



# Investor Presentation

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JULY 2026

TSX-V: 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**

Founded; an outsourcing specialist since 2016

**500+**

Full-time employees

**20+**

Active client programs across 8 countries

**CAD 8.3M**

FY2025 revenue (audited, consolidated)

## 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

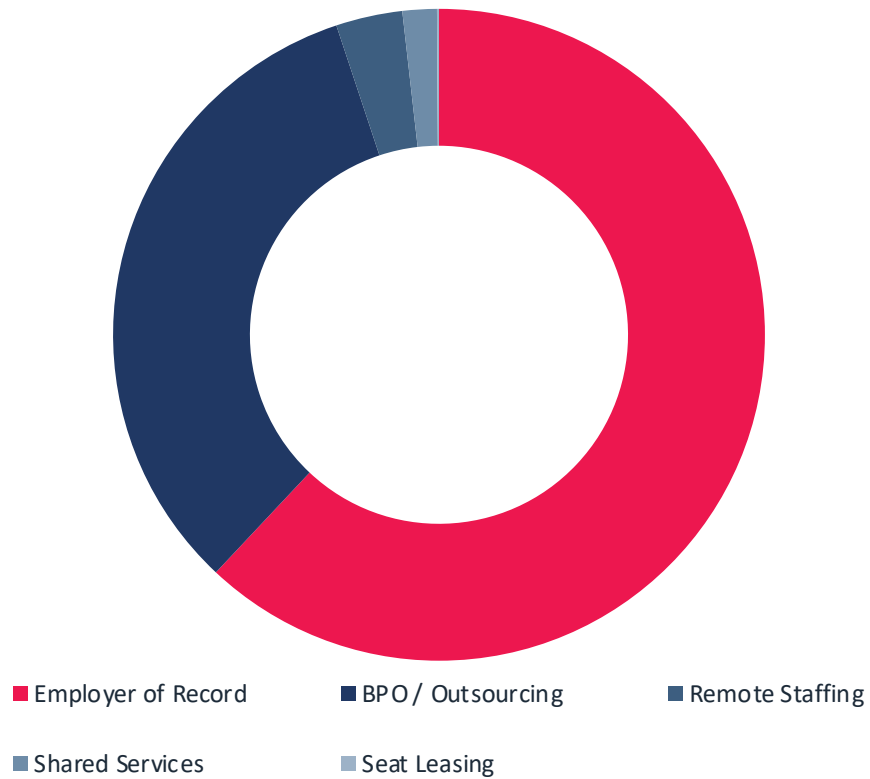
On-demand access to specialized services such as accounting, design, web development, digital marketing on retainer or pay-as-you-use.

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

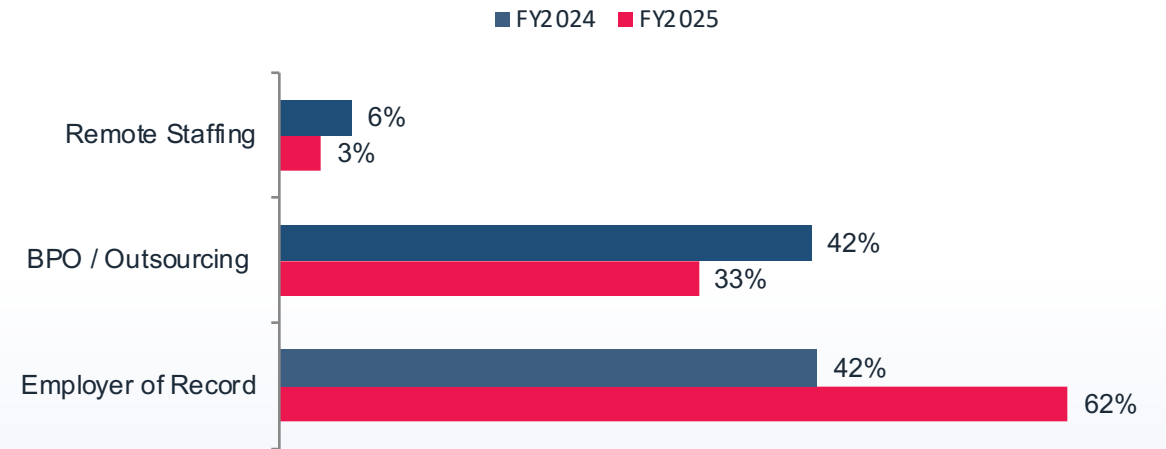
REVENUE MIX

# Growth Drivers

FY2025 Revenue by Service Line



Significant Growth in Employer-of-Record Service Line

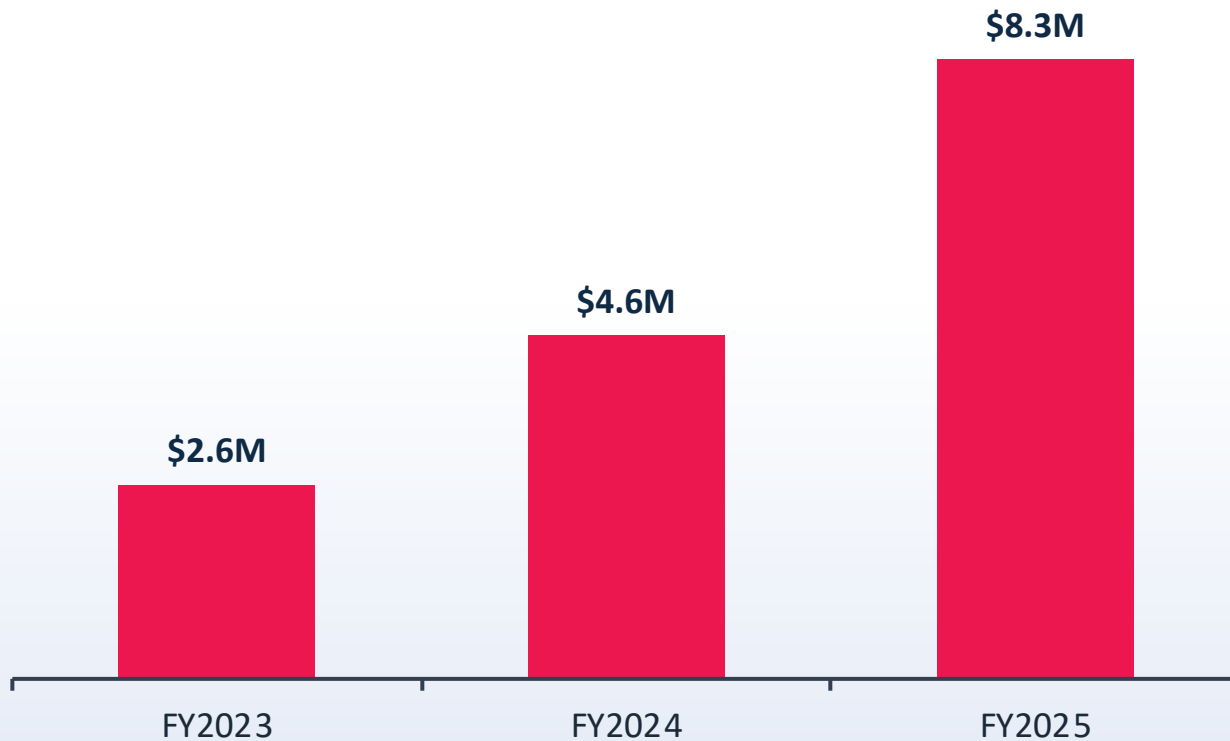


**Why it matters:** EOR is a stickier, highly scalable pass-through staffing model, but lower-margin, because salary cost is billed through to the client. It explains both the rapid revenue growth and the margin compression on the next pages.

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

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 proposed TSX-V listing plus a Canada sales office position Asiatel 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 public 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

**~3,600**

Junior listed companies on TSX / TSX-V / CSE

**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>

# The Growth Plan



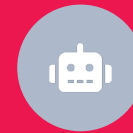
## Organic

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


# 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

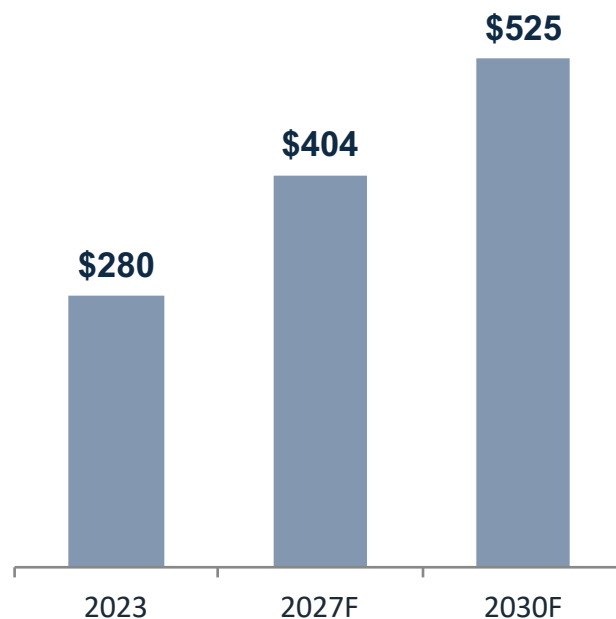
**1.9M**

Filipinos employed in the BPO sector

**~15%**

estimated share of the global outsourcing market

Global BPO market size (US\$ billions)



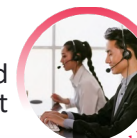
*~9.8% CAGR projected (2025–2030).*

English Speaking  
BPO Powerhouse



Infrastructure  
Geared for 24\*7  
Services

Robust and  
Diverse Talent



Strong linkages  
with government,  
academe and  
industry



Cost Competitive

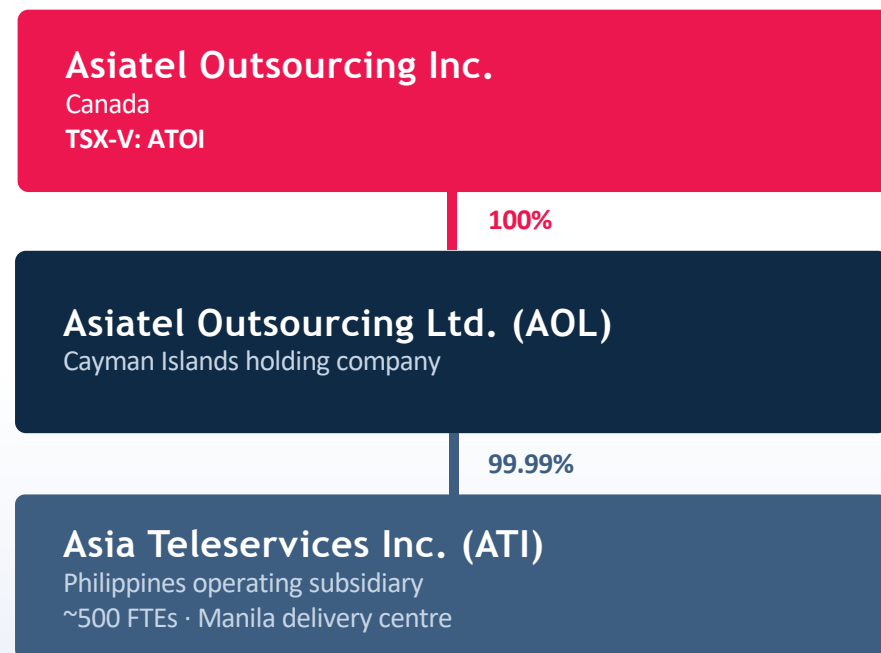
Strong Cultural  
Compatibility with the  
Western Clients



CORPORATE STRUCTURE

# Corporate Structure & Capitalization

CORPORATE STRUCTURE



**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
Share price (CAD)	— CAD 0.20
Basic shares outstanding	— 49,618,500
Market capitalization (CAD)	— CAD 10M
Warrants outstanding	— 5,250,000
Stock options outstanding	— 600,000
RSUs outstanding	— NIL
Fully diluted shares	— 55,468,500
Total debt	<b>None — no bank borrowings<sup>1</sup></b>

<sup>1</sup> No bank debt. Balance-sheet obligations are limited to IFRS-16 lease liabilities (₱10.3M) and unsecured, non-interest-bearing related-party balances (₱11.4M) at Dec 31, 2025.

<sup>2</sup> Cap table to be finalized on completion of the RTO and concurrent financing; pre-RTO, AOL had 100 common shares outstanding. Shaded fields to be completed.

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.

## Investor Relations

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