1st Quarter 2019

San Pedro Garza Garcia, Mexico, April 23, 2019 - Axtel, S.A.B. de C.V. ("Axtel" or "the Company"), a Mexican Information and Communications Technology company, announced today its unaudited first quarter results ended March 31, 2019⁽¹⁾. Axtel is a subsidiary of Alfa S.A.B. de C.V. ("ALFA").

	Q1	Q4	Q1	(%) 1Q19 vs.		YTD'19	VTDI40	YTD
Million Pesos	2019	2018	2018	4Q18	1Q18	110.19	YTD'18	Δ%
Revenues	3,147	3,446	3,049	-9%	3%	3,147	3,049	3%
EBITDA ⁽⁴⁾	1,074	1,097	1,104	-2%	-3%	1,074	1,104	-3%
EBITDA Margin	34.1%	31.8%	36.2%	+ 232 bps	- 208 bps	34.1%	36.2%	- 208 bps
Net (loss) Income	-77	1,242	960	n.a.	n.a.	-77	960	n.a.
Capital Expenditures	377	729	142	-48%	>100%	377	142	>100%
Net Debt	15,406	13,496	18,625	14%	-17%			
Net Debt / EBITDA ⁽⁵⁾	3.5x	3.0x	3.3x					
Adjusted Revenues*	3,323	4,131	3,753	-20%	-11%	3,323	3,753	-11%
Adjusted FBITDA*	1 112	4 135	1 379	-73%	-19%	1 112	1 379	-19%

^{*} Axtel's individual results reflect its Mass Market business as discontinued operations. ALFA, however, consolidates both continuing and discontinued operations. For a complete reconciliation of revenues and EBITDA, see page 10.

Highlights:

- ❖ First quarter results continued reflecting the merits of Axtel's focused strategy. EBITDA grew 10% in the quarter adjusting for the benefit from the tower sale recorded in the first quarter of 2018, mainly driven by enterprise and recurrent government revenues.
- ❖ In line with industry trends and with the objective of increasing profitability, accelerate growth and maximize the utilization of its infrastructure, the Company is implementing a process to separate its operations in two business units; a value-added services' provider which will continue providing IT and managed telecom solutions to enterprise and government customers and an infrastructure-based business unit which will own the majority of the assets and provide basic connectivity and internet to wholesale clients and operators in Mexico.
- At the annual meeting in February, Axtel's shareholders approved a share buy-back program of up to Ps. 150 million to be used to support and improve the liquidity of the stock.
- With the attendance of six thousand customers, in March, the Company celebrated Alestra Fest, the benchmark event in the telecommunications and IT industry for the business and government sectors in Mexico promoting digital innovation in organizations to make their businesses smarter and more competitive.

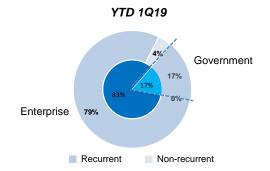
Media Relations:

Julio Salinas comunicacion.corporativa@axtel.com.mx +52(81) 8114-1144 Investor Relations: Nancy Llovera IR@axtel.com.mx +52(81) 8114-1128



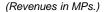
Revenues

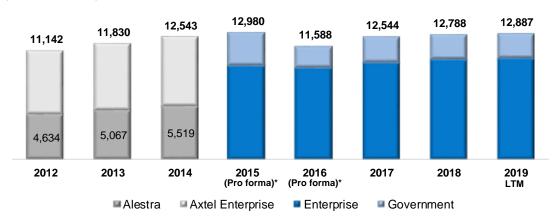
				(%) 1Q	19 vs.	YTD'19 YTD'18		YTD
Million Pesos	Q1 2019	Q4 2018	Q1 2018	Q4 2018	Q1 2018	פוטוז	ו עוו	Δ%
ENTERPRISE	2,626	2,732	2,520	-4%	4%	2,626	2,520	4%
GOVERNMENT	521	714	529	-27%	-2%	521	529	-2%
TOTAL	3,147	3,446	3,049	-9%	3%	3,147	3,049	3%
Recurrent	3,019	3, 178	2,956	-5%	2%	3,019	2,956	2%
Non recurrent	128	268	93	-52%	38%	128	93	38%



Total revenues for the first quarter 2019 reached Ps. 3,147 million, compared to Ps. 3,049 million in the same period in 2018, a 3% increase, mainly due to a 4% increase in the enterprise segment, slightly mitigated by a 2% decline in the government segment. Total recurrent revenues for the first quarter 2019 reached Ps. 3,019 million, a 2% increase compared to 2018. Non-recurrent revenues increased 38% compared to the first quarter 2018, due to increases in the enterprise segment.

Enterprise and Government Segment Evolution





^{*} Pro forma figures include Alestra as of the beginning of each year.

Enterprise

				(%) 1Q	19 vs.	YTD'19	YTD'18	YTD
Million Pesos	Q1 2019	Q4 2018	Q1 2018	Q4 2018	Q1 2018	פוטוו	ו עווו	Δ%
TELECOM	2,296	2,340	2,234	-2%	3%	2,296	2,234	3%
Voice	<i>4</i> 25	460	514	-8%	-17%	<i>4</i> 25	514	-17%
Data and Internet	899	932	862	-4%	4%	899	862	4%
Managed Networks	973	948	858	3%	13%	973	858	13%
IT	330	392	286	-16%	15%	330	286	15%
TOTAL ENTERPRISE	2,626	2,732	2,520	-4%	4%	2,626	2,520	4%
Recurrent	2,499	2,533	2,481	-1%	1%	2,499	2,481	1%
Non recurrent	127	200	39	-36%	>100%	127	39	>100%

Quarterly revenues totaled Ps. 2,626 million, a 4% increase compared to the same period in 2018, due to an improvement in IT and Managed Network revenues. Recurrent revenues increased 1% and non-recurrent revenues posted a strong increase due to equipment sale.

Telecom revenues in first quarter 2019 increased 3% compared to the first quarter in the previous year, mainly due to an increase of 13% in *Managed Networks* due to strong increases in Managed Services and VPNs mainly due to services provided in connection to the FTTx mass market divestment announced in December 2018. This increase was softened by a 17% decrease in *Voice* revenues, due to declines in fix-to-mobile and long distance revenues.

IT revenues increased 15% year-over-year, mainly due to a 57% increase in *Managed Applications* as existing customers acquired this service for the first time; a 37% increase in *System Integration*; a 32% growth in *security services*; and 30% increase in *cloud services*.

Government

				(%) 1Q	19 vs.	YTD'19	YTD'18	YTD
Million Pesos	Q1 2019	Q4 2018	Q1 2018	Q4 2018	Q1 2018	11013	11010	Δ%
TELECOM	298	350	238	-15%	26%	298	238	26%
Voice	30	26	38	12%	-22%	30	38	-22%
Data and Internet	79	100	57	-21%	38%	79	57	38%
Managed Networks	189	224	143	-15%	33%	189	143	33%
IT	222	363	291	-39%	-24%	222	291	-24%
TOTAL GOVERNMENT	521	714	529	-27%	-2%	521	529	-2%
Recurrent	520	645	475	-19%	9%	520	475	9%
Non recurrent	1	68	54	-99%	-99%	1	54	-99%

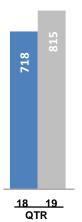
Government segment revenues amounted to Ps. 521 million in the first quarter of 2019, compared to Ps. 529 million in the same period in 2018, a 2% decline mainly due to a fall in IT revenues. Recurrent revenues, increased 9% compared to the same period in 2018.

Telecom revenues increased 26%. *Voice* revenues decreased 22% and *Data and internet* revenues increased 38% due to new *Data* services contracts. *Managed networks* revenues increased 33% due to increases in *VPN* and *Ethernet* services.

IT revenues decreased 24% due to strong decreases in *Security* services and *System Integration* services, mainly due to strong non-recurrent revenues in the first quarter of 2018.

Cost of Revenues

(in MPs.)



Gross Profit (in MPs.)



Expenses (in MPs.)



Cost of revenues and Operating and Other expenses

Cost of revenues(2). For the three month period ended March 31, 2019, the cost of revenues represented Ps. 815 million, a 13% or Ps. 97 million increase compared to the same period of year 2018, mainly due to an increase in enterprise segment costs associated to non-recurrent revenues.

Gross Profit. Gross profit is defined as revenues minus cost of revenues. For the first quarter of 2019, the gross profit accounted for Ps. 2,332 million, remaining flat compared to the same period in 2018. Gross profit margin decreased from 76% to 74% year-over-year, due to the increase of lower margin non-recurrent revenues within the enterprise segment.

Operating and other expenses⁽³⁾. In the first quarter of 2019, total expenses reached Ps. 1,258 million, 3% higher than the expenses recorded in the same period in 2018, mainly due to the net benefit of Ps. 122 million from tower sale in 1Q18. Adjusting for this one-time gain in tower sale, operating expenses in the first quarter decreased 7%, due to efficiencies in the organization, as personnel salaries and outsourcing decreased 4% and 24%, respectively. The new accounting standard IFRS16 also contributed to a Ps. 68 million benefit in lease expenses.

EBITDA (in MPs.)



Operating income (in MPs.)



EBITDA and Operating income

EBITDA⁽⁴⁾. For the first quarter of 2019, EBITDA decreased 3% to Ps. 1,074 million, compared to Ps. 1,104 in 2018. However, 2018's figure includes Ps. 123 million of other income related to the sale of towers to American Tower Corporation, without this effect, EBITDA increased 10% compared to the first quarter 2018.

Operating income. In the first quarter of 2019, operating income totaled Ps. 127 million, 47% lower than the same quarter of last year, mainly due to other income of Ps. 123 million in first quarter 2018 related to the benefit from the tower sale. The decline in operating income is also due to a 10% increase in depreciation and amortization expenses.

Comprehensive Financing Result

				(%) 10)19 vs.	YTD'19 YTD'18		YTD
Million Pesos	Q1 2019	Q4 2018	Q1 2018	Q4 2018	Q1 2018	11019	11010	Δ%
Net interest expense	(366)	(488)	(404)	-25%	-9%	(366)	(404)	9%
FX gain (loss), net	159	(479)	943	n.a.	-83%	159	943	-83%
Ch. in FV of fin. Instruments	(30)	(33)	13	-11%	n.a.	(30)	13	n.a.
Total	(236)	(1,000)	552	-76%	n.a.	(236)	552	n.a.

The comprehensive financing cost reached Ps. 236 million in the first quarter of 2019, compared to a benefit of Ps. 552 million in the same period of 2018. This increase in cost is explained mostly by a decline in FX gain during the first quarter of 2019 resulting from a lower amount of USD-denominated debt and a 2% appreciation of the Mexican peso against the US dollar in the first quarter of 2019; compared to an 8% appreciation of the Mexican peso in the first quarter of 2018. Interest expenses declined during the first quarter of 2019 mainly due to the partial prepayment of the Syndicated Bank Facility in December 2018.

Total Debt and Net Debt (6)

Million Pesos	Q1 2019	Q4 2018	Q1 2018
Senior Notes 2024	9,690	9,841	9,172
Bank Facilities	1,870	1,870	6,200
Long-term Facility	3,264	3,264	3,276
Other financing obligations	1,279	740	831
Accrued interests	281	124	290
Total Debt	16,383	15,839	19,770
(-) Cash and cash equivalents	(977)	(2,343)	(1,145)
Net Debt	15,406	13,496	18,625

Total Debt. At the end of the first quarter 2019, total debt decreased Ps. 3,386 million, composed of Ps. 3,925 million or US\$214 million decrease in debt, and a Ps. 539 million non-cash increase caused by a 5% depreciation of the Mexican peso, year-over-year.

Debt reduction of Ps. 3,925 million in comparison with the end of the first quarter 2018, is explained by (i) a Ps. 4,337 million decrease related to the prepayments of the Syndicated Bank Facility; (ii) a Ps. 13 million decrease in amortizations of a long-term facility; (iii) a Ps. 190 million decrease in other loans and financial leases; (iv) a Ps. 9 million decrease in accrued interests; and (v) a Ps. 624 million increase related to the new accounting standard IFRS16.

Cash. As of the end of the first quarter of 2019, the cash balance totaled Ps. 977 million, compared to Ps. 1,145 million a year ago, and Ps. 2,343 million at the beginning of the quarter. The cash balance at the end of the quarter includes Ps. 95 million restricted cash. The decline in cash balance during the first quarter is associated to payment of Ps. 800 million related to the value-added-tax and other provisioned expenses from the FTTx Mass Market business monetization announced in December 2018.

Capital Expenditures

In the first quarter of 2019, capital investments totaled US \$20 million, mainly reflecting investments made to increase last mile access, equipment and connectivity directly associated with enterprise and government customers' contracts, as well as maintenance and network expansion.

Appendix – Other important information

- 1) Financial information presented is based on International Financial Reporting Standards (IFRS) in nominal pesos for the following periods:
 - Consolidated income statement information for the three month periods ending on March 31, 2019 and 2018, and December 31, 2018; and twelve month period ending on March 31, 2019 and 2018, and
 - Balance sheet information as of March 31, 2019 and 2018; and December 31, 2018.
- 2) Costs of revenues include expenses related to the termination of customers' cellular and long distance calls in other carriers' networks, as well as expenses related to billing, collection, operator services, leasing of private circuit links and maintenance directly associated with customers.
- 3) Operating and other expenses are those incurred in connection with general and administrative matters, such as personnel, land and tower leases, sales and marketing, maintenance of our network and net other non recurrent expenses.
- 4) EBITDA is defined as operating income (loss) before depreciation and amortization, and impairment of assets.
- 5) Net Debt to EBITDA ratio: Net debt translated into U.S. Dollars using the end-of-period exchange rate divided by the respective LTM EBITDA translated into U.S. Dollars using the average exchange rate for each month.
- 6) Total debt includes accrued interests for each period. Net debt is calculated subtracting cash and equivalents, including non-current restricted cash, from total debt.
- 7) To reduce exposure to exchange rate risk, Axtel entered into exchange rate forward transactions for an outstanding amount as of 1Q19 of ~US \$ 115 million at an average exchange rate of 20.30 MXN/USD, where Axtel buys USD and sells MXN.

During the quarter, Axtel contracted two FX FWD transactions for a total amount of US \$32 million to hedge the 2024 Senior Notes' coupons payments due May and November 2019; three separate FX FWD transactions for a total amount of US \$45 million to hedge USD-denominated CapEx from December 2018 to September 2019; and a FX FWD transaction for an amount of US \$54 million to maintain the value in USD of the remaining part of the Mass Market segment yet to be divested.

FX Forwards:

Expiration Date	Amount (Mdlls)	Avg. FX rate
Jun'19	53.7	20.47
Sep'19	29.7	19.75
Nov'19	31.8	20.51
Total	115.2	20.30

Interest Rate Swaps:

Amount (MPs)	Axtel receives	Axtel pays
3,380	TIIE	8.355%

8) Subject to market conditions, the Company's liquidity position and its contractual obligations, from time to time, the Company may acquire or divest its own shares and/or senior notes, as well as enter into or unwind financial instruments whose underlying is related to the performance of its shares.



Axtel, S.A.B. de C.V. and Subsidiaries

Unaudited Consolidated Balance Sheet (in Thousand Mexican pesos)

(%) Mar-19 vs.

				(70) Wai-13 VS.
	Mar-19	Dec-18	Mar-18	Mar-18
ASSETS				
CURRENT ASSETS				
Cash and equivalents	881,677	2,249,155	979,989	(10)
Accounts receivable	3,083,601	2,660,090	2,935,677	5
Related parties	63,936	55,105	28,135	>100
Refundable taxes and other accounts receivable	973,079	878,686	941,965	3
Advances to suppliers	558,038	546,064	535,709	4
Inventories Financial Instruments	143,549	104,802	267,187	(46)
Financial Instruments (Zero Strike Call)	99,523	5,898 129,075	177,750	n.a.
Assets classified as held for sale	323,647	315,053	177,750	(44)
Total current assets	6,127,049	6,943,928	5,866,412	n.a. 4
Total Current assets	0,127,049	0,343,320	3,000,412	
NON CURRENT ASSETS				
Restricted cash	95,443	93,908	164,784	(42)
Property, plant and equipment, net	15,678,371	16,105,524	18,907,594	(17)
Intangible assets, net	1,892,864	1,405,387	1,390,006	36
Deferred income taxes	2,962,141	2,873,075	3,847,870	(23)
Investment in shares of associated co. & other	294,530	294,535	139,427	>100
Derivative financial instruments	-	17,693	-	n.a.
Other assets	420,996	421,752	273,890	54
Total non current assets	21,344,344	21,211,874	24,723,571	(14)
TOTAL 400FT0	07.474.000	00.455.000	00 500 000	(40)
TOTAL ASSETS	27,471,393	28,155,802	30,589,983	(10)
LIABILITIES & STOCKHOLDERS' EQUITY				
CURRENT LIABILITIES				
Account payable & Accrued expenses	3,428,911	3,547,032	3,325,428	3
Accrued Interest	280,822	123,847	290,074	(3)
Short-term debt	-	-	207,320	n.a.
Current portion of long-term debt	558,793	341,981	635,811	(12)
Taxes payable	3,013	13,081	22,532	(87)
Financial Instruments	99,977	39,258	70,673	`41
Deferred Revenue	606,833	536,452	755,848	(20)
Provisions	269,612	312,384	39,735	>100
Other accounts payable	2,763,908	3,863,865	2,040,157	35
Total current liabilities	8,011,869	8,777,900	7,387,578	8
LONG-TERM LIABILITIES				
Long-term debt	15,344,343	15,156,918	18,416,291	(17)
Derivative Financial Instruments	36,428	-	-	n.a.
Employee Benefits	609,424	592,037	641,594	(5)
Other LT liabilities	917	8,040	713,998	(100)
Total long-term debt	15,991,112	15,756,995	19,771,883	(19)
TOTAL LIABILITIES	24 002 081	24,534,895	27,159,461	(12)
TOTAL LIABILITIES	24,002,981	24,534,695	27,139,401	(12)
STOCKHOLDERS EQUITY				
Capital stock	464,368	464,371	464,371	(0)
Additional paid-in capital	-	159,551	159,551	n.a.
Cumulative earnings (losses)	3,004,044	2,996,985	2,806,600	7
5 (,				
TOTAL STOCKHOLDERS' EQUITY	3,468,412	3,620,907	3,430,522	1

TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	27,471,393	28,155,802	30,589,983	(10)
	, ,	,,	,,	, -,

Axtel, S.A.B. de C.V. and Subsidiaries

Unaudited Consolidated Income Statement (in Thousand Mexican pesos)

				19 vs.	S.			
	1Q19	4Q18	1Q18	4Q18	1Q18	YTD'19	YTD'18	Δ%
Total Revenues	3,147,151	3,446,007	3,048,559	(9)	3	3,147,151	3,048,559	3
Operating cost and expenses								
Cost of sales and services	(815,010)	(1,044,640)	(718,258)	(22)	13	(815,010)	(718,258)	13
Selling, administrative and other expenses	(1,255,991)	(1,355,681)	(1,347,817)	(7)	(7)	(1,255,991)	(1,347,817)	(7)
Other income (expenses), net	(1,665)	50,955	121,761	n.a.	n.a.	(1,665)	121,761	n.a.
Asset impairment	(15,359)	(11,862)	(8,626)	29	78	(15,359)	(8,626)	78
Depreciation and amortization Cost	(692,837)	(713,880)	(706,009)	(3)	(2)	(692,837)	(706,009)	(2)
Depreciation and amortization Expenses	(239,664)	(204,897)	(148,586)	17	61	(239,664)	(148,586)	61
	(3,020,525)	(3,280,005)	(2,807,536)	(8)	8	(3,020,525)	(2,807,536)	8
Operating income (loss)	126,626	166,002	241,023	(24)	(47)	126,626	241,023	(47)
Comprehensive financing result:								
Interest expense	(391,168)	(505,466)	(419,088)	(23)	(7)	(391,168)	(419,088)	(7)
Interest income	25,040	17,715	14,683	41	71	25,040	14,683	71
Foreign exchange gain (loss), net	159,432	(479,084)	942,687	n.a.	(83)	159,432	942,687	(83)
Change in fair value of fin. instruments	(29,553)	(33,029)	13,473	(11)	n.a.	(29,553)	13,473	n.a.
Comprehensive financing result, net	(236,248)	(999,863)	551,754	(76)	n.a.	(236,248)	551,754	n.a.
Equity in results of associated company		0	(0)	n.a.	n.a.		(0)	n.a.
Income (loss) before income taxes,	(109,622)	(833,861)	792,777	(87)	n.a.	(109,622)	792,777	n.a.
Income taxes:								
Current	(19,576)	(10,460)	(36,664)	87	(47)	(19,576)	(36,664)	(47)
Deferred	57,643	173,795	132,368	(67)	(56)	57,643	132,368	(56)
	01,010	,	,	(01)	(0.0)		,	()
Total income taxes	38,066	163,335	95,704	(77)	(60)	38,066	95,704	(60)
Discontinued Operations	(5,644)	1,912,350	71,483	n.a.	n.a.	(5,644)	71,483	n.a.
Net Income (Loss)	(77,200)	1,241,823	959,963	n.a.	n.a.	(77,200)	959,963	n.a.

Axtel, S.A.B. de C.V. and Subsidiaries

Discontinued Operations – Mass Market (in Thousand Mexican pesos)

	(%) 1Q19 vs.							
	1Q19	4Q18	1Q18	4Q18	1Q18	YTD'19	YTD'18	Δ%
Revenues	175,503	684,980	704,327	-74%	-75%	175,503	704,327	(75)
Costs & Expenses	(183,567)	(738,680)	(602,209)	-75%	-70%	(183,567)	(602,209)	(70)
Other income	-	2,785,628	-	n.a.	n.a.	-	-	n.a.
Tax	2,419	(819,579)	(30,635)	n.a.	n.a.	2,419	(30,635)	n.a.
Total Discontinued Operations	(5,644)	1,912,350	71,483	n.a.	n.a.	(5,644)	71,483	n.a.

Axtel, S.A.B. de C.V. and Subsidiaries

Revenues Reconciliation (in Thousand Mexican pesos)

	(%) 1Q19 vs.									
	1Q19	4Q18	1Q18	4Q18	1Q18	YTD'19	YTD'18	Δ%		
Revenues	3,147,151	3,446,007	3,048,559	(9)	3	3,147,151	3,048,559	3		
Revenues from discontinued operations	175,503	684,980	704,327	(74)	(75)	175,503	704,327	(75)		
Adjusted Revenues	3,322,654	4,130,988	3,752,886	(20)	(11)	3,322,654	3,752,886	(11)		
În USD	172,864	208,247	200,078	(17)	(14)	172,864	200,078	(14)		

Axtel, S.A.B. de C.V. and Subsidiaries

EBITDA Reconciliation

(in Thousand Mexican pesos)

	(%) 1Q19 vs.							
	1Q19	4Q18	1Q18	4Q18	1Q18	YTD'19	YTD'18	Δ%
Operating income (loss)	126,626	166,002	241,023	(24)	(47)	126,626	241,023	(47)
Assetimpairment	15,359	11,862	8,626	29	78	15,359	8,626	78
Depreciation and amortization	932,500	918,777	854,595	1	9	932,500	854,595	9
EBITDA	1,074,485	1,096,641	1,104,244	(2)	(3)	1,074,485	1,104,244	(3)
In USD	55,905	55,374	58,937	1	(5)	55,905	58,937	(5)
Discontinued Operations (Mass Market)								
Revenues	175,503	684,980	704,327	(74)	(75)	175,503	704,327	(75)
Cost of sales and services	(43,896)	(131,676)	(116,754)	(67)	(62)	(43,896)	(116,754)	(62)
Selling, administrative and other expenses	(94,498)	(300,893)	(312,939)	(69)	(70)	(94,498)	(312,939)	(70)
Other income (expenses), net - FTTx Sale	<u> </u>	2,785,628		n.a.	n.a.			n.a.
EBITDA Discontinued Operations	37,109	3,038,040	274,634	(99)	(86)	37,109	274,634	(86)
Adjusted EBITDA In USD	1,111,594 57.837	4,134,681 206,342	1,378,878 73,579	(73)	(19)	1,111,594 57,837	1,378,878 <i>73,579</i>	(19) (21)

About AXTEL

Axtel is a Mexican Information and Communication Technology Company that serves the enterprise and government segments with a robust portfolio of IT and Telecommunications solutions through its brand Alestra.

With a network infrastructure of over 40 thousand kilometers of fiber and more than 6,700 square meters of data center, Axtel enables organizations to be more productive through innovation.

As of February 15, 2016, Axtel is a subsidiary of Alfa, which owns 52.8% of its equity.

Axtel shares, represented by Ordinary Participation Certificates, or CPOs, trade on the Mexican Stock Market under the symbol "AXTELCPO" since 2005.

Axtel's Investor Relations Center: axtelcorp.mx

Enterprise and Government services website: alestra.mx

