



Pereiro, CE, December 7, 2021. Brisanet Participações S.A. (B3: BRIT3), the largest company among independent internet service providers in Brazil, according to ANATEL's ranking, announces today some operational data for September 2021.

Founded 23 years ago, **BRISANET** is, according to ANATEL's ranking, the largest Brazilian company among independent internet service providers in the country. With a product portfolio almost 100% in optical fiber and with operations focused on the Northeast region of the country, the Company also operates through its subsidiary **AGILITY TELECOM**, which provides internet services under the franchise model.

At the end of November 2021, **Brisanet had 824,822 clients in 7 states in the Northeastern region** – Ceará, Rio Grande do Norte, Paraíba, Pernambuco, Alagoas, Piauí and Sergipe – **being in front of 4.2 million homes, in 115 cities.**

This represents **organic growth in the year 2021 of more than 200,000 customers, or 32%**. Based on the October 2021 numbers released last week by Anatel, the broadband base in the states where the Company is present grew 11% in 2021 compared to 21% during 2020. In 2021, Brisanet captured a similar percentage of this growth, around 40% of all the growth in the region, but the Brazilian scenario of recession and high inflation has impacted the purchasing power of classes C, D and E, which are also served by the Company. Were it not for this aggravating factor, growth could have been greater.

OPERATIONAL DATA	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	Oct 21	Nov 21
# Clients (HCs)									
Broadband	403.852	468.896	554.915	624.301	674.821	736.580	790.731	806.543	824.822
FIBER PORTS	1.313.764	1.497.655	1.689.555	1.922.020	2.143.354	2.386.020	2.788.221	2.920.977	3.084.215
HOMES PASSED (HPs)	1.751.685	1.996.873	2.252.740	2.562.693	2.857.805	3.181.360	3.760.130	3.981.390	4.232.525
CITIES COVERED	93	93	94	96	96	100	110	113	115

In November 2021, Brisanet added 163,000 ports, corresponding to 251,000 HPs. It is worth mentioning that since July the Company has focused on horizontal areas, where the density of expansion is lower, around 60%/65% - that is, for every 100 HPs, 60/65 access ports are built. Vertical areas (buildings), where the density is above 80%, are still being finalized in the state capitals that were activated this year, but with the acceleration of expansion and the startup of three new ones, average density dropped. Thus, one should use a 65% ratio for ports/HPs for the month of November. This

proportion should fluctuate between 60% and 75% up until the vertical areas at the capitals are finalized.

The Company's expansion schedule continues to be impacted by the delay in vehicle delivery. The cities' cabling operated as planned, but the next step, fusion – splicing the fibers with splitters stored in the boxes – has been hampered by delays in the delivery of smaller vans until mid-November.

Brisanet's customer base grew organically 18,300 clients in November. It's still below the initially estimate, but somewhat in line with the delays in the optical fiber expansion, as there is a time-lag between adding infrastructure and starting to activate clients.

Additionally, the drop in port occupancy (take up) is normal if we consider that the HPs are released in blocks and that the activation of customers has a curved behavior, accelerating more when the city is fully delivered. Just as an example, in Maceió (AL), which we activated at the end of 2020, the vertical area will only be completed by 3Q22 (despite this, **the Company has 62% market-share in fiber**). In Teresina the first block was activated in July and the horizontal area should be completed by December. **Fortaleza (CE)** must have the horizontal area completed by the end of 2022 and the vertical area not before the end of 2023 (15% market-share in fiber, doubled from January).

In the **Great João Pessoa (PB)**, where the horizontal area was concluded 2 years ago whereas the vertical area is been concluded now, the Company has a **market share above 67% in fiber**. In the **Great Natal (RN)**, whose vertical area is still being built – almost 80% completed, we also occupied first place with **53% market share in fiber**.

Through Agility Telecom, Brisanet provides **service to around 183,000 customers in 5 states in the Northeast** – Ceará, Rio Grande do Norte, Paraíba, Pernambuco and Alagoas – with 92 franchisees, **and has more than 760,000 HPs**.

AGILITY	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	Oct 21	Nov 21
# Clients	-	-	-	-	-	148.066	159.106	178.196	182.897
# Franchisees	-	-	-	-	-	93	93	93	92
# HPs	-	-	-	-	-	643.040	717.753	742.126	761.940

Considering the two brands, **Grupo Brisanet serves more than 1 million customers in 7 states in the NorthEast, with a 25% global market share**, even including states where it has less than 5 thousand customers, such as Piauí and Sergipe. **If we exclude the states that we entered less than 3 months ago and consider only fiber, the market share would be over 38%.**

Investor Relations

Phone. +55 88 2105-0288

E-mail: lucianaferreira@grupobrisanet.com.br

ir.brisanet.com.br

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