

* HIGHLIGHTS

- EBITDA 2013 amounted US\$170M, setting a new record for the company.
- Higher CapEx investment: US\$150M; includes the construction of the data center in Queretaro and Gtel acquisition.
- New telecomm bill has potential benefits for Alestra.

* STRATEGY

Alestra continues positioning as a leader enterprise in the information technology and communications industry through the development of state of the art services and the growth of its infrastructure to fulfill the high standards of its clients. Our portfolio includes data centers, cloud applications, collaboration, mobility, information security, as well as vertical solutions for the health, education, government and financial industries, and consultancy for the design and management of complex solutions.

During the year, Alestra acquired 100% of G-Tel Comunicación shares, one of the principal providers of voice, data and video services in the northwest y southeast of the country, strengthening our presence in those regions, adding a successful business model for medium enterprises and reinforcing our leader position in the industry of Information Technology and Communication.



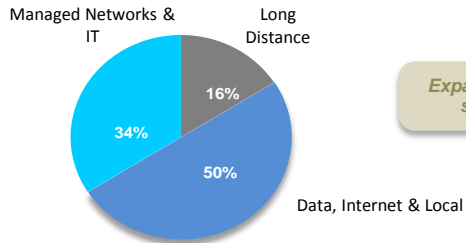
* QUALITY & EXCELLENCE

Five years ago, Alestra innovated the first experiences center, where our clients have attended several services demonstrations, introductions and tours in our facilities. In this period we have received over 17,700 visits and it continues to be an effective sales tool for attracting new clients.



To reinforce the success of this model, in 2013 we opened a new "Sperto" center in the core of Mexico City, which is added to Alestra's experiences centers strategy, to refrain our commitment of following enterprises in their adoption of technologies that will help them to increase their competitiveness and achieve their objectives.

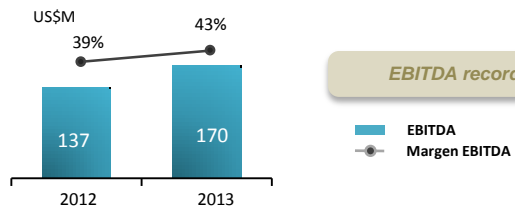
* REVENUES



Expansion of IT services

13% annual increase in data, internet, local, managed networks & IT services revenues. Among the principal services that grew are: Local, Ethernet and IT services (System Integration, IT Outsourcing and cloud services)

* EBITDA



EBITDA record

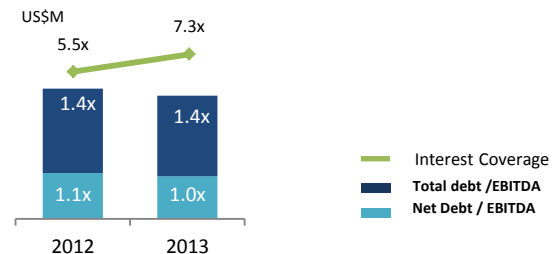
EBITDA amounted to US \$170M in the year, 24% higher than previous year, setting a new record for the company. Margin improvement mainly driven by own infrastructure growth and better interconnection rates.

* CAPITAL EXPENDITURES



Capital expenditures in the year amounted to US\$150M. Resources were mainly used to strengthen the company's infrastructure and portfolio of IT solutions, in order to keep our clients with the latest tendencies in the industry.

* RATIOS



The financial strenght of the company is reflected on its ratios.

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