

# 1Q24 EARNINGS CONFERENCE CALL

 **brisanet**



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# BRISANET, A STORY OF OVERCOMING AND GROWTH

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

2015, first audited balance sheet.

2021, IPO and 5G auction.

1998

2010 - 2011

2015

2018

2021...

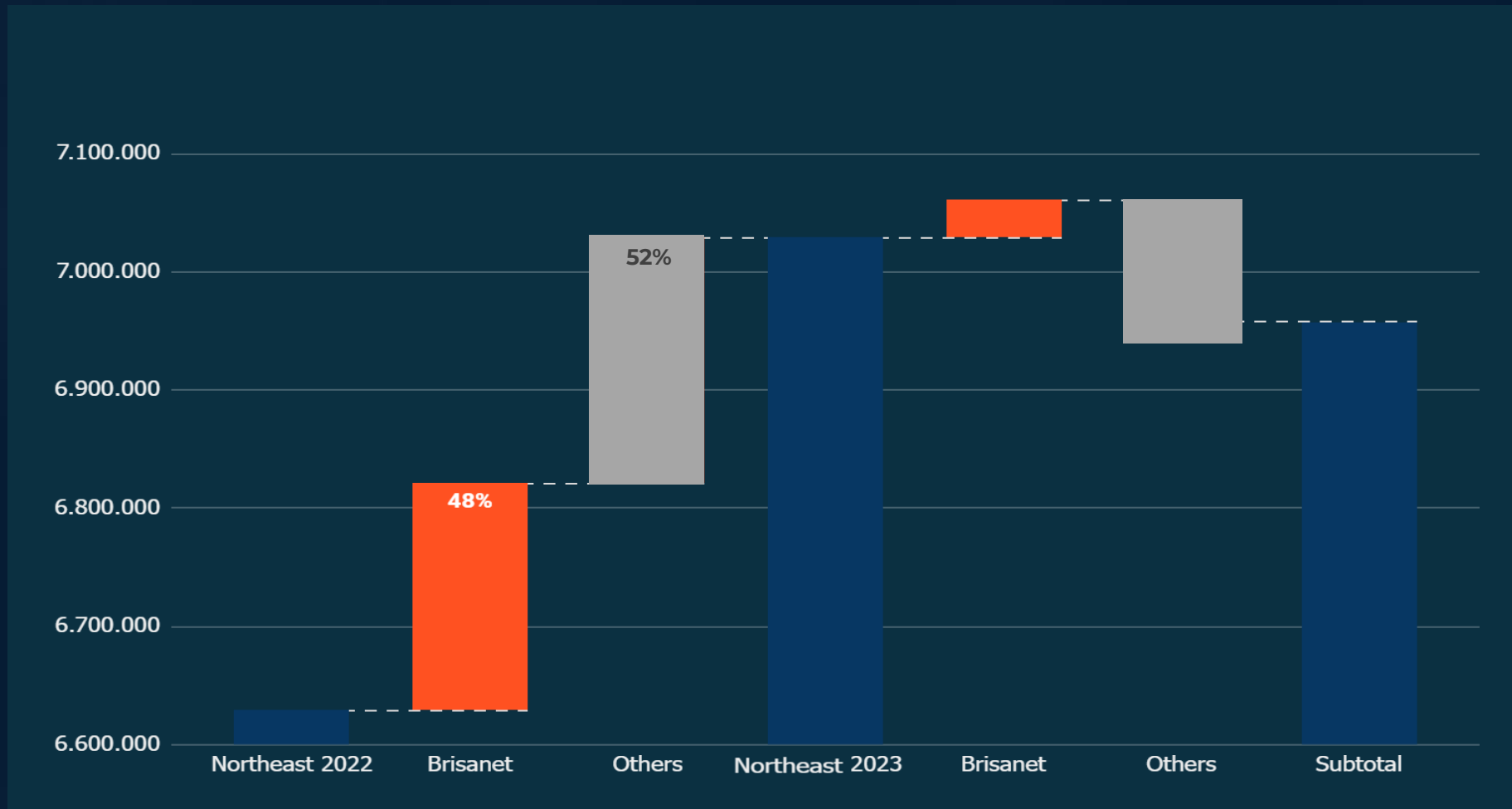
2011, Pau dos Ferros becomes the first city 100% with fiber optics.

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

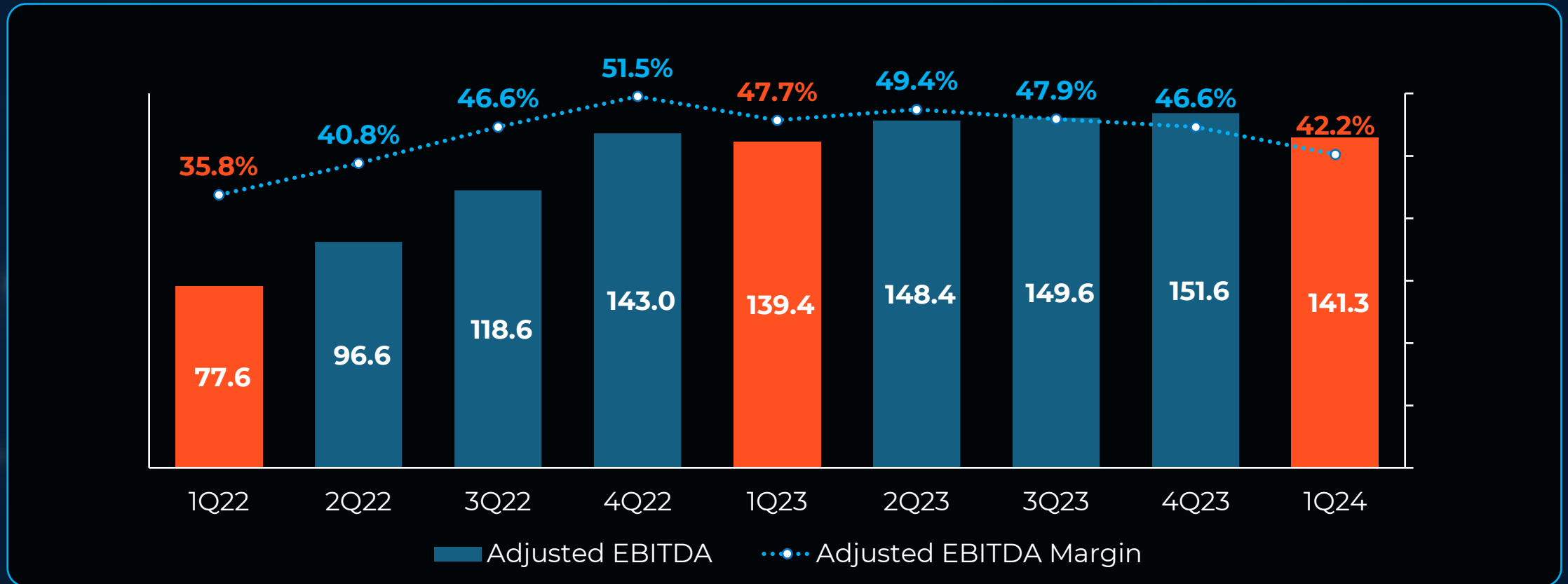
|               | 2018    | 2023      | 2023 x 2018                         |
|---------------|---------|-----------|-------------------------------------|
| FTTH          |         |           |                                     |
| Ports         | 637,000 | 4,670,000 | <b>7.3x more infrastructure</b>     |
| HCs           | 242,411 | 1,292,091 | <b>5.3x growth in customer base</b> |
| (R\$ million) |         |           |                                     |
| Net Revenue   | 215     | 1,228     | <b>5.7x more Revenue</b>            |
| EBITDA        | 96      | 592       | <b>6.2x more EBITDA</b>             |

# STRONG ORGANIC EXPANSION

5 Years: CAGR=40% vs. 13% for the region's market



# SOLID AND CONSISTENT MARGINS

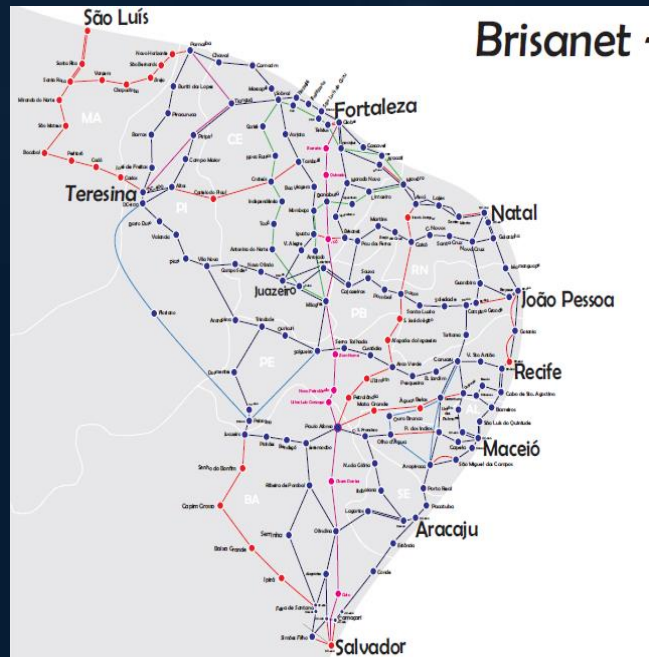


Reduction in the margin in 1Q24, with compensation expected as of 2H24, with the increase in revenue and higher control of costs and expenses.



# 5G BRISANET: A MOBILE OPERATOR

- Contribution to the innovative format of the 2021 Frequency Auction
- Competitive advantages in the Northeast region:



~77,000 km of optical cables in FTTH Networks

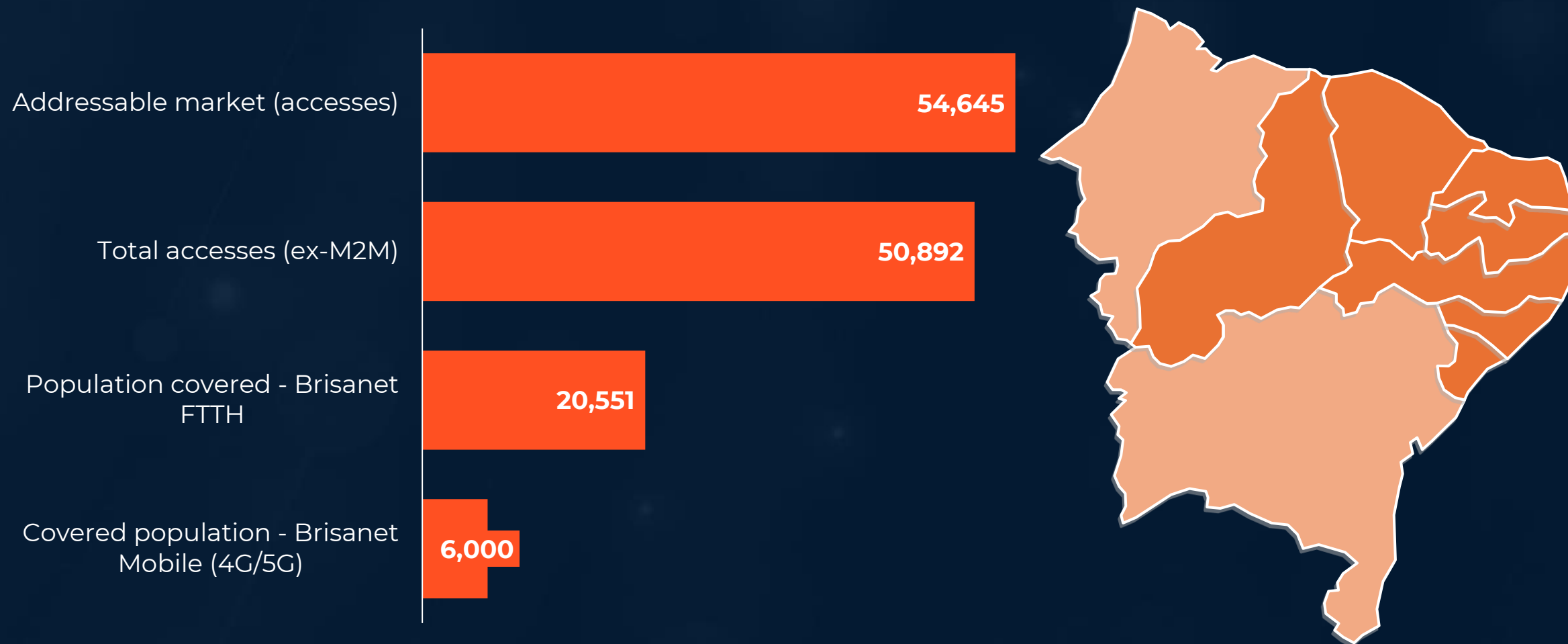
+40,000 km of backbone

+280 data centers

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

- Technology testing in the field since 2020

# MOBILE ADDRESSABLE MARKET



\*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

## OUR NUMBERS

# 5G

Growth of 23 thousand customers in the last month<sup>1</sup>

We currently have **98 active cities**<sup>1</sup>

**6 million inhabitants**<sup>1</sup> with Brisagnet coverage

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## OUR REACH

# 5G

**80% of 5G client** base are not FTTH clients

**Around 1/3 of FTTH clients** are in areas already **covered by 5G**

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## INVESTMENTS

# 5G

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

In 1Q24, we invested **R\$109 million**.  
In 2024, we estimate **R\$550 million**

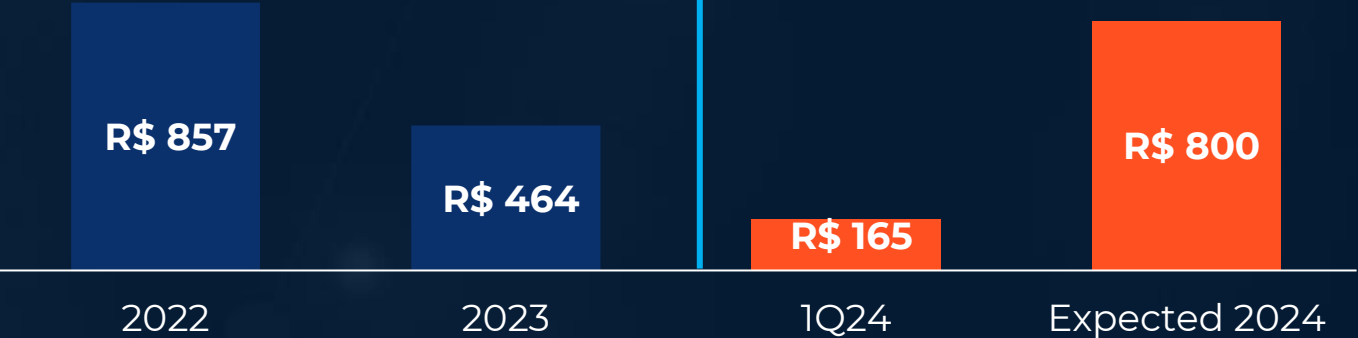
Total investment in the Northeast is estimated at **R\$2 billion**

<sup>1</sup> April/24 Data



# CAPEX: INVESTMENTS IN INFRASTRUCTURE EXPANSION

Capex (In million)



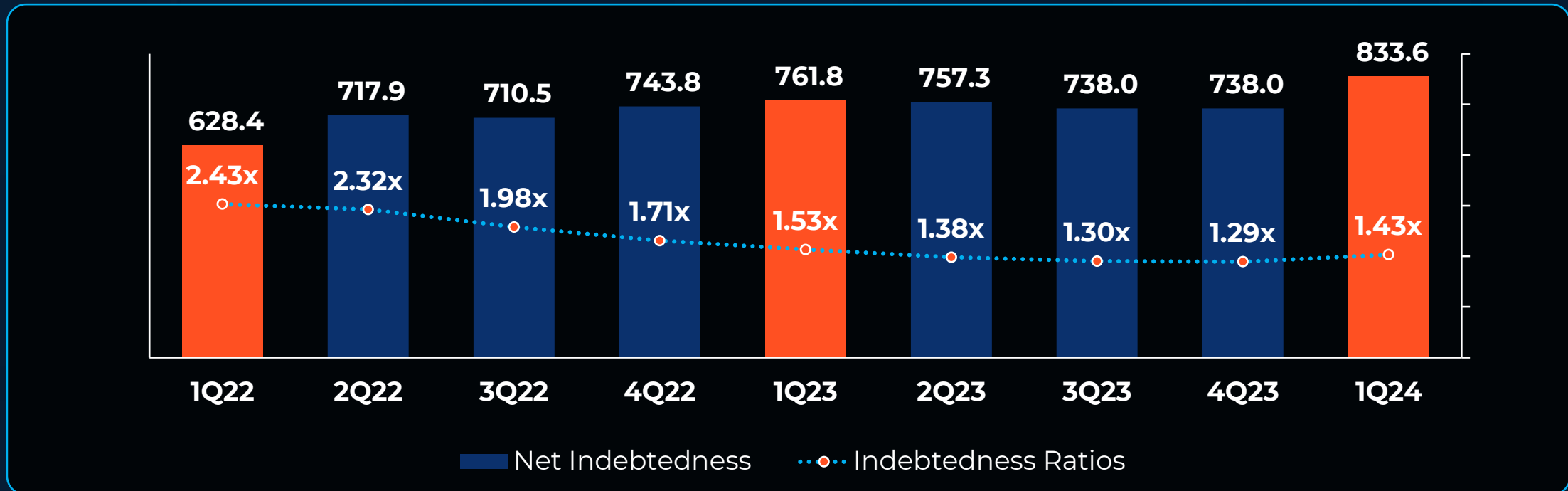
| Breakdown Capex | 2022        |             | 2023        |             |
|-----------------|-------------|-------------|-------------|-------------|
|                 | 1Q23        | 1Q24        | 1Q23        | 1Q24        |
| 5G              | 33%         | 24%         | 0%          | 56%         |
| HCS             | 24%         | 31%         | 44%         | 24%         |
| HPs             | 26%         | 22%         | 33%         | 2%          |
| Maintenance     | 2%          | 7%          | 10%         | 6%          |
| Backbone and n  | 4%          | 6%          | 5%          | 9%          |
| Intangible      | 2%          | 10%         | 3%          | 1%          |
| Others          | 9%          | 0%          | 5%          | 2%          |
|                 | <b>100%</b> | <b>100%</b> | <b>100%</b> | <b>100%</b> |

Total Disbursement (In millions)



# CASH CYCLE AND DEBT WITHIN PLANNED LEVELS FOR THE PERIOD

- ✓ Capital structure with controlled leverage paved the expansion and scale of the mobile segment
- ✓ 80% of long-term debt
- ✓ Average cost of gross debt below the CDI



 **brisanet | 5G**

**For more information**

**Investor Relations**

<https://ri.brisanet.com.br/en>

falecomri@grupobrisanet.com.br