

Brisanet releases Operational data from November 2022

Pereiro, CE, December 15, 2022. Brisanet Participações S.A. (B3: BRIT3), the largest company among independent internet service providers in Brazil¹, according to ANATEL's ranking, announces today some operational data for November 2022.

Founded 24 years ago, **BRISANET** has a product portfolio almost 100% in optical fiber and with operations focused on the Northeast region of the country, the Company also operates through its subsidiary **AGILITY TELECOM**, which provides internet services under the franchise model.

At the end of December 2022, **Brisanet had 1,079,544 clients in the 9 states of the Northeastern region** – Ceará, Rio Grande do Norte, Paraíba, Pernambuco, Alagoas, Piauí, Sergipe, Maranhão and Bahia – **with 6.1 million HPs, in 153 cities.**

| OPERATIONAL DATA | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 1Q22 | 2Q22 | July 22 | Aug 22 | Sep 22 | 3Q22 | Oct 22 | Nov 22 |
|---------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| # Clients (HCs) | | | | | | | | | | | | |
| Broadband | 674,821 | 736,580 | 790,731 | 843,283 | 909,475 | 977,229 | 997,278 | 1,019,446 | 1,039,760 | 1,039,760 | 1,059,579 | 1,079,544 |
| B2C | 659,109 | 721,045 | 776,271 | 829,481 | 896,686 | 963,359 | n.a. | n.a. | 1,028,506 | 1,028,506 | n.d. | n.d. |
| B2B | 15,712 | 15,535 | 14,460 | 13,802 | 12,789 | 13,870 | n.a. | n.a. | 11,254 | 11,254 | n.d. | n.d. |
| Fixed line | 235,680 | 271,754 | 289,885 | 275,048 | 286,900 | 293,645 | n.a. | n.a. | 283,258 | 283,258 | n.d. | n.d. |
| FIBER PORTS | 2,143,354 | 2,386,020 | 2,788,221 | 3,233,606 | 3,618,008 | 3,866,318 | 3,963,246 | 4,020,593 | 4,079,529 | 4,079,529 | 4,139,297 | 4,203,641 |
| HOMES PASSED (HPs) | 2,857,805 | 3,181,360 | 3,760,130 | 4,462,358 | 5,103,118 | 5,516,966 | 5,678,513 | 5,774,091 | 5,864,762 | 5,864,762 | 5,964,375 | 6,071,615 |
| CITIES COVERED | 96 | 100 | 110 | 120 | 139 | 149 | 152 | 152 | 152 | 152 | 153 | 153 |

Since the December 2021 data, released by Anatel in the beginning of February 22, **Brisanet is the leader in fixed broadband in the Northeast region**, despite a relevant presence in only 7 of the 9 states (where the Company has 28% fiber market share – October 22 data).

Anatel released the result of the 2021 Satisfaction Survey in March. Once again, **Brisanet led by obtaining the 3 highest state scores in Brazil, being the first in all the states where it operates²**. This reinforces the Company's commitment to quality and customer satisfaction, even in a period of great growth, both in terms of infrastructure and employees – we practically doubled our infrastructure, and the number of employees grew by almost 50%.

In November 2022, Brisanet added 107,240 HPs. The Company has been decelerating investments in FTTH aiming at maintaining a suitable capital structure during this most challenging period of the economy, together with the beginning of investments for the 5G implementation – Brisanet is the only operator able to operate the 2.3GHz frequency in the Northeast of Brazil, the only frequency already approved for operations everywhere in the region.

Given this scenario, the forecast is that in 2023 around 1 million HPs will be added.

Brisanet's customer base grew organically 19,965 clients in December. Despite the more challenging scenario, Brisanet continues to be the company with the highest organic growth. The expectation for 2023 is to maintain growth at this monthly pace.

The Brazilian economic scenario, especially in the region where we operate, remains challenging. High inflation and the pricing strategy adopted by competitors continue to exert pressure on the telecommunications market.

¹

² Anatel's Satisfaction Survey was carried out during 3Q21, having as participation criteria the states where the Company had more than 10,000 customers at the end of March 2021.

Brisanet continues to advance in capitals and metropolitan regions, **with fiber market share of 51%, 62% and 66% in Natal, Maceió and João Pessoa, respectively, and above 18% in Fortaleza**, where the horizontal area was concluded at the beginning of the year and the vertical is being done on demand. In Teresina and Aracajú, where the Company entered the second half of 2021, the market share is already above 12% in PI and above 17% in SE (October 22 figures).

Through Agility Telecom, Brisanet provides **service to almost 215,000 customers in 5 states in the Northeast** – Ceará, Rio Grande do Norte, Paraíba, Pernambuco and Alagoas – with 90 franchisees, **and has close to 1 million HPs**.

Agility Telecom is also undergoing changes, with adjustments in some partners and in its growth, awaiting the start of 5G operations by the Company and the alignment of new investments to the financial capacity of franchisees.

| AGILITY | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 1Q22 | 2Q22 | 3Q22 | Oct 22 | Nov 22 |
|---------------|------|---------|---------|---------|---------|---------|---------|---------|---------|
| # Clients | - | 148,066 | 159,106 | 190,049 | 202,038 | 211,034 | 214,994 | 214,470 | 214,696 |
| # Franchisees | - | 93 | 93 | 94 | 98 | 95 | 93 | 90 | 90 |
| # HPs | - | 643,040 | 717,753 | 809,833 | 902,040 | 953,284 | 982,341 | 985,501 | 989,389 |

Considering the two brands, **Grupo Brisanet serves almost 1.3 million customers in 9 states in the NorthEast**.

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