



# A Scaling Global Telecom & AI-Driven Giant

*Entering Its Profit Inflection Phase.*

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# Introduction



## About Us

Over 17 years, IQSTEL has built a difficult-to-replicate global telecommunications and technology distribution platform connecting more than **600 operators across 20+ countries**; positioning the company at the start of **its profit inflection phase.**

## About Us

The business platform is built.

**The monetization phase is underway.** The company is now transitioning from revenue scale to EBITDA acceleration, driven by:

01

Operating leverage  
at \$500–600M  
revenue

02

Minority interest  
consolidation

03

EBITDA-accretive  
acquisitions

04

High-margin AI  
and cybersecurity  
expansion

## Financial Snapshot

- *No convertible debt*
- *No warrants outstanding*
- *NASDAQ Capital Market listed*

**\$400M**

Revenue Run Rate

**\$2.7M**

Adjusted EBITDA Run Rate  
March - 26

**12.23**

Assets Per Share

**\$317M**

2025 Revenue

**\$9M - \$15M**

Projected EBITDA Run Rate at  
\$500M-600M Revenue (2026)

**\$4.66**

Stockholders' Equity Per  
Share

**\$430M**

2026 Revenue Forecast

**\$25M**

Projected EBITDA at  
\$1B Revenue (2027)

**\$4.9 M**

Shares Outstanding  
March -26

## Distribution Infrastructure Is the Enterprise Value Driver

IQSTEL's primary asset is its global commercial platform, including:



600+ telecom operator relationships



Telecom credit history



Multi-country routing and interconnection systems



Regulatory approvals



Settlement and billing integrations



Operational footprint across four continents

Telecom is built on trust and settlement performance. **These relationships are earned over years.** Revenue is the output. **The business platform is the asset.**

Background

Combined 50 years  
of experience in  
Telecommunications

More than 17 years managing  
IQSTEL since it was a privately  
held company, and more than  
7 years in the stock market.



**Leandro Jose Iglesias**  
**Chairman of the Board & CEO**

**Electronic Eng, MBA**  
Used to be International Business  
Manager in a Verizon Subsidiary in  
Venezuela. More than 25 years in  
**International Business**



**Alvaro Quintana Cardona**  
**Secretary of the Board & CFO**

**Business Admin, Telecom**  
Magister Used to be  
Interconnection Business  
Manager in a Telecom Italy  
Subsidiary in Venezuela.  
More than 25 years  
in **Corporate Finance**

## Our Vision: Always Global

We founded our company to respond to an existing need of large telecom companies: **to expand their global reach in a more cost-efficient way.**

From the very beginning, our foundation was building a global network. **Once global connectivity** became our reality, we **expanded our mission delivering high-tech, high-value services** in Fintech, Artificial Intelligence, and Cybersecurity to empower our customers and drive innovation across industries.

**For ten years, we operated as a privately held company, building strength, resilience, and vision.** That journey prepared us to create **IQSTEL**, a company born from experience, driven by innovation, and committed to shaping a truly global future.





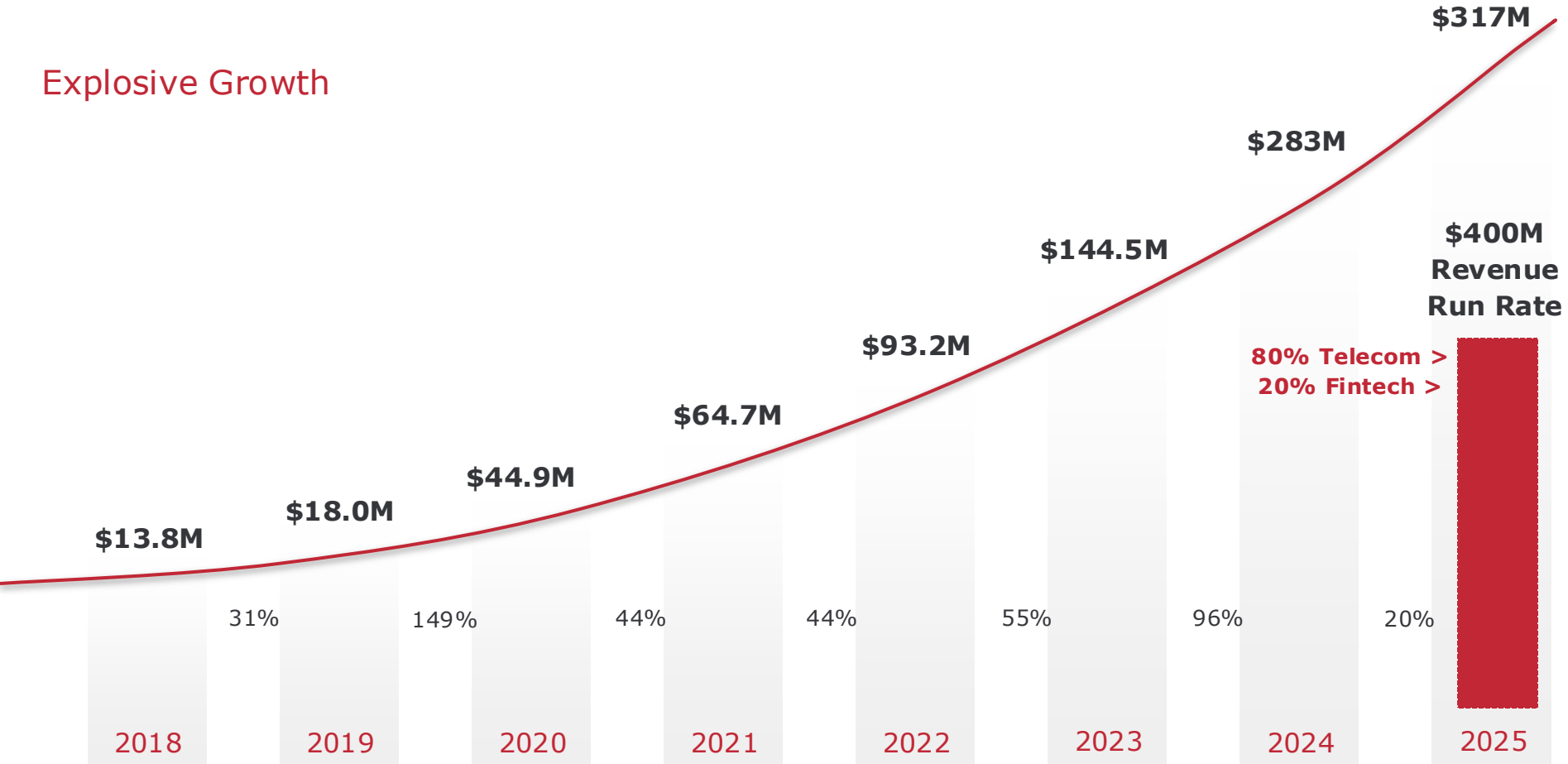
## Background

Within 10 years of our founding in 2008 as a privately held company offering voice services to telecom companies, **we grew from zero to \$13M in revenue** and 150 active interconnections.

In June 2018, we established our public listing on the OTC Pink Market:

- June 2021: Our securities were designated to trade on the OTCQB market
- September 2021: We started being traded in the OTCQX market
- September 2021: Nasdaq contacted us to offer guidance to get listed on Nasdaq
- May 2025: We uplisted to Nasdaq Capital Market by direct listing.

# Explosive Growth



## Global Operations

Today, 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

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**20+** Countries

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**5+** Billion minutes per year

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**20+** Billion SMS per year

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## Our Progress

Since 2018, we have added Fintech, Proprietary AI Services and Cybersecurity, as well as deepened the Telecommunications portfolio and coverage.

All acquired companies have been carefully selected to ensure the enrichment of our product and services portfolio, global coverage, strategic customer relations, maximization of cross-selling opportunities and alignment of the management team to build a global Connectivity, AI, and Digital Corporation.

12

Mergers & Acquisitions

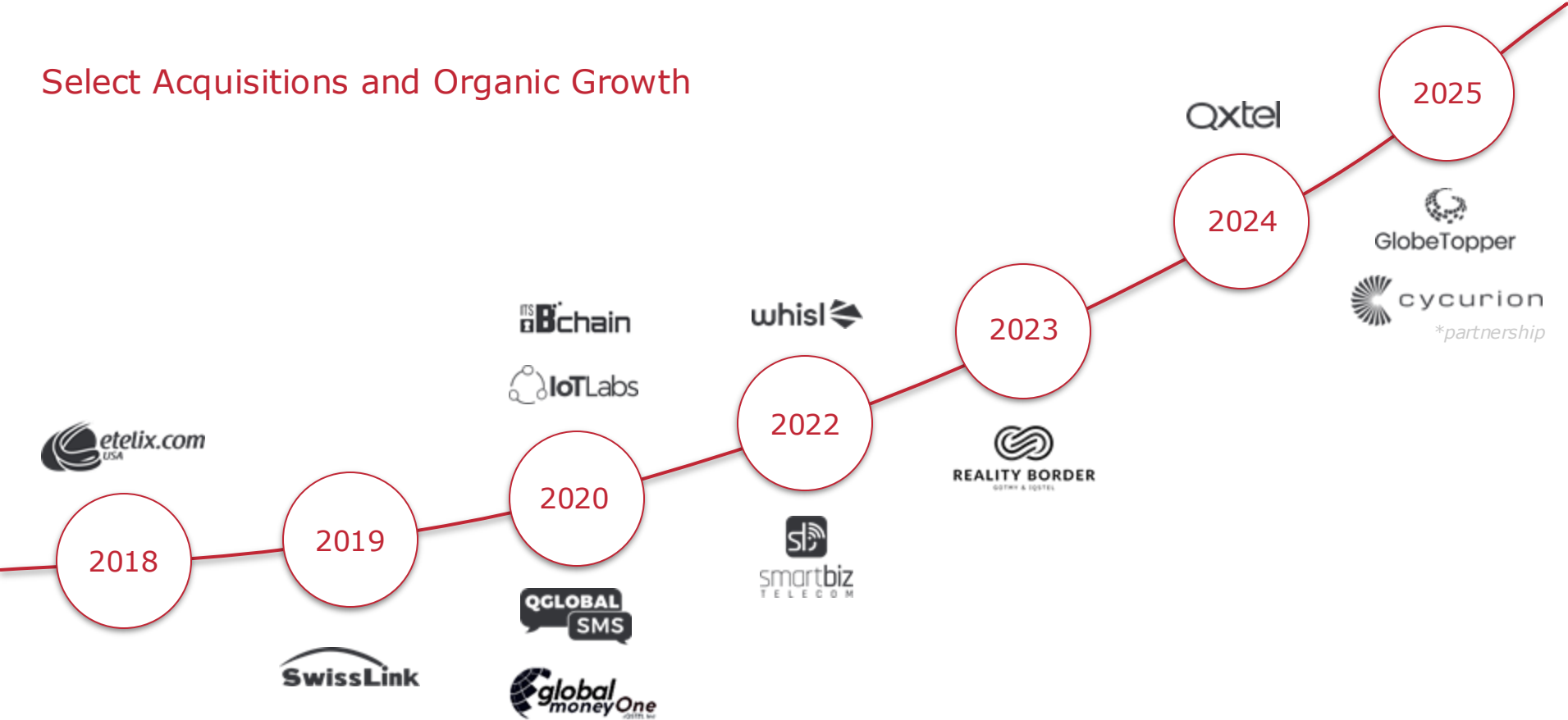
600+

Active Interconnections

\$ 340M

Revenue /Year

# Select Acquisitions and Organic Growth



Opportunity

## We Are a Global Corporation

IQSTEL has built a difficult-to-replicate global infrastructure that combines **Telecommunication Services, Fintech, Proprietary AI, and Cybersecurity.**

Publicly-traded corporation on the NASDAQ Capital Market (Ticker: IQST)

6 Offices around the world

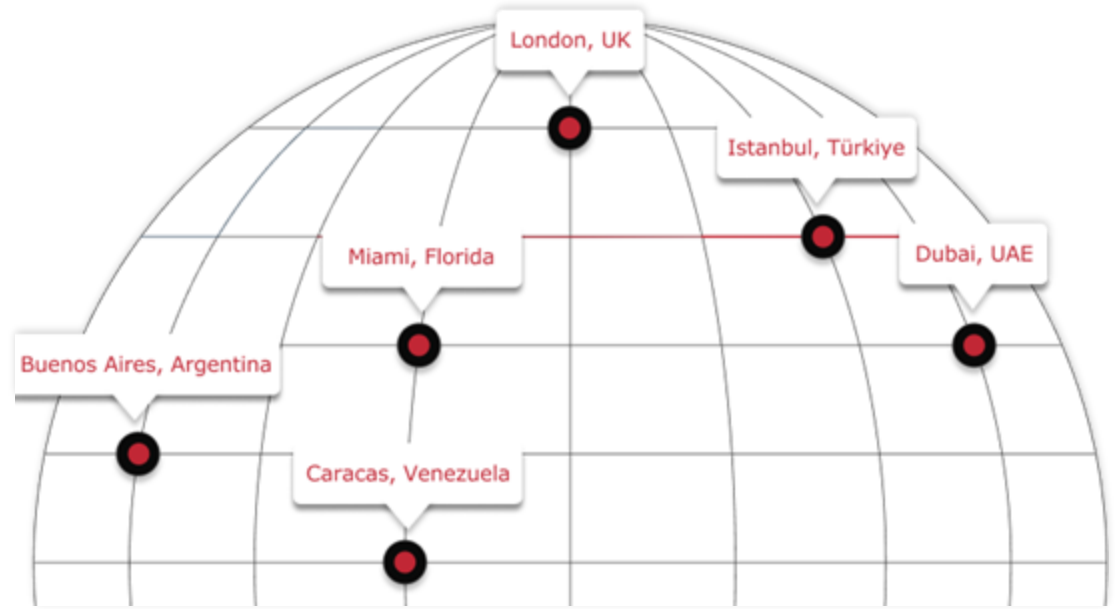
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100+ Employees

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17 Time Zones

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Core Asset:  
Business Platform Advantage

Because IQSTEL is already embedded in operator billing systems and infrastructure workflows, all global operations combined serve approximately **2.7 billion customers worldwide.**

Long-standing relationships generating millions of dollars in business.

verizon



T Mobile



Digicel



natcom



PCCW Global

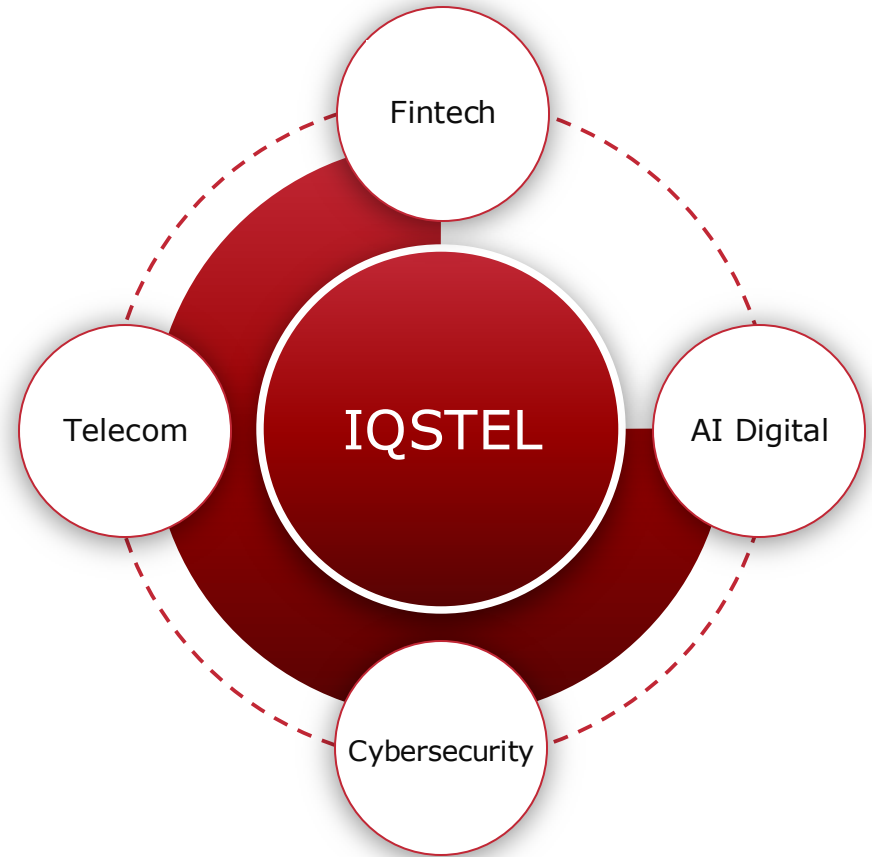


ooredoo



## Opportunity

Our expansive platform serves as an opportunity for **monetization beyond telecom**, leveraging trusted distribution relationships to cross-sell high-margin technology solutions into an already established global customer base.



Why now?



## Scale Is Achieved

IQSTEL has entered its **profitability acceleration phase**.

At \$500–600 million in revenue, operating leverage begins to materially impact the bottom line. Infrastructure is in place, and fixed costs do not scale proportionally with revenue. Incremental gross margin increasingly converts to EBITDA.

## EBITDA Framework

At this level, projected EBITDA ranges from **approximately \$9–15 million**, driven by:

- Economies of scale
- Operational consolidation
- Higher-margin service mix
- Minority interest consolidation
  - ~\$1.3M incremental EBITDA capture

This represents the **company's financial inflection point**; the transition from building scale to generating sustained earnings expansion.

Run Rate Target: ~\$15M EBITDA at \$600M revenue.

EBITDA growth is expected to outpace revenue growth.



# 1

## Scale That Is Difficult-To-Replicate

The telecommunications and digital distribution platforms are time-intensive, capital-intensive and trust-based industries.

Replicating IQSTEL's platform would require:

- 3–5 years of execution
- Significant capital
- Regulatory approvals across jurisdictions
- Telecom credit establishment
- Settlement performance history
- Deep operator integrations

The longer the platform operates, the stronger its network effect.

This creates structural defensibility.

## 2

## Strategic Acquisitions

Two targeted acquisitions designed to accelerating the path to \$600M Revenue

- Increase revenue beyond \$500M
- Expand geographic footprint
- Enhance digital capabilities
- Accelerate EBITDA toward ~\$15M

Capital allocation principles:

- EBITDA accretive
- Defined return thresholds
- Immediate integration potential
- Platform cross-sell leverage

Growth is pursued for earnings expansion, not optics.





### 3

## High-Margin AI & Cybersecurity Upside

In parallel with scaling telecom, IQSTEL is expanding into AI-enabled telecom solutions and cybersecurity services. These new capabilities are being introduced through our existing customer base, where we already conduct millions of dollars in annual business. Our customers trust our platform and operational reliability, allowing us to expand from connectivity into higher-value technology solutions.

Projected impact:

- 7-digit revenue by 2027
- ~30% Gross Margin

Improving earnings quality without requiring proportional revenue growth.

# 4

## Minority Interest Consolidation

IQSTEL is acquiring remaining 49% stakes in key subsidiaries.

Projected impact:

- 2025 EBITDA: ~\$2.7M
- 2026 organic growth: ~\$1.3M
- Post-consolidation attributable EBITDA: ~\$4M



Approach



## Value Re-Rating Opportunity

Companies in our sector typically trade between **10x and 20x EBITDA**.

### **Current Organic Expansion (Post-Consolidation)** (Expected Q2-2026)

- EBITDA: ~\$4M
- Implied Valuation: **\$40M – \$80M**

### **Next Strategic Acquisition** (Expected Q3-2026)

- EBITDA Run Rate: **~\$9M**
- Implied Valuation: **\$90M – \$180M**

### **Second Strategic Acquisition** (Expected Q4-2026)

- EBITDA Run Rate: **~\$15M**
- Implied Valuation: **\$150M – \$300M**

The re-rating opportunity is supported by **EBITDA growth, margin improvement, increased institutional ownership, improved liquidity, and execution credibility.**

# 1

## Capital Allocation Discipline

To execute this plan, we anticipate raising approximately \$20 million over the next 12 months.

Capital will be deployed towards:

- Minority consolidation: \$3.2 Million
- Strategic acquisitions: \$12.3 Million
- Scaling AI and cybersecurity services: \$1.9 Million
- Supporting working capital needs: \$2.5 Million

The objective is not growth for growth's sake, it is EBITDA growth per dollar invested.

Over the next 24 months, we are targeting:

- Revenue above \$500 million
- EBITDA approaching \$15 million
- Expanded institutional ownership
- Broader analyst coverage
- Improved trading liquidity
- Re-rating toward sector multiples

This positions IQSTEL not as a speculative telecom operator, but as a scalable global telecom-tech platform.

2

Institutional Upgrade  
Path

### 3

## Risk Management and Stability

IQSTEL benefits from a clean capital structure, stable governance, NASDAQ listing achieved on merit, geographic diversification, and long-standing telecom credit relationships.

These elements reduce structural risk during expansion.

## Strategic Optionality and Acquisition Potential

As IQSTEL gains scale and EBITDA traction, the strategic value of its commercial platform increases.

Many technology and telecommunications companies seek access to established global telecom distribution networks to accelerate time-to-market for their products and services.





IQSTEL provides immediate access to more than **600 operator relationships**. For a large, well-capitalized corporation, acquiring IQSTEL could represent a faster and more efficient path to market compared to building similar infrastructure internally.

**This creates strategic acquisition optionality in addition to standalone financial growth.**

# Connect with our founders.



Scan the QR code to explore  
investment opportunities



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