

1Q22 RESULTS CONFERENCE CALL



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1Q22 Highlights

Organic Expansion

+ 640,000 HPs in 1Q22
6.2 million¹ Total HPs



HCs Growth

Brisanet grew 7.8% in 1Q22, market in 7 states² shrank 2.9%



Regional and National Leadership

Broadband leader in the Northeast
Highest Growth in BR – 66,000 customers



Investment in the Future

Capex 1Q22 R\$233 mm + Advance to Suppliers in the amount of R\$ 230 million referring to the acquisition of the first Based Transceiver Stations (BTS) for the implementation of the 5G pilot project.



Revenue and ARPU

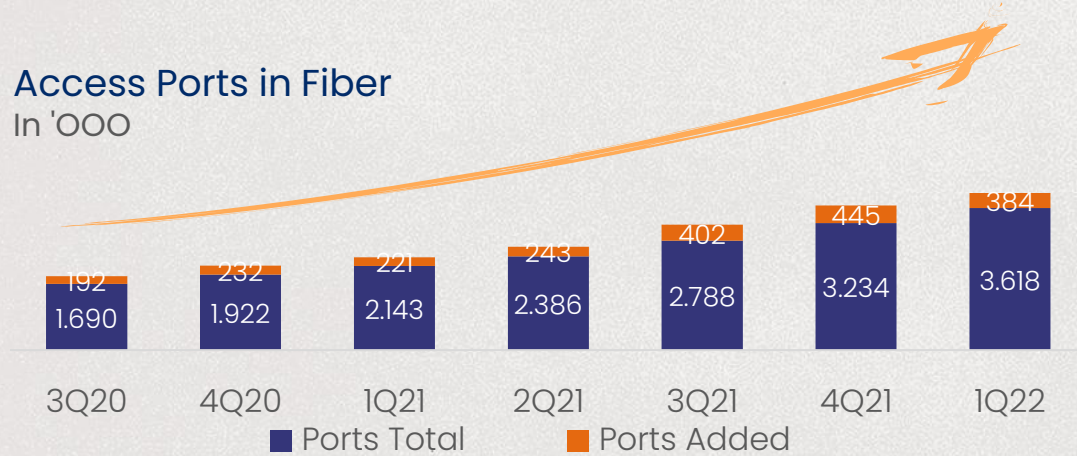
B2C ARPU grows 5% 1Q22 x 1Q21
1Q22 Revenue = 35% higher than 1Q21

¹ April/22 data, it includes Agility's HPs ² AL, CE, PB, PE, PI, RN and SE

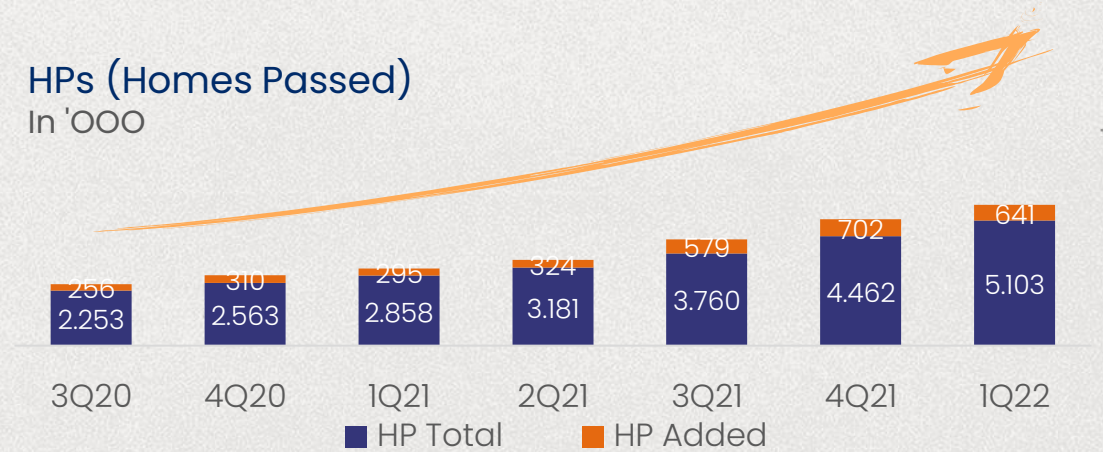
Source: Company and National Telecommunications Agency - Anatel

Accelerated and continuous expansion

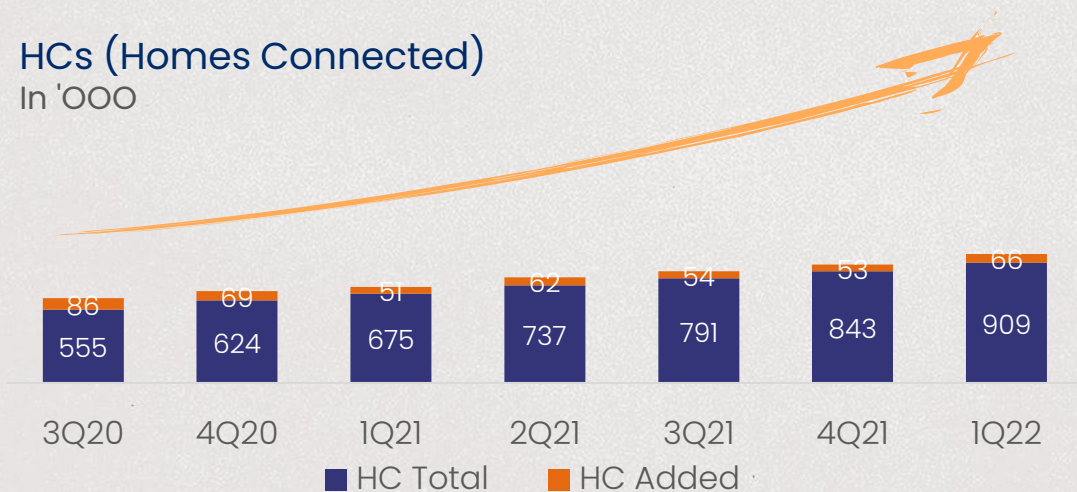
Access Ports in Fiber
In '000



HPs (Homes Passed)
In '000



HCs (Homes Connected)
In '000

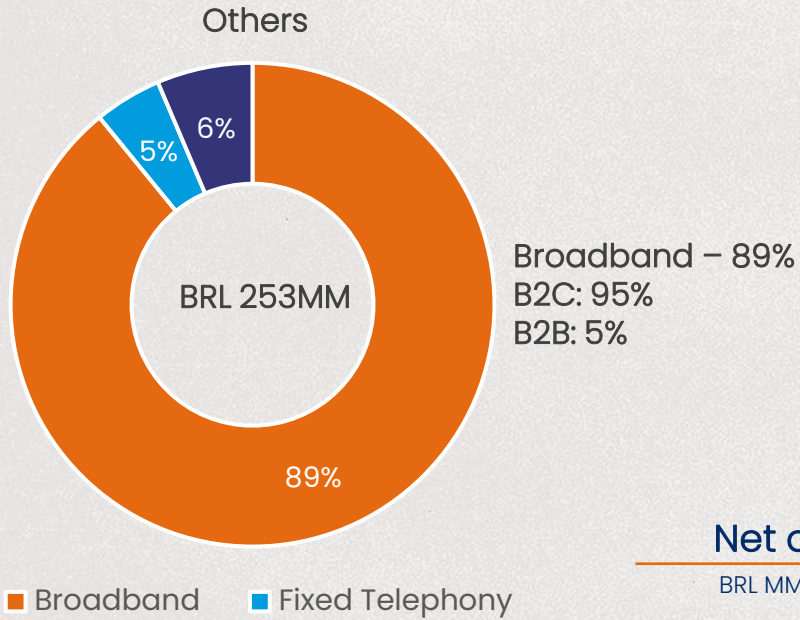


142 Cities in April 2022 – 933,000 HCs
Started operations in the 9th state of the NE
region – Bahia

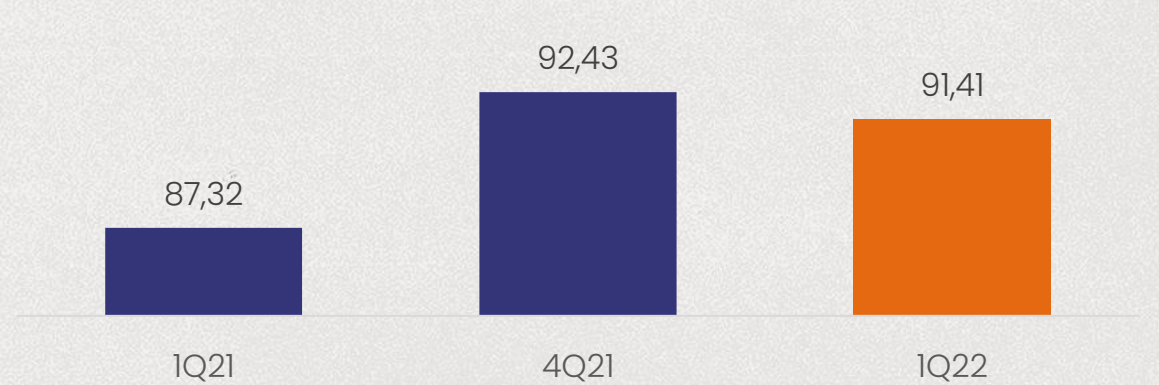
APR 22: Brisagnet + Agility = 1.14 million HCs
360 cities in 9 states

Net Operating Revenue grows 32% in 1Q22 x 1Q21

Gross revenue by product - 1Q22

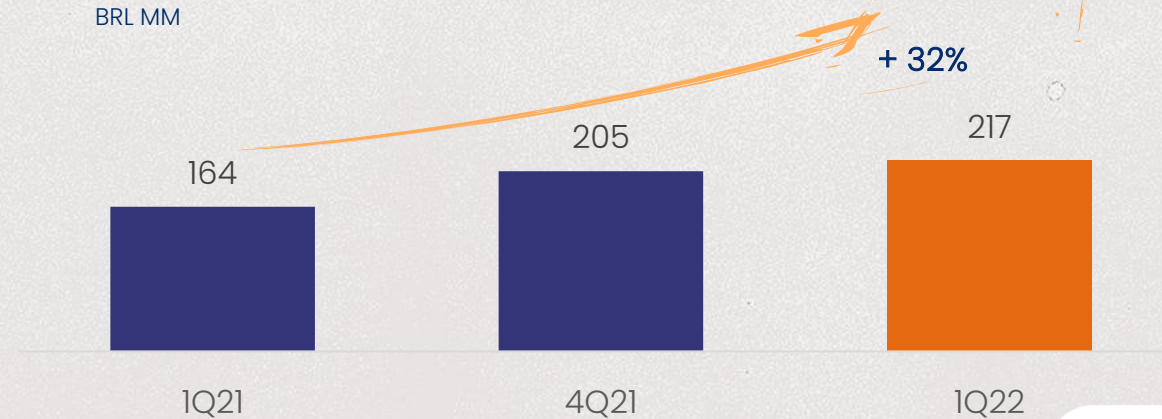


B2C ARPU (R\$)



Net operating revenue

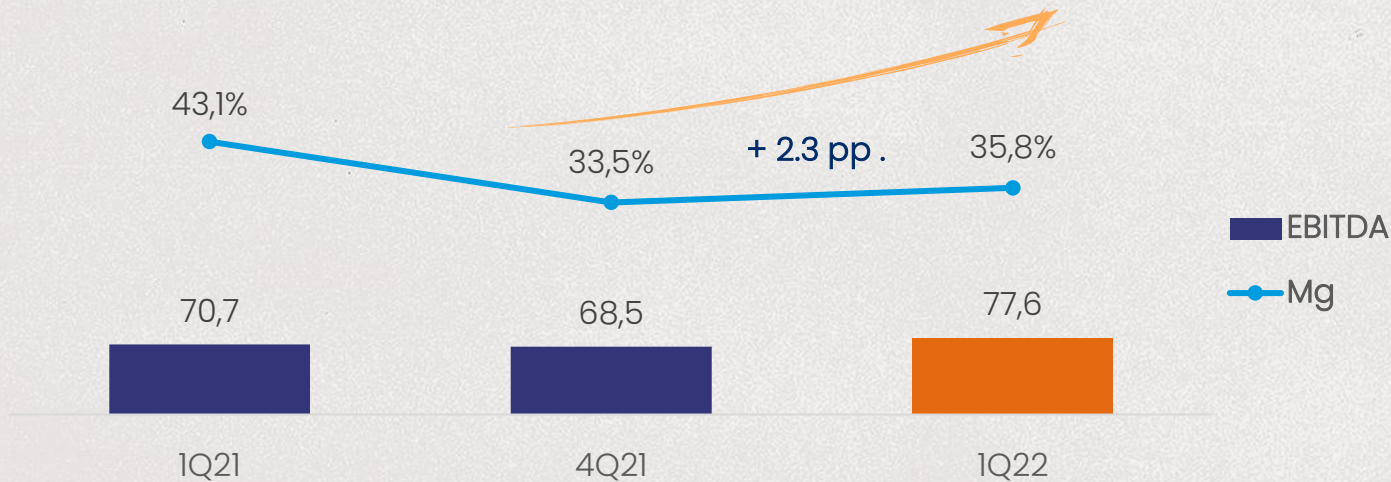
BRL MM



Adjusted EBITDA in evolution x 4Q21

Adjusted EBITDA and Adjusted EBITDA Margin

BRL MM



Cash Costs_Expenses in line, even with inflation of 2.5% in 1Q22

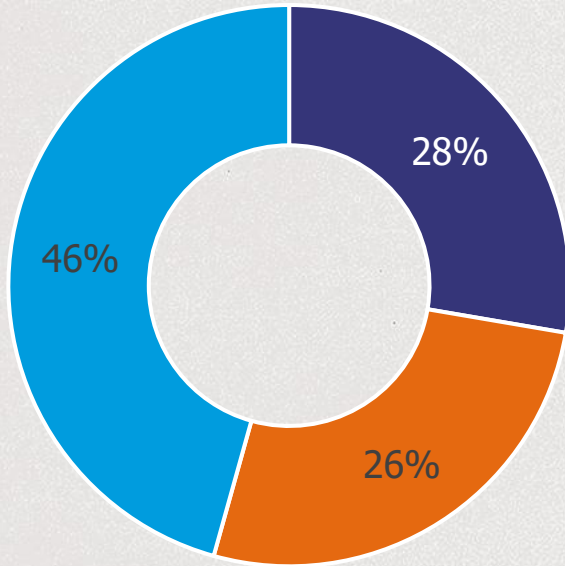
2022 Action Plan:

- Focus on monetizing cities with low occupancy – new or not
- Specific churn reduction programs – customer journey improvement
- Selective ticket increase – launch of new products and greater penetration in classes A and B
- Focus on increasing productivity – controls, innovation, culture
- CAC reduction
- Rationalization of Investments

Net Debt impacted by concentration of Investments in 1Q

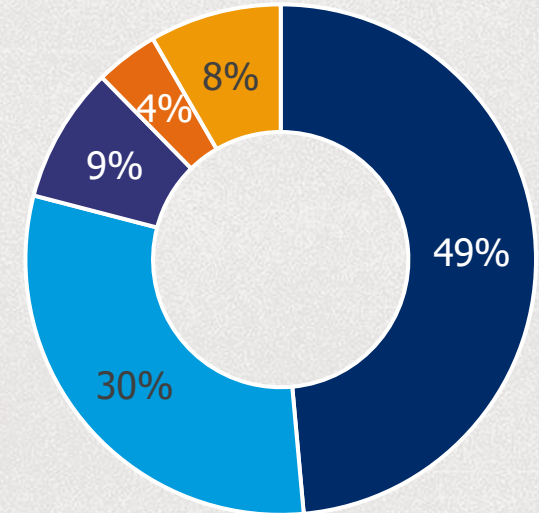
Debt Profile

■ Short Term + Promissory Note ■ Long Term ■ Debentures



The increase in net debt was basically due to the use of cash for investments – R\$550 million in advance to suppliers and fixed assets in progress _in warehouse to be activated throughout the year

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



Loans and Financing + Debentures + Promissory Note R\$1,078.5 mm

Gross Debt (includes Leasing and Derivatives) R\$1,146.9 mm

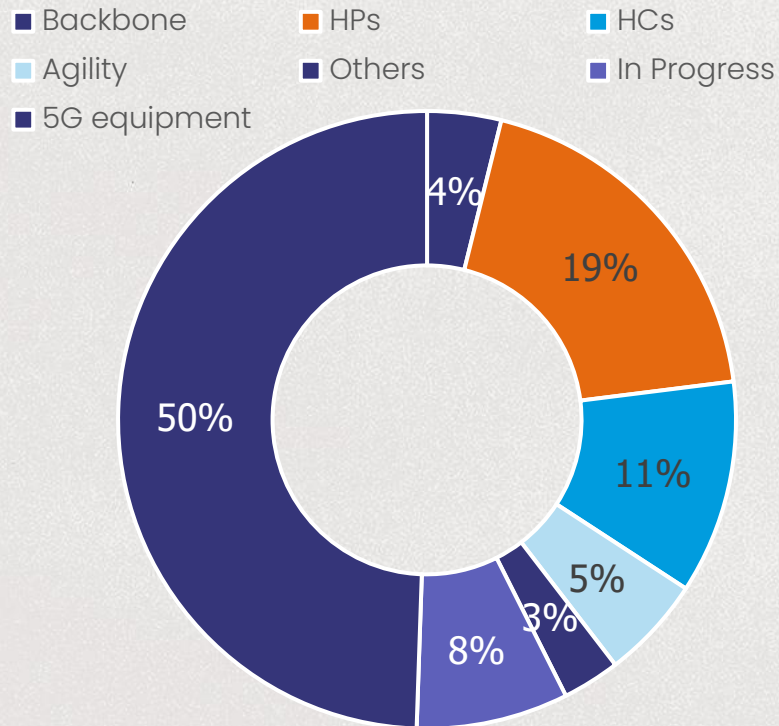
Cash ¹ and Short Term Applications R\$ 518.6 mm

Net debt R\$ 628.4 mm

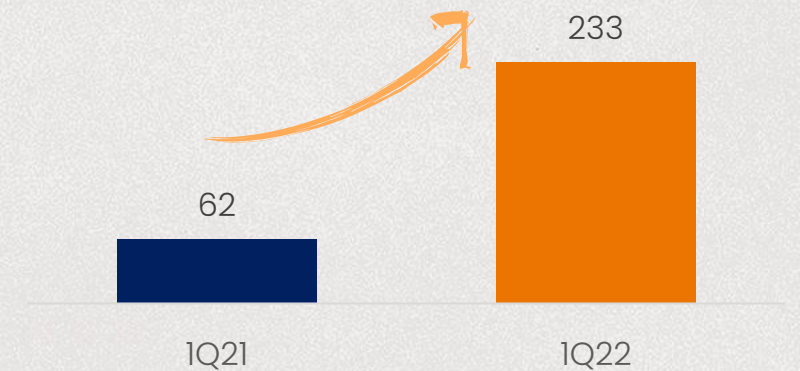
Net debt/EBITDA = 2.4x

Investments

Capex



Adjusted Capex - "In Operations"



Total disbursement – R\$497 million
in operation – R\$233 million
fixed assets "inventory" – R\$550 million



Q&A

Thank you!

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