

2Q22 RESULTS CONFERENCE CALL



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2Q22 Highlights

Organic Expansion

+ 414 thousand HPs in 2Q22
6.6 million¹ Total HPs



HCs Growth

Brisanet client base grew 7.4% in 2Q22, Market in the 7 states² retracted 1.0%



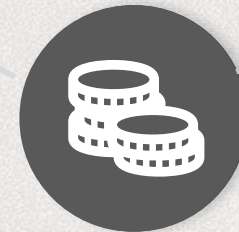
Regional and National Leadership

Broadband leader in the Northeast
Highest Growth in BR – 134,000 customers in 1H22



Investment in the Future

Capex 6M22 = R\$627 mm, with R\$376.5 mm in operation



Billing and ARPU

B2C ARPU 4% > 2Q22 x 2Q21
2Q22 Revenue = 39% higher than 2Q21 and 8% higher than 1Q22



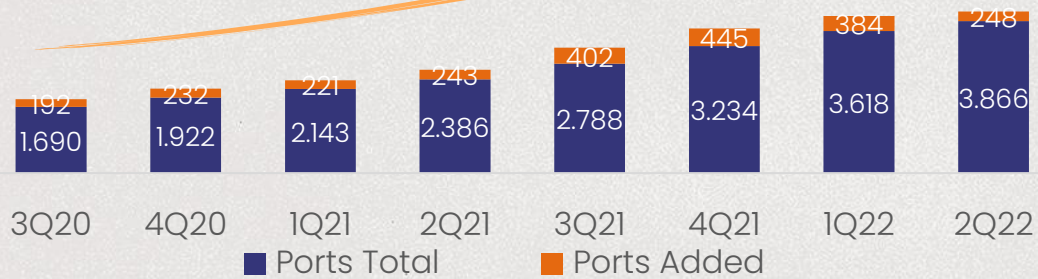
EBITDA and EBITDA Margin

2Q22 EBITDA of R\$96.6 million with Margin of 40.8%, 6.4 pp higher than in 2Q21

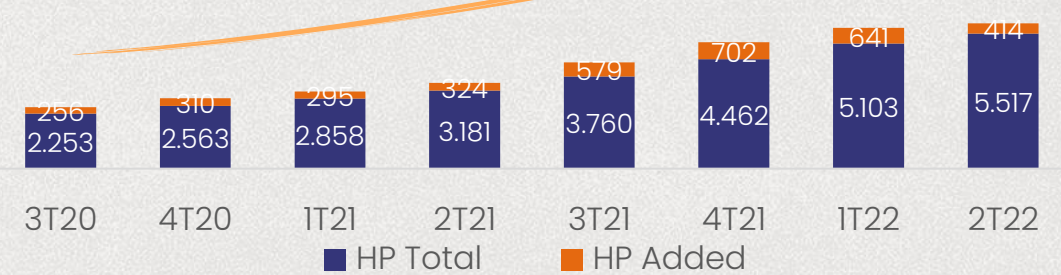
¹ July/22 data, it includes Agility's HPs ² AL, CE, PB, PE, PI, RN and SE
Source: Company and National Telecommunications Agency – Anatel

Accelerated and continuous expansion

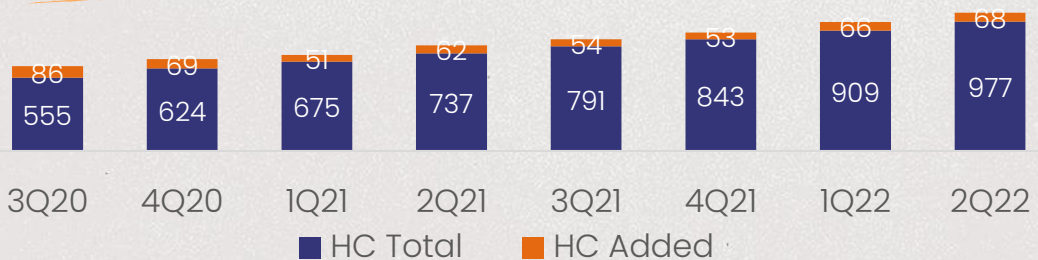
Access Ports in Fiber
In '000



HPs (Homes Passed)
In '000



HCs (Connected Houses)
In '000

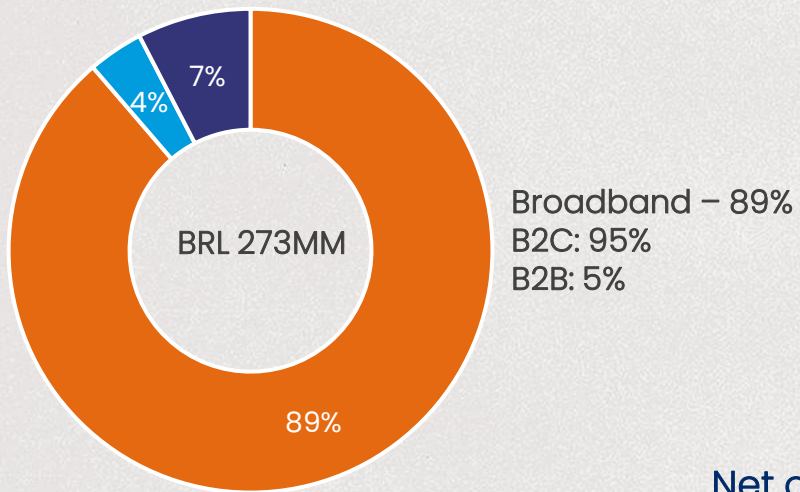


152 Cities in July 2022 – 997,000 HCs
32 cities added in the year

JUL 22: Brisagnet + Agility = 1.21 million HCs
400+ cities in 9 states

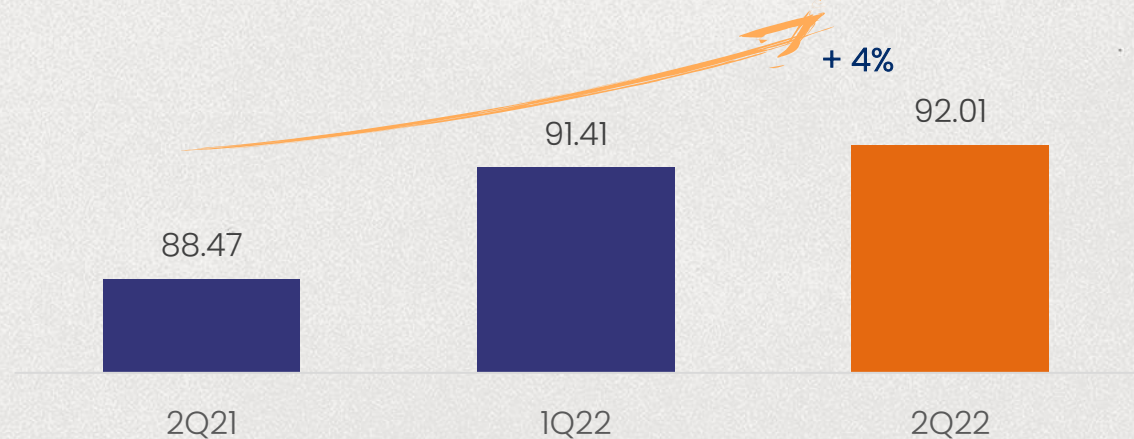
Net Operating Revenue grows 39% in 2Q22 x 2Q21 and 9% when compared to 1Q22

Gross revenue per product - 2Q22



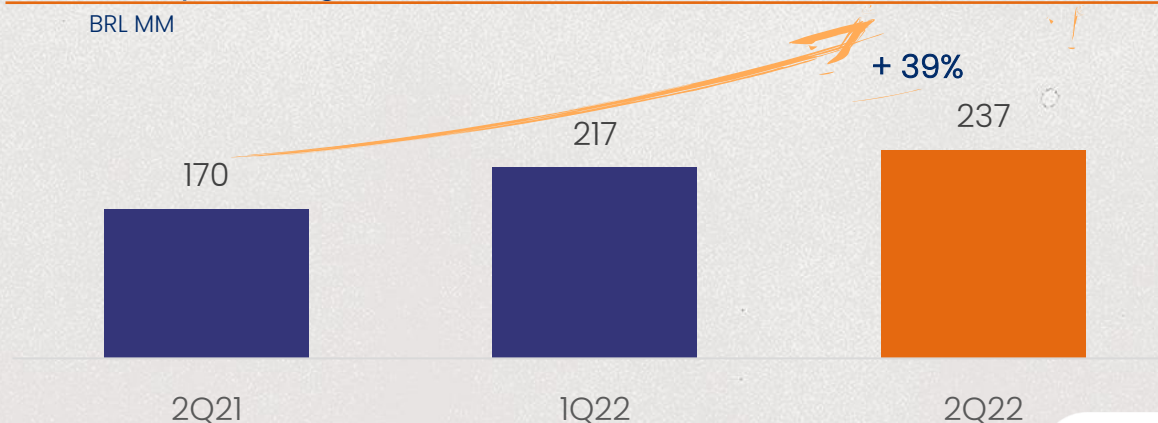
■ Broadband ■ Fixed Telephony ■ Others

B2C ARPU (R\$)



Net operating revenue

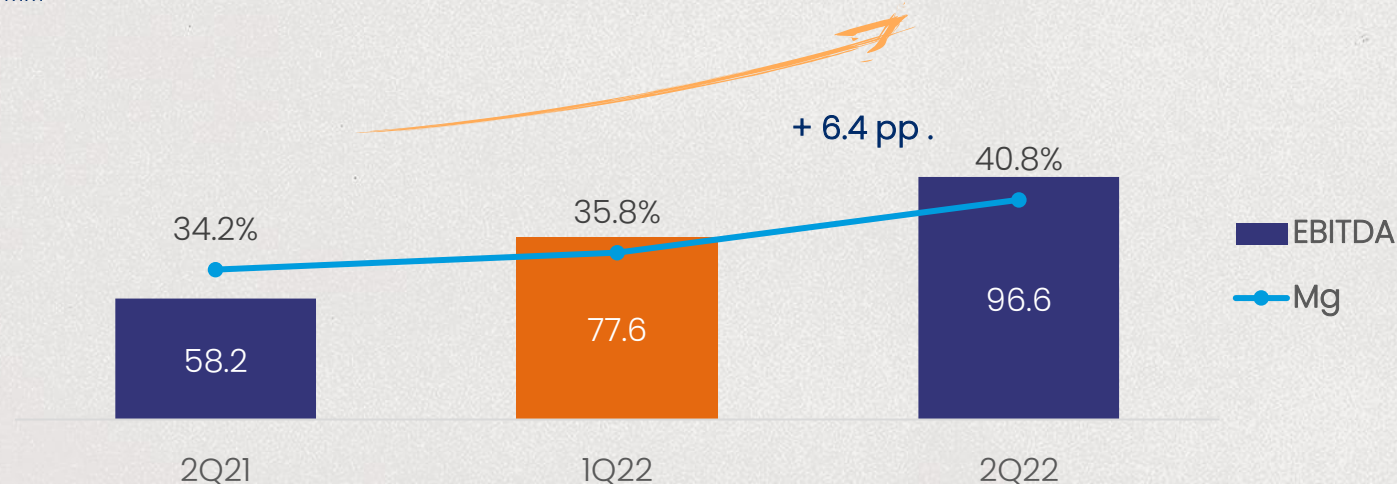
BRL MM



Adjusted EBITDA and Adjusted EBITDA Mg advance as a result of the growth in the customer base, the decrease in fixed costs and the reduction in the pace of expansion

Adjusted EBITDA and Adjusted EBITDA Margin

BRL MM



General and Administrative Expenses, excluding depreciation and amortization, fell by R\$ 29.3 million, when compared to 2Q21, as a result of cost reduction actions implemented after 1Q22.

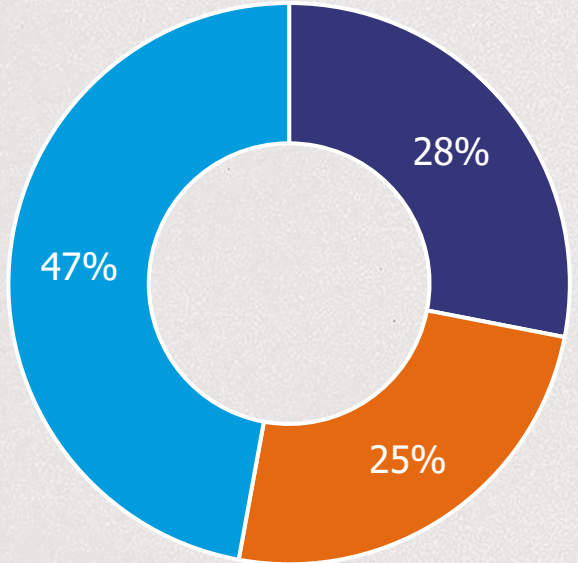
2022 Action Plan:

- 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 participation of premium plans
- Focus on increasing productivity – controls, innovation, culture
- CAC reduction
- Rationalization of Investments

Net Debt impacted by concentration of Investments in 1H

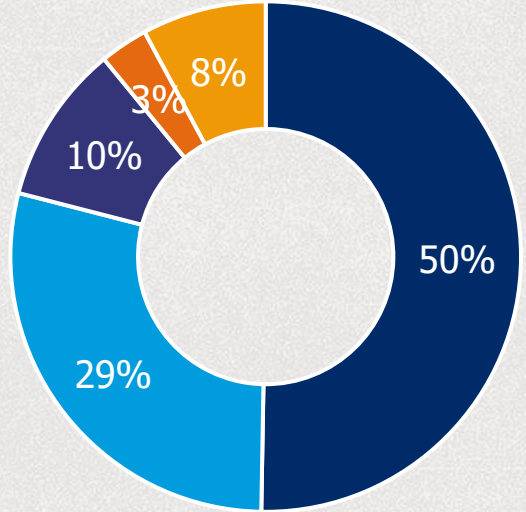
Debt Profile

■ Short Term + Promissory Note ■ Long Term ■ Debentures



The increase in net debt in 1H22 was basically due to the use of cash in investments: FTTH and implementation of the 5G pilot project

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



Net debt/EBITDA = 2.3x

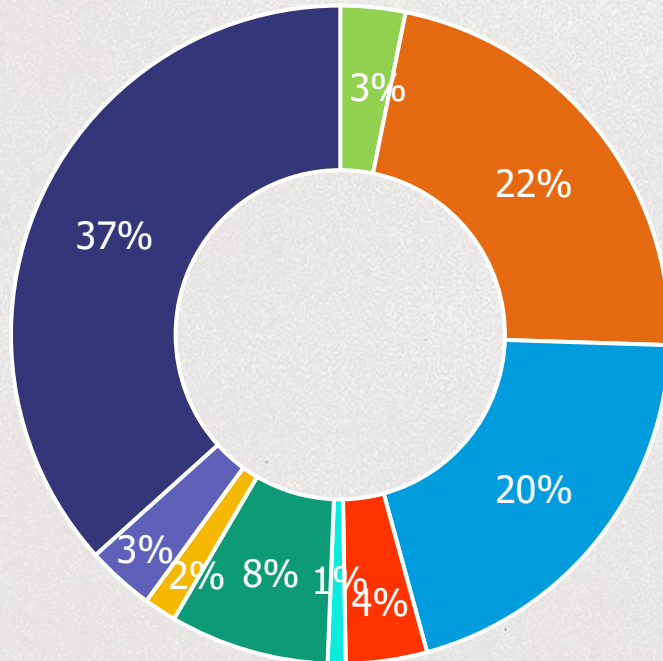
Loans and Financing + Debentures + Promissory Note R\$1,092.6 mm
 Gross Debt (includes Leasing and Derivatives) R\$1,145.7 mm
 Cash ¹ and Short Term pplications R\$ 427.9 mm
 Net debt R\$ 717.9 mm

¹ Invested at an average of 101% of CDI with liquidity in less than 90 days

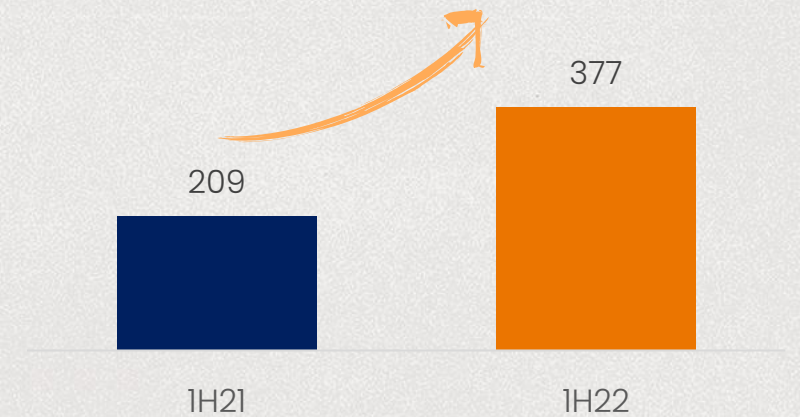
Investments

Capex

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



Adjusted Capex to "In Operation"



Total disbursement – R\$627 million
 In operation – R\$377 million
 Fixed assets "inventory" – R\$598 million



Q&A

Thanks

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