

Brisanet releases Operational data from September 2022

Pereiro, CE, October 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 September 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 September 2022, **Brisanet had 1,039,760 clients in the 9 states of the Northeastern region** – Ceará, Rio Grande do Norte, Paraíba, Pernambuco, Alagoas, Piauí, Sergipe, Maranhão and Bahia – **with 5.9 million HPs, in 152 cities.**

OPERATIONAL DATA	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	July 22	Aug 22	Sep 22
# Clients (HCs)									
Broadband	674,821	736,580	790,731	843,283	909,475	977,229	997,278	1,019,446	1,039,760
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
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
CITIES COVERED	96	100	110	120	139	149	152	152	152

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 27% fiber market share – August 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 September 2022, Brisanet added 90,671 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 we will end 2022 with a little bit over 6.1 million HPs.

Brisanet's customer base grew organically 20,314 clients in September. Despite the more challenging scenario, Brisanet continues to be the company with the highest organic growth. The expectation for the last three months of this year is to grow monthly around this level.

The Brazilian economic scenario, especially in the region where we operate, remains challenging. The expectation of improvement in the purchasing power of the C, D and E

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.

classes, our largest audience, has not yet materialized. In addition, inflation and the pricing strategy adopted by competitors continue to exert pressure on the telecommunications market. Thus, the Company estimates a base of approximately 1.1 million customers by the end of 2022.

Brisanet continues to advance in capitals and metropolitan regions, with **fiber market share between 48% and 67% in Natal, Maceió and João Pessoa, and above 18% 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 above 10% (August 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 93 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	July 22	Aug 22	Sep 22
# Clients	-	148,066	159,106	190,049	202,038	211,034	212,538	214,198	214,994
# Franchisees	-	93	93	94	98	95	95	95	93
# HPs	-	643,040	717,753	809,833	902,040	953,284	962,608	968,661	982,341

Considering the two brands, **Grupo Brisanet serves over 1.25 million customers in 9 states in the NorthEast**.

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