



A NASDAQ-listed B2B Telecom & Digital Distribution Platform

Positioned for EBITDA expansion through high-margin digital services, built on relationships with 600 of the world's largest telecom operators

Investor presentation, October 2026

NASDAQ: IQST

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Investment highlights

\$450M

Revenue run rate, July 2026

\$2.7M+

Adjusted EBITDA, Telecom + Digital Services

600

Of the largest telecom operators are customers

2.3B

End users reached through our customers

24

Countries served across 4 continents

12.5%

Share of revenue from IQSTEL Digital

Clean capital structure: no convertible notes and no warrants.

Source: IQSTEL Official Investors Landing Page, updated September 2026.

The platform

Distribution rails built with 600 telecom operators since 2008

The distribution infrastructure for digital innovation is already built



B2B relationships

Long-standing ties with tier-1 operators in every major region



Technical integration

Live links to operator networks, signaling stacks and carrier-grade systems



Billing connectivity

Embedded in customer billing and settlement workflows, end to end



Credit relations

Commercial credit lines earned over years of high-volume trade



B2B sales expertise

Institutional know-how in selling complex services worldwide



Distribution reach

Access to about 2.3 billion end users through customer networks

Two engines, one platform: wholesale telecom built the reach, digital services monetize it

FOUNDATION **IQSTEL Telecom**

- International voice
- SMS / A2P messaging
- International fiber-optic
- Contact center solutions
- Connectivity solutions

Wholesale margin, global operator reach

Qxtel, Etelix, SwissLink, QGlobal SMS, Whisl, SmartBiz, IoT Labs

MONETIZATION **IQSTEL Digital**

- Digital content
- Fintech
- AI telecom services
- Cybersecurity

Premium margin, 12.5% of revenue today

GlobeTopper, IQSTEL Digital, Reality Border, Cycurion (partner)

Our customers are 600 of the largest telecom operators, reaching 2.3 billion end users

verizon



T Mobile



Digicel



natcom



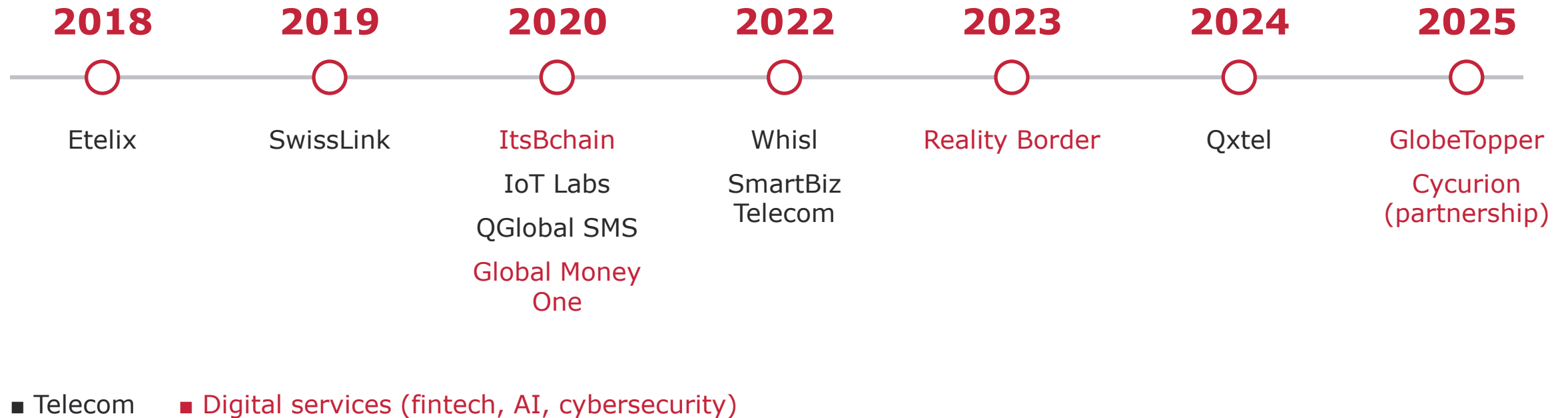
PCCW Global



ooredoo



12 M&A transactions since 2018 added fintech, AI and cybersecurity to the telecom core

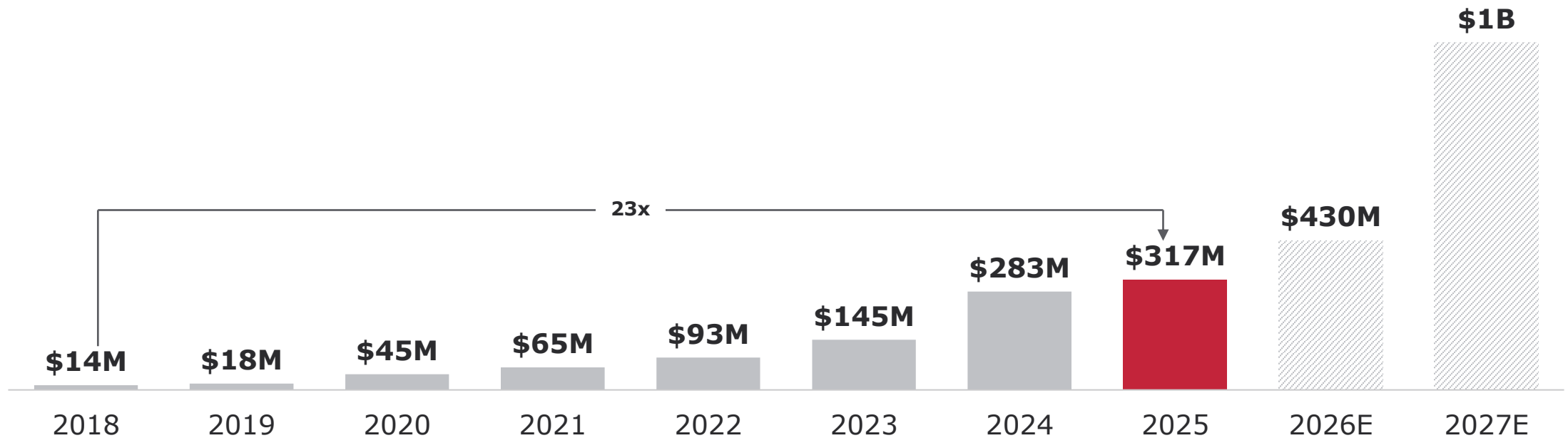


Performance

Revenue, traffic and per-share value

Revenue grew 23x from 2018 to 2025, and management targets \$1B in 2027

Annual revenue



2026E and 2027E are management forecasts. Source: IQSTEL investor presentation (April 2026) and Official Investors Landing Page (September 2026).

17.4 billion messages and 4.5 billion minutes give IQSTEL a base to sell higher-margin services into

17.4B

SMS messages carried

4.5B

Voice minutes carried

\$4.8M

Gross profit

Strategy: from telecom provider to multi-vertical technology platform

01

Monetize the global customer base

02

Expand high-margin service offerings

03

Increase ARPU across all divisions

04

Drive EBITDA and net income growth

Source: IQSTEL Official Investors Landing Page, Operational Performance, updated September 2026.

First-half revenue of \$207M equals \$20.59 per share, or \$41.18 annualized

Metric	Total	Per share
Revenue, first half	\$207.0M	\$20.59
Revenue, annualized	\$414.0M	\$41.18
Assets	\$48.2M	\$4.79
Stockholders' equity	\$17.2M	\$1.71

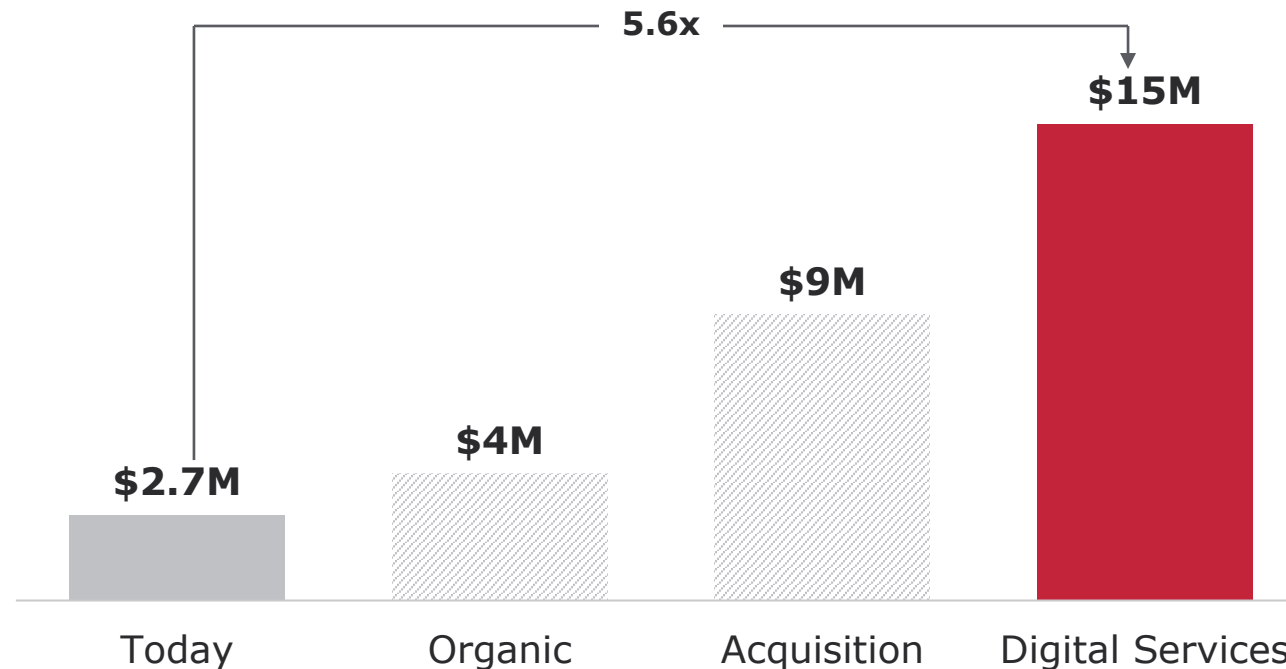
Annualized revenue is first-half revenue times two. Source: IQSTEL Official Investors Landing Page, Key per Share Metrics, updated September 2026.

Next phase: EBITDA expansion

Monetizing the platform with high-margin services

Organic growth, one acquisition and Digital Services development target a \$15M EBITDA run rate, up from \$2.7M today

Adjusted EBITDA run rate by milestone



High-margin growth drivers

- Digital content
- Fintech scaling
- Artificial intelligence
- Cybersecurity services

Sector peers typically trade at 10x to 20x EBITDA.

Milestones are management targets. Source: IQSTEL investor presentation (April 2026) and Official Investors Landing Page (September 2026).

A clean capital structure, held by institutions including Vanguard, UBS and State Street

Capital structure discipline

No convertible notes

No dilution from note conversions

No warrants

No overhang from outstanding warrants

Shareholder alignment

Management focused on per-share value

Financial discipline

Expansion funded by an EBITDA-positive base

Institutional holders

Vanguard Group

UBS Group

State Street

Citigroup

Wells Fargo

Northern Trust

Geode Capital

Virtu Financial

StoneX Group

Tower Research

CIBC Private Wealth

Osaic Holdings

Source: NASDAQ institutional holdings data, as listed on the IQSTEL Official Investors Landing Page, September 2026.

Recent milestones and revenue trajectory

\$450M

Annualized run rate on
\$37.5M July net revenue ·
Sep 22

\$6

Per-share valuation in Edison's
initiation of coverage · Oct 1

93M

Subscribers at seven mobile
operators approached for
microdramas · Oct 8

\$207M

Revenue, first half 2026

\$430M

Revenue forecast, 2026

\$1B

Revenue target, 2027

Revenue trajectory: the 2026 forecast and 2027 target are management estimates.

Source: IQSTEL press releases (September–October 2026) and Official Investors Landing Page.



We didn't set out to build another telecom. We built the distribution rails for the next decade of digital innovation – and we own every inch of them.

Leandro Iglesias

President & CEO, IQSTEL Inc.



Connect with our founders and IR team

NASDAQ: IQST | Official Investors Landing Page: www.landingpage.iqstel.com

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