

Investors' Presentation

1Q22

axtel

- I. Axtel Overview
- II. Financial Performance
- III. Appendix

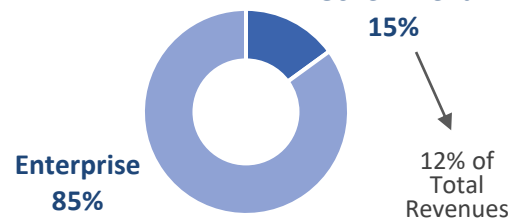
I. Axtel Overview



Services
Business Unit

alestra

Revenue



- > 18,000 Customers
- Valued added Services
- Digital Transformation

Infrastructure
Business Unit

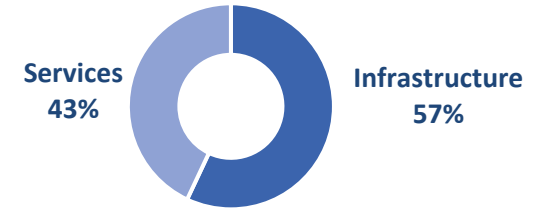
axnet | AXTEL NETWORKS

Revenue



- ~ 60 Customers
- Wholesale Connectivity & Passive Infrastructure

EBITDA



LTM1Q22 Revenues & EBITDA

US \$546 mm & US\$ 177 mm
Ps. 11,101 mm & Ps. 3,594 mm

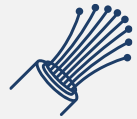


Second largest fiber network in Mexico

+47,300 km
+23,800 km LD & 23,500 km Metro

Infrastructure (Axtel Networks) & Services (Alestra) Business Units

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Last Mile Access



IP Transit



Spectrum



Fiber to the Tower



Fiber (dark & lit)



Fiber to the Data Center

Mobile and fixed carriers (national and international), internet giants, data centers, tower operators

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Digital Transformation

Value Added

Standard Services

Cloud



Infrastructure & Applications as a Service

Cybersecurity



IT and Networks & Consulting

Integration Systems



DRP

Standard



Data and Internet



Voice



Multicloud

Mobility



Enterprise MVNO



Systems Integration

Connectivity Services



Ethernet



LAN

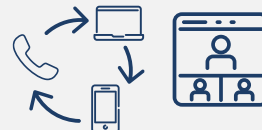


SDWAN



Digitalization & IoT

Collaboration



Unified Communications / Videoconference

Managed Services



VPN



WiFi

Enterprise and Government Segments

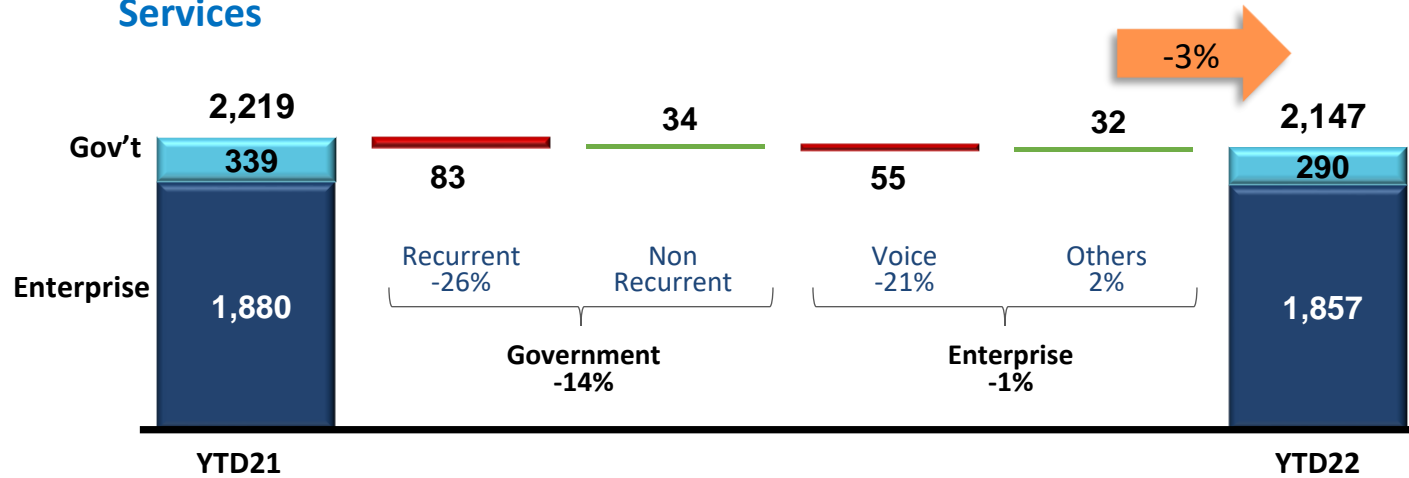
II. Financial Performance

Revenues & EBITDA by business unit *(as of 1Q22)*

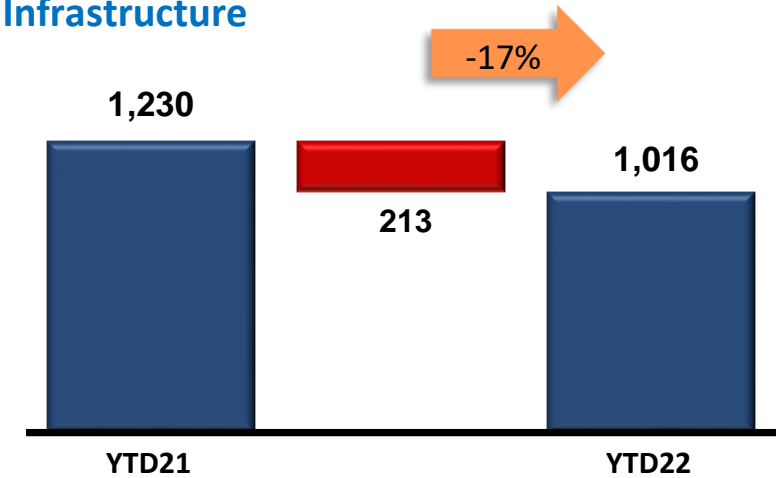
Revenues – total revenues decreased 10%

(in MPs)

Services

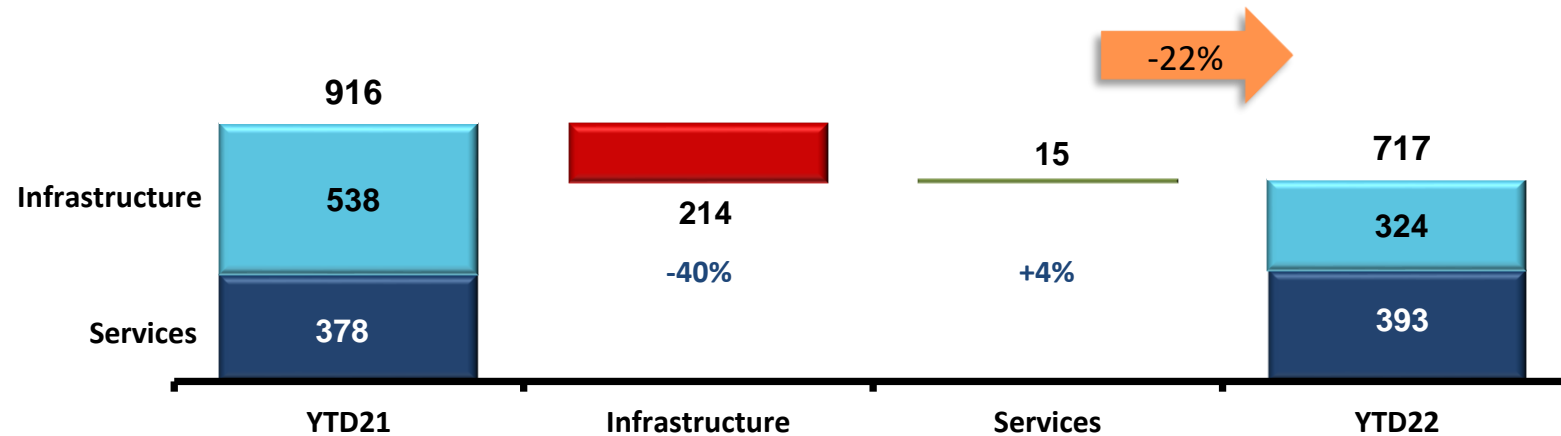


Infrastructure



EBITDA

(in MPs)



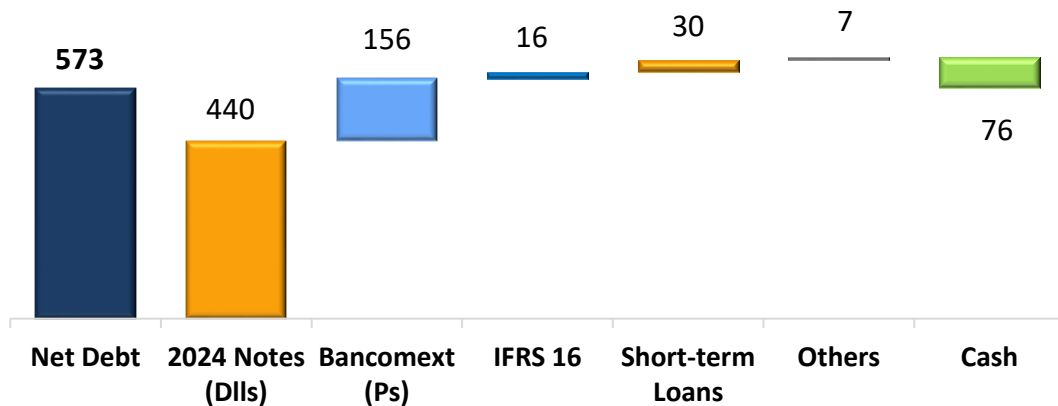
Debt & Liquidity Profile *(as of 1Q22)*

Liquidity

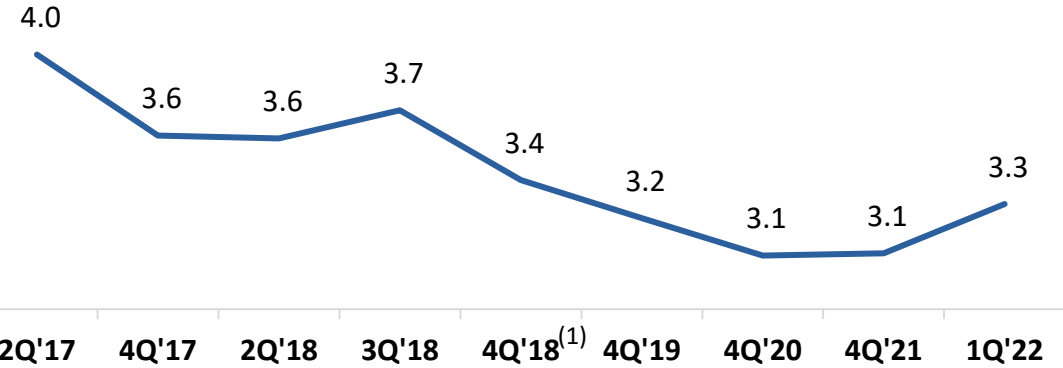
- Cash as of March 31, 2022: US \$76 M
- Available balance under committed facilities is ~US \$40 million.

Debt Composition

(in US \$mm)



Leverage Evolution (Net Debt / EBITDA*)

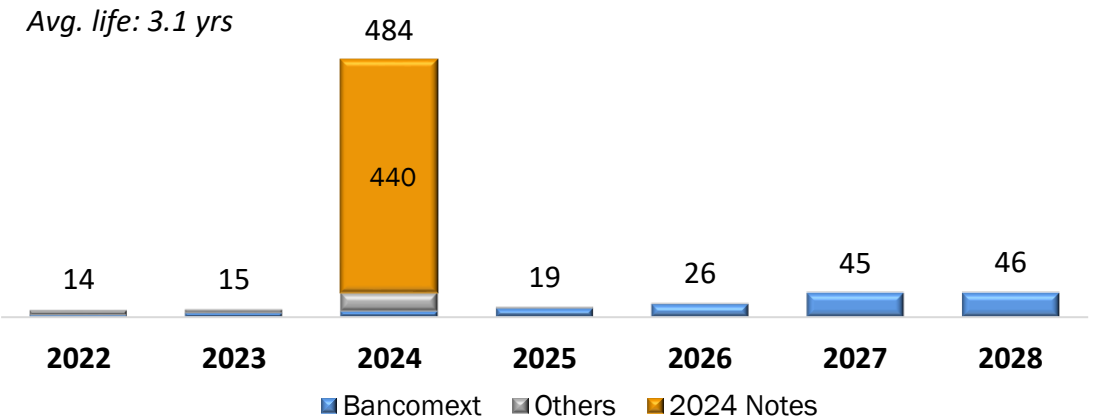


(1) With normalized cash balance.

* Without tower sale, merger-related expenses, data center sale.

Maturity Profile

(in US \$mm)




Appendix

Maximize Value





Separation in 2 business units:


- Differentiation
- Maximize value & growth potential


Infrastructure Unit


Be the leading **neutral** fiber optic network operator in a high growth market

 Long-term solid profitability vehicle

 Main connectivity provider for mobile networks and data centers

 Digitalization to improve efficiency

Service Unit



Be the principal **digital transformation enabler** of enterprise and government segments

 Organic and inorganic growth of cybersecurity and IT services

 Accelerate market penetration on digital transformation services

 Specialization and automation of strategic services' value chain



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