

Brisanet releases Operational data from December 2022 and Estimated Capital Expenditures for 2023

Pereiro, CE, January 16, 2023. 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 December 2022 and Estimated Capex for 2023.

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.

Operational Data for December 2022

At the end of December 2022, **Brisanet had 1,100,075 clients in all 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 154 cities.**

OPERATIONAL DATA	4Q21	1Q22	2Q22	3Q22	Oct 22	Nov 22	Dec 22	4Q22
# Clients (HCs)								
Broadband	843,283	909,475	977,229	1,039,760	1,059,579	1,079,544	1,100,075	1,100,075
FIBER PORTS	3,233,606	3,618,008	3,866,318	4,079,529	4,139,297	4,203,641	4,231,005	4,231,005
HOMES PASSED (HPs)	4,462,358	5,103,118	5,516,966	5,864,762	5,964,375	6,071,615	6,117,222	6,117,222
CITIES COVERED	120	139	149	152	153	153	154	154

In December 2022, Brisanet added 45,607 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 20,531 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.

Brisanet continues to advance in capitals and metropolitan regions, **with fiber market share of 51%, 61% and 67% 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 almost 18% in SE (November 22 figures).

¹ Considering Brisanet and Agility brands as of November/2022

Through Agility Telecom, Brisanet provides **service to more than 216,000 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	4Q21	1Q22	2Q22	3Q22	Oct 22	Nov 22	Dec 22	4Q22
# Clients	190,049	202,038	211,034	214,994	214,470	214,696	216,288	216,288
# Franchisees	94	98	95	93	90	90	90	90
# HPs	809,833	902,040	953,284	982,341	985,501	989,389	995,469	995,469

Considering the two brands, **Grupo Brisanet serves over 1.3 million customers in the NorthEast.**

Estimated Capex for 2023

Given the lower expected growth for HPs in 2023 and the growth of HCs at the same level as 2022, **the Company expects to invest around R\$350 mm in FTTH in 2023 and another R\$350 mm in 5G**, including backbone. With a **total estimated investment of R\$700 million in the year**, Brisanet has a comfortable financial situation and capital structure even in a national scenario of high interest rates and lower economic growth.

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