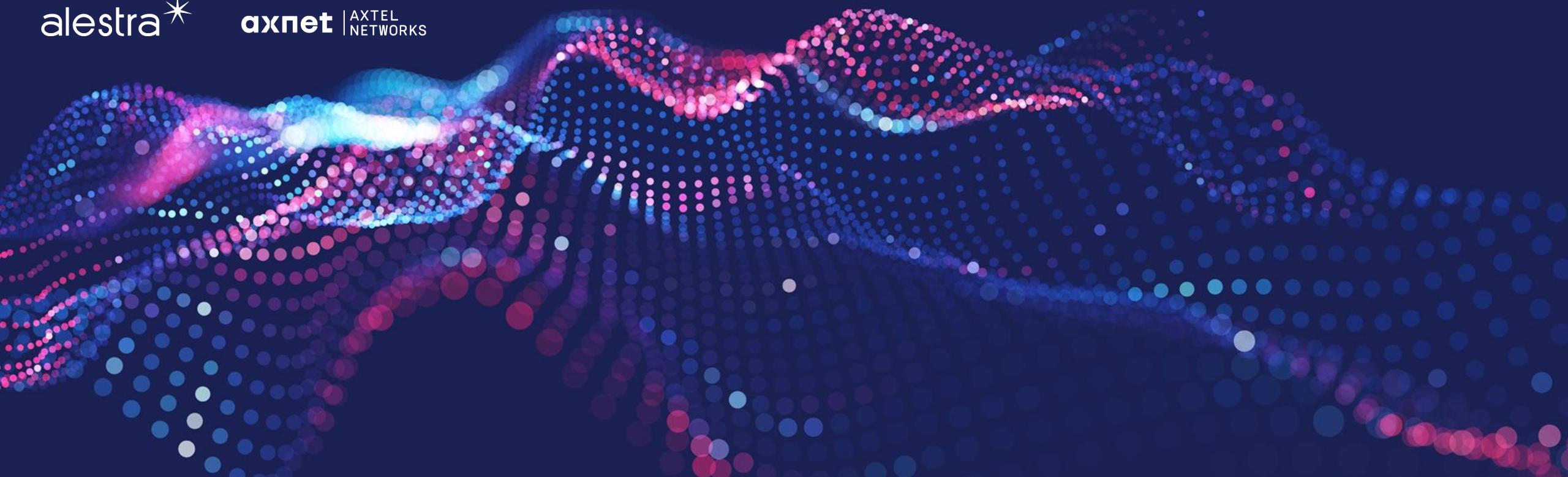


axtel

alestra*

ахнет | AXTEL
NETWORKS



Corporate Presentation

FOURTH QUARTER 2025

Axtel – Public Information

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.

ENTERPRISE

- Specialization by industry (verticals) and business lines
- 70% of the top 500 companies in Mexico
- +12,000 customers

GOVERNMENT

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

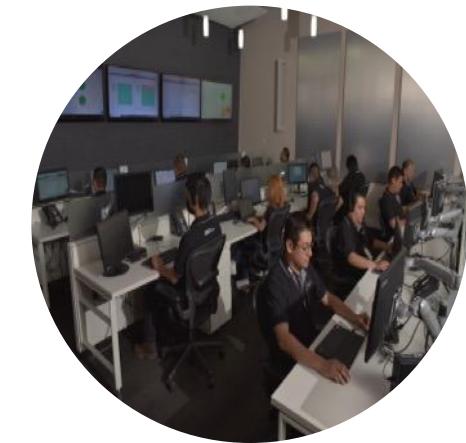
ахпет | AXTEL NETWORKS

High-capacity fiber optic connectivity.

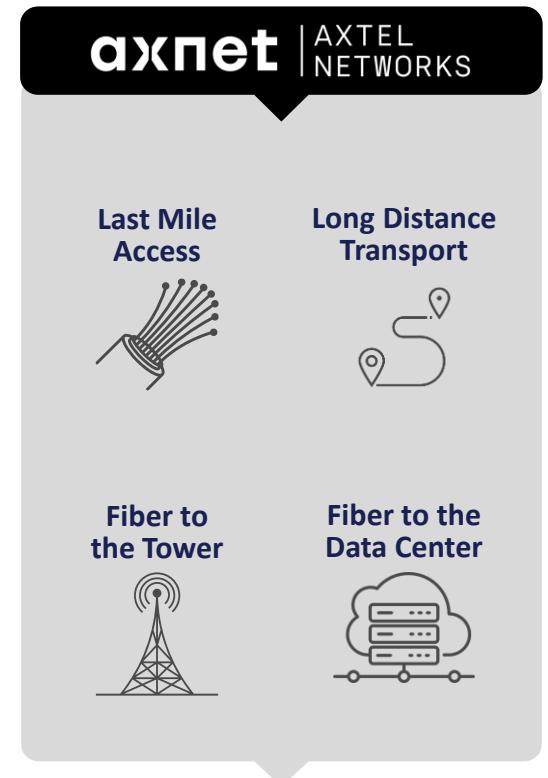
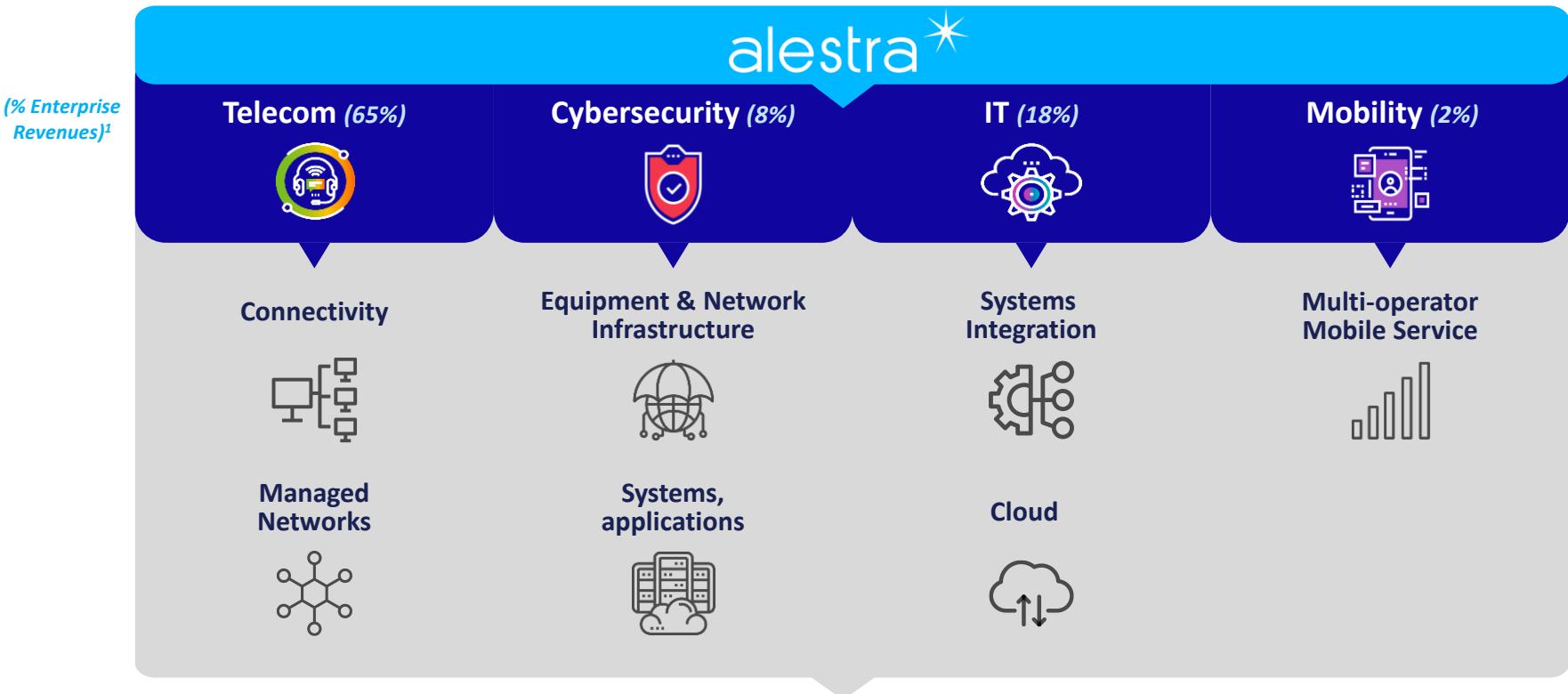
WHOLESALE

- 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



Government (13%)

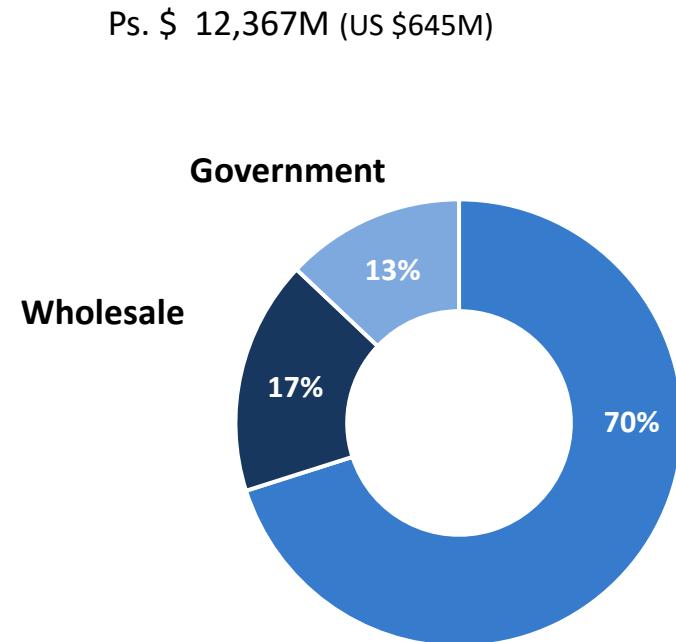
Wholesale (17%)

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

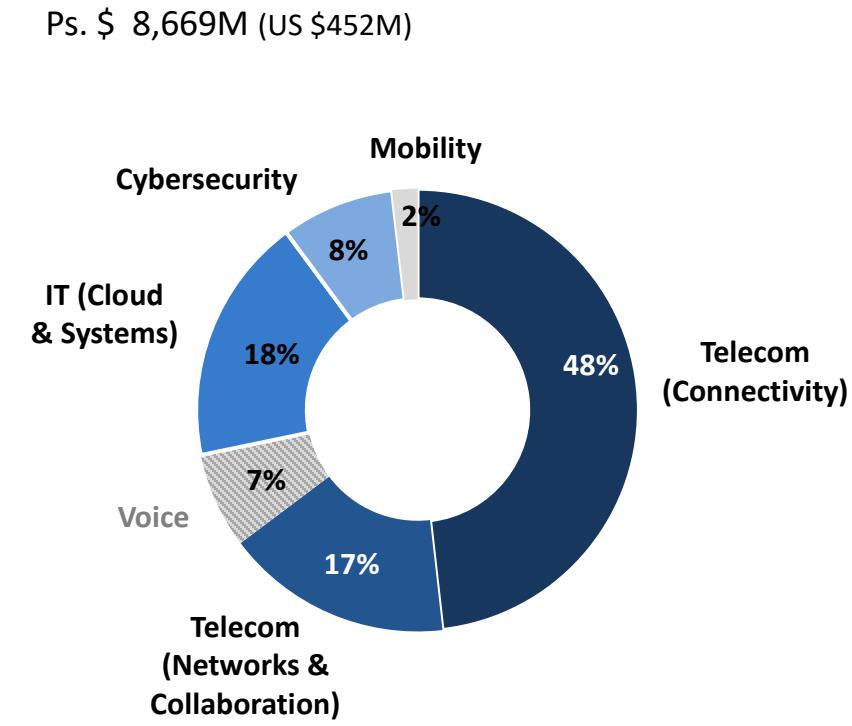
(1) LTM Revenues. Voice: 7%

Revenues – 2025

SEGMENTS



ENTERPRISE – BUSINESS LINES



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



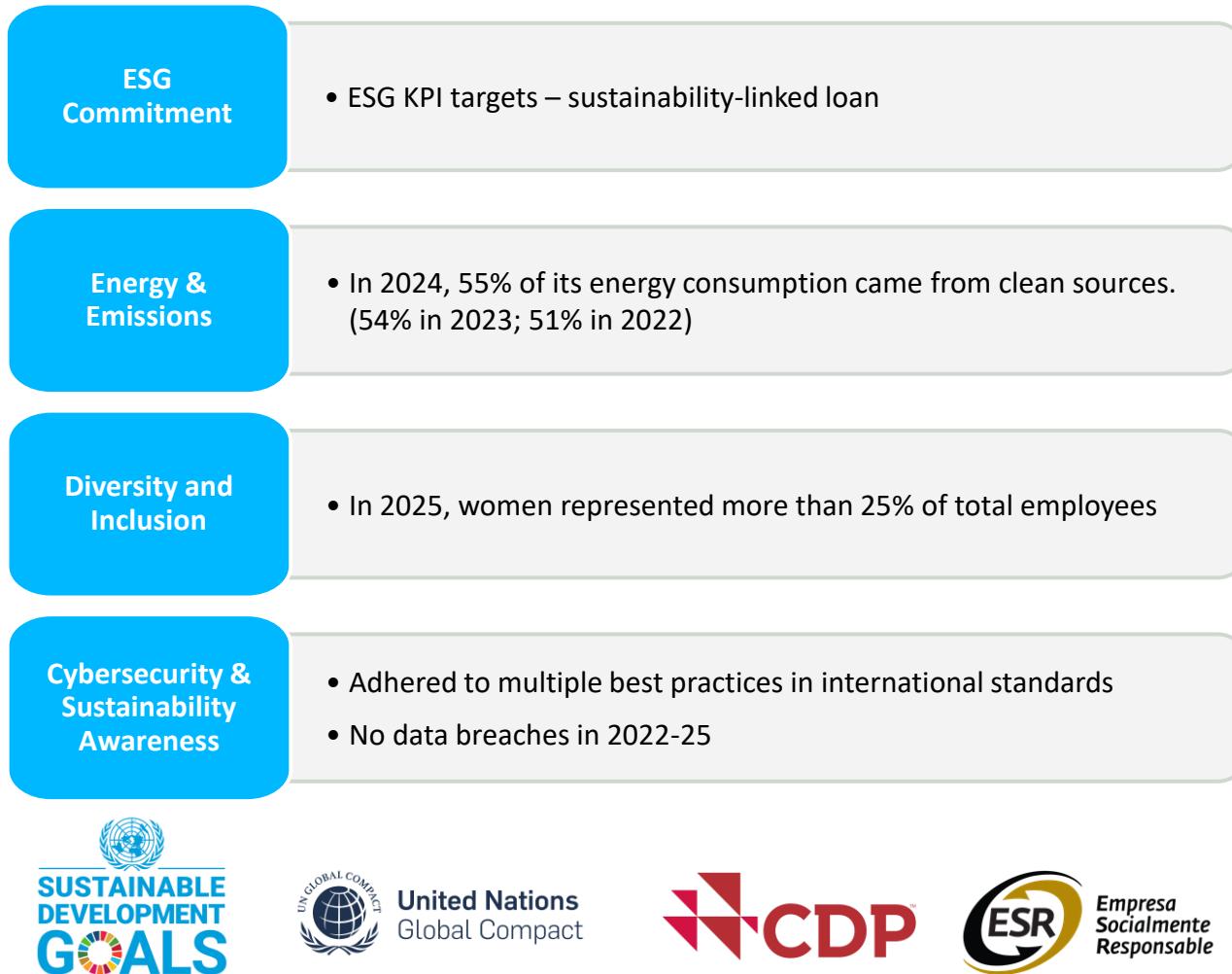
Wilson Rojas
Executive Director
Legal & Regulatory
30 years



Alicia Saucedo
Executive Director
Commercial Development
27 years

Sustainability Model

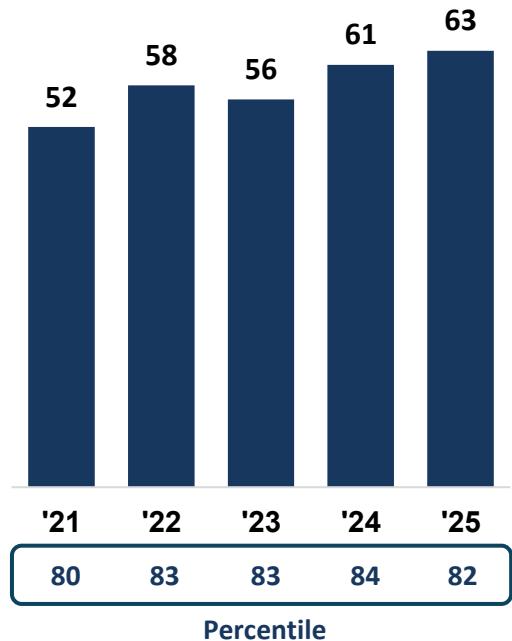
Sustainability Model Pillars



United Nations
Global Compact



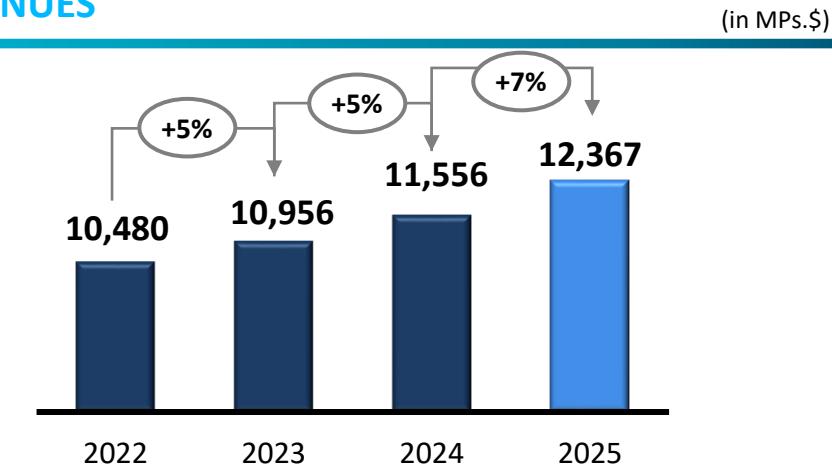
S&P Global - CSA



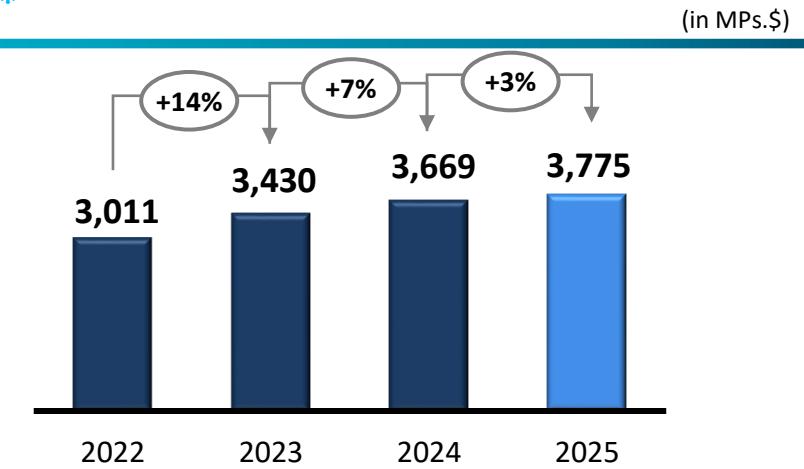
Financial Performance

Financials (2022 – 2025)

REVENUES



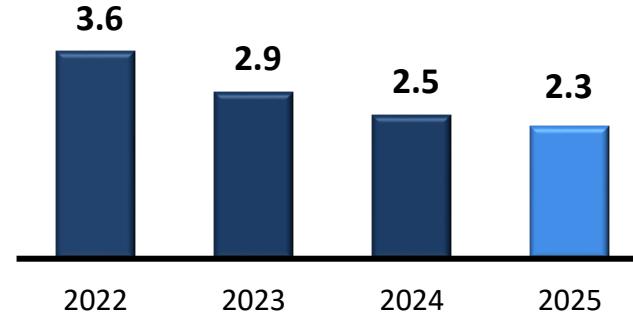
EBITDA*



* Excludes reorganization charge (Ps. \$388M in 2023; Ps. \$17M in 2024).

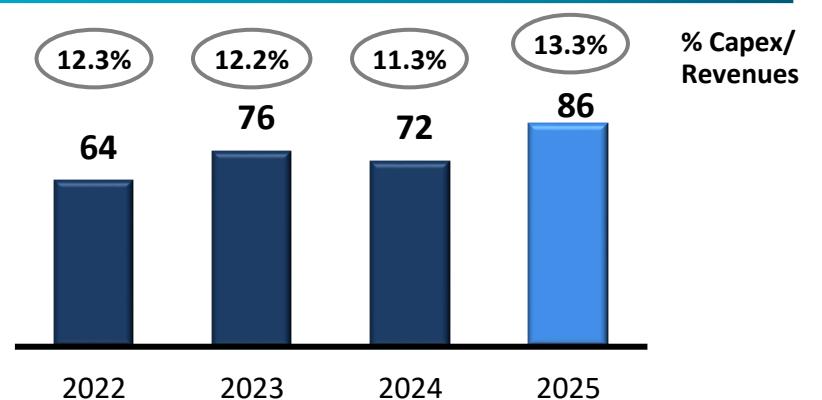
NET LEVERAGE

(times)



CAPEX

(in MDls.\$)



Revenues & Comparable EBITDA (2025)

Enterprise:

- Growth supported by 6% increase in IT & cybersecurity services
- Telecom +2%, outperforming industry performance

Government:

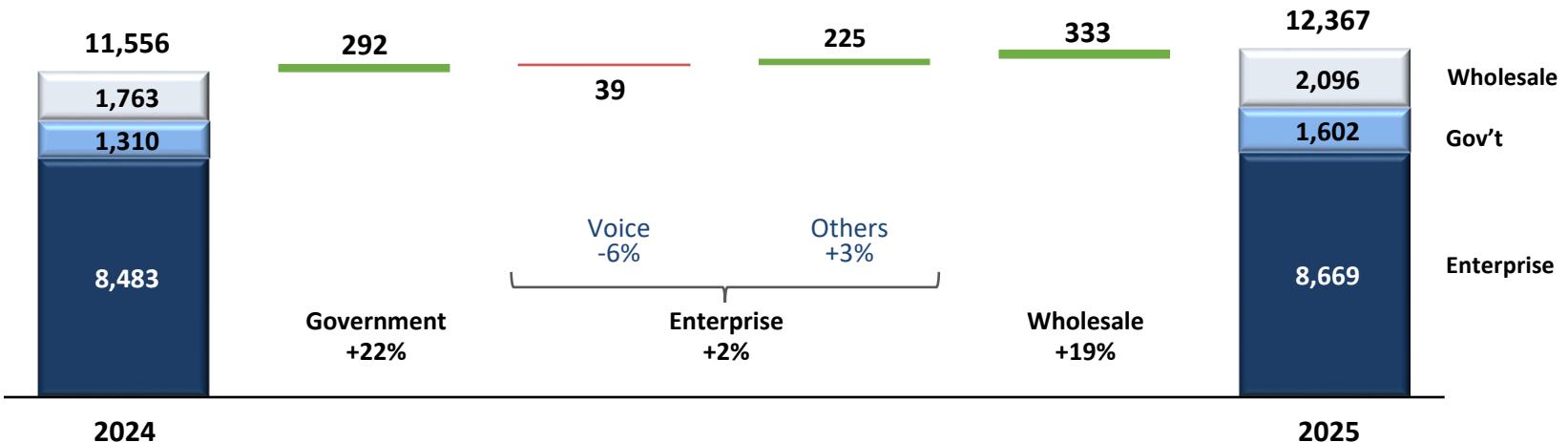
- Recurring revenues up 22%
- Revenue mix: 70% federal / 30% state & local

Wholesale:

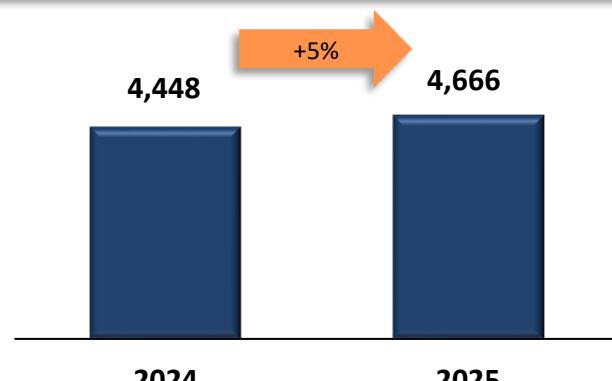
- Growth driven by up-front high-capacity contracts
 - Strong demand for data transport and data center connectivity, accelerated by AI adoption

(in MPS. \$)

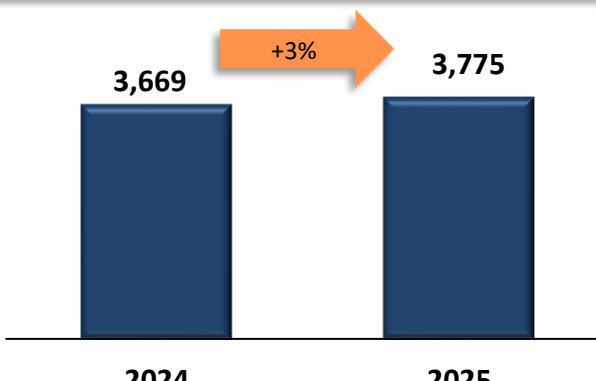
Revenues – total revenues increased 7%



Business Segments' Contribution to EBITDA



Comparable EBITDA*



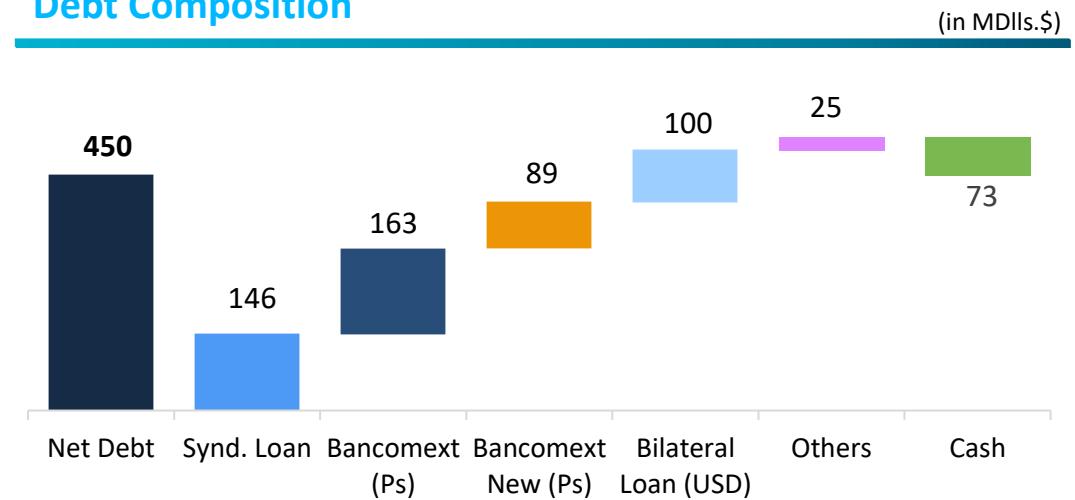
* Excludes reorganization charge (Ps. \$17M in 2024).

Debt Profile & FCF (as of 4Q25)

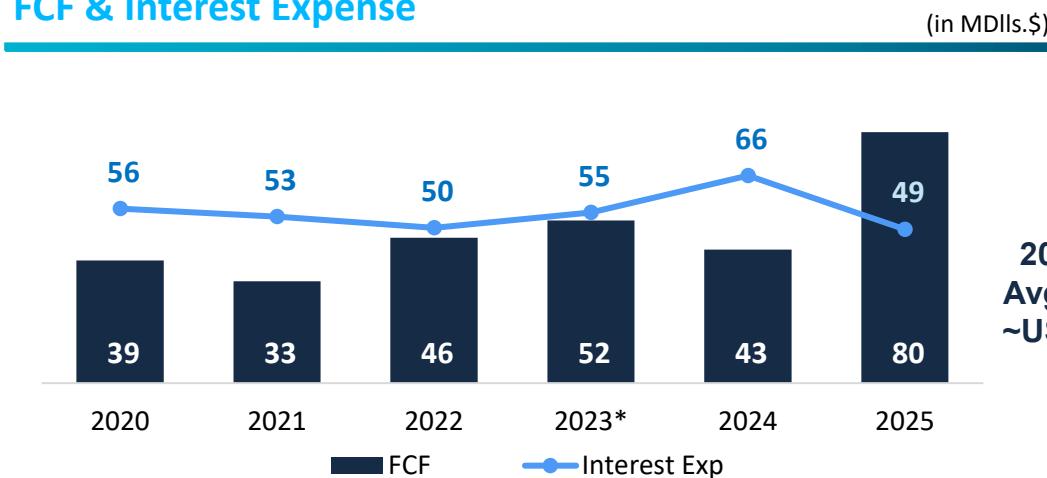
Capital Structure

- Debt prepayments since Dec'24: US \$90M
 - Total debt reduction: 15%
 - Annual interest savings: ~US \$7M
- New 10-year Bancomext facility: Ps. \$1,600M – prepayment of existing debt
- Cash: US \$73M
- Available committed credit lines: US \$50M

Debt Composition

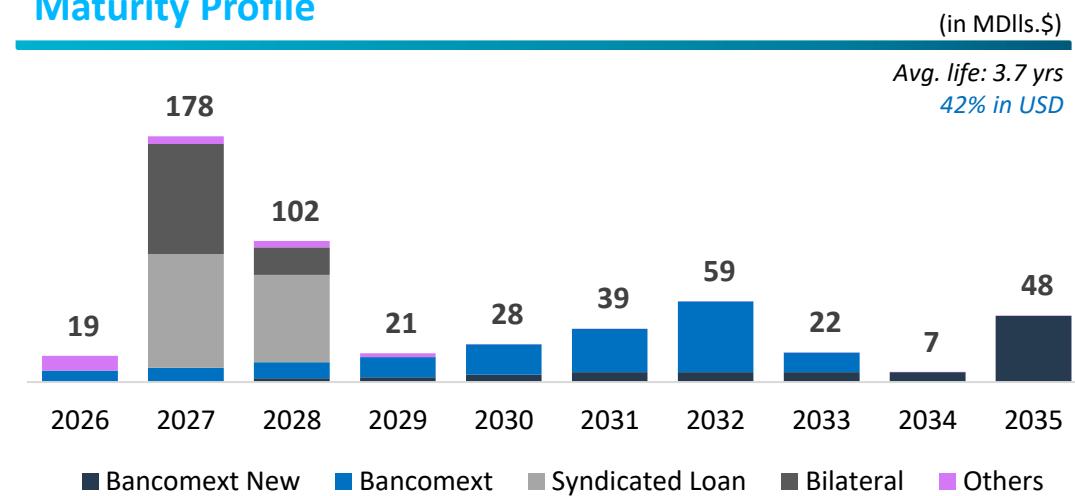


FCF & Interest Expense



* Normalized FCF – excluding reorganization expenses.

Maturity Profile



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

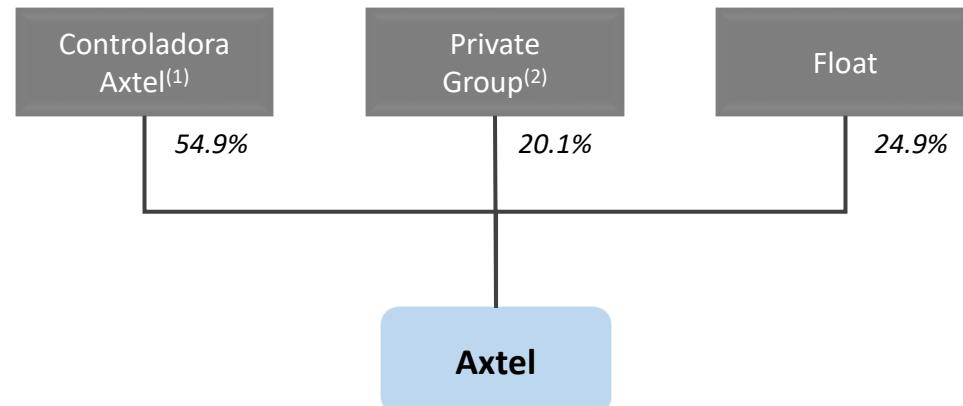


Culture: agility, empowerment and talent development

Shareholder Structure

Axtel's Shareholder Structure

- Ratio AXTELCP 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.'s (BMV: ALFAA, "ALFA") 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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alestra 

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Tecnología que conecta tu vida