

# 1Q25 EARNINGS CONFERENCE CALL

 **brisanet | 5G**

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# QUARTER HIGHLIGHTS

Net Adds - Broadband  
(in thousands)



## FIXED BROADBAND

+1,496,790 HCs in Mar/25

+47,074 HCs in 1Q25

## GROWTH

+47,074 HCs added in 1Q25

Market decreased by more than 50,000 HCs in the period

Net Adds- Mobile  
(in thousands)



## TAKE UP

Gradual advance to 20.6% in Mar/25

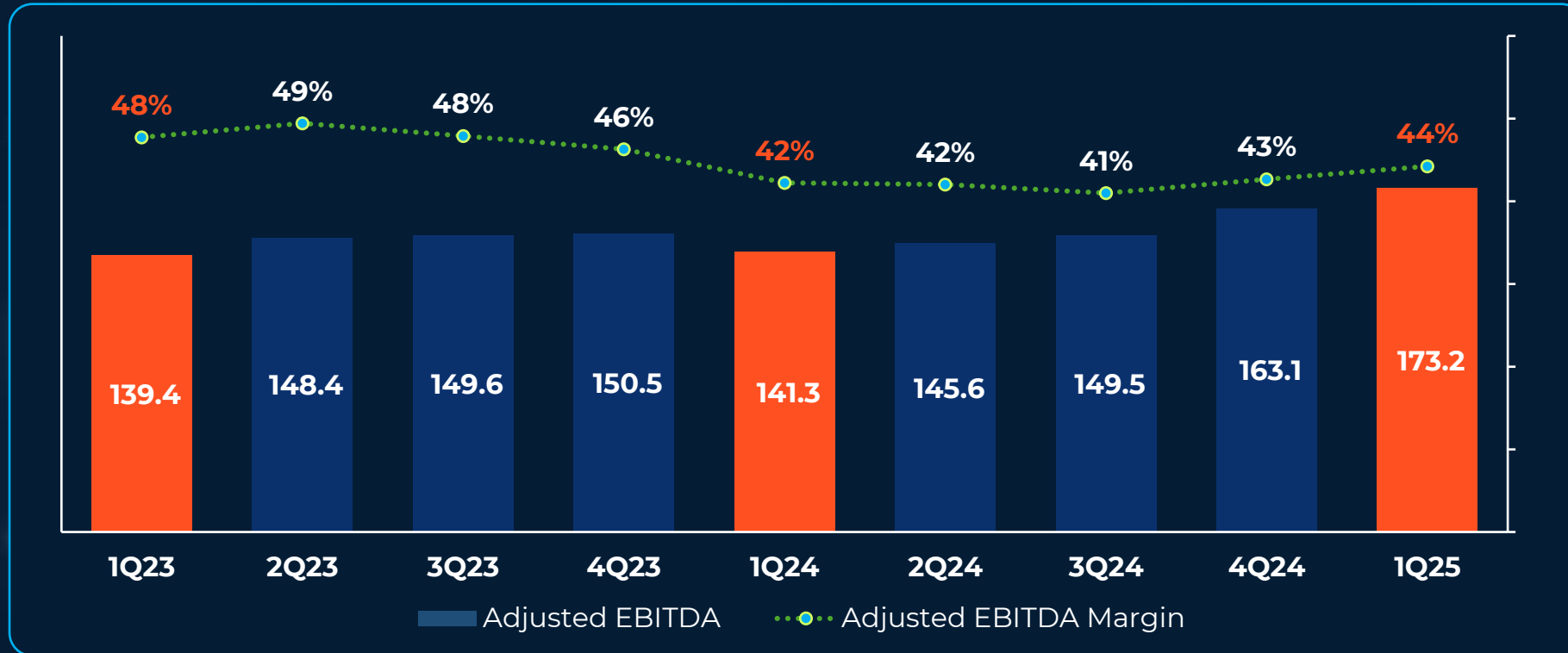
+1.7 p.p. 1Q25 x 1Q24

## MOBILE 4G/5G

+451k active chips in Mar/25

+113k active chips in 1Q25

# OPERATIONAL PERFORMANCE IN LINE WITH THE EXPECTATION FOR MOBILE SEGMENT OPERATIONS



NET REVENUE 1Q25

**R\$ 391.6 million**  
+17% 1Q25 x 1Q24

ADJUSTED EBITDA 1Q25

**R\$ 173.2 million**  
+22% 1Q25 x 1Q24  
+44% margin

EBITDA 1Q25

**R\$ 184.8 million**  
+30% 1Q25 x 1Q24

The improvement in margin compared to the previous quarter reflects an improvement in cost control and process optimization, as well as the growth of the mobile base, which contributed to the dilution of the segment's fixed costs.

We remain committed to maintaining this level and making continuous progress in operational efficiency.



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**+R\$21.6 million** revenue in 1Q25

+451,788 active chips

+113,899 added between Jan and Mar/25

5G  
5G  
5G

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**Coverage: +12 million people**

+260 municipalities activated\*

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**Market Share: +13%**

In small cities over 12 months.

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# **+31,000 access**

**Reference in innovation in the Northeast**

**Among the top 3 technology players in Brazil\***

**Present in more than 100 cities**

FWA  
FWA  
**FWA**

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# **+1,496 k HCs in March/25**

**+ 47K HCs add in 1Q25**

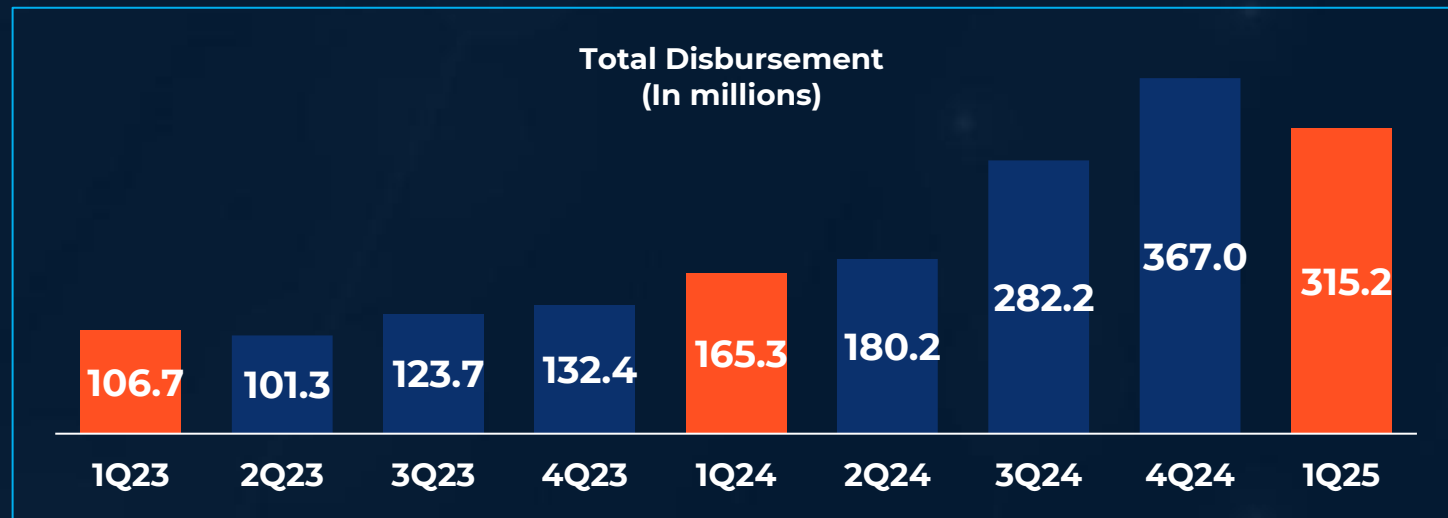
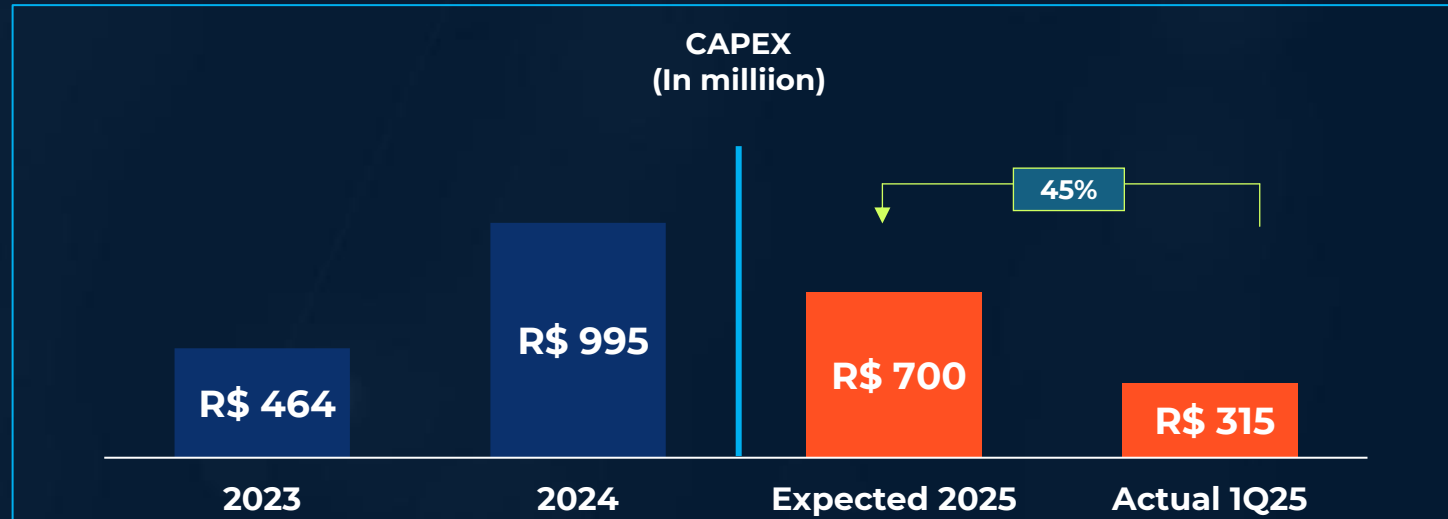
***Take-up is constantly expanding***

**Operational strength making room for further expansion.**

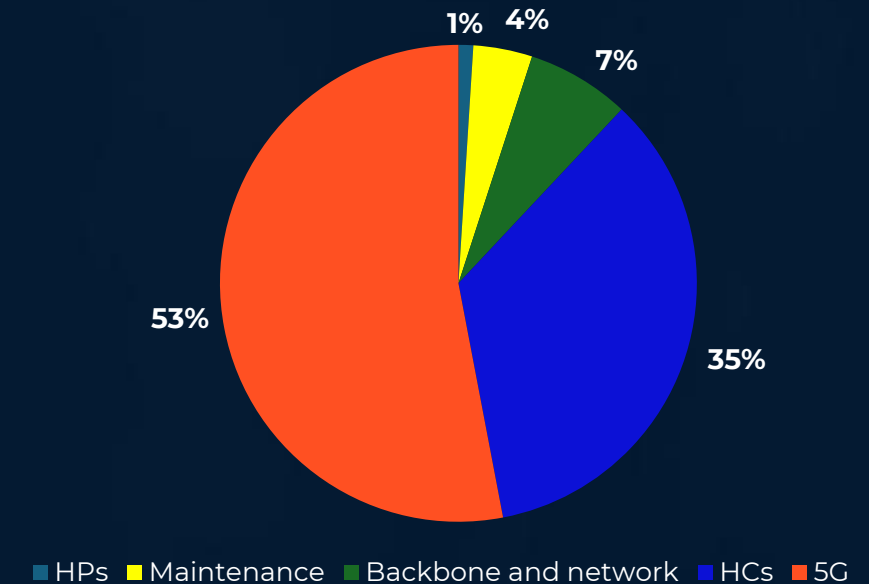
FTTH  
FTTH  
**FTTH**



# FOCUS ON INVESTMENTS IN 5G AND EXPANSION OF THE **BASE**, WITH GROWTH SUSTAINED BY AN EXPANDED STOCK OF EQUIPMENT.



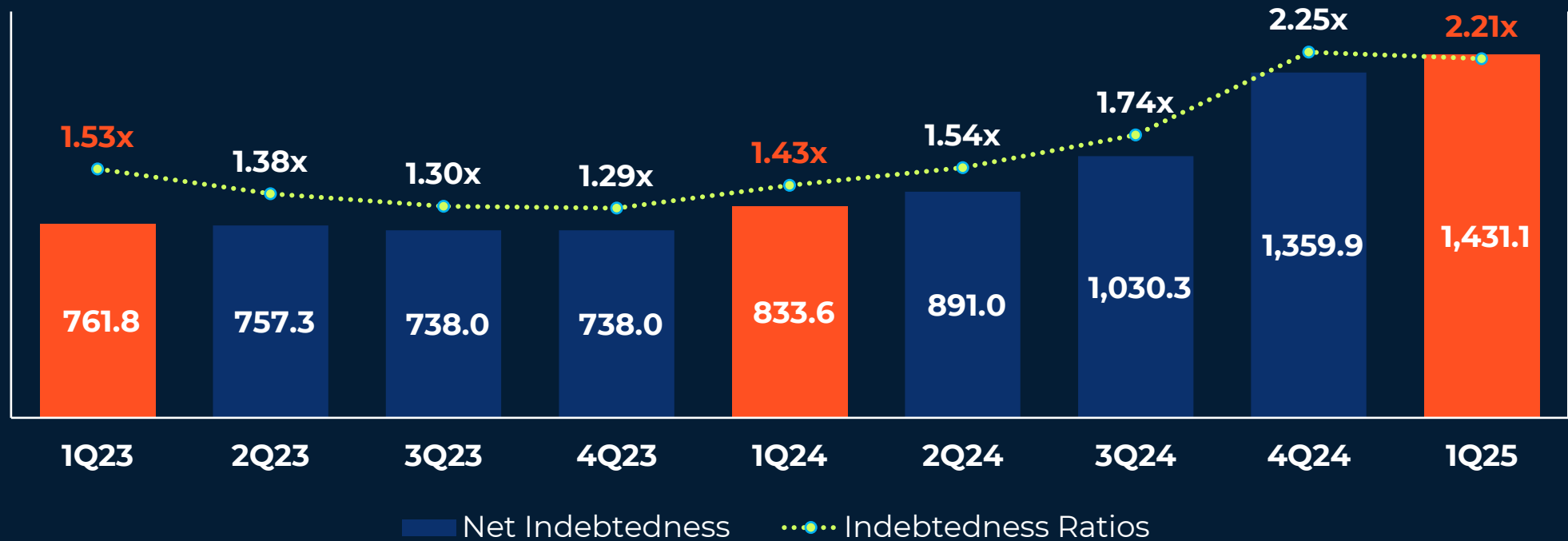
OPENING CAPEX 1Q25\*



\*Value disbursed in the period - includes changes in the balances of assets under construction and warehouses

# LEVERAGE STRATEGY ALREADY UNDERWAY, WITH INDICATORS SHOWING STABILITY AND PROGRESS.

- ✓ 76% of long-term debt
- ✓ Approx. R\$ 974m in subsidized lines contracted (to be disbursed) in the last 15 months
- ✓ Average debt term: 5.7 years
- ✓ Average current cost: ~80% of CDI







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**QUESTIONS & ANSWERS**





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**Investor Relations**

**<https://ri.brisanet.com.br/en>**

**[falecomri@grupobrisanet.com.br](mailto:falecomri@grupobrisanet.com.br)**