

4Q24

# EARNINGS RELEASE

This year, 2024, was marked by major challenges, including the expansion of 5G coverage throughout the Northeast, the organic growth of broadband services and the diversification of our portfolio, factors that ensured the consolidation of Brisanet as one of the country's leading ISPs. This has been the Company's trajectory over the last 26 years, based on constant evolution to connect our customers with quality and efficiency, wherever they are.

The expansion of 5G technology continued from the countryside to the state capitals, culminating in two important launches. In July, Fortaleza (CE) hosted Brisatech, a technology event that brought together major players to discuss innovation and digital inclusion, as well as officially launching 5G in the Ceará capital. The event was attended by the Minister of Communications, Juscelino Filho, representatives of the National Telecommunications Agency (Anatel), the Ceará State Government, as well as entrepreneurs, investors, employees and customers. In November, we launched 5G in Natal (RN), the capital of Rio Grande do Norte.

Aligning price, quality and significant coverage, Brisanet ended the year with its mobile service active in 237 municipalities in the Northeast and coverage of more than 10 million inhabitants - urban and rural - in the states of Ceará, Rio Grande do Norte and Paraíba. In this segment, the company reached around 338,000 subscribers in a year marked by a concentration on face-to-face sales channels, a strategy that ensured a market share of over 13% in the smaller cities.

Regarding broadband, the main strength of our business, the numbers continue to increase progressively and solidly. In 2024, we achieved organic growth of 157,625 new fiber customers, reaching the mark of 1,436,235 connected via FTTH (Fiber to the Home), in addition to 13,481 via FWA (Fixed Wireless Access), adding up to 1,449,716 customers. This figure not only positions the company as the largest broadband operator in the Northeast but also consolidates us as the fifth largest in the country, according to Anatel's December/2024 data.

The Company's financial performance in 2024 reflected our commercial advances in mobile service and fiber optics, demonstrating Brisanet's ability to expand its revenue in a challenging market. It is worth highlighting the 15% growth in revenue compared to the previous year, reaching R\$1.6 billion. EBITDA increased by 4% compared to 2023, reaching R\$605 million at the end of 2024. Capital expenditure was R\$995 million, an increase of 114% over the previous year, reflecting the investments made in the 5G segment. The scenario marks the beginning of a path of continuous improvement, with medium-term projections of growth in profitability as investments in infrastructure and technology are consolidated.

The purpose of connecting people and transforming the future is becoming increasingly consistent with the approval of credit lines from the National Bank for Economic and Social Development (BNDES), through the Telecommunications Services Universalization Fund (FUST). In May, the company contracted R\$146.15 million to expand connectivity on the outskirts of Greater Fortaleza. In October, R\$200 million was awarded to support the

connectivity of public schools and the implementation of a high-capacity fiber optic data transport network. In December, R\$ 214.5 million was approved to expand mobile broadband internet in 416 favelas in locations without significant connectivity in Maranhão, Paraíba, Pernambuco, Piauí and Rio Grande do Norte.

The resources acquired last year contribute directly to Brisagnet's historical legacy of promoting significant connectivity and digital inclusion. Through these investments, we will further expand the coverage of our services, allowing millions of people to have access to quality internet, information, education, job creation and essential services. With this support, we will bring innovation and connectivity to this population, generating new opportunities and transforming lives.

We believe that the success of our business comes from the synergy between solid infrastructure, operational efficiency, commercial strategy and human and organizational development. In 2024, we reached the mark of 9,000 employees and promoted courses, training and qualifications in the commercial, operational and management areas, tirelessly seeking to strengthen the workforce by constantly improving customer service, increasing sales and training managers to optimize the company's strategic results.

The year 2024 was also one of public recognition for our company. Brisagnet stood out in the Satisfaction and Perceived Quality Survey carried out by Anatel, obtaining the best scores in 06 (six) of the eight states in which it was evaluated (AL, BA, CE, PI, RN and SE) and the highest in the northeast region, in Sergipe. In the Best Plan Award, Brisagnet was elected the best regional operator in the country, winning 10 state awards and 179 municipal awards. In the Experience Award, the company was certified in the "Broadband Internet" category for the second year running. And in the RN Leaders Award, Brisagnet was voted the best IT and Telecom company in Rio Grande do Norte.

This growing reputation reflects the effectiveness of the growth strategy adopted by Brisagnet, based on a balance between the accelerated expansion of 5G coverage and the consistent increase in the customer base, in order to produce long-lasting and sustainable results. As a result, we have grown progressively in mobile telephony and in the fiber optic segment, increasingly consolidating our position as the largest telecom in the Northeast and one of the five largest in Brazil. Our main goal is for Brisagnet to be synonymous with excellence in connectivity and customer satisfaction, offering solutions and continuous improvements that guide us towards a more connected future for all.

**José Roberto Nogueira**  
CEO

## Brisanet records Adjusted EBITDA of R\$163 million in 4Q24

**Brisanet Serviços de Telecomunicações S.A.** (“Company” or “Brisanet”, B3: BRST3)<sup>1</sup>, the largest fixed broadband provider in the Northeast region, according to Anatel’s ranking<sup>2</sup>, and a mobile operator in the Northeast and Midwest regions, announces today its results for the fourth quarter of 2024 (4Q24) and for the year 2024.

With a 100% fiber optic product portfolio, the Company has been **one of the regional 5G mobile** operators since December 2021, having won 3 frequencies in the 5G auction promoted by Anatel. The Company will be able to operate in the Northeast and Midwest regions. The commercialization of 5G began at the end of 4Q24 and **at the end of February 2025, we had over 417,000 active customers in the mobile segment.**

Brisanet	4Q24	3Q24	4Q23	2024	2023
<b>Operating Highlights</b>					
Cities served - FTTH	158	158	158	158	158
Access Ports - '000	4,718	4,706	4,670	4,718	4,670
HP added- '000	12	12	20	95	878
Total HP - '000	7,091	7,067	6,995	7,091	6,995
HC added- '000	49	40	39	158	192
Total HC - '000	1,450	1,401	1,292	1,450	1,292
FTTH	1,436	1,398	1,292	1,436	1,292
FWA	13	3	-	13	-
Cities served - Mobile	237	184	-	237	45
Mobile Access	338	223	-	338	-
<b>Financial Highlights (BRL million)</b>					
Net revenue	382.2	364.7	325.1	1427.8	1,227.9
Gross Margin (%)	44%	42%	45%	42%	47%
Operating income	53.9	44.6	66.4	192.9	257.1
EBITDA	167.0	150.0	154.9	604.9	583.3
EBITDA Margin (%)	44%	41%	48%	42%	48%
Adjusted EBITDA	163.1	150.0	150.5	604.9	594.9
Adjusted EBITDA Margin (%)	43%	41%	46%	42%	48%
Net income	4.5	17.5	65.5	60.8	172.2
Net debt	1,359.9	1,038.0	748.1	1,359.9	748.1
Net debt/LTM EBITDA (x)	2.25x	1.75x	1.28x	2.25x	1.28x

<sup>1</sup> On December 5, 2024, the Company completed its corporate reorganization with the reverse merger of the holding and previously listed company of the group, Brisanet Participações. The net assets of Brisanet Participações were incorporated into the equity of Brisanet Serviços and, therefore, the figures presented here reflect the consolidated result of Brisanet Serviços, which does not include the losses incurred by Brisanet Participações from January to November 2024. For further details, please refer to the Statements of Changes in Shareholders' Equity in the Individual and Consolidated Financial Statements of December 31, 2024.

<sup>2</sup> January/25 Data



## **MAIN HIGHLIGHTS OF THE PERIOD**

- ✓ **In December 2024, Brisagnet registered almost 338,000 mobile customers (4G/5G)**, with more than 115,000 customers added in 4Q24. Already present in almost 240 cities in this period and covering a population of more than 10 million inhabitants, the Company reiterates its commitment as a new regional mobile operator and intends to continue increasing its coverage in the coming years, in line with the commitment made to the 2021 frequency auctions.
- ✓ **Net operating revenue grew 18% in 4Q24** compared to 4Q23 and 5% compared to 3Q24. This growth is mainly the result of the continued increase in the company's fixed broadband customer base. In this period, **37,749 FTTH customers and 10,910 FWA customers were added to its base**. Brisagnet remains **the company with the highest number of net additions in the Northeast in 2024 - 157,625 customers**, according to Anatel<sup>3</sup>. At the end of 2024, net revenue amounted to R\$1,427.8 million.
- ✓ **Adjusted EBITDA for 4Q24 was R\$163.1 million with a margin of 43%**, an increase of 1.6 p.p. in relation to EBITDA for 3Q24. The increase in margin compared to the previous quarter reflects the effectiveness of the strategies implemented in the second half of the year, focused on cost control and process optimization, as well as the growth of the mobile base, which contributed to diluting the fixed costs of this operation. The adjustment refers to the portion of tax credits recognized in 4Q24 relating to previous quarters. **In 2024, EBITDA was R\$604.9 million, with a margin of 42%**.
- ✓ Regarding cash flow, in 2024, **the company generated R\$619.9 million in operating cash**, a volume 2% higher than EBITDA for the period. These figures reflect the company's ability to generate cash efficiently, managing the current scenario of expansion and growth related to the mobile segment so as not to stress its financial situation.
- ✓ In 2024, **net profit reached R\$60.8 million**, which represents a 65% reduction in relation to the 2023 result. The main factor impacting this performance was the recognition of IR/CSSL tax credits and lower IR/CSSL expenses in 2023, as explained in the 4Q23 release. In 2024, the effective IR/CSSL rate was 23%<sup>4</sup>.
- ✓ In **February 2025**, the Company added **12,881 customers to its broadband base**, 8,454 in FTTH and 4,427 in FWA. **As for the mobile client base, the addition was 41,573 customers**, totaling 417,435 customers.

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<sup>3</sup> Anatel Ranking December/24, excluding possible errors reported to Anatel in the period.

<sup>4</sup> Further information is available in Explanatory Note 24 to the individual and consolidated financial statements as of 12/31/2024.

Brisanet's mission is to connect people, promoting digital and social inclusion. It currently operates exclusively in the Northeast region, with a focus on expanding its reach and impact. One of its main differentials is its verticalized operation, which guarantees greater quality and efficiency. Whether in the fixed broadband service, through optical fiber (FTTH) or FWA (Fixed Wireless Access), or in the mobile service (4G/5G), it stands out for the integration and total control of its operation chain.

One of the company's pillars of quality is its relationship with customers, managed through its own management platform, which allows real-time monitoring of infrastructure and service, with state-of-the-art data centers, fully integrated and with local content, guaranteeing high-quality, stable internet access and efficient support for the expansion of the mobile network.

Brisanet has a robust infrastructure, with more than 45,000 km of backbone (routes that distribute internet to other networks), more than 280 data centers and more than 93,000 km of FTTH (fiber-to-the-home) cables. In the mobile sector, the company has already deployed its infrastructure in 250 cities<sup>5</sup>, reaching a population of more than 11 million people. This reinforces the company's commitment to expanding its network and offering quality connectivity to more users.

In the 4th quarter of 2024, Brisanet added more than **48,000 broadband customers (HCs)**, totaling more than **157,000 (HCs)** in the year, highlighting its organic growth in the fiber customer base and the entry with FWA technology, which already accumulated more than 13,000 customers at the end of the year.

Operational Data	4Q24	3Q24	4Q23	4Q24 x 4Q23	4Q24 x 3Q24
Access Ports	4,717,726	4,705,750	4,670,030	1.0%	0.3%
Added HP	11,976	12,376	19,516	-38.6%	-3.2%
<b>Homes Passed (HP)</b>	<b>7,090,664</b>	<b>7,066,712</b>	<b>6,995,272</b>	<b>1.4%</b>	<b>0.3%</b>
Added HC	48,659	40,203	39,032	24.7%	21.0%
<b>Homes Connected (HC)</b>	<b>1,449,716</b>	<b>1,401,057</b>	<b>1,292,091</b>	<b>12.2%</b>	<b>3.5%</b>
Cities served	158	158	158	0.0%	0.0%
Churn	2.20%	2.24%	2.32%	-0.12 p.p.	-0.04 p.p.

The Company also operates through its franchisor, Agility Telecom. The brand is represented by 63 franchisees who operate in smaller cities or rural districts in the region serving 141,467 clients<sup>6</sup>.

In 4Q24, the company added **more than 115,000 new mobile customers**, totaling 337,899 in the period. By the end of February, this number had risen to more than 417,000, an increase of almost 80,000 customers in the first two months of 2025.

<sup>5</sup> February/25 Data

<sup>6</sup> February/25 Data

**GROSS REVENUE BY PRODUCT**

BRL million	4Q24	3Q24	4Q23	4Q24 x 4Q23	4Q24 x 3Q24	2024	2023
<b>Gross Revenue</b>	<b>421.5</b>	<b>404.2</b>	<b>365.6</b>	15.3%	4.3%	<b>1,586.0</b>	<b>1,383.3</b>
<b>Broadband</b>	<b>364.9</b>	<b>359.1</b>	<b>335.9</b>	8.6%	1.6%	<b>1,404.8</b>	<b>1,264.7</b>
B2C	331.4	327.1	307.0	7.9%	1.3%	1,278.2	1,158.3
B2B	33.6	32.0	28.9	16.1%	4.8%	126.6	106.4
Fixed telephony	7.2	7.6	8.9	-18.4%	-5.3%	31.5	37.9
Others	49.4	37.4	20.8	137.3%	31.9%	149.7	80.7
<b>ARPU broadband</b>	<b>R\$ 90.74</b>	<b>R\$ 89.84</b>	<b>R\$ 88.18</b>	2.9%	1.0%	<b>R\$ 89.05</b>	<b>R\$ 87.96</b>

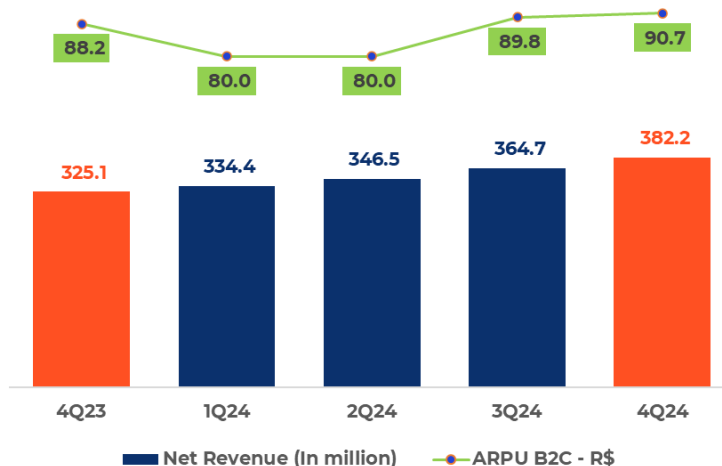
The company's revenue is mainly generated by fixed broadband internet services, fixed telephony, as well as other products such as pay-TV, mobile telephony and complementary services such as music and video streaming. These services contribute to increasing the average ticket per customer, as well as reinforcing the company's perception of value in the market.

Revenue from the B2B segment has grown steadily, with an increase of 16.1% in 4Q24 compared to the previous year. This growth reflects the company's expansion and its greater presence in larger cities.

The "Other revenues line" includes revenues from streaming services, Agility and mobile telephony, and recorded significant growth driven by the increase in content sales and the gradual increase in the mobile segment.

In comparison between 4Q24 and 4Q23, Brisanet's net revenue increased by 18%, from R\$325.1 million in 4Q23 to R\$382.2 million in 4Q24. This result was mainly driven by the growth in the number of subscribers, as well as the significant increase in revenues from the B2B sector. Both variables were decisive for the positive performance observed.

In the year to date, net revenue totaled R\$1,427.8 million, representing growth of 16% compared to the same period last year.



## 4Q24 AND 2024 RESULTS OPERATING COSTS AND EXPENSES

### COST OF SERVICE PROVIDED

Costs of Services Rendered (BRL million)	4Q24	3Q24	4Q23	4Q24 x 4Q23	4Q24 x 3Q24	2024	2023
Personnel	(37.6)	(42.9)	(37.1)	1.2%	-12.3%	(167.9)	(138.9)
Interconnection	(15.1)	(14.0)	(9.8)	54.3%	8.0%	(55.2)	(36.3)
Connectivity	(5.0)	(6.3)	(4.9)	1.1%	-21.3%	(22.6)	(19.7)
Right of Passage	(20.2)	(20.1)	(20.1)	0.8%	0.8%	(80.9)	(79.8)
Utilities	(6.7)	(5.1)	(3.4)	98.1%	29.7%	(20.3)	(11.6)
Materials and maintenance	(5.0)	(5.8)	(6.5)	-23.1%	-12.8%	(22.0)	(19.4)
Third-party Services	(5.9)	(7.3)	(4.1)	45.2%	-19.5%	(24.7)	(12.8)
Others	(13.3)	(12.3)	(8.1)	65.1%	8.1%	(44.4)	(24.6)
Depreciation and Amortization	(107.0)	(99.3)	(84.6)	26.4%	7.7%	(388.6)	(311.3)
<b>Total</b>	<b>(215.8)</b>	<b>(213.1)</b>	<b>(178.5)</b>	<b>20.8%</b>	<b>1.3%</b>	<b>(826.7)</b>	<b>(654.4)</b>

In 4Q24, the costs of services provided by the company totaled R\$215.8 million, compared to R\$178.5 million in 4Q23, which represents an increase of 20.8%. This growth was mainly driven by the costs associated with the start of operations in the mobile segment (4G/5G) and the increase in sales of streaming services.

The biggest impacts of the quarter are described below:

- Depreciation and amortization increased by R\$22.4 million, due to the growth in assets and intangibles resulting from investments made mainly in the mobile segment;
- In the interconnection and means of connection item, there was growth in the amount of R\$5.3 million, due to the increase in the supply of content through third-party streaming; and
- There was an increase of R\$3.5 million in systems maintenance, included in the Others line.

### OPERATIONAL EXPENSES

Operational expenses (BRL million)	4Q24	3Q24	4Q23	4Q24 x 4Q23	4Q24 x 3Q24	2024	2023
Personnel	(51.3)	(48.8)	(34.9)	47.1%	5.2%	(193.4)	(128.3)
Third-party services	(7.7)	(5.1)	(4.9)	56.1%	50.2%	(25.2)	(19.0)
Marketing expenses	(9.7)	(10.0)	(8.9)	8.5%	-2.8%	(36.4)	(30.0)
Taxes and contributions	(11.3)	(2.1)	(0.5)	2357.5%	438.5%	(17.3)	(10.8)
Provision for doubtful accounts	(18.5)	(18.5)	(19.9)	-7.0%	-0.3%	(73.7)	(66.5)
Materials and maintenance	(4.2)	(4.3)	(1.5)	172.2%	-2.4%	(13.7)	(3.7)
Provision (reversal) for contingency	1.2	(0.1)	(0.9)	-	-	(1.1)	(9.8)
Utilities	(0.9)	(0.8)	(0.7)	33.0%	18.8%	(3.4)	(2.4)
Other expenses	(4.0)	(11.2)	(4.0)	-1.8%	-64.7%	(20.5)	(30.9)
Depreciation and amortization	(6.2)	(6.1)	(3.8)	60.1%	1.2%	(23.4)	(14.9)
<b>Total</b>	<b>(112.6)</b>	<b>(107.0)</b>	<b>(80.1)</b>	<b>40.6%</b>	<b>5.2%</b>	<b>(408.2)</b>	<b>(316.3)</b>

The company's operating expenses in 4Q24 increased by around 40% compared to 4Q23 and 5% compared to the previous quarter.

Commercial expenses were R\$11.2 million higher in 4Q24 when compared to 4Q23, due to higher personnel and advertising expenses.



## 4Q24 AND 2024 RESULTS OPERATING EXPENSES AND EBITDA

In 4Q24, the Provision for Doubtful Accounts (PCLD) was R\$18.5 million. Coverage of loans overdue by more than 181 days reached 96%, with a balance of R\$33.2 million after write-offs.

General and Administrative Expenses (GAE) were R\$18.2 million higher in 4Q24 when compared to 4Q23, mainly due to the reclassification of logistics expenses from cost to GAE, with a greater impact on personnel expenses and expenses with materials and maintenance.

Taxes, fees and contributions totaled R\$11.3 million in 4Q24. The increase over the previous year was due to the full recognition of PIS and COFINS expenses for the year on tax subsidies for investments, amounting to R\$8.6 million.

### EBITDA

BRL million	4Q24	3Q24	4Q23	4Q24 x 4Q23	4Q24 x 3Q24	2024	2023	2024 x 2023
<b>Net Income</b>	<b>4.5</b>	<b>17.5</b>	<b>65.5</b>	<b>-93.2%</b>	<b>-74.5%</b>	<b>60.8</b>	<b>172.2</b>	<b>-64.7%</b>
(+) Income tax and social contrib.	4.4	4.0	(16.5)	-126.7%	8.7%	18.2	7.1	156.1%
(+) Net financial result	45.0	23.1	17.4	158.2%	95.0%	113.9	77.9	46.3%
(+) Depreciation and amortization	113.5	105.4	88.5	27.9%	7.7%	412.4	326.2	26.4%
<b>EBITDA</b>	<b>167.0</b>	<b>150.0</b>	<b>154.9</b>	<b>17.2%</b>	<b>11.4%</b>	<b>604.9</b>	<b>583.3</b>	<b>3.7%</b>
EBITDA margin (%)	44%	41%	48%	-2.2 p.p.	2.6 p.p.	42%	48%	-5.1 p.p.
(-) Income Tax Credits 4Q24	(3.9)	0.0	0.0	-	-	-	-	-
(-) Reclass. of Exp. 4Q23/FECOP	0.0	0.0	(4.4)	-	-	-	11.5	-
<b>Adjusted EBITDA</b>	<b>163.1</b>	<b>150.0</b>	<b>150.5</b>	<b>18.1%</b>	<b>8.8%</b>	<b>604.9</b>	<b>594.9</b>	<b>1.7%</b>
Adjusted EBITDA margin (%)	43%	41%	46%	-1.8 p.p.	1.5 p.p.	42%	48%	-6.1 p.p.

**The Company presented an EBITDA of R\$163.1 million in 4Q24, with a margin of 42.7%.** EBITDA for the period was impacted by costs and expenses related to the mobile business without a corresponding increase in revenue. The adjustment made in the quarter refers to the portion of tax credits on PIS/Cofins expenses on investment subsidy credits recognized in 4Q24 referring to previous quarters. **In the last year of 2024, EBITDA was R\$604.9 million, with a margin of 42.4%.**

In the last year, we have recruited more than 1,000 new employees, reaching a total of more than 8,900 by the end of December 2024. We have also extended 4G/5G coverage to a population of more than 10 million people by December 2024. Adopting an organic growth model, which we believe is the most efficient, we remain focused on expanding our operations and assets to meet future demand. This process implies an initial increase in costs and expenses, a considerable part of which is fixed. As we increase our customer base and revenues, we will gradually be able to take advantage of this operating leverage.

## 4Q24 AND 2024 RESULTS EBITDA AND FINANCIAL RESULT

	2021	2022	2023	2024	4Q24	3Q24	4Q23
<b>Net Revenue</b>	<b>728.8</b>	<b>959.5</b>	<b>1,227.9</b>	<b>1,427.8</b>	<b>382.2</b>	<b>364.7</b>	<b>310.5</b>
Variation %	54.5%	31.7%	28.0%	16.3%			
<b>EBITDA</b>	<b>271.4</b>	<b>415.8</b>	<b>583.3</b>	<b>604.9</b>	<b>167.1</b>	<b>150.0</b>	<b>154.9</b>
EBITDA Margin	37.2%	43.3%	47.5%	42.4%	43.7%	41.1%	45.9%
<i>Costs and Exps (% over net revenue)</i>							
Personnel	29.8%	26.4%	21.8%	25.3%	23.3%	25.1%	22.2%
Link + Right of Passage	7.6%	9.4%	8.1%	7.2%	6.6%	7.2%	7.7%
Content and Connection means	2.9%	3.0%	3.0%	3.9%	3.9%	3.8%	3.0%
PCLD	2.9%	3.1%	5.4%	5.2%	4.8%	5.1%	6.1%
Marketing and advertising	2.7%	2.3%	2.4%	2.6%	2.5%	2.7%	2.7%
Third-party Services	6.3%	3.5%	2.6%	3.5%	3.6%	3.4%	2.8%
Materials and Maintenance	4.8%	2.1%	1.9%	2.5%	2.4%	2.8%	2.5%
Systems maintenance	0.9%	1.2%	1.8%	3.0%	3.3%	3.3%	2.1%
Power and water	1.3%	1.2%	1.1%	1.7%	2.0%	1.6%	1.3%
Fiscal expenses	0.8%	0.9%	0.9%	1.2%	3.0%	0.6%	0.1%
Provisions for contingencies	-0.2%	0.1%	0.8%	0.1%	-0.3%	0.0%	0.3%
Others	2.9%	3.4%	2.7%	1.6%	1.2%	3.2%	1.6%

During the years of greatest investment in fiber, 2021 and 2022, our EBITDA margin was initially impacted, reaching 33.5% in 4Q21. However, with revenue growth, we managed to dilute fixed costs and return to a positive margin in 1Q23.

Regarding 5G, we continue to believe that development will follow a similar path, with a less pronounced effect on the margin and a faster recovery. By the end of 2024, we can already see an improvement in the margin, as we continue to focus our efforts on expanding sales and revenues linked to the mobile segment.

### FINANCIAL RESULT

In 4Q24, **the financial result registered an expense of R\$45.0 million**, representing an increase of R\$27.6 million in relation to 4Q23 and R\$21.9 million in relation to 3Q24.

BRL million	4Q24	3Q24	4Q23	4Q24 x 4Q23	4Q24 x 3Q24	2024	2023
Financial revenue	29.3	34.0	27.5	6.7%	-13.8%	113.7	107.2
Financial expenses	(74.3)	(57.1)	(44.9)	65.5%	30.2%	(227.6)	(185.1)
<b>Net financial result</b>	<b>(45.0)</b>	<b>(23.1)</b>	<b>(17.4)</b>	<b>158.2%</b>	<b>95.0%</b>	<b>(113.9)</b>	<b>(77.9)</b>

**Financial income** in 4Q24 was generated mainly by interest on invested funds, which totaled R\$21.0 million. Despite the rise in benchmark interest rates, the consumption of cash for investments at the start of the quarter reduced the yield on financial investments by 6%.

**Financial expenses** in 4Q24 totaled R\$74.3 million, largely attributable to interest on loans, financing and debentures. This increase is mainly explained by the company's second issue of debentures in July 2024, the increase in the SELIC rate in the period and the passive exchange variation (R\$12 million) on suppliers.

**INDEBTEDNESS**

BRL million	Dec/24	Dec/23	Var. (%)
<b>Gross debt</b>	<b>1,978.0</b>	<b>1,252.2</b>	58.0%
(-) Cash and cash equivalents	238.8	323.2	-26.1%
(-) Short-term investments	379.3	180.9	109.7%
<b>Net debt</b>	<b>1,359.9</b>	<b>748.1</b>	81.8%

Brisanet had a gross debt of R\$2.0 billion at the end of 2024, which was used to invest in mobile infrastructure and the expansion of its FTTH customer base. The composition of the debt includes loans, financing, debentures, leasing obligations and derivative transactions.

Considering the balance of cash and financial investments of R\$618.0 million at the end of the period, the company had a net debt of R\$1,359.9 million, compared to R\$748.1 million at the end of 2023. Most of these funds were allocated to CDBs, with an average return of 100.91% of the CDI in the period. The increase in gross debt compared to December 2023 is mainly attributable to the inflow of funds from the second issue of debentures and the last installment of the contract with Finep, both of which took place in July.

The company's indebtedness is monitored through the net debt/EBITDA indicator. **At the end of 2024, this indicator stands at 2.25x**, a safe and still comfortable level, particularly in relation to the 3.5x limit set by the covenants.

The Company adopts the policy of contracting hedge instruments to protect financing carried out in foreign currency, which corresponded to 1% of the total on December 31, 2024.

Breakdown of loans and financing as follows:

Modality	Weighted average rates	Dec/2024	Dec/2023
Working capital	0.82% p.m.	<b>12,619</b>	11,425
Working capital	0.21% p.m. + CDI	<b>39,578</b>	85,395
Working capital	0.47% p.m. + TLP	-	316
Working capital (Loan 4131)	0.19% p.m. + CDI	<b>2,353</b>	27,322
PPE financing (CDC)	1.18% p.m.	<b>4,304</b>	9,155
PPE financing (FINEM)	0.50% p.m. + TLP	<b>9,963</b>	17,024
Financing - TR	0.29% p.m. + TR	<b>239,509</b>	153,367
Import financing (foreign currency)	0.40% p.m.	<b>26,384</b>	-
<b>Total</b>		<b>334,710</b>	304,004

On March 15, 2021, the Company issued debentures, not convertible into shares, in the amount of R\$500 million, which will be settled in semi-annual installments, with initial maturity in March 2025 and final maturity in March 2028. These debentures are subject to interest/remuneration equivalent to IPCA + 5.7694%. On December 31, 2024, the balance was R\$618.0 million.

On August 25, 2022, the Company issued debentures, not convertible into shares, in the total amount of R\$300 million, with a maturity period of 5 (five) years, expiring in 2027. These debentures bear interest at CDI +2.0% per year. On December 31, 2024, the balance was R\$311.5 million.

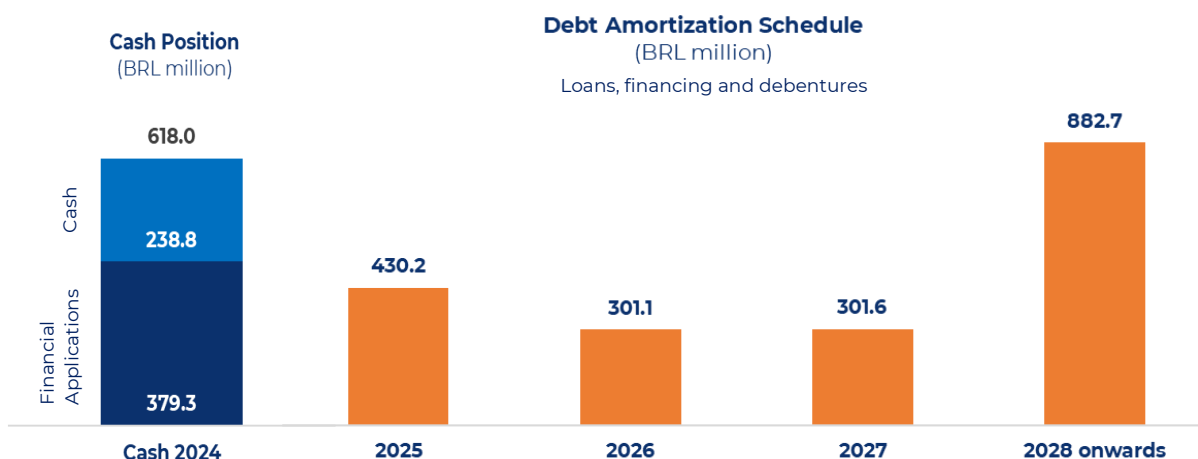
On July 15, 2024, the Company issued non-convertible debentures in the amount of R\$600 million, maturing in July 2030, with interest of CDI + 1.60% per year. On December 31, 2024, the balance was R\$627.4 million.

Considering financing, debentures and leasing in 4Q24, more than 61% of the company's debt matures after 2027.

Also including the debentures, the Company's debt is well balanced between CDI (52%), IPCA (33%), pre-fixed (15%) and TJLP (1%). Foreign currency debt is fully hedged and accounted for at CDI.

The Company has been focusing on finding long-term financing opportunities with pre-fixed rates from development banks. By the end of October 2024, more than R\$200 million in BNDES FUST funds had been approved, with a term of 15 years. Of these, 85% have a cost of TR + 2.5%, while the remainder follows the same conditions as the financing obtained in May (TR + 1.2%). In December 2024, the company contracted more than R\$ 214 million through the same credit line, with an amortization term of 12 years and a cost of TR + 1.2% per year. Throughout 2024, **contracts with development banks at competitive costs totaled more than R\$560 million.**

These loans have not yet been repaid and represent a highly competitive source of funds. We are also evaluating other projects in conjunction with this one, both with the BNDES and with other development banks.





**CAPEX / Free Cash Flow**

Free Cash Flow (In millions)	2021	2022	2023	2024
<b>Cash generated by operating activities</b>	<b>411</b>	<b>359</b>	<b>663</b>	<b>620</b>
% EBITDA	151.6%	82.3%	111.4%	102.5%
<b>Capex</b>	<b>1,044</b>	<b>857</b>	<b>464</b>	<b>995</b>
% Net Revenue	143.3%	87.0%	37.8%	69.7%
<b>Free Cash Flow</b>	<b>(633)</b>	<b>(498)</b>	<b>159</b>	<b>(375)</b>
% Net Revenue	-87%	-51%	13%	-26%
<b>Net Debt</b>	<b>75</b>	<b>744</b>	<b>748</b>	<b>1,360</b>
Net Debt/EBITDA	0.30x	1.70x	1.28x	2.25x

Until the end of 2024, Brisanet had made investments in the amount of R\$994.7 million, considering additions to fixed assets and intangible assets. In addition, there are already disbursed and capitalized amounts that do not yet generate revenue, such as equipment in storage, in the process of being imported and works in progress. The total of these items is R\$581.7 million.

During more intense periods of investment, the Company's free cash flow can be negative. However, the company strives to maintain a healthy ratio between net debt and EBITDA. These periods of negative flow are usually followed by cycles of positive flow, as we observed in 2023.

As discussed in relation to EBITDA, the investment cycle in the mobile segment (4G/5G), although intense, should not result in continuous negative flows, unlike what happened in the fiber segment. It is important to note that the company already has a more consolidated operation in the fiber sector, which supports growth in the mobile segment, as evidenced by the marginal increase in margin in the period.



**LÍDER EM SATISFAÇÃO NO NORDESTE**  
PESQUISA ANATEL 2024

**A Anatel confirmou:**  
Temos os clientes mais satisfeitos do Nordeste.

\*Líder em 6 dos 8 estados pesquisados do Nordeste. Fonte: Pesquisa de Satisfação e Qualidade Percebida na Banda Larga Residencial. Anatel - 2024.

### NOTICE

The individual and consolidated financial of 12/31/2024 reviewed by **Ernst & Young** Auditores Independentes S.S. Ltda., is now available on our website.

### INVESTOR RELATIONS

**Phone:** +55 88 2105-0288

**E-mail:** [falecomri@grupobrisanet.com.br](mailto:falecomri@grupobrisanet.com.br)

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

### EARNINGS CONFERENCE CALL

**Date:** March 25, 2025 – Tuesday

**Time:** 08:00 AM EDT - In Portuguese, with simultaneous translation into English

#### **Brisanet - 4Q24 Earnings Release**

To participate, [click here](#).

### LEGAL NOTICE

*The consolidated financial and operational information disclosed in this document, except where otherwise indicated, is presented in accordance with international accounting standards IFRS (International Financial Reporting Standards) and in Reais (R\$), in accordance with the Brazilian Corporation Law, Law 6,404/76 and the pronouncements, guidelines and interpretations issued by the Accounting Pronouncements Committee ("CPC") and approved by the Securities and Exchange Commission ("CVM").*

*This document may contain predictions about future events. Such forecasts do not constitute acts that occurred in the past and only reflect expectations of the Company's management. The terms "anticipates", "believes", "estimates", "expects", "predicts", "intends", "plans", "projects", "objectives", as well as other similar terms are intended to identify such forecasts which evidently involve risks or uncertainties foreseen or not by the Company. Therefore, the Company's future results of operations may differ from current expectations and the reader should not rely exclusively on the predictions made here. These forecasts express opinions only on the date they are made, and the Company is not obliged to update them in light of new information or future developments.*

#### NON-ACCOUNTING MEASURES

Consistent with market practices, we disclose non-accounting (non-GAAP) measures that are not recognized under IFRS or other accounting standards, including "Net Debt", "EBITDA", "Adjusted EBITDA". The Company's management believes that disclosing these non-accounting measures provide useful information for your investors, market analysts and the general public to compare your operating performance with that of other companies in the same and other industries. However, these non-accounting measures do not have standardized meanings and methodologies and may not be directly comparable with metrics of the same or similar name published by other companies. It is important to highlight that potential investors should not base their investment decision on non-accounting information as a substitute for accounting measures such as profitability or liquidity.

**4Q24 AND 2024 RESULTS**  
**ANNEX I – INCOME STATEMENT**

Consolidated - In BRL '000	4Q24	3Q24	4Q23	2024	2023
<b>Net operating revenue</b>	<b>382,236</b>	<b>364,686</b>	<b>325,070</b>	<b>1,427,794</b>	<b>1,227,870</b>
Cost of services	(215,752)	(213,082)	(178,534)	(826,706)	(654,400)
<b>Gross profit</b>	<b>166,484</b>	<b>151,604</b>	<b>146,536</b>	<b>601,088</b>	<b>573,470</b>
<b>Operating expenses</b>					
Administrative expenses	(48,427)	(49,028)	(30,233)	(188,012)	(113,482)
Selling expenses	(62,834)	(57,598)	(51,626)	(229,190)	(176,872)
Other operating revenue (exps), net	(1,349)	(396)	1,748	9,012	(25,981)
<b>Earnings before financ. results and txs</b>	<b>53,874</b>	<b>44,582</b>	<b>66,425</b>	<b>192,898</b>	<b>257,135</b>
Financial revenues	29,285	33,988	27,456	113,671	107,248
Financial expenses	(74,318)	(57,078)	(44,894)	(227,614)	(185,105)
<b>Net financial result</b>	<b>(45,033)</b>	<b>(23,090)</b>	<b>(17,438)</b>	<b>(113,943)</b>	<b>(77,857)</b>
<b>Income (Loss) before income tax and social contrib.</b>	<b>8,841</b>	<b>21,492</b>	<b>48,987</b>	<b>78,955</b>	<b>179,278</b>
Income tax and social contribution	(4,390)	(4,039)	16,465	(18,161)	(7,090)
<b>Income (Loss) for the period</b>	<b>4,451</b>	<b>17,453</b>	<b>65,452</b>	<b>60,794</b>	<b>172,188</b>



**4Q24 AND 2024 RESULTS**  
**ANNEX II – BALANCE SHEET**

Consolidated - In BRL R\$ '000	12/31/2024	12/31/2023
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	238,791	323,210
Short-term investments	379,255	180,867
Trade accounts receivables	183,215	163,105
Inventories	10,928	8,794
Taxes recoverable	42,328	35,039
Derivative operations	283	133
Prepaid expenses	14,099	1,964
Other assets	8,113	7,796
<b>TOTAL CURRENT ASSETS</b>	<b>877,012</b>	<b>720,908</b>
<b>NON-CURRENT ASSETS</b>		
Accounts receivable	5,756	204
Taxes recoverable	45,221	44,287
Court-related deposits	7,357	7,623
Derivative operations	3,194	1,476
Prepaid expenses	11,712	4,326
Deferred income and social contribution taxes	10,732	8,369
Other assets	-	38
Rights-of-use	90,654	43,839
Property, plant and equipment	2,685,004	2,090,472
Intangible assets	289,443	273,729
<b>TOTAL NON-CURRENT ASSETS</b>	<b>3,149,073</b>	<b>2,474,363</b>
<b>TOTAL ASSETS</b>	<b>4,026,085</b>	<b>3,195,271</b>
<b>LIABILITIES AND EQUITY</b>		
<b>CURRENT LIABILITIES</b>		
Suppliers	180,525	98,834
Loans and financing	94,501	95,605
Debentures	329,187	19,414
Lease obligations	31,973	14,611
Labor and social obligations	74,970	62,089
Taxes to be collected	36,395	22,548
Tax installments	3,792	4,457
Deferred taxes	-	-
Derivatives Operations	-	5,542
Proposed Dividends	15,300	4,710
Other bills to pay	15,884	10,316
<b>TOTAL CURRENT LIABILITIES</b>	<b>782,527</b>	<b>338,126</b>
<b>NON-CURRENT</b>		
Loan and financing	240,209	208,399
Debentures	1,227,691	878,290
Lease obligations	57,882	31,932
Tax installments	12,638	16,512
Provision for contingency	11,931	11,543
Other bills to pay	172,482	170,841
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>1,722,833</b>	<b>1,317,517</b>
<b>EQUITY</b>		
Capital	1,372,036	1,343,246
Income reserve	145,139	192,836
Treasury shares	-	-
	<b>1,517,175</b>	<b>1,536,082</b>
Non-controlling interest	3,550	3,546
<b>TOTAL EQUITY</b>	<b>1,520,725</b>	<b>1,539,628</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>4,026,085</b>	<b>3,195,271</b>

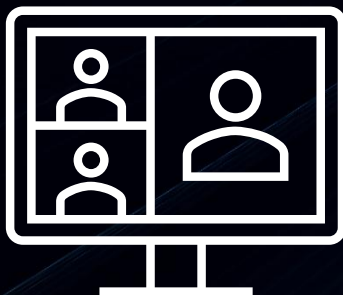


## 4Q24 AND 2024 RESULTS ANNEX III – CASH FLOW

Consolidated - In BRL '000	2024	2023
<b>Cash flow from operating activities</b>		
<b>Net income (loss) for the period</b>	<b>60,794</b>	<b>172,188</b>
<b>Adjustments to reconcile income (loss) for the period:</b>		
Depreciation and amortization	411,994	326,190
Residual value upon write-off of PPE and intangible assets	4,782	12,812
Provision for loss on fixed assets	9,242	-
Provision for estimated doubtful accounts	73,735	66,455
Provision (reversal) for contingencies	1,113	9,799
Derivative operations	(7,410)	(111)
Interest on leases	10,992	5,703
Interest on debentures	123,147	79,510
Interest on promissory note	-	1,562
Interest on loans and financing	23,171	31,719
Appropriation of funding costs	4,822	4,760
Short-term investment income	(67,768)	(10,124)
Deferred income and social contribution taxes	(175)	(14,080)
<b>(Increase) decrease in assets</b>		
Trade accounts receivable	(99,399)	(67,485)
Inventories	(2,134)	(3,345)
Taxes recoverable	(7,974)	19,059
Prepaid expenses	(17,275)	(2,283)
Court-related deposits	266	(2,160)
Other assets	(278)	(11,069)
<b>Increase (decrease) in liabilities</b>		
Suppliers	80,593	29,694
Labor and social obligations	21,512	7,043
Taxes payable	13,026	14,443
Taxes paid in installments	(4,539)	15,969
Provision for contingencies	(725)	(1,494)
Other accounts payable	(11,581)	(21,833)
<b>Cash from (used in) operating activities</b>	<b>619,931</b>	<b>662,922</b>
Interest paid on loans and financing, debentures and leases	(100,186)	(120,548)
Income tax and social security contributions paid	(4,529)	(10,751)
<b>Net cash from (used in) operating activities</b>	<b>515,216</b>	<b>531,623</b>
<b>Cash flows from investing activities</b>		
Short-term investments	(198,707)	196,048
Additions to Property, plant and equipment	(930,997)	(398,209)
Additions to intangible assets	(63,667)	(65,899)
Revenue on short-term investments	68,084	24,749
Revenue on sale of fixed and intangible assets	26,670	16,802
Incorporation	-	66
<b>Net cash from (used in) investing activities</b>	<b>(1,098,617)</b>	<b>(226,443)</b>
<b>Cash flows from financing activities</b>		
Loans and financing raised	123,641	96,616
Amortization of principal of loans and financing	(97,641)	(152,009)
Lease payments	(62,507)	(49,324)
Raising debentures, net of funding costs	600,000	-
Promissory note raised	-	(64,000)
Acquisition of non-controlling interests	-	4,949
Capital reduction	(4)	-
Dividend/Profits distributed	(64,532)	(19,605)
Incorporation	25	-
<b>Net cash from (used in) financing activities</b>	<b>498,982</b>	<b>(183,373)</b>
<b>Increase (Decrease) in cash and cash equivalents</b>	<b>(84,419)</b>	<b>121,807</b>
Cash and cash equivalents at the beginning of the period	323,210	201,403
Cash and cash equivalents at the end of the period	238,791	323,210
<b>Increase (decrease) in cash and cash equivalents</b>	<b>(84,419)</b>	<b>121,807</b>

# brisanet | 5G

## EARNINGS CONFERENCE CALL



**March 25, 2025**

**8 AM (EDT - NY Time) | 9 AM (BRT)**

In Portuguese, with simultaneous translation into English  
To participate [click here](https://ri.brisanet.com.br/en).

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