



4Q23 AND 2023 EARNINGS
CONFERENCE CALL



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4Q23 AND 2023 HIGHLIGHTS



Regional Leadership

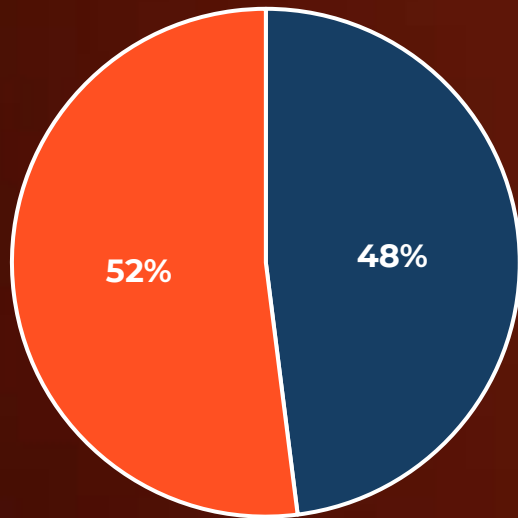
+35k in 4Q23 / +192k in 2023
 Greater organic growth of Broadband in the Northeast
 Market share in fiber in the 7 states¹ = 29%



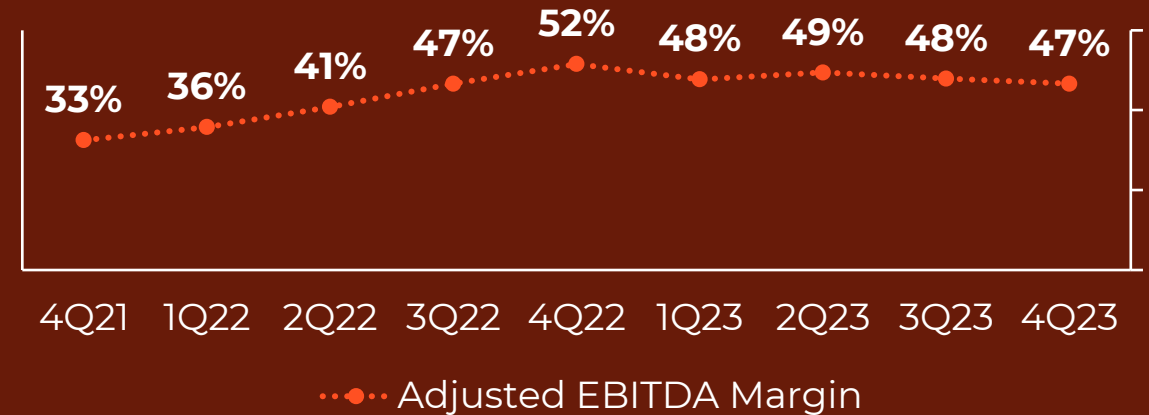
EBITDA and Cash Generation

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

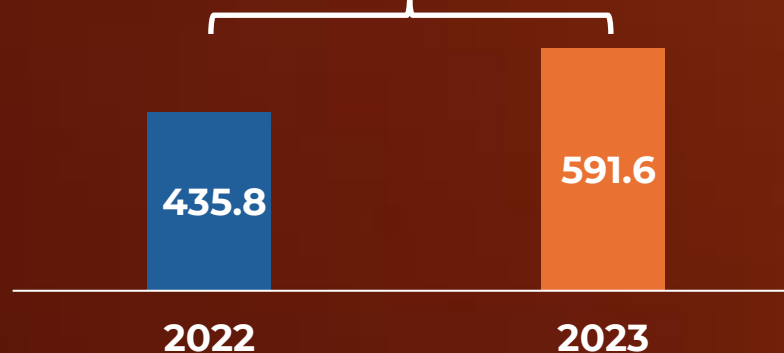
Broadband Growth in the Northeast - 2023



■ Brisanet ■ Other providers



Adjusted EBITDA
 +36%



HISTORY OF PIONEERING AND INNOVATION

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

1998

2015, first audited balance sheet.

2015

2021, IPO and 5G auction.

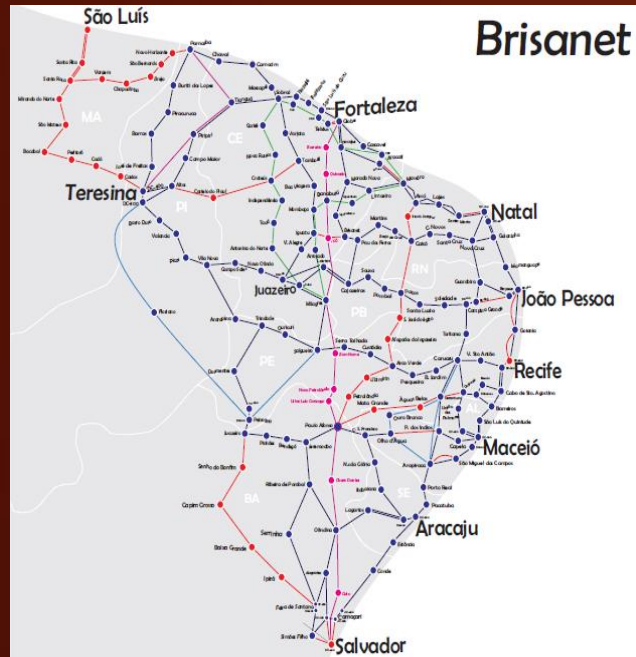
2021...

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

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

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

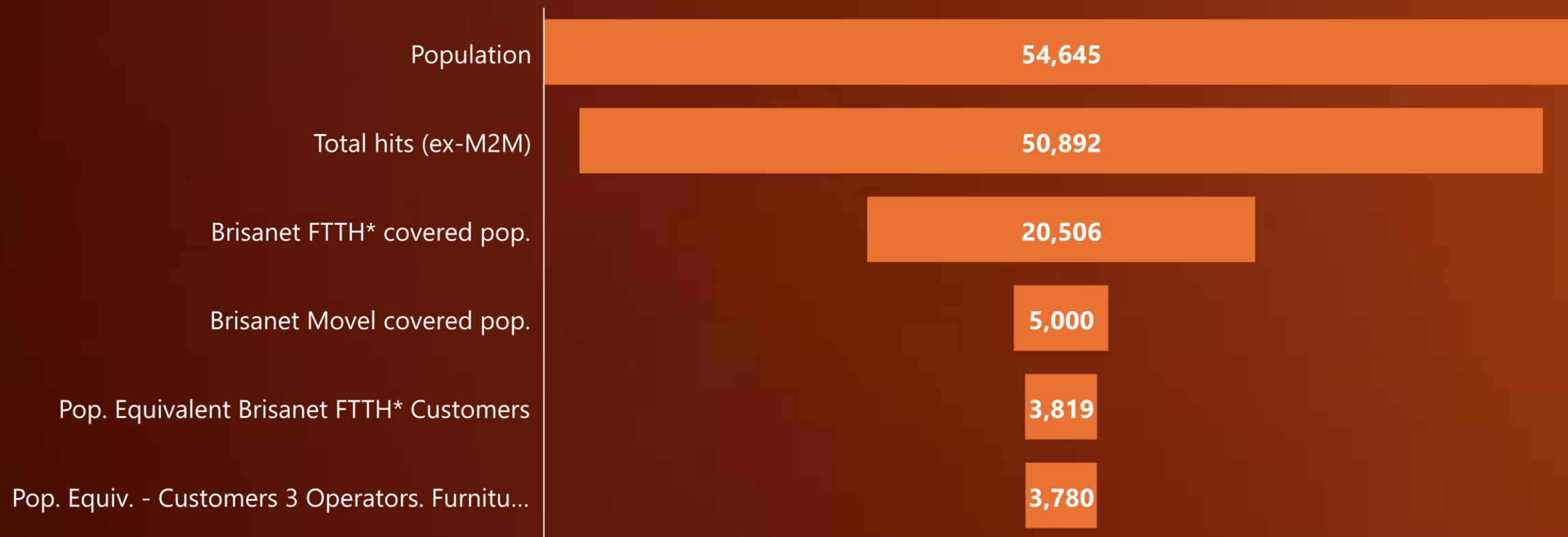
- Technology testing in the field since 2020
- Opportunity for broadband synergy with mobile

- Experience/synergies with fiber operations
- Leading brand in Anatel satisfaction surveys for 5 years

* 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 currently¹ have **70 active cities**

~ 5 mm inhabitants
with mobile coverage

INVESTMENTS

5G

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

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

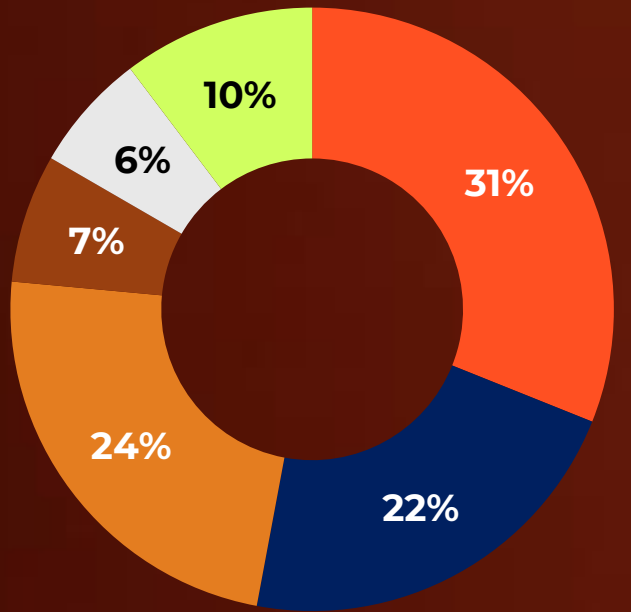
Total investment in
the Northeast is
estimated at **R\$2 billion**

RANGE

5G

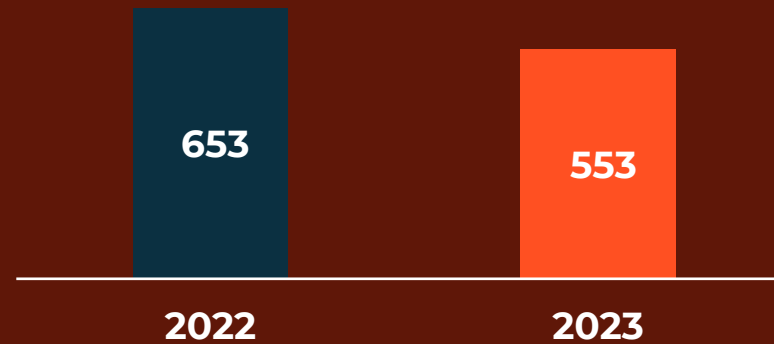
By the **end of 2024**, we estimate to cover **300 cities**, with a
coverage of **14 million people**

LOWER CAPEX IN 2023, DID NOT AFFECT REVENUE GROWTH

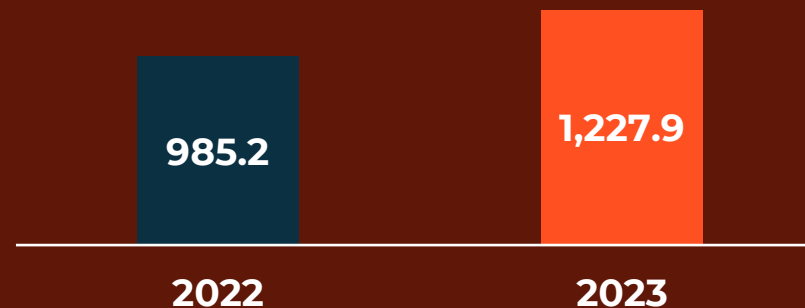


HCs 5G HPs
Maintenance Backbone Intangible

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:

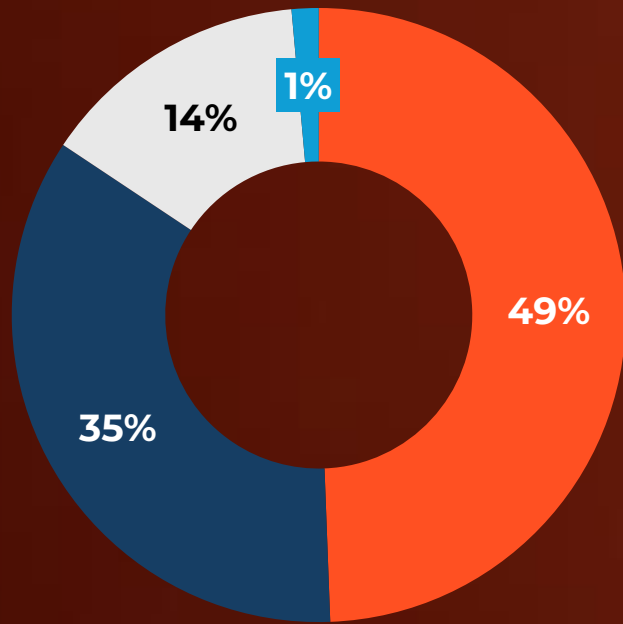
BRL 800 mm

✓ BRL 550 mm – 5G

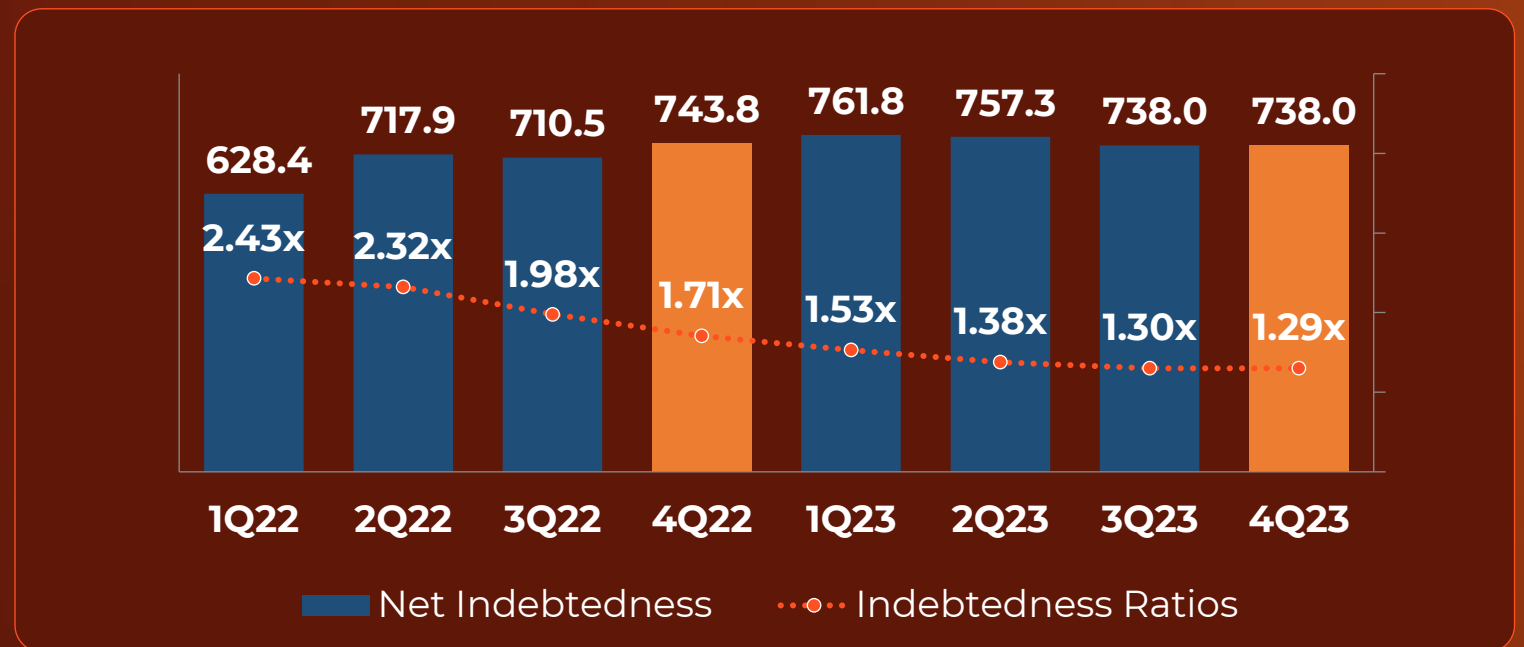
✓ BRL 250 mi – FTTH

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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