



axtel

alestra*

axnet | AXTEL
NETWORKS

Corporate Presentation

FIRST QUARTER 2026

Axtel at a Glance




alestra*

axnet | AXTEL NETWORKS

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

 **3,897**
employees

 **+1,000**
Certified engineers

 **+25%**
Female talent

 **Management**
+20 years
experience



ICT Company; Moving Towards Specialization



Information Technology (IT), cybersecurity and connectivity solutions.

High-capacity fiber optic connectivity.

ENTERPRISE

GOVERNMENT

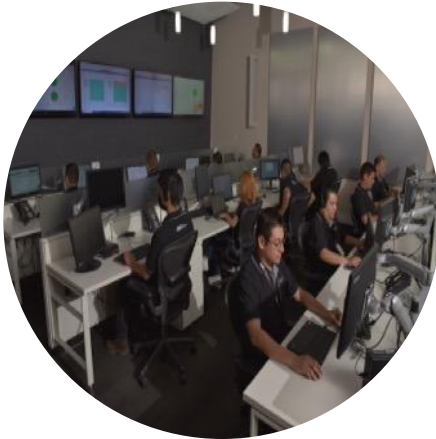
WHOLESALE

- Specialization by industry (verticals) and business lines
- 70% of the top 500 companies in Mexico
- +11,000 customers

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

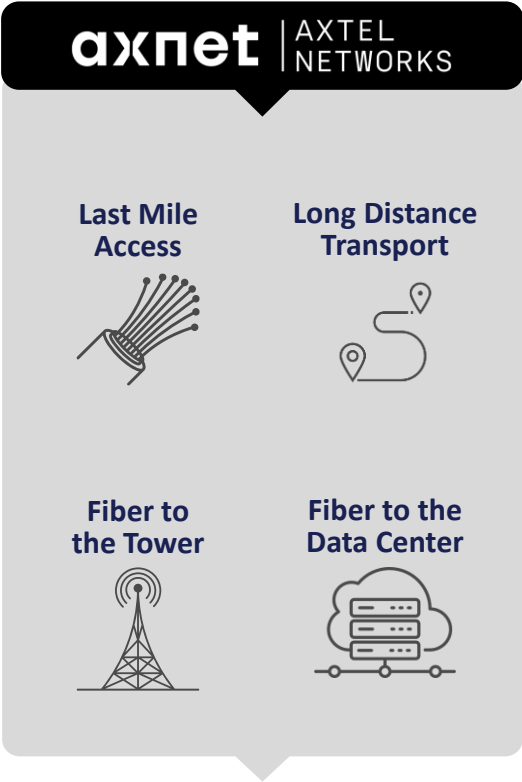
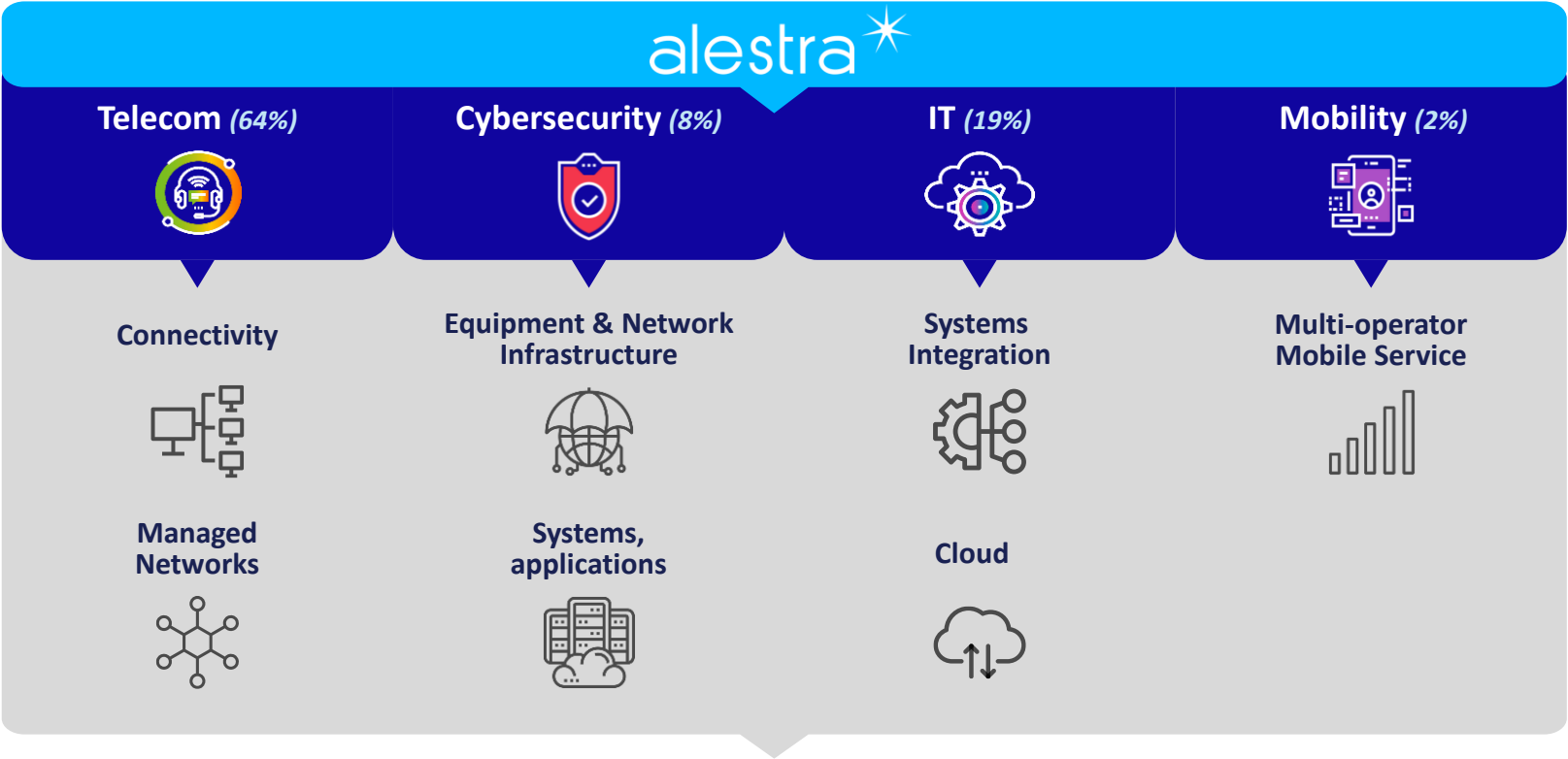
- 55,600 km fiber network
- 77 cities, industrial parks, data centers, metro rings
- ~60 customers; other operators and *hyperscalers*

+20 Technology Partners | | +1,000 certified engineers
6 operating centers | 3 experience centers



Wholesale, Enterprise & Government Segments

(% Enterprise Revenues)¹



Enterprise (71%) | Strategic Verticals

Government (13%)

Wholesale (16%)

Financial



Retail



Transport & Logistics



Manufacturing



Federal

State / local

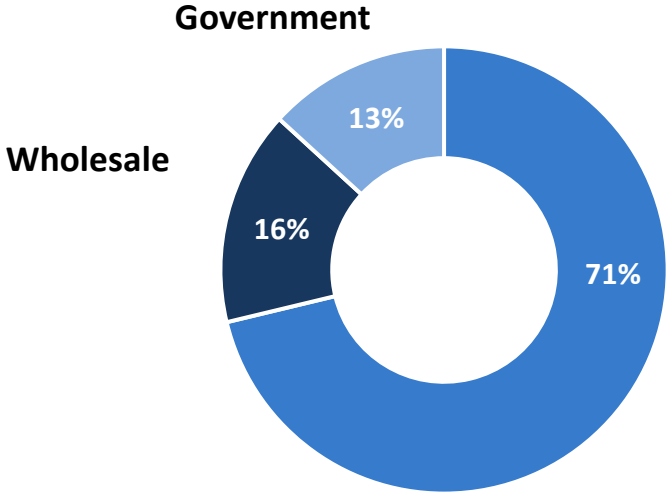
- Mobile and fixed carriers
- Hyperscalers, data centers
- Tower operators

(1) LTM Revenues. Voice: 7%

Revenues – LTM 1Q26

SEGMENTS

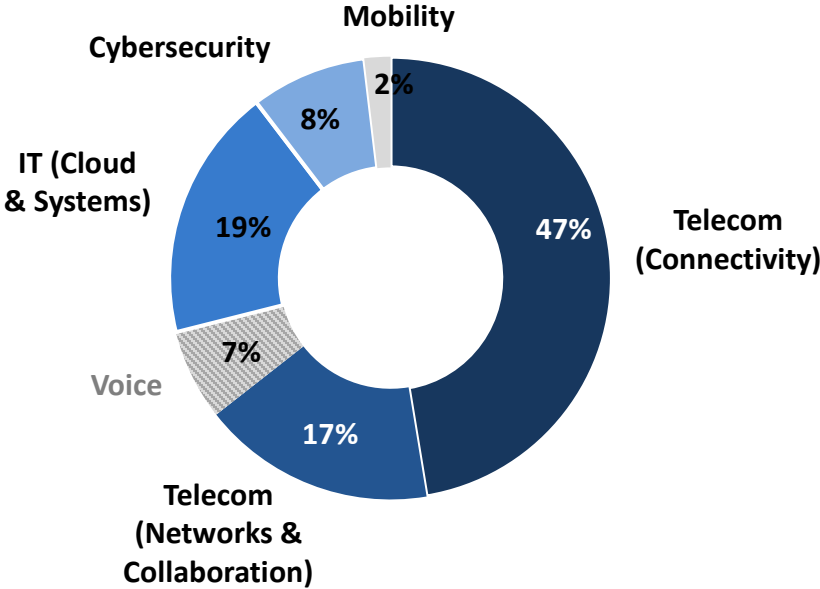
P.s. \$ 12,333M (US \$667M)



Enterprise

ENTERPRISE – BUSINESS LINES

P.s. \$ 8,787M (US \$475M)



Our Network

~55,600 km
Optical Fiber Network

30,600 km – 77 cities
Metropolitan Rings

25,000 km
Long Distance Network

~750
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
4 years



Sergio Bravo
Executive Director
Commercial
30 years



Andrés Cordovez
Executive Director
Infrastructure & Operations
23 years



Mauricio Díaz
Executive Director
Human Capital
13 years



Adrián de los Santos
Executive Director
Finance & Planning
20 years



Wilson Rojas
Executive Director
Legal & Regulatory
30 years



Alicia Saucedo
Executive Director
Commercial Development
27 years

Sustainability Model

Sustainability Model Pillars



Environmental awareness



Employee well-being



Social outreach



Operational efficiency



Innovation & work culture

ESG Commitment

- ESG KPI targets – sustainability-linked loan

Energy & Emissions

- In 2025, 52% of its energy consumption came from clean sources.

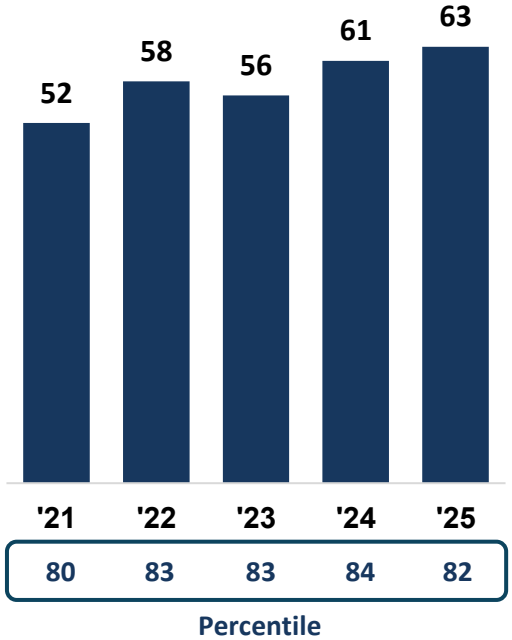
Diversity and Inclusion

- In 2025, women represented more than 25% of total employees

Cybersecurity & Sustainability Awareness

- Adhered to multiple best practices in international standards
- No data breaches in 2022-25

S&P Global - CSA



Financial Performance

Revenues & Comparable EBITDA (1Q26)

Enterprise:

- Growth supported by 16% increase in IT & cybersecurity services
- Telecom +4%, outperforming industry performance

Government:

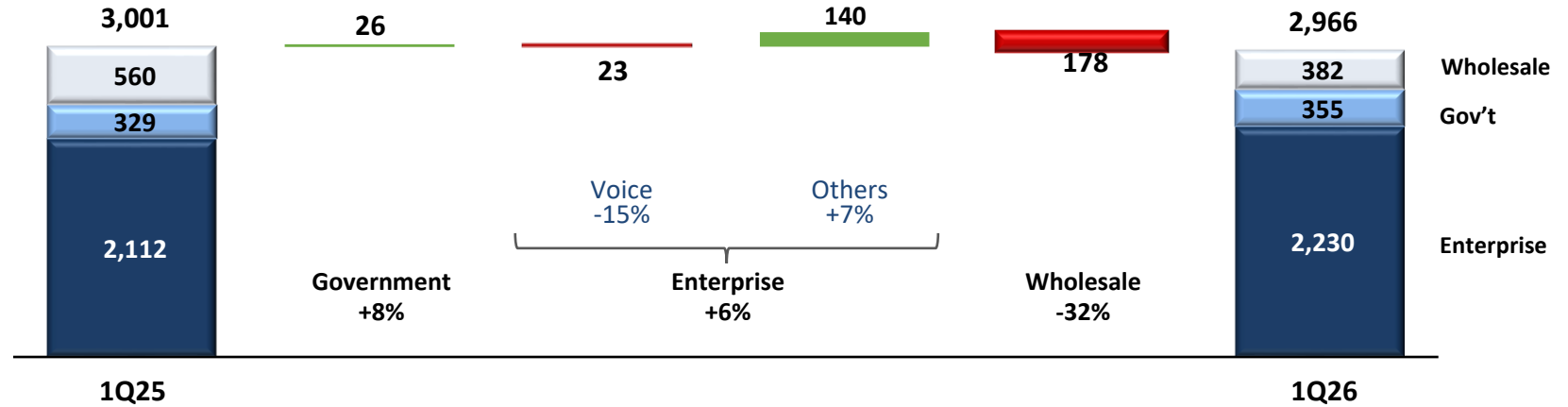
- Recurring revenues up 28%
- Revenue mix: ~70% federal / ~30% state & local

Wholesale:

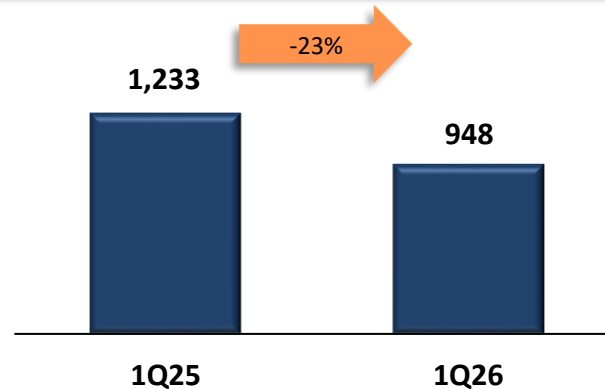
- Unfavorable comparison base – extraordinary revenues recognized in 1Q25 from major mobile customer
- Lower wholesale access connectivity revenues from international operators

(in MP\$.)\$

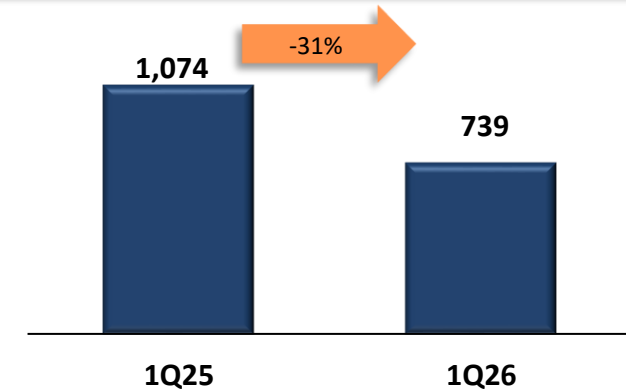
Revenues – total revenues declined 1%



Business Segments' Contribution to EBITDA



Comparable EBITDA*



* Excludes reorganization charge (Ps. \$347M in 1Q26).

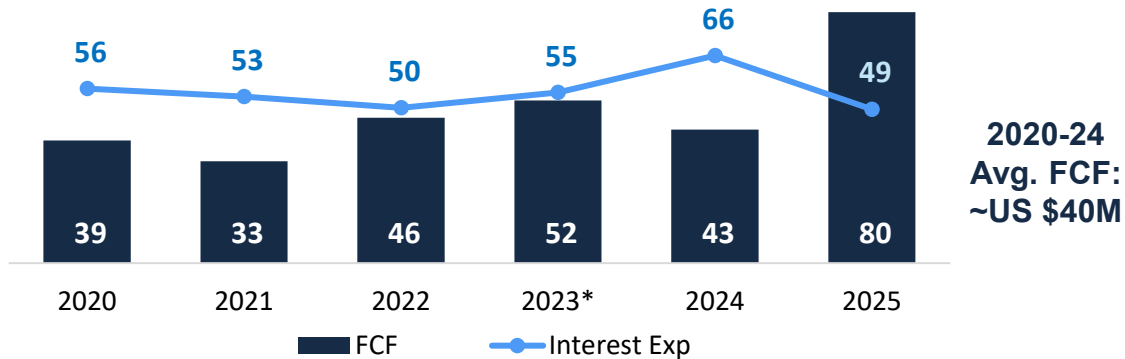
Debt Profile & FCF (as of 1Q26)

Capital Structure

- US \$99M in debt prepayments since Dec'24
 - 16% total debt reduction and ~US \$8M in annual interest savings
- 10-year Bancomext facility (Ps. \$1,600M) to refinance debt during 2025
- Refinancing plan in progress, aimed at extending maturities and further optimizing cost of debt
- Cash: US \$35M, + available committed credit lines: US \$50M

FCF & Interest Expense

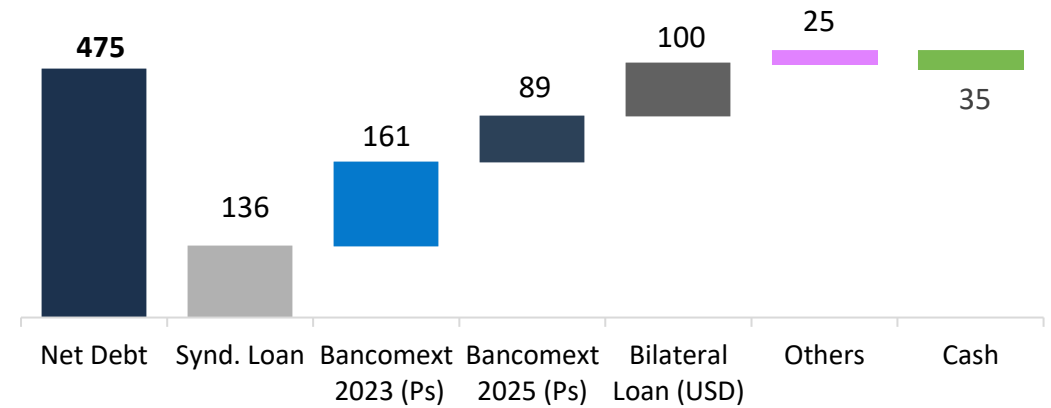
(in MDIls.\$)



* Normalized FCF – excluding reorganization expenses.

Debt Composition

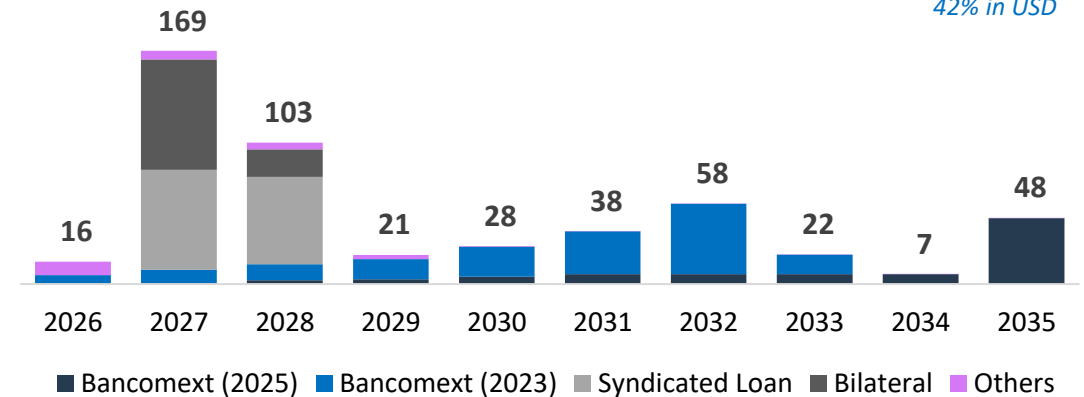
(in MDIls.\$)



Maturity Profile

(in MDIls.\$)

Avg. life: 3.5 yrs
42% 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 – growth and conservative leverage



Agile processes



Constant cash flow generation



Profitability – expense control

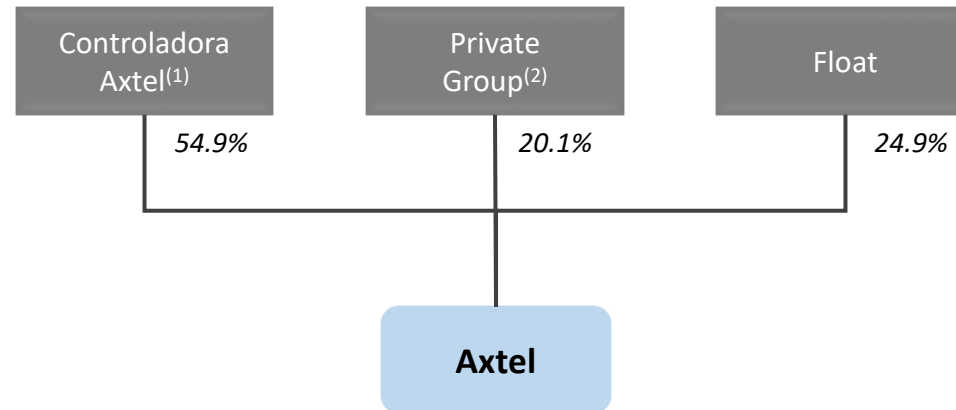


Culture: agility, empowerment and talent development

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. 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.)



axtel

alestra*

axnet | AXTEL
NETWORKS

Tecnología que conecta tu vida