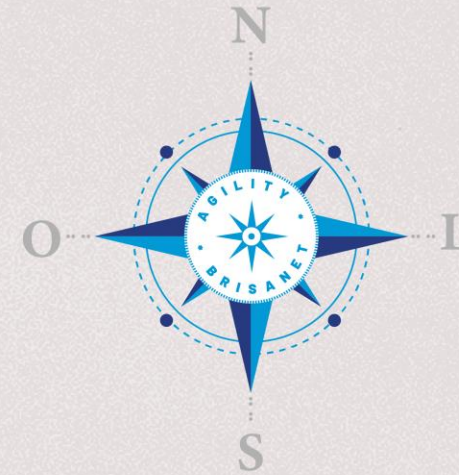


INOVAÇÃO  
PARA  
CONECTAR  
CADA  
M<sup>2</sup> DO

# NOR DESTE



## 3Q21 Results Conference Call

The logo for brisanet, featuring a stylized leaf-like icon to the left of the text 'brisanet' and the tagline 'LEVANDO O MUNDO ATE VOCE' below it.

The logo for agility TELECOM, featuring a stylized arrow icon to the left of the text 'agility' and 'TELECOM' below it.

GRUPO  
brisanet



# There is no Future without 5G!!



Authorization to Use Spectrum for 20 years:

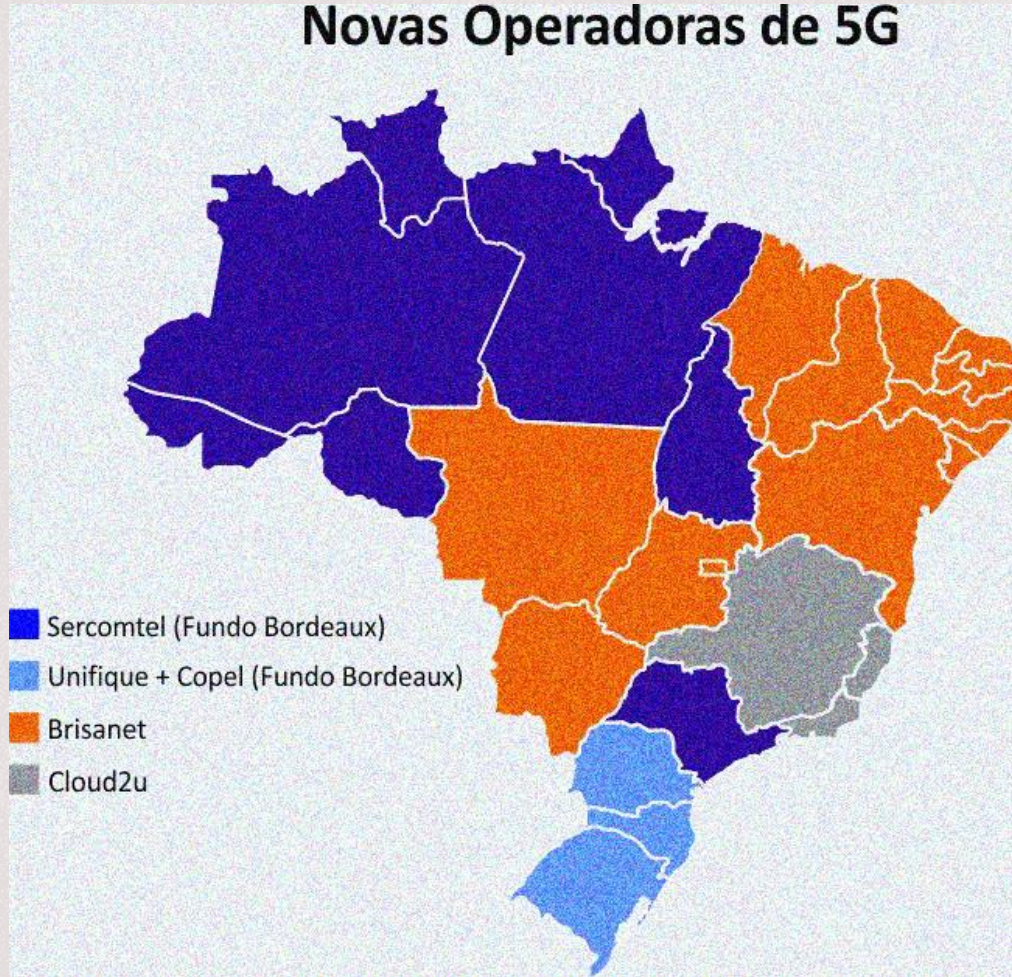
- 80 MHz on the 3.5GHz frequency in the Northeast region
- 50 MHz on the 2.3 GHz frequency in the Northeast region
- 80 MHz on the 3.5 GHz frequency in the Midwest region
- Grant + goodwill – R\$168.3 million, payable in 20 annual installments
- Investment Commitments – 2023 to 2030



# 5G – 2 Lots NORTHEAST (NE)



## Novas Operadoras de 5G



## NE Investment Commitments – until 2030:

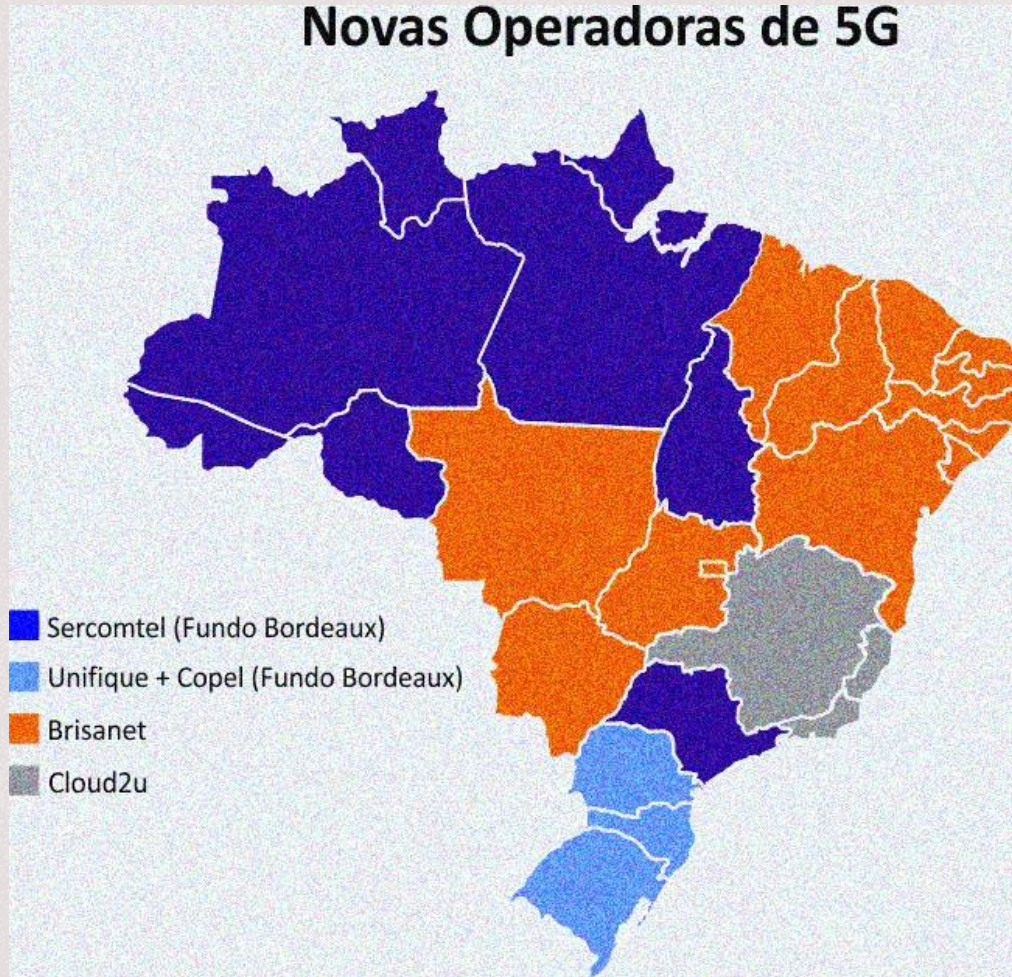
- 5G for 1,423 municipalities with a population below 30,000 (all municipalities in this condition in the region)
- 5G to 1,148 locations (within these same municipalities)
- Fiber optic backhaul in 78 cities that currently don't have this infrastructure – 29 in RN, 16 in BA, 14 in PB, 7 in PE, 6 in CE, 5 in PI and 1 in SE
- 4G for 2,766 municipalities that don't have 4G (almost 600 of these are also listed in item (a))
- 4G for 30 municipalities (with 95% coverage of the urban area) – 11 in PE, 6 in CE, 3 in RN, 3 in PB, 3 in PI, 2 in SE, 1 in AL and 1 in BA



# 5G – 1 Lot MID-WEST (MW)



## Novas Operadoras de 5G



## MW Investment Commitments – until 2030:

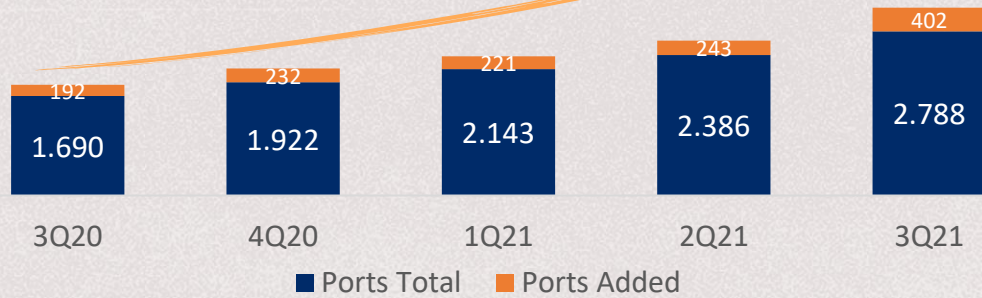
- a) 5G in 383 municipalities with a population below 30,000 (all municipalities in the region in this condition)
- b) 5G in 57 locations (within these same municipalities)
- c) Fiber optic backhaul in 3 cities that doesn't have this structure - 2 in GO and 1 in MS



# Accelerated and Continuous Expansion

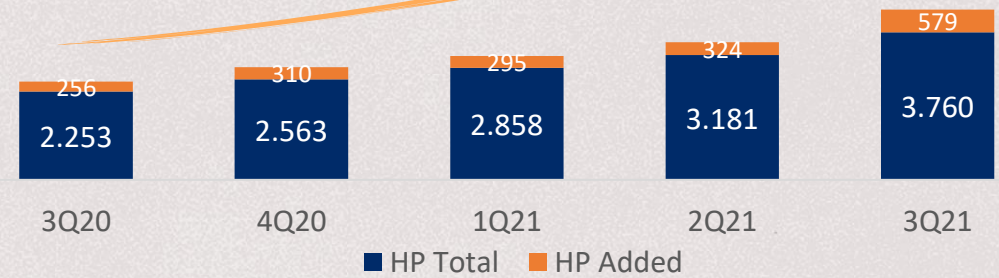
## Access Ports in Fiber

In '000



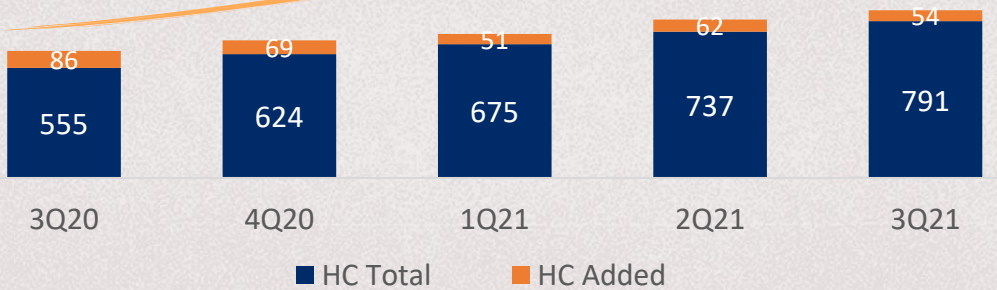
## Homes Passed

In '000



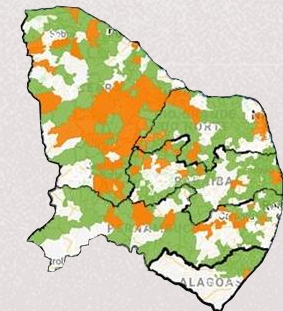
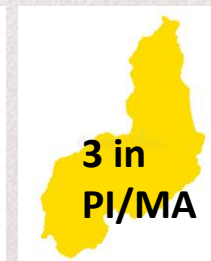
## Homes Connected

In '000



**113 Cities in October and 807 thousand Customers**

**21 new cities by the end of 2021:**



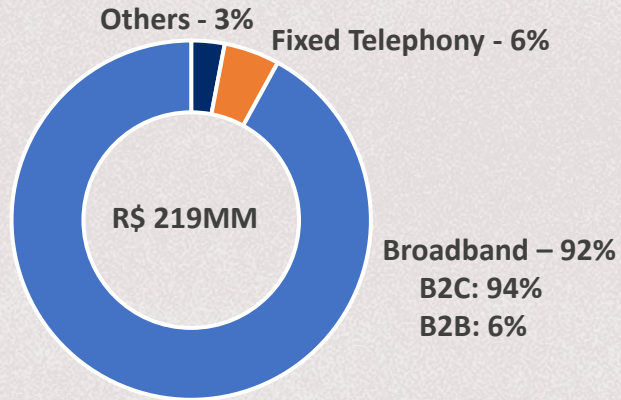
**11 between CE, PE and AL**

**Oct 21 – Brisanet + Agility = 1 million HCs**

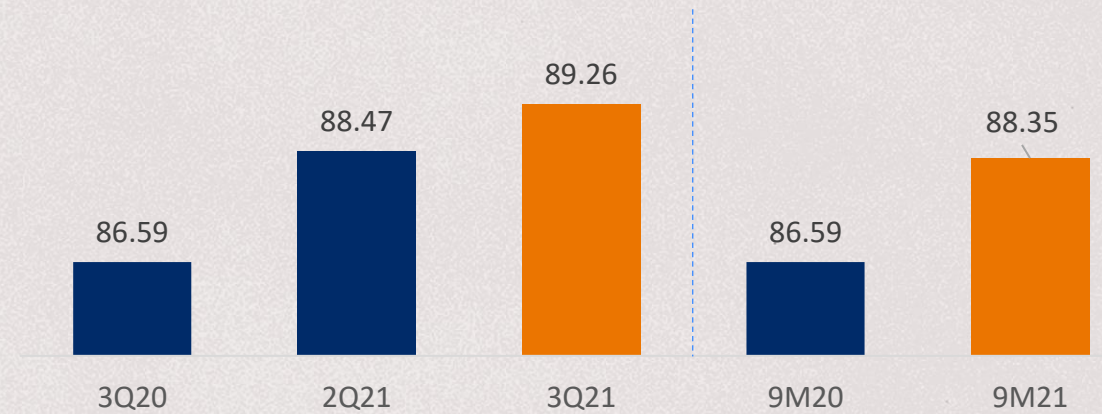


# Growing ARPU, even before the acceleration in capitals

Gross revenue by product – 3Q21

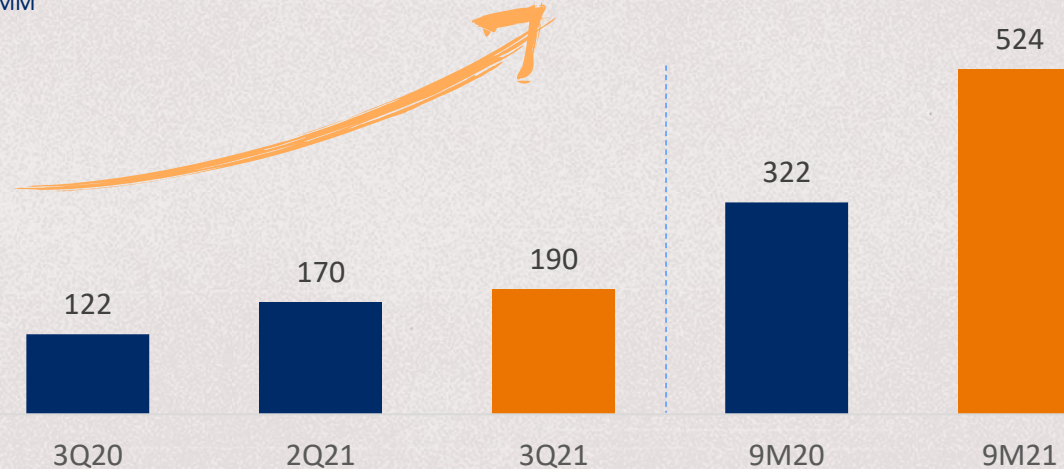


ARPU (R\$)



Net Operating Revenue

R\$ MM

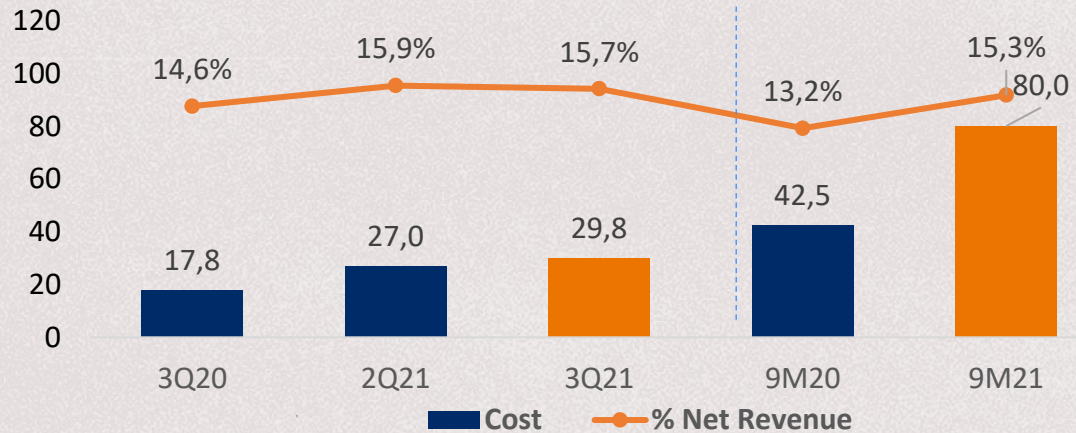




# Decreasing costs or in maintenance, even with a larger base

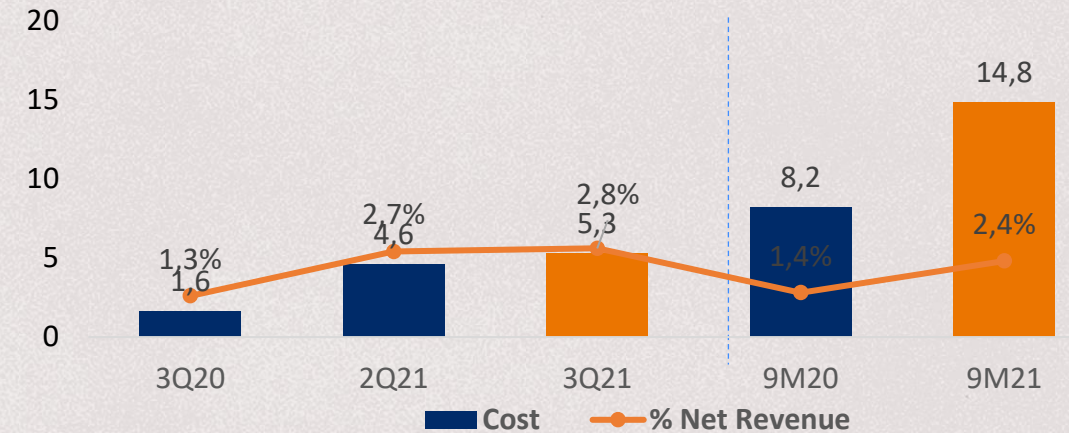
## Personnel

R\$ MM



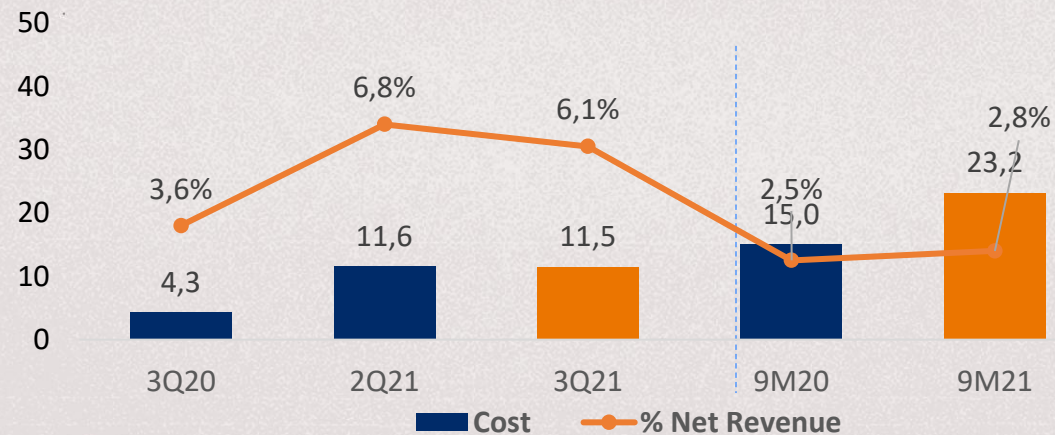
## Connectivity (Link)

R\$ MM



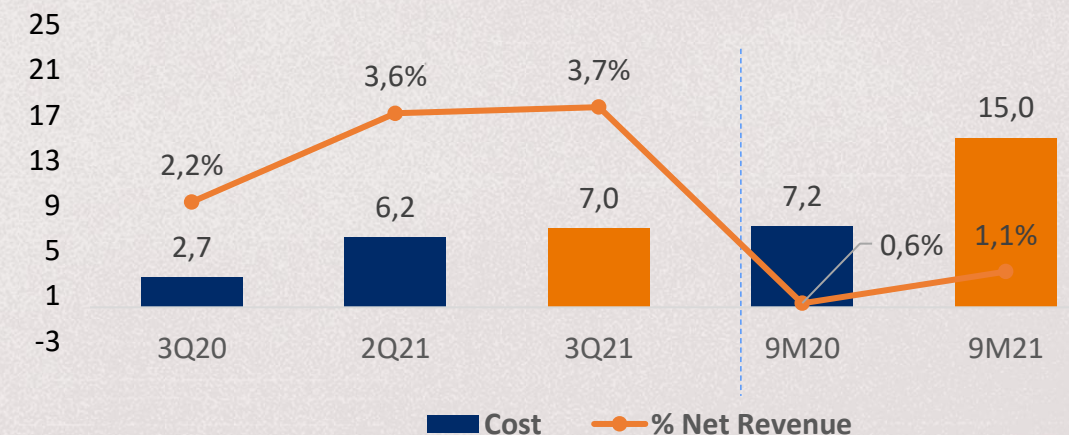
## Right of Passage

R\$ MM



## Materials and Maintenance

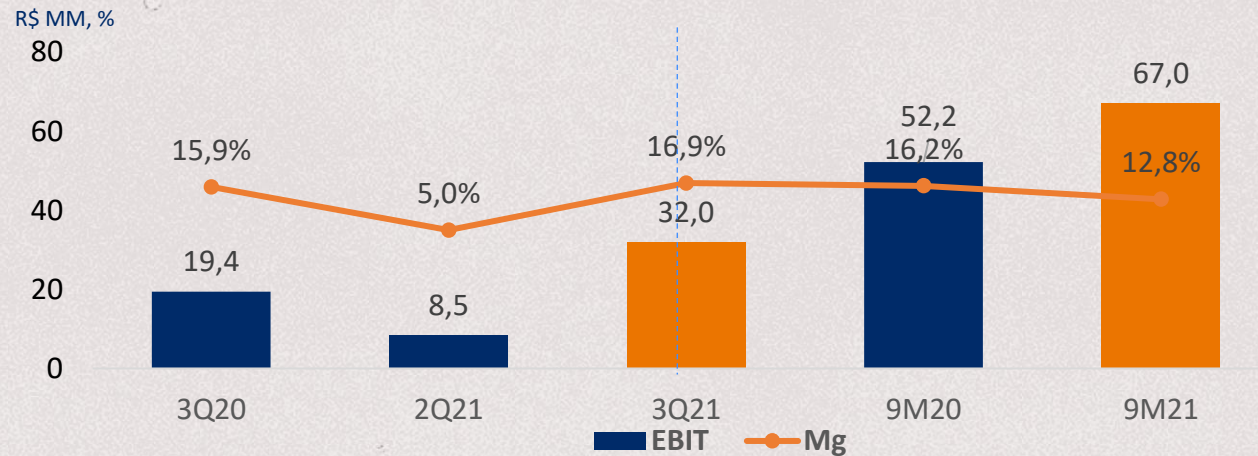
R\$ MM



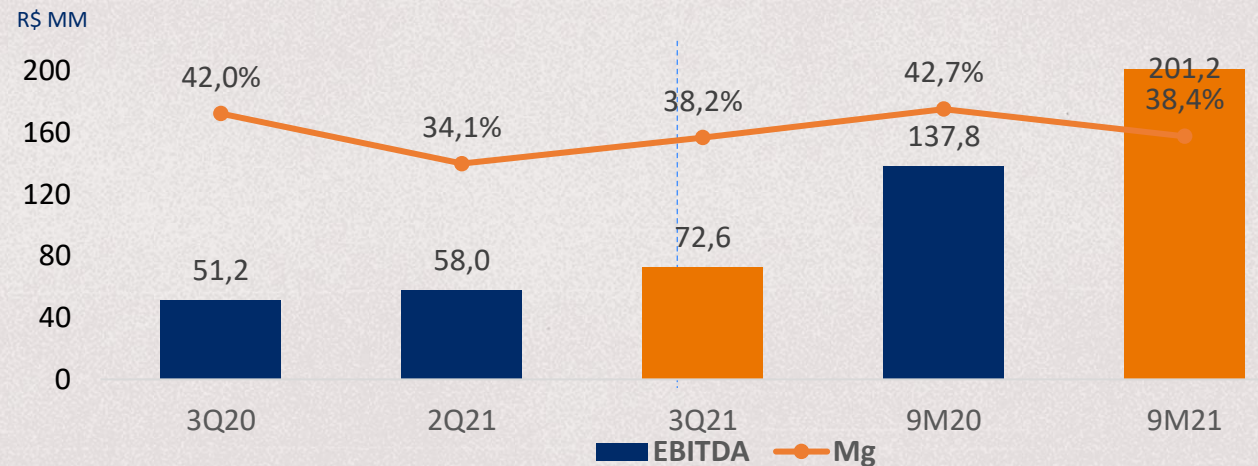


# 3Q21: EBIT grows 279% and EBITDA 51%

## Adjusted EBIT and Adjusted EBIT Margin



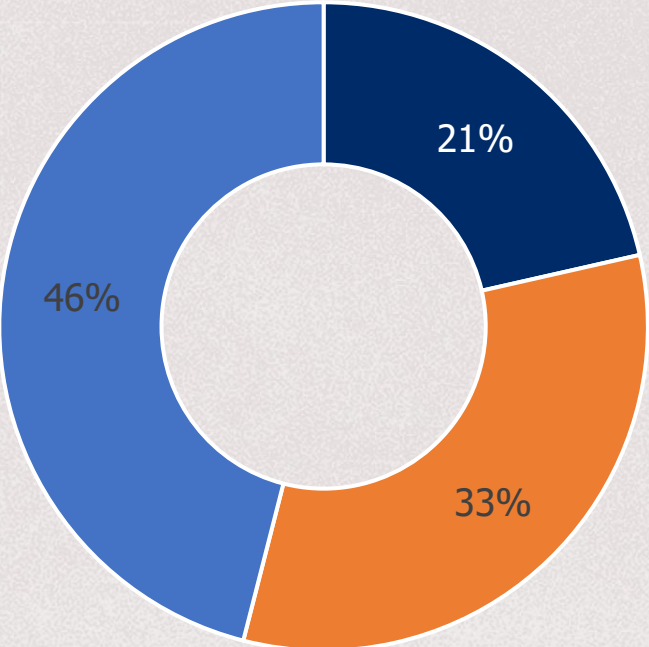
## Adjusted EBITDA and Adjusted EBITDA Margin





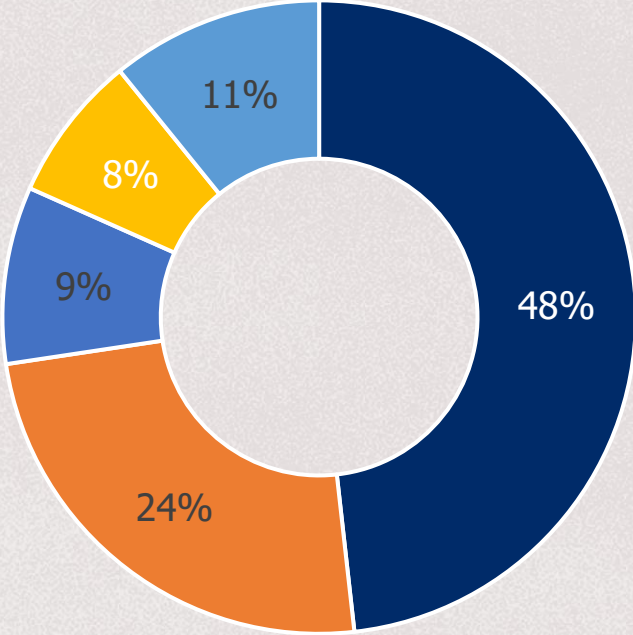
# Gross Debt remains at R\$1.1 billion and the Company has a Net Cash of R\$182 million

■ Short Term ■ Long Term ■ Debentures



**Loans and Financing + Debentures**  
**Gross Debt (includes Leasing and Derivatives)**  
**Net Cash**

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

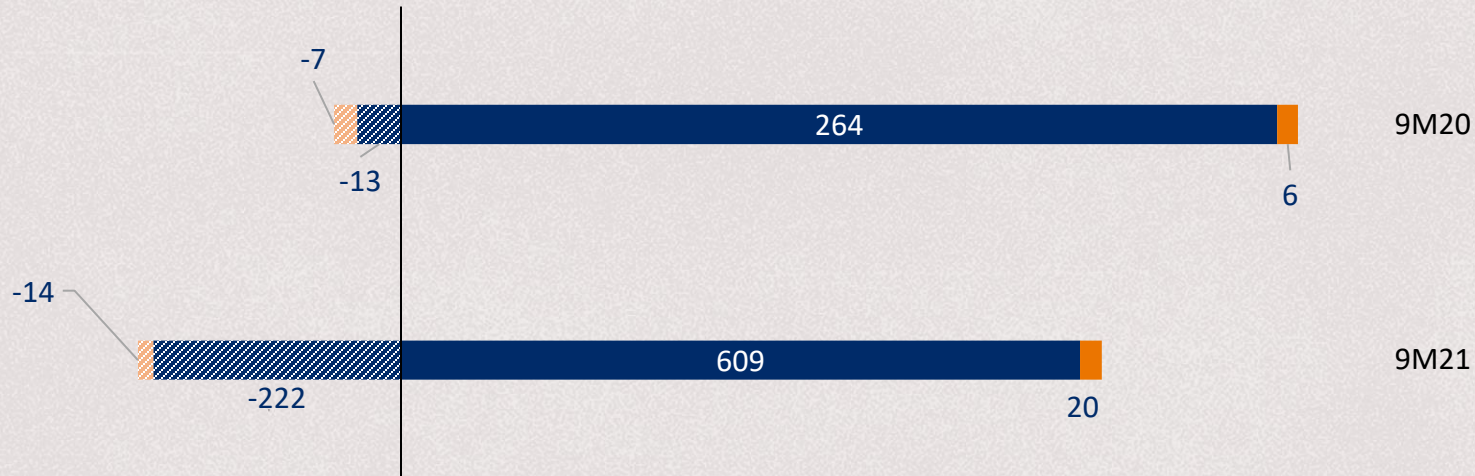


**R\$1,067.2 mm**  
**R\$1,101.8 mm**  
**R\$181.9 mm**



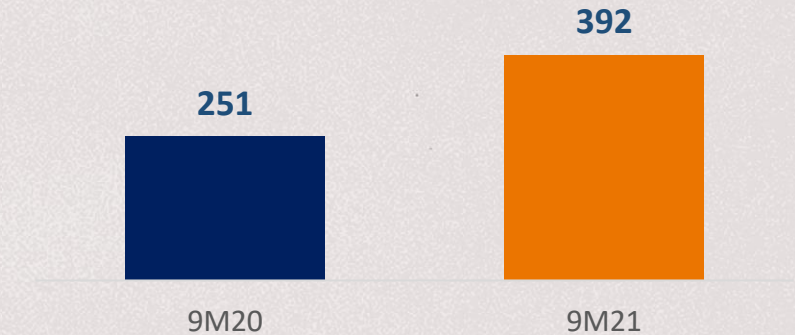
# Investments – Jan to Sep 2021

## Capex

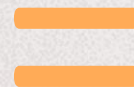


■ Increases in Fixed Assets ■ Fixed Assets in Progress ■ Imports in Progress ■ Increases in Intangible Assets

## Capex adjusted to “In Operations”



- 2000 km of backbone
- 960,000 fiber ports
- 325,000 HC installations
- 400 LTE sites (4.5G)



**R\$ 373 Million**





# Growth Strategy



## 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)



## 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 scalable system



## Accelerated Expansion of New Products

- ✓ 5G Bid and subsequent diversification
- ✓ *Up-sell/Cross-sell in the current customer base*
- ✓ B2B Market
- ✓ Others





# Thank you!

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[ri.brisanet.com.br](http://ri.brisanet.com.br)**

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