

# Investors' Presentation

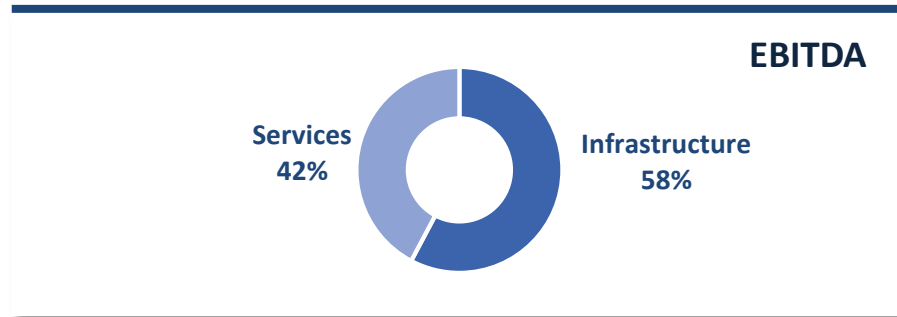
2Q21

axtel

- I. Axtel Overview
- II. Milestones & Strategy
- III. Financial Performance

# I. Axtel Overview

# B2B, infrastructure-based Company



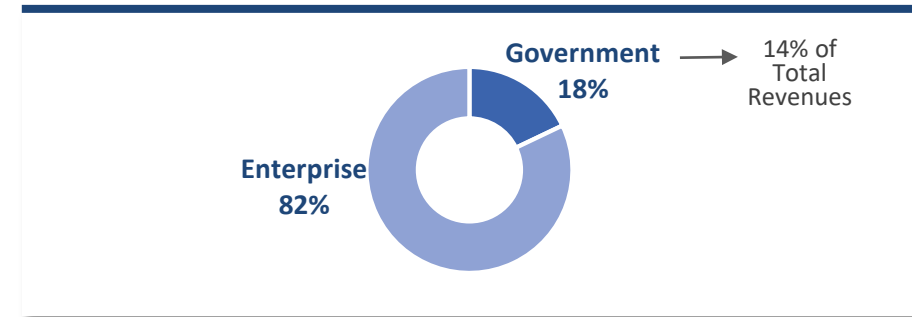
**LTM 2Q21 Revenues & EBITDA**

US \$578 mm & US\$ 202 mm  
Ps. 11,990 mm & Ps. 4,188 mm



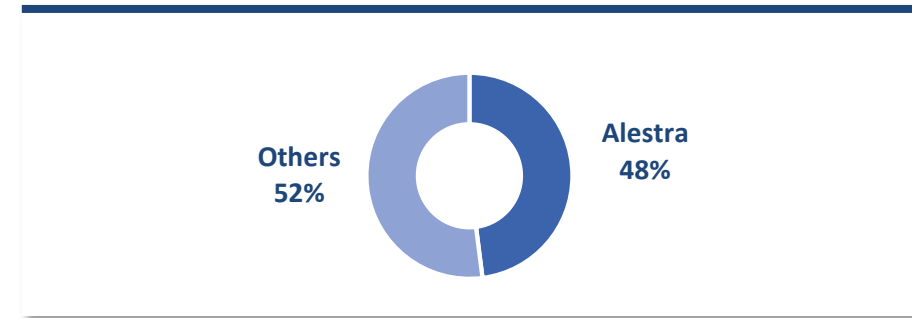
**Fiber Network**

+44,300 km  
+23,000 km LD & 21,300 km Metro



**Services Unit (Alestra) – Revenue Breakdown**

~82% Enterprise



**Infrastructure Unit – Revenue Breakdown**

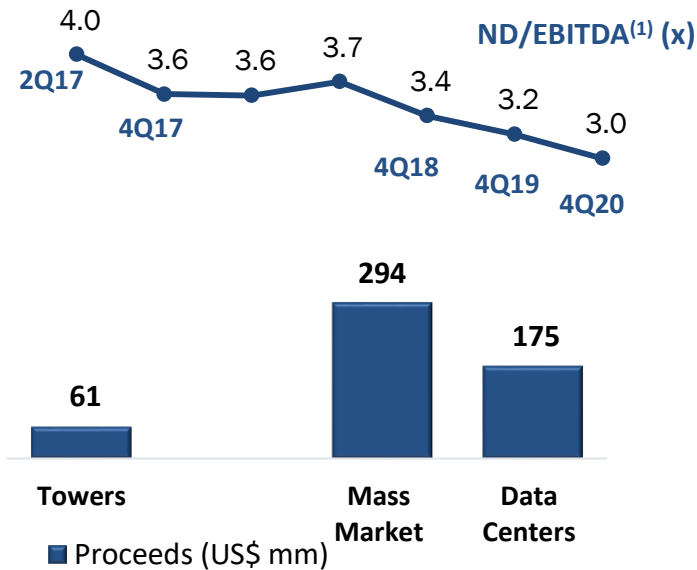
48% Service business unit (Alestra)

# II. Milestones & Strategy

# Milestones - Delivering Results & Aligning to Industry Trends

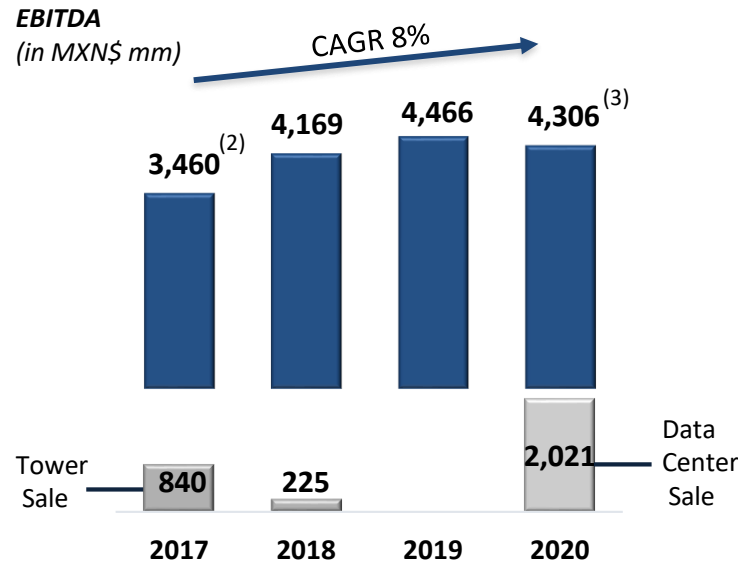
Combining positive performance, delivering on strategic projects and aligning with industry trends

## Non-essential Monetizations: Value Creation & Improved Capital Structure



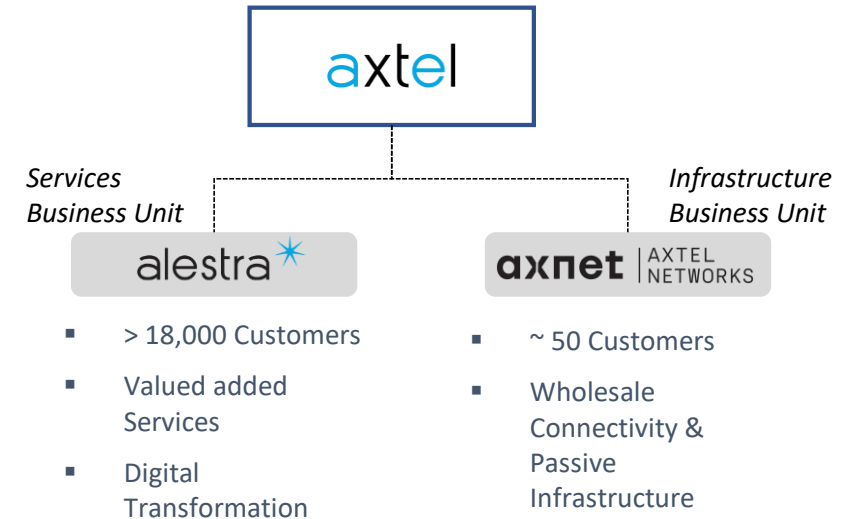
- Value maximization with average EV/EBITDA multiple of 12.0x
- Net leverage decreased from 4.0x in 2Q17 to 3.0x in 4Q20

## Positive Track-record



- EBITDA growth in line with business plan and market expectations
- Unmatched brand awareness & portfolio aligned to address fastest-growing segments

## Business Separation: Capture Opportunities and Maximize Value



- Differentiation
- Maximize value & growth potential of assets

(1) Without tower sale, merger-related expenses, data center sale benefit. | (2) Includes merger-related expenses of Ps.429 million. | (3) 2020 results without Data Centers business.

# Strategy Focused on Maximizing Value

## 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

# III. Financial Performance

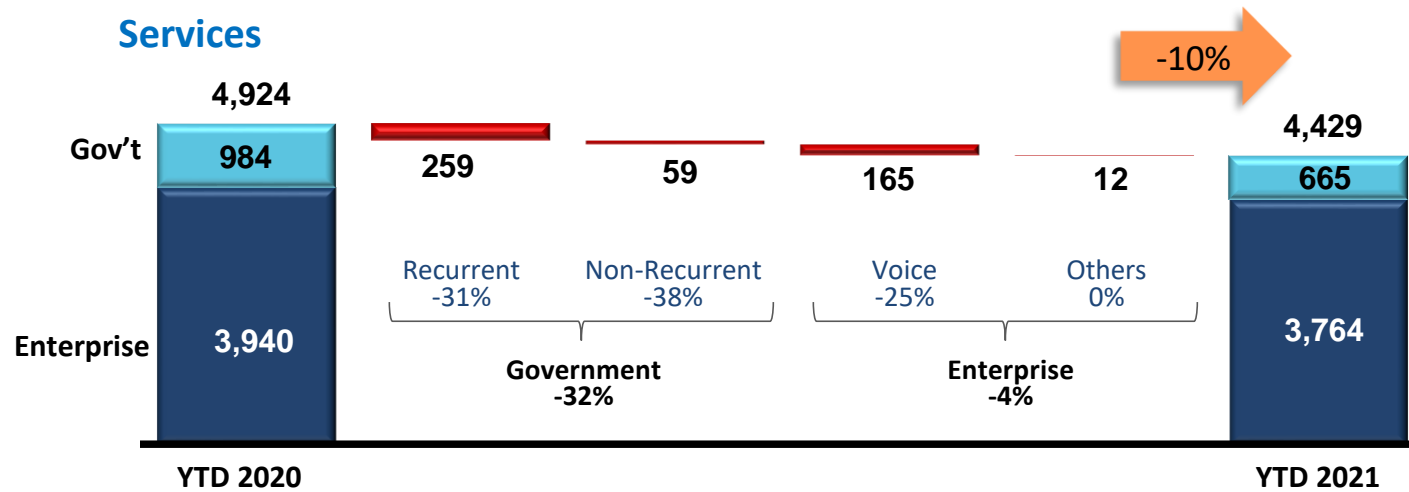


# Revenues & EBITDA by business unit *(as of 2Q21)*

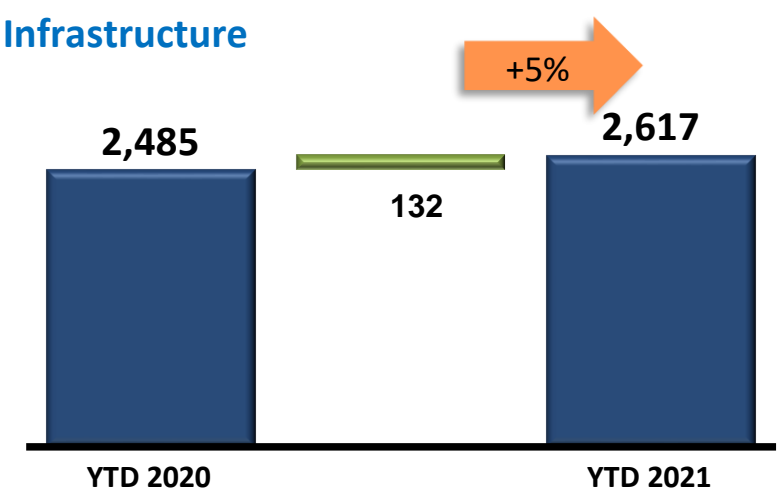
**Revenues – total revenues decreased 6%**

*(in MPs)*

## Services

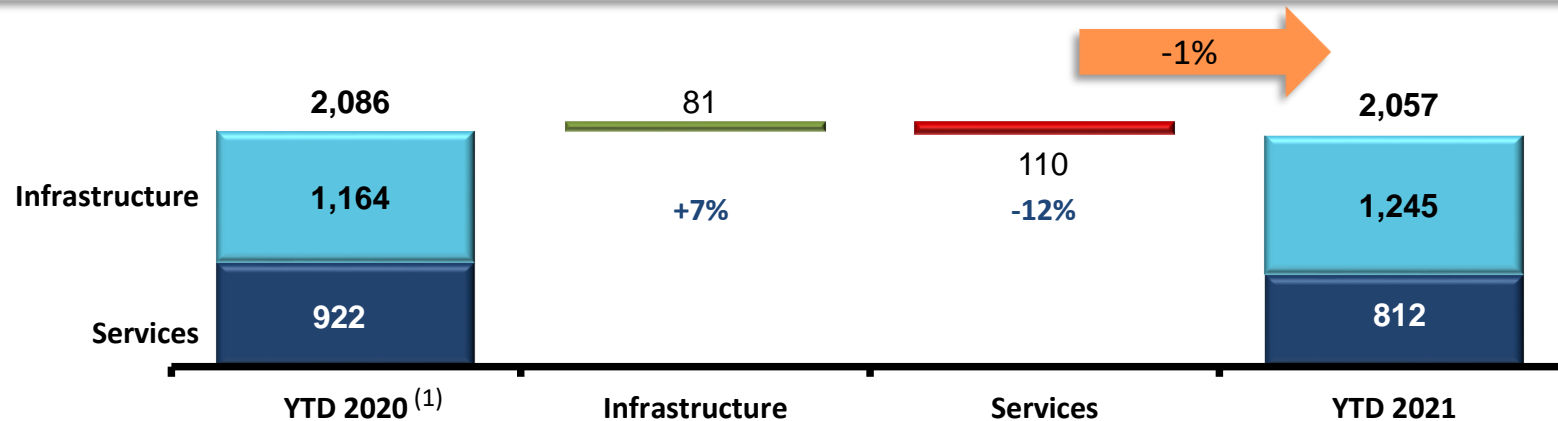


## Infrastructure



**EBITDA – in line with FY guidance**

*(in MPs)*



(1) Excludes Ps. 2,021M from Data Center sale.

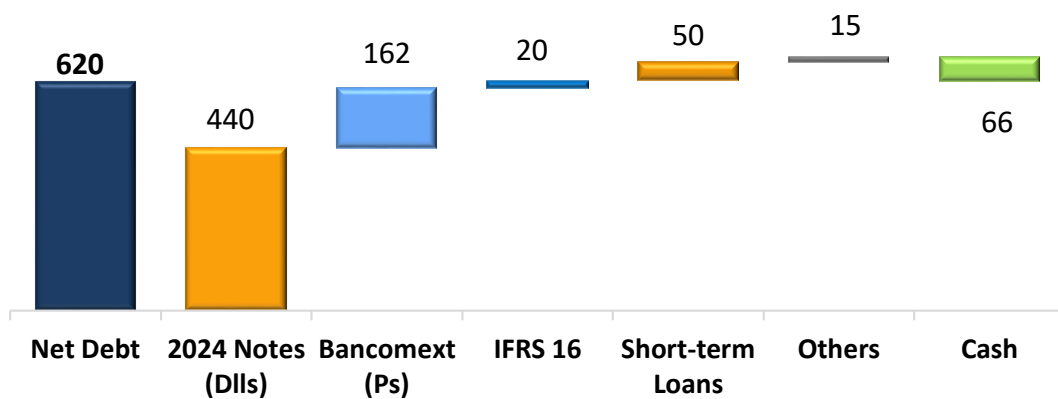
# Debt & Liquidity Profile *(as of 2Q21)*

## Liquidity

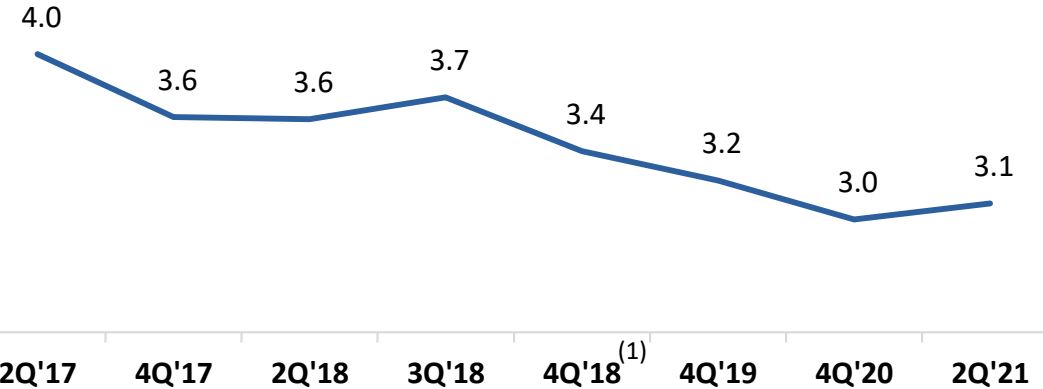
- Cash as of June 30, 2021: US \$66 M
- In July, Axtel secured a second committed revolving credit facility for Ps. 400 million with a three year maturity.
- Committed line facility: US \$49 M drawn

## Debt Composition

(in US \$mm)



## Leverage Evolution (Net Debt / EBITDA\*)

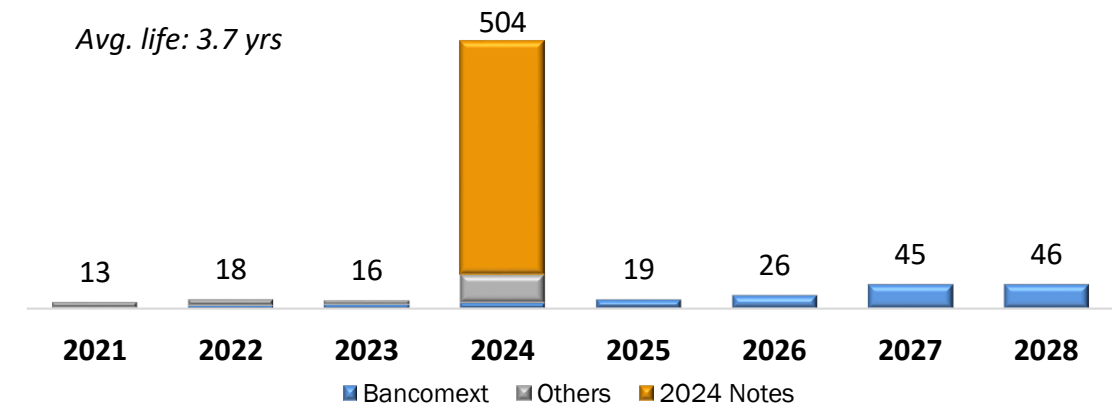


(1) With normalized cash balance.

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

## Maturity Profile

(in US \$mm)





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