

2Q24 EARNINGS CONFERENCE CALL



 **brisanet | 5G**

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BRISANET, A STORY OF OVERCOMING AND GROWTH

1998, a new way of accessing the internet: "the radio".

2015, first audited balance sheet

2021, IPO and 5G auction

1998

2010 - 2011

2015

2018

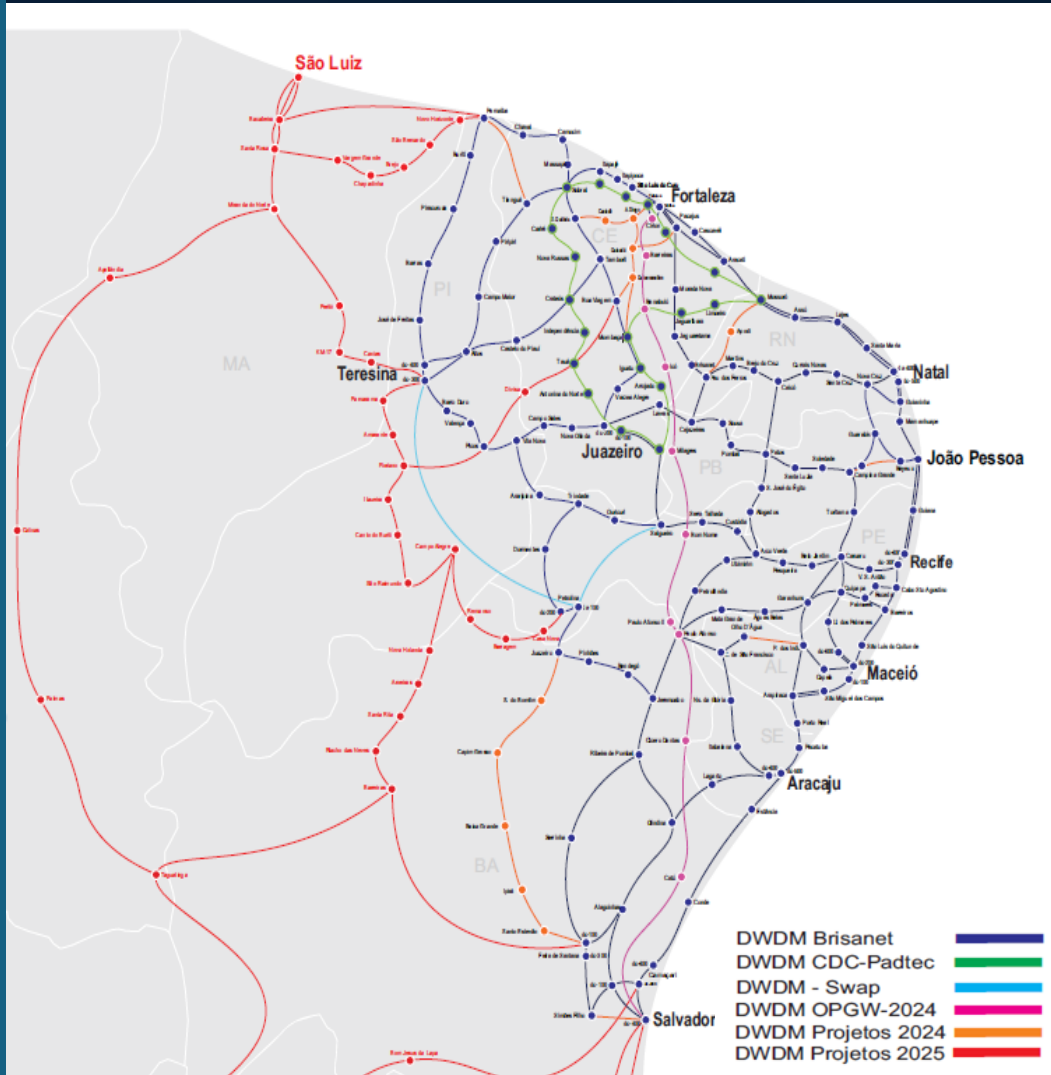
2021...

2011, Pau dos Ferros becomes the first city 100% with fiber optics.

2018, first contact with 5G and decision to expand to capital cities.

	2018	2023	2023 x 2018
FTTH			
Ports	637,000	4,670,000	7.3x more infrastructure
HPs	850,000	6,955,272	
HCS	242,411	1,292,091	5.3x growth in customer base
(R\$ million)			
Net Revenue	215	1,228	5.7x more Revenue
EBITDA	96	592	6.2x more EBITDA

BRISANET A NEW MOBILE OPERATOR



- Contribution to the innovative format of the 2021 Frequency Auction

- Competitive advantages in the Northeast region:

~78,000 km of optical cables in FTTH network

+44,000 km of backbone

+280 data centers

- Experience/synergies with fiber operations
- **Leading brand in Anatel satisfaction surveys for 5 years**
- Technology testing in the field since 2020
- Number of cities – FTTH + Mobile: 235 cities¹
- 133 cities active with 5G, 75 with 5G only¹
- Population covered (mobile): 7 million people¹

2Q24 HIGHLIGHTS

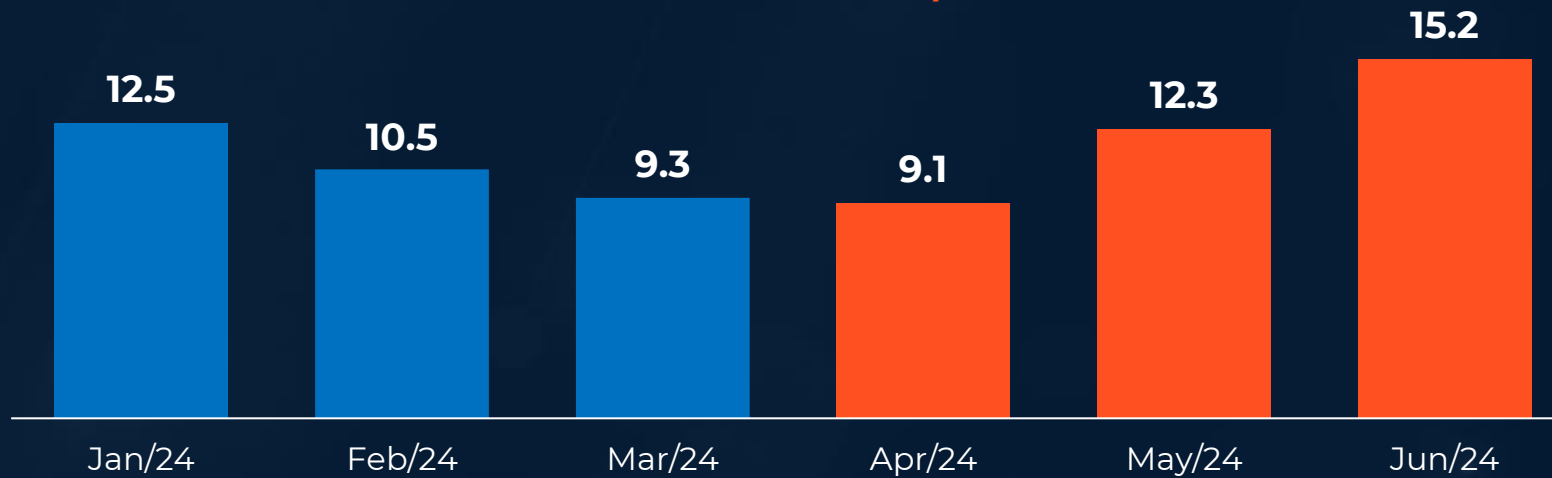
FIXED BROADBAND

+36,601 HCs

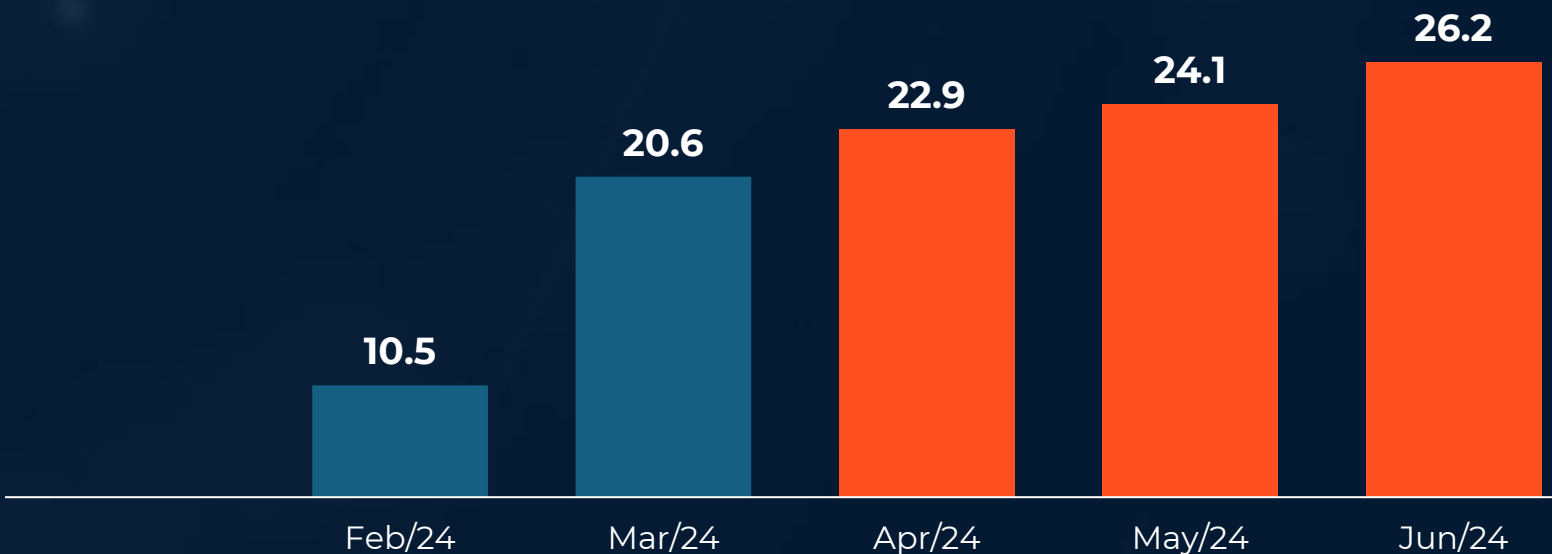
1,360,854 HCs in June/24

Net Adds - Broadband

Jan to Jun/24: +69K



Net Adds - Mobile



MOBILE 4G/5G

128,404 active chips in June/24

+73,225 customers in 2Q24



NET REVENUE

R\$ 346.5 million

+15.4% 2Q24 x 2Q23



EBITDA

R\$ 145.6 milion

-1.9% 2Q24 x 2Q23

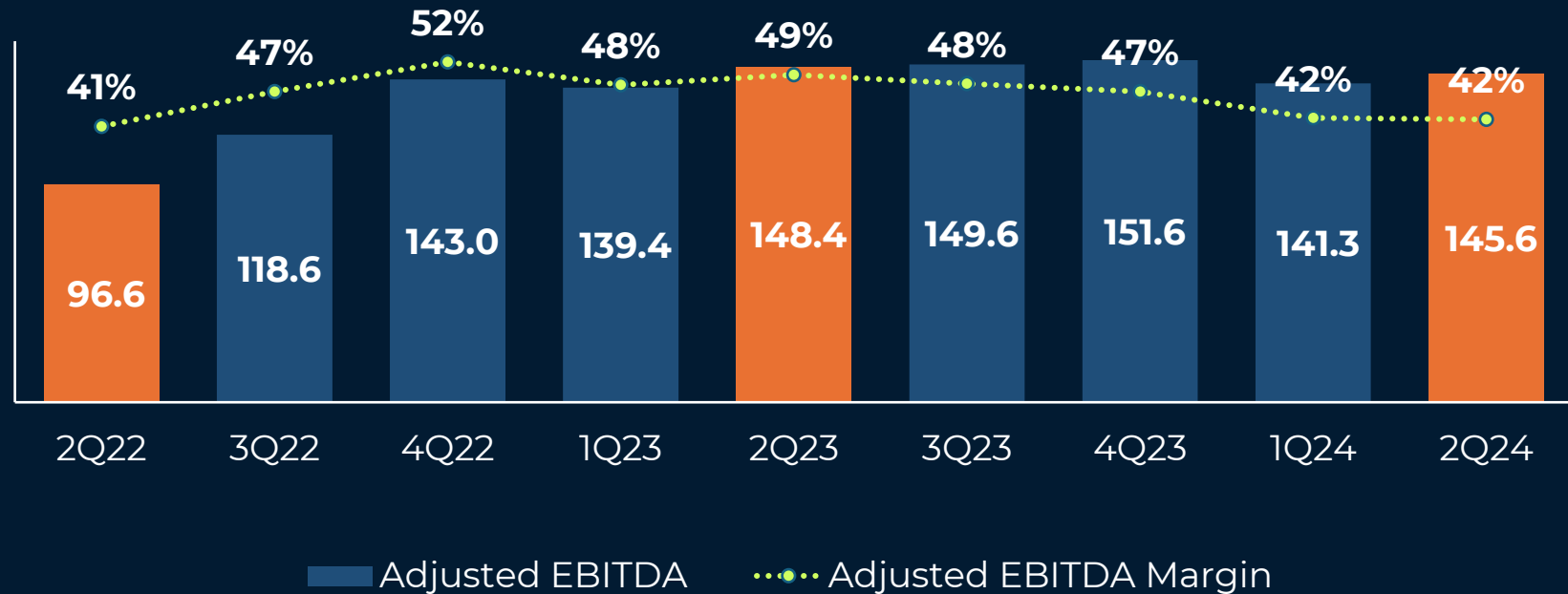


OPERATING CASH GENERATION

R\$ 208.4 milion

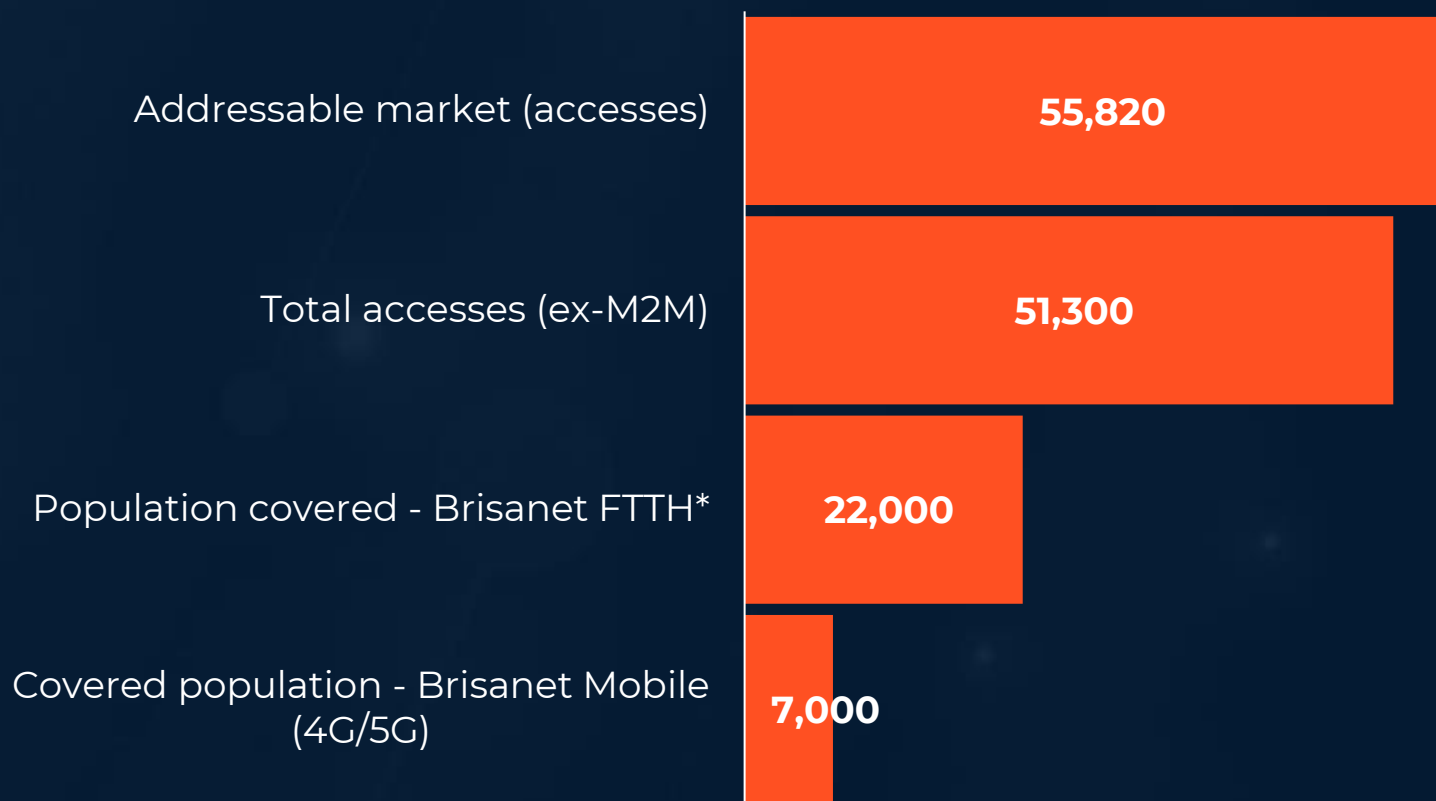
+48.0% 2Q24 x 2Q23

SOLID AND CONSISTENT MARGINS



The stability of margins in the first two quarters of 2024 reinforces the Company's commitment and efficiency, even in growth phases. For the second half of 2024, the expectation is for a margin like that of 1H24.

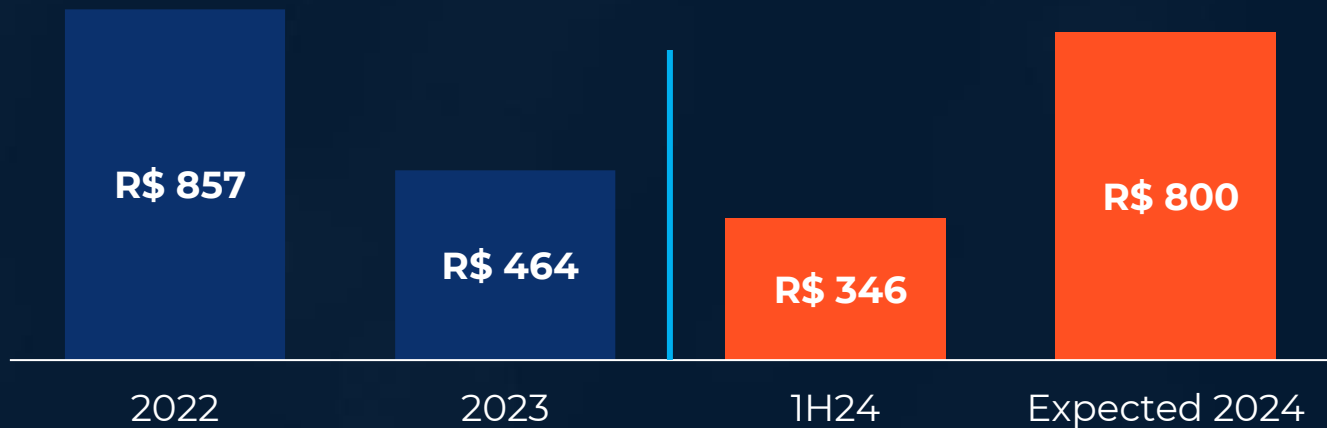
MOBILE ADDRESSABLE MARKET



* Considers the population of the cities where we are present with FTTH.
Source: Companies, IBGE and Anatel.

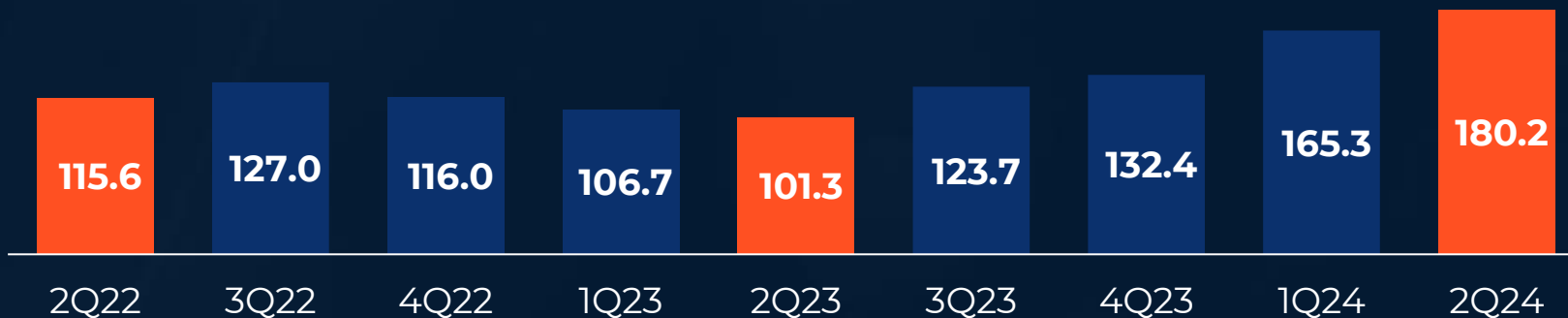
CAPEX: STRATEGIC ALLOCATIONS IN INFRASTRUCTURE EXPANSION

Capex (In million)



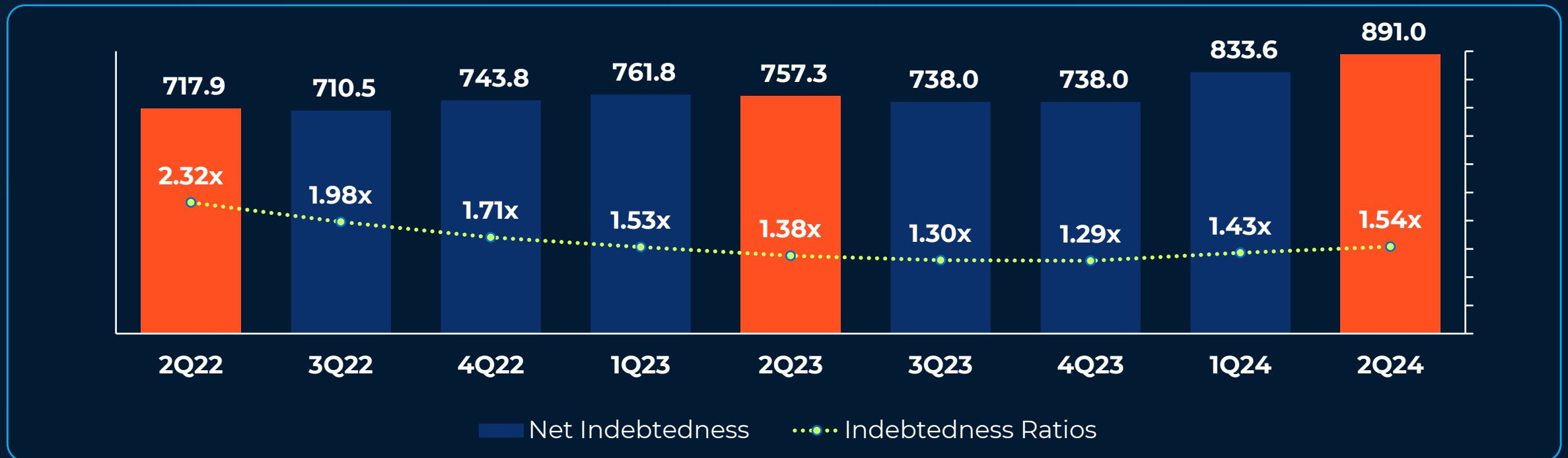
Capex Breakdown	2022	2023	1H24
5G	33%	24%	51%
HCs	24%	31%	29%
HPs	26%	22%	1%
Maintenance	2%	7%	6%
Backbone and network	4%	6%	12%
Others	11%	10%	1%
Total	100%	100%	100%

Total Disbursement (In million)



CASH CYCLE AND DEBT WITHIN PLANNED LEVELS FOR THE PERIOD

- ✓ Capital structure with controlled leverage paved the expansion and scale of the mobile segment
- ✓ 80% of long-term debt
- ✓ Average cost of gross debt below the CDI (Interbank Certificate of Deposit)



The logo icon for Brisanet, featuring a stylized white signal tower with three curved lines representing signal waves to its right.

brisanet | **5G**
+fibra

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For more informations

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