

axtel

alestra\*

axnet | AXTEL  
NETWORKS

**Technology  
connecting  
your life**

# Corporate Presentation

FIRST QUARTER 2025


- I. Axtel at a Glance**
- II. Financial Performance
- III. Growth Plan
- IV. Shareholder Structure




alestra\*

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**Information and Communications Technology (ICT) Company** that, through its commercial brands Alestra and Axnet, provides advanced and reliable technological solutions in Mexico.

 **3,841**  
employees

 **+1,000**  
Certified engineers

 **+26%**  
Female talent

 **Management**  
**+21 years**  
experience



# ICT Company; Moving Towards Specialization

alestra\*

Information Technology (IT), cybersecurity and connectivity solutions.

ENTERPRISE

- Specialization by industry (verticals) and business lines
- 70% of the top 500 companies in Mexico
- +12,000 customers

GOVERNMENT

- Federal & local presence; diversification & smoothing out political cycles
- 25% of federal institutions
- Presence in 22 states
- +200 customers

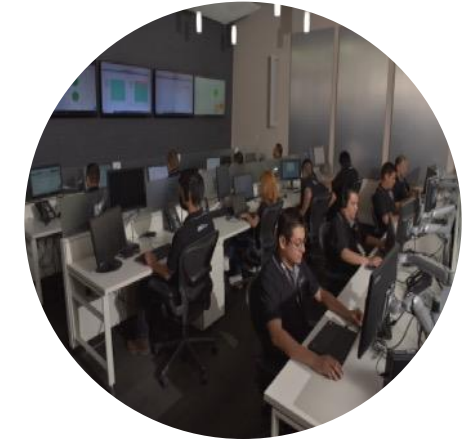
axnet | AXTEL NETWORKS

High-capacity fiber optic connectivity.

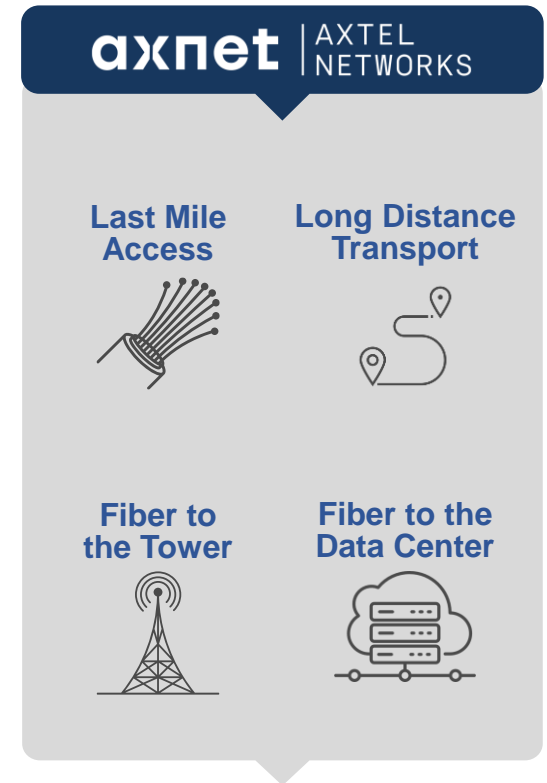
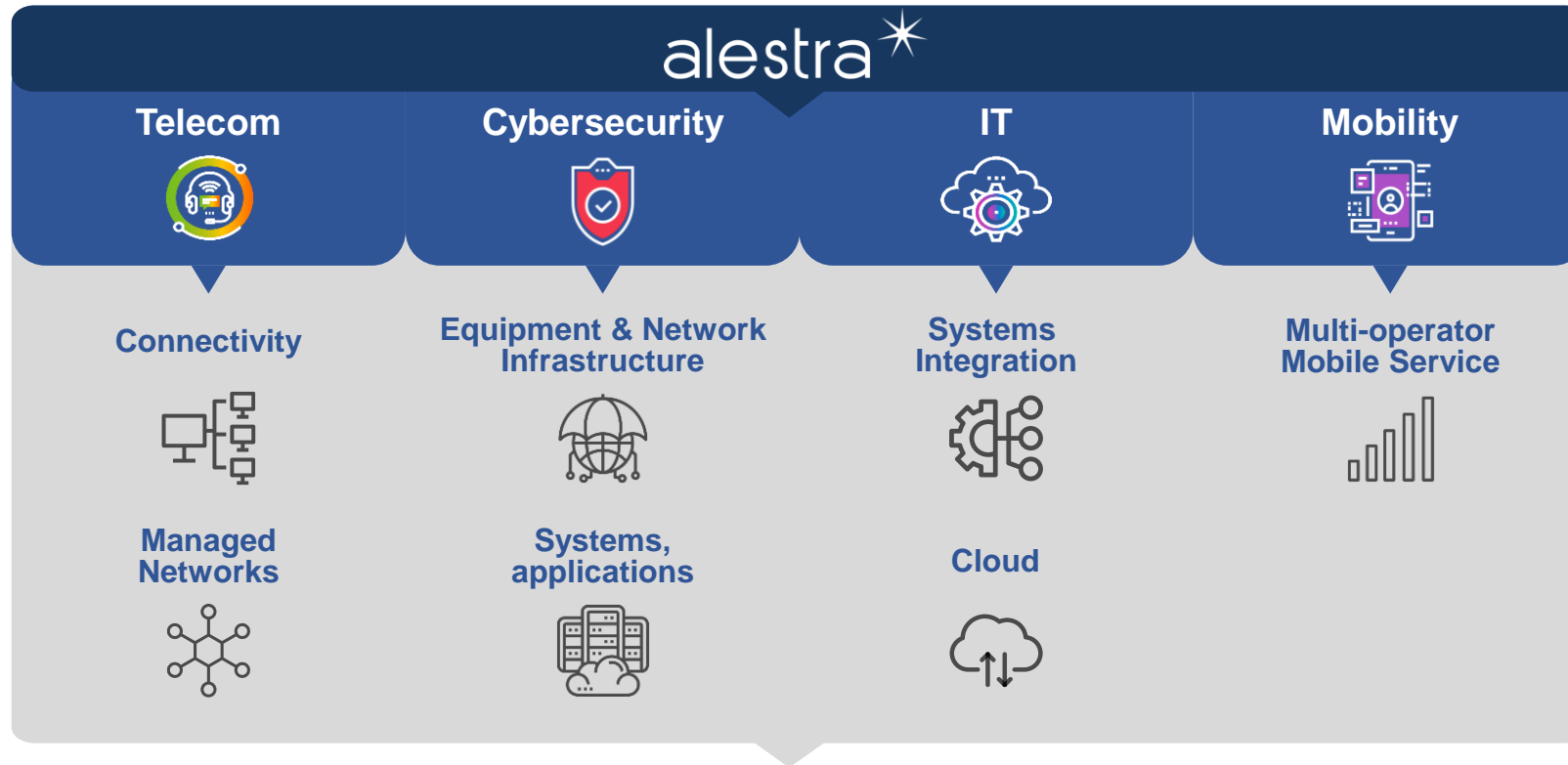
WHOLESALE

- 53,600 km fiber network
- 77 cities, industrial parks, data centers, metro rings
- ~60 customers; other operators and *hyperscalers*

+20 Technology Partners  
6 operating centers | 3 experience centers



# Wholesale, Enterprise & Government Segments



## Enterprise Strategic Verticals

Financial



Retail



Transport & Logistics



Manufacturing



## Government

Federal

State / local

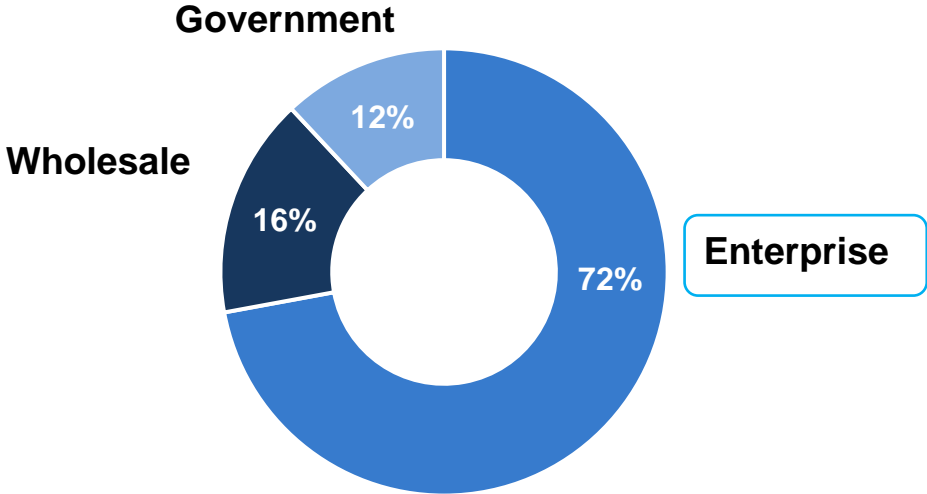
## Wholesale

- *Mobile and fixed carriers*
- *Hyperscalers, data centers*
- *Tower operators*

# Revenues – LTM1Q25

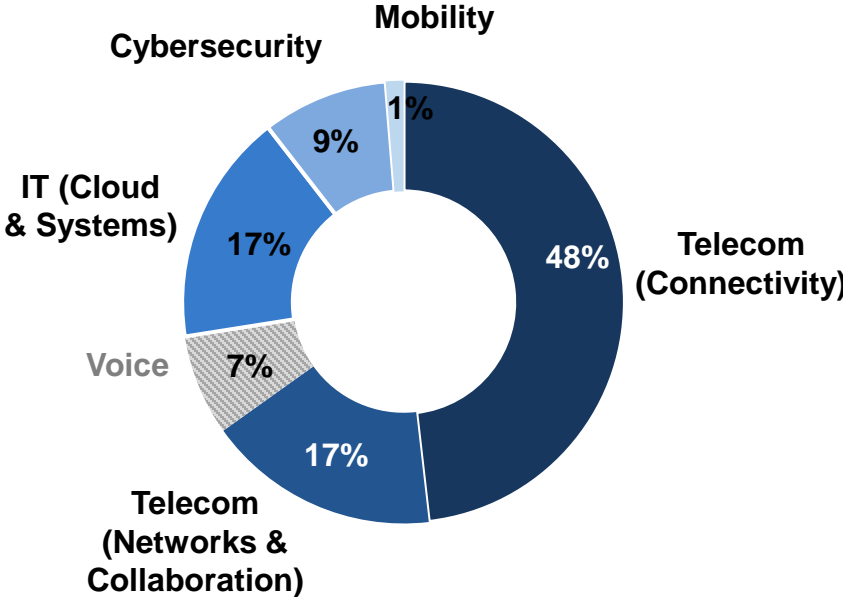
## SEGMENTS

- Ps. \$ 11,909 M (US \$622M)



## ENTERPRISE – BUSINESS LINES

- Ps. \$ 8,586M (US \$450M)



# Our Network

**~53,600 km**  
Optical Fiber Network

**28,900 km – 77 cities**  
Metropolitan Rings

**24,700 km**  
Long Distance Network

**~1,000**  
Network Points of Presence

**5**  
International border crossings

***Nearshoring:***

**+90%** A+/A buildings

**~900** Industrial parks



# Management with 20+ years average experience in ICT Industry



**Armando de la Peña**  
CEO  
Axtel  
3 years



**Sergio Antonio Bravo García**  
Executive Director  
Government Segment  
29 years



**Carlos Buchanan**  
Executive Director  
Human Capital  
23 years



**Andrés Cordovez**  
Executive Director  
Infrastructure and Operations  
21 years



**Adrián De Los Santos**  
Executive Director  
Finance & Planning  
19 years



**Bernardo García**  
Executive Director  
Enterprise Segment  
29 years



**Wilson Rojas**  
Executive Director  
Legal and Regulatory  
29 years



**Alicia Saucedo**  
Director  
Business Development  
26 years



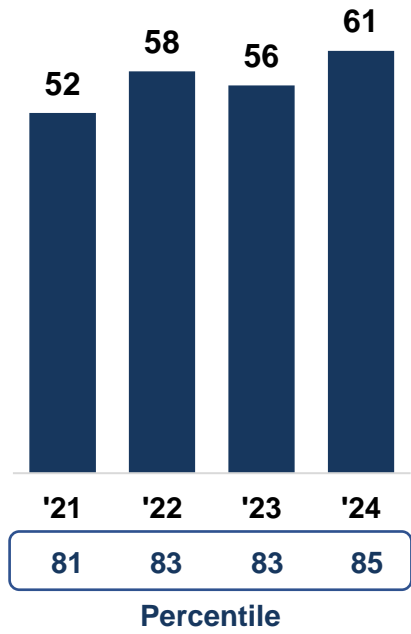
# Sustainability Model

Sustainability Model Pillars

-  Environmental awareness
-  Employee well-being
-  Social outreach
-  Operational efficiency
-  Innovation & work culture

ESG Commitment	<ul style="list-style-type: none"> <li>• ~50% of debt ESG related                             <ul style="list-style-type: none"> <li>– Syndicated Loan and IFC’s term loan</li> </ul> </li> </ul>
Energy & Emissions	<ul style="list-style-type: none"> <li>• In 2024, 55% of its energy consumption came from clean sources. (54% in 2023; 51% in 2022)</li> </ul>
Diversity and Inclusion	<ul style="list-style-type: none"> <li>• In 2023 &amp; 2024, women represented 26% of total employees.</li> </ul>
Cybersecurity & Sustainability Awareness	<ul style="list-style-type: none"> <li>• Adhered to multiple best practices in international standards</li> <li>• No data breaches in 2022-24.</li> </ul>

## S&P Global - CSA

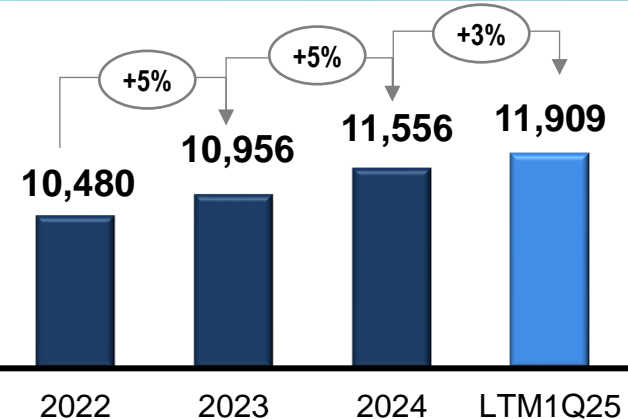


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# Financials (2022 - LTM1Q25)

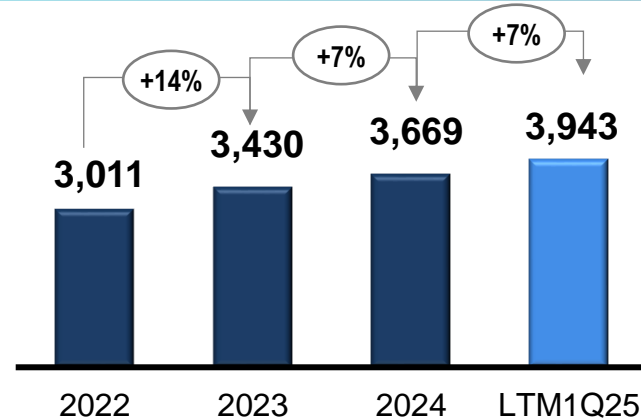
## Revenues

(in MP\$.)



## EBITDA\*

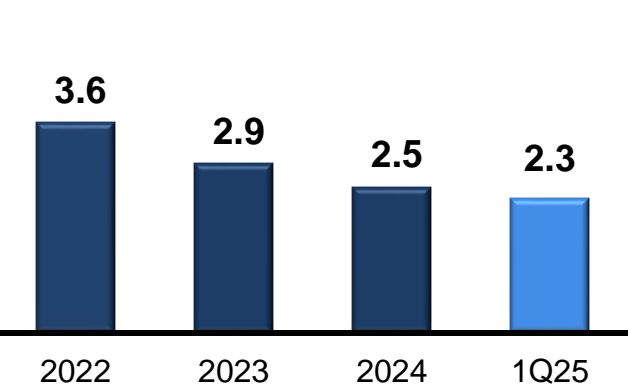
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\* Excludes reorganization charge (Ps. \$388M in 2023; Ps. \$17M in 2024).

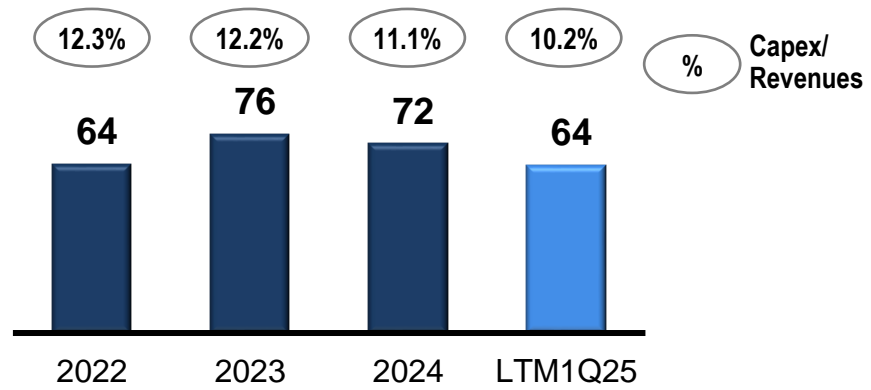
## NET LEVERAGE

(times)



## CAPEX

(in MDIls.\$)



# Revenues & Comparable EBITDA (YTD 1Q25)

## ENTERPRISE:

- Growth driven by a robust 33% increase in system integration solutions and a 3% rise in connectivity solutions.
- Strong 17% growth in cloud and cybersecurity solutions.

## GOVERNMENT:

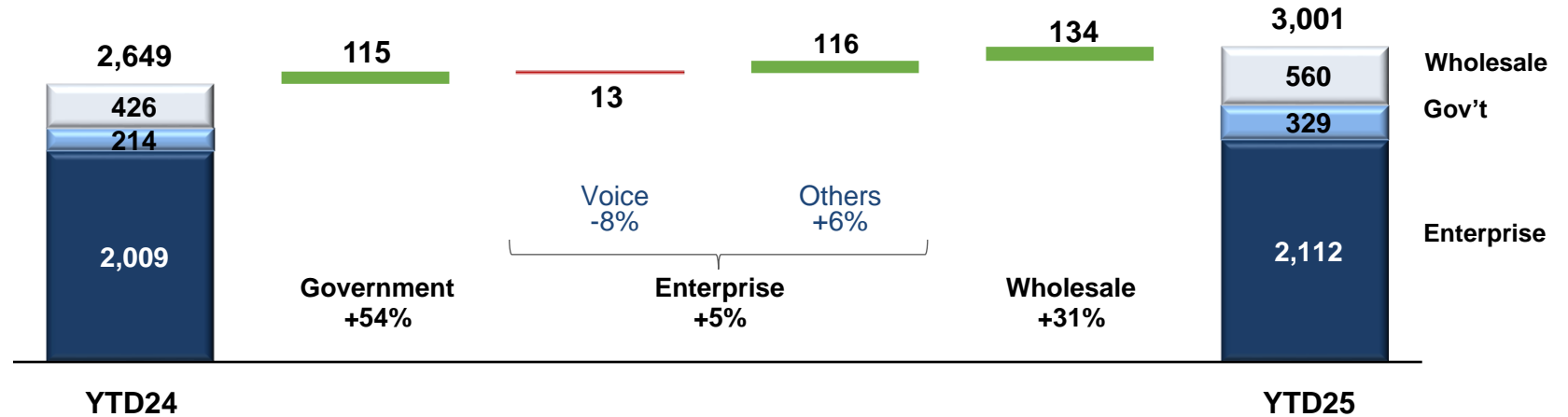
- Recurring revenues increased by 16%.
- Revenue mix: 69% from federal entities and 31% from state and local entities.
- Significant non-recurrent system integration services revenue from Mexico's international trade digital platform project.

## WHOLESALE:

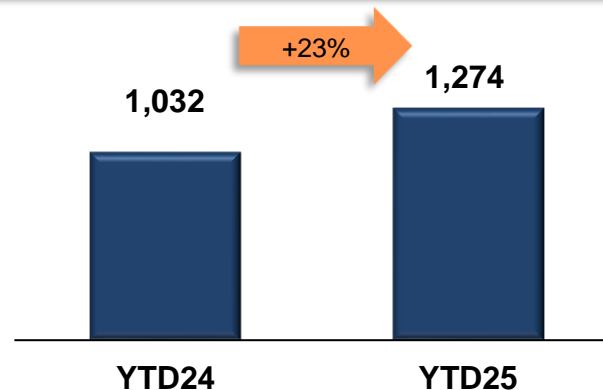
- Growth primarily benefited from the recognition of services provided to a major mobile customer in previous years.
- 11% increase in wholesale access services to international carriers and data center operators.

(in MP\$.)\$

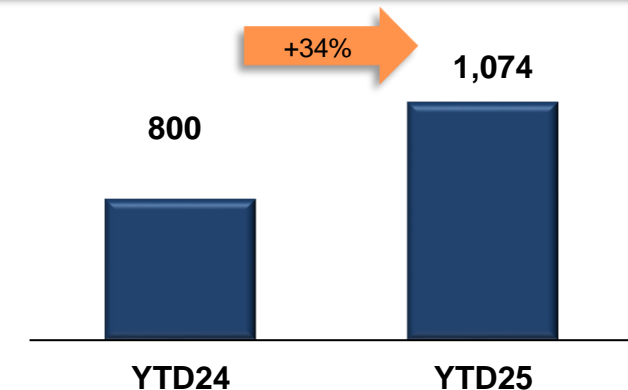
**Revenues** – total revenues increased 13%



**Business Segments' Contribution to EBITDA**



**EBITDA**



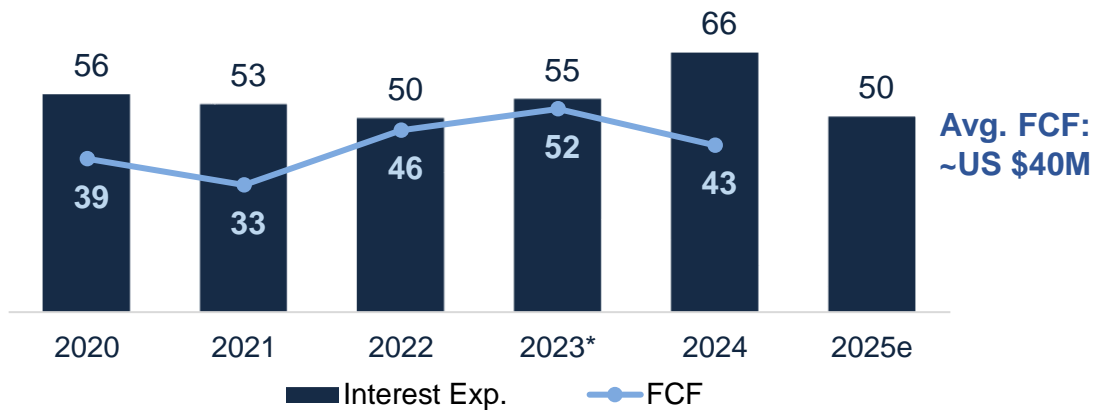
# Debt Profile & FCF (as of 1Q25)

## Capital Structure

- Debt Prepayment (Dec'24 + Mar'25): US \$75M
  - Total Debt reduction: 13%
  - Annual interest savings: ~US \$6M
- Cash: US \$47M
- Available committed credit lines: US \$50M

## FCF & Interest Expense

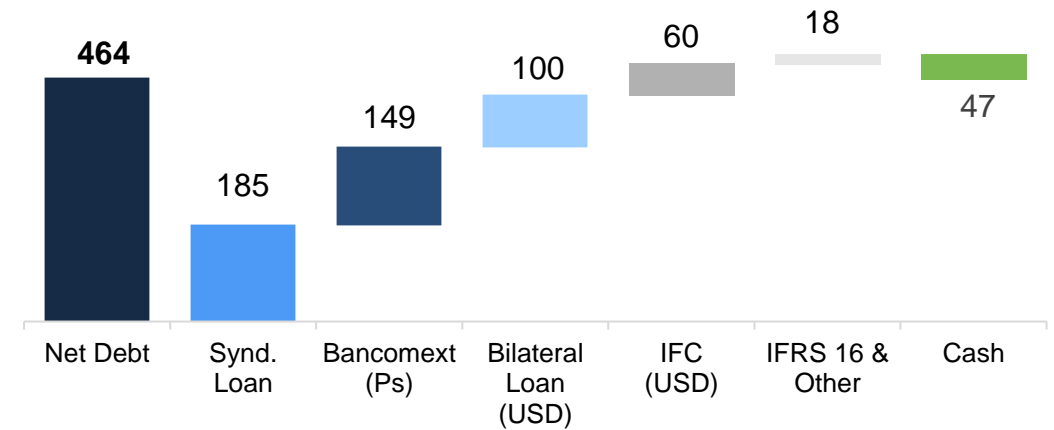
(in MDIls.\$)



\* Normalized FCF – excluding reorganization expenses.

## Debt Composition

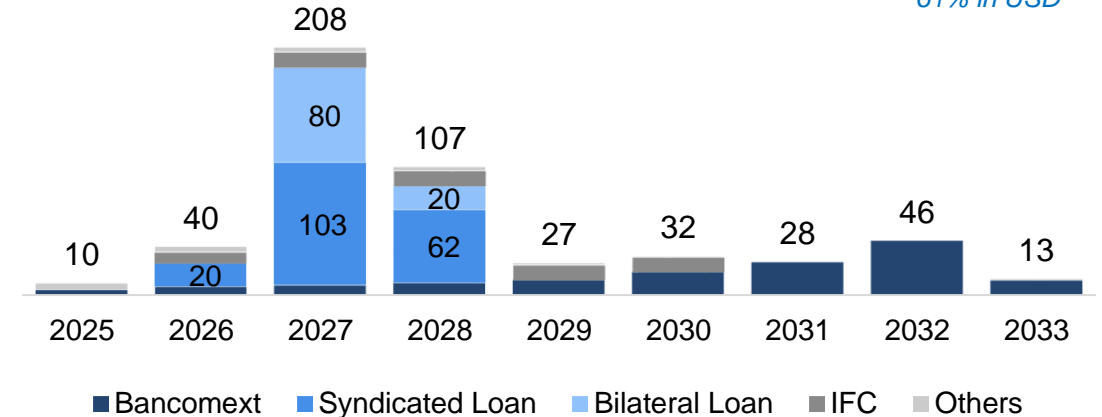
(in MDIls.\$)



## Maturity Profile

(in MDIls.\$)

Avg. life: 3.4 yrs  
61% in USD



■ Bancomext ■ Syndicated Loan ■ Bilateral Loan ■ IFC ■ Others

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# Growth Plan

## Capture short & long-term opportunities

### ENTERPRISE

- Double-digit growth in business lines with highest potential
  - Account penetration in 200 new potential customers
  - Focus on cross-sell / up-sell; tailor-made plans for top accounts
  - Capitalize on nearshoring opportunities
- 

### GOVERNMENT

- Major projects with key entities and growing recurring base
- 

### AXNET

- Strengthen connectivity to United States
  - Grow the fiber business; hyperscalers, data centers and Artificial Intelligence
- 

### NEW SERVICES

- Boost Alestra Móvil & X-tremo

# Key Takeaways

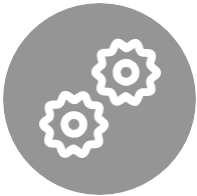
## Focus on growth and financial improvement



Focus on fastest growing verticals and business lines



Financial strength – conservative growth and leverage



Agile processes



Constant cash flow generation



Profitability – expense control



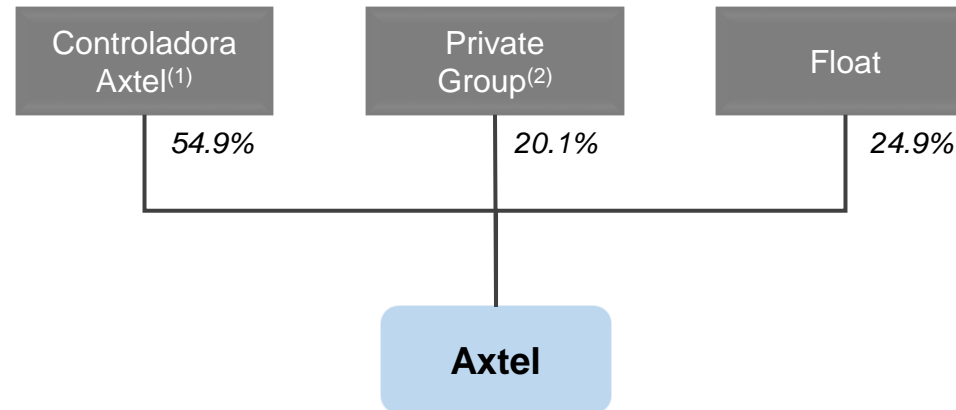
Culture: agility, empowerment and talent development



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# Axtel's Shareholder Structure

- Ratio AXTELCPO to CTAXTEL = **0.317**
- Controladora Axtel may merge with Axtel, subject to shareholders' approval
- Outstanding AxtelCPOs = 2,780.1 million



(1) Company resulting from Alfa, S.A.B. de C.V.'s (BMV: ALFAA, "ALFA") spin-off of its entire ownership stake in Axtel. Controladora Axtel began trading on the Mexican Stock Exchange ("BMV") on May 29, 2023.

(2) Group of Shareholders (Milmo, Santos, Garza Santos, Santos de Hoyos Families & Cemex S.A.B. de C.V.)

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