

TRAXIÓN

LIFE IN MOTION



Corporate Presentation

Member of
**Dow Jones
Sustainability Indices**

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3Q 2024

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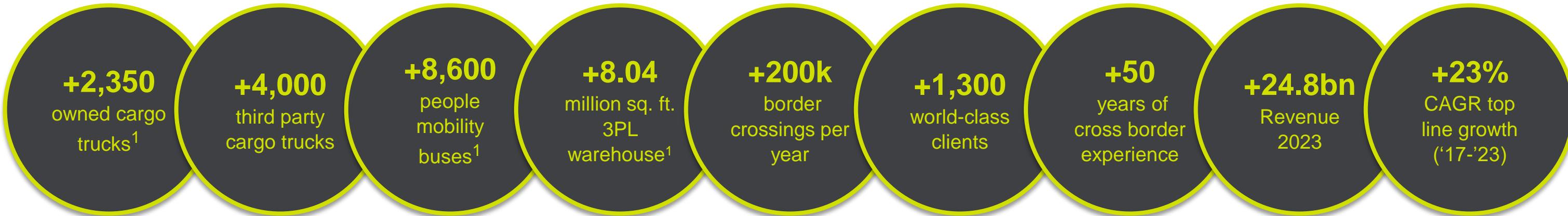
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TRAXION at-a-Glance: the leading one-stop solution for logistics and mobility in Mexico



Key Attributes

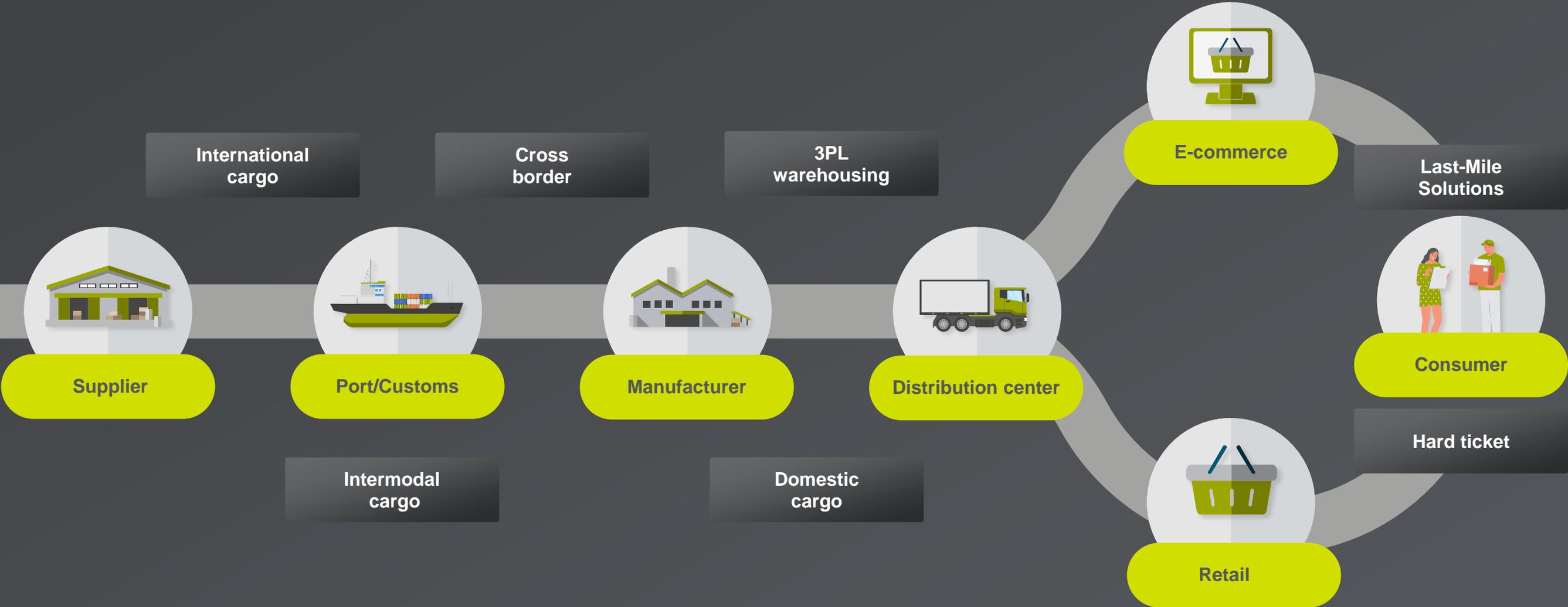


● Share of Revenue (%) as of 3Q24
 ● Share of Adjusted EBITDA (%) as of 3Q24

¹ Company information as of 3Q24

Tech-enabled, fast-growing and integrated logistics ecosystem offering end-to-end solutions across the supply chain supported by differentiating technology

Supply chain one-stop solution



Logistics & technology overview

CONTRACT LOGISTICS

TRAXIÓN LOGISTICS

4PL
Supply Chain Management

3PL
+8 million sq ft

Intermodal

Last Mile Solutions
B2B



TECH-ENABLED TRANSPORTATION BROKER PLATFORM

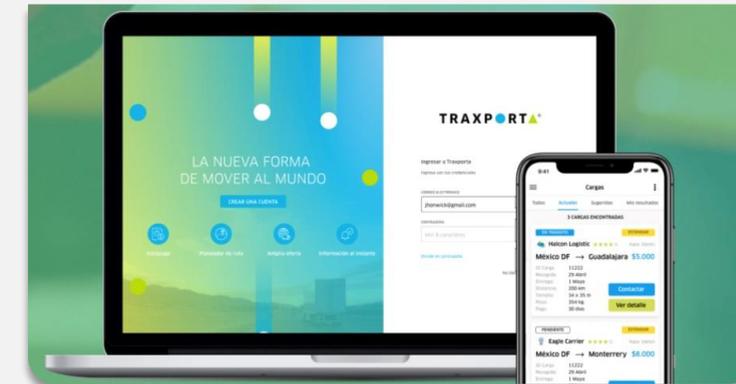
TRAXPORT®

Domestic

Cross-Border

U.S. Destinations

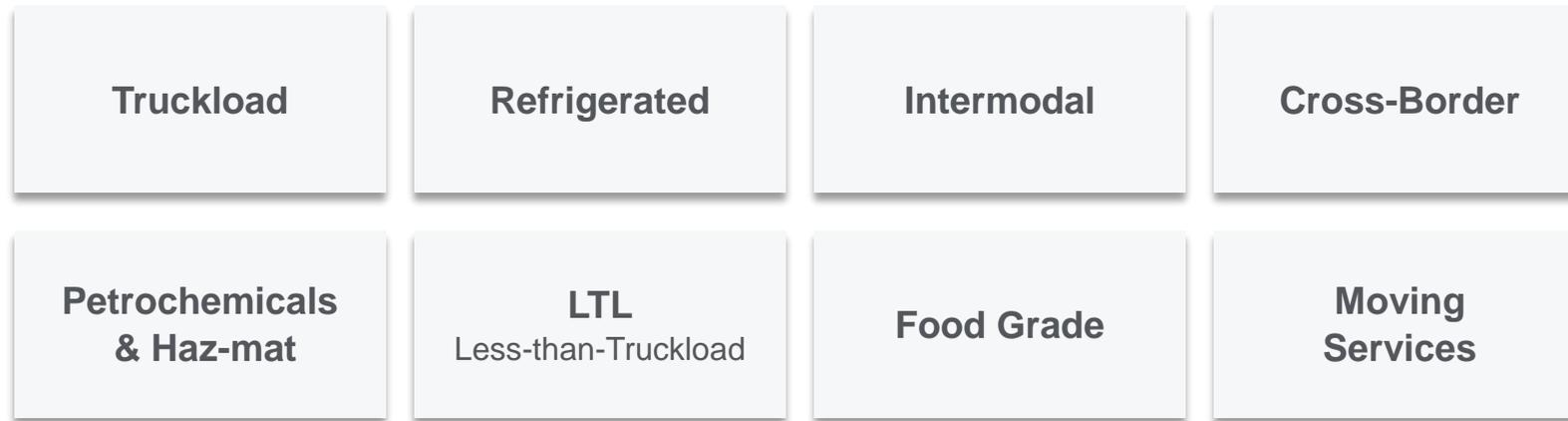
Unique Proprietary
Technology



Unique asset-light business platform

Mobility of cargo overview

WE ARE ONE OF THE MOST COMPLETE SPECIALIZED SERVICE PORTFOLIO IN THE INDUSTRY...



...WITH SUPERIOR EXECUTION CAPABILITIES AND TECHNOLOGY



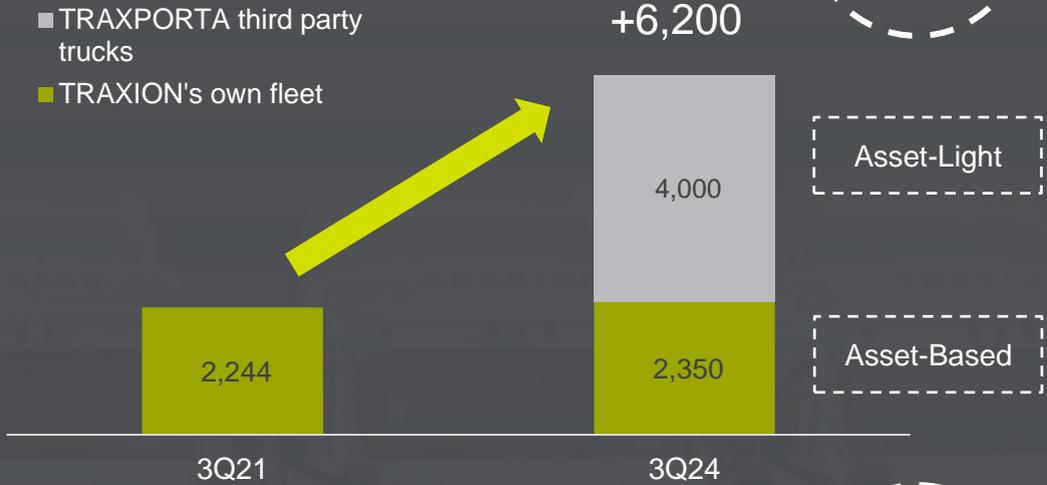
ONE OF THE LARGEST FLEETS IN MEXICO

+2,350

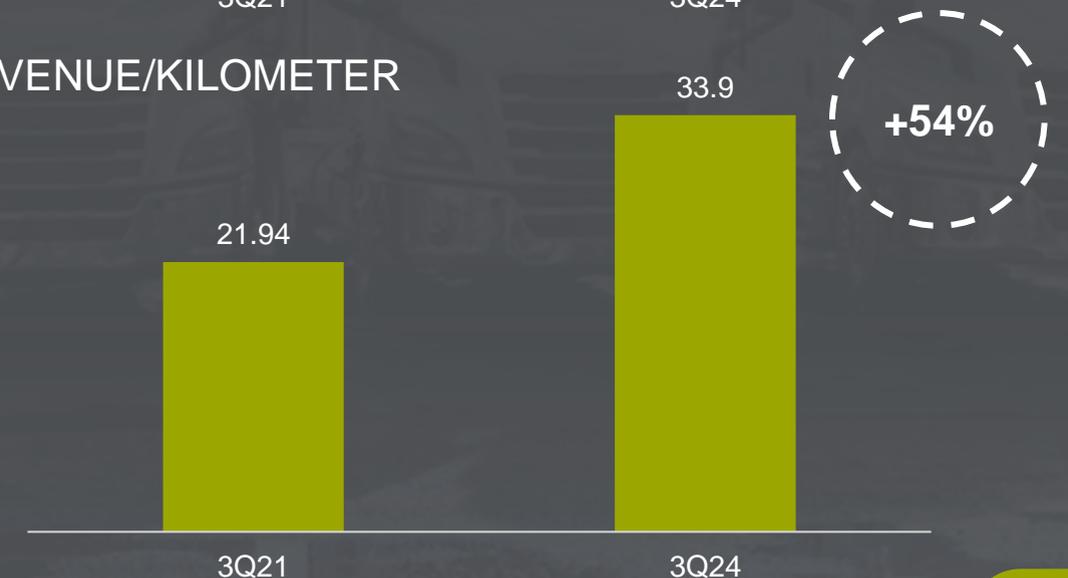
owned trucks + third-party fleets operated through

TRAXPORT ▲[®]

CARGO CAPACITY BY FLEET



REVENUE/KILOMETER



Mobility of people overview

Absolute leadership in People mobility with the broadest footprint

EFFICIENT MOBILITY SOLUTIONS FOR LARGE COMPANIES



People transportation services to and from industrial parks, manufacturing hubs, corporates, and resorts



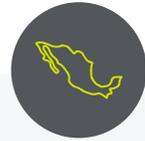
+25 years of experience in the segment



One of the largest fleets in Mexico:
+8,600 units



+1 million people carried daily in 2022 (40,000 trips)



Strong **leadership across Mexico**

COMPETITIVE ADVANTAGES

- Long-term contracts, sticky revenue model, low risk
- Large scale, with a difficult-to-replicate operating platform
- High margins
- Predictable cost and expense structure
- Unique technological features
- Double-digit growth

Key technological features

Unique control platform	24/7 real-time operation monitor	Automated billing dispersion
Advanced telemetric programs	Logistics optimization algorithms	LIPU-Go-user friendly app
Tailor-made controls	Artificial intelligence utilization	Route charting software

Basic unit economics

- Unit cost: 100K USD
- Unit revenue/year: 100K USD
- EBITDA Margin: ~27%
- Useful lifespan: >15 years
- Residual value: ~25%



Mexican nearshoring is a paradigm shift for the country

MEXICO HAS BEEN CAPTURING MOST OF THE GROWTH BROUGHT IN BY THE NEARSHORING TREND

Mexico is the leading supplier for North America

Mexico's location is logistically convenient with access to two oceans

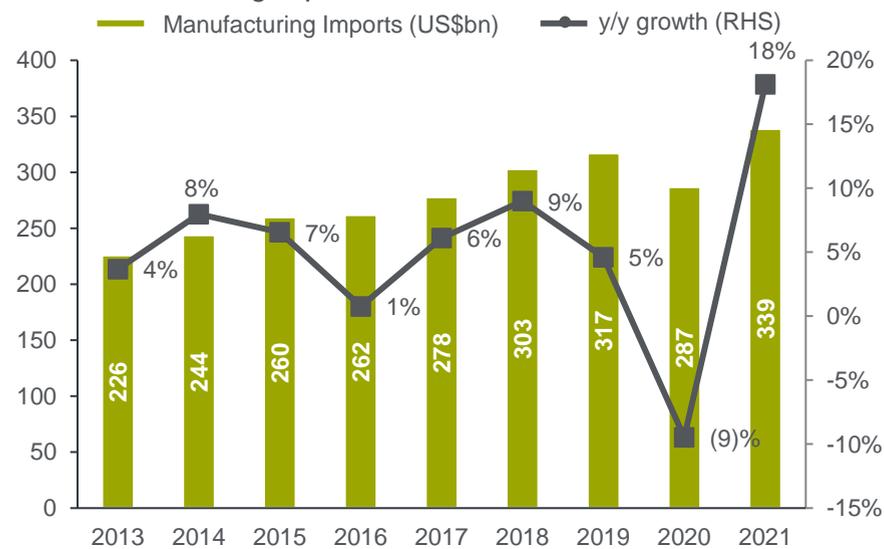
Mexico has competitive and skilled labor in a growing number of industries

Reduced transit times vs. Asia

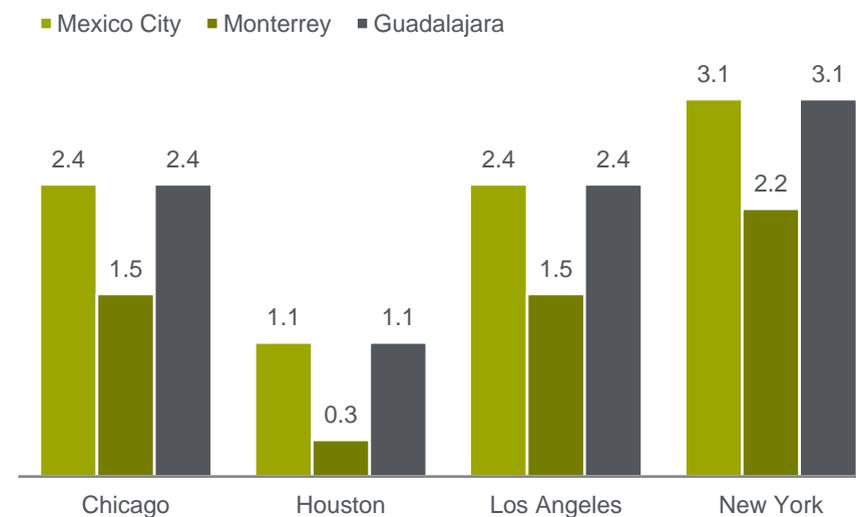
USMCA will continue to fuel trade

Manufacturing installed capacity in Mexico is difficult to replicate elsewhere

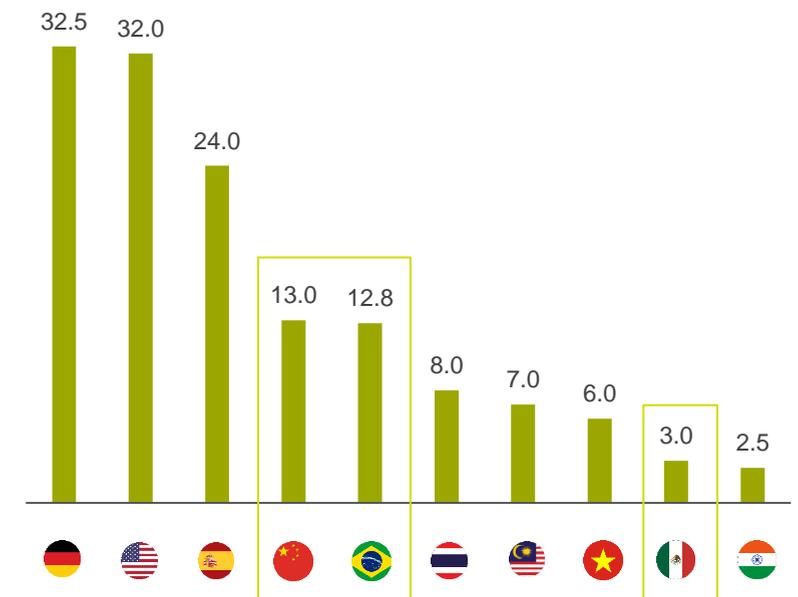
US Manufacturing imports from Mexico¹



Average transit time – Mexico to US (days)²



Manufacturing wages (US\$/year)³



1 US Manufacturing imports from Mexico retrieved from US Census
 2 Average transit time – Mexico to US (days) retrieved from Reshoring institute
 3 Manufacturing wages (US\$/year) retrieved from Alix Partners and Freightos
 4 Refers to free-trade agreements

TRAXION: The leading nearshoring facilitator...



Great exposure and footprint as manufacturing activity expands



Top 3PL player, with +8.04 million sqm of warehouse under management¹



Strong 4PL platform across the supply chain, with tailor-made solutions



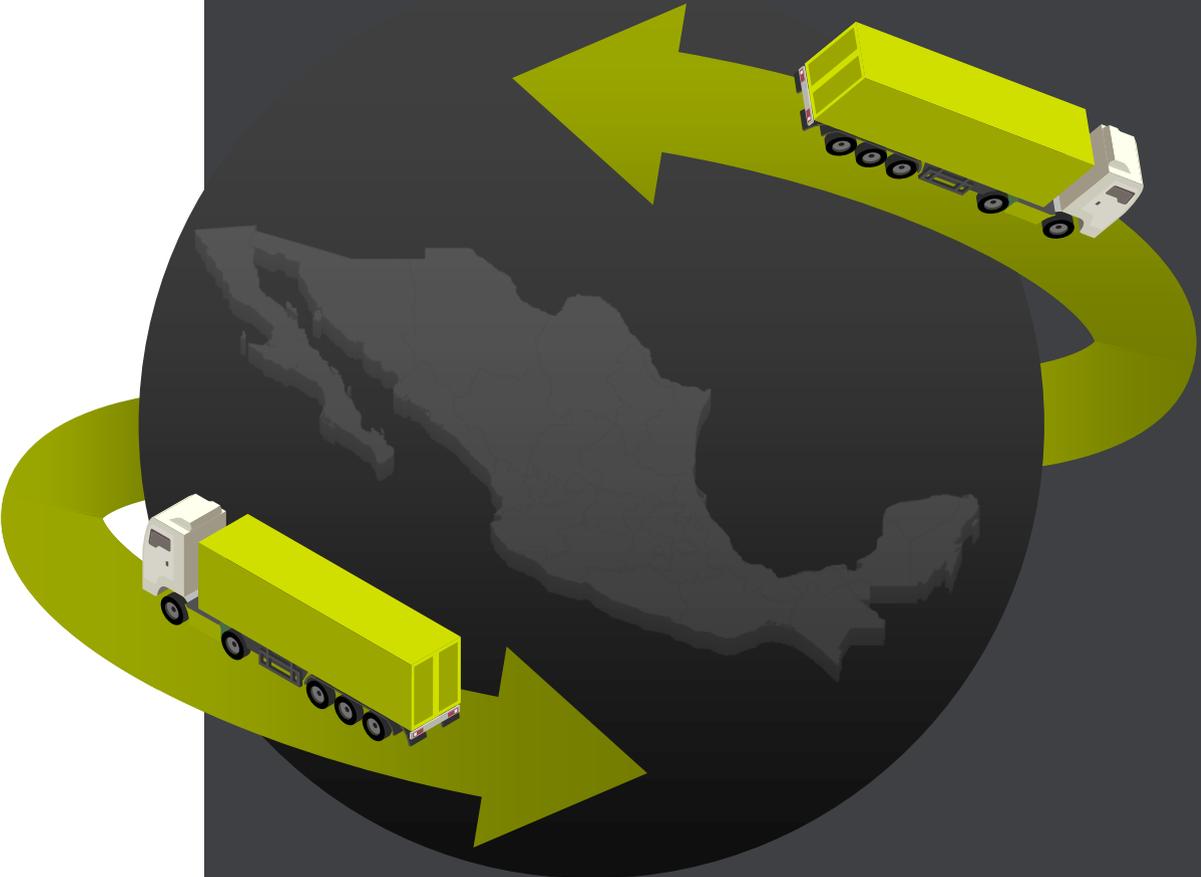
Extensive cross-border infrastructure



Largest cargo solutions portfolio + door-to-door service to US destinations



Absolute leadership in Mobility of People to and from industrial parks

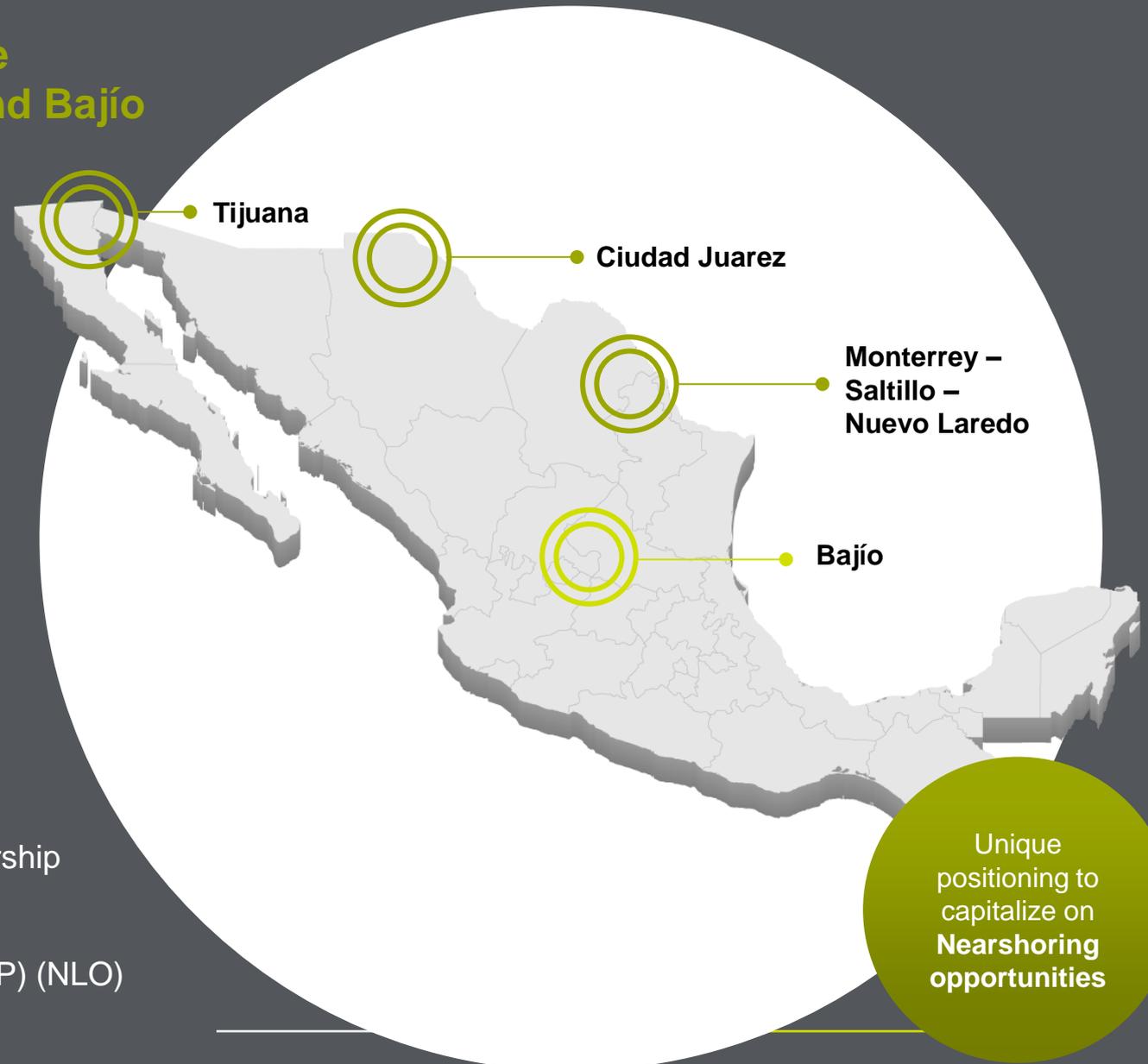


TRAXION estimates that approximately 70% of total revenues have exposure to Nearshoring

...uniquely positioned to capture large opportunities

Unique platform to continue to seize the Nearshoring advantages in the North and Bajío regions:

- ✓ **+6,500 units** for mobility of people
- ✓ **+1,500** cross-border dedicated cargo trucks
- ✓ **+200,000** cargo border crossings per year
- ✓ e-commerce 3PL facility (Laredo)
- ✓ **+8.04 million sqm** of 3PL warehouse¹
- ✓ **+50 years** of cross-border expertise and leadership
- ✓ Multi-Carrier cargo terminals (MTY) (QRO) (SLP) (NLO)



Transportation and logistics, together with infrastructure, are next...

EXPANDED DEMAND FOR CLOSER MANUFACTURING WILL BOOST THE DEVELOPMENT OF TRANSPORTATION, LOGISTICS AND INFRASTRUCTURE

1

INDUSTRIAL REAL ESTATE & MANUFACTURING

- Already capturing growth from nearshoring
- Record-high occupancies in the northern regions of Mexico and other markets
- Higher demand for manufacturing mainly due to cost and proximity
- Opportunities to export and sell locally

2

TRANSPORTATION & LOGISTICS INFRASTRUCTURE

- Increased demand for logistics and trucking services due to more manufacturing and export activity
- Boost in demand for people mobility to and from industrial parks
- Cross border infrastructure under development
- Integrated supply chains for nearshoring demand sophisticated players

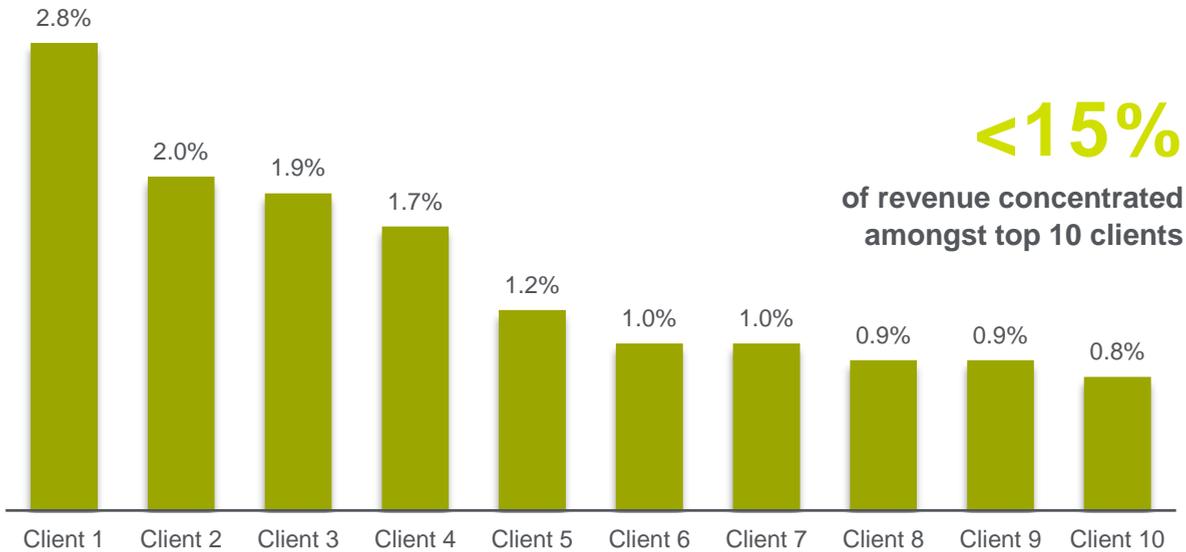
3

CONSUMER, SERVICES & HOMEBUILDING

- Direct job creation will drive higher consumption and retail activity
- Higher demand for housing
- Internal migration within Mexico
- Cost-effective homebuilding
- Wage increase will fuel other services (finance, entertainment)

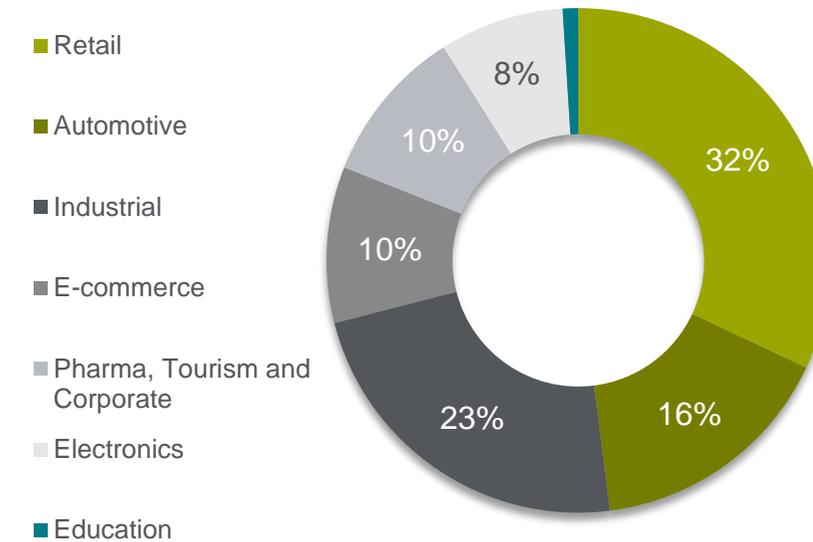
Diversified, broad client base with balanced exposure to the fastest-growing industry sectors that provides resiliency in different economic cycles

DIVERSE CLIENT BASE¹



Clients have a broad exposure to nearshoring trend

DIVERSIFIED MARKET EXPOSURE¹



Revenue is diversified across seven major industries

CONSTANTLY ANALYZING OUR CUSTOMERS' PROFITABILITY TO ALLOCATE RESOURCES TO MOST PROFITABLE RELATIONSHIPS¹

+25 years

average relationships with our largest clients

3-4 years

average life of contracts

95%

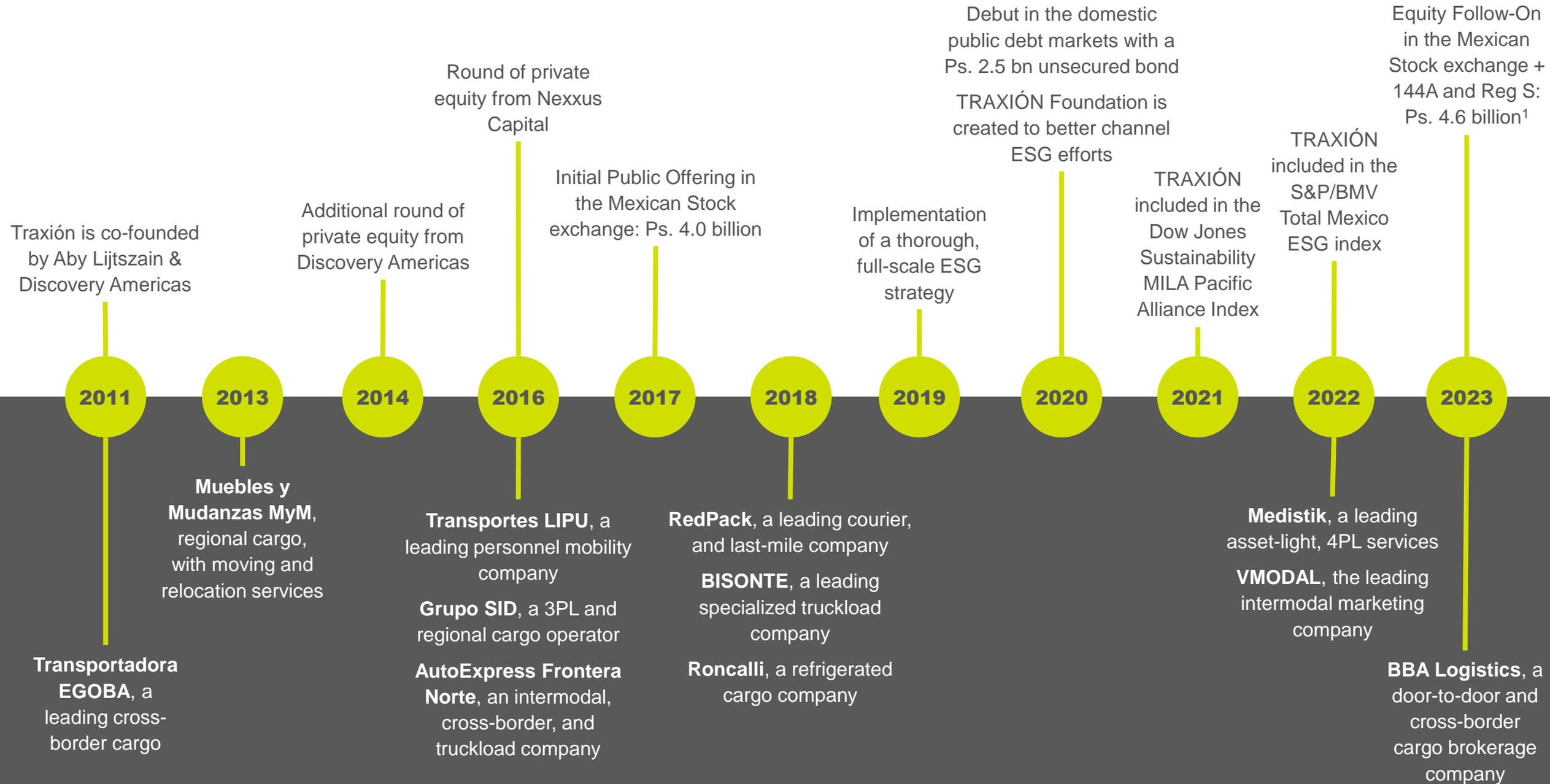
of renewal rates



Proven track record of organic and inorganic growth

Equity Story

M&A

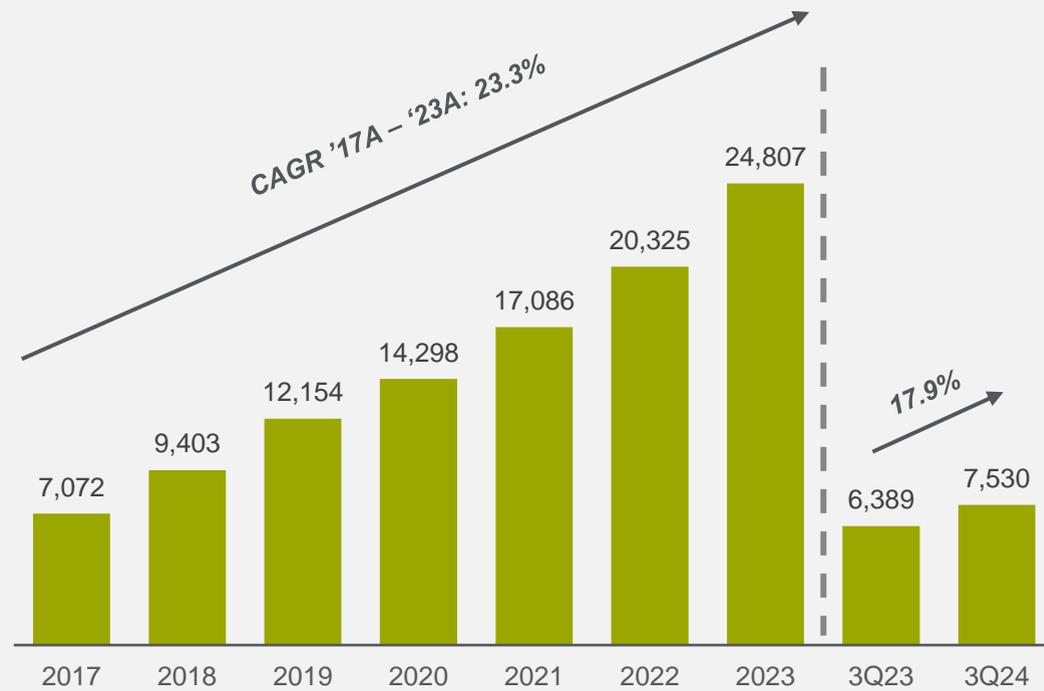


Company information as of 3Q24.
 1 – Global offering considers both primary and secondary components.

Consolidated financial performance

TOTAL REVENUE¹

(Ps. mm)

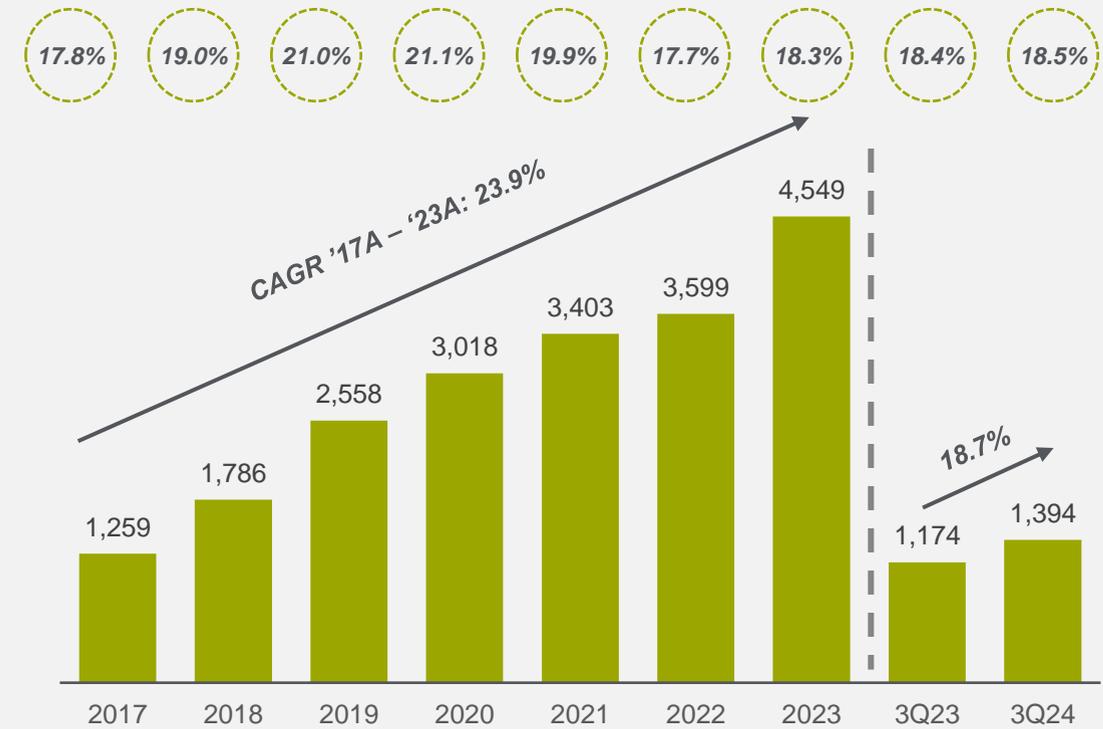


EBITDA¹

(Ps. mm)

■ EBITDA

○ EBITDA Margin (%)



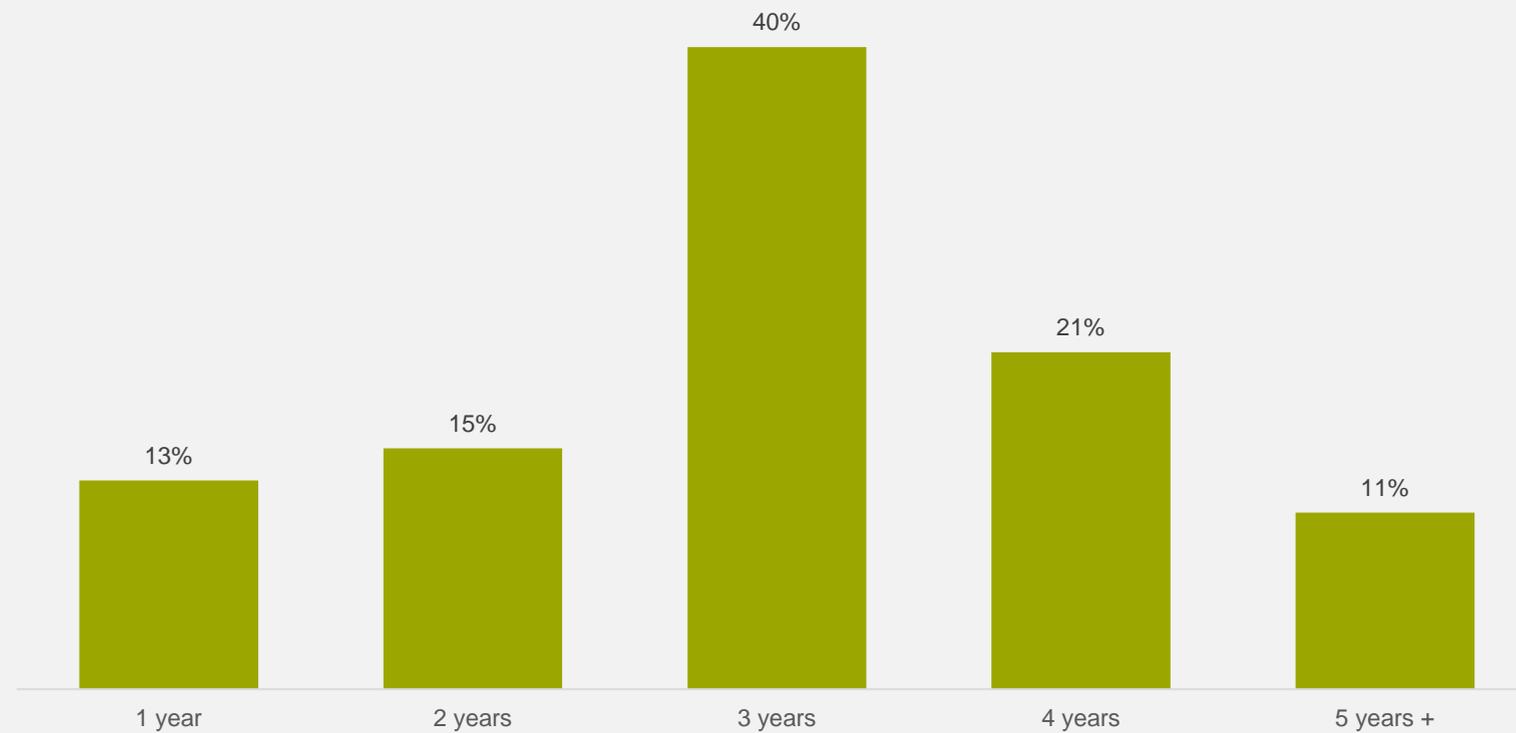
Debt profile overview

DEBT MATURITY PROFILE¹

(%)

~90% of debt is long-term in nature

Leverage limit
2.5x Net debt / EBITDA



CURRENCY MIX¹

100%
denominated
in MXN

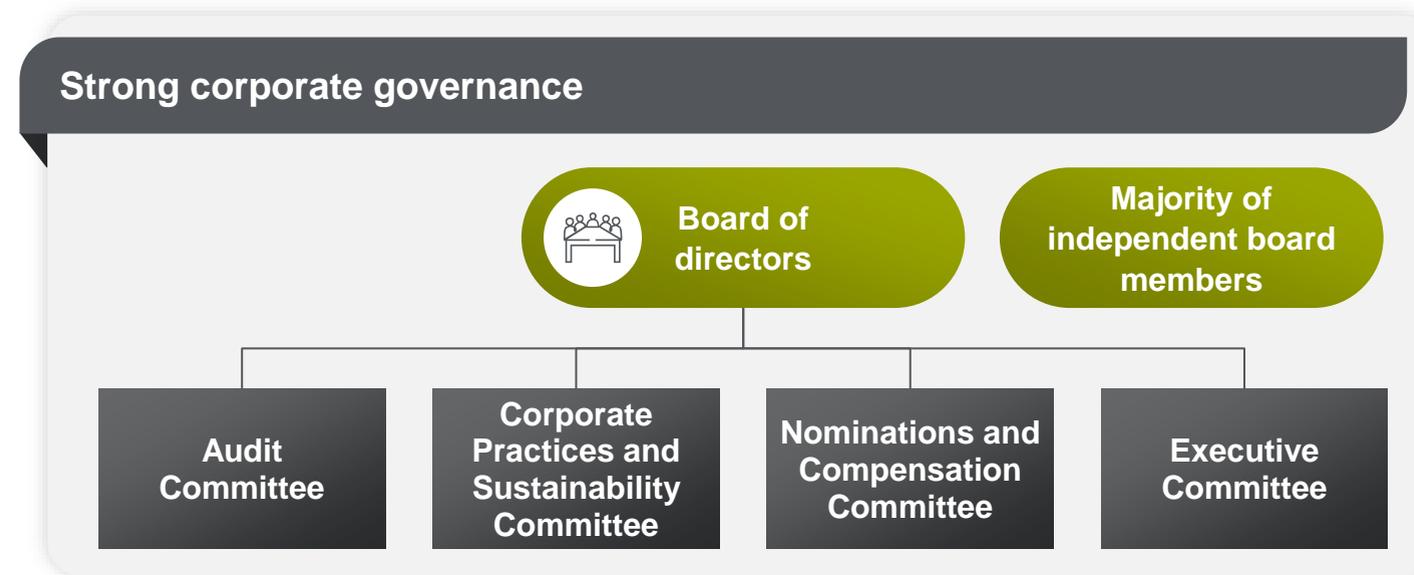
INTEREST RATE MIX¹

(%)

Floating
58%

Fixed
42%

Entrepreneurial, experienced and innovative management team with a strong commitment to efficiency and profitability¹



Robust ESG strategy with solid reporting and transparency guidelines in place

- ✓ Corporate governance
- ✓ Experience, vision, strategy
- ✓ Ethics and transparency
- ✓ Risk management

- ✓ Energy efficiency
- ✓ Transition to clean technologies
- ✓ Circular economy models
- ✓ Comprehensive waste management



- ✓ Quality jobs
- ✓ Talent development
- ✓ Diversity and inclusion
- ✓ Communities

- ✓ Long-term value
- ✓ Innovation and technology
- ✓ Process-based operational excellence
- ✓ Excellence in our supply chain
- ✓ Financial discipline

REPORTING FRAMEWORKS AND STANDARDS



RATINGS AND TRANSPARENCY

S&P Global



Corporate Sustainability Assessment; Score: 55
Within the top-10 percentile best assessed companies worldwide



MILA Pacific Alliance Index



S&P/BMV Total Mexico ESG



- Ratings¹:
- North America: **AVERAGE**
 - Global: **ABOVE MEDIA AVG.**



Silver Medal
2022