

Pareteum® Corporation

- *Company Overview*
 - November 7, 2018
 - New York, New York USA





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: Nasdaq

Stock Price (11/02/2018): \$2.15

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

Avg. Daily Trading Volume for 3 Months (ending 11/02/2018): 1 M

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

Market Cap (11/02/2018): \$213 M

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

36 Month Contractual Revenue Backlog (10/24/18): \$500 M

*12-month price targets: Lake Street Capital \$5.00 10/05/2018 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 \$5.00 as of 10/25/2018.



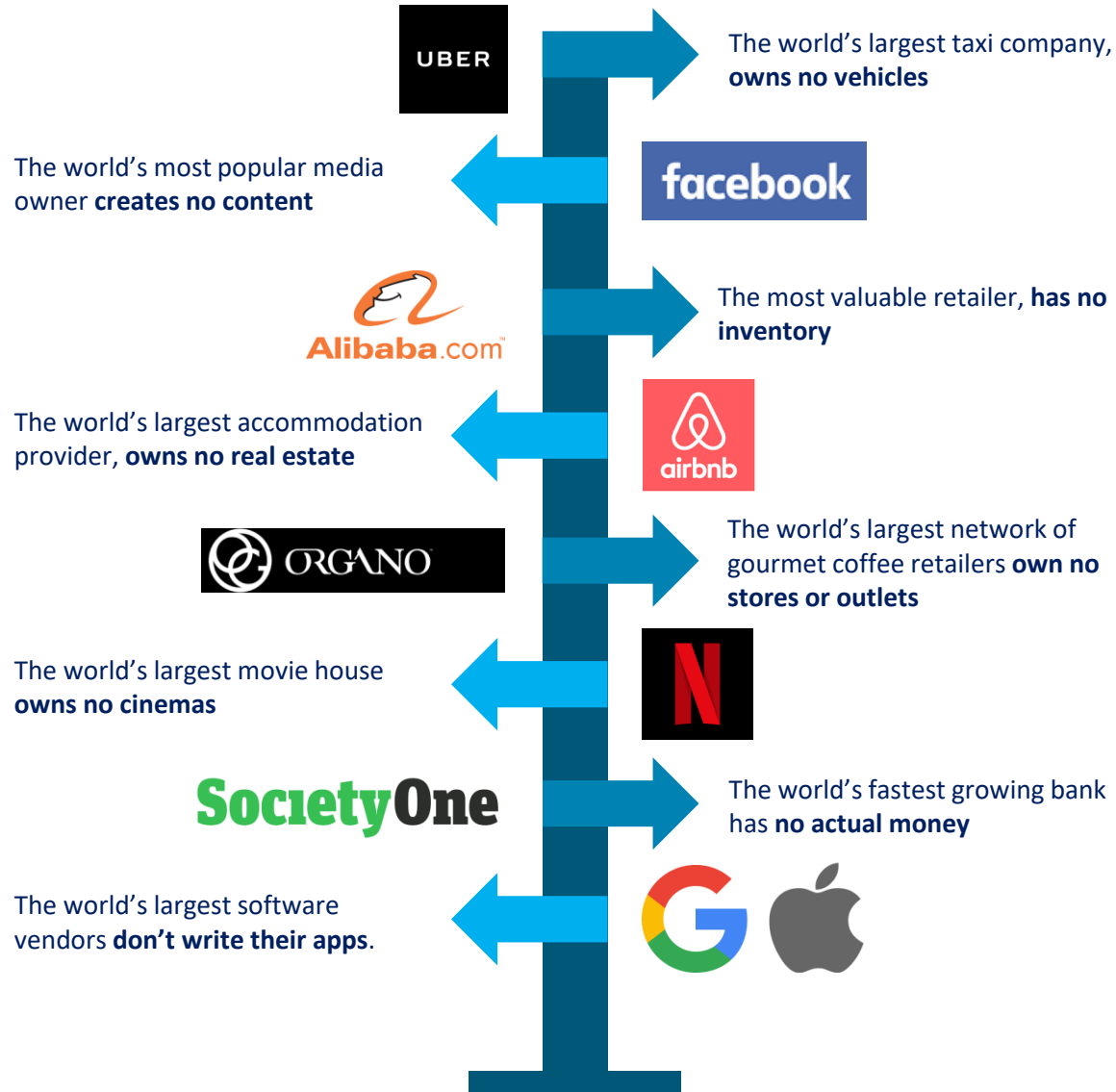
Accomplishments & Milestones 2015 - 2018



- **2015: Triage begins**
 - **New Executive Chairman:** Hired seasoned tech/software leader Hal Turner; **Restructuring:** multi-phased, 2-year turnaround plan
- **2016: 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: Planted seeds for the Yr. ahead: modest** growth recorded ... 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 100%.
 - **Artilium:** closed multi-national cross border acquisition (announced Jun 7, 2018), raising TEUM's profile and drives incremental profits.
 - **TEUM expands and strengthens:** CEO's Asia & Europe + CMO + President



Digital Economy Transformation: Software + Communications



Pareteum

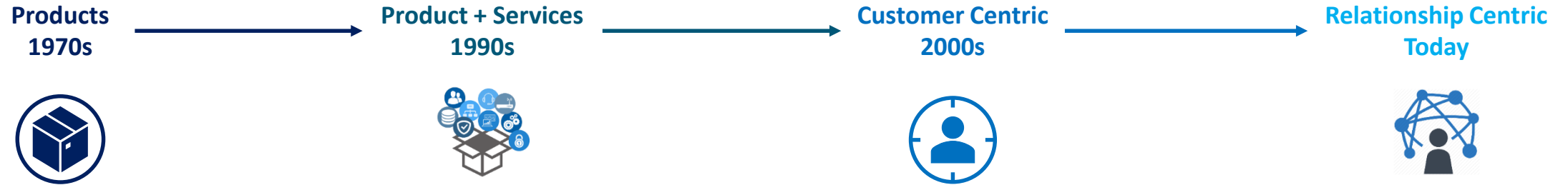
**Leading global software defined
cloud platform company
delivering award winning software
APIs & mobility enablement,
without heavy investment in
proprietary technology or
infrastructure**



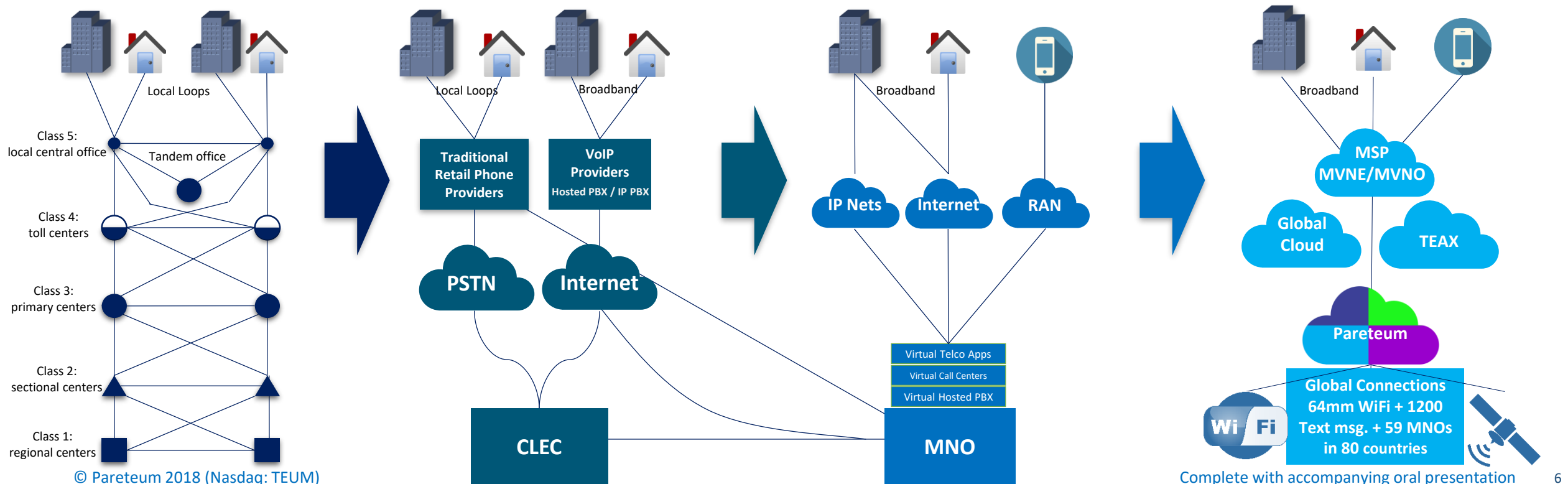
Digital Economy Evolution: Accelerated and Transformative



Product and Services Evolution



Network Evolution





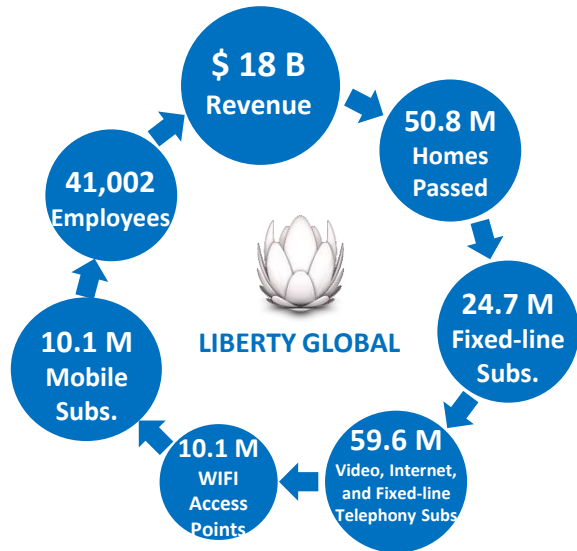
Pareteum Strategies: Engagement Cloud with Programmable Open Mobility, Communications, and Applications Software (APIs)



Global Software Defined Cloud Platform: Strategic Alliances For Global Success



artilium



1,000+ GSM and
200 CDMA SMS Global Agreements

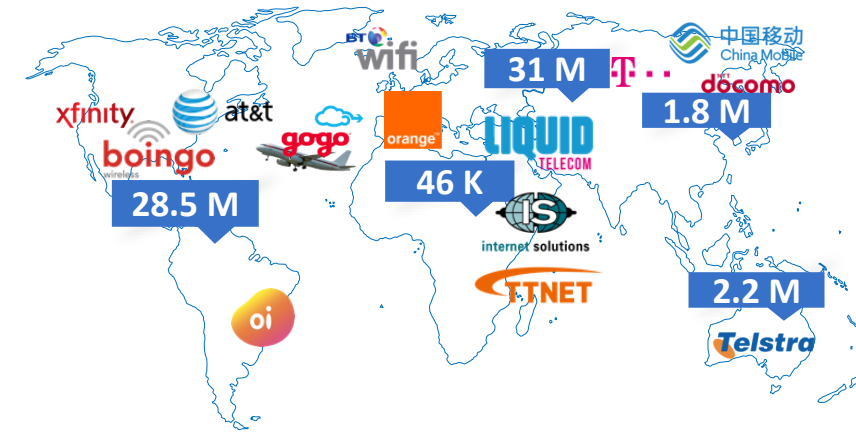


64M+ Wi-Fi Hot Spots
in 180+ Countries

1,000+ GSM and 200
CDMA SMS Global
Agreements

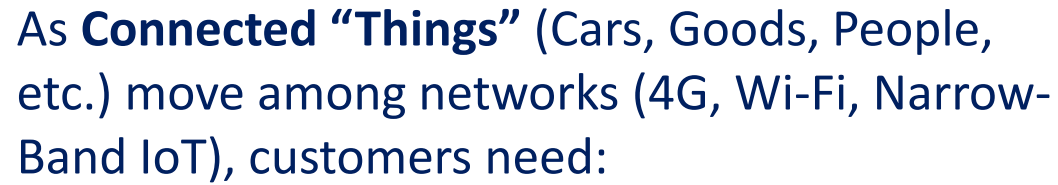
59 MNO Global
Agreements in 80
Countries

iPass



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





- **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

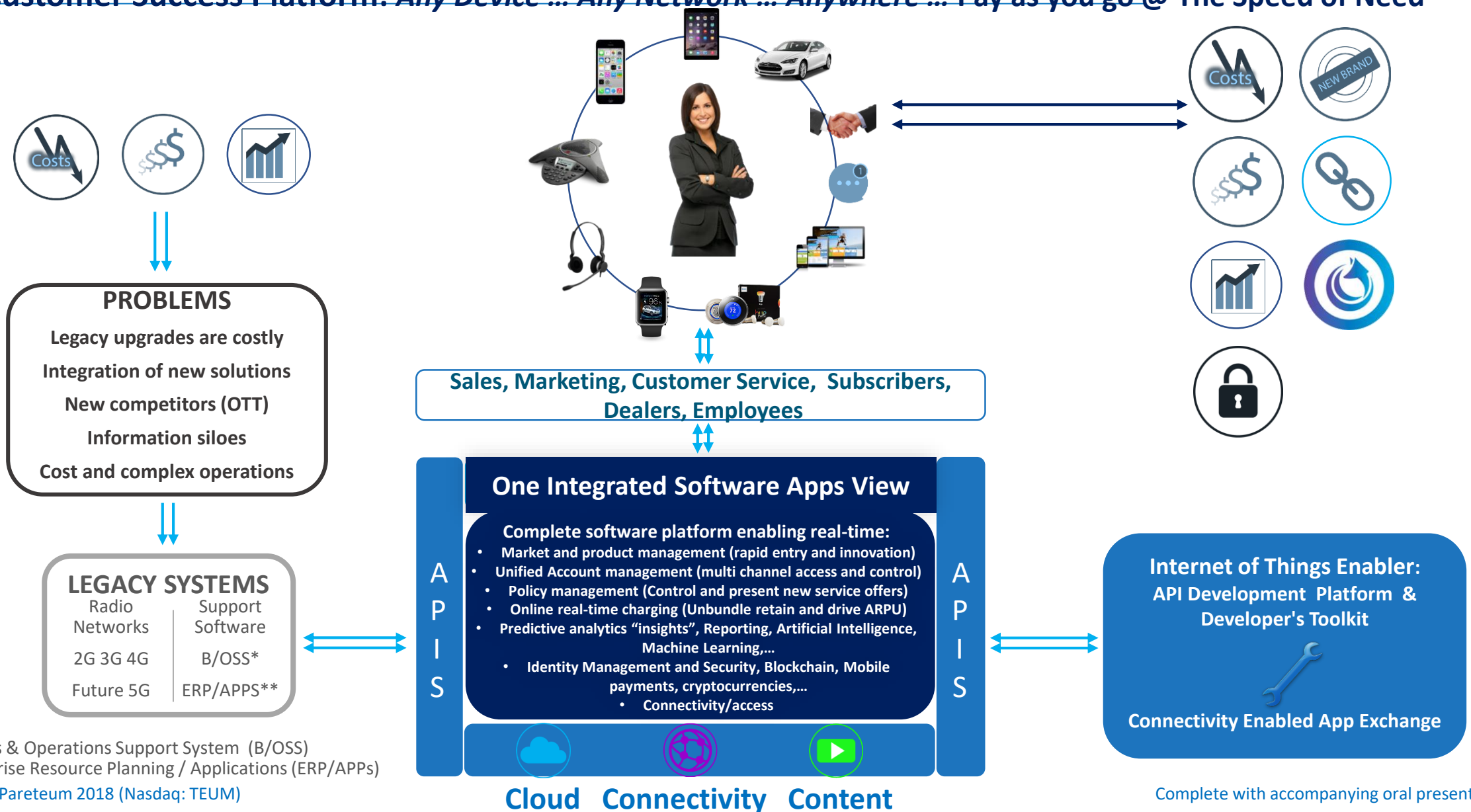


Citizens can make payments, report incidents, send photo and localization information, check the status of the incident

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

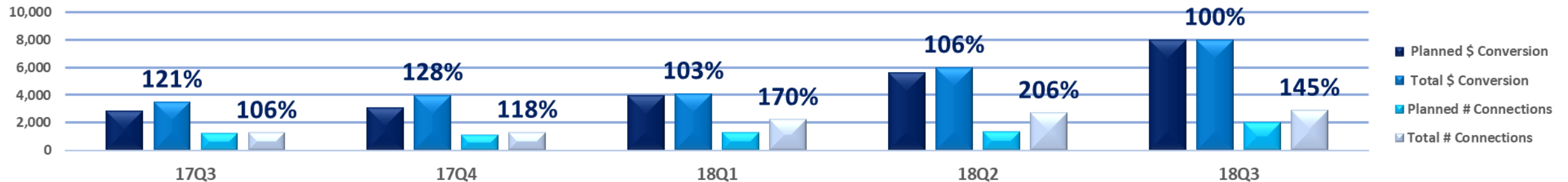
December 31, 2017	36-month			
	2018	2019	2020	Total
EMBEDDED BASE CUSTOMERS				
36 Month Contracted Revenue Backlog (CRB) Live and in Service	11,057	11,778	20,962	43,797
36 Month CRB: In Deployment and Service Establishment	14,955	30,702	58,333	103,991
TOTAL REVENUE BACKLOG	26,012	42,480	79,294	147,787

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

x 1,000

September 30, 2018	2018					36-month			Total
	Q1 2018 Actuals	Q2 2018 Actuals	Q3 2018 Actuals	Q4 2018 36M-CRB	Total	2019	2020	2021	
EMBEDDED BASE CUSTOMER									
36 Month Contracted Revenue Backlog (CRB) Live and in Service	\$ 4,113	\$ 6,003	\$ 8,000	\$ 9,310	\$ 27,426	\$ 42,421	\$ 63,751	\$ 77,802	\$ 193,283
36 Month CRB: In Deployment and Service Establishment	\$ -	\$ -	\$ -	\$ 5,326	\$ 5,326	\$ 59,934	\$ 101,666	\$ 140,362	\$ 307,289
TOTAL REVENUE BACKLOG	\$ 4,113	\$ 6,003	\$ 8,000	\$ 14,636	\$ 32,752	\$ 102,355	\$ 165,417	\$ 218,164	\$ 500,572

36-month Contractual Revenue Backlog Conversion





Company Update: Third Quarter 2018 Results



- **Pareteum Announces Record Third Quarter 2018 Results:**
 - *Revenues of \$8 million, up 33% Quarter-Over-Quarter and 129% Year-Over-Year*
 - *Adjusted EBITDA improved by over \$1.2 million, or 195%, to \$1.8 million*
 - *Non-GAAP Earnings and EPS improved by over \$2.3 million, or 137%, from (\$1,647) million to \$613K or \$0.01*
 - *Connections, a Lead Indicator of Revenue, Increased 127% over the Third Quarter of 2017 and 7% Increase Over the Second Quarter of 2018*
 - *Raised 2018 Outlook to 100% Revenue Growth*
 - *Dollar based net expansion rate of 147% 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

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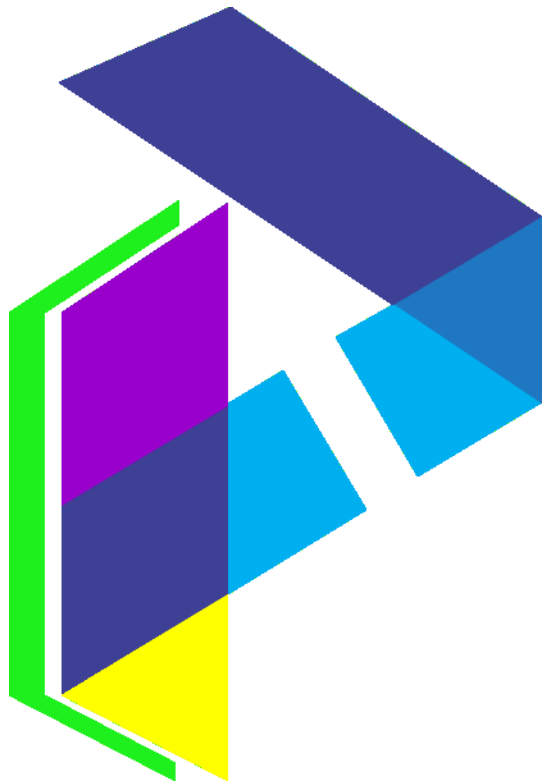
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Appendix



Pro Forma Combined Capitalization Table



Pareteum capitalization as at October 1, 2018

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