



Pareteum

Connecting Every Person and Every(Thing)

Preliminary 2020 Revenue Results and Business Update

17 May 2021

Safe Harbor Statement

Certain statements contained herein constitute "forward-looking statements" as defined by the Private Securities Litigation Reform Act of 1995. With the exception of historical matters, the matters discussed in this release are forward-looking statements. We have based these forward-looking statements on our current expectations and projections about future events. Forward-looking statements are generally identified by words such as "believe," "expect," "anticipate," "intend," "estimate," "plan," "project," "should," "will," "would" and other similar expressions. In addition, any statements that refer to expectations or other characterizations of future events or circumstances are forward-looking statements. However, our actual results may differ materially from those contained in, or implied by, these forward-looking statements. Factors that could cause actual results to differ materially from those in the forward-looking statements include, but are not limited to: risks and uncertainties associated with the integration of the assets and operations we have acquired and may acquire in the future; our possible inability to raise additional capital that will be necessary to expand our operations; the substantial doubt about our ability to continue as a going concern expressed in the most recent report on our audited financial statements; our potential lack of revenue growth; the length of our sales cycle; pending investigations by the SEC and other lawsuits; financial results which are preliminary until Pareteum's Form 10-K for 2020 is filed with the U.S. Securities and Exchange Commission; the outbreak and impact of the novel coronavirus (COVID-19) on the global economy and our business; our potential inability to add new products and services that will be necessary to generate increased sales; our potential inability to develop and successfully market platforms or services or our inability to obtain adequate funding to implement or develop our business; our ability to successfully remediate the material weakness in our internal control over financial reporting within the time periods and in the manner currently anticipated; the effectiveness of our internal control over financial reporting, including the identification of additional control deficiencies; risks related to restrictions and covenants in our convertible debt facility that may adversely affect our business; our potential loss of key personnel and our ability to find qualified personnel; international, national regional and local economic political changes, political risks, and risks related to global tariffs and import/export regulations; fluctuations in foreign currency exchange rates; our potential inability to use and protect our intellectual property; risks related to our continued investment in research and development, product defects or software errors, or cybersecurity threats; general economic and market conditions; regulatory risks and the potential consequences of non-compliance with applicable laws and regulations; increases in operating expenses associated with the growth of our operations; risks related to our capital stock, including the potentially dilutive effect of issuing additional shares and the fact that shares eligible for future sale may adversely affect the market for our common stock; the possibility of telecommunications rate changes and technological changes; disruptions in our networks and infrastructure; the potential for increased competition and risks related to competing with major competitors who are larger than we are; our positioning in the marketplace as a smaller provider; risks resulting from the restatement of certain of our financial statements; and the other risks discussed in our Form 10-K for the year ended December 31, 2019. Except to the extent required by applicable laws or rules, we undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.



Speakers



INTERIM CEO

BART WEIJERMARS



INTERIM CFO

LAURA W. THOMAS



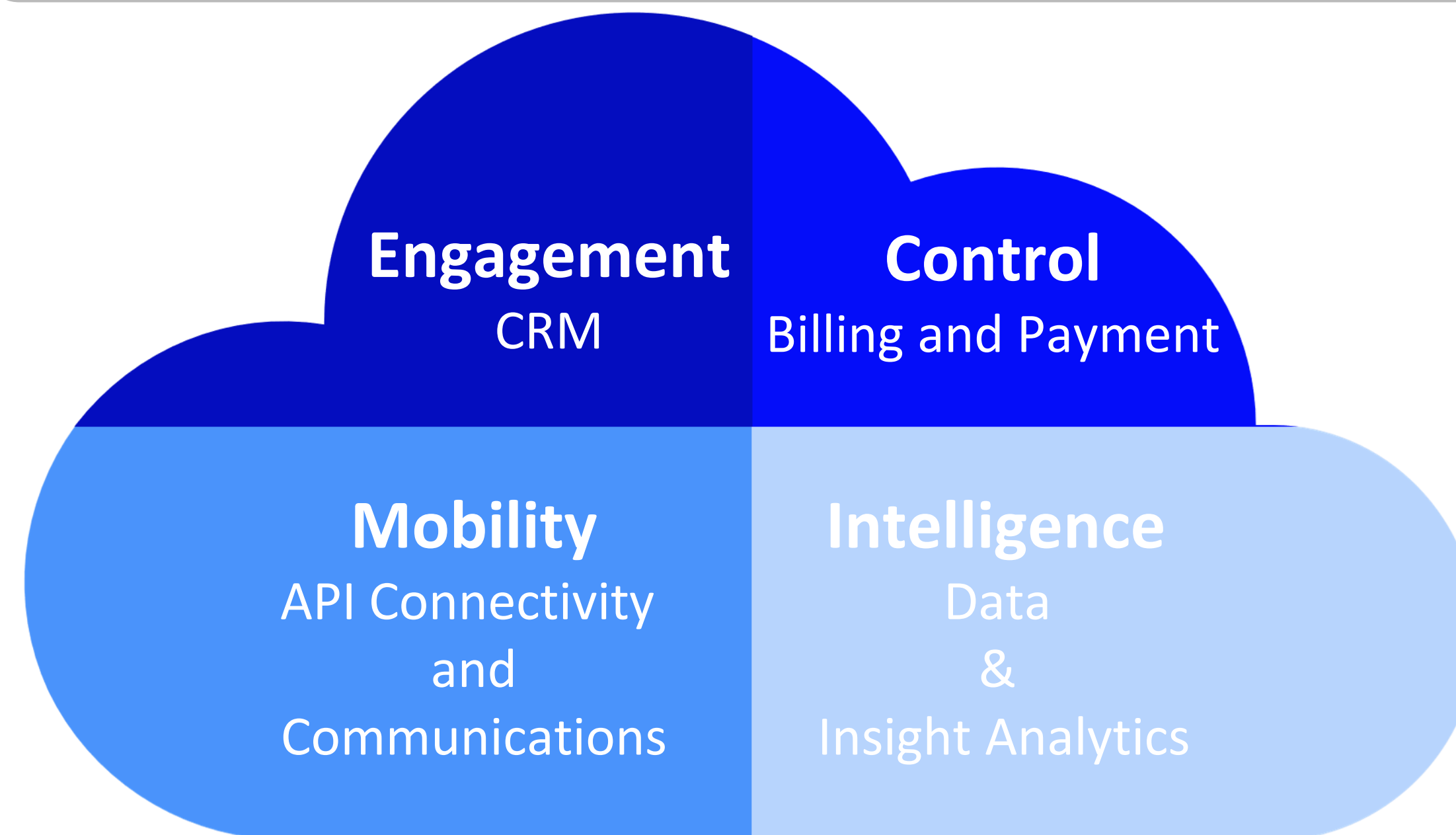
GROUP CORPORATE SECRETARY

ALEX KORFF



Experience Cloud: One Platform

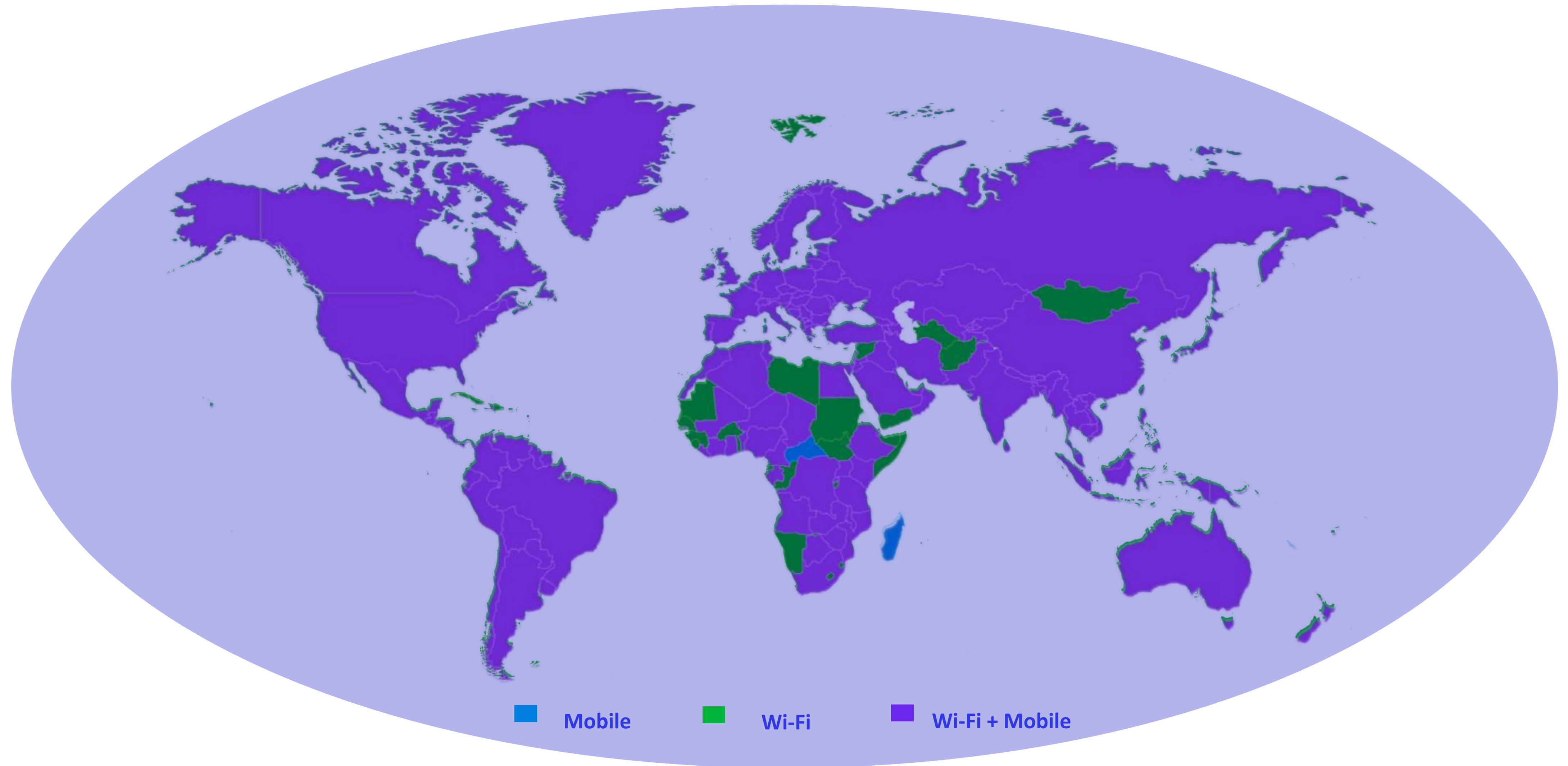
CUSTOMER EXPERIENCE PLATFORM



SMART NETWORK

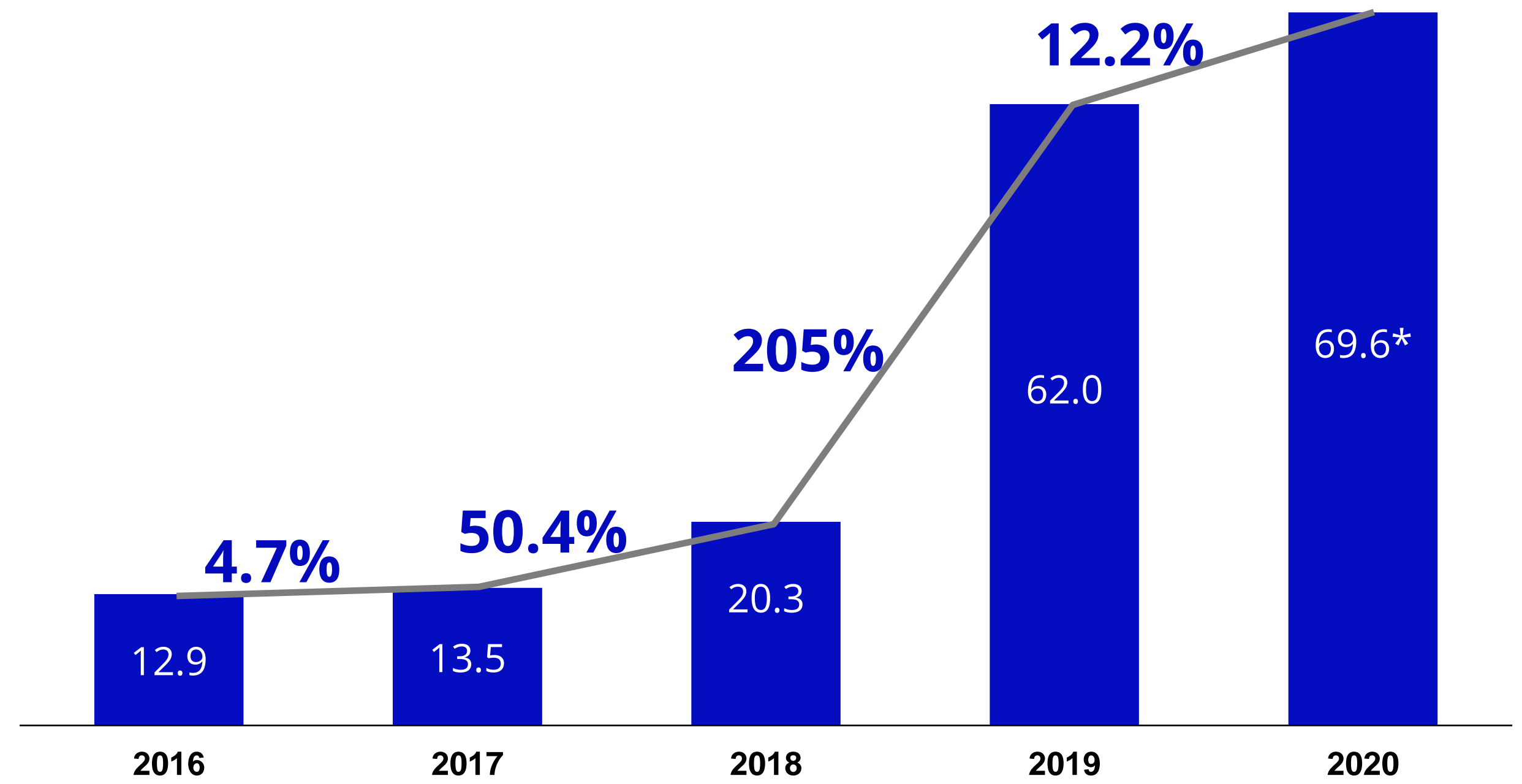


Pareteum has built a global presence



Revenue Trajectory

Revenue
(\$ Millions)



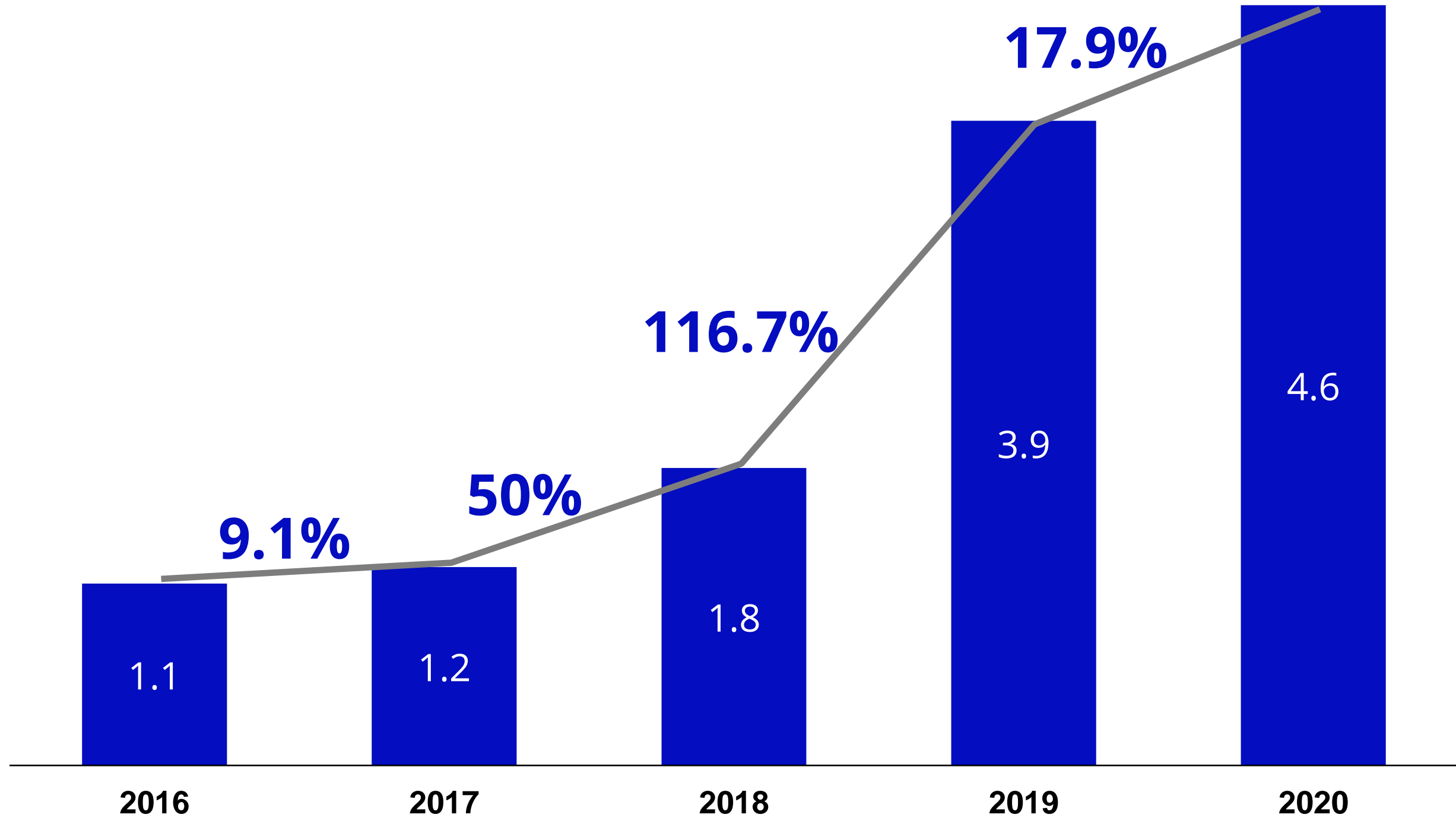
*- Preliminary





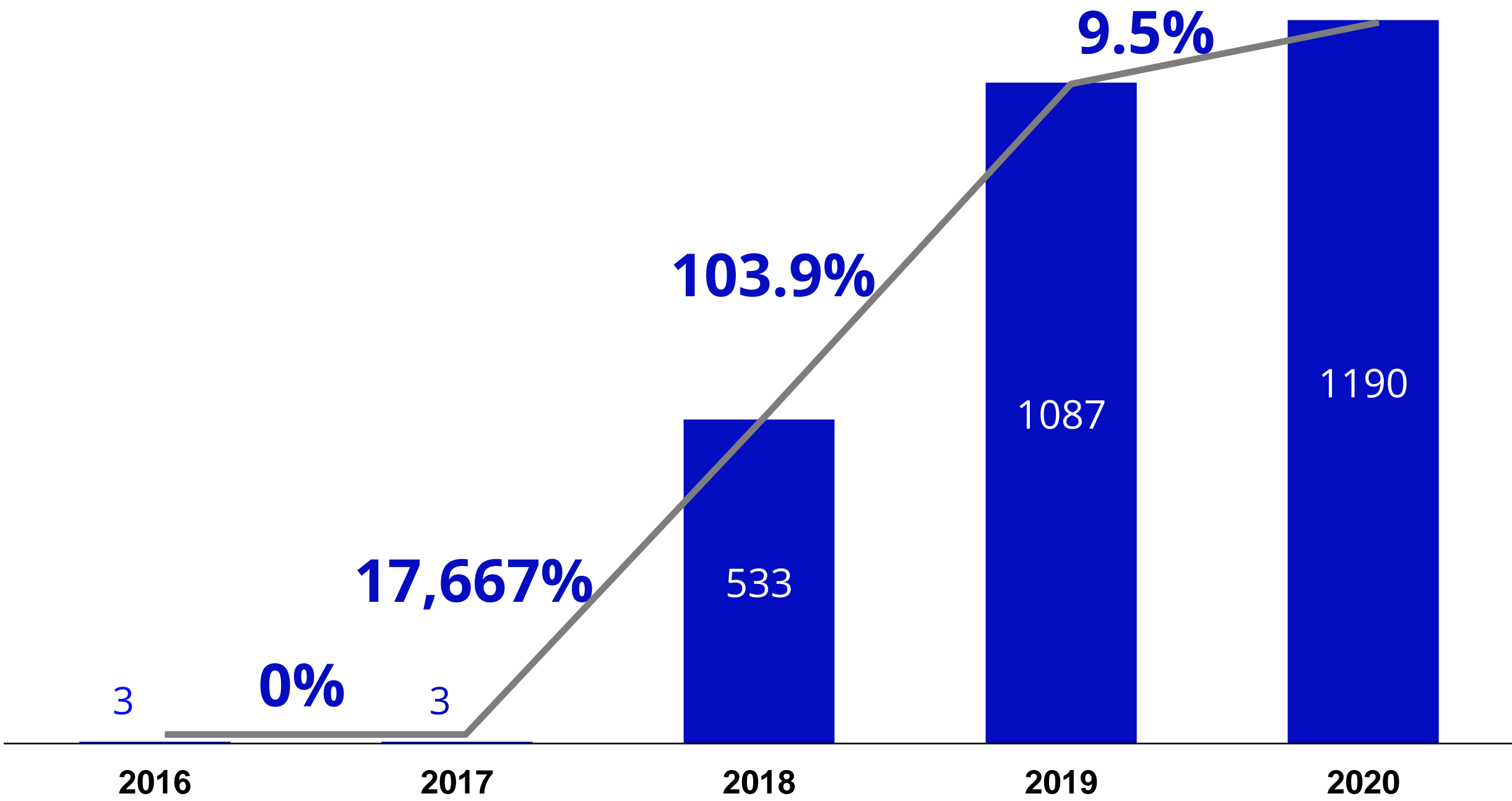
Connections Growth

Connections
(Millions)



Growth of Customer Base

Customers



Summary Preliminary Revenue Trends

2018 FY

2019 FY

2020 FY

*- Preliminary

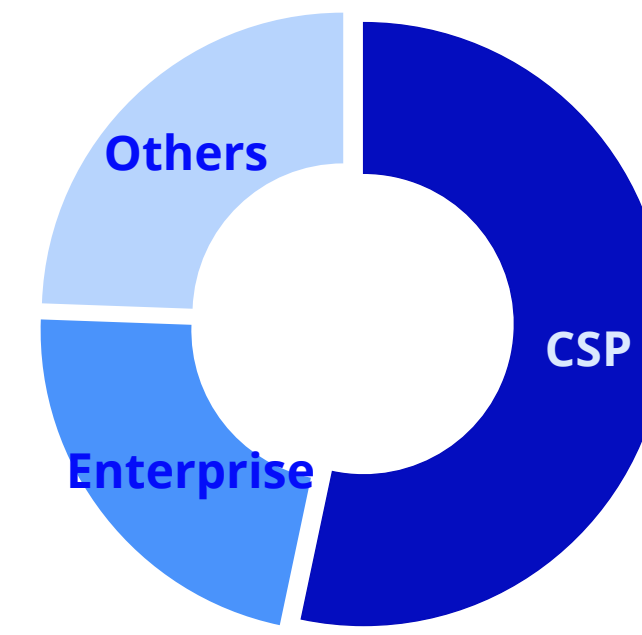
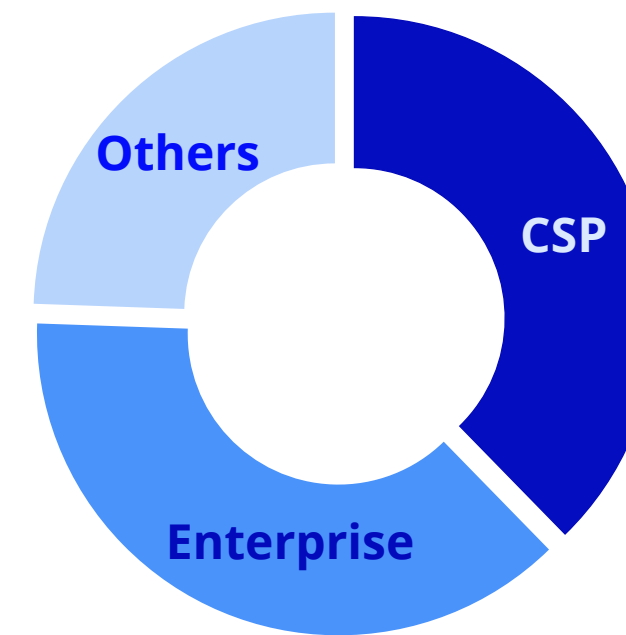
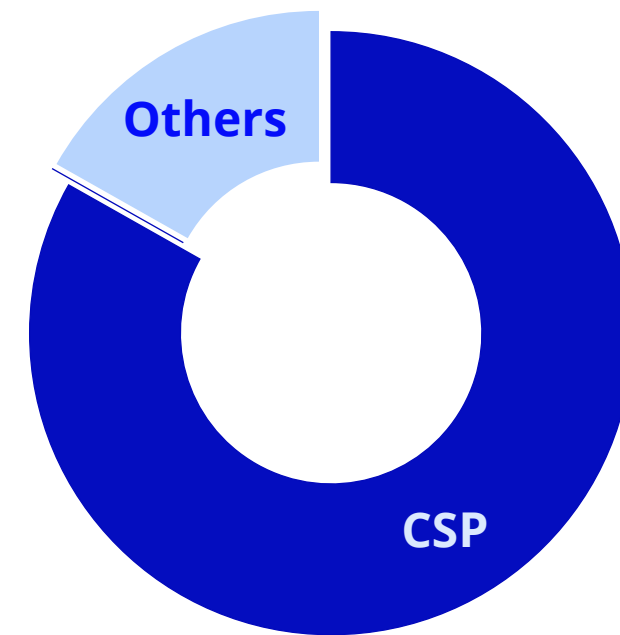
Revenue

\$ 20.3M

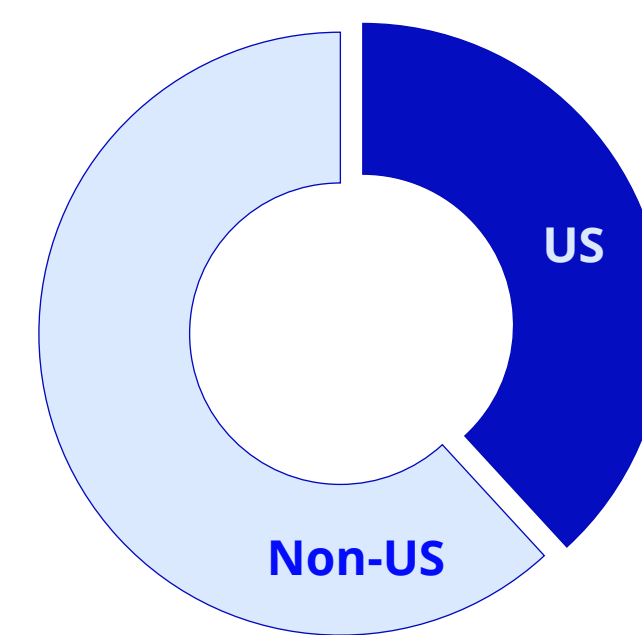
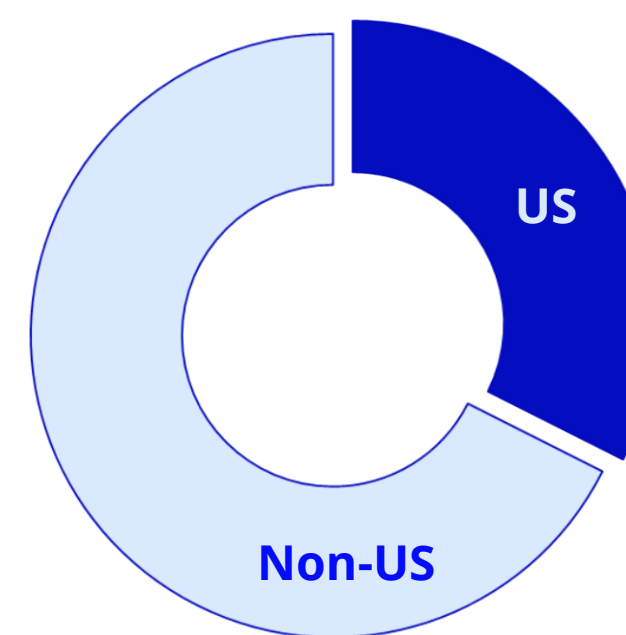
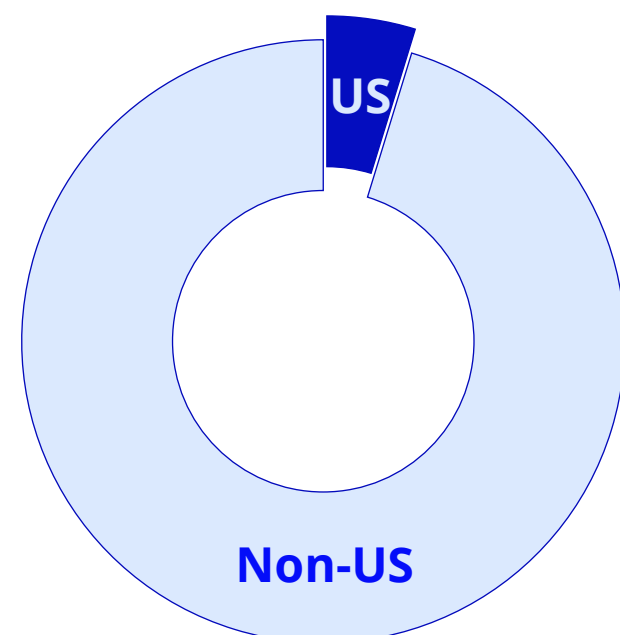
\$ 62.0M

\$ 69.6M

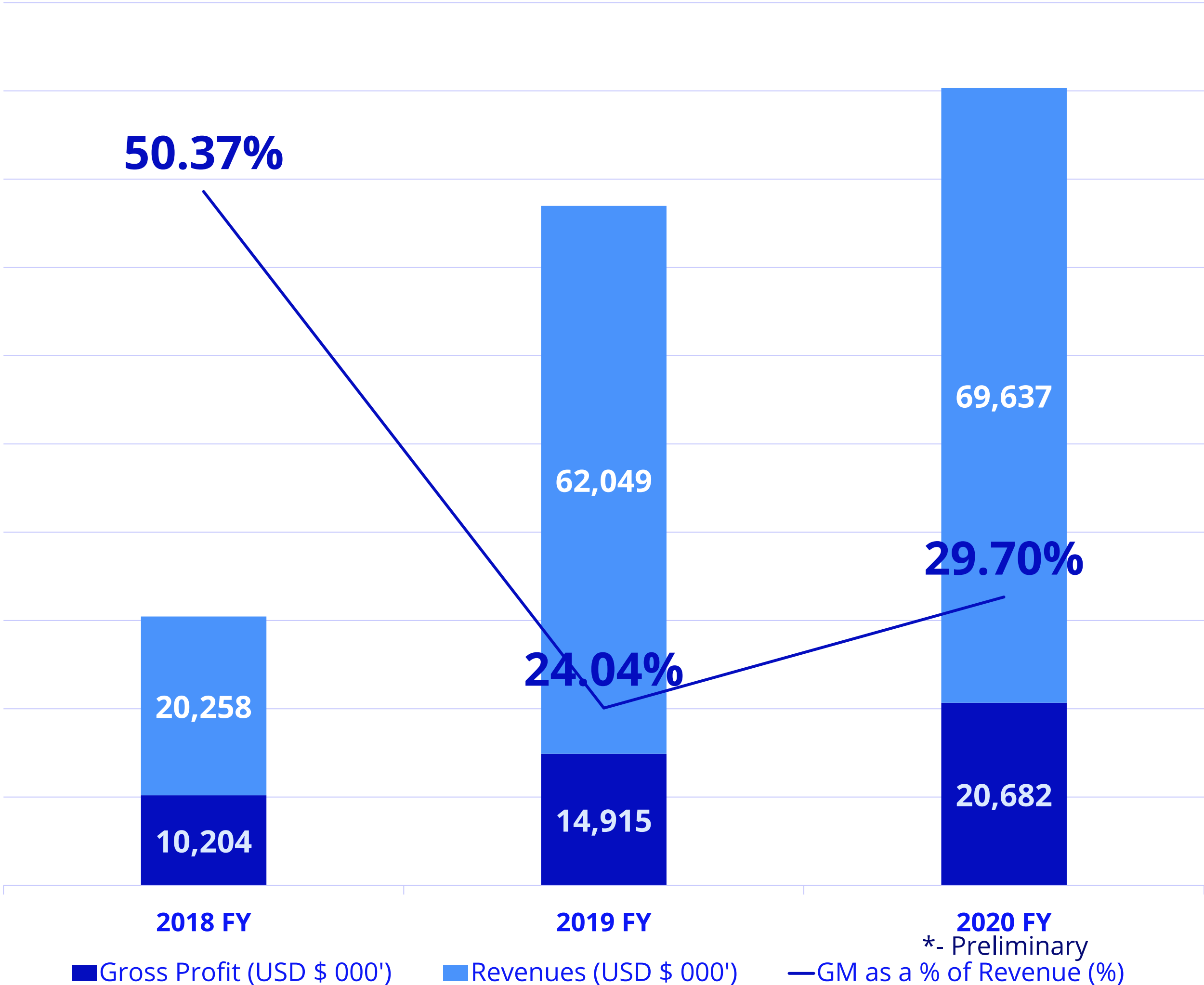
**Customer
Type**



**Customer
Geography**



Summary Preliminary Gross Profit Trends



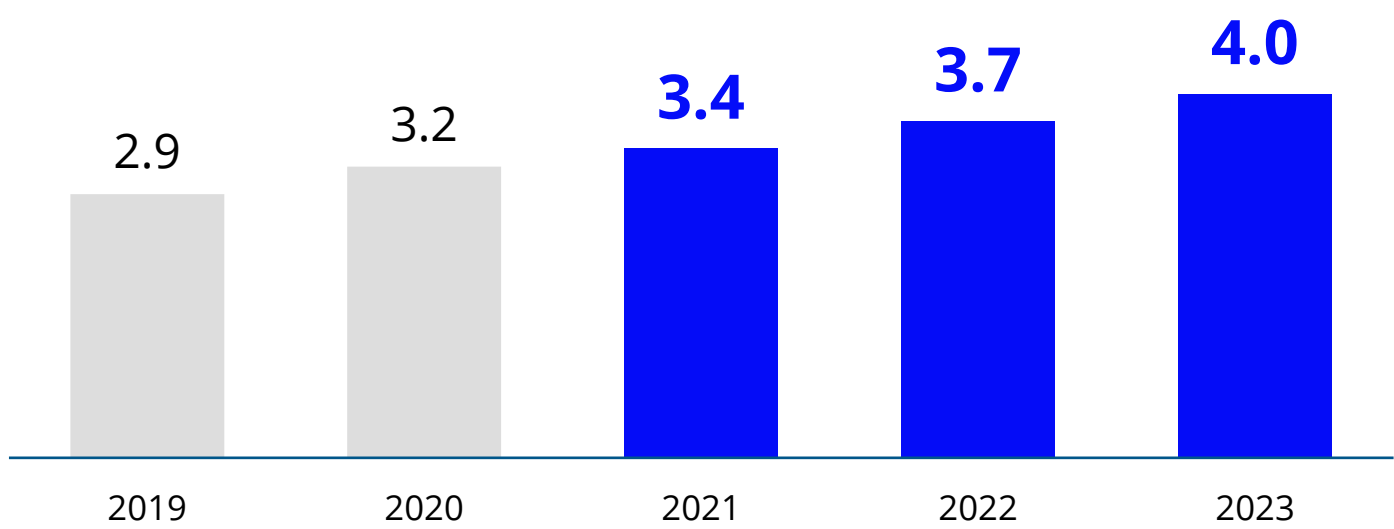
	<u>Incremental Revenue</u>	<u>Incremental Gross Profit</u>	<u>%</u>
2019	\$ 41.8M	\$ 4.7M	11%
2020	\$ 7.6M	\$ 5.8M	76%



2021 Global Connectivity market trends

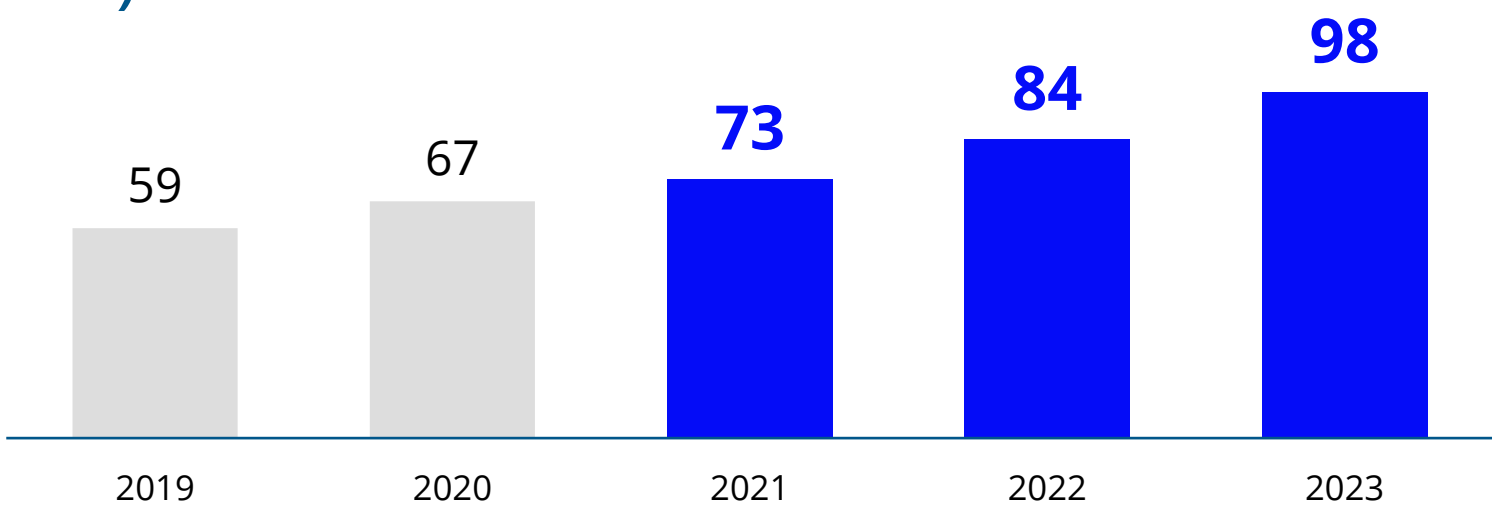
MVNE/O

(USD, bn)



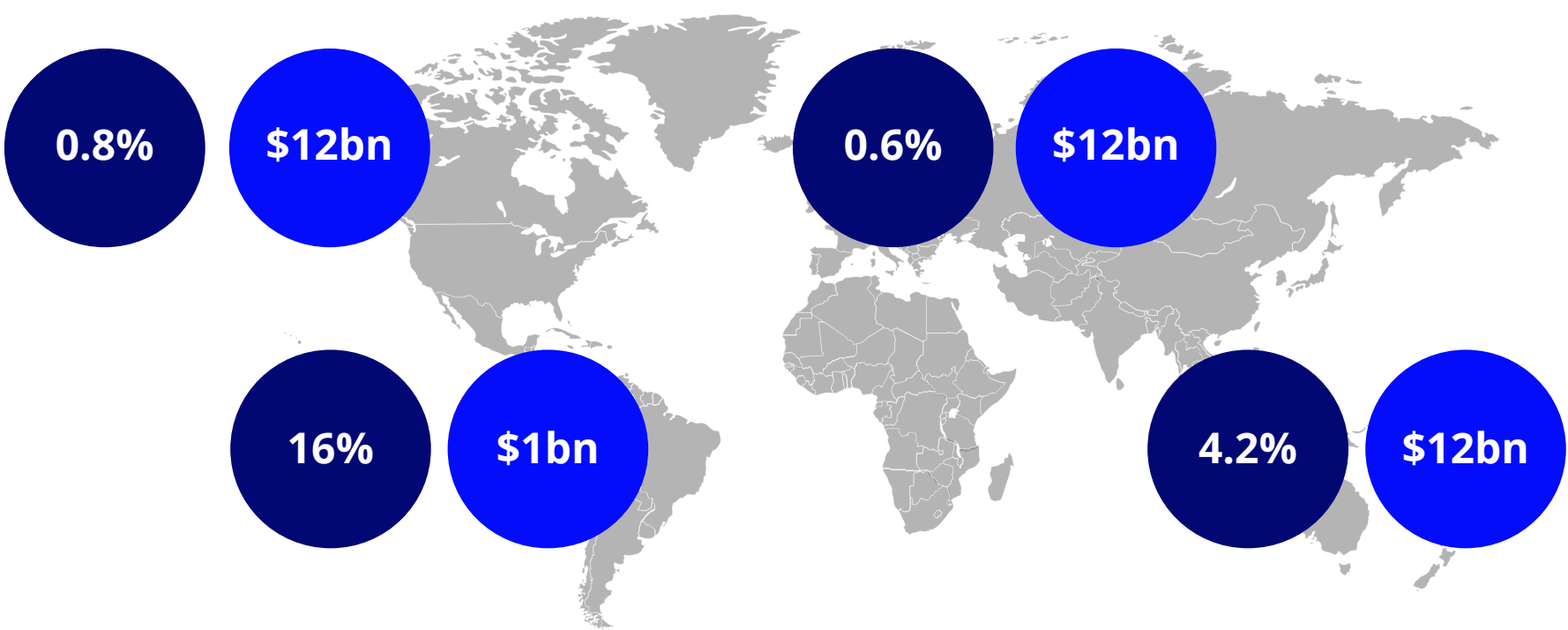
IoT

(USD, bn)

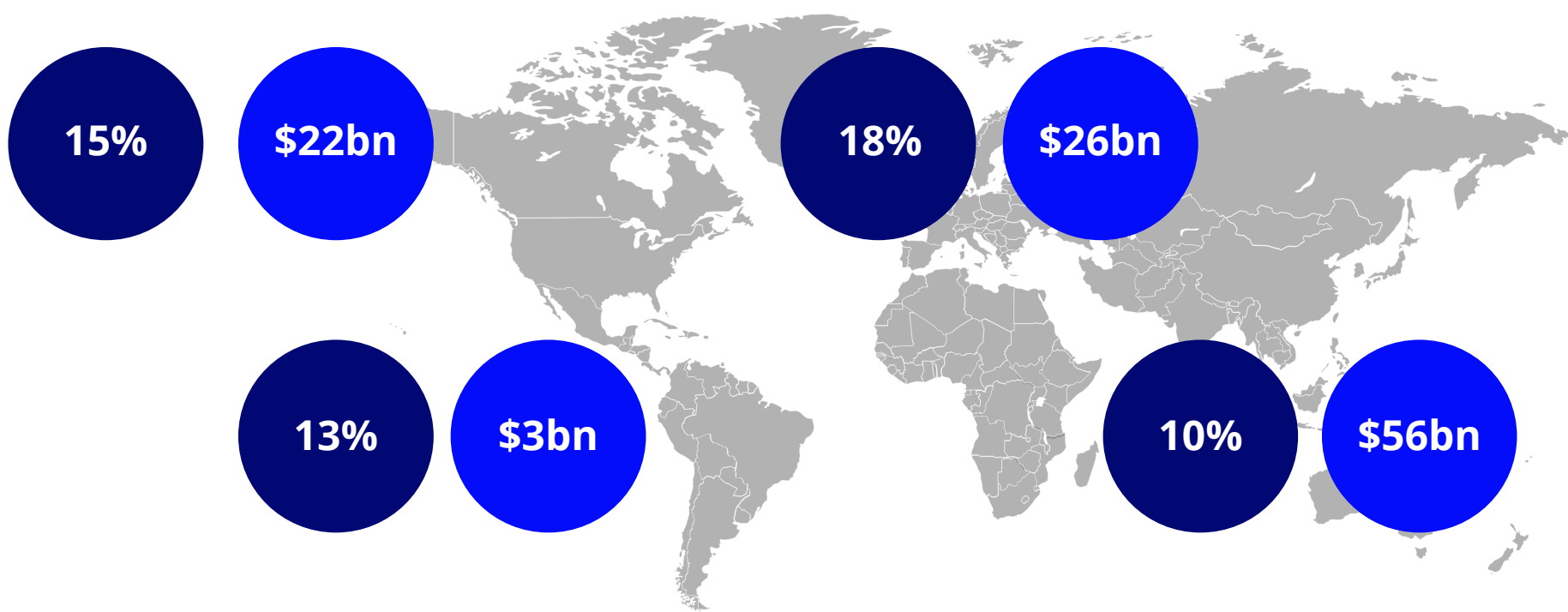


*Software market

Respectable growth over the 5-year period with focus on LATAM and APAC



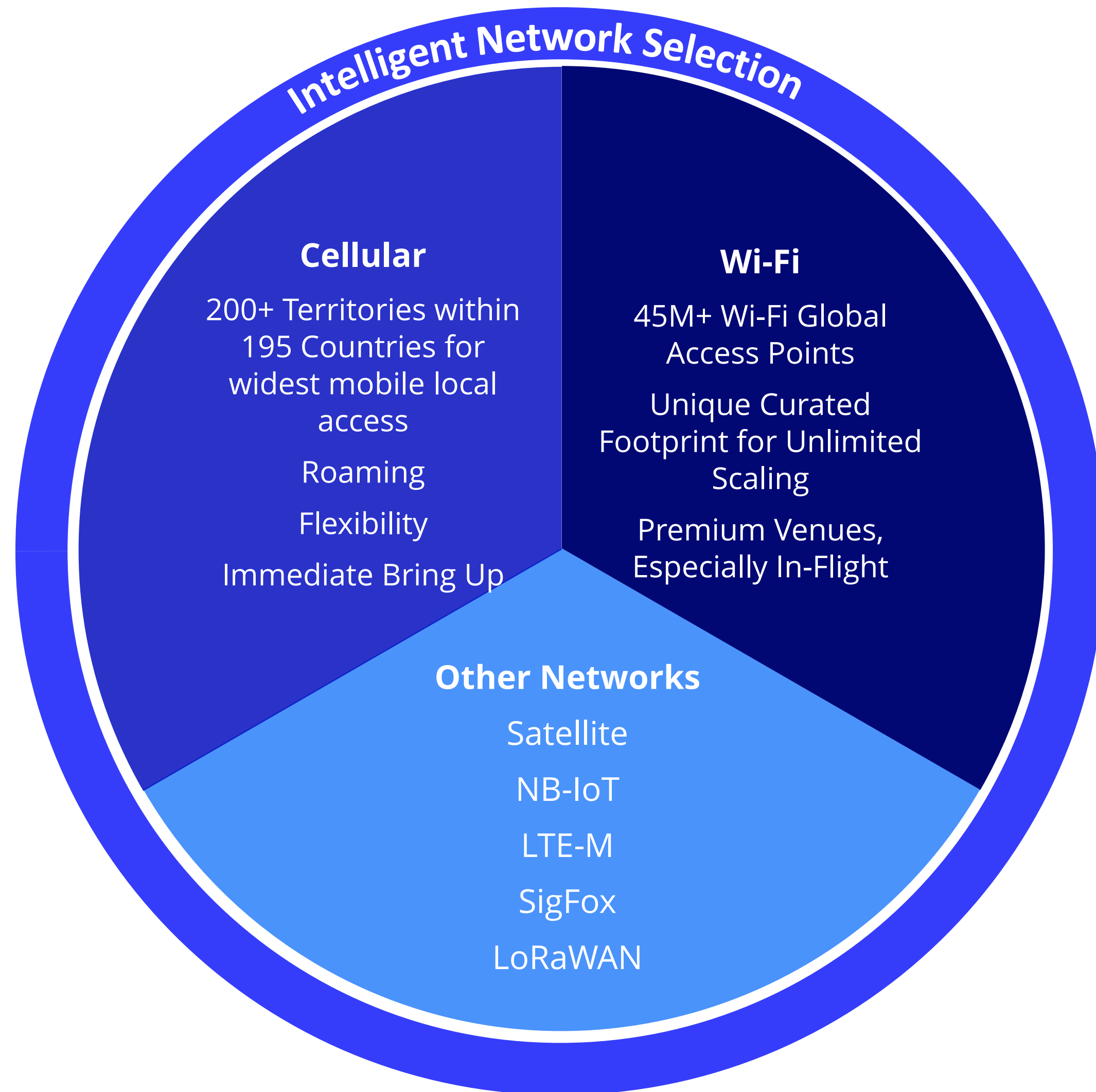
Explosive growth with high CAGRs across all geographic regions



- Market size (2024)
- Market CAGR (2019-2024)



Solid foundation from which to address global opportunity



- **UNIFIED NETWORK** powered by intelligent network selection
- **AVAILABILITY** digital oxygen: no network, no service
- **PERFORMANCE** matches the needs of the application
- **QUALITY** leverages the best network
- **COST** drives competitiveness and margin
- **PATENTED** Intellectual Property



Questions?



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Pareteum

Thank you