

3Q23 EARNINGS CONFERENCE CALL

 **brisanet**



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3Q23 HIGHLIGHTS



ORGANIC EXPANSION

+211,000 HPs in 3Q23
7.8 million HPs¹ Total



ADJUSTED EBITDA AND MARGIN

Adjusted EBITDA 3Q23 of BRL 149.6 million
with adjusted margin of 48%
1.3 p.p higher than 3Q22

HCS GROWTH

Brisanet grew 4% in 3Q23
Fiber market in the 7 states² grew 2.1%



GROSS REVENUE AND ARPU

Gross Revenue B2C 3Q23 = 16% > than 3Q22
Gross Revenue B2B 3Q23 = 56% > than 3Q22

REGIONAL AND NATIONAL LEADER

Highest Broadband growth in 3Q23 – 47,000
Fiber market share in the 7 states² = 28%



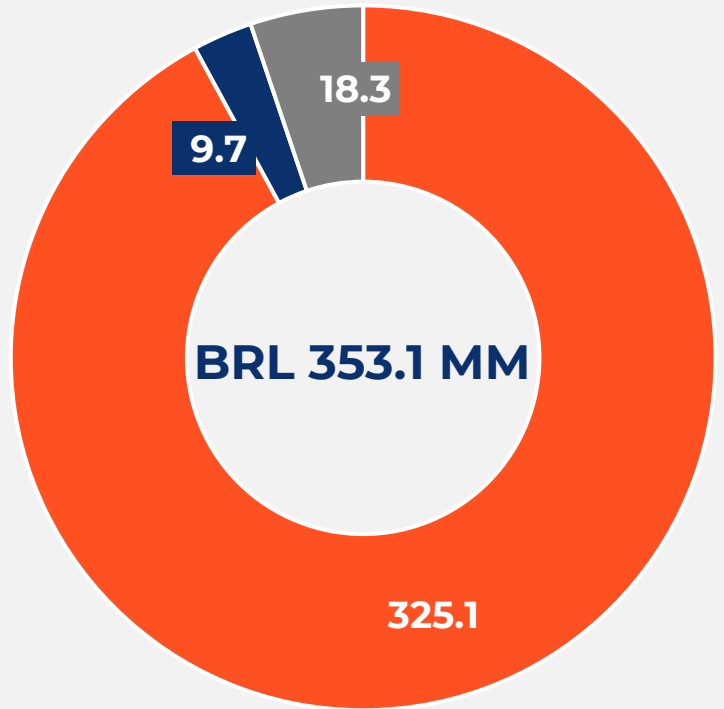
INVESTMENT IN THE FUTURE

Capex 9M23 BRL 332 mm, of
which BRL 351 mm in operations

NET OPERATING REVENUE GREW 22%



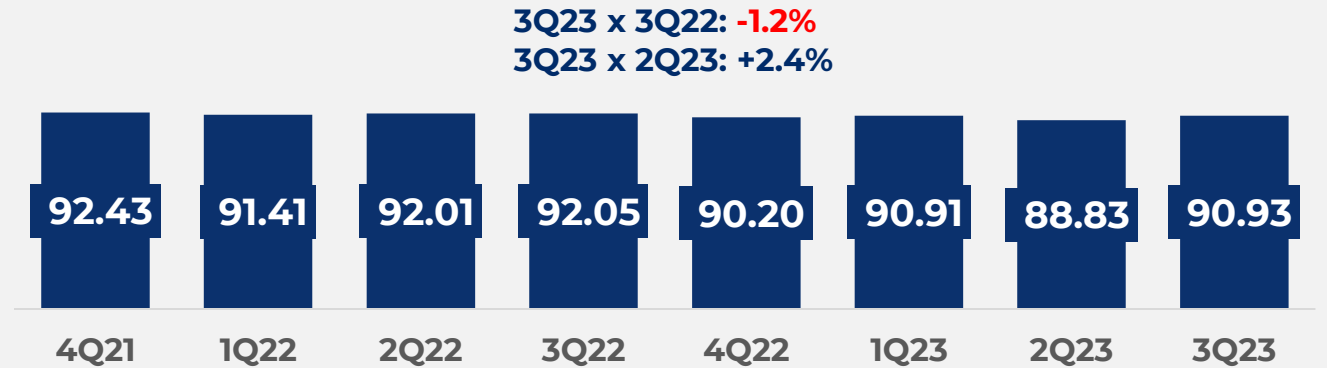
Gross Revenue per Product – 3Q23



■ Broadband ■ Fixed telephony ■ Others

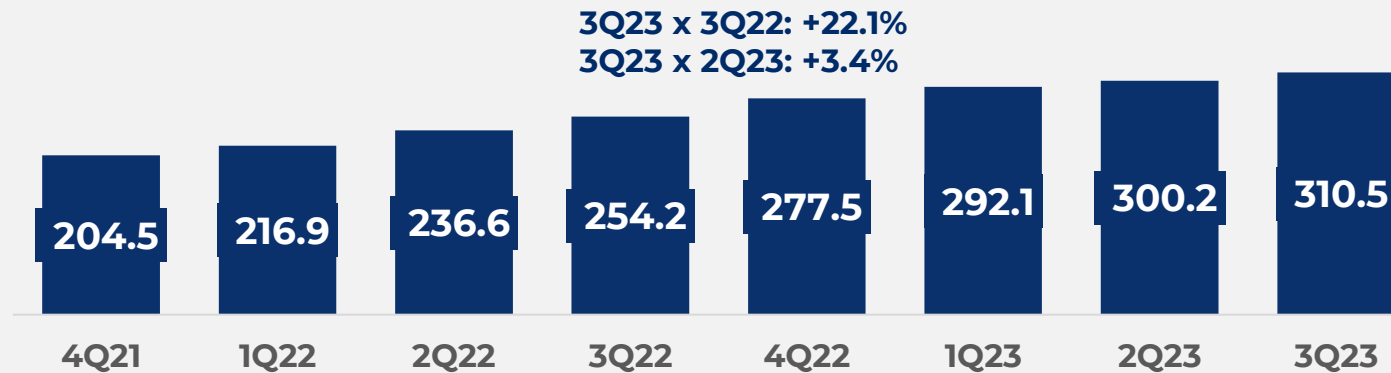
Broadband – 92%
B2C: 91%
B2B: 9%

ARPU B2C (BRL)



NET REVENUE

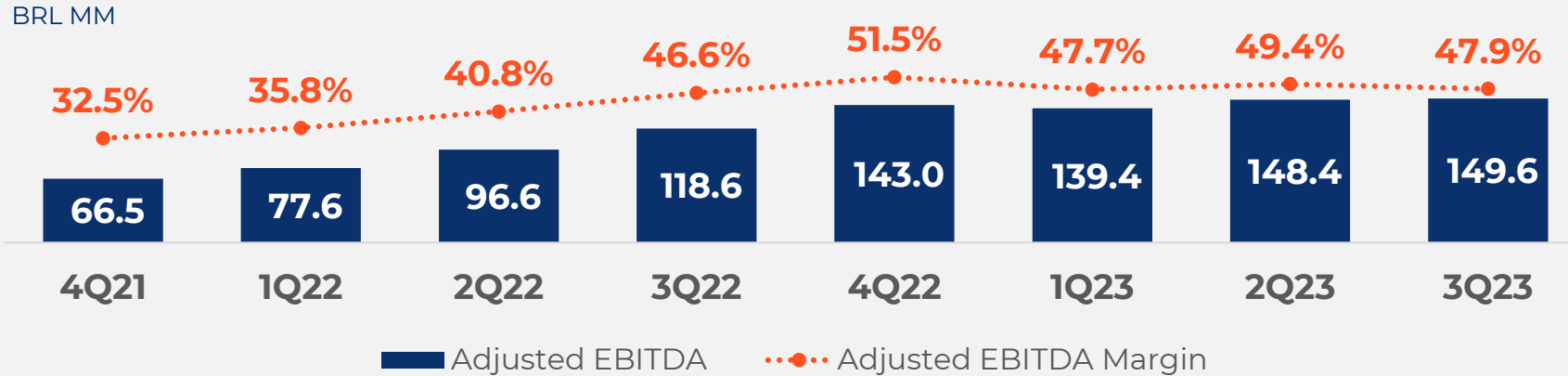
BRL MM



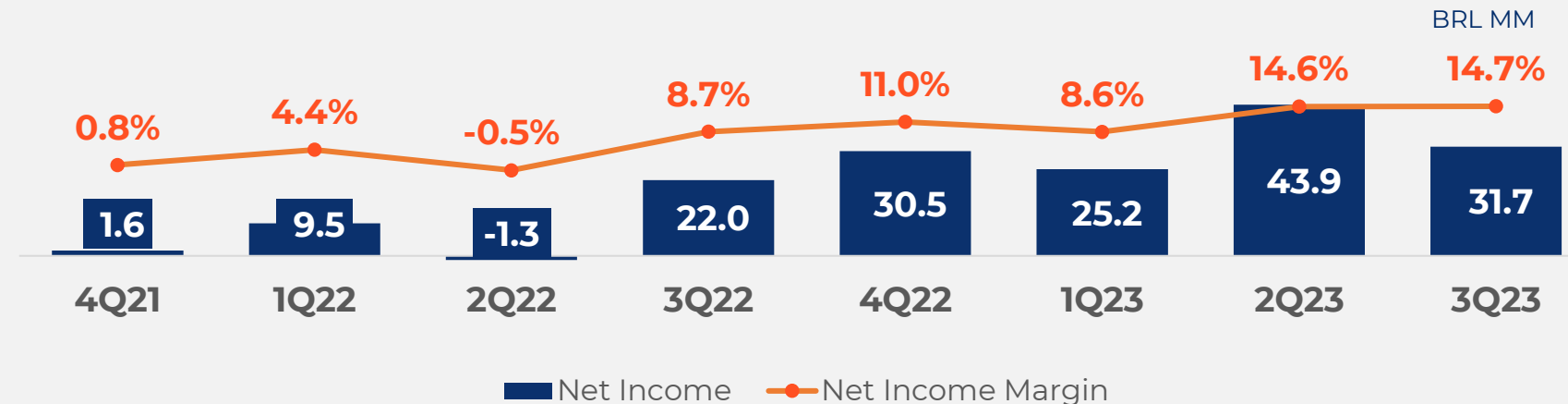
IN 3Q23, ADJUSTED EBITDA MARGIN REACHES 48% AND NET INCOME REACHES R\$ 31.7 MM



ADJUSTED EBITDA AND ADJUSTED EBITDA MARGIN



NET INCOME AND NET INCOME MARGIN

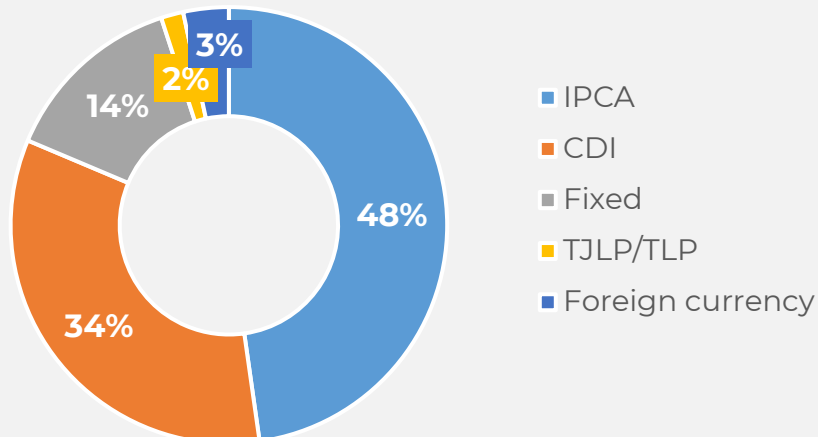


BALANCED LEVERAGE MANAGEMENT IN ANOTHER COVENANT REDUCTION - 1.30X ON SEPT 23

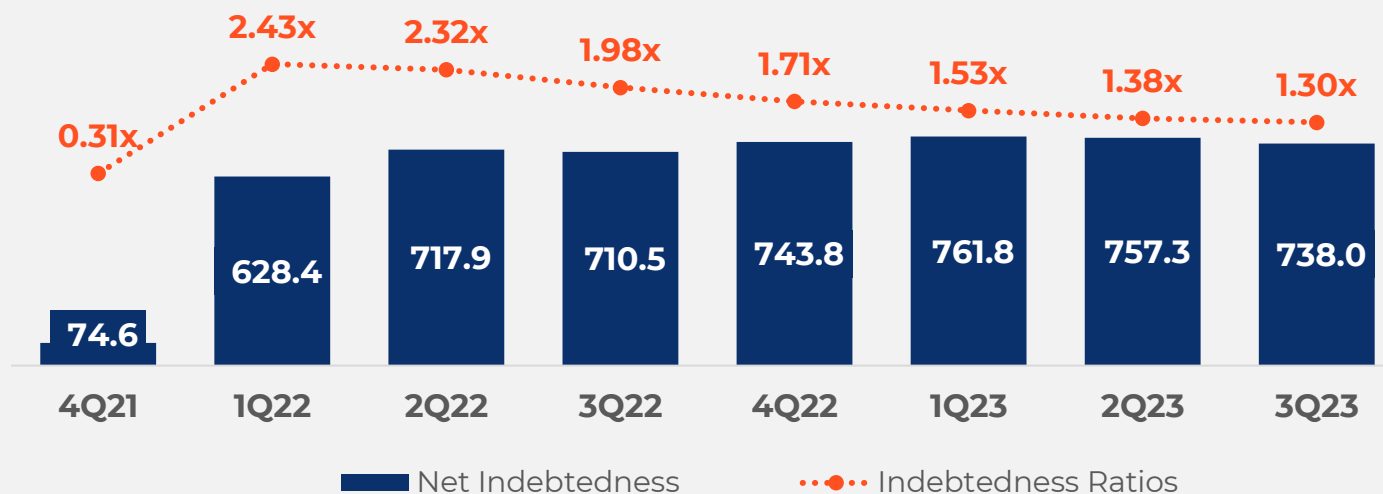


INDEBTEDNESS – SEPT 23

INDEBTEDNESS BRL (million)	Sept 23
GROSS DEBT	1,238.4
Loans and Short-Term Financing	98.5
Debentures_NP Short-Term	4.8
Short Term Lease	19.5
Short-Term Derivatives (Liabilities)	4.6
Loans and Long-Term Financing	222.7
Long Term Debentures	865.8
Long Term Lease	23.7
Long-Term Derivatives (Liabilities)	1.2
Short-Term Derivatives (Asset)	(0.4)
Long-Term Derivatives (Asset)	(1.9)
Cash and equivalents	(500.4)
NET DEBT	738.0



NET INDEBTEDNESS AND INDEBTEDNESS RATIOS



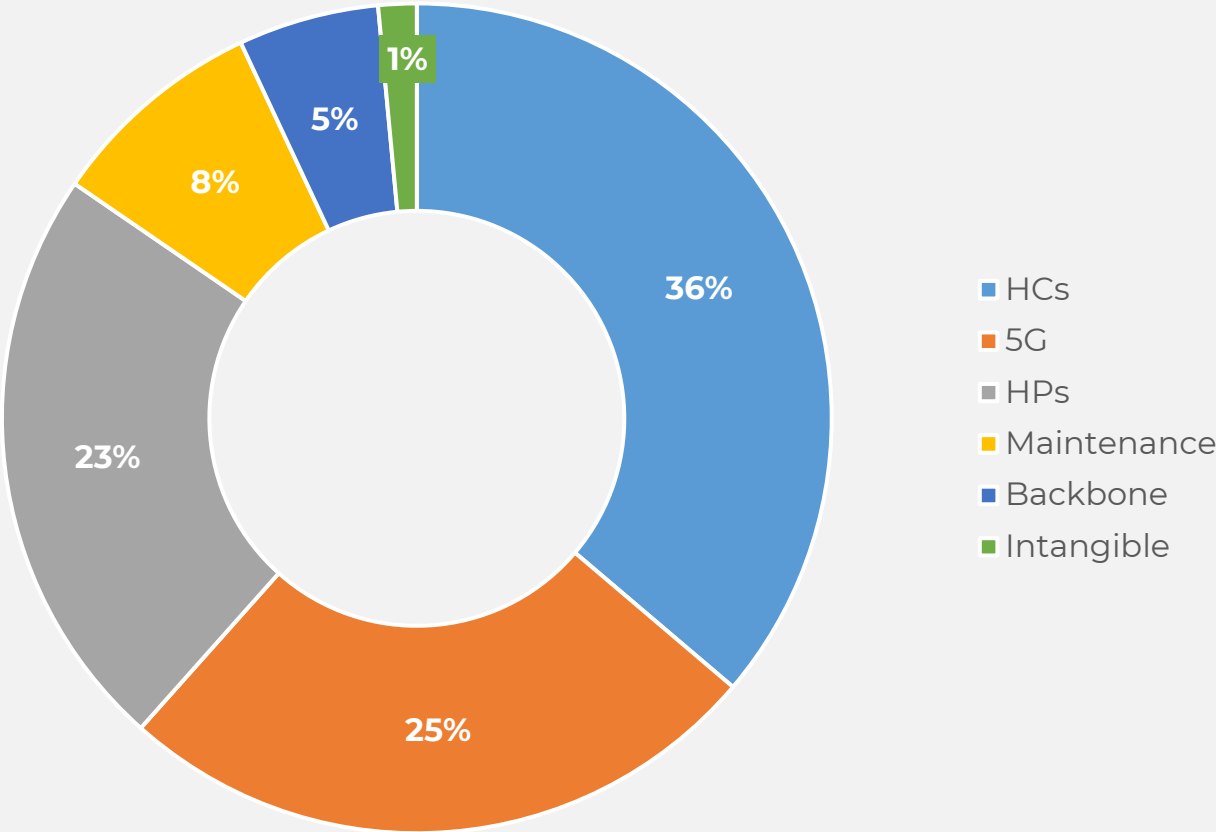
SCHEDULE – LOANS AND DEBENTURES



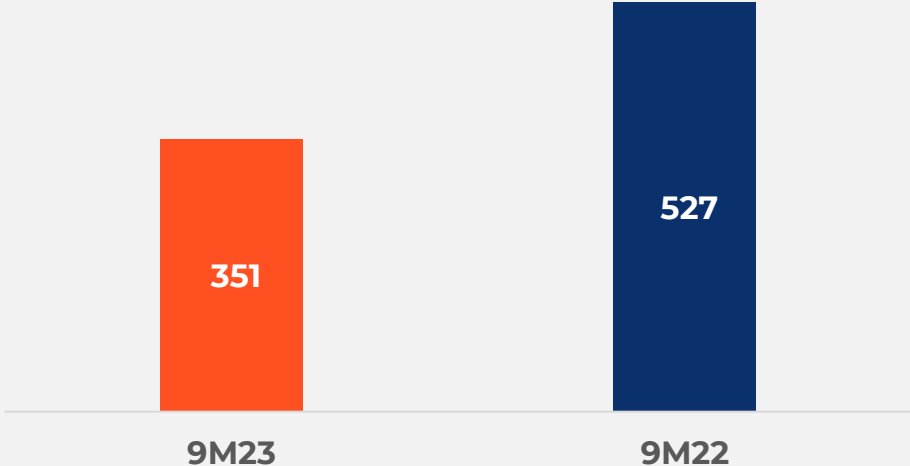
INVESTMENTS



CAPEX BREAKDOWN “OPERATING”



ADJUSTED CAPEX FOR “OPERATING”



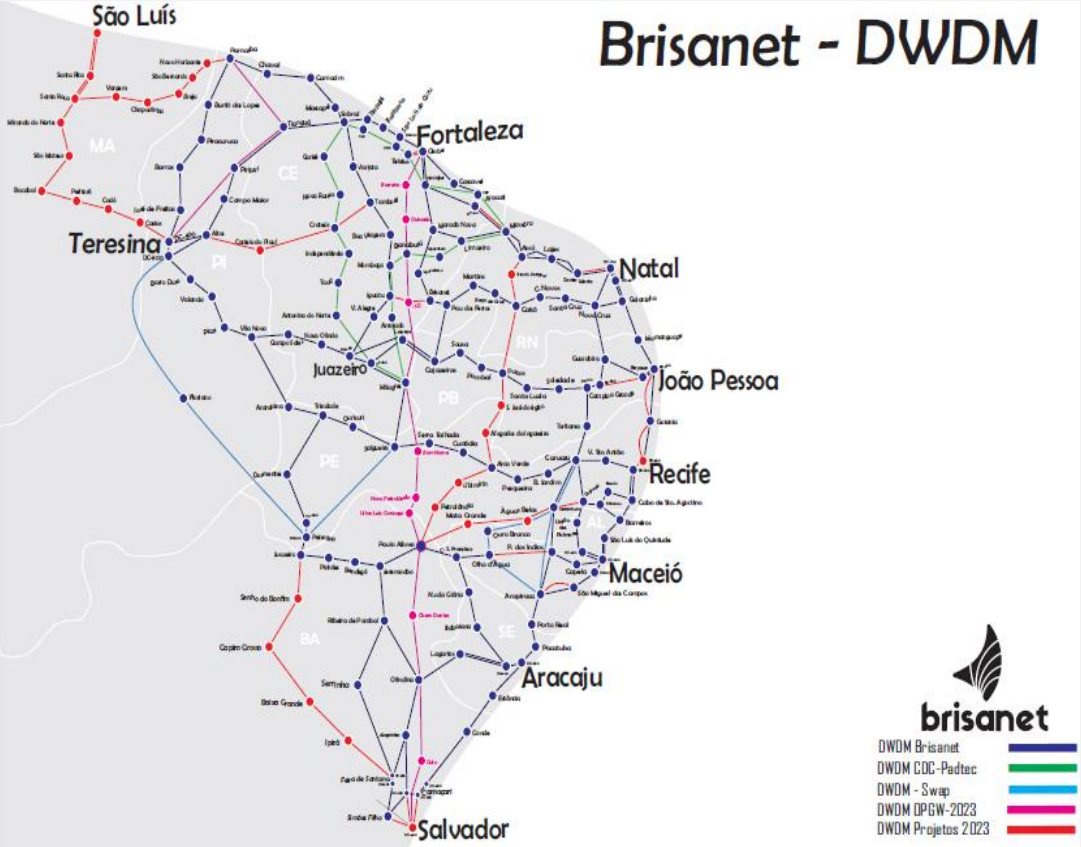
- ✓ Total disbursement – BRL 331.7 million
- ✓ In Operating – BRL 351 million
- ✓ “Inventory” of fixed assets* – BRL 527 million (includes BRL 291 million - 5G)

✓ Expected Investments in 2023 – BRL 500 mm

BACKBONE AND FTTH NETWORK INFRASTRUCTURE



Brisanet Fiber Optic Map



158 cities with FTTH network



~61.6 km of optical cables in FTTH networks



+37 km of backbone

+280 data centers

~7 mm of HPs and 4.7 mm of Ports

+ 1,257 mil customers

4 Tb/s network traffic

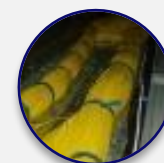
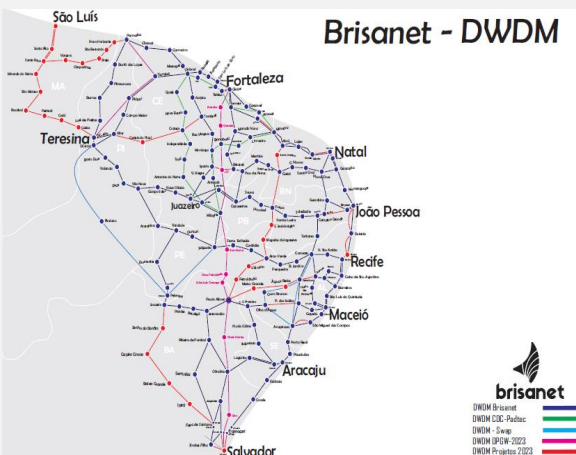
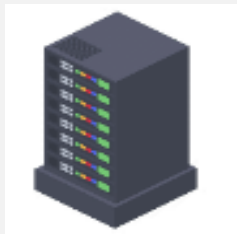
400 GB/month average consumption per customer

NETWORK OF MINI DATA CENTERS THROUGHOUT NORTHEAST



Complete infrastructure, capable of absorbing increased internal demand – FTTH and 5G – and possible exploitation of services to third parties

Network supported by more than 280 data centers



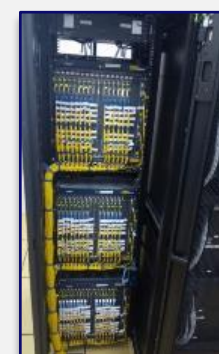
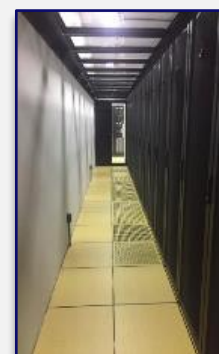
Triple redundant **precision refrigeration system** in the main DCs, also featuring enclosed cold/hot corridors

Infrastructure with **triple redundancy of generators** according to junction points

Battery bank with service **capacity of more than 8 hours**

24-hour monitoring to **ensure operational safety**

DC and UPS power supplies with redundancy



4 Tb/s network traffic

400 GB/mês average consumption per customer

5G - UPDATES



Authorization to use Radiofrequency for 20 years



NORTHEAST:

50 MHz at 2.3 GHz frequency
80 MHz at 3.5 GHz frequency

CENTRO-OESTE:

80 MHz at 3.5 GHz frequency



Grant + goodwill

BRL 168.3 million, divided into
20 annual installments

Balance in Sept/23

BRL 183.8 million



Commitments to start
providing services – from
2026 to 2030



- ✓ Tests results – excellent indoor and outdoor coverage
- ✓ Start of sales (approval) – August/23
- ✓ Start of billing and completion of approval – December/23
- ✓ 24 cities covered in Sept/23
+1 mm inhabitants
- ✓ In December 23, approx. 40 cities
~4 mm inhabitants (population covered)
- ✓ +330,000 FTTH customers, between 20% and 60% share
- ✓ Total Investments in Northeast – BRL 2 billion
 - ✓ Being BRL 200mm in 2023, 50% already invested in 9M23

Q&A

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Thank you



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