



(NASDAQ: IQST)

FY 2025 Earnings Call

investors@iqstel.com

*Q4 & Full Year 2025
Results
April 7, 2026*



www.iqstel.com

FY 2025 Financial Highlights

IQSTEL delivered record revenue and continued margin expansion in FY 2025, driven by disciplined execution across all business lines.

In **FY25**, we achieved:

\$316.9

million in revenue



IN ADJUSTED
EBITDA



IN TOTAL
ASSETS



YEAR-OVER-YEAR
GROWTH



IN NET STOCKHOLDER
EQUITY

Operational Highlights

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- SMS volume: 17.4 billion messages (+25% YOY)
- Gross margin improved to 3.46% (up 26% YOY)
- 600+ global telecom operator relationships
- 2.3 billion end-users reachable through customers
- Operations across 21 countries
- Clean capital structure: no convertible notes, no warrants



TELECOM AI

AI-enhanced telecom services and proprietary white-label solutions. Market estimated at \$200B with 35-40% CAGR.



CYBERSECURITY

Next-generation cybersecurity solutions deployed through our existing B2B telecom relationships. High-margin, recurring revenue model.



DIGITAL HEALTH

Multi-billion-dollar opportunity serving aging populations via our telecom distribution. Even <1% penetration of 2.3B users = transformational revenue.

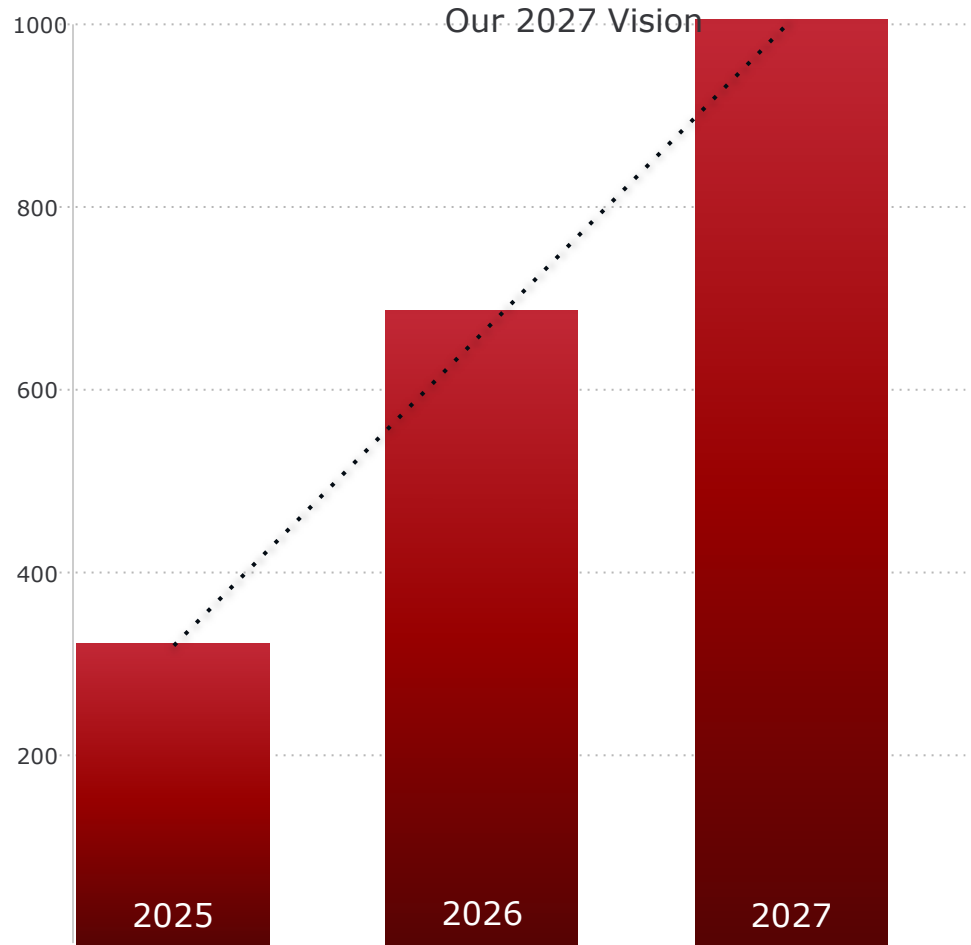
High-Margin Growth Strategy

Leveraging our global telecom platform of 600+ operators and 2.3 billion reachable users to deploy high-margin services across three key verticals.

Platform Advantage

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

Revenue path: \$316.9M (FY2025) → \$400M run rate → \$1B by 2027



Digital Health — A New Vertical

IQSTEL is entering the digital health market, a multi-billion-dollar global opportunity driven by aging populations, rising healthcare costs, and the shift toward remote care. Our global telecom platform gives us a unique distribution advantage.

\$2.3B

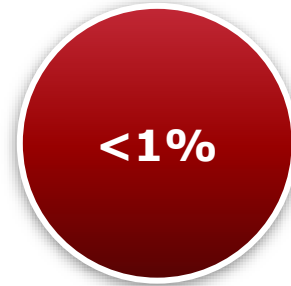
reachable users through our
telecom platform



GLOBAL MARKET
SIZE



ANNUAL
CAGR



PENETRATION FOR
MAJOR OPPORTUNITY



FINTECH DIV.
FY 2025 REVENUE



(NASDAQ: IQST)

Thank you

*Leandro Iglesias
President & CEO*

*Alvaro Quintana
CFO & Director*

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