

4Q24 & 2024 EARNINGS CONFERENCE CALL

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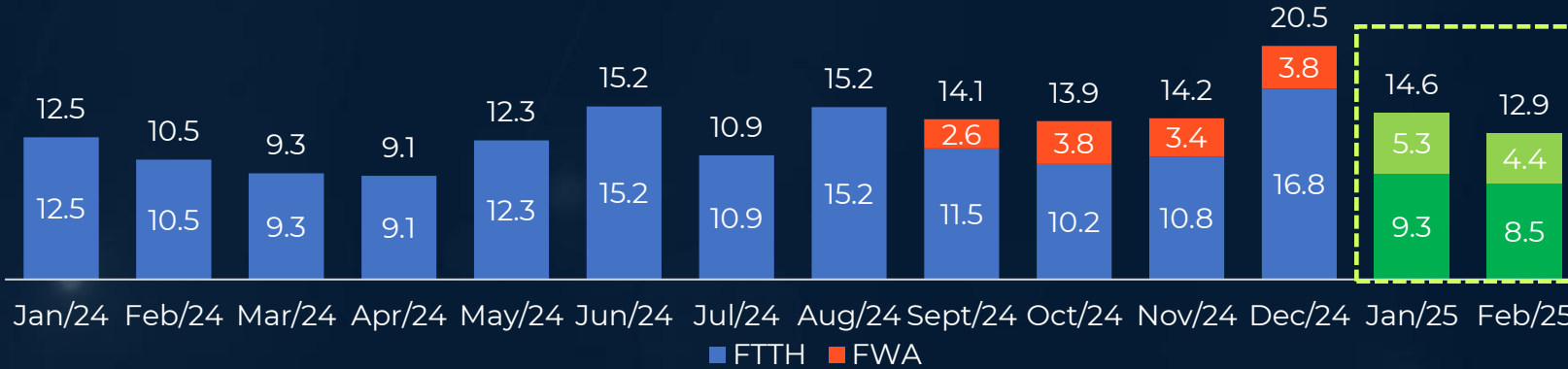
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4Q24 & 2024 HIGHLIGHTS

Net Adds - Broadband
(in thousands)



FIXED BROADBAND
+1,449,716 HCs in 2024
+48,659 HCs in 4Q24
+1,477,230 HCs in Feb/25
+12,881 HCs in Feb/25

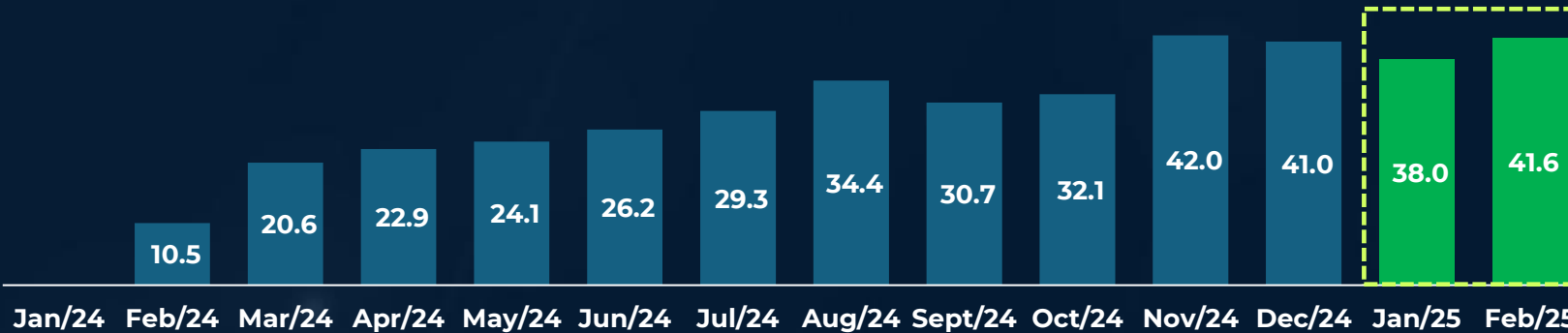
GROWTH

158k HCs in Dec/24
Largest growth in the Northeast
3x growth. from the rest of the market

TAKE UP

20.5% in Feb/25 (over HPs)

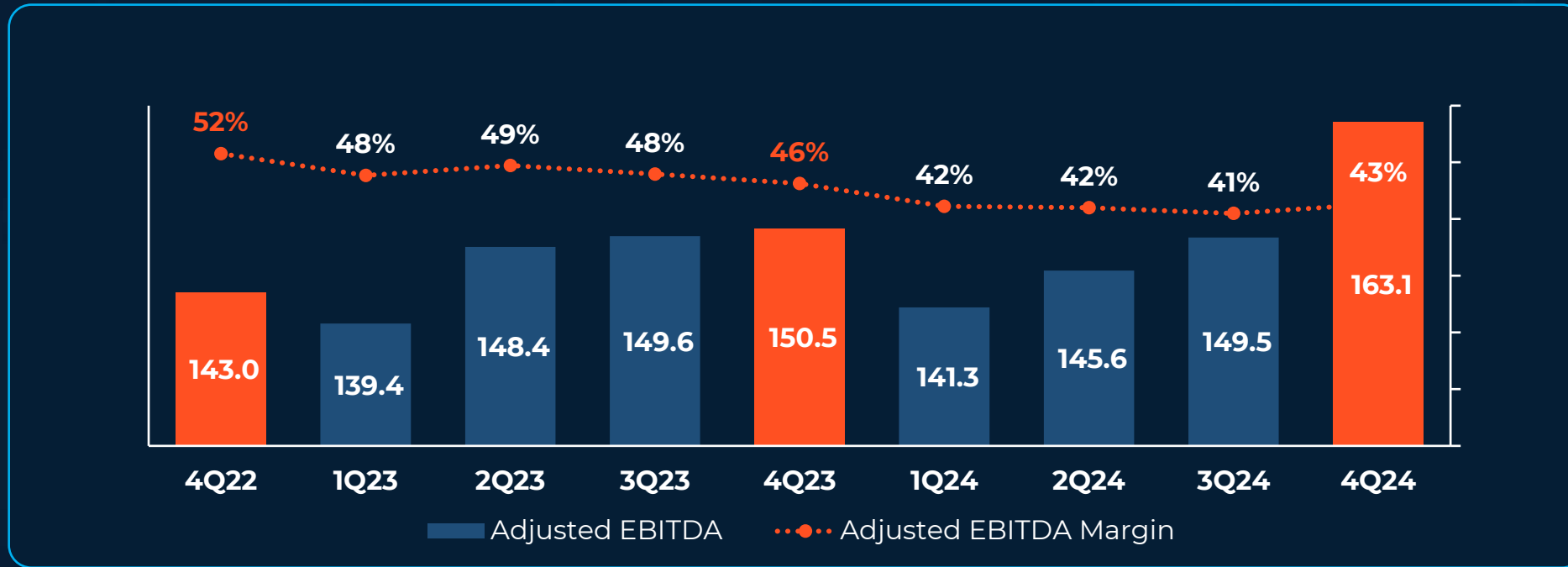
Net Adds- Mobile
(in thousands)



MOBILE 4G/5G

+337k active chips in Dec/24
+115k actives chips in 4Q24
+417k actives chips in Feb/25
+79k actives chips between Jan and Feb/25

EBITDA MARGINS STILL IMPACTED BY THE START OF THE MOBILE BUSINESS



NET REVENUE 4Q24

R\$ 382.2 million
+16% 4Q24 x 4Q23

ADJUSTED EBITDA 4Q24

R\$ 163.1 million
43% de margin

EBITDA 2024

R\$ 604.9 million
42% de margin

The improvement in margin compared to the previous quarter reflects a slight operational improvement, as well as the increase in the mobile base, contributing to the dilution of fixed costs in this area.

- ✓ **23,209** accesses in Feb/25
- ✓ **Alternative technology** to FTTH in the broadband segment.
- ✓ **Strategic focus** on areas with a mobile network but not served by optical fiber.
- ✓ **Sales in over 100 cities**



- ✓ **1,454,021** accesses in Feb/25
- ✓ **Continuous increase our take-up**
- ✓ **Robust operations** will continue to pave the way for further growth trajectories.

FWA
FWA
FWA

FTTH
FTTH
FTTH



✓ **417,437** actives chips in Feb/25

✓ **13%+** mkt share in small towns where Brisanet has been present for over 12 months.

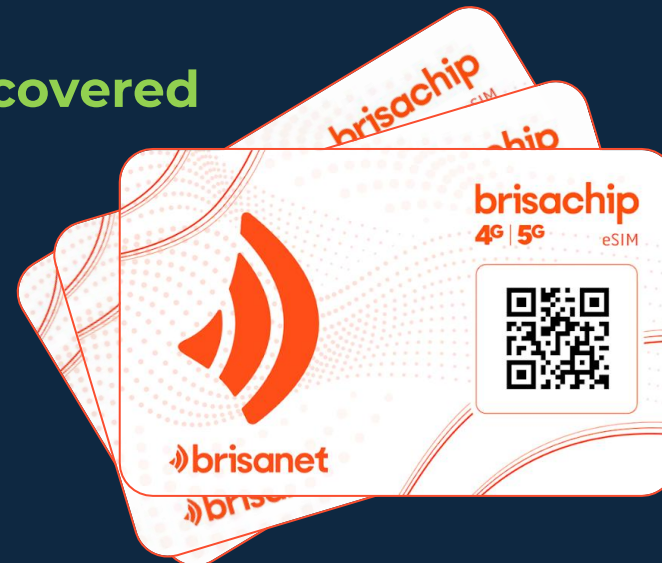
✓ **5G + fiber** combos

5G
5G
5G

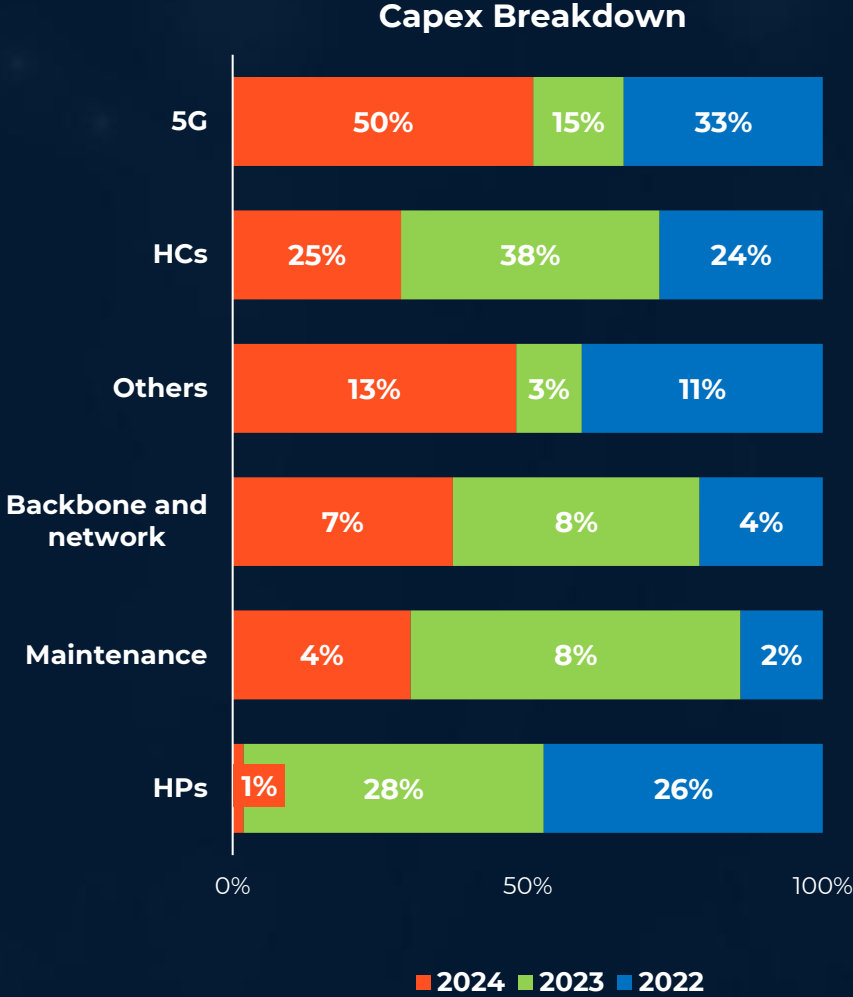
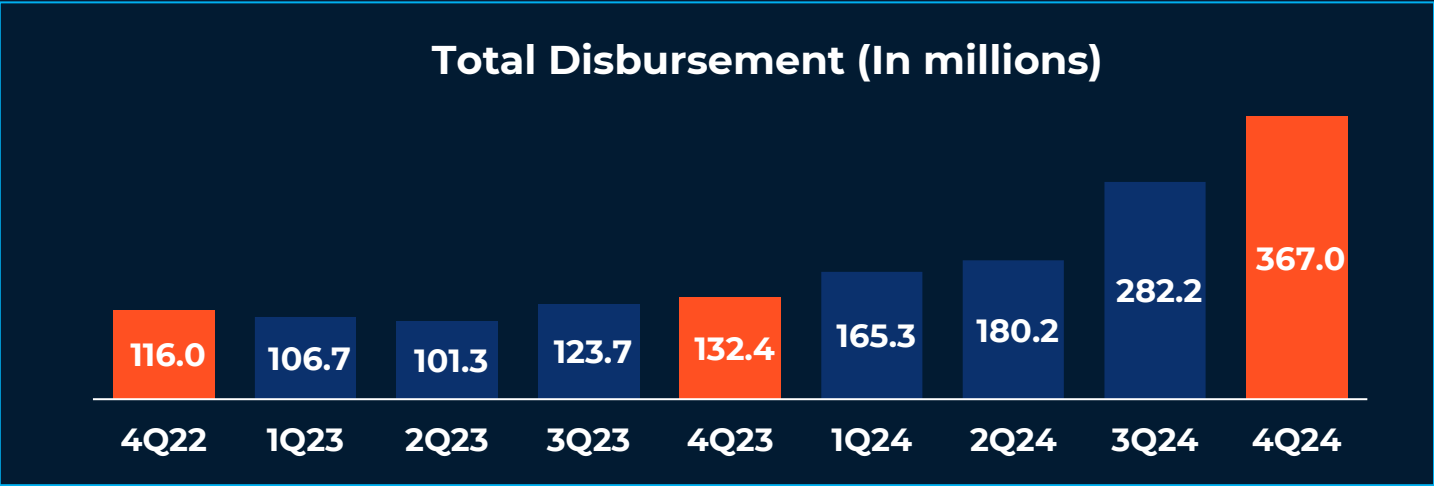
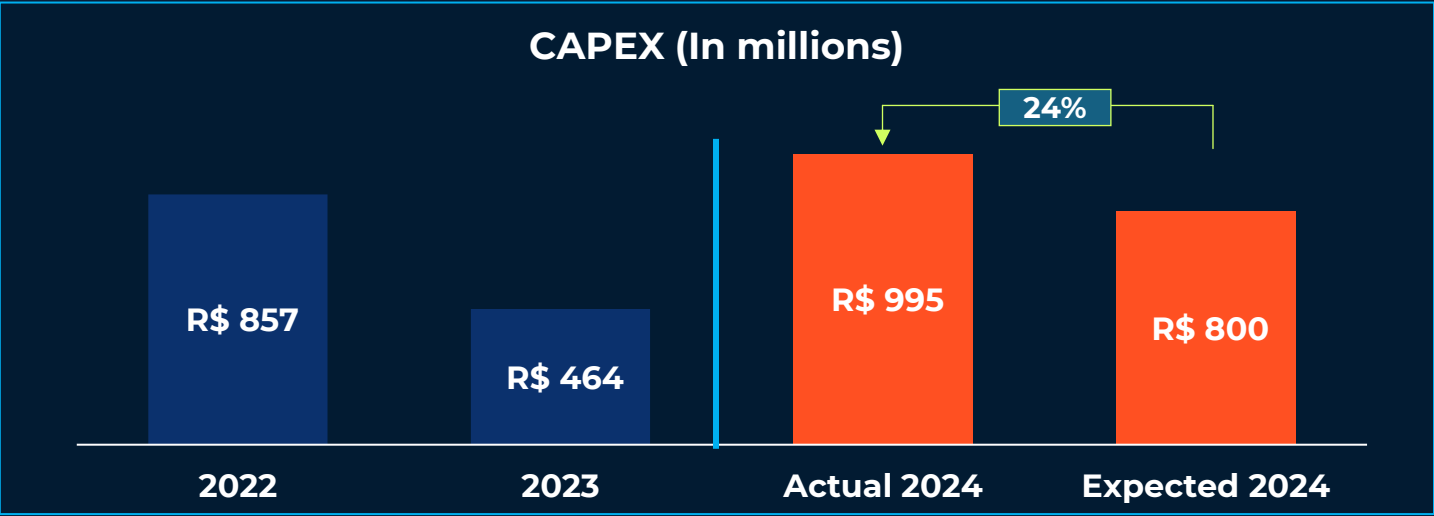
✓ **Brisanet coverage: +11 million population covered**

✓ **3 capitals** activated in 2024
(Fortaleza, Natal and João Pessoa)

✓ **+240 municipalities** activated in 2024

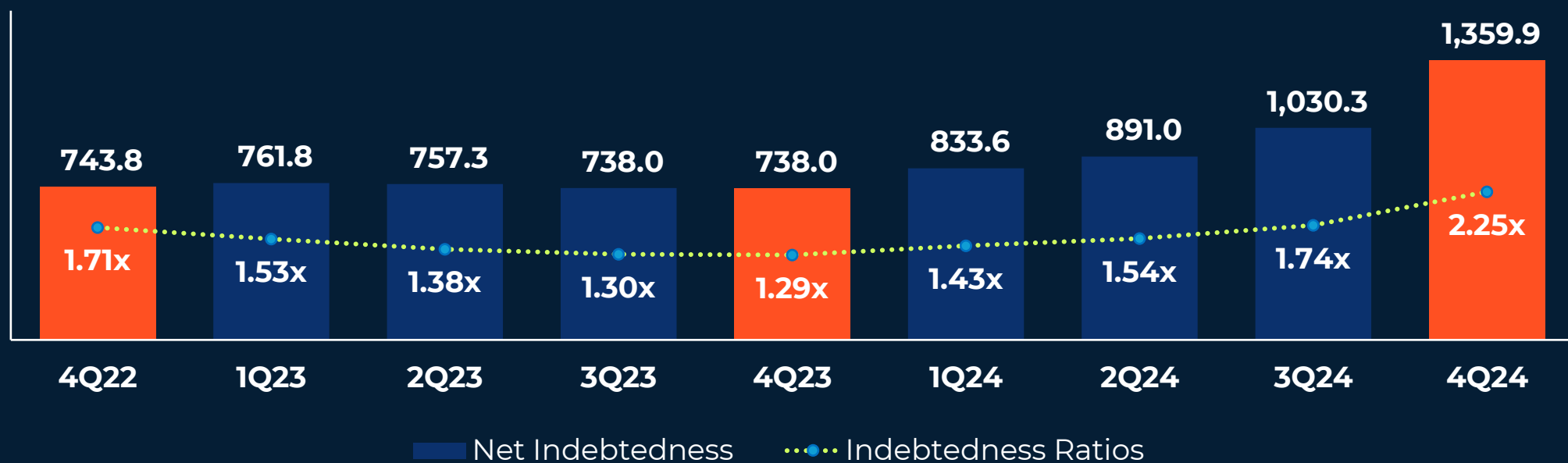


CAPEX FOCUSED ON 5G AND CLIENT BASE GROWTH JUSTIFIED BY A LARGER EQUIPMENT INVENTORY



PLANNED LEVERAGE: TRAJECTORY IN LINE WITH THE COMPANY'S EXPANSION DRIVE

- ✓ 80% of indebtedness in the long term
- ✓ Approx. R\$ 560m in subsidized lines contracted (to be disbursed) throughout 2024
- ✓ Average term of debt: 5.7 years
- ✓ Average current cost: ~80% of CDI



 **brisanet | 5G**

The image features a central graphic with two overlapping horizontal bars. The top bar is orange and contains the text 'brisanet | 5G' in white. The bottom bar is blue and contains the text 'QUESTIONS & ANSWERS' in white. The background is a vibrant orange with abstract, glowing white and yellow lines that resemble wireless signals or data paths. On the left and right sides, there are stylized wireless signal icons consisting of three curved lines radiating from a central point.

QUESTIONS & ANSWERS

The logo features a white signal icon on the left, followed by the word "brisanet" in a lowercase sans-serif font, a vertical bar, and "5G" in a larger, bold, uppercase sans-serif font. The background is dark blue with glowing, curved light trails.

brisanet | 5G

BRST

B3 LISTED NM

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