



Dear Valued Stakeholders,

As I reflect on Asiatel's remarkable journey, I am filled with immense pride and gratitude. Our story began in 2006, when we entered the Philippines as a captive BPO to support our telecom operations. What initially started as a sales unit gradually evolved into a comprehensive extension office, covering sales, customer service, collections, accounts and finance, IT support, network operations center (NOC), and overall marketing. Recognizing the Philippines' potential as a global BPO hub, we identified an opportunity to diversify into the outsourcing industry.

A decade later, we took a significant step by venturing into the outsourcing business—an adjacent opportunity to share our expertise with third-party clients across the globe. Our aim was straightforward yet ambitious: to act as an extension of our clients' businesses, rather than merely serving as a vendor. None of this success would have been possible without the unwavering dedication of our people. Our employees, many of whom have been with us for over a decade, are the backbone of our achievements. Their loyalty, hard work, and commitment to excellence have shaped Asiatel into the organization it is today. To our teams in the Philippines and beyond, I extend my deepest gratitude.

Today, Asiatel stands at a pivotal moment in its history. With our transition from a private enterprise to a publicly listed company, we embark on a new era of growth and opportunity. This milestone not only underscores the strength of our business model and financial performance but also positions us to deliver even greater value to our clients, employees, and shareholders.

To our new shareholders, I extend a heartfelt welcome to the Asiatel family. I want to express my sincere appreciation in your trust and confidence in our vision. We are acutely aware of the responsibility that comes with this trust, and we remain steadfast in our commitment to transparency, discipline, and a relentless pursuit of long-term shareholder value.

As we look ahead, our strategy is clear:

- **Accelerate Global Expansion:** Establish a North American sales office as well as pursue targeted acquisitions of niche BPO firms in our region.
- **Develop Niche Solutions:** Focus on innovative products and solutions that address specific challenges while deepening our presence in key business segments.
- **Leverage Artificial Intelligence:** Via our strategic Partnership with fileAI enhance automation, efficiency, and service innovation across high-value verticals such as fintech, insurance, and back-office operations.

- **Enhance Investor Engagement:** With the launch of a dedicated Investor Relations division, ensure transparent communication and foster long-term value creation for all stakeholders.

The future of Asiatel is bright. With a solid foundation, proven leadership, and a clear vision, we are well-positioned to scale our operations, enter new markets, and lead the evolution of next-generation outsourcing solutions.

On behalf of the Board and our leadership team, I thank you for your continued trust and support. Together, we will write the next chapter of Asiatel's growth—one defined by innovation, opportunity, and shared success.

Yours faithfully,

DocuSigned by:  
*Shafi Aboobaker*  
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**Shafi Aboobaker**  
*Chairman&Director*  
*Asiatel Outsourcing Ltd.*