

axtel

alestra*

axnet | AXTEL
NETWORKS

Corporate Presentation

THIRD QUARTER 2025

Axtel at a Glance



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NETWORKS

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**
+20 years
experience



Axtel – Public Information



High-capacity
fiber optic connectivity.

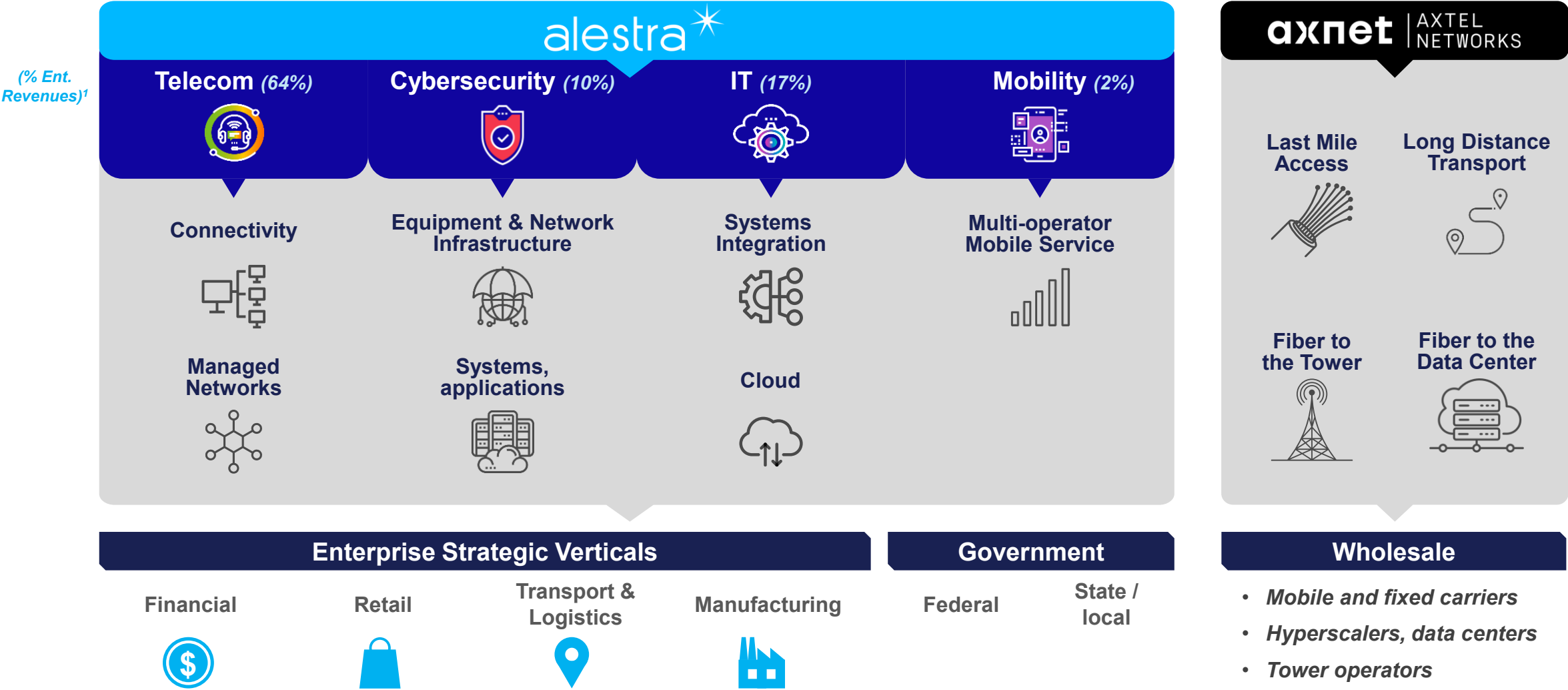
WHOLESALE

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

4



Wholesale, Enterprise & Government Segments

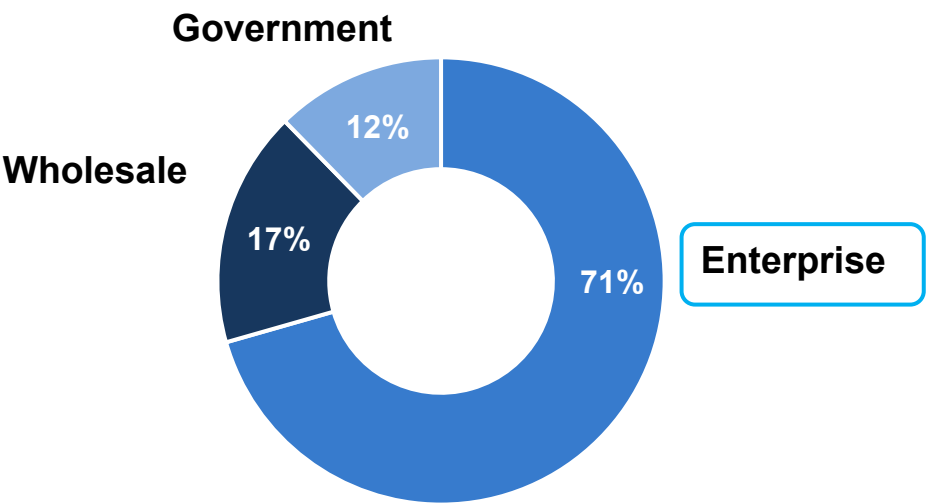


(1) LTM Revenues. Voice: 7%

Revenues – LTM3Q25

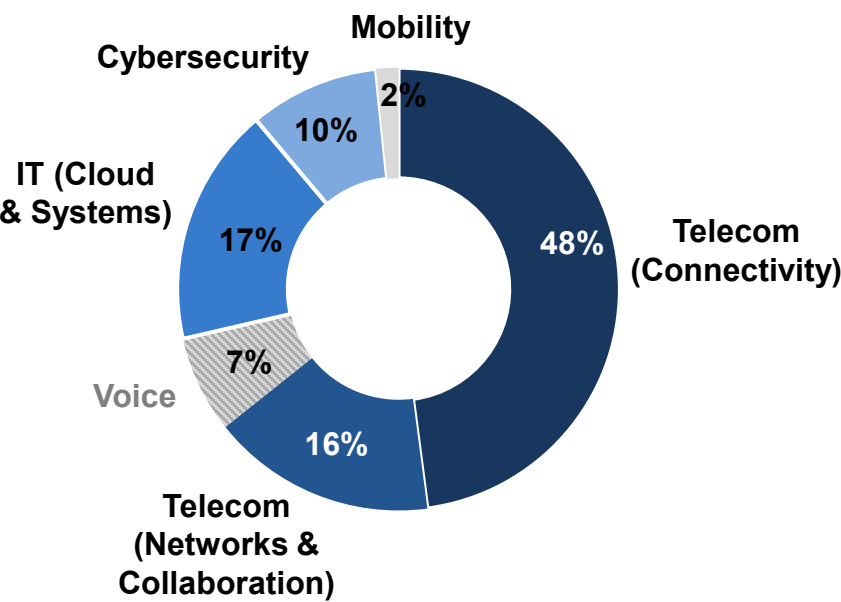
SEGMENTS

- Ps. \$ 12,395 (US \$ 631M)



ENTERPRISE – BUSINESS LINES

- Ps. \$ 8,748M (US \$445M)



Our Network

~53,600 km

Optical Fiber Network

28,900 km – 77 cities

Metropolitan Rings

24,700 km

Long Distance Network

~800

Network Points of Presence

5

International border crossings

Nearshoring:

+90% A+/A buildings

~900 Industrial parks



Experienced ICT Leadership Team



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

- ~50% of debt ESG related
 - Syndicated Loan and IFC’s term loan

Energy & Emissions

- In 2024, 55% of its energy consumption came from clean sources. (54% in 2023; 51% in 2022)

Diversity and Inclusion

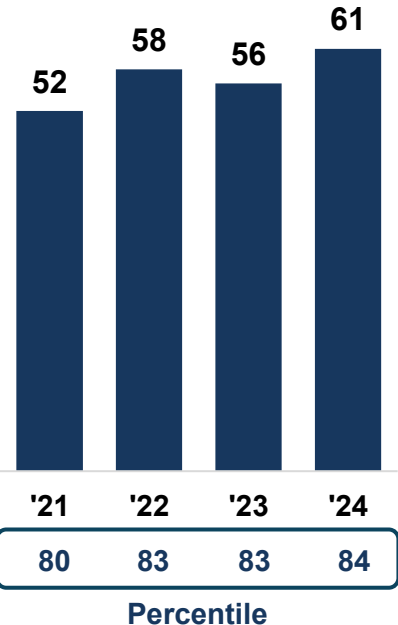
- In 2023 & 2024, women represented 26% of total employees.

Cybersecurity & Sustainability Awareness

- Adhered to multiple best practices in international standards
- No data breaches in 2022-24.



S&P Global - CSA

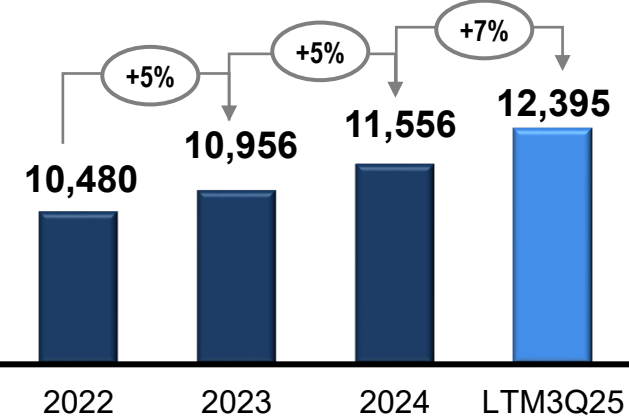


Financial Performance

Financials (2022 – LTM3Q25)

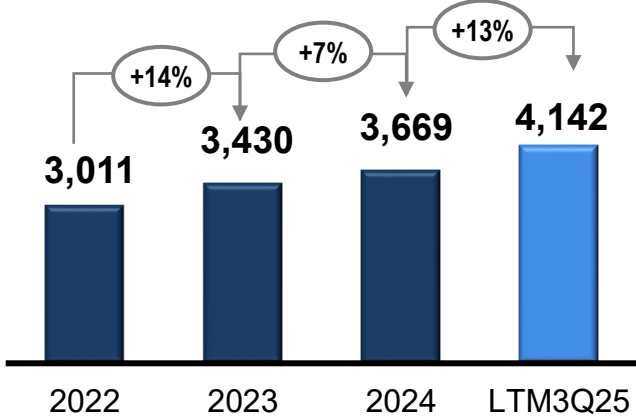
Revenues

(in MP\$.)



EBITDA*

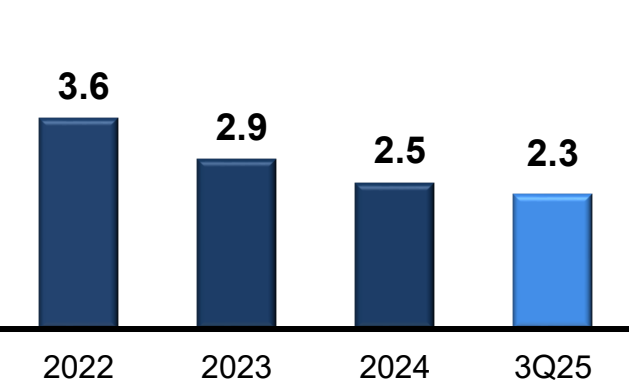
(in MP\$.)



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

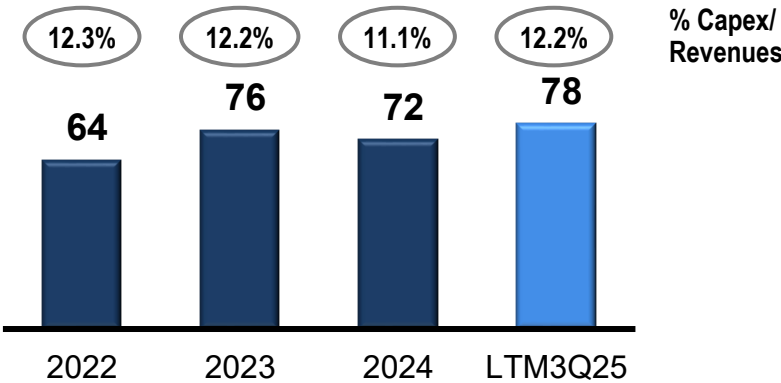
NET LEVERAGE

(times)



CAPEX

(in MDIls.\$)



Revenues & Comparable EBITDA (YTD 3Q25)

Enterprise:

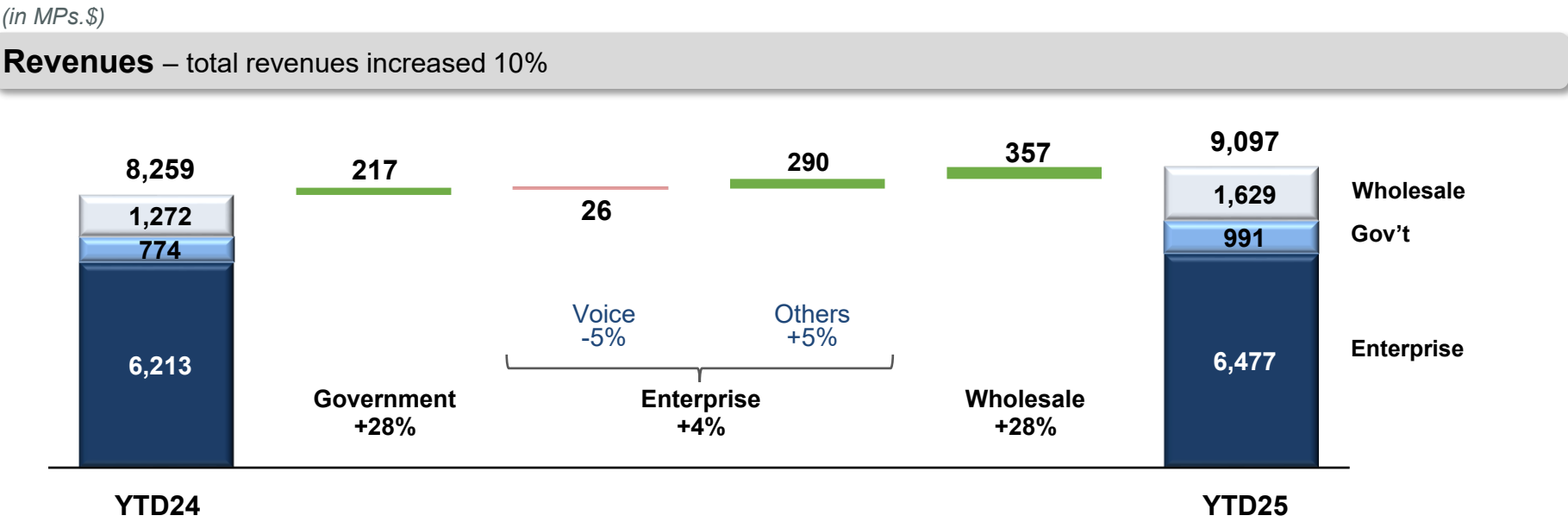
- Growth fueled by 10% increase in IT & cybersecurity services
- Telecom: 5% increase in Internet & managed networks services

Government:

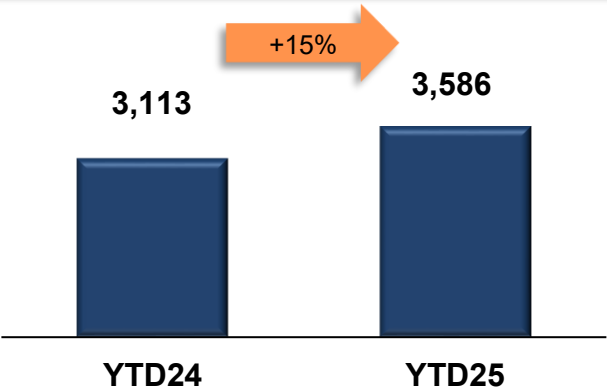
- Recurring revenues up 5%
- Revenue mix: 72% federal / 28% state & local

Wholesale:

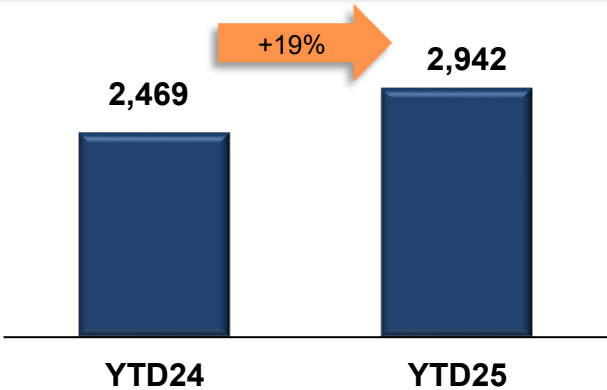
- Growth driven by upfront high-capacity contracts
 - Robust demand for data transport and data center connectivity, boosted by AI adoption



Business Segments' Contribution to EBITDA



EBITDA



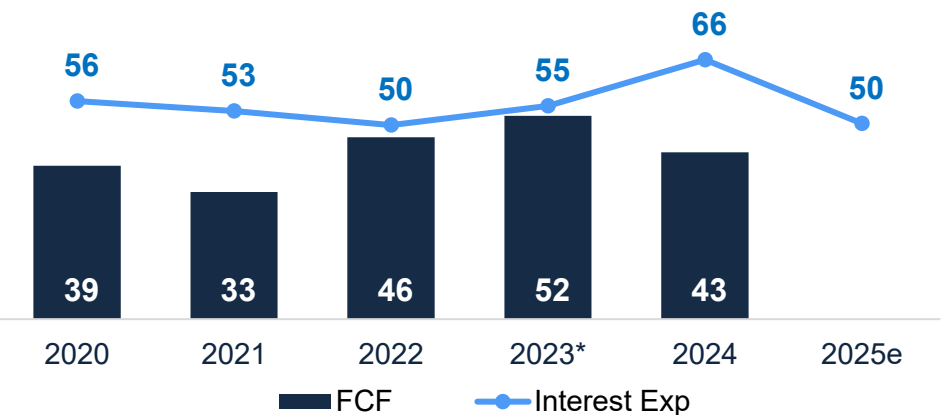
Debt Profile & FCF (as of 3Q25)

Capital Structure

- Debt Prepayment (Dec'24 + Mar'25 + Jun'25): US \$89M
 - Total Debt reduction: 15%
 - Annual interest savings: ~US \$7M
- Cash: US \$39M
- Available committed credit lines: US \$50M

FCF & Interest Expense

(in MDIls.\$)

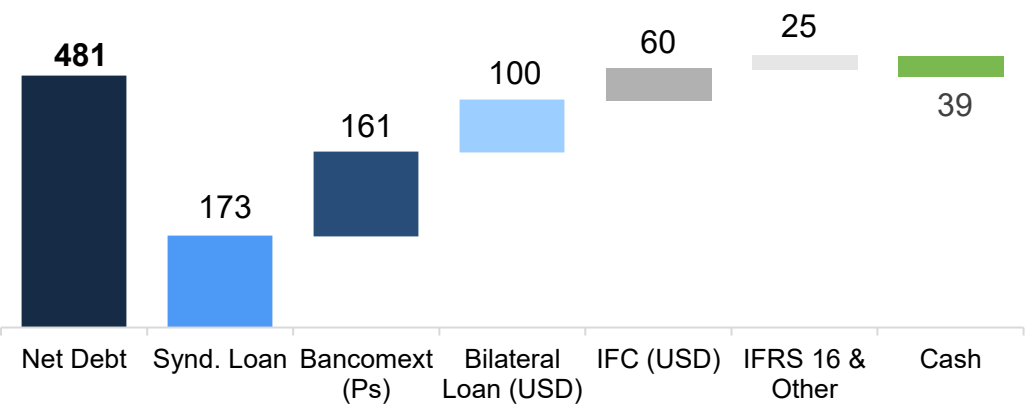


Avg. FCF:
~US \$40M

* Normalized FCF – excluding reorganization expenses.

Debt Composition

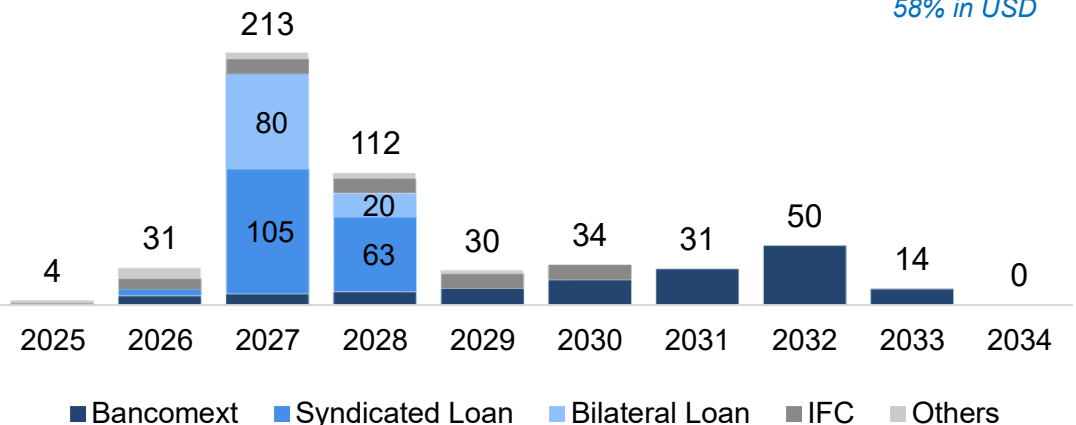
(in MDIls.\$)



Maturity Profile

(in MDIls.\$)

Avg. life: 3.0 yrs
58% in USD



Growth Plan

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; high-growth business lines; México – TX connectivity

Key Takeaways

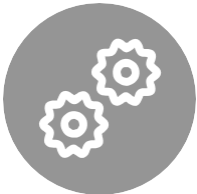
Focus on growth and financial improvement



Focus on fastest growing verticals and business lines



Financial strength – conservative growth and leverage



Agile processes



Constant cash flow generation



Profitability – expense control

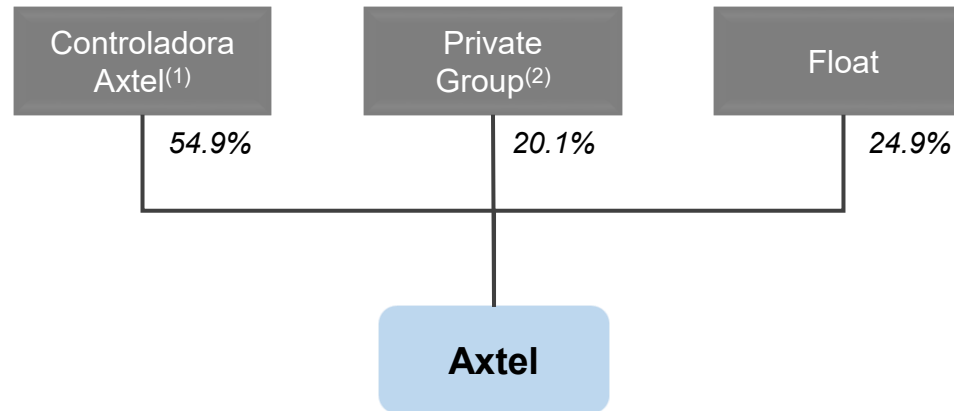


Culture: agility, empowerment and talent development

Shareholder Structure

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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Tecnología que conecta tu vida