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# Corporate Presentation

SECOND QUARTER 2026

# Axtel at a Glance

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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

**3,500**
**employees**

**+1,000**
**Certified engineers**

**+25%**
**Female talent**

**Management**
**+20 years**
**experience**

# ICT Company; Moving Towards Specialization

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Information Technology (IT), cybersecurity
and connectivity solutions.

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High-capacity
fiber optic connectivity.

| ENTERPRISE | GOVERNMENT | WHOLESALE |
|---|---|---|
| • Specialization by industry (verticals) and business lines<br>• 70% of the top 500 companies in Mexico<br>• +11,000 customers | • Federal & local presence; diversification & smoothing out political cycles<br>• 25% of federal institutions<br>• Presence in 22 states<br>• +200 customers | • 55,600 km fiber network<br>• 77 cities, industrial parks, data centers, metro rings<br>• ~60 customers; other operators and *hyperscalers* |

**+20** Technology Partners | | **+1,000** certified engineers
**6** operating centers | **2** experience centers




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# Wholesale, Enterprise & Government Segments

(% Enterprise Revenues)[1]

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### Telecom *(64%)*
- Connectivity
- Managed Networks

### Cybersecurity *(9%)*
- Equipment & Network Infrastructure
- Systems, applications

### IT *(19%)*
- Systems Integration
- Cloud

### Mobility *(2%)*
- Multi-operator Mobile Service

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- Last Mile Access
- Long Distance Transport
- Fiber to the Tower
- Fiber to the Data Center

### Enterprise *(72%)* | Strategic Verticals
- Financial
- Retail
- Transport & Logistics
- Manufacturing

### Government *(13%)*
- Federal
- State / local

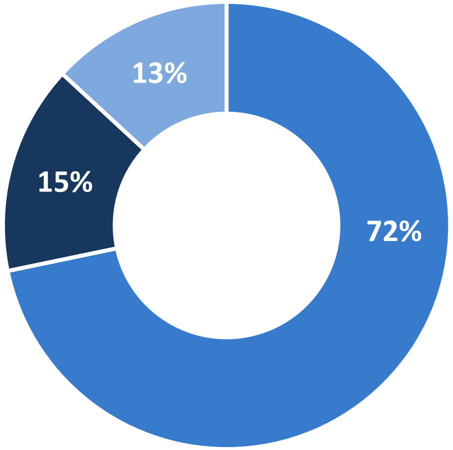
### Wholesale *(15%)*
- *Mobile and fixed carriers*
- *Hyperscalers, data centers*
- *Tower operators*

(1) LTM Revenues. Voice: 6%

# Revenues – LTM 2Q26

## SEGMENTS

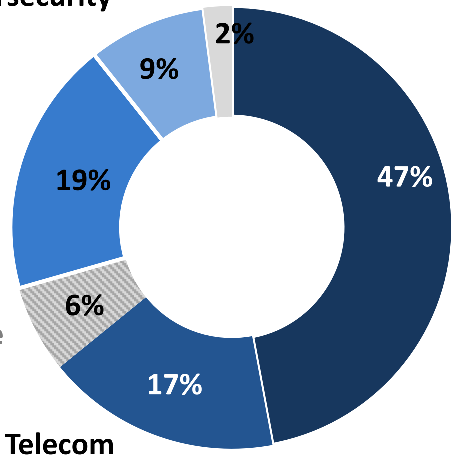
Ps. $ 12,239M (US $681M)




Enterprise

## ENTERPRISE – BUSINESS LINES

Ps. $ 8,780M (US $489M)



# Our Network

**~55,600 km**
Optical Fiber Network

**30,600 km** – 77 cities
Metropolitan Rings

**25,000 km**
Long Distance Network

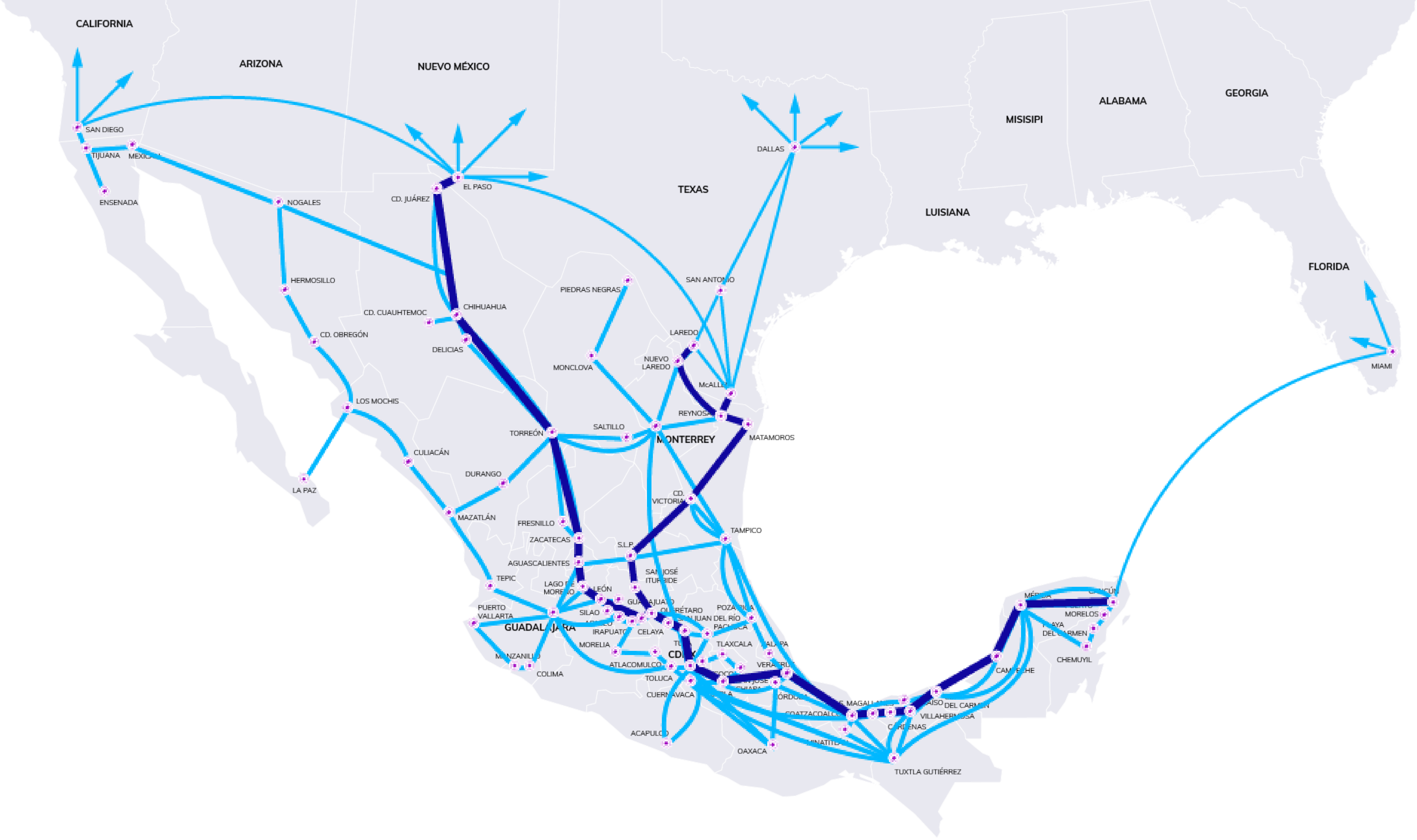
**~750**
Network Points of Presence

**5**
International border crossings

***Nearshoring:***

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

**~900** Industrial parks



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# Experienced ICT Leadership Team

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

**Sergio Bravo**
Executive Director
Commercial
30 years

**Andrés Cordovez**
Executive Director
Infrastructure & New Businesses
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
Marketing & Business 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<br>• No data breaches in 2022-25 |

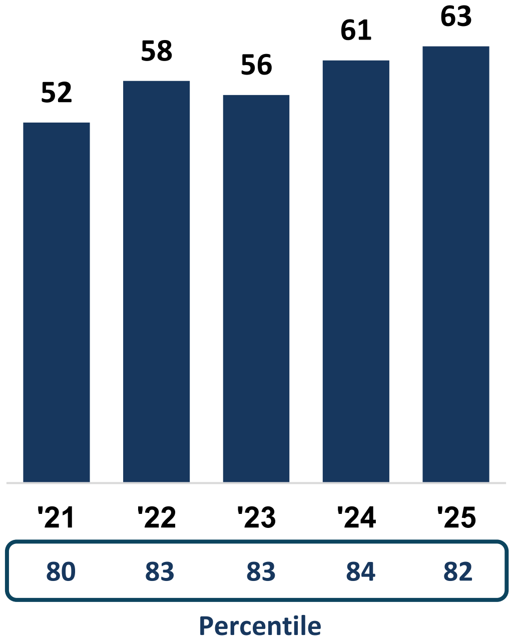
SUSTAINABLE DEVELOPMENT GOALS

United Nations Global Compact

CDP

ESR Empresa Socialmente Responsable

### S&P Global - CSA



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# Financial Performance

# Revenues & Comparable EBITDA *(2Q26)*

## Enterprise:

- Revenue growth driven by a 5% increase in IT & Cybersecurity services
- Telecom revenues decreased 1%, mainly due to lower collaboration services revenues

## Government:

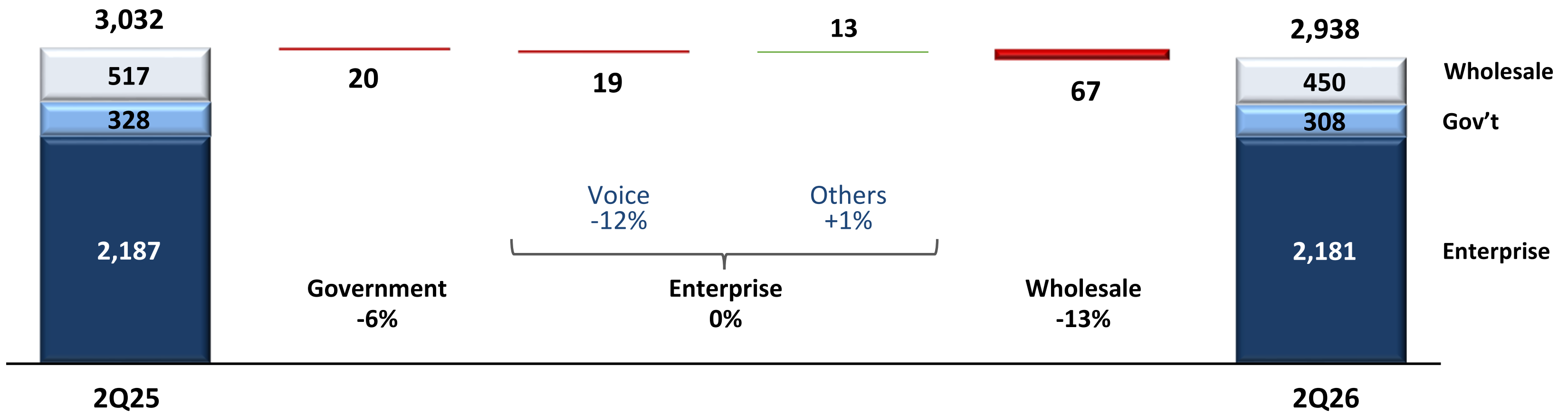
- Recurring revenues increased 34%
- Diversified revenue mix: ~70% federal / ~30% state & local

## Wholesale:

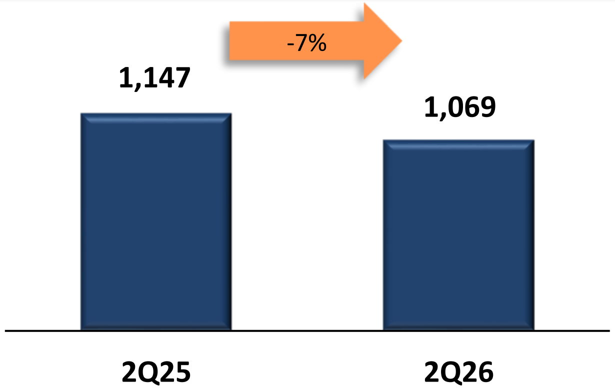
- Impacted by a challenging comparison base from higher upfront revenues on large-capacity contracts in 2Q25
- Lower connectivity revenues from international operators

*(in MPs.$)*

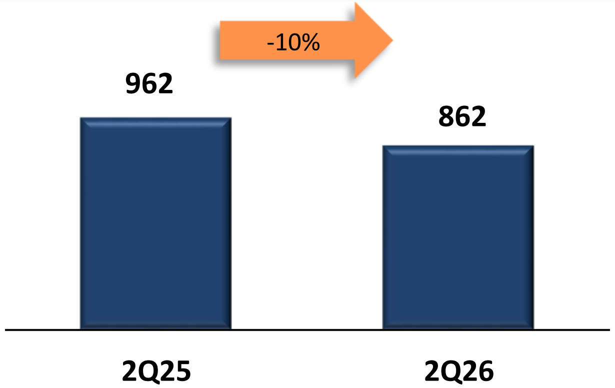
**Revenues** – total revenues declined 3%




**Business Segments' Contribution to EBITDA**




**EBITDA**



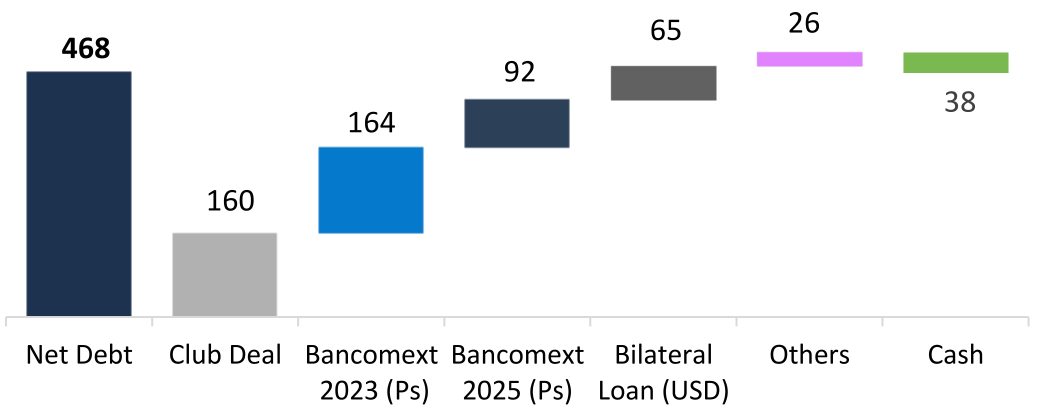
# Debt Profile & FCF *(as of 2Q26)*

## Capital Structure

- ~US$110M of debt prepayments since Dec'24
  - 18% total debt reduction and ~US$8M in annual interest savings
- Refinancing – extend maturities and optimizing cost of debt:
  - Dec'25: 10-year Bancomext facility (Ps. $1,600M)
  - Jun'26: 3-year credit facility (US$160M)
- Liquidity:
  - US$38M cash balance, and US$50M available committed credit lines

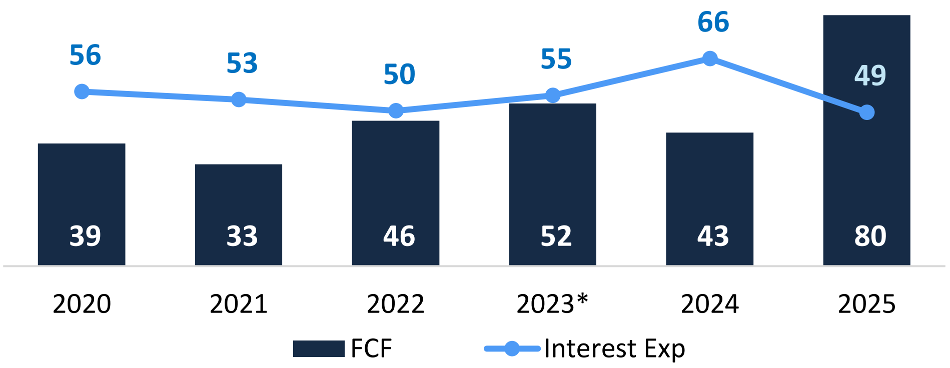
## Debt Composition

(in MDlls.$)




## FCF & Interest Expense

(in MDlls.$)



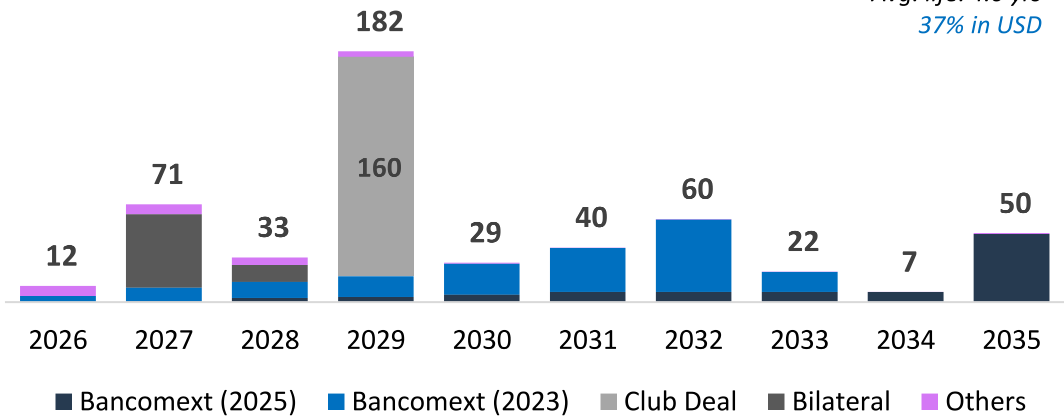

**2020-24 Avg. FCF: ~US$40M**

* Normalized FCF – excluding reorganization expenses.

## Maturity Profile

(in MDlls.$)

*Avg. life: 4.0 yrs*
*37% in USD*



# Growth Plan

# Growth Plan

## Capture short & long-term opportunities

**ENTERPRISE**

- Double-digit growth in business lines with highest potential
- Focus on cross-sell / upsell; tailor-made plans for top accounts
- Establish a strong market position through internally validated AI solutions, scaled for deployment across mid to large-sized customer segments

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**GOVERNMENT**

- Major projects with key entities and growing recurring base

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**AXNET**

- Strengthen connectivity to United States
- Leverage increasing AI-related capacity, bandwidth and latency requirements to scale fiber infrastructure for hyperscalers and data centers

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**NEW SERVICES**

- Scale-up Alestra Móvil

# Key Takeaways

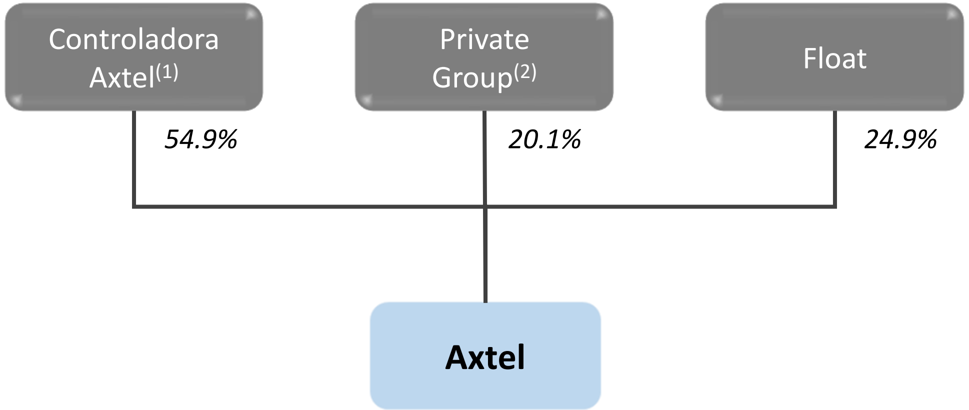
## Focus on growth and financial improvement

- 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.)

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**Tecnología que conecta tu vida**