

# 3Q22 RESULTS CONFERENCE CALL



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# 3Q22 Highlights

## Organic Expansion

+ 348 thousand HPs in 3Q22  
6.95 million<sup>1</sup> Total HPs



## HCs Growth

Brisanet client base grew 6,4% in  
3Q22, Market in the 7 states<sup>2</sup> grew 1,5%



## Regional and National Leadership

Broadband leader in the Northeast  
In 9M22, Brisanet grew almost 5x more than the  
market<sup>2</sup>



## EBITDA and EBITDA Margin

3Q22 EBITDA of R\$118.6 million with  
Margin of 46.6%, 7.7 pp higher than in 3Q21



## Billing and ARPU

B2C ARPU 1.3% > 3Q22 x 3Q21  
3Q22 Revenue = 34% higher than 3Q21  
and 7% higher than 2Q22



## Investment in the Future

Capex 9M22 = R\$741 mm, with  
R\$527 mm in operation

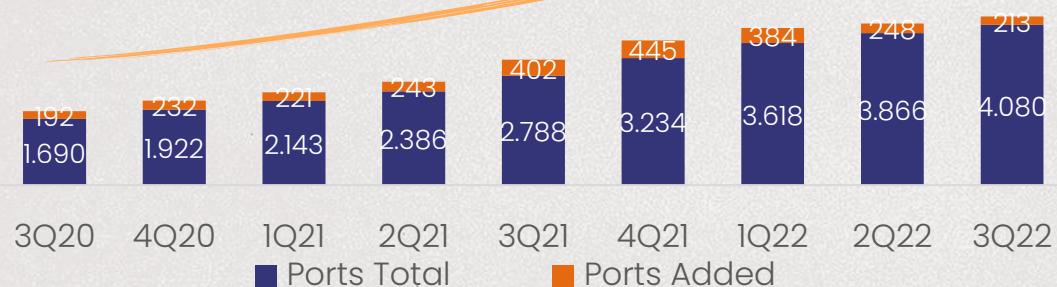
<sup>1</sup>October/22 data, it includes Agility's HPs    <sup>2</sup>AL, CE, PB, PE, PI, RN and SE  
Source: Company and National Telecommunications Agency - Anatel



# Accelerated and continuous expansion

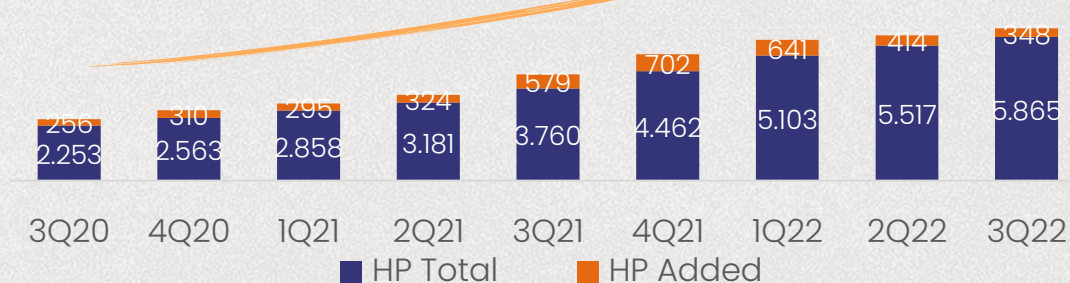
## Access Ports in Fiber

In '000



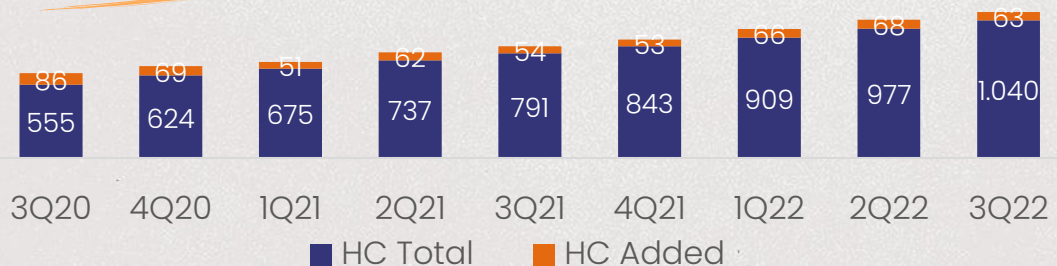
## HPs (Homes Passed)

In '000



## HCs (Connected Houses)

In '000



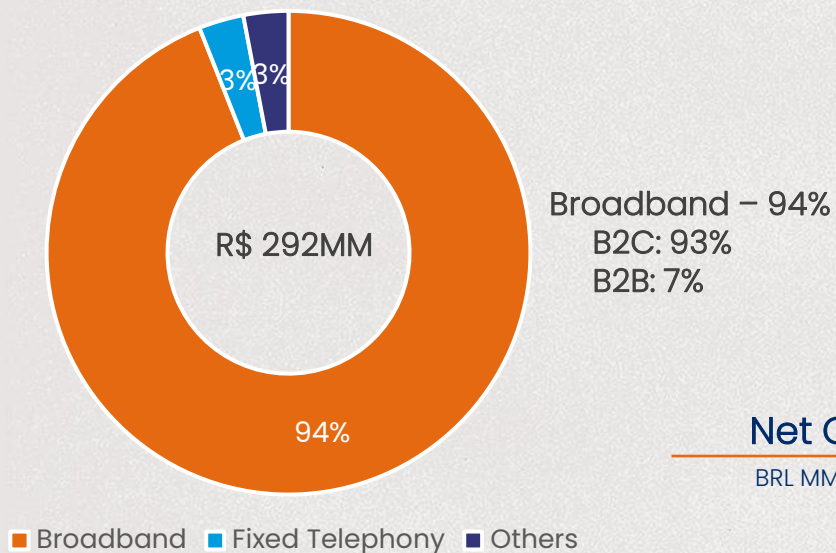
153 Cities in October 2022 – 1,060 HCs  
33 cities added in the year

OCT 22: Brisagnet + Agility = 1.27 million HCs  
400+ cities in 9 states

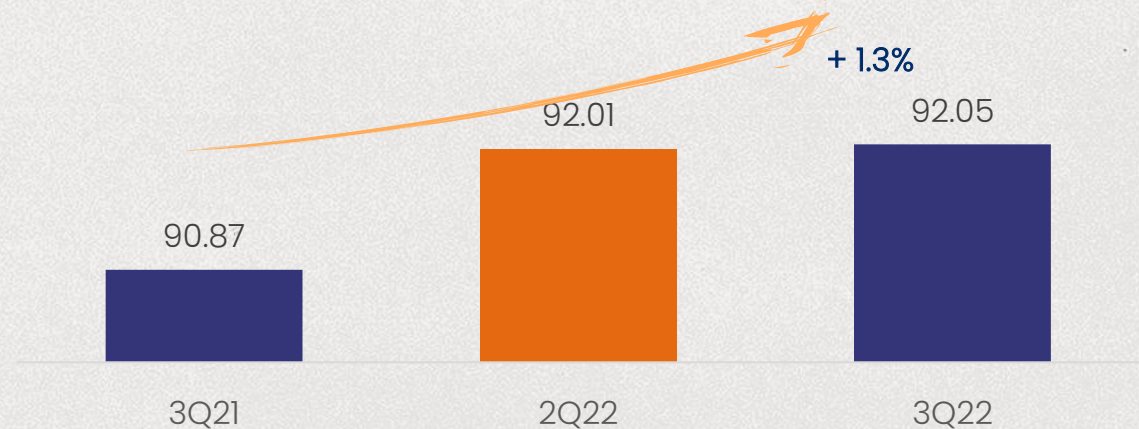


# Net Operating Revenue grows 34% in 3Q22 x 3Q21 and 7% when compared to 2Q22

Gross revenue per product - 3Q22

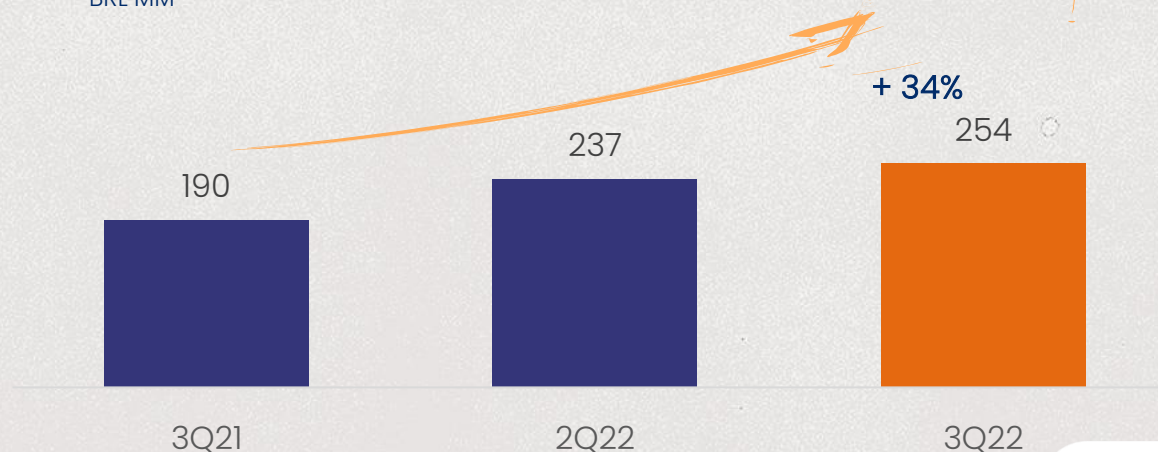


B2C ARPU (R\$)



Net Operating Revenue

BRL MM

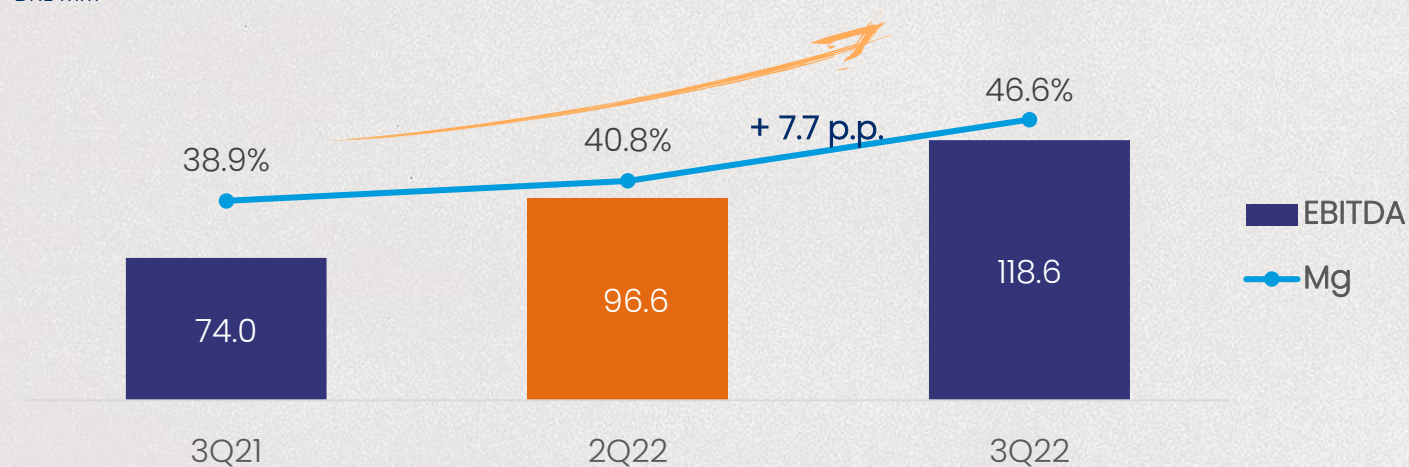




# Mg EBITDA advances to 46.6% in 3Q22

## Adjusted EBITDA and Adjusted EBITDA Margin

BRL MM



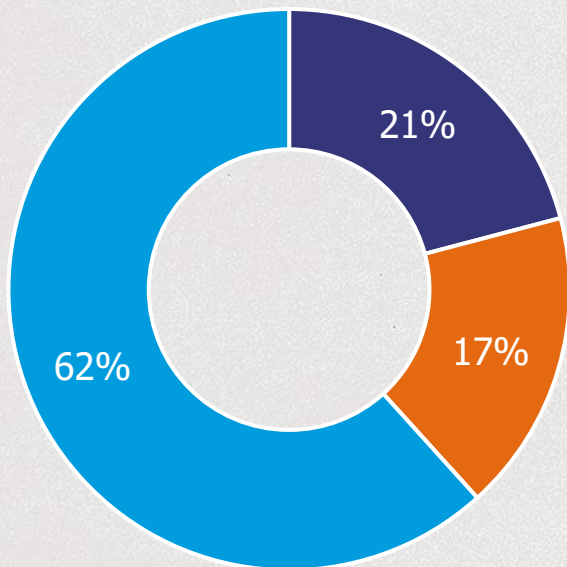
The EBITDA margin rose 7.7 p.p. compared to 3Q21. The main contribution was the reduction in Cost of Services Sold, excluding depreciation and amortization, which was equivalent to 5.6 p.p. This reduction is the result of actions aimed at reducing costs implemented after 1Q22 as well as the rationalization of investments.



# Net Debt Sep22 1% lower than Jun22

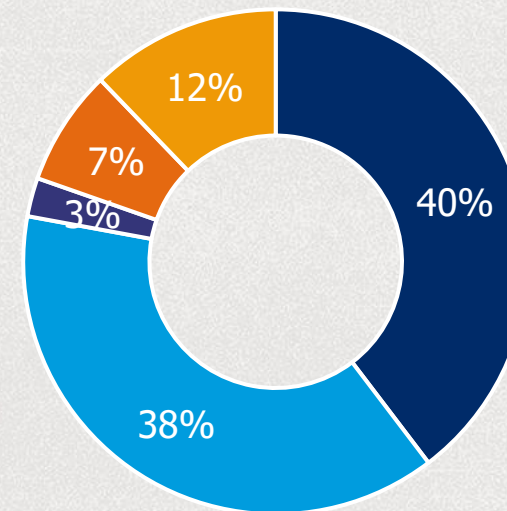
## Debt Profile

■ Short Term + Promissory Note ■ Long Term ■ Debentures LT



The increase in net debt in 9M22 was basically due to the application of cash in investments: FTTH and implementation of a 5G pilot project

■ IPCA ■ CDI ■ Fixed ■ TJLP/TLP ■ Foreign Currency



Loans and Financing + Debentures + Promissory Note	R\$1,354.0 mm
Gross Debt (includes Leasing and Derivatives)	R\$1,403.3 mm
Cash <sup>1</sup> and Short Term applications	R\$ 692.9 mm
<b>Net debt</b>	<b>R\$ 710.5 mm</b>

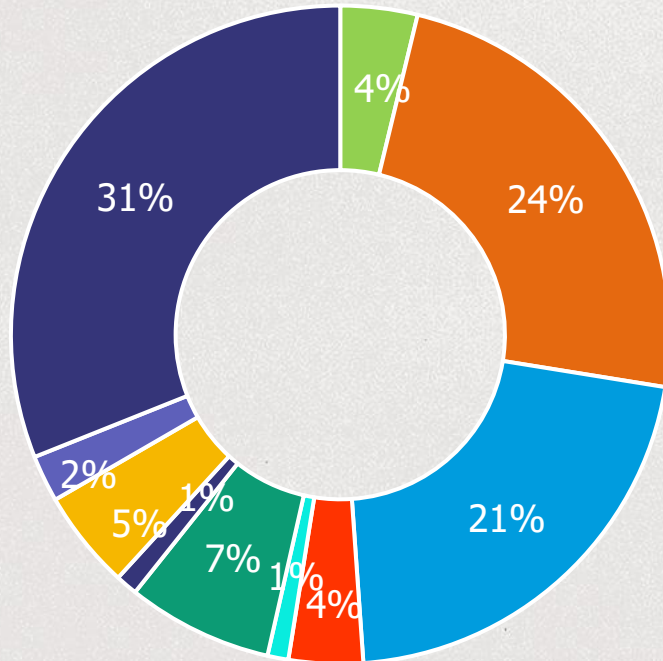
Net debt/EBITDA<sup>2</sup> = 2.0x



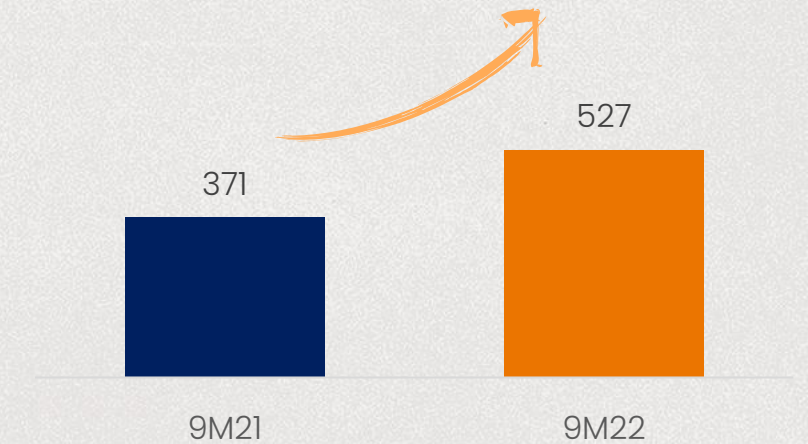
# Investments

## Capex

- Backbone
- HPs
- HCs
- Agility
- Maintenance
- Vehicles
- Systems
- Others
- In Progress
- 5G Equipment



## Adjusted Capex to "In Operation"



Total disbursement – R\$741 million  
 In operation – R\$527 million  
 Fixed assets "inventory" – R\$561 million





# Q&A



# Thanks

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