



Strategic Growth Plan

JULY 2026

TSX-V: ATOI

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 / TSXV / 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.

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.

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.



Thank you

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

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