



**C-SUITE**  
—EXECUTIVE SUMMIT—

**Hosted By**  
**Maj Soueidan**

**Featuring**  
**KonaTel, Inc.**  
**(OTC:KTEL)**

December 3, 2022  
Jacaranda Golf Club



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KonaTel C-Suite Executive Summit  
December 2022

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# KonaTel, Inc. Safe Harbor

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# Agenda

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**01**

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9 am  
Meet & Greet  
Driving Range

**02**

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10 am  
Breakfast at  
19th hole

**03**

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10:15 am  
KTEL Fireside  
Chat

**04**

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11:45  
T Time

**05**

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Lunch Pick up at  
9th Hole

**06**

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**De-Brief Session**

7:00 PM at Timpano Las Olas  
450 E Las Olas Boulevard  
Ft. Lauderdale, FL 33319

# The Konatel Team

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Headquartered in Dallas, TX, KonaTel was formed in 2014 as a Mobile Virtual Network Operator (MVNO) with a charter to provide cellular service to small and medium size businesses.

Today, KonaTel operates as a national telecommunications carrier with multiple subsidiaries providing innovative communication solutions across diverse market segments.

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## D. Sean McEwen, Chairman/CEO KonaTel

- Founded KonaTel 2014 with 37 years general business and software development experience.
  - International consulting from 2010 to 2013 with various telecommunication carriers in the USA, Peru, Croatia, Serbia and China.
  - Co-founded TriTech Software Systems, CEO 1983 - 2000, developed modern day 9-1-1 system, successful exit 2006 to Westview Capital Partners.
- 

## Chuck Griffin, President/COO KonaTel

- Co-Founder and CEO of Impact Telecom / Lingo, grew to \$300 million annual revenue, successful exit in 2020 to B. Riley Investments.
  - M&A - 14 telecommunication acquisitions including Excel, Matrix, AmericaTel, Startec, Vancouver Telecom, Touch 1, TNCI and PacWest.
  - Leadership positions in multiple telecommunications companies including ICG, Idigi Wireless, @Link Networks and iPath Communications.
- 

## Josh Ploude, CEO Apeiron Systems

- Founded Apeiron in 2014 with 18 years telecommunications network and software development experience.
  - CTO for TNCI, national CLEC and IP Service provider (~\$100M annual) and PCS1/DataVo regional CLEC & IP Network provider.
  - Founded Ethos Communications in 2006, successful exit, next-gen network, OSS/BSS, software & business dev for CLECs, ISPs, and ITSPs.
- 

## Jason Welch, President Infiniti Mobile

- 30+ years of telecommunications industry experience holding various VP/EVP/EVP positions at carriers including MagicJack, Frontier Communications, Global Crossing, Telco Group, KDDI Global, XO Communications, and Impact Telecom / Lingo.
  - Prior to assuming Presidency of Infiniti Mobile, COO of 46 Labs.
- 

## Todd Murcer, EVP Finance & Secretary KonaTel

- Former EVP Finance, FP&A and Treasury at Impact Telecom / Lingo.
- 20+ years of telecommunications finance experience at various carriers including Matrix Telecom (\$10 to \$400 million annual revenue).
- Managed finance team at Impact Telecom / Lingo through 14 successful telecommunications & Software as a Service (SaaS) acquisitions.

# KonaTel At A Glance

KonaTel provides a variety of retail and wholesale telecommunications services including mobile voice/text/data service supported by national U.S. mobile networks, mobile numbers, SMS/MMS services, IoT mobile data service, and a range of hosted cloud services.

KonaTel's subsidiary, Apeiron Systems ([www.apeiron.io](http://www.apeiron.io)), is a global cloud communications service provider employing a dynamic "as a service" (CPaaS/UCaaS/CCaaS/PaaS) platform. Apeiron provides voice, messaging, SD-WAN, and platform services using its national cloud network. All Apeiron's services can be accessed through legacy interfaces and rich communications APIs.

KonaTel's other subsidiary, Infiniti Mobile ([www.infinitimobile.com](http://www.infinitimobile.com)), is an FCC authorized wireless Lifeline carrier with an FCC approved wireless Lifeline Compliance Plan, authorized to provide government subsidized cellular service to low-income American families. KonaTel is headquartered in Plano, Texas.

## KTEL Key Stats Summary

Price/Share: \$1.20

Market Cap: \$50.66M

Cash: \$2.2M

LT Debt: \$3M

Current Portion of LT Debt: \$3M

Enterprise Value: \$53.66M

Book Value per share: \$ 0.01

Insider Ownership: 64.43%

Trailing 12 Months (Src: Sentieo):

Revenue: \$19.15M

Gross Margin: 15.5%

EBITDA Margin: -16.2%

EBITDA: \$-2.22M

EPS: -0.02 (adjusted)

EV/EBITDA: -23.09x

P/E: NA

Full-Time Employees: 41 (last 10Q)

## Revenue

	2018	2019	2020	2021	2022
Q1	2.4m	2.6m	2.0m	2.4m	4.2m
		10.3%	-25.9%	22.2%	76.7%
Q2	2.7m	2.3m	2.3m	2.9m	5.1m
		-17.4%	-0.4%	29.1%	75.8%
Q3	2.5m	2.3m	2.5m	3.6m	5.9m
		-4.3%	7.7%	43.0%	62.8%
Q4	1.8m	1.9m	2.6m	3.9m	
		5.3%	36.3%	49.6%	
FY	9.4m	9.2m	9.4m	12.8m	
		-2.6%	2.0%	37.1%	

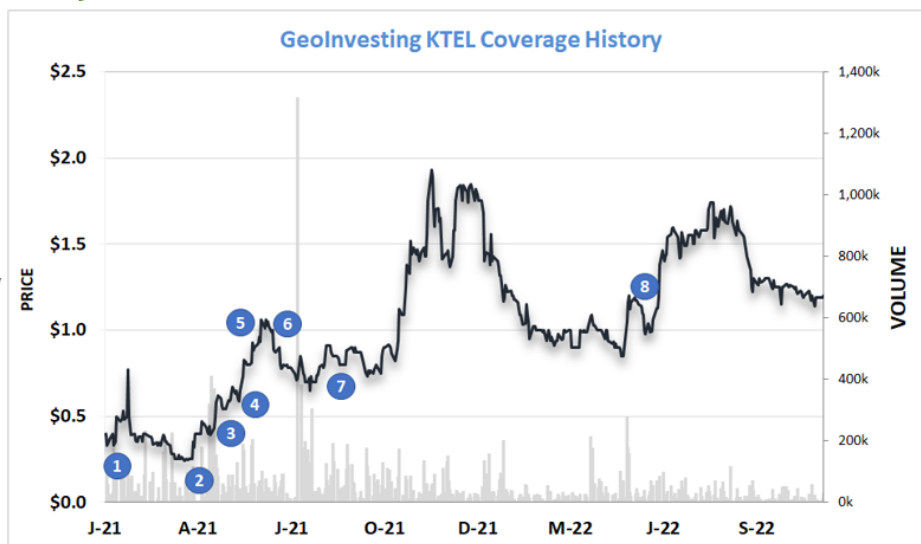
## EPS

EPS (USD)	31-12-2018	31-12-2019	31-12-2020	31-12-2021	31-12-2022
Q1 Mar	-0.04	-0.01	0.00	0.00	0.01
Q2 Jun	-0.02	-0.01	0.00	0.01	-0.03
Q3 Sep	0.00	0.00	0.00	0.02	-0.03
Q4 Dec	0.02	-0.02	0.01	0.01	
FY	-0.04	-0.04	0.01	0.04	



# KTEL Coverage Highlights

- 1/15/2021** - GeoInvesting begins coverage at \$0.50 based on bullish interview with management.
- 3/30/2021** - GeoInvesting published bullish thesis.
- 4/14/2021** - Temporary EBB program significantly increases subsidy rates for Infinity Mobile (IM).
- 5/11/2021** - We noticed IM was up for CA Lifeline License at an upcoming public utilities meeting.
- 6/4/2021** - IM was awarded a Lifeline License from CA, which easily has the highest number of eligible customers of any state.



- 6/12/2021** - KTEL 8K reveals that dilution as part of the Apeiron acquisition will cease to be a risk due to the stock price having met certain criteria.
- 8/12/2021** - New U.S. proposed infrastructure bill includes a \$14.2 billion Affordable Connectivity Fund which could benefit IM through higher subsidy rates for years to come.
- 6/4/2022** - Through a talk with management, we get more color on aspects of a financing intended to more quickly ramp up the company's business plan and revenue generation for the remainder of 2022 and into 2023.

## Other Key Dates:

*December 18, 2017 - Company becomes public through reverse merger*

*February 7, 2018 - Acquired Infiniti Mobile*

*December 31, 2018 - Acquired Apeiron Systems*

## KTEL Key Milestones

Q4 2014 - KonaTel Started

Q4 2017 - Went public to establish a platform for accretive telecom acquisitions

Q4 2018 - Acquired Apeiron Systems

Q1 2019 - FCC approval to acquire Infiniti Mobile (3-year process including FCC approval)

Q4 2019 - Cash Flow Positive

Q3 2020 - Cleared over \$1M of outstanding debts from cash flow

Q4 2020 - Fully integrated first two acquisitions (2-year process)

Q4 2020 - Uplisted from OTC-Pink to OTC-QB

Q2 2021 - Launched Apeiron agent program

Q2 2021 - Infiniti Mobile approved for FCC's Emergency Broadband Benefit (EBB) program

Q2 2021 - Infiniti Mobile approved by California Public Utilities Commission for California Lifeline distribution

Q4 2021 - Year ended 2021 with 38% increase in revenue over prior year and a doubling of net income

Q1 2022 - Infiniti Mobile approved for FCC's Affordable Connectivity Program (ACP).

Q2 2022 - Start of nationwide Lifeline and ACP Mobile Service expansion

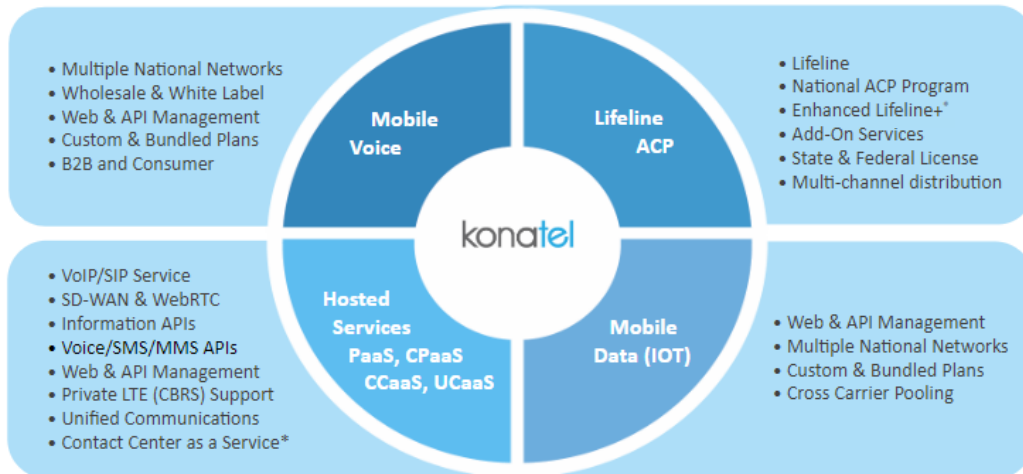
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**294%** *Peak Return since KTEL was added to GeoInvestings Select Long Model Portfolio on January 15, 2021. (Current return of ~140%)*

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# KonaTel Technical Overview

## Service Matrix (Current and Planned\*)



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Lifeline+\* is a registered trademark of IM Telecom d/b/a Infiniti Mobile

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## Highlights

KonaTel provides various communications services including mobile voice/data (4G/5G), cloud communications, messaging, and government subsidized mobile services through its subsidiaries Apeiron Systems and Infiniti Mobile.

### Apeiron Systems (CCsP and Mobile)

- A CCsP (Cloud Communications Service Provider with a national CPaaS (Communications Platform as a Service) network.
- Core software infrastructure and national network developed and owned by Apeiron.
- Owning our software source code allows for rapid scaling, fine tuning, and new development of unique services.
- Diverse service portfolio including IP voice, termination & origination, SMS/MMS, LTE mobile data, and other services.

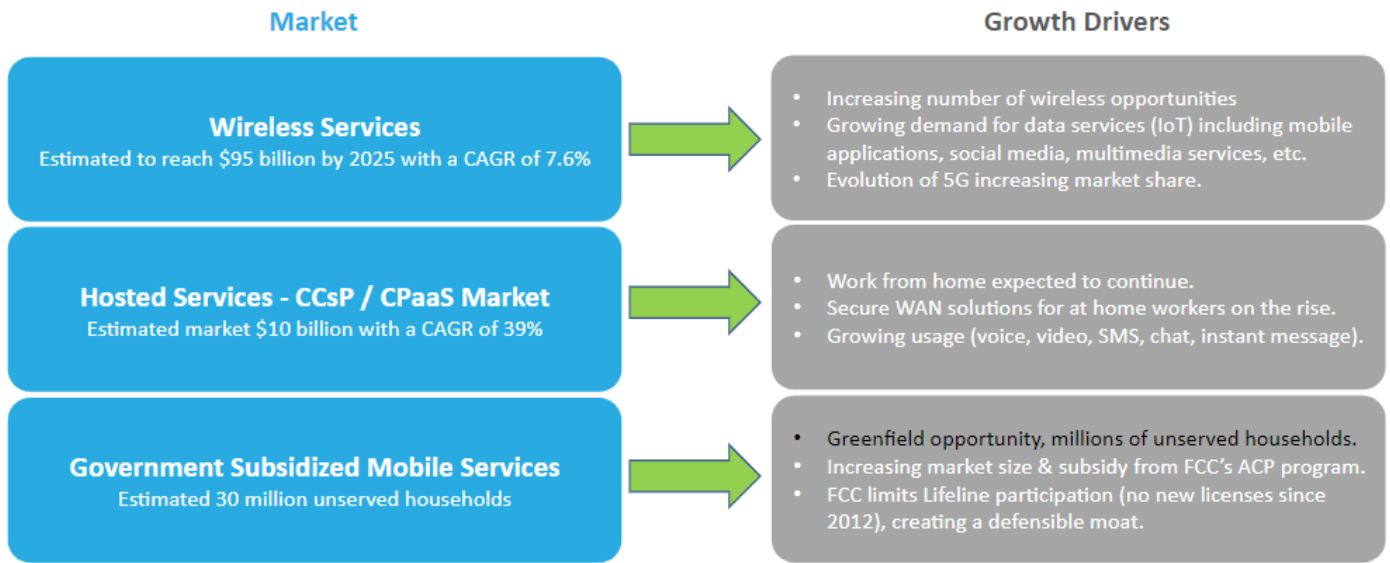
### Infiniti Mobile (licensed FCC Lifeline and ACP carrier)

- One of 12 active national FCC approved Lifeline wireless reseller license holders.
- Lifeline - Currently authorized in 9 states, expanding into additional states.
- ACP (Affordable Connectivity Program) - FCC authorized in 50 states plus DC & PR.
- Defensive sector, resistant to economic downturn.
- Infiniti Mobile leverages Apeiron's cloud network.

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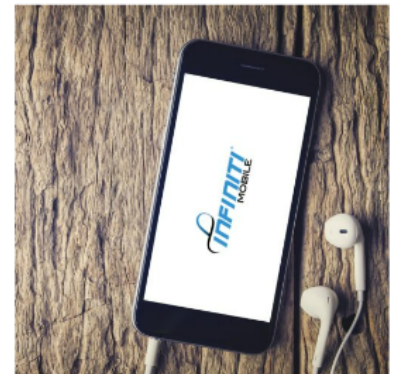
# Markets Served by and



## Mobile Services - Government Programs Lifeline & ACP



- Lifeline provides subsidized phone service for qualified low-income households.
- ACP (Affordable Connectivity Program) provides subsidized high-speed mobile data service for qualified low-income households.
- Established in 1985, Lifeline funded by USF fees collected from U.S. phone bills.
- ACP funded \$14B under 2021 Infrastructure Investment & Jobs Act.
- No new FCC wireless Lifeline Compliance Plan (license) approvals since 2012. Infiniti Mobile positioned to expand into additional states.
- Infiniti Mobile holds one of only 12 active FCC approved national wireless Lifeline compliance plans (license), creating a durable barrier to entry.
- Predictable free cash flow & non-linear growth curve for the foreseeable future.
- Revenue resistant to economic downturn (validated during COVID-19 pandemic).





## Mobile Services - Monthly Government Subsidies

### **Lifeline + ACP subsidy (cell phone service) limited to ETCs (Eligible Telecommunication Carrier) with a Lifeline license**

- FCC subsidy for all states (except CA, MD, and KY) - \$39.25
- FCC plus certain state Lifeline subsidies – CA: \$25.48, MD: \$54.25, KY: \$45.25
- FCC subsidy for recipients residing on tribal land (except CA) - \$109.25
- Other - CA provides a one-time \$39 phone reimbursement (two per recipient per year)

### **ACP only subsidy (wireless tablet service)**

- FCC subsidy for all states (except tribal lands) - \$30
- FCC subsidy for recipients residing on tribal lands - \$75
- Other - FCC provides a one-time, up to \$100, tablet reimbursement (one per recipient for life)

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## Mobile Services – Expansion Plans/Options



- Currently Lifeline licensed in CA, GA, KY, MD, NV, OK, SC, VT, and WI, expanding states through our FCC national license.
- Currently ACP licensed in 50 states plus DC and PR.
- Upsell additional products/services to existing customer base to reduce churn and increase ARPU (average revenue per user).
- Synergistic Leverage of Apeiron Services to lower network costs.
- Lifeline+® user copay service with enhanced data & smart phone capability and additive household services.



Lifeline+® is a registered trademark of Infiniti Mobile

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## Hosted Services - Dynamic & Defensible Model



- Carrier-grade network, built by Apeiron, processing millions of transactions per month.
- FCC licensed ITSP with multiple Autonomous System Numbers (ASNs) enabling direct allocation of U.S. phone numbers, international phone numbers, and IP address resources.
- Delivering private voice and IP service with guaranteed (contract) levels of service (SLAs) and Over the Top (OTT) support including mobile 4G and 5G endpoints.
- Multi-region and auto-scaling private cloud supports varying workloads and growth rates.
- Apeiron's middleware and APIs provide single-point customer connection to a variety of national and international paths (landline, mobile voice/data, messaging, and data dip services).
- In-house developed network and management systems integrated into the Apeiron core; critical for real-time monitoring of profitable voice/data/messaging services.

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## Hosted Services - Summary



### Customer Engagement

- Voice Termination/Origination and Phone Numbering Services - VoIP, cellular & legacy voice services providing dial tone and U.S. phone numbers, including phone numbers from over 70 countries.
- SMS/MMS (texting) Services - Messaging APIs with robust marketing and broadcast feature sets for long & short codes.

### Network

- Public and Private IP network services - Multi-access IP network solutions via fiber, broadband, LTE, and CBRS delivering dedicated internet access and MPLS network services from the Apeiron core, including guaranteed levels of service (SLAs).
- Software-Defined WAN (SD-WAN) - SD-WAN applications delivered with Apeiron IP services or as a standalone solution.
- Internet of Things (IoT) - IoT optimized connectivity & enablement solutions across all three U.S. national wireless carriers.

### Platform (Apeiron's Secure Private Cloud)

- Cloud IVR & Queues - Inbound applications for IVR, Queueing, Voicemail & Fax hosted solutions.
- Voice Platforms as a Service (VPaaS) - Platform support for PBXs, Dialers, Session Border Controllers and Route Servers with full API support.
- Information Dip Services - LNP, CNAM, DNC (Do Not Call) Verification, Routing & Reputation/SPAM.

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## Hosted Services - Strengths & Sales



### Strengths

- Internally developed technologies (owning our software source code) enables faster development cycles, solution fine tuning, and new/innovative product development.
- Network service differentiation with options for enterprise and SMB customers.
- Facilities-based network enables Apeiron to provide quality guarantees (SLAs – contracted service level agreements) and extend Apeiron’s network “to the edge”.
- Services and customer alignment integrates well with independent sales agent channels.
- Wireless strategy & “Cloud to the Edge” will lead into the 5G future.

### Sales Initiatives

- Shifting from an engineering culture to a sales/marketing culture.
- Deployment of independent agent support systems for enterprise, SMB, and high-volume customer sales.
- Web SEO direct sales for app developers and SMB.

## Hosted Services - Diverse Product Suite



### Voice & Messaging

- Global SIP & WebRTC voice services
- SMS & MMS with messaging feature suite
- Feature Server & Programmable Voice API with Visual Development Tools (Workflow)

### Platform as a Service (PaaS)

- Smartphone Apps for mobile access
- Bot Framework for collaboration platforms including Slack, WebEx & MS Teams
- Hosted Voice Platforms on Apeiron Cloud

### Mobility

- B2B Mobile Voice & Data
- IoT application & gateway services
- Public & Private IP network services via 4G/LTE with a 5G strategy
- Private LTE (CBRS) network support

### Network Services

- Domestic SD-WAN, MPLS, & Internet Footprint
- LTE Network Services with API controls
- Mobile Network Communications strategy via data channel

## Summary (Apeiron Systems and Infiniti Mobile)

### Growth

- Communications industry (CCsP & CPaaS) growing rapidly.
- Apeiron shifting from an engineering culture to a sales/marketing culture.
- Lifeline and ACP Expansion across United States.
- Unsaturated Lifeline/ACP market of about 30 million unserved households.

### Margins

- Apeiron and Infiniti Mobile healthy gross margins of about 35% and 45% respectively.

### Sustainability / Barriers to Entry

- Apeiron's proven Cloud Communications Service Platform a differentiating factor.
- No new FCC Lifeline licenses granted since 2012.

### Acquisitive

- Fragmented market (CPaaS, UCaaS, VoIP) a candidate for strategic M&A.
- Clean capital structure for potential expansion through acquisitions with common stock.

# Other Information

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Included in the product is a chatroom where we include additions and deletions for the "Active Portfolio," as well as CliffsNotes on the stocks we are researching and video/audio collaboration among team members for full transparency into the research process.

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# Notes

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