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Corporate Presentation

THIRD QUARTER 2026

Axtel – Public Information

Axtel at a Glance

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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

3,300
employees

+1,000
Certified engineers

+20
Leading Global Technology Partners

Management
+20 years
experience



ICT Company; Moving Towards Specialization

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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 | **2** experience centers

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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- High-Capacity Connectivity
- Dark Fiber
- Fiber to the Tower
- Interconnected Data Centers

Enterprise *(72%)* | Strategic Verticals

- Financial
- Retail
- Transport & Logistics
- Manufacturing

Government *(14%)*

- Federal
- State / local

Wholesale *(14%)*

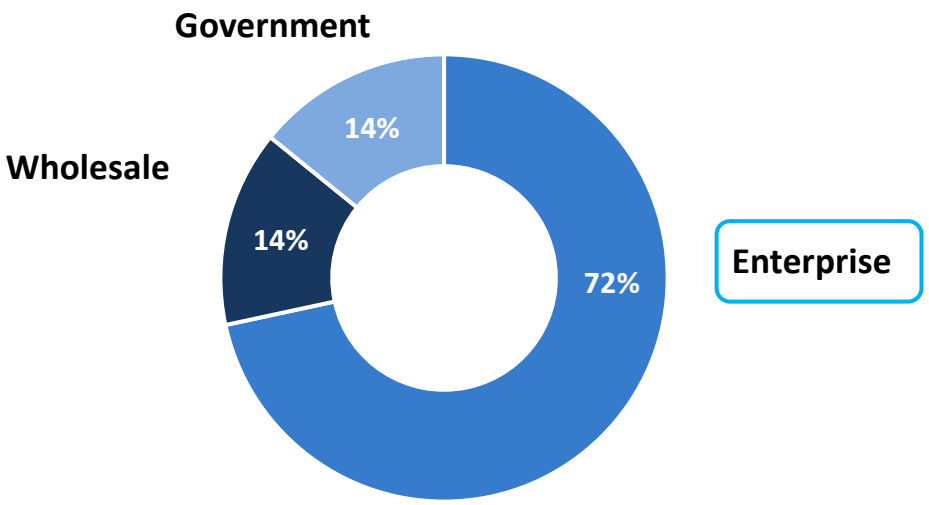
- *Mobile and fixed carriers*
- *Hyperscalers, data centers*
- *Tower operators*

(1) LTM Revenues. Voice: 6%

Revenues – LTM 3Q26

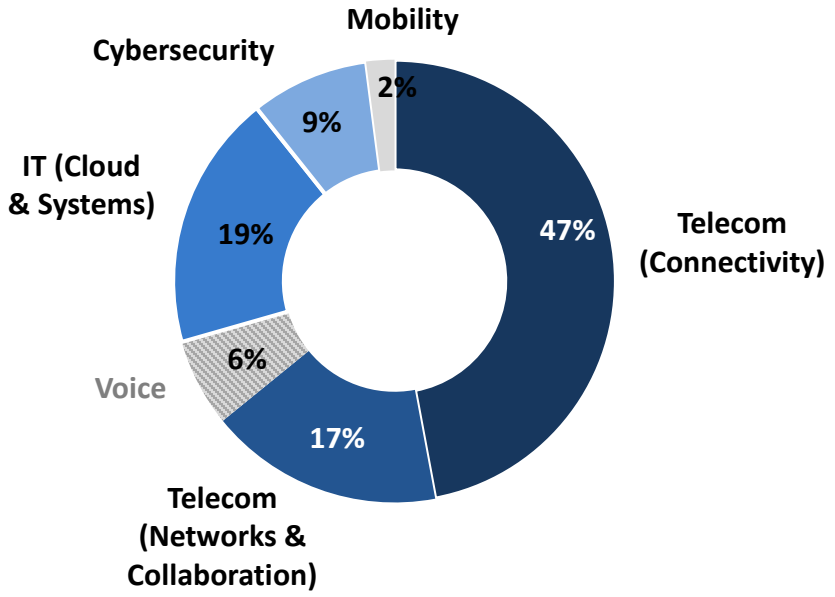
SEGMENTS

Ps. $ 12,328M (US $699M)



ENTERPRISE – BUSINESS LINES

Ps. $ 8,830M (US $501M)



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 & 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 • No data breaches in 2022-25

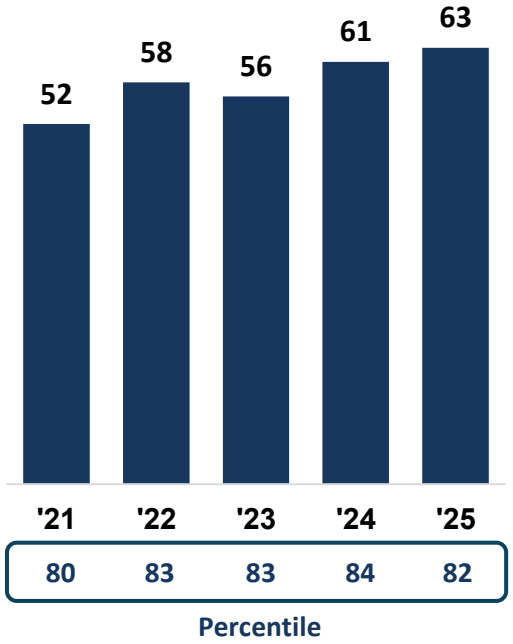
SUSTAINABLE DEVELOPMENT GOALS

United Nations Global Compact

CDP

ESR Empresa Socialmente Responsable

S&P Global - CSA



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Financial Performance

Revenues & Comparable EBITDA *(3Q26)*

Enterprise:

- Revenue growth driven by a 15% increase in IT & Cybersecurity services
- Telecom revenues decreased 1%, mainly due to lower collaboration services

Government:

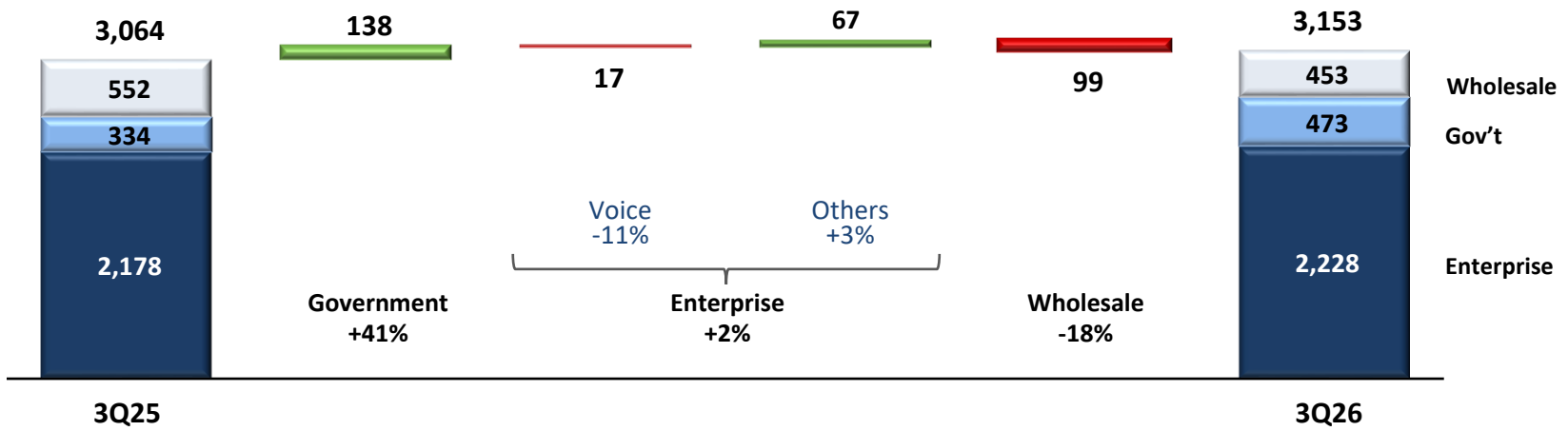
- Growth supported by new digital infrastructure and data center contract awards
- Recurring revenues increased 25%
- YTD Revenue mix: ~77% federal / ~23% state & local

Wholesale:

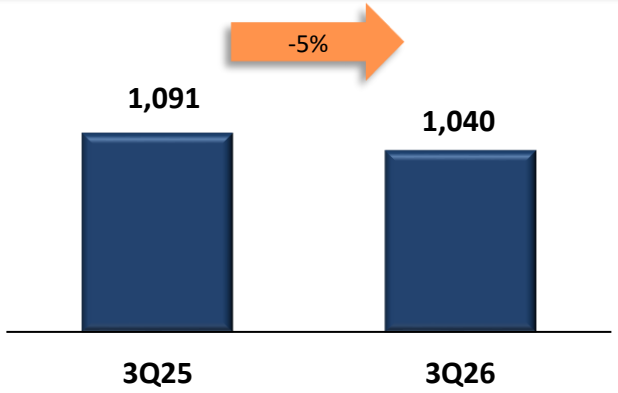
- Challenging comparison against higher level of upfront revenues from dark fiber contracts recognized in 3Q25
- Growth in high-capacity wavelength services helped offset the gradual reduction in legacy direct access services

(in MPs.$)

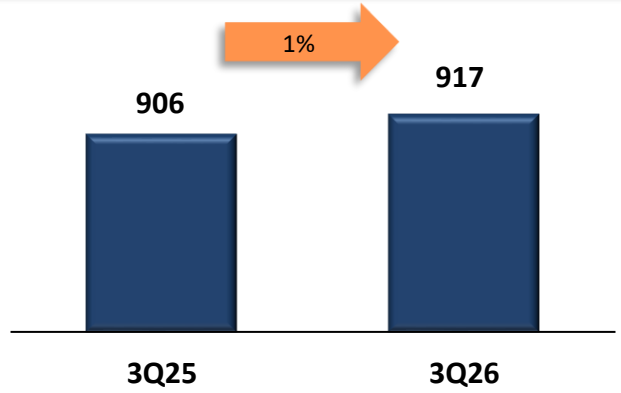
Revenues – total revenues increased 3%



Business Segments' Contribution to EBITDA



EBITDA



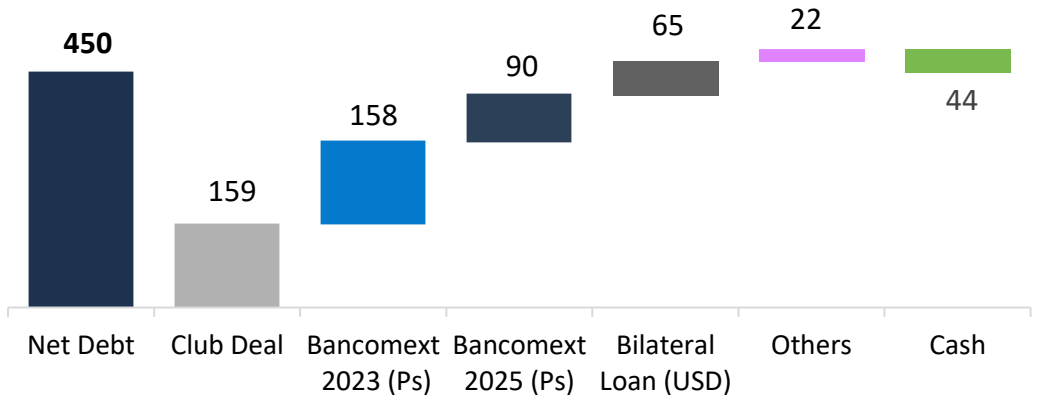
Debt Profile & FCF *(as of 3Q26)*

Capital Structure

- ~US$110M of debt prepayments from Dec'24-Jun'26
  - 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)
  - Aug'26: 3-year bilateral facility (US$65M)
- Liquidity:
  - US$44M cash balance, and US$50M available committed credit lines

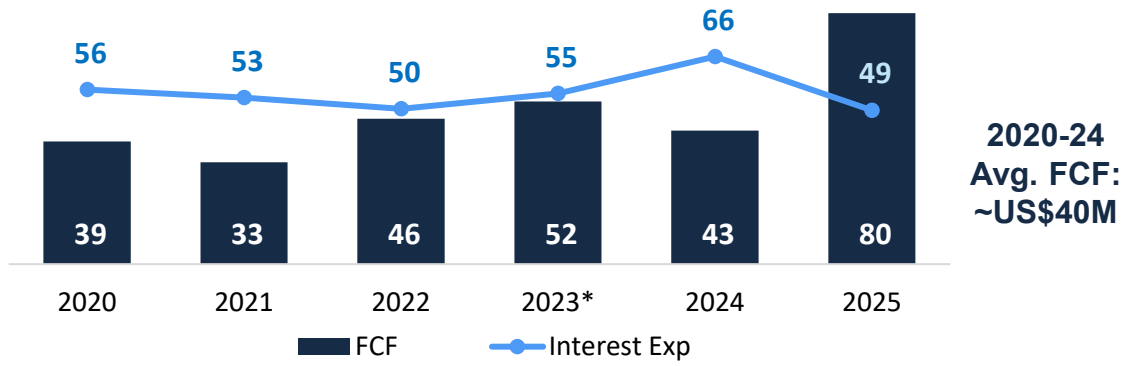
Debt Composition

(in MDlls.$)



FCF & Interest Expense

(in MDlls.$)



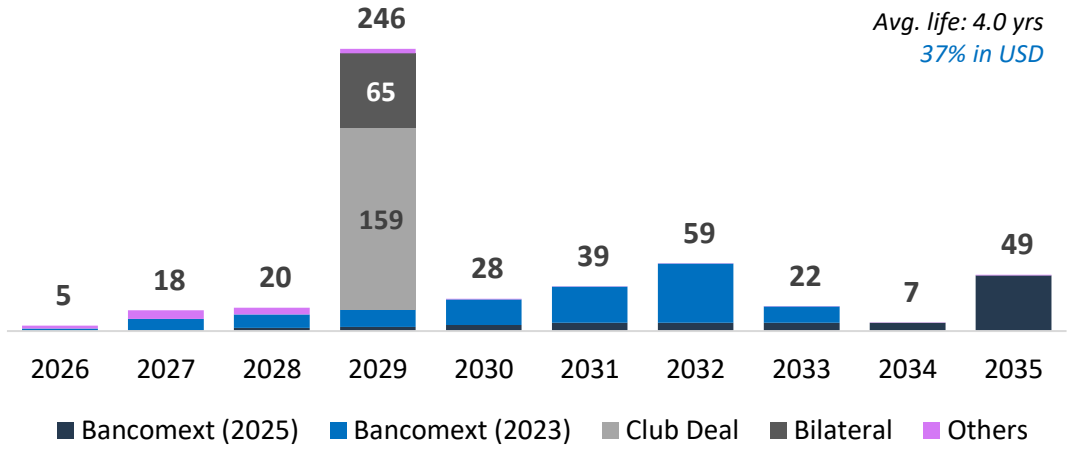
2020-24 Avg. FCF: ~US$40M

* Normalized FCF – excluding reorganization expenses.

Maturity Profile

(in MDlls.$)

Avg. life: 4.0 yrs
37% in USD



Growth Plan

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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
GOVERNMENT	• Major projects with key entities and growing recurring base
AXNET	• Strengthen connectivity to United States • Leverage increasing AI-related capacity, bandwidth and latency requirements to scale fiber infrastructure for hyperscalers and data centers
NEW SERVICES	• Scale-up Alestra Móvil

Key Takeaways

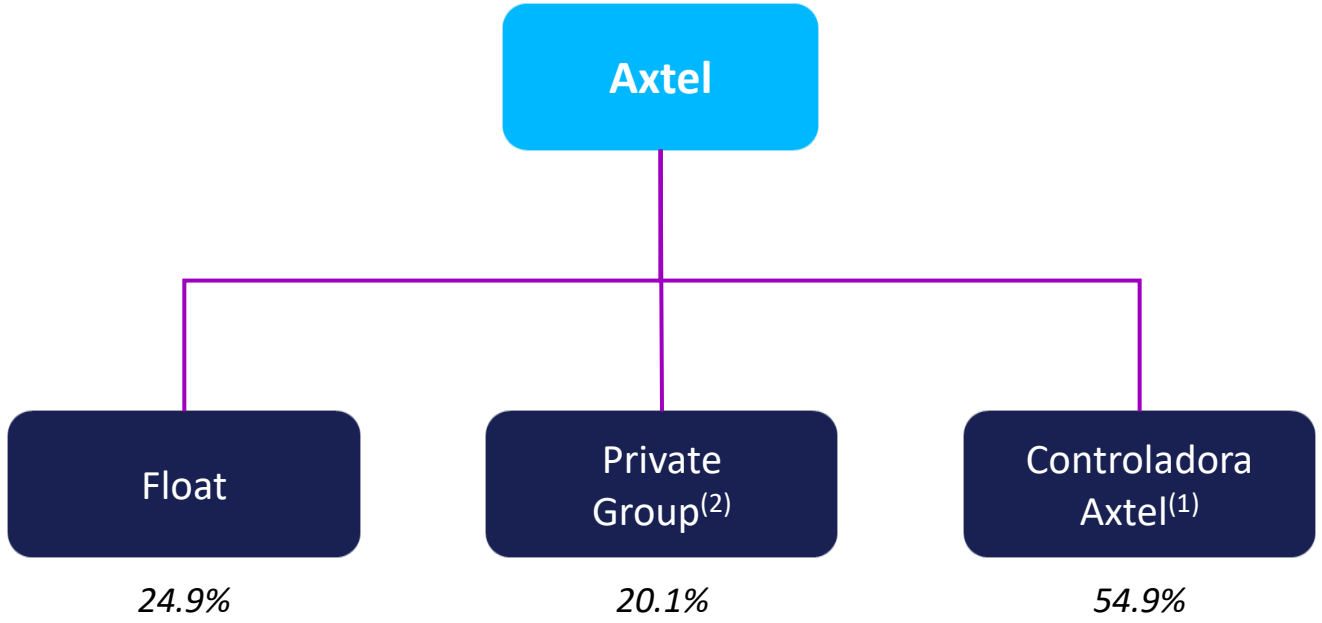
Focus on growth and financial improvement

- 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