



Pereiro, CE, January 11, 2022. 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 December 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 December 2021, **Brisanet had 843,282 clients in 7 states in the Northeastern region** – Ceará, Rio Grande do Norte, Paraíba, Pernambuco, Alagoas, Piauí and Sergipe – **being in front of 4.5 million homes, in 120 cities.**

This represents **organic growth in the year 2021 of almost 220,000 customers, or 35%**. Brazilian scenario of recession and high inflation has impacted the purchasing power of classes C, D and E, which are also the Company's main public. Were it not for this aggravating factor, growth could have been greater.

OPERATIONAL DATA	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21
# Clients (HCs)												
Broadband	403.852	468.896	554.915	624.301	674.821	736.580	754.477	772.991	790.731	806.543	824.822	843.283
FIBER PORTS	1.313.764	1.497.655	1.689.555	1.922.020	2.143.354	2.386.020	2.535.596	2.660.715	2.788.221	2.920.977	3.084.215	3.233.606
HOMES PASSED (HPs)	1.751.685	1.996.873	2.252.740	2.562.693	2.857.805	3.181.360	3.380.795	3.547.620	3.760.130	3.981.390	4.232.525	4.462.358
CITIES COVERED	93	93	94	96	96	100	101	108	110	113	115	120

In December 2021, Brisanet added more than 149,000 ports, corresponding to 230,000 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.

Brisanet's customer base grew organically 18,500 clients in December. 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 over 60% market-share in fiber**). Teresina (PI) and Aracaju (CE) were concluded in December 21 therefore growth should accelerate as of 1Q22. **Fortaleza (CE)** must have the horizontal area completed by the end of 2022 and the vertical area not before the end of 2023 (16% market-share in fiber, more than 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 of almost 70% in fiber**. In the **Great Natal (RN)**, whose vertical area is still being built – almost 80% completed, we also occupied first place with **over 50% market share in fiber**.

Through **Agility Telecom**, Brisanet provides **service to over 190,000 customers in 5 states in the Northeast** – Ceará, Rio Grande do Norte, Paraíba, Pernambuco and Alagoas – with 94 franchisees, **and has more than 800,000 HPs**.

AGILITY	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	Oct 21	Nov 21	Dec 21
# Clients	-	-	-	-	-	148.066	159.106	178.196	182.897	190.049
# Franchisees	-	-	-	-	-	93	93	93	92	94
# HPs	-	-	-	-	-	643.040	717.753	742.126	761.940	809.833

Considering the two brands, **Grupo Brisanet serves almost 1.1 million customers in 7 states in the NorthEast, with a 33% fiber market share**.

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