

Brisanet releases Operational data from May 2022

Pereiro, CE, June 13, 2022. Brisanet Participações S.A. (B3: BRIT3), the largest company among independent internet service providers in Brazil, according to ANATEL's ranking, announces today some operational data for May 2022.

Founded 23 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 May 2022, **Brisanet had 951,317 clients in the 9 states of the Northeastern region** – Ceará, Rio Grande do Norte, Paraíba, Pernambuco, Alagoas, Piauí, Sergipe, Maranhão and Bahia – **with 5.4 million HPs, in 146 cities.**

OPERATIONAL DATA	1Q21	2Q21	3Q21	4Q21	1Q22	Apr 22	May 22
# Clients (HCs)							
Broadband	674,821	736,580	790,731	843,283	909,475	933,279	951,317
FIBER PORTS	2,143,354	2,386,020	2,788,221	3,233,606	3,618,008	3,738,132	3,803,684
HOMES PASSED (HPs)	2,857,805	3,181,360	3,760,130	4,462,358	5,103,118	5,303,325	5,412,576
CITIES COVERED	96	100	110	120	139	142	146
CHURN	2.02%	2.41%	2.25%	2.25%	2.51%	n.d.	n.d.

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 5 of the 9 states (where the Company has 32% fiber market share – March 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 operates¹**. 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 May 2022, Brisanet added 109,000 HPs and started service in 4 new cities. May's growth was impacted by weather conditions in the east of the Northeast, with very high rainfall, impacting work mainly in the Great Recife region and at the Pernambuco coast. Additionally, the Company has been decelerating investments in FTTH, given the increase in interest rates and capex inflation, with an increase in the capex per HC by almost 20% in the last 12 months.

The forecast is that we will end 2022 with around 6.7 million HPs, a reduction of around 700,000 HPs (or 20% over the annualized number for the 4Q21) compared to the estimates of 5 months ago.

This move aims to maintain a suitable capital structure during this most challenging period of the economy, together with the beginning of investments for the 5G implementation.

¹ 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's customer base grew organically 18,038 clients in May, totaling a growth of 108,034 clients in the first five months of the year. In 2022, the Company estimates that net additions will grow gradually, as recently added cities become more mature and as the Company adds new clients from the 26 new cities added in these first five months – these cities represent roughly two thirds of the new cities expected for the year.

Since mid-April, the Company has been making changes in the commercial area, especially in its relationship with authorized agents, with the objective of a healthier customer entry – reducing future churn. As a result, net growth in May and June is being affected, but as of 3Q22, we are expected to resume growth with less base volatility.

The Brazilian economic scenario, especially in the region where we operate, remains challenging. The increase in Auxílio Brasil and some other reliefs that the Government made available as of 2022 had just began positively impacting the economy when there was a new wave of price increases, as an indirect consequence of the war between Russia and Ukraine, which is still on with no clear prospect of resolution. The outlook for inflation, measured by the IPCA, for the year is currently at 8.89%.

The Company is estimating a base of more than 1.1 million customers by the end of 2022. The Brazilian and global economic scenario of inflation and supply restrictions, if intensified, could affect this estimate.

Brisanet continues to advance in capitals and metropolitan regions, with **fiber market share between 55% and 65% in Natal, Maceió and João Pessoa**, and around 15% in Fortaleza, where we conclude the horizontal areas in the beginning of the year and where vertical areas are being built on demand. In Teresina and Aracajú, where the Company started operations in the second half of 2021, market share is already close to 10% (Mar 22 figures).

Through Agility Telecom, Brisanet provides **service to over 208,000 customers in 5 states in the Northeast** – Ceará, Rio Grande do Norte, Paraíba, Pernambuco and Alagoas – with 97 franchisees, **and has more than 938,000 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	Apr 22	May 22
# Clients	-	148,066	159,106	190,049	202,038	206,230	208,234
# Franchisees	-	93	93	94	98	98	97
# HPs	-	643,040	717,753	809,833	902,040	919,844	938,692

Considering the two brands, **Grupo Brisanet serves over 1.1 million customers in 7 states in the NorthEast.**

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