



(NASDAQ: IQST)

Investor Presentation

*Fueling
Human Potential*



Disclaimer

Statements in this presentation may be "forward-looking statements". Forward-looking statements include, but are not limited to, statements that express our intentions, beliefs, expectations, strategies, predictions, or any other information relating to our future activities or other future events or conditions. Words such as "anticipate," "believe," "estimate," "expect," "intend", "could" and similar expressions, as they relate to the company or its management, identify forward-looking statements. These statements are based on current expectations, estimates, and projections about our business made by management. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include, among others, the following: our ability to successfully market our products and services; our continued ability to pay operating costs and ability to meet demand for our products and services; the amount and nature of competition from other telecom products and services; the effects of changes in the cybersecurity and telecom markets; our ability to successfully develop new products and services; our ability to complete complementary acquisitions and dispositions that benefit our company; our success establishing and maintaining collaborative, strategic alliance agreements with our industry partners; our ability to comply with applicable regulations; our ability to secure capital when needed; and the other risks and uncertainties described in our prior filings with the Securities and Exchange Commission.

These statements are not guarantees of future performance and involve risks, uncertainties, and assumptions that are difficult to predict. Therefore, actual outcomes and results may and are likely to differ materially from what is expressed or forecasted in forward-looking statements due to numerous factors. Any forward-looking statements speak only as of the date of this presentation, and iQSTEL Inc. undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date of this presentation.

Agenda

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Growth

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- Mergers & Acquisitions
- Revenue Evolution
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04

Vision

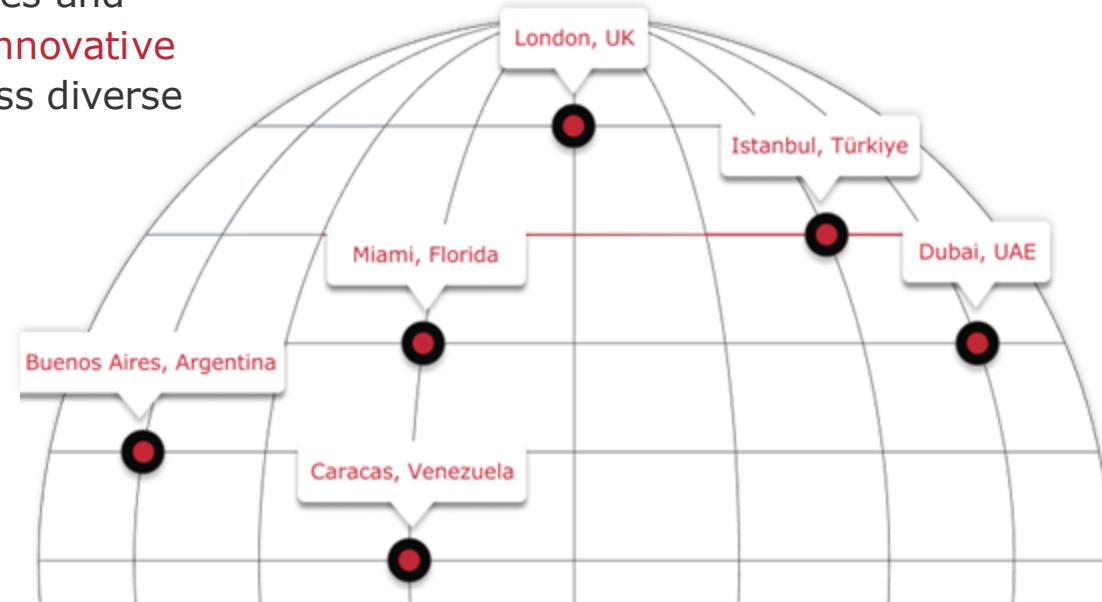
- Roadmap
- Approach
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About Us

We are a **global technology holding company** publicly-traded on the NASDAQ Capital Market (Ticker: IQST) that strategically curates and optimizes a high-growth **portfolio of innovative technology companies** operating across diverse markets worldwide.

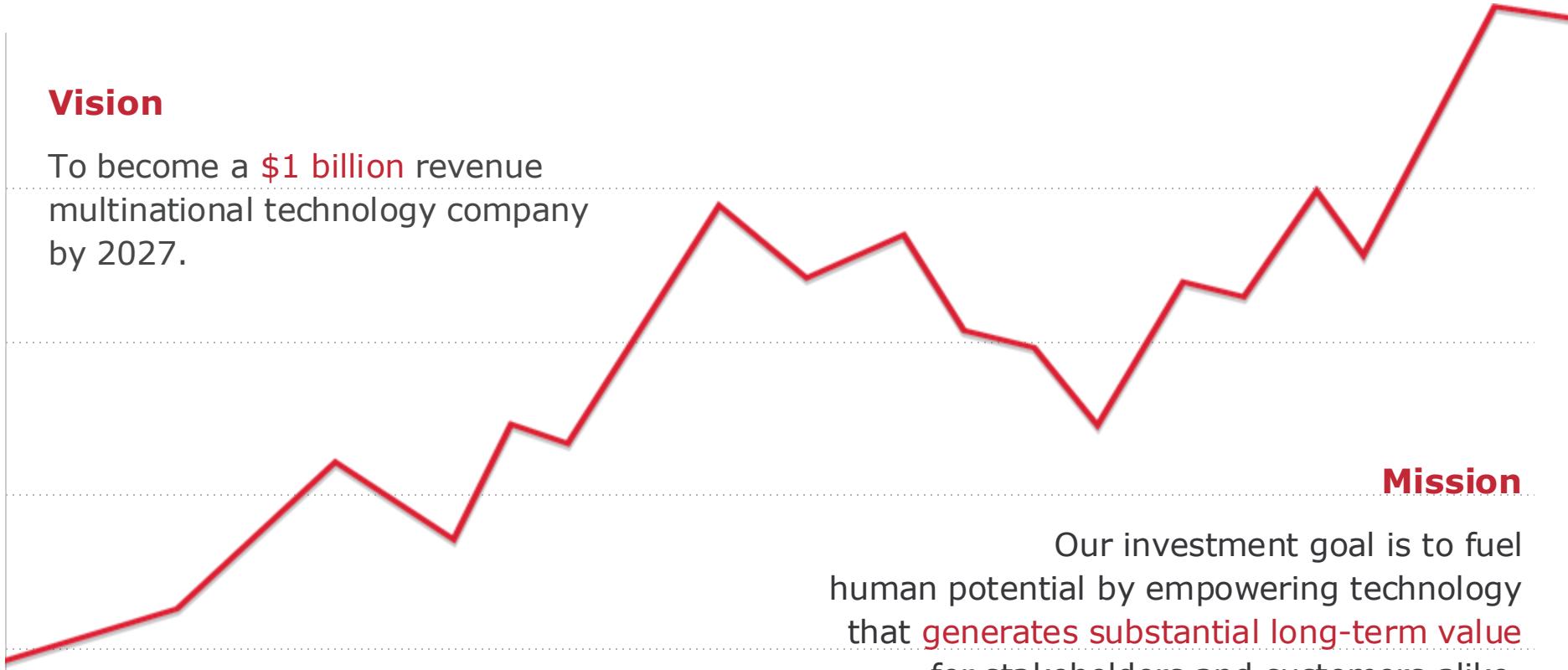
6 Offices

around the world



Vision

To become a **\$1 billion** revenue multinational technology company by 2027.



Mission

Our investment goal is to fuel human potential by empowering technology that **generates substantial long-term value** for stakeholders and customers alike.

Our Portfolio

We have strategically evolved from our high-tech telecom infrastructure roots into a dynamic technology conglomerate, with a plan to capitalize on and commercialize other high-growth sectors, such as fintech, AI-enhanced telecom services, and cybersecurity.

This diversification, fueled by a combination of targeted acquisitions and organic growth, has allowed us to potentially expand our market presence and created new and exciting business opportunities.”



Qxtel

whisl

IoT Labs



International and Domestic Voice (VoIP) and SMS (A2P) services, DID, eSim/Roaming services, and International Fiber-Optic.



Remittances, International Top-Up, MasterCard Debit card, Bank Account in the US (no SS needed).



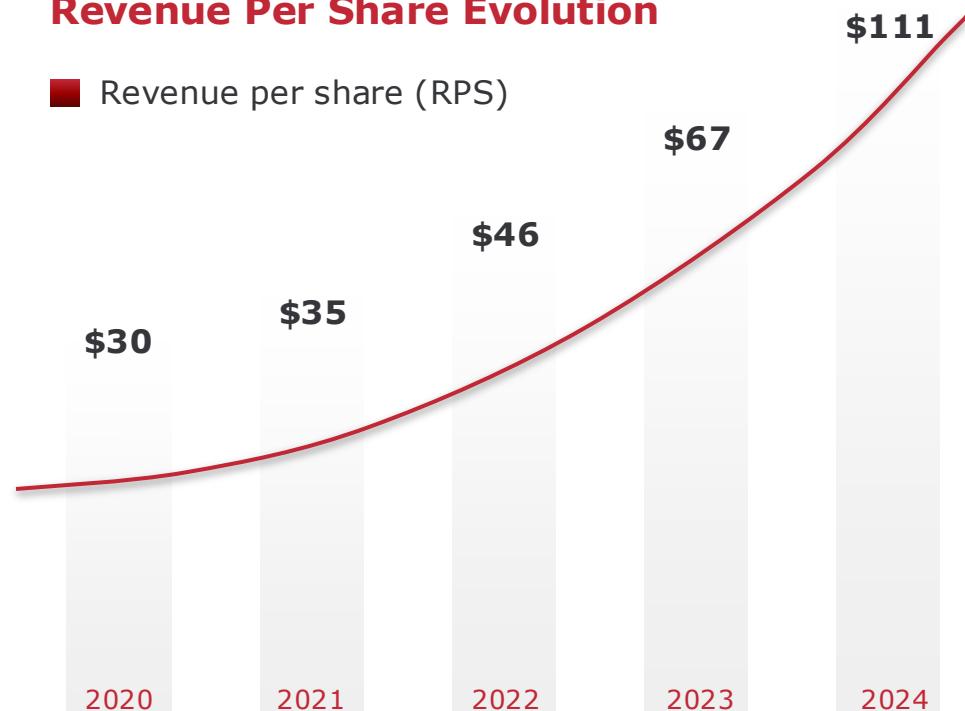
Proprietary white label AI-enhanced telecom services.

Publicly Traded on NASDAQ (Ticker: IQST)

Financial Metrics Highlights (Q1 2025)

- Stockholders Equity: \$11.5 Million or \$4.38 per share
- Assets: \$42 Million or \$14.48 per share
- Outstanding Shares: 2.9 million
- Market Cap: \$35 million
- Revenue per share: \$100+
- Telecom Division (99% revenue stream)
- Revenue FY-2024: \$283M, 96% YOY
- Revenue Q1 2025: \$57.6 million
- Adjusted EBITDA: \$0.59 million (Telecom Division)
- Net Income: \$0.25 (Telecom Division)

Revenue Per Share Evolution



LEADERSHIP



Leandro Jose Iglesias
Chairman of the Board & CEO

Electronics engineer and international business leader committed to sustainable growth, innovation, and shareholder value.



Alvaro Quintana Cardona
Secretary of the Board & CFO

Financial leader driving strategic growth, navigating the complex regulatory landscape, and optimizing the company's fiscal performance.



Raul Perez
Member of the Board
Head of Audit Committee



Italo Segnini
Member of the Board
Head of Compensation Committee



Jose Antonio Barreto
Member of the Board
Head of Ethic Committee



Eykis Sambrano
VP Technology, COO Global SMS



Stephany Castro
Treasury Director



Sara Iglesias
VP Compliance



Tolga Alemdar
Managing Member Qxtel



Fernando Diaz
Managing Member Qxtel



Gonzalo Heinschein
Managing Member Qxtel



Omar Luna
Managing Member Whisl



Jose Ramon Olivar
Managing Member Smartbiz



Eduardo Borrero
Managing Member Smartbiz



Ralf Koehler
Managing Member Swisslink



Francisco Bunt
Managing Member IoT Labs



Juan Carlos Lopez
CEO Etelix/Swisslink



Helmut Sticker
Sales Director Etelix/Swisslink



Leandro Jose Iglesias
Acting CEO Global Money One



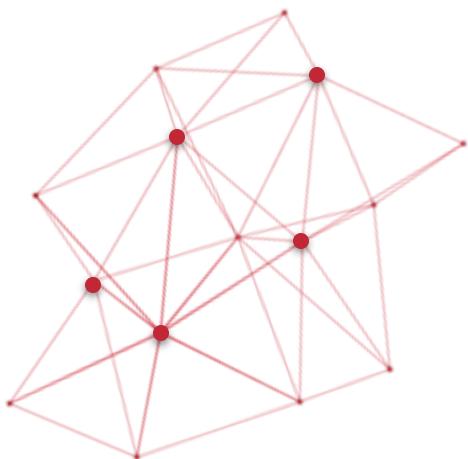
Jose Enrique Puente
CEO Reality Border

GROWTH



Background

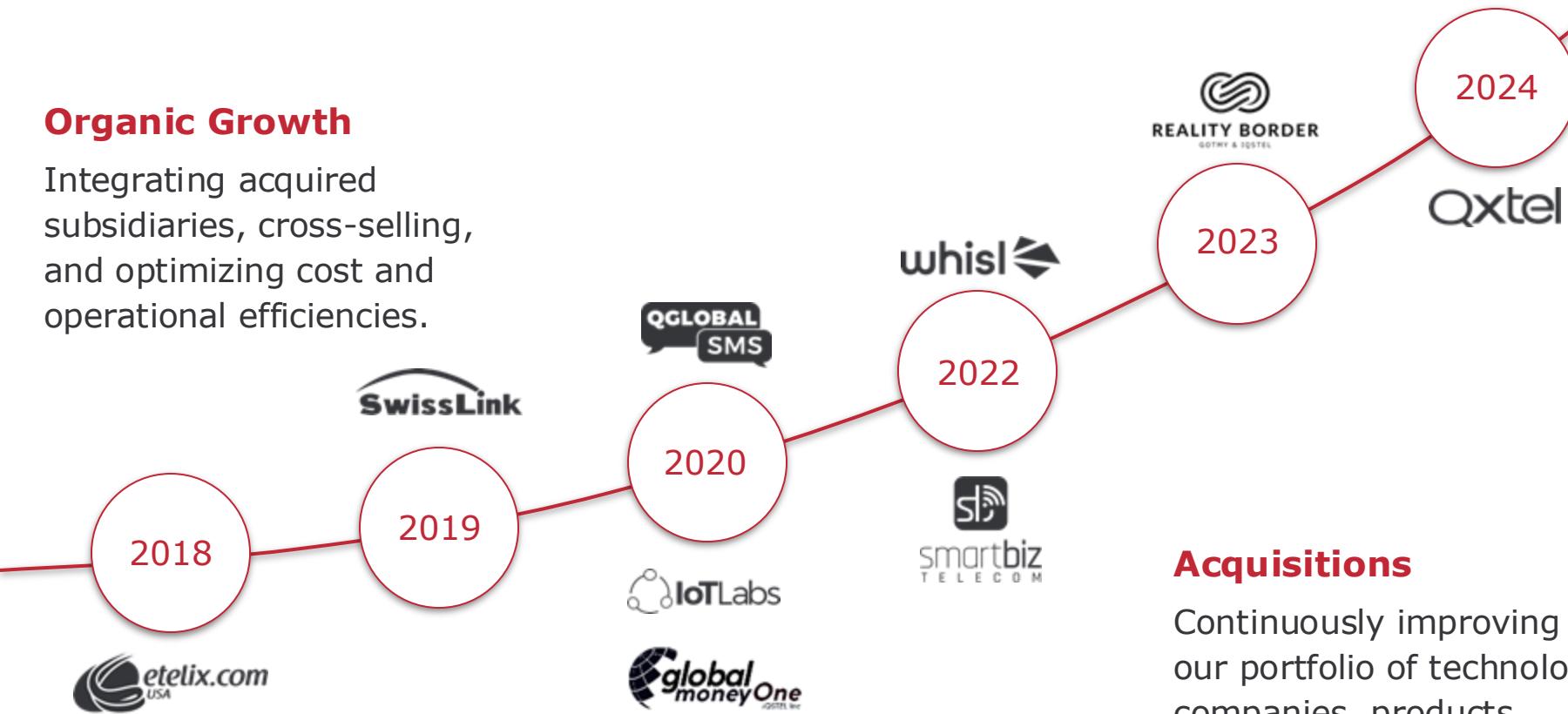
Founded in 2018, IQSTEL has focused on establishing a robust business structure within the telecommunications industry, executing a dynamic M&A strategy with substantial organic growth.



To date, IQSTEL has completed 11 acquisitions and ventures and continues to develop an active pipeline of potential future acquisitions.

Organic Growth

Integrating acquired subsidiaries, cross-selling, and optimizing cost and operational efficiencies.

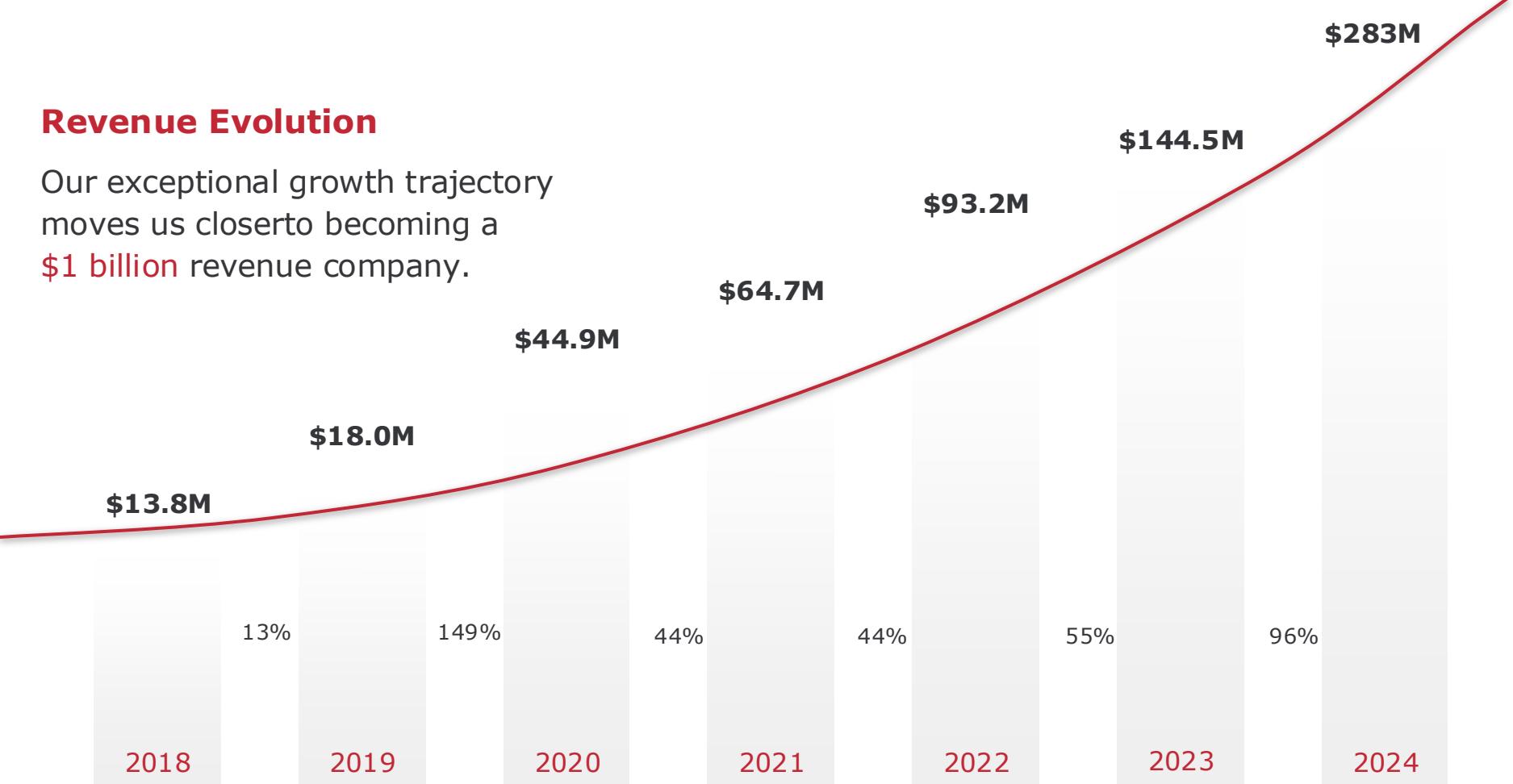


Acquisitions

Continuously improving our portfolio of technology companies, products, and customer relationships.

Revenue Evolution

Our exceptional growth trajectory moves us closer to becoming a **\$1 billion** revenue company.



Global Operations

We maintain more than 600 network interconnections around the world, delivering international voice, SMS, and connectivity services that form the core of our business.

4 Continents

20+ Countries

100 Employees



Our Largest Customers



Level(3)
COMMUNICATIONS



Digicel

T-Mobile

iBASIS
POWERED BY TOFANE

natcom

Bell

verizon[®]

e) entel

Telefonica

tigo

OTE

orange[™]

bics

vodafone

telenor

Türk Telekom

TURKCELL

**Deutsche
Telekom**

TeliaSonera

TIM

MTN

du

zain

**U
mobile**

**中国移动
China Mobile**

TATA

PCCW Global

Batelco

**عمانتل
Omantel**

kt

Telin[®]
Telecom Indonesia

ooredoo[®]

e&

Overview

We have built a solid, difficult-to-replicate business platform, supported and strengthened by our telecommunication subsidiaries.

In **FY24**, we achieved:

\$283.2

million in revenue

\$2.5
million

IN ADJUSTED
EBITDA

\$79.0
million

IN TOTAL
ASSETS

96%

YEAR-OVER-YEAR
GROWTH

\$11.9
million

IN NET STOCKHOLDER
EQUITY

VISION

Roadmap

By capitalizing on our **deep industry relationships** and existing sales channels, we are positioned to seamlessly **accelerate our expansion** into emerging high-tech, high-margin industries.

Introducing these new **high-margin solutions** to our global telecom customer base unlocks new revenue streams that maximize profitability, and further strengthen IQSTEL's role as a **leader in technology-driven business transformation**.

Approach

IQSTEL is on a path to exceptional growth with a core strategy to develop innovative, high-margin products in emerging sectors.

Strategic Advantage

Cross-Selling Opportunities: Leveraging existing relationships with major telecom clients to drive cross-selling and maximize revenue potential.



01

Shaping the future and capturing a dominant share of this continuously burgeoning industry. Market size is estimated at \$1.74 trillion with a CAGR of 5%.



02

Expanding into financial technology to diversify and strengthen revenue streams. Market is estimated at \$340 billion with a CAGR of 16-20%.

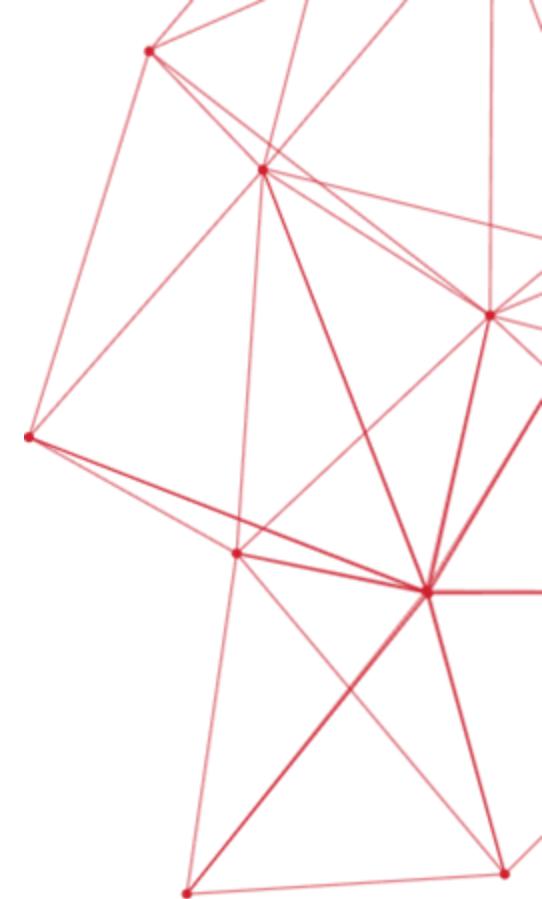


03

Developing artificial intelligence solutions to stay at the forefront of innovation. Market size is estimated at \$200 billion with a CAGR of 35-40%.

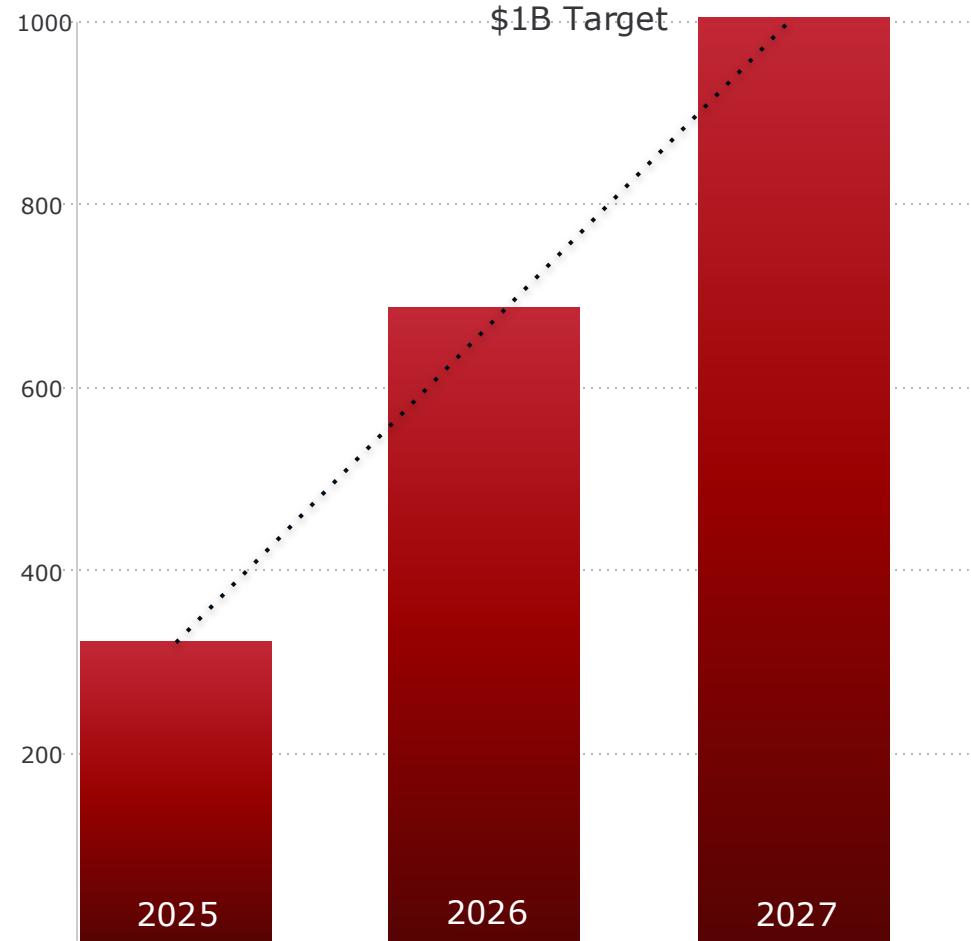
\$400M Revenue Run Rate

By the end of 2025, IQSTEL is committed to debt reduction, cost efficiencies, and strategic acquisitions, targeting a \$400 million revenue run rate comprised of 80% telecom and 20% technology.



Preliminary Growth Path to \$1 Billion

- \$340 million in revenue FY-2025
- \$3 million EBITDA from our operating business by 2025
- \$1 billion revenue goal with eight-digit positive EBITDA by 2027.



The Future of IQSTEL

Global perspectives, expanding horizons

- Our goal is long-term success in the rapidly expanding Telecom, Fintech, AI, and Cybersecurity
- We aim to build a \$1 billion company, with 8-digit EBITDA for 2027
- With access to diverse and high-growth markets, we mitigate risk and maximize investment opportunities that enable us to leverage local market knowledge with a global perspective.



Connect with our founders.



investors@iqstel.com

Leandro Jose Iglesias
CEO & Chairman of the Board
CEO@iqstel.com

Alvaro Quintana Cardona
CFO & Secretary of the Board
alvaroquintana@iqstel.com

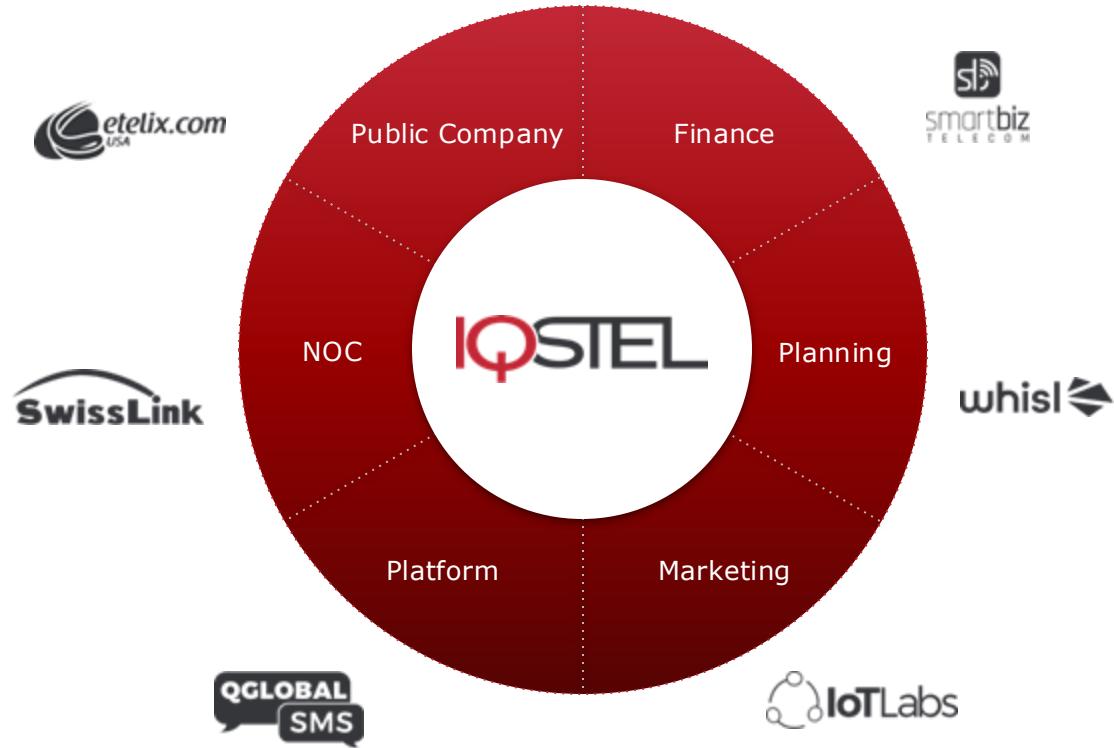
www.iqstel.com

APPENDIX

Strategic Acquisitions

- Targeting high-value acquisitions, top executives and customer relations
- Adding high-margin products as SMS services

QXTEL generated **\$85 million** in net revenue and **\$950,000** in EBITDA in 2024.



Enhancing Shareholder Value

Strategy

- Consolidation of divisions, synergies and cost reduction
- Comprehensive rebranding strategy
- Taking advantage of our business platform selling high-tech, high-margin products

Expected Benefits

- EBITDA growth
- Added credibility, enhanced exposure
- Increasing the Gross Margin
- Broader access to investors

\$283.2M

Market Cap vs. Evolution

- EOY market cap
- Revenue per year

