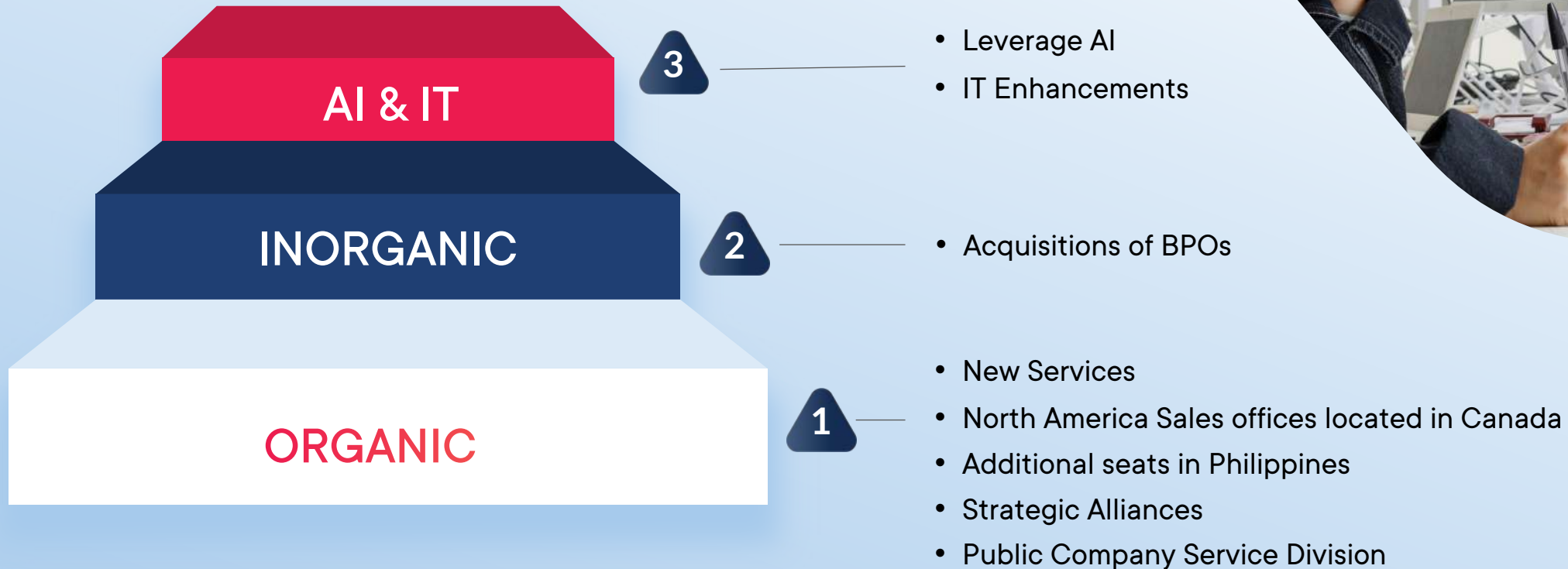




# STRATEGIC GROWTH PLAN



# Strategic Growth Plans – Building Blocks



# 1 Organic

## STRATEGIC GROWTH INITIATIVES

Asiatel's Strategic Growth Plan leverages five core pillars to expand market presence, scale operations, diversify services, and capture high-growth opportunities—driving sustainable revenue, stronger margins, and long-term shareholder value.

### **A. Establish Asiatel Outsourcing's Presence in the North American Market**

Launch a Canadian sales office to penetrate U.S. and Canadian markets, securing new contracts and diversifying revenue streams.

### **B. Expanding Tactical Presence in the Philippines**

Grow operational capacity, workforce, and infrastructure to meet increasing client demand.

### **C. Enhancing Business Reach and BPO Functionality**

Broaden service offerings and capabilities to attract a wider client base and deliver greater value.

### **D. Strategic Alliances & Niche Service**

Form partnerships and develop specialized services to access new markets and higher-margin opportunities.

### **E. Public Company Services Division**

Provide investor relations, governance, and back-office solutions for public companies, creating recurring, high-margin revenue.



# A. Establishing Asiatel's Presence in the North American Market

## Objective:

Build a strong foothold in North America to drive rapid client acquisition, diversify revenue streams, and strengthen brand visibility.

## Strategic Advantage:

Establishing a Canadian base provides a trusted, local interface for North American clients while delivering the efficiency and cost advantages of Asiatel's Philippines operations.

## Phase 1 – Penetrate the Canadian Market

### Strategic Locations:

Offices in Vancouver and Toronto—Canada's two largest business hubs.

## Phase 2 – Expand to the U.S.

Systematic marketing and sales rollout targeting high-potential U.S. clients.

### Private Company Services:

- Customer Service
- Bookkeeping & Accounting
- Inbound/Outbound Sales Support
- Technical Support

### Public Company Services:

- Accounting & Bookkeeping
- Investor Relations Programs
- Capital Raise Support Platform
- Compliance & Governance



# A. North American Sales Office

## ASIATEL'S BPO SERVICES FOR PRIVATE COMPANIES

### Objective:

Capture market share in Canada and the U.S. by delivering high-demand, cost-efficient outsourcing solutions tailored to SMEs.

### Strategic Importance:

Recurring, high-margin contracts with SMEs create stable cash flow, while broad service offerings increase customer stickiness and long-term revenue growth potential.

### Our Value Proposition:

Asiatel addresses the operational challenges of SMEs with a broad suite of BPO services—**bookkeeping & accounting, customer service, inbound/outbound sales support, data entry & management, payroll processing, virtual assistant services, social media management, lead generation, and technical support**—all delivered with up to **60% cost savings** versus Canadian staffing.

### Key Client Benefits:

- **Cost Advantage:** Significant savings drive high adoption rates.
- **Operational Focus:** Clients shift resources to growth priorities, boosting retention and recurring revenues.
- **Scalable Workforce:** Rapid scale-up or scale-down without fixed overhead.
- **Multiple Entry Points:** Diverse service lines create cross-sell and upsell opportunities, expanding client lifetime value.

## B. Expanding Tactical Presence in the Philippines

### **Objective:**

Boost capacity to meet growth targets and secure larger, high-margin contracts.

### **Plan:**

Multi-phase investment adding up to 250 seats, with partial funding from operational cash flow.

### **Revenue Impact:**

Direct increase in billable hours and service delivery capacity.

### **Competitive Edge:**

Scale to serve enterprise clients and capture bigger market share.

### **Efficient Growth:**

Leverages Philippines' cost-effective talent and established infrastructure.



## C. Enhancing Business Reach and BPO Functionality

### **Objective:**

Broaden service capabilities and market coverage to drive multi-sector growth.

### **Plan:**

Expand into high-demand verticals—finance, e-commerce, healthcare, and tech—while adding advanced BPO functions.

### **Revenue Impact:**

Increases client lifetime value through diversified services and cross-selling opportunities.

### **Competitive Edge:**

End-to-end solutions that deepen client relationships and improve retention.

### **Scalable Model:**

Flexible service design enables rapid adaptation to evolving client needs.



## D. Strategic Alliances & Niche Service

### **Objective:**

Leverage partnerships and specialized offerings to accelerate market penetration and create new revenue streams.

### **Strategic Importance:**

Technology partnerships and sector expertise strengthen market position, open lucrative markets, and drive faster client acquisition and high-value, recurring revenue.

### **Plan:**

Form alliances with complementary service providers, technology firms, and sector specialists to enhance service depth.

### **Market Reach:**

Access new client bases and niche industries faster through partner networks.


### **Differentiation:**

Offer tailored BPO solutions for high-value sectors—finance, legal, medical, and emerging tech.

### **Revenue Impact:**

Increases deal flow, boosts cross-referrals, and positions Asiatel as the go-to provider for specialized outsourcing.

### **COMPANY UPDATE – STRATEGIC PARTNERSHIP**

Asiatel Outsourcing has formed a strategic alliance with **fileAI** , an AI-powered platform that automates unstructured data processing at scale. This partnership integrates advanced data extraction and organization capabilities into our BPO services, enhancing efficiency, expanding client solutions, and creating new drivers for revenue growth and shareholder value.



## E. Public Company Services Division

### **Objective:**

Create a dedicated division to serve the unique operational, compliance, and investor relations needs of public companies.

### **Strategic Importance:**

By delivering a full suite of public company services under one roof, AsiateL delivers a one-stop partner for public companies, combining investor relations, compliance, governance, financials, and market awareness, setting us apart from single-service competitors,

### **Comprehensive Offerings:**

Investor relations, bookkeeping, accounting, corporate governance support, compliance & governance, as well as a legal package focused on capital raises.

### **Competitive Advantage:**

Leverages AsiateL's existing marketing infrastructure and BPO expertise to deliver high-value, specialized services at a fraction of traditional costs.

### **Client Acquisition:**

Targets both existing public companies and those preparing to go public— capturing long-term, recurring contracts.

### **Revenue Impact:**

High-margin, sticky service relationships that diversify revenue and strengthen AsiateL's market position.



# 2 Inorganic

## ACQUISITION PLAN

## Asiatel's M&A Growth Strategy

Asiatel has developed a targeted M&A strategy to accelerate its footprint across Asia.

The objective is to **strategically diversify Asiatel's service offerings**, expand its language capabilities, and enter new geographic markets—while preserving the operational autonomy and client relationships of each acquired company. This approach ensures seamless integration, minimal disruption, and sustained performance post-acquisition.

Acquisitions will be structured in **two phases**: an initial **51% controlling interest** through share swaps, allowing Asiatel to consolidate revenue and influence operations, followed by a full acquisition after two years. This phased method mitigates risk, aligns incentives, and supports sustained growth.

This strategy represents a **scalable, cost-efficient path to revenue expansion**. By targeting high-value, niche BPOs, Asiatel will strengthen its competitive position, broaden its service portfolio, and build recurring revenue streams across multiple Asian markets—driving long-term shareholder value.



# Acquisition Plan for Niche BPOs

## STRATEGIC OBJECTIVES

1. Acquire niche BPOs with CAD\$1-3 million revenues
2. Retain autonomies of operations
3. Expand service offerings
4. Achieve revenue growth
5. Acquisition primarily via share swaps

## ACQUISITION MODALITIES

1. Consider geographic expansion
2. Consider expanded language base
3. Acquisition in two phases- 51% in 1st phase
4. Operating control stays with the acquired entity
5. Phase 2 acquisition after 2 years
6. Acquisitions will be done through share swap

We have identified BPO's listed in the countries mentioned below and have already built up a rapport with their management.



### Nepal

- Established BPO in Kathmandu since 2015
- 150 seats, major clients: leading ISP, local banks
- Services: Level 1 tech support, KYC, customer support
- Advantage: Lower manpower costs than the Philippines



### China

- Contact center based in Guangzhou, Guangdong Province
- Center offers both Mandarin and Cantonese
- Brings in strong IT expertise
- Leverage English from Philippines office to create trilingual delivery



### Bangladesh

- Dhaka-based since 2011
- Services: Lead Generation, Digital Marketing, SEO, etc.
- Sectors: Government, NGOs, Finance, e-commerce
- Strength: Skilled workforce at lower salary levels



### Singapore

- Specializes in delegate sales for conferences and MICE industry
- Services: Lead generation, appointment setting for B2B
- Focus: Remote Inside Sales and Business Development
- Advantage: Diversity of Service offerings

# 3 Our Strategic Partnership with fileAI

## Supercharging the Growth of Asiatel Outsourcing

**OBJECTIVE:** Building a Next-Gen AI-powered BPO platform.

The strategic partnership with fileAI is designed to elevate Asiatel Outsourcing's market positioning and valuation trajectory.

### About fileAI

- fileAI is the leading AI-native workflow automation platform and the world's only horizontal file processing agent, designed to automate complex, unstructured data workflows at scale.
- Leveraging advanced predictive AI, vision language models (vLMs), and large language models (LLMs), fileAI simplifies data extraction, organization, and enrichment across diverse file types, including PDFs, spreadsheets, emails, and images.

### fileAI Clients

- Trusted by global enterprises such as Toshiba, KFC, DirectAsia, Nippon, BDO, and Daiwa Capital Markets
- fileAI processes over 200 million files annually, significantly enhancing productivity, reducing operational costs, and redefining efficiency for businesses worldwide.
- With support for over 200 languages, fileAI empowers organizations of all sizes to seamlessly transform high-volume, knowledge-intensive processes into accurate, fully automated workflows.

### AI BPO Solutions

- Accounting
- Bookkeeping
- Legal
- Insurance
- Financial Services
- Supply Chain

**Driving operational excellence and scalable value**

# AI Infusion: A Catalyst for Value Creation



## Internal Optimization and Margin Expansion

- Automation of repetitive processes, real-time quality assurance and predictive analytics
- Enhanced staffing and resource allocation efficiencies (LVT/HVT)
- Significant enhancement in margins and efficiency



## Enhanced Client Offerings

- AI-powered customer support, hybrid AI-human agent models
- Advanced sentiment analysis and multilingual chatbot integration
- Unleash a new revenue stream by deploying current superstar products of fileAI in 'Finance & Accounting', 'Insurance Industry' and 'Fintech' space



## Productized AI BPO Solutions

- Launching “AI BPO-as-a-Service” offerings for SME and enterprise clients
- Also target small BPO's globally and offer this powerful technology to them
- Enabling scalable, recurring revenue streams with higher margins

# AI/BPO Initiative: Driving Longterm Shareholder Value

fileAI's proprietary AI engine is being embedded across Asiatel Outsourcing's operations, unlocking a modern, AI-ready BPO model.



## Valuation Uplift Potential

- AI-driven efficiency supports premium TSX-V multiples
- Potential valuation uplift to 6x-8x EV/Revenue with AI-enhanced margins
- FY2026 potential valuation: CAD\$40M to CAD\$60M



## Global Market Expansion

- fileAI's global reach accelerates Asiatel's North America and Asia footprint
- Strategic AI-driven service offerings position Asiatel as a differentiated global BPO



## Investor Relations (IR) Leverage

- Creation of an AI-Powered BPO Transformation case study for investors and clients.
- Strengthens Asiatel's IR narrative post-listing, attracting strategic partners and enterprise clients.