% for contracts added since 2017**



# Executive Team Highlights



**Robert H. (Hal) Turner: Founder, Executive Chairman, Principal Executive Officer:** chartered the successful course of numerous international and U.S. domestic communication, software, and technology startup, growth, and Fortune 500 companies (all sizes ... all stages); selected engagements:



**Vic Bozzo, Co-Founder, Chief Executive Officer America:** extensive sales and marketing leadership in the Telecom and Internet industry that has led to significant revenue and customer growth and investor returns

**Bart Weijermars, Chief Executive Officer Europe:** 25 years experience in leading marketing and sales roles in Tier 1 global Telecom companies, also wide experience in investment, participations and management, and C-level responsibilities

**Denis McCarthy, President:** 20 years experience in financial management and mergers and acquisitions as well as operational experience in network management, agile software development, engineering and customer service in telecom and software sectors



**Rob Mumby, Chief Revenue Officer:** 20 years of communications industry experience building profitable businesses and leading new market entries for high-growth disruptors and Fortune 500's

**Ali Davachi, Chief Operating Officer and Chief Technical Officer:** 30 years experience in complex technology architecture & delivery: application, infrastructure virtualization, public/private cloud, network & application security, big data analytics, workflow orchestration, blockchain & large scale mobile applications for large global companies

**Edward (Ted) O'Donnell, Chief Financial Officer:** 25 years experience in investment banking, private equity & venture capital, internet technology, Software as a Service (SaaS) and other new media businesses

**Amy Love, Chief Marketing Officer:** 20 years experience in marketing and communication leading roles in Telecom and Technology companies





# Contact Us



**Hal Turner:** Founder, Executive Chairman &  
Principal Executive Officer

**Denis McCarthy:** President

**Amy Love:** Chief Marketing Officer

[InvestorRelations@Pareteum.com](mailto:InvestorRelations@Pareteum.com)



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### Rayleigh Capital IR (Carrie Howes)

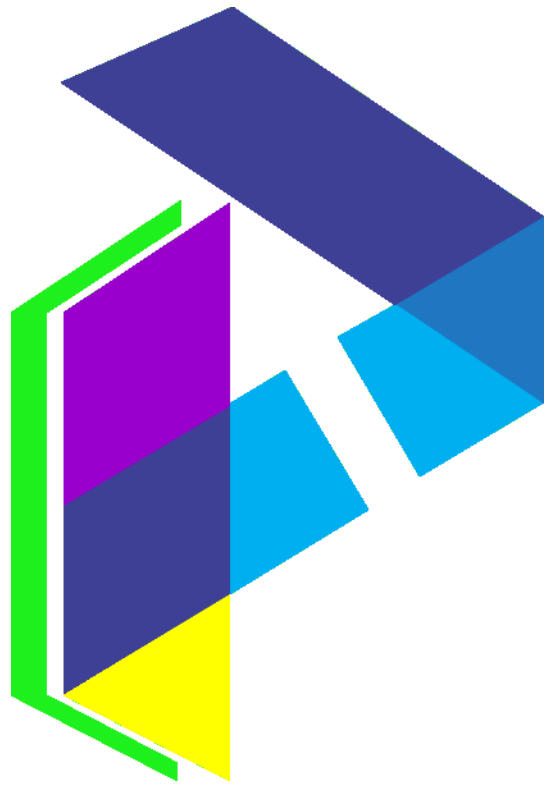
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**UK +44 (0) 870-490-5443**

**CAN +1 (416) 900-3634**

*HQ: New York City*

*Offices: The Netherlands, Spain, Belgium, Germany, The United Kingdom, Singapore, Indonesia, Brazil, Bahrain*



## Appendix



# Pro Forma Combined Capitalization Table



Pareteum capitalization as at September 30, 2018

<b>TEUM (000's)</b>	<b>Common Share Equivalents</b>	<b>Warrants</b>	<b>Options</b>	<b>Fully Diluted</b>
<b>Issued &amp; Outstanding</b>	<b>96,581</b>	<b>3,601</b>	<b>3,502</b>	<b>103,685</b>
<b>Convertible Debt</b>	<b>31</b>	<b>722</b>		<b>753</b>
<b>Total Equity</b>	<b>96,612</b>	<b>4,323</b>	<b>3,502</b>	<b>104,438</b>