

3Q24 EARNINGS CONFERENCE CALL

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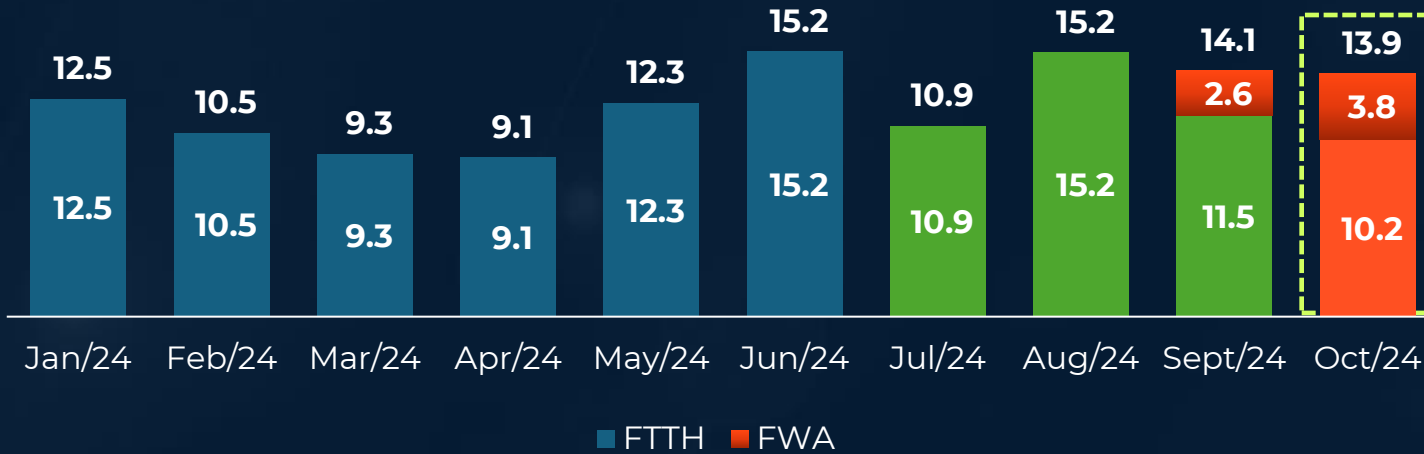
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3QT24 HIGHLIGHTS

Net Adds - Broadband
(in million)



FIXED BROADBAND
1,415 k accesses in Oct/24
+40,203 HCs 3T
+13,930 HCs in Oct/24

GROWTH
109 k net adds up to Sep/24
Largest growth in the NorthEast

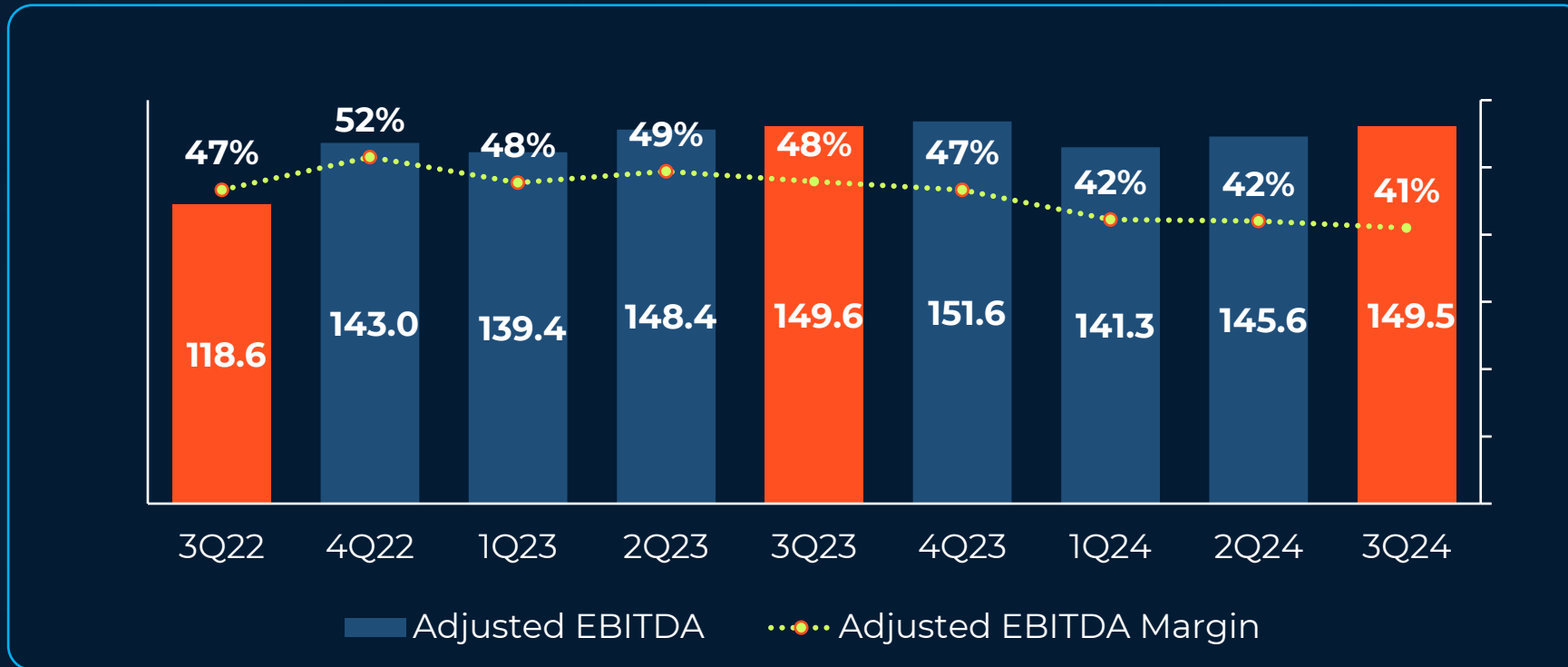
TAKE UP
20% in Oct/24 (over HPs)
30% in Oct/24 (over Ports)

Net Adds- Mobile
(in million)



MOBILE 4G/5G
~255k active chips in Oct/24
+94,419 customers in 3T24
+32,091 customers in Oct/24

CONSISTENT MARGINS FOR THE CURRENT EXPANSION



NET REVENUE

R\$ 364.7 million
+17% 3Q24 x 3Q23

EBITDA

R\$ 149.5 million
41% margin

OPERATING CASH FLOW

R\$ 230 million
+154% of EBITDA

The stability of margins throughout 2024 is evidence of the company's commitment and efficiency, even in a growth scenario. We reinforce our expectation that margins will remain stable until the end of the year, as we continue to focus on expanding sales and increasing revenues related to 5G.

EXPANDING OUR OPERATION

5G

254,914*

active chips

+ **de 10% de share** in
small towns active for
more than 1 year
Coverage of **9.2 million**
people in 200 cities

New offers and
formats open up
cross-sell
opportunities

FWA

(Fixed Wireless Access)

6,350*

customers

Start of operation
in **Sept/24**

In regions where
we already operate
with mobile, but
not with FTTH

FTTH

1,414,897*

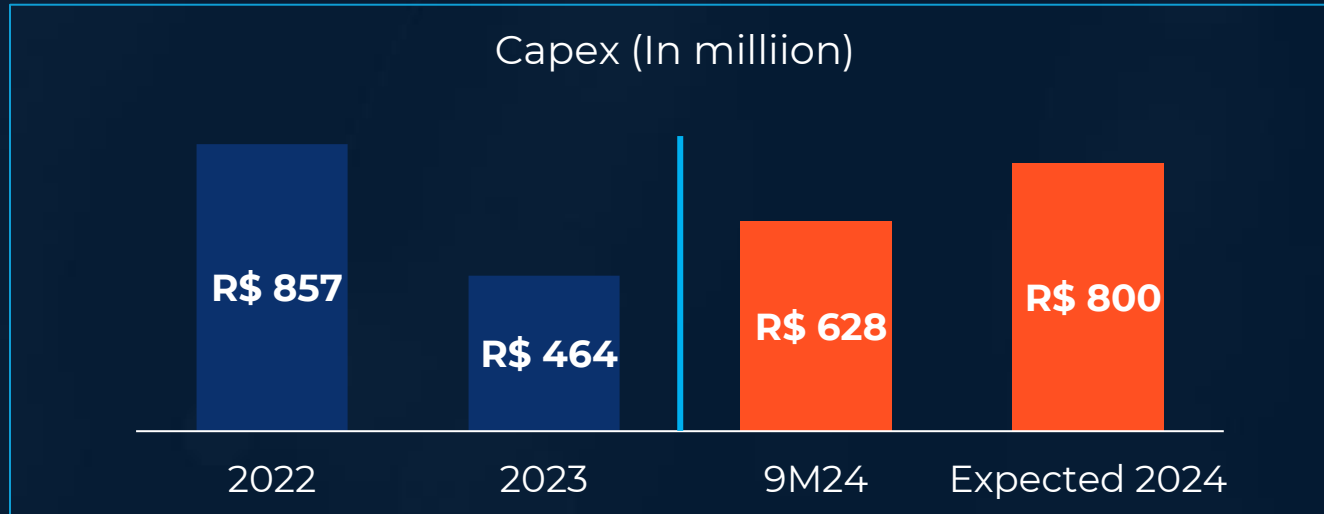
accesses

+ 40k new accesses in
the quarter, with a
continuous increase
in take-up

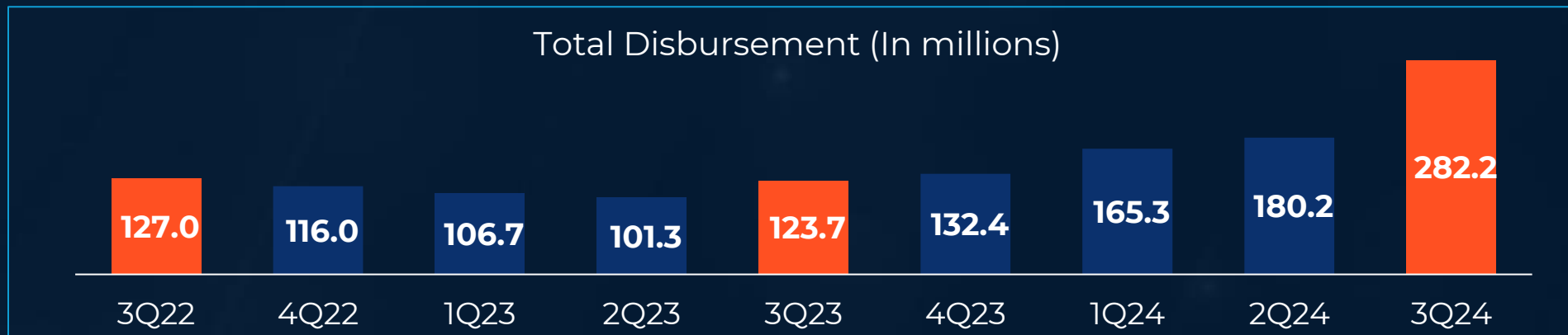
Solid operation,
which will continue
to pave the other
avenues of growth

*Oct/24 Data

STRATEGIC AND CONTROLLED ALLOCATIONS AT THE CONTINUOUS PACE OF EXPANSION

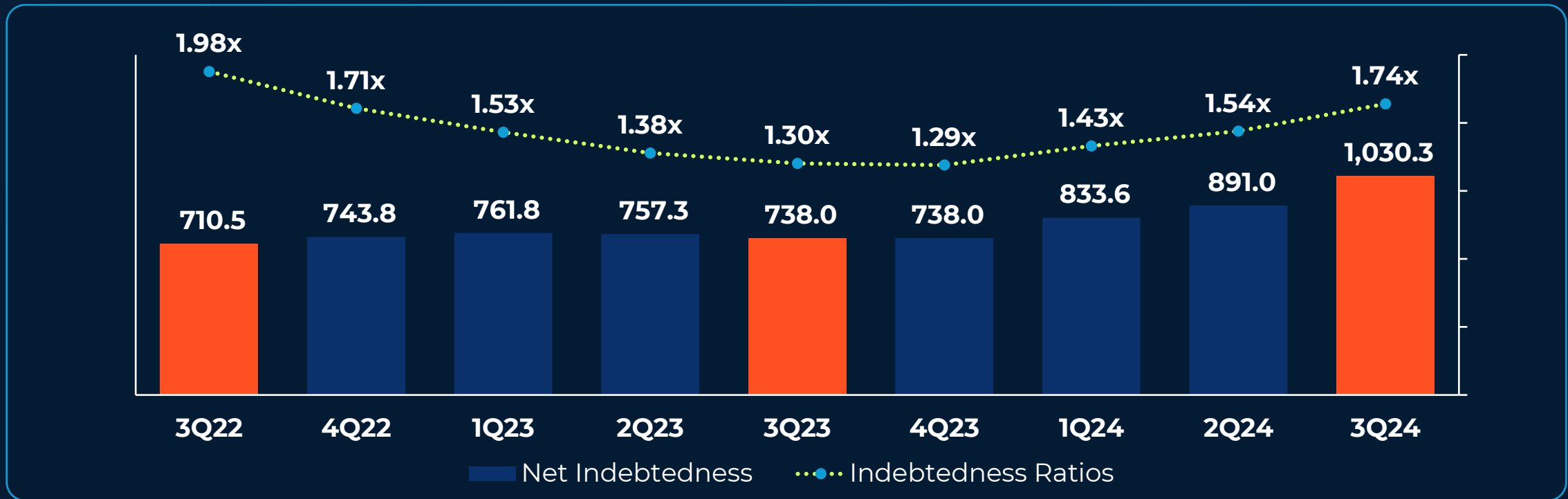


| Capex Breakdown | 2022 | 2023 | 9M24 |
|----------------------|-------------|-------------|-------------|
| 5G | 33% | 24% | 50% |
| HCs | 24% | 31% | 23% |
| HPs | 26% | 22% | 1% |
| Maintenance | 2% | 7% | 5% |
| Backbone and network | 4% | 6% | 10% |
| Others | 11% | 10% | 11% |
| Total | 100% | 100% | 100% |



CASH CYCLE AND INDEBTEDNESS ALIGNED FOR THE GROWTH PERIOD

- ✓ Increase in net debt in 3Q24 is related to the company's second issue of debentures
- ✓ 80% of long-term debt
- ✓ Average cost of gross debt below CDI
- ✓ Average debt term: 5.7 years





Q&A

 **brisanet | 5G**

For more informations

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