Investor Presentation

JULY 2026

TSXV: ATOI

THE OPPORTUNITY

Scalable Business Process Outsourcing

Asiatel Outsourcing is a Business Process Outsourcing ("BPO") business with long-standing client relationships with a global platform to grow.

Asiatel empowers clients by taking over essential, but resource-draining operations while delivering cost efficiency and responsive support.

2006	**500+**	**20+**	**CAD 8.3M**
Founded; an outsourcing specialist since 2016	Full-time employees	Active client programs across 8 countries	FY2025 revenue (audited, consolidated)

Source: Prospectus dated May 14, 2026 (SEDAR+). Financials presented in Canadian dollars unless noted.

BUSINESS MODEL

Asiatel Revenue Streams

Five flexible delivery models let clients outsource anything from a single role to an entire back office — billed on fee-for-service, per-seat or per-employee terms.

BPO / Outsourcing

End-to-end, KPI-driven delivery of a client function — customer support, sales, IT, finance & accounting.

Employer of Record

Asiatel Outsourcing legally employs Philippine talent and handles payroll, statutory compliance & HR; the client directs the work.

Remote Staffing

Dedicated teams working exclusively for one client from Asiatel's facilities under a managed-operations model.

Seat Leasing

Fully-equipped, ready-to-use workstations and co-working space for BPO operators without the capex.

Shared & Niche Services

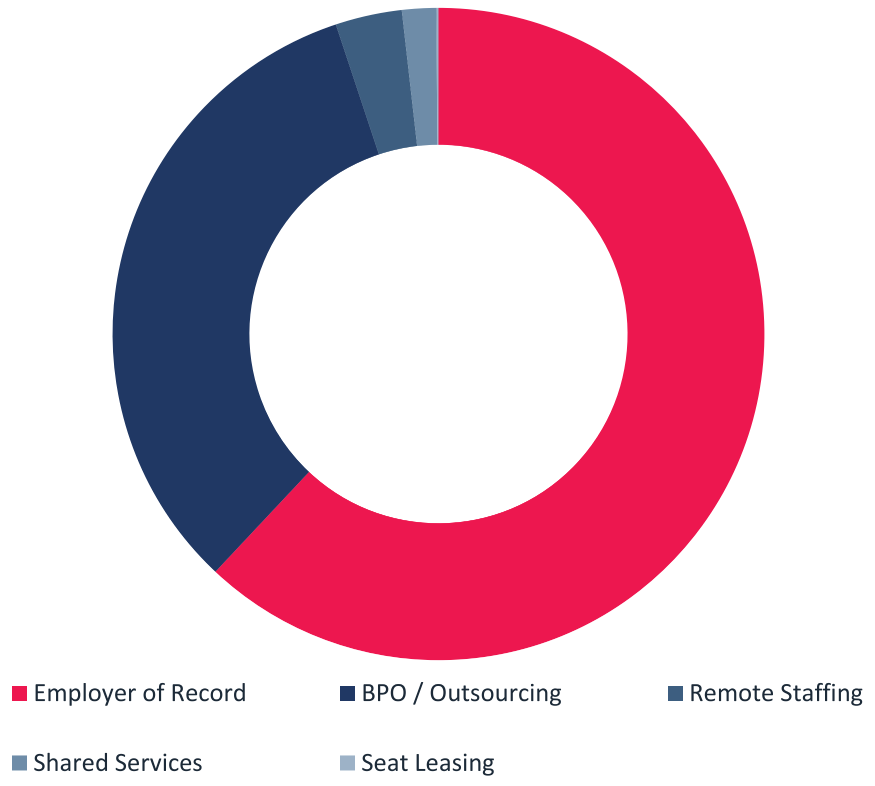
On-demand access to specialized services such as accounting, design, web development, digital marketing on retainer or pay-as-you-use.

Most services convert a client's fixed costs into variable costs — the core of Asiatel Outsourcing’s pitch to startups and SMEs.

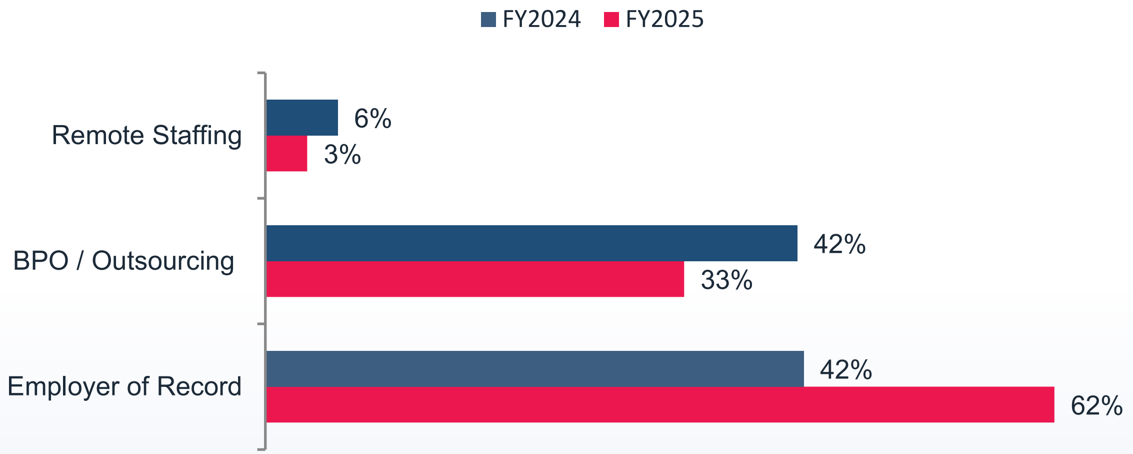
REVENUE MIX

Growth Drivers

FY2025 Revenue by Service Line



Significant Growth in Employer-of-Record Service Line



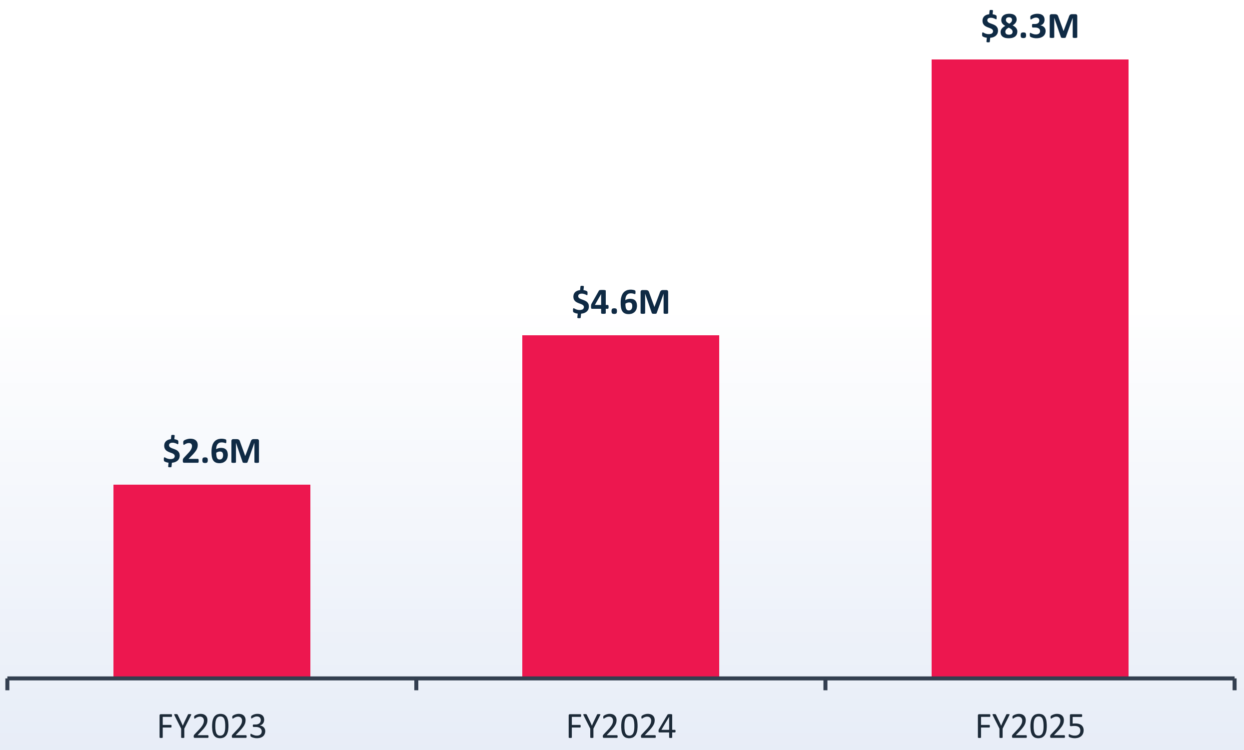
Why it matters: EOR is a stickier, highly scalable pass-through staffing model, but lower-margin, because salary cost is billed through to the client. It explains both the rapid revenue growth and the margin compression on the next pages.

Source: Asiatel MD&A, share of ATI revenue by service category (2024 vs 2025).

TRACK RECORD

Real Revenue, Consistent Profitability

Revenue (CAD millions)



+80%

AOL revenue growth in 2025 vs 2024

+191

Headcount Growth in 2025

Beat Guidance

FY2025 revenue of CAD 8.3M vs the CAD 7.0M management had projected

Audited by SGV (EY member firm). FY2023–24 = ATI; FY2025 = Asiatel consolidated (period from Feb 6 to Dec 31, 2025). Growth percentages are ATI year-over-year on a Philippine-peso basis.

DURABILITY

The Moat: Client and Team Retention

Embedded Extension Office

Asiatel is the embedded remote office for growing companies. Our 500+ team runs the work that businesses can’t afford to get wrong — customer support, accounting, sales, and IT

10+ yrs

core-team tenure

average tenure of the central delivery team that runs key accounts, and just 15% attrition

3-8+ yrs

client relationships

flagship accounts have been served continuously for up to eight years

A rare dual perspective. Asiatel began by offshoring its own telecom support to Manila, so it has been both the client and the provider. That insider view of the client–customer relationship is why management says accounts treat Asiatel as “their team in the Philippines.”

Source: CCAP – Willis Towers Watson

THE CATALYST

North America is the Growth and Expansion Engine

Canada as the launchpad

A TSX-V listed company, with a Canadian sales office, Asiatel is positioned to win startups, SMEs, and junior public companies directly.

Early traction

Four Canadian clients onboarded organically in H2 2025, before any real sales push — a first step in reducing related-party reliance.

A listing that opens doors

Being publicly listed adds credibility with enterprise buyers and gives Asiatel a currency for growth and selective acquisitions.

Canada market potential

1.22M

SMEs — 97% of all employer businesses

31B

Canada BPO market (2025), Projected to be US$59.7B by 2033

4

Canadian clients already onboarded (H2 2025)

Source: Grand View Research (2025)- https://www.grandviewresearch.com/horizon/outlook/business-process-outsourcing-market/canada
Government of Canada (ISED Canada) - https://ised-isde.canada.ca/site/sme-research-statistics/en/research-reports/sme-profile-ownership-demographics-statistics-0

STRATEGY

The Growth Plan

Organic

- Add up to 250 delivery seats in Manila
- Launch higher-margin niche services
- Build out the Canadian sales office
- Stand up an in-house investor-relations line

Inorganic

- Selective tuck-ins of niche BPOs (CAD 1–3M revenue)
- Funded primarily via share swaps
- Adds geographies, languages & capabilities
- Acquired teams retain operating autonomy

AI & Niche Services

- Alliances (including fileAI) to automate tasks
- Real-time quality assurance & analytics
- Productize "AI-assisted" service lines over time
- KPO - Specialized Center of Excellence across Engineering, ESG, SaaS & AI Finance – crossing boundaries into deep expertise territory.

WHY WE WIN

Why Asiatel Outsourcing Wins

An embedded extension office

We don't just fill seats — we quietly become our clients' team in the Philippines, owning the process and context that is painful to rebuild elsewhere.

Retention rivals can't match

~15% attrition of core team and an average tenure of 10+ years — continuity clients can feel and competitors struggle to copy.

Profitable and proven at scale

500 FTEs and audited revenue up ~80% in 2025 while staying profitable. An operating business with real cash flows, not a pre-revenue promise.

The dual-perspective edge

Asiatel began by offshoring its own telecom support to Manila — so it sells outsourcing as a company that has also bought it, and builds for what clients truly need.

Climbing the value chain

Purpose-built Centers of Excellence move us from commodity execution into higher-margin KPO niches, where expertise — not headcount — sets the price.

Public-market credibility & currency

A TSXV listing opens enterprise doors, anchors trust in the Canadian market, and provides share currency for selective, accretive tuck-in acquisitions.

AI RESILIENCE

AI: A Tailwind, Not a Threat

Three engines let us climb the value chain faster than AI can commoditize the base — and capture the judgment work that AI hands back to people.

ENGINE 1

Asiatel BPO

The execution foundation and economic backbone. As AI automates routine volume, the "human-in-the-loop" judgment layer grows — work that is stickier and far harder to automate away.

ENGINE 2

Asiatel KPO

Centers of Excellence from – SaaS go-to-market, engineering, finance, ESG and IR. Deep expertise, sustained demand and work that resists commoditization. Higher margins, stronger stickiness.

ENGINE 3

Asiatel Digital

AI is a strategic tailwind and a multiplier, not a competitor: we are using AI to make each FTE productive and open the next decade of growth.

Bottom line: the more AI automates the routine, the more valuable Asiatel's judgment, expertise and trusted delivery become.

MARKET

The Philippines: a Global BPO Hub

US$40B

annual industry revenue contribution

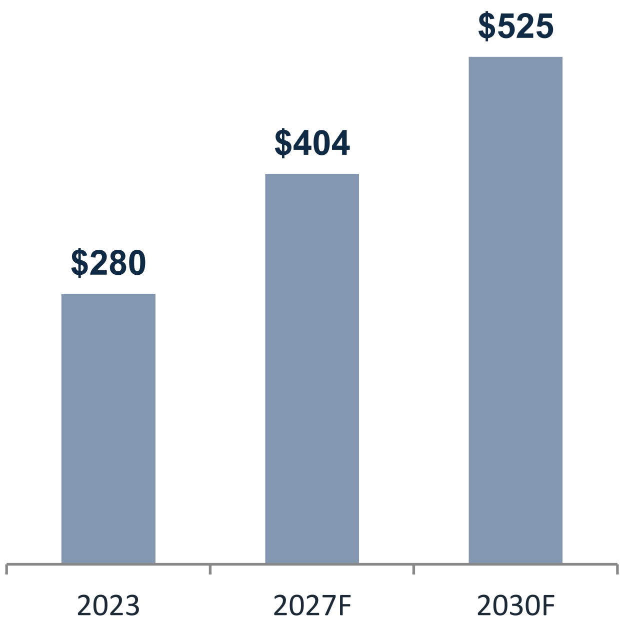
1.9M

Filipinos employed in the BPO sector

~15%

estimated share of the global outsourcing market

Global BPO market size (US$ billions)



~9.8% CAGR projected (2025–2030).

Sources: IBPAP (Philippines); Grand View Research (global BPO market). Industry data is from third parties and has not been independently verified.

CORPORATE STRUCTURE

Corporate Structure & Capitalization

CORPORATE STRUCTURE

Asiatel Outsourcing Inc.
Canada
TSXV: ATOI

100%

Asiatel Outsourcing Ltd. (AOL)
Cayman Islands holding company

99.99%

Asia Teleservices Inc. (ATI)
Philippines operating subsidiary
~500 FTEs · Manila delivery centre

Common control. AOL acquired 99.99% of ATI in Feb 2025 from Asia Telecom Holdings Ltd. (ATHL), under common ownership. ATHL remains the principal client channel today, with relationships being progressively diversified toward direct Canadian accounts.

CAPITALIZATION (pro forma, post-RTO)

Metric	Value
Basic shares outstanding	— *49,618,500*
Warrants outstanding	— *5,250,000*
Stock options outstanding	— *600,000*
Fully diluted shares	— *55,468,500*

PEOPLE

Leadership built for the public markets

Jasjit Singh Anand (Andy)

CEO & Director

25+ yrs in business development and senior roles (Aditya Birla, Fullerton/Temasek, NSDL). Grew the BPO from 0 to 500+ staff.

Mohamed Shafi Aboobaker

Chairman & Director

45+ yrs in telecom, technology and outsourcing; founder of the Asia Telecom group; chairman of Asiatel since 2015.

Randa Kachkar

Chief Financial Officer

CFO of TSXV-listed Visionstate Corp. since 2012; brings hands-on Canadian public-company reporting experience.

John Da Costa

Independent Director

25+ yrs of Canadian public-company accounting; recent CFO/director of Kesselrun Resources (TSXV).

Samantha Frampton

Independent Director

CFO overseeing finance for 40+ companies; MBA in finance, M&A — strengthens financial oversight.

Shane Weir

Independent Director

Veteran commercial solicitor (45+ yrs); director of Global Education Communities (TSX); cross-border governance.

THE THESIS

Why Invest in Asiatel Outsourcing

Growing revenues, near-term profitability

Audited revenue scaling from CAD 2.6M to 8.3M — not a pre-revenue story.

Sticky, proven delivery

Multi-year client relationships and ~15% attrition; the operation works and clients stay.

Founder-aligned anchor

The 95% ATHL relationship is common-ownership and contractual — stable today, with incentives aligned.

A clear catalyst

Listing capital funds the move into Canada and higher-margin services — the engine to diversify and re-rate.

Disciplined capital allocation

A modest raise, escrowed insiders and a public currency for selective, share-swap acquisitions.

Public-ready leadership

Operating founders paired with experienced Canadian public-company directors and CFO.

Thank you

Let's talk about the next phase of Asiatel Outsourcing's story.

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