

2Q21 Results Conference Call

August 2021



1. Company Overview

1 Largest ISP in Brazil, is the leader in Optical Fiber in the Northeast region and Repeatedly Ranked the Best in Quality

2 100% Organic and Profitable Growth History

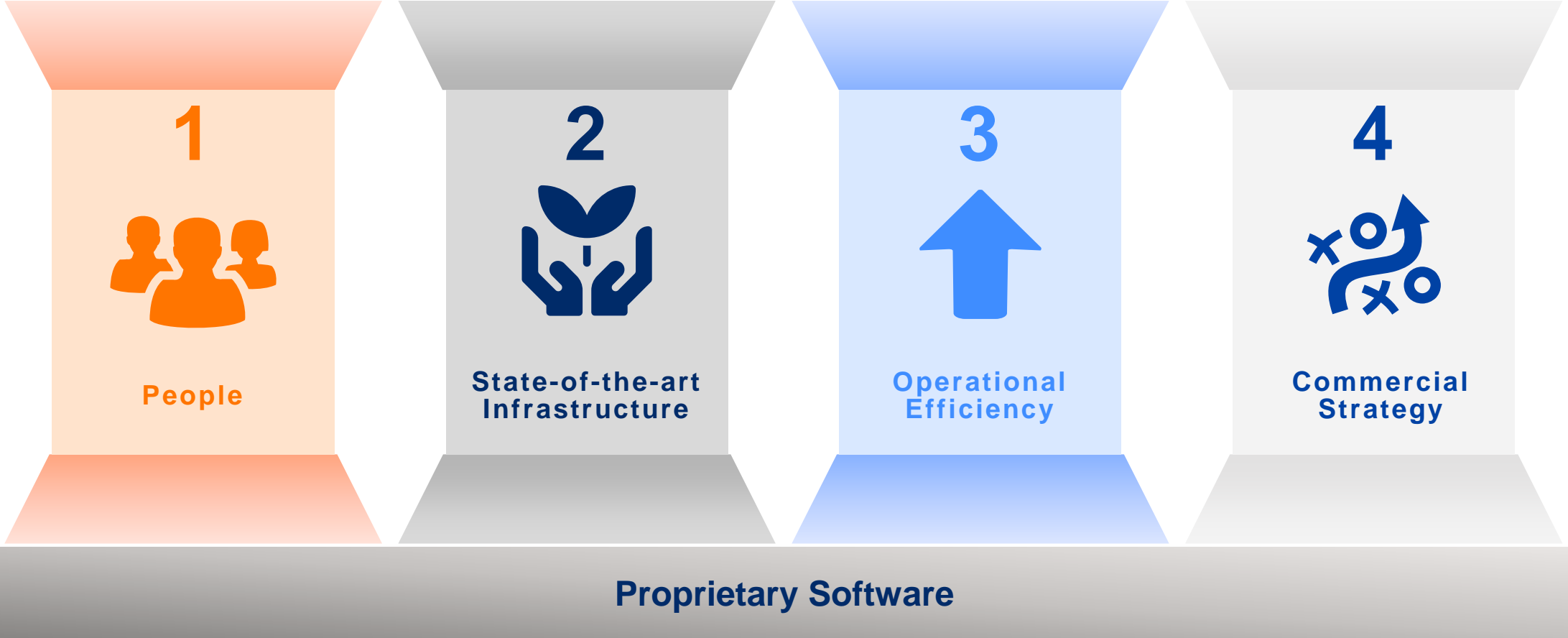
3 State-of-the-Art Infrastructure: 100% Integrated, Seamless and Redundant

4 The Brisanet Expansion Model: Verticalization, Proprietary Technology and Quick Time to Market

5 Agility: Brisanet's Infrastructure and Know How Transforming Small ISPs

6 ESG in our DNA : Social Inclusion via Digitalization, Job Creation and Regional Development

7 Multiple Growth Avenues: Geographic Expansion, 5G, B2B, among others



Consistent Financial Results

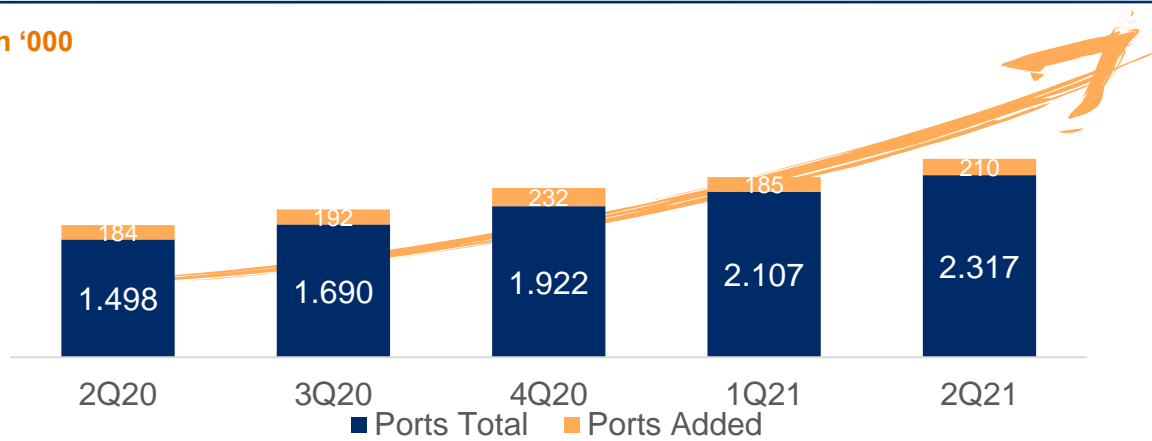


2. Operating Results

High-Quality Operating Results and Expansion Capacity

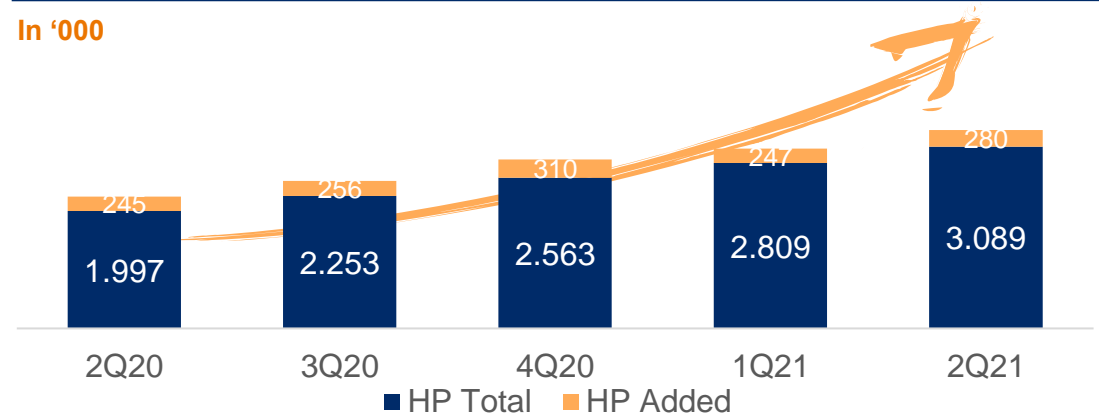
Access Ports in Fiber

In '000



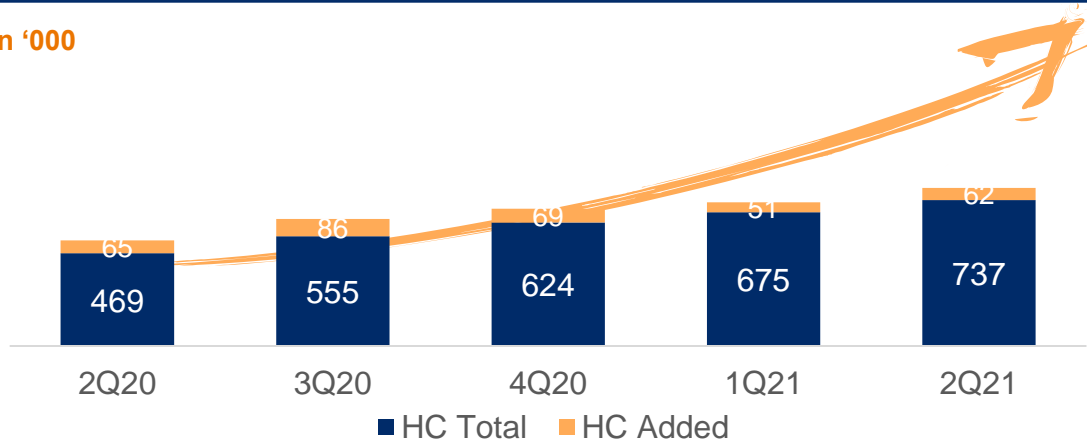
Homes Passed

In '000



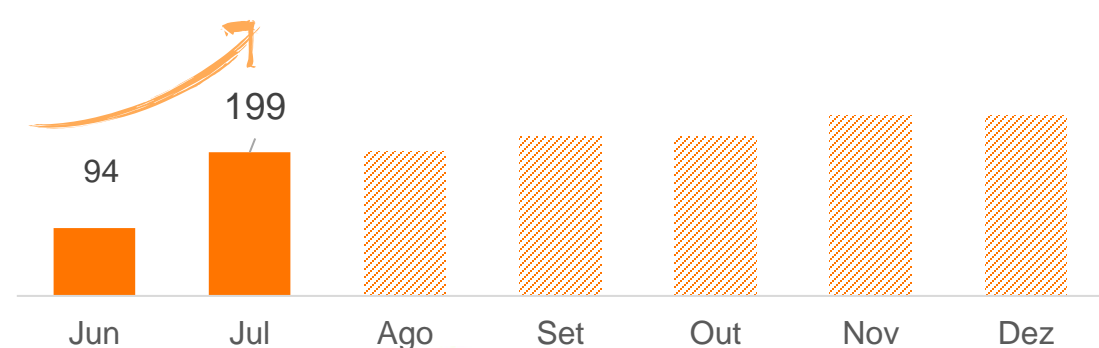
Homes Connected

In '000



Homes Passed Added

In '000



101 Cities in July and 754,000 Clients

34 new cities until the end of 2021:





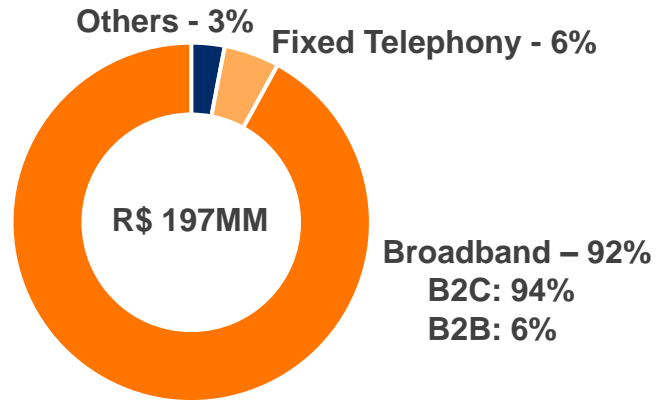
3. Financial Results

Brisanet	2Q21	2Q20	1H21	1H20
<u>Financial Highlights (R\$ million)</u>				
Net Revenue	170.2	102.3	334.4	200.3
Gross Margin (%)	39%	52%	45%	52%
Operating Income	6.5	30.3	33.0	32.7
EBITDA	44.1	49.2	102.5	69.7
Adjusted EBITDA	58.2	57.7	128.9	84.1
Adjusted EBITDA Margin (%)	34%	56%	39%	42%
Net Income	14.5	11.9	7.3	(6.8)

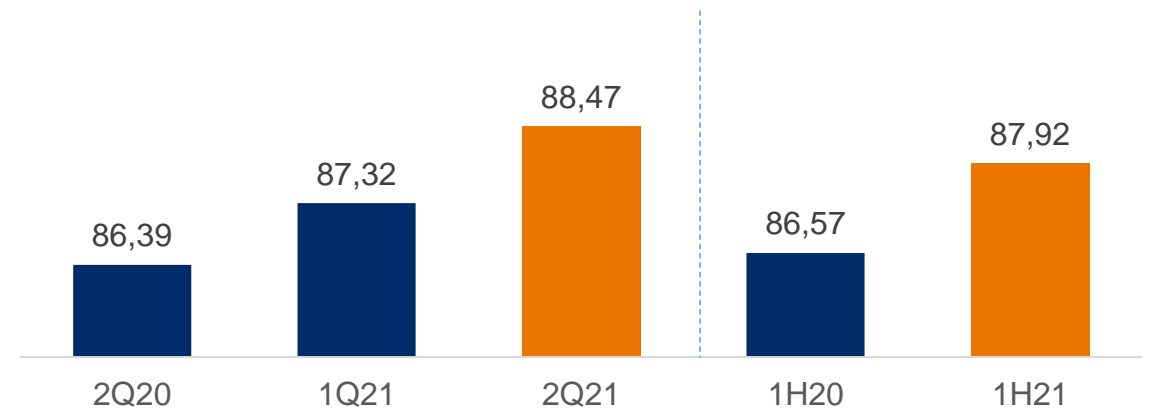
Agility Telecom	2Q21
<u>Financial Highligjts (R\$ million)</u>	
Net Revenue	1.4
Gross Income	0.8
Gross Margin (%)	54%
Operating Income	0.5
Net Loss	(0.2)

Solid Results as a consequence of operating growth

Gross revenue by product – 2Q21

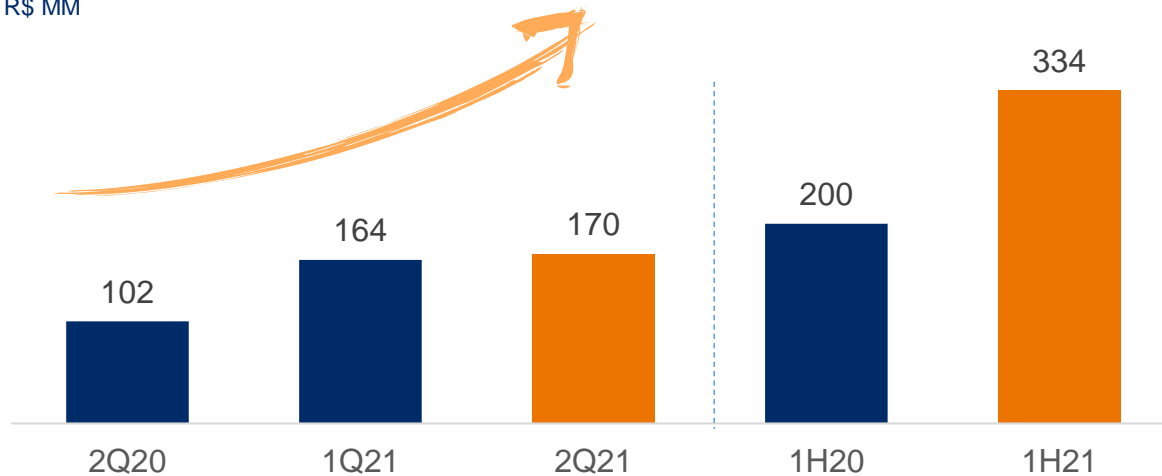


ARPU (R\$)

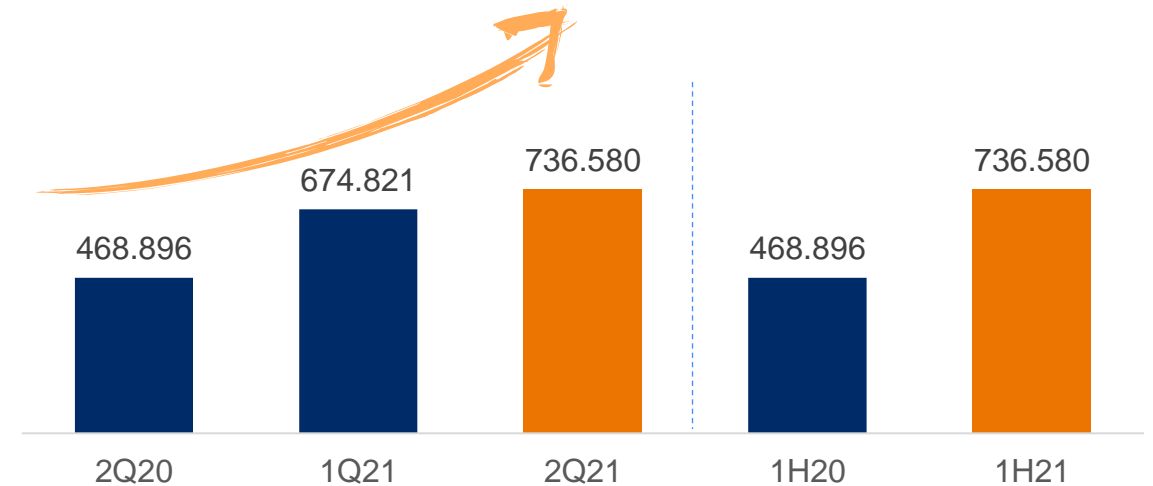


Net Operating Revenue

R\$ MM



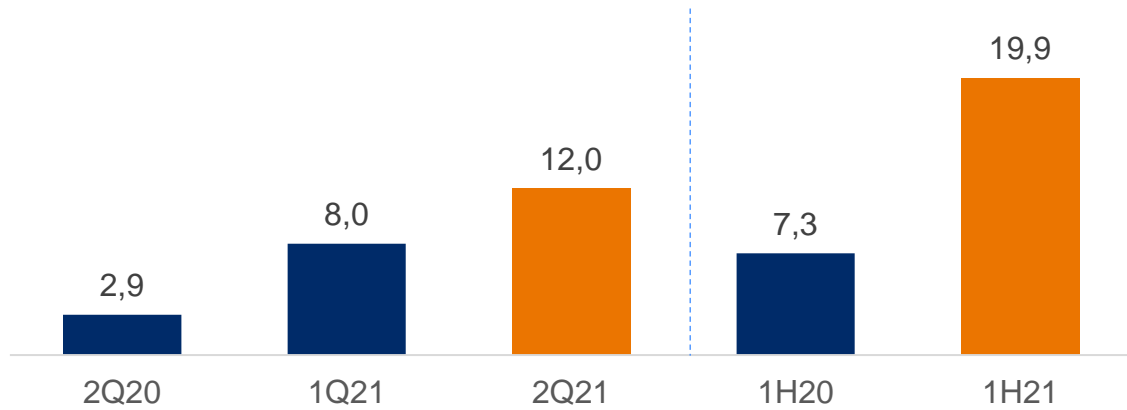
Number of clients (HC)



Costs and Operating Expenses

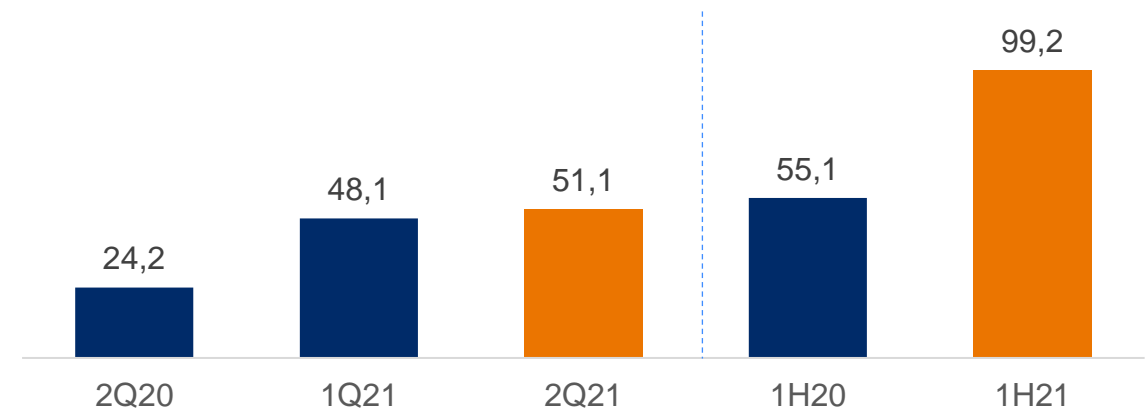
Third-party Services

R\$ MM



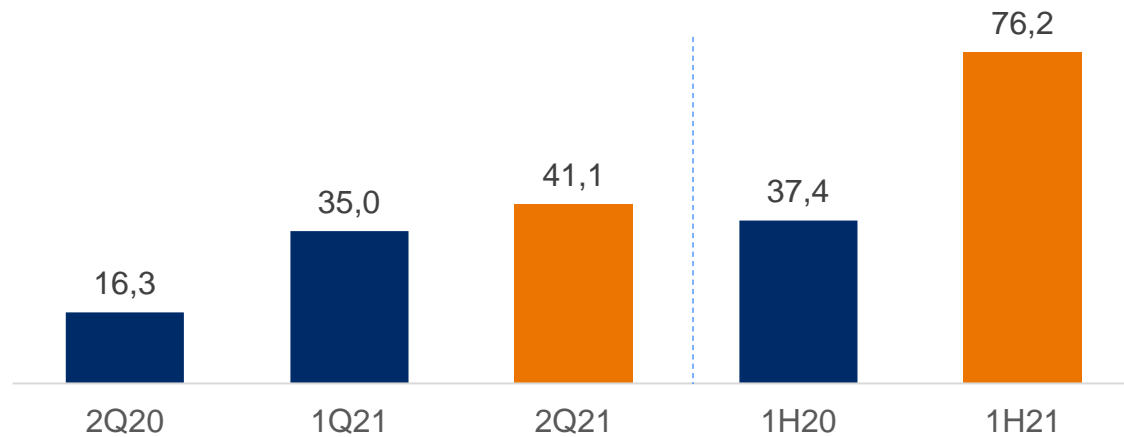
Personnel

R\$ MM



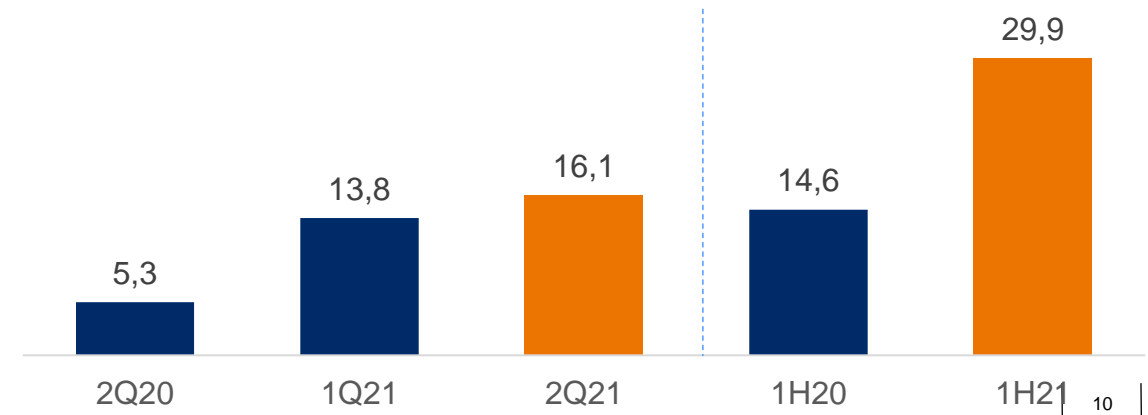
Administrative Expenses

R\$ MM

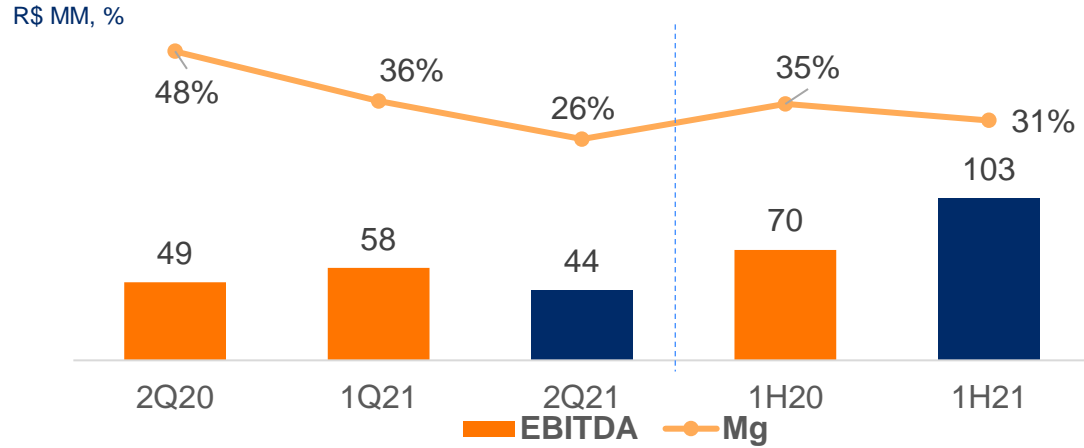


Selling Expenses

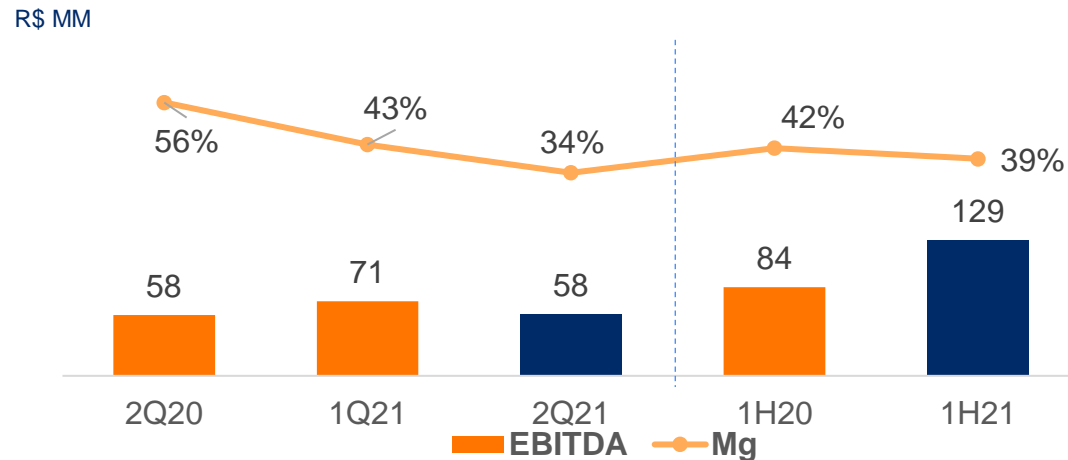
R\$ MM



EBITDA and EBITDA Margin

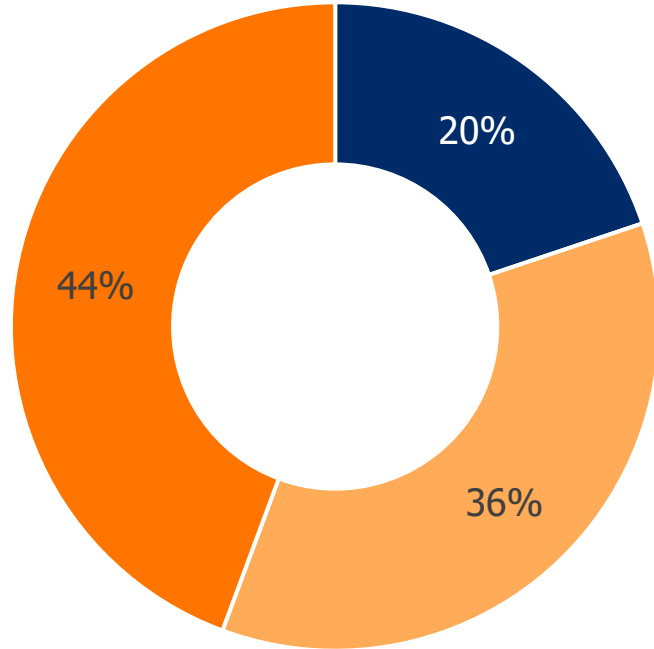


Adjusted EBITDA and Adjusted EBITDA Margin



- ✓ Adjusted EBITDA did not grow in line with revenues mainly due to the impacts of higher expenses deriving from accelerated growth and start of operations in larger cities, capitals, and metropolitan regions.
- ✓ Adjusted EBITDA, excludes indirect costs and labor installation services - which started to be accounted for as of July 2021 – in the amount of R\$12.1 million, and non-recurring expenses related to the Company's IPO - in the amount of R\$ 2 million.

■ Short Term ■ Long Term ■ Debentures

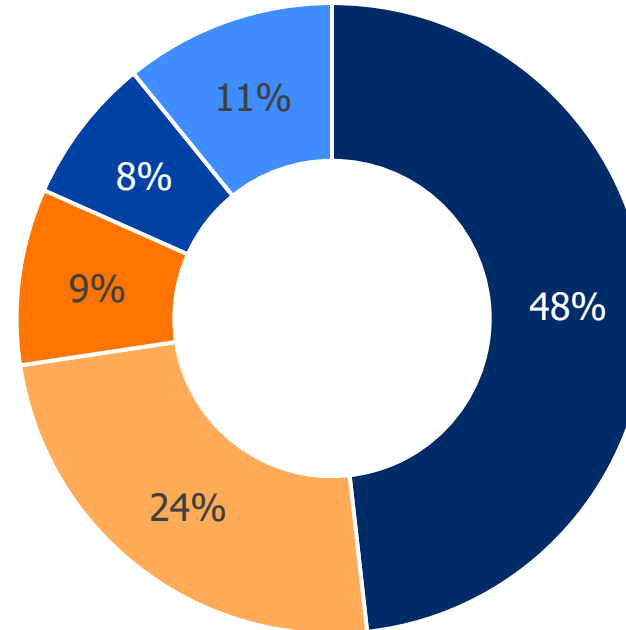


Loans and Financing + Debentures

Gross Debt (includes Leasing and Derivatives)

Net Debt

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



R\$1,081.8 mm

R\$1,121.1 mm

R\$773.6 mm



Organic Growth

- ✓ Expansion to new cities in the Northeast + market share growth in current ones
- ✓ Brisanet in the main cities (including capitals) and Agility in smaller cities (periphery and countryside)



Accelerated Expansion of New Products

- ✓ 5G Auction and subsequent diversification
- ✓ B2B Market
- ✓ Upsell/cross-sell in the current customer base
- ✓ Others



Consolidation Through Franchising

- ✓ Opportunity for ISP consolidation
- ✓ Amplification of the company's already considerable growth and penetration
- ✓ Huge opportunities for synergies and value creation given Brisanet's highly scalable system



4. Q&A

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brisanet
LEVANDO O MUNDO ATÉ VOCÊ