



# 4Q23 AND 2023 EARNINGS **CONFERENCE CALL**



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# 4Q23 AND 2023 HIGHLIGHTS



## Regional Leadership

+35k in 4Q23 / +192k in 2023

Greater organic growth of Broadband in the Northeast  
Market share in fiber in the 7 states<sup>1</sup> = 29%



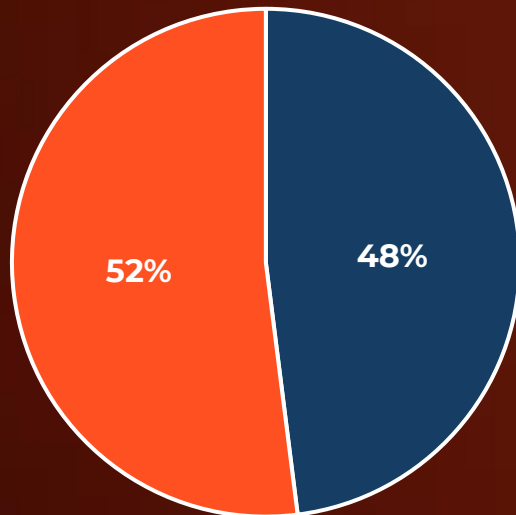
## EBITDA and Cash Generation

Adj. EBITDA. 4Q23 - R\$151.6 million and mg of 47%

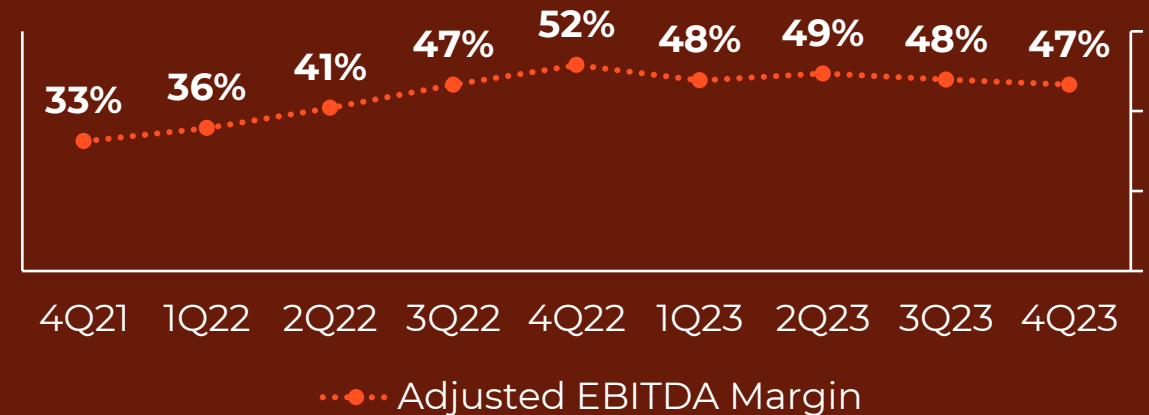
Adj. EBITDA. 2023 - R\$591.6 million and mg of 48%

Operating Cash Generation 2023 – R\$655.2 million

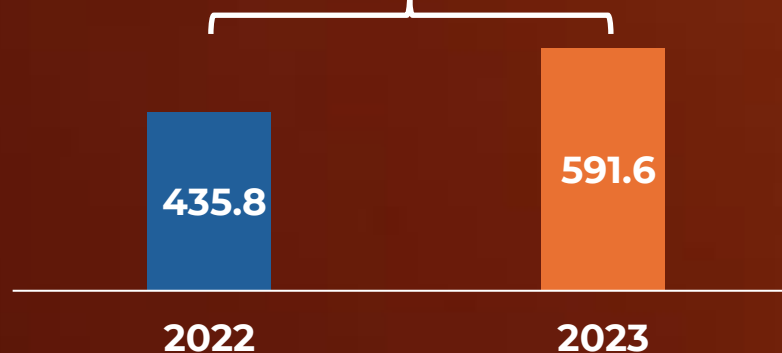
Broadband Growth in the Northeast - 2023



■ Brisanet ■ Other providers



Adjusted EBITDA  
+36%



# HISTORY OF PIONEERING AND INNOVATION

1998, a new way of accessing the internet: "the radio".

1998

2010 - 2011

2011, Pau dos Ferros becomes the first city 100% with fiber optics.

2015, first audited balance sheet.

2015

2018, first contact with 5G and decision to expand to capital cities.

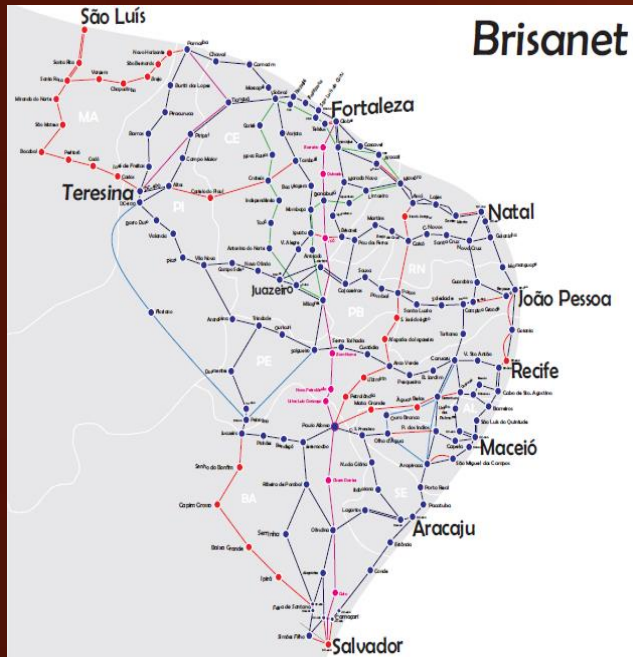
2018

2021, IPO and 5G auction.

2021...

# 5G BRISANET: A MOBILE OPERATOR

- Contribution to the innovative format of the 2021 Frequency Auction
  - In the US, operators paid almost US\$100 billion in spectrum auctions\*
- Competitive advantages in the Northeast region:



**~62,000 km** of optical cables in FTTH Networks

**+38,000 km** of *backbone*

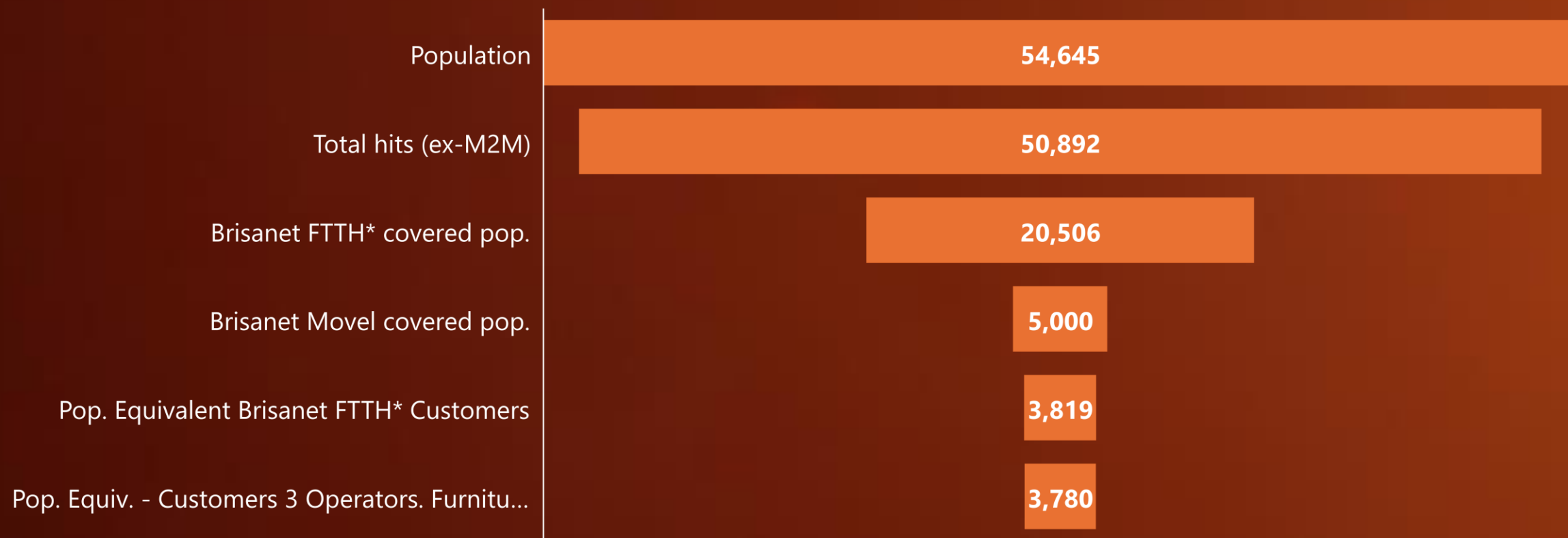
**+280** data centers

- Experience/synergies with fiber operations
- Leading brand in Anatel satisfaction surveys for 5 years
- Technology testing in the field since 2020
- Opportunity for broadband synergy with mobile

\* Source: Federal Communications Commission (FCC)

# POTENTIAL MARKET FOR MOBILE CONNECTIVITY

Potential mobile market in the Northeast (N.E.) (In thousands)



\*Considers the average number of people per household in the N.E. according to IBGE – 2,927 inhabitants.

Source: Companies, IBGE and Anatel

# EXPANSION OF MOBILE OPERATION

OURS  
NUMBERS

## 5G

We currently<sup>1</sup> have **70**  
**active cities**

**~ 5 mm inhabitants**  
with mobile coverage

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INVESTMENTS

## 5G

Until Dec/23, we  
invested **R\$411**  
**million**

In 2024, we plan to  
invest **R\$550**  
**million**

Total investment in  
the Northeast is  
estimated at **R\$2**  
**billion**

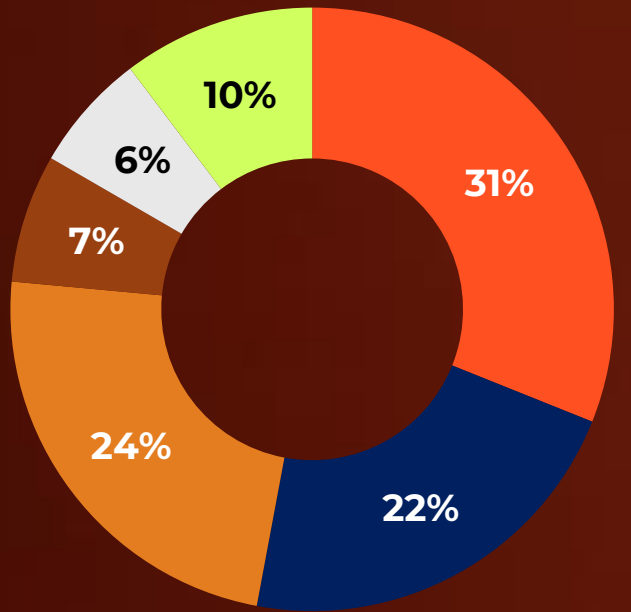
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RANGE

## 5G

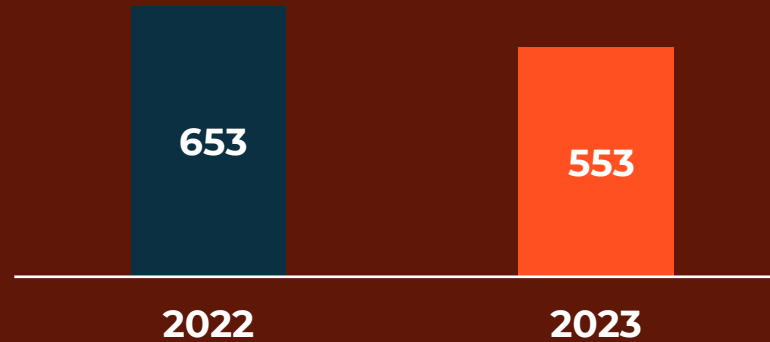
By the **end of 2024**, we estimate to cover **300 cities**, with a  
coverage of **14 million people**

# LOWER CAPEX IN 2023, DID NOT AFFECT REVENUE GROWTH

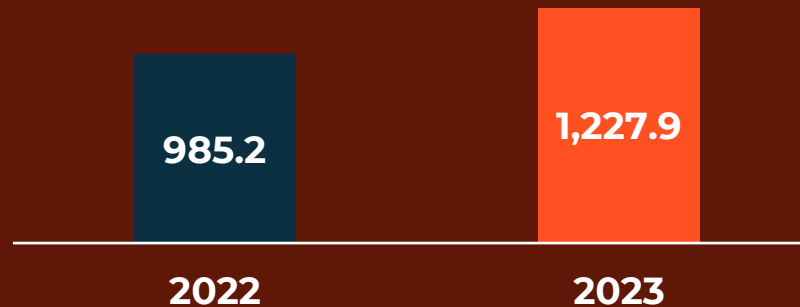


■ HCs      ■ 5G      ■ HPs  
■ Maintenance      ■ Backbone      ■ Intangible

Capex adjusted to "In operation"



Net Revenue (BRL in millions)



**Total Disbursement:** BRL 464 mm

**In operation:** BRL 553 mm

**Already disbursed and not yet operational:** BRL 459 mm

**Expected investment in 2024:**

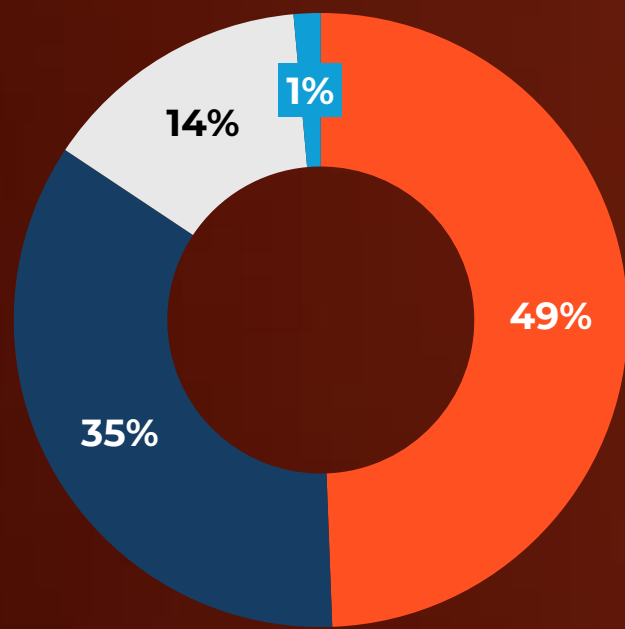
BRL 800 mm

✓ BRL 550 mm – 5G

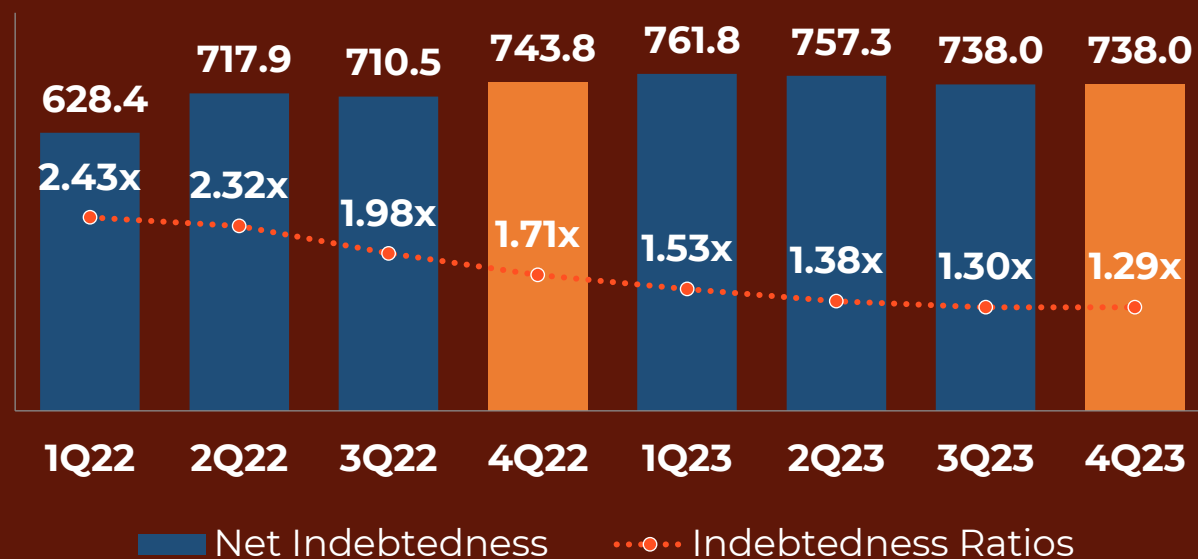
✓ BRL 250 mi – FTTH

# BALANCE SHEET TO SUPPORT GROWTH

- Financial management guaranteed successive indebtedness reductions – 1.29x in Dec/23.
- 80% of long-term debt
- Average cost of gross debt below the CDI



■ IPCA ■ CDI ■ Fixed ■ TJLP/TLP



# Q&A



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