

BRIT
B3 LISTED NM

Corporate Presentation

April 2022



GRUPO
brisanet

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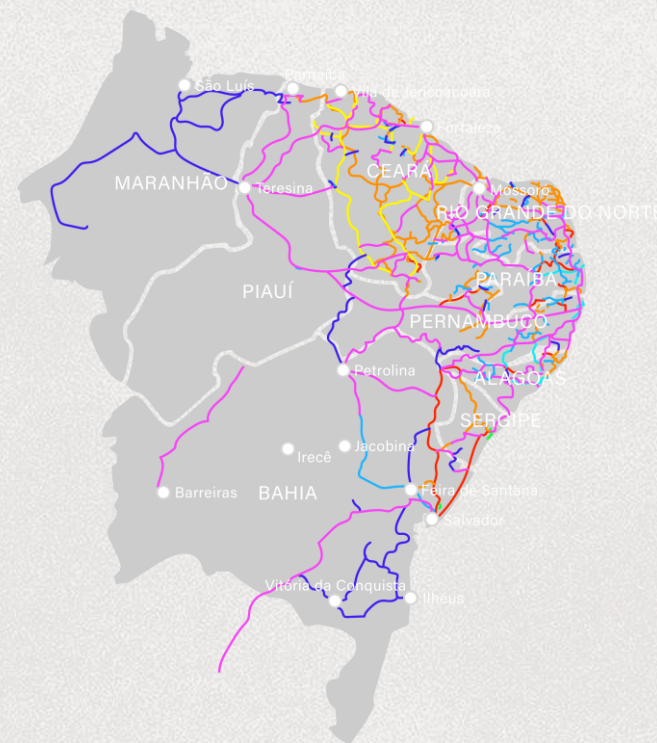
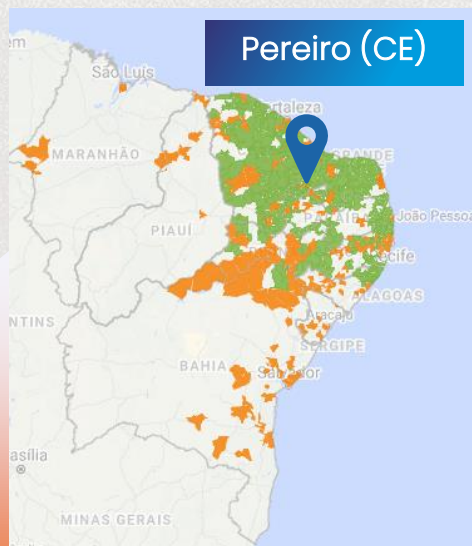


1. Brisanet

Pioneering, Unique Local Presence, Leadership and 100% Organic Growth

BRIT
B3 LISTED NM

Market leader in Northeastern Brazil, with a complete portfolio of services: fiber broadband (FTTH), mobile, fixed line, TV and music



Brisanet

131 Cities Covered¹



AGILITY

Approx. 200 Cities Covered
98 Franchisees



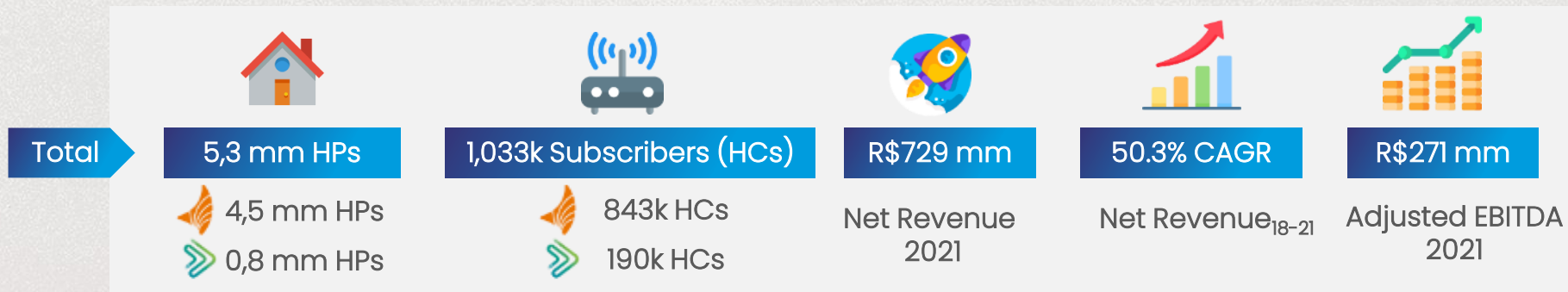
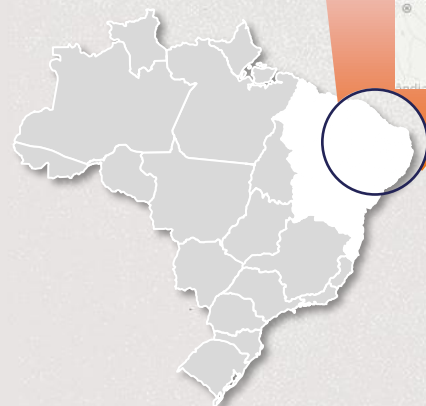
+20k km of backbone



+190 Own Data Centers



~45k km of FTTH Cables



Growth, Control, Infra Network Robustness & Recognition

BRIT
B3 LISTED NM



Years when Brisagnet was awarded

#1 Anatel Ranking (Client Satisfaction)

In a given region



1998

2005

2011

2015

2018

2019

2020

2021+

Founding

Pereiro (Ceará)

Growth

45 Cities
50 employees
3.500 clients

Pau dos Ferros (RN), first City with 100% FTTH coverage

Infrastructure

SAP Business One
First year with independent auditing

Internal Controls

First year with Big4 auditing

EY
Presence in 4 States: CE, RN, PB, PE

Servicing of João Pessoa and Natal

Anatel Satisfaction Leader

Servicing of Fortaleza (CE capital) and Maceió (AL capital)

Brisagnet Taps the Capital Markets

Right of Use 5G Frequencies – NE and CO

2019 CE/RN/PB

2018 CE/RN



Launching of Agility

2017 CE

Evolution of HCs (Thousands)

CAGR₁₁₋₂₀₂₁: 100%



Unparalleled Regional Presence in the Northeast of Brazil

Expansion plan in full execution, quickly becoming the leader in the markets where it operates showing constant market share growth over the years

Present in
131
municipalities³

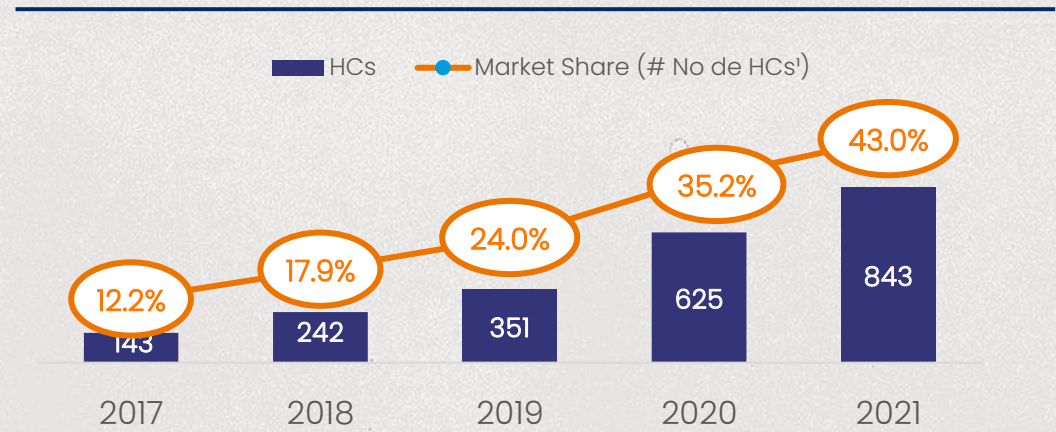
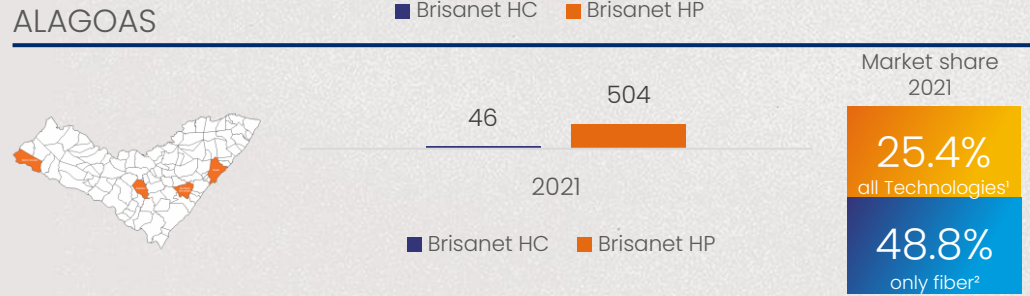
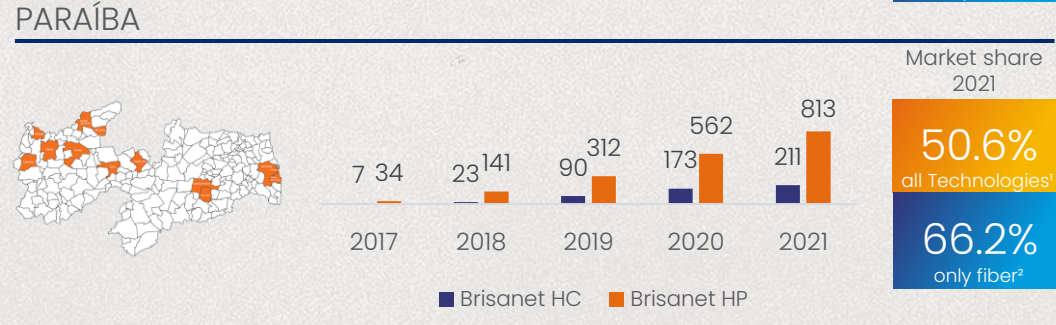
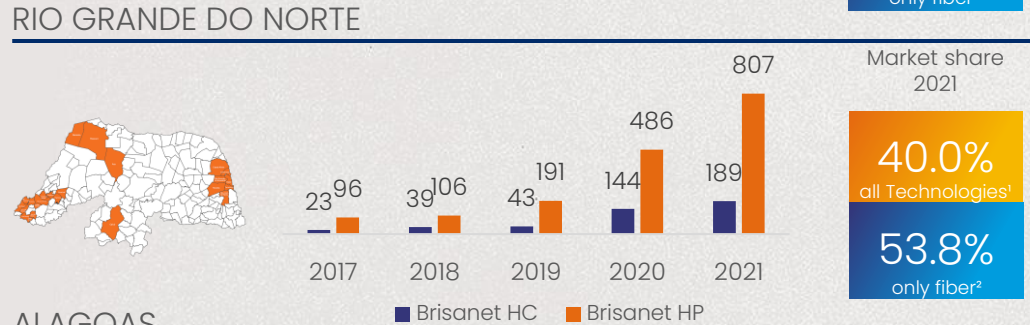
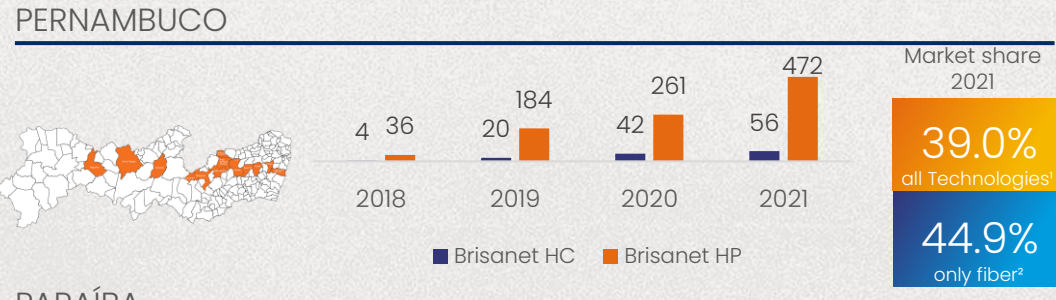
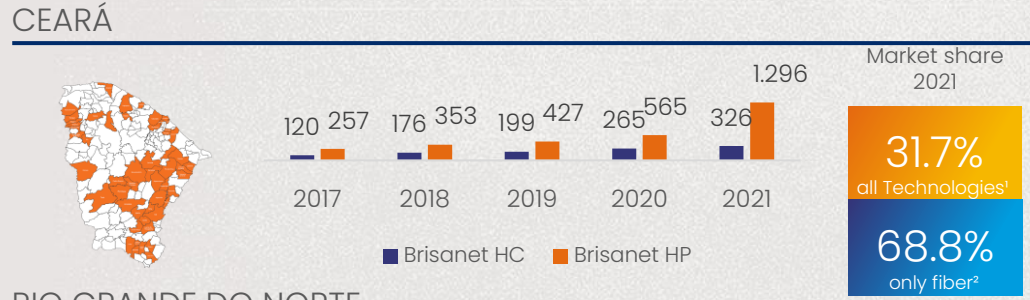
CAGR₁₇₋₂₁: 55.7%

CAGR_{Market² 17-21}: 9.4%

54.8%

Market Share 2021
(of total subscribers with
optic fiber technology³)

Notes: (2) In Brazil (3) Considers only fiber and cities where Brisnet is present, except Fortaleza, in the five states where it operates with operations over six months - CE, PE, RN, PB, AL



Notes: (1) Considers all fixed internet technologies, only cities where Brisnet is present, except Fortaleza, in the five states where it operates with operations over six months - CE, PE, RN, PB, AL

+ Conversion of competitors' subscribers
= Increase of subscriber density in the regions of operation
1 Undisputed leadership in the States where it operates

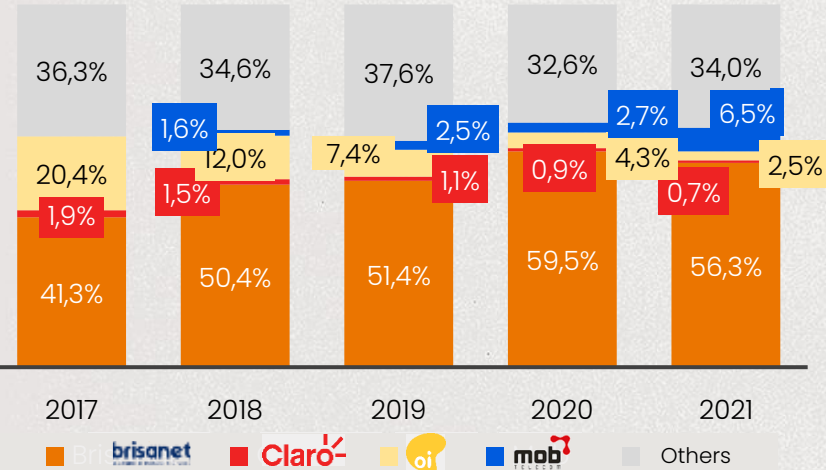
Source: ANATEL and Brisnet. Note: Data updated based on Dec/21. Notes: (1) Considers all fixed internet technologies, only cities where Brisnet is present in the five states where it operates with operations over six months - CE, PE, RN, PB, AL; (2) Considers only fiber and cities where Brisnet is present, except Fortaleza, in the five states where it operates with operations over six months - CE, PE, RN, PB, AL; (3) Database referring to Feb/22.

Dominant Presence in the Markets Where it Operates



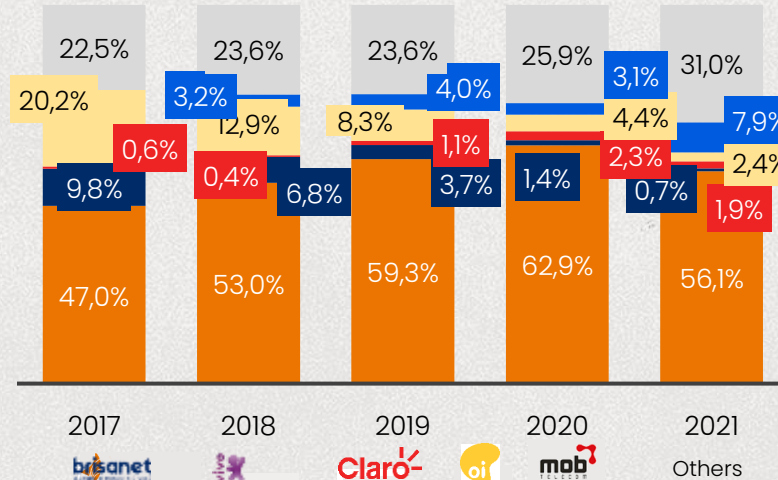
Small-Sized Cities

<100k inhabitants



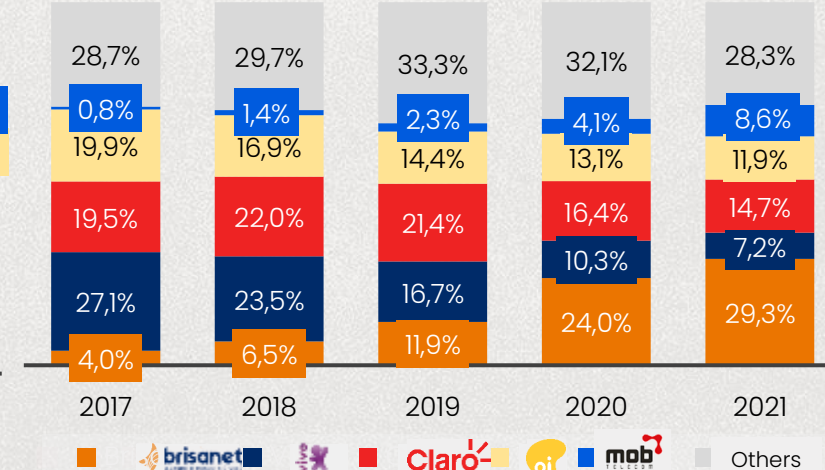
Medium-Sized Cities

<100k inhabitants

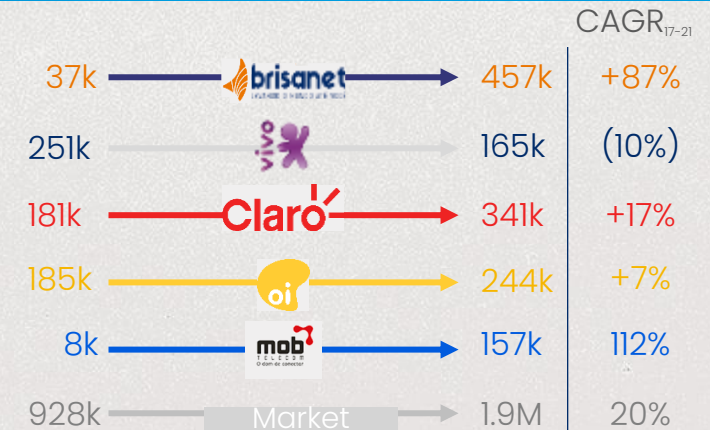
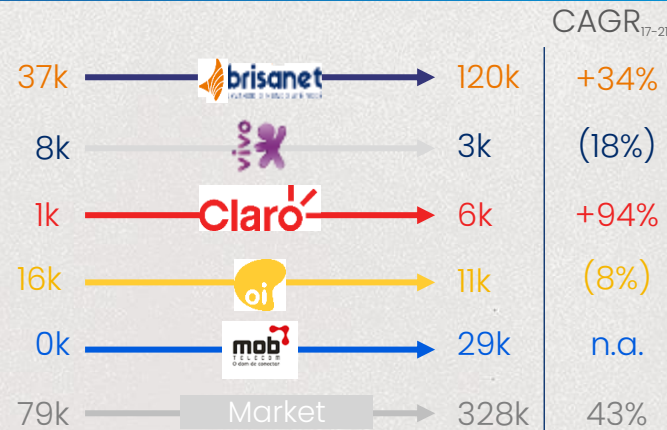
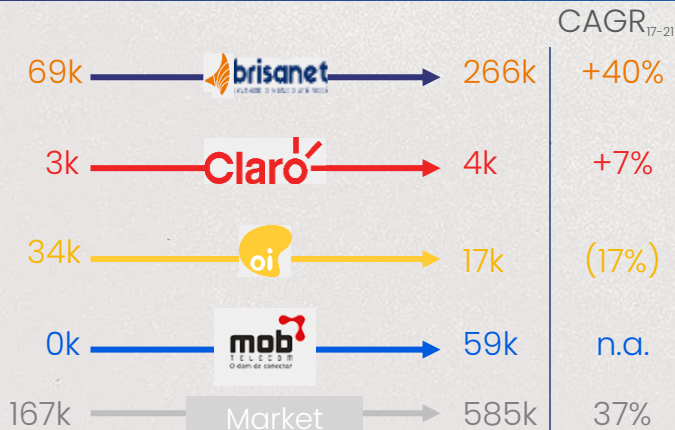


Major Cities

>250k inhabitants



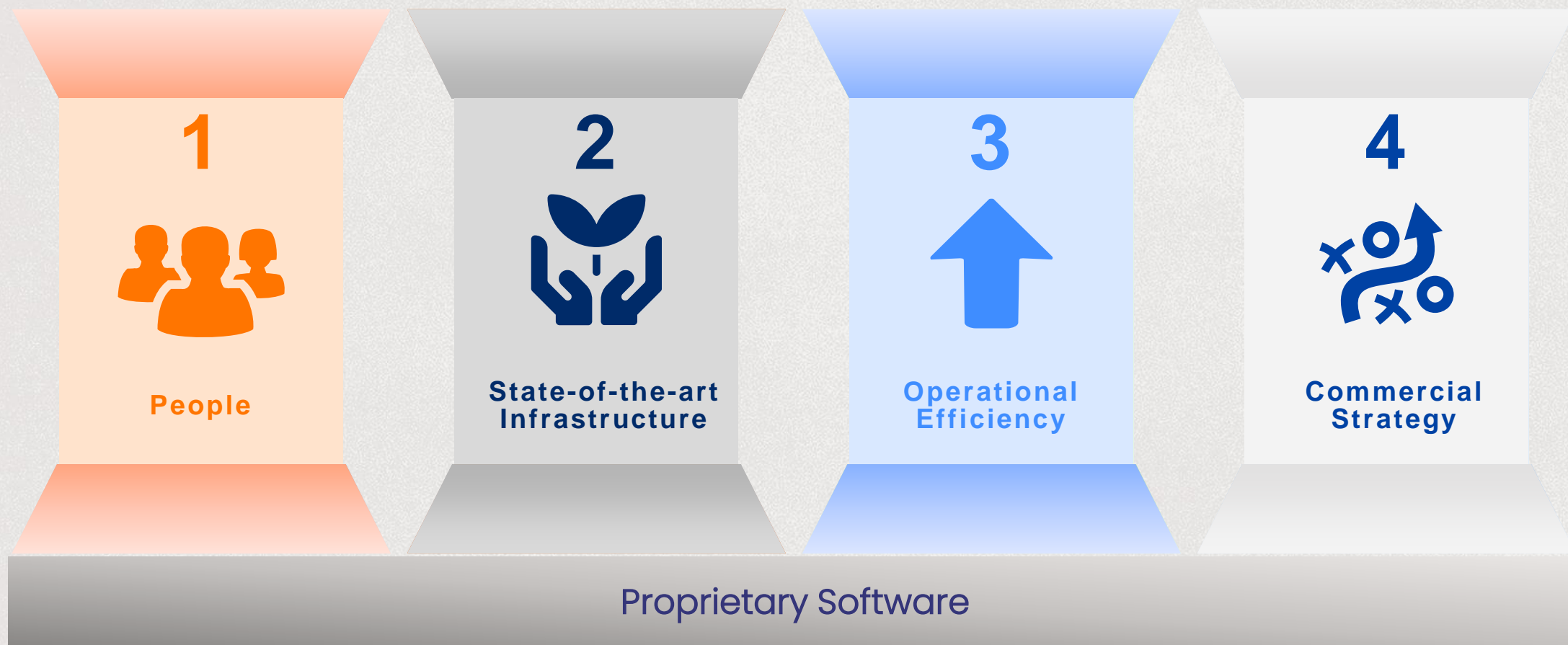
Change in the Size of the Subscriber's Base





2. How Did We Get Here?

• Our Strategic Pillars



Consistent Financial
Results



Corporate Governance, Professional Management and Strong Engagement Indicators



João Paulo Estevam*
COO and CTO

18 years at Brisabet



Jordão Estevam
CCO

16 years at Brisabet



Marcela Abelenda
HR Officer

+14 years of experience



Pedro Frej
Business Director at Agility Telecom

+10 years of experience



Roberto Nogueira*
CEO and Founder
23 years at Brisabet



Luciana Ferreira
IR Officer

25 years of experience



Romário Fernandes*
Officer

15 years at Brisabet



João Paulo Araújo*
Accounting Manager

9 years at Brisabet



Igor Barbosa*
Infrastructure Manager

13 years at Brisabet

* Board Members



Results driven



8.300 Employees



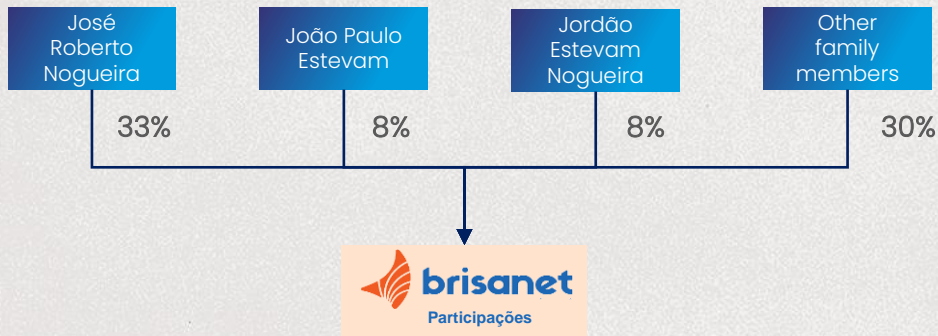
Low turnover (8.5%²)



29% of employees with +5 years at Brisabet and 12% of them with +10 years²



Simplified Shareholding Structure



Main Committees – Management and Planning

- Audit Committee** (Geraldo Luciano, Eliardo Vieira and Eduardo Rota)
- Human Resources Committee** (Marcela Abelenda, Pedro Sales Estevam and Moacy Freitas)



Geraldo Luciano¹

Eduardo Rota¹

Eliardo Vieira¹

Moacy Freitas¹



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- ✓ Brisanet is engaged in **social initiatives** by bringing internet to **remote locations** and poor communities, helping to **develop local economies**
- ✓ Promoter of the process of **digital inclusion**, through broadband, in **Northeastern Brazil**
- ✓ Brisanet headquarters is located on the **semi-arid region** of Northeastern Brazil
- ✓ Brisanet has, for the last 22 years, **creating jobs and training labor** to provide high-tech services in remote areas

Board of Directors

João Paulo Estevam - *Chairman*

José Roberto Nogueira

Romário Fernandes

Geraldo Luciano
Independent Member

João Paulo Araújo

Moacy Freitas
Independent Member

Igor Barbosa



Connected to the teleportal in Fortaleza, one of the largest in the world, Brisanet's infrastructure is the most extensive in the Northeast.

Brisanet Optic Fiber Map



Legenda:

- Brisanet's Backbone
- SWAP
- Projected Backbone
- Backbone under construction
- CDC
- Transport
- Metropolitan Network



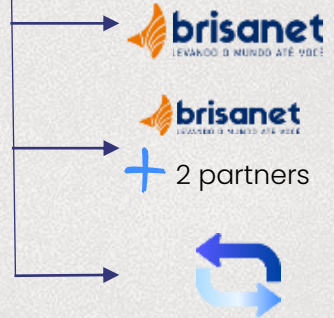
131 cities with FTTH networks



~45 mil km of optic fiber cables in FTTH network



+20 mil km of backbone infrastructure



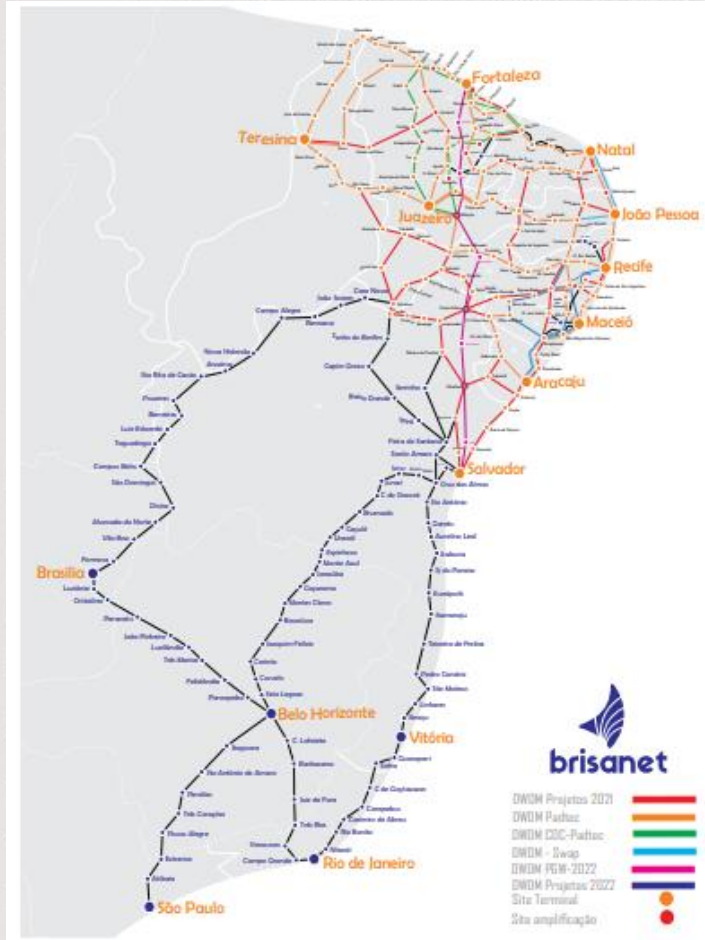
6 mil km of backbone infrastructure – own cable

2,4 mil km of backbone - Ceará's Digital Belt (CDB)






+12 mil km of SWAP backbone infrastructure

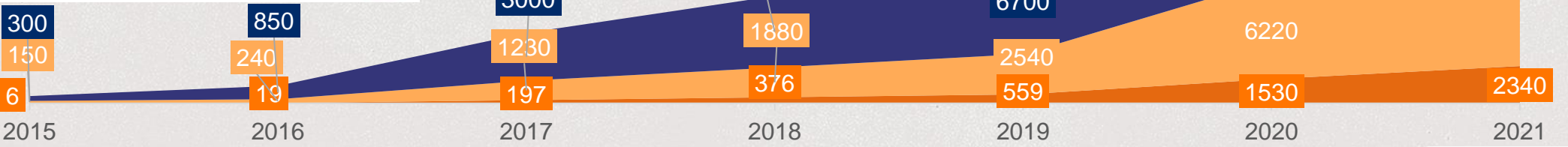


Backbone Evolution (DWDM) Ensuring Capacity for Future Growth



-  **100% integrated network** and up to 5 routes of redundancy guarantee the **best customer experience**
-  **Capacity to support 3.5x the current customer base**
-  **Consolidated Network** prepared to **ensure expansion** through the Northeast **with top quality services**

-  First optic ring (CDB)
-  New rings
-  Transport network
-  New rings activated in 2021
-  New rings to be activated (until the end of 2022)



100+ channels



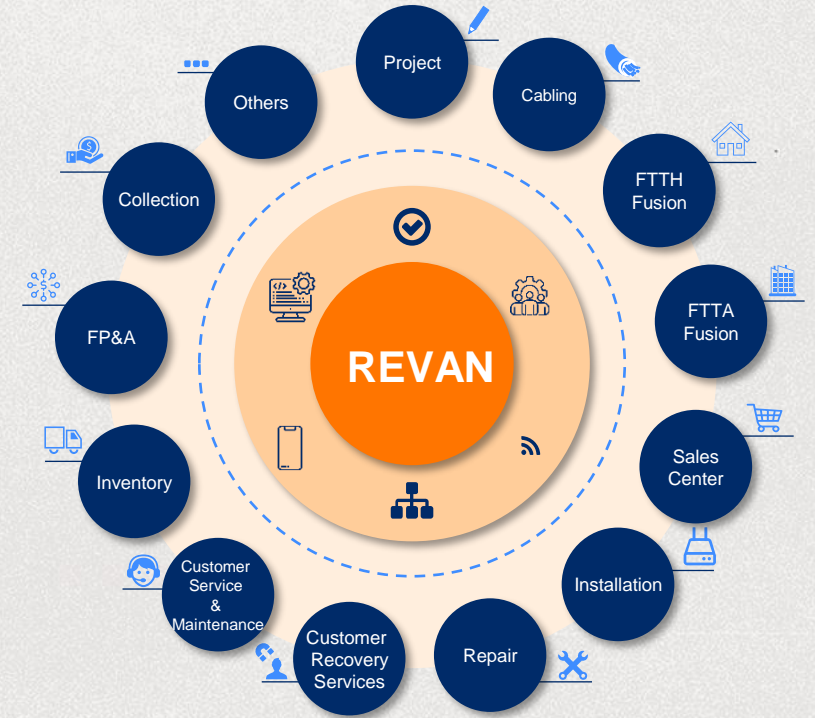
Internal Control Dashboard



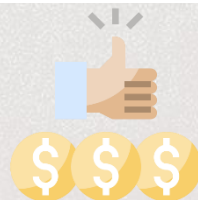
Fully integrated systems, both internally and with third parties



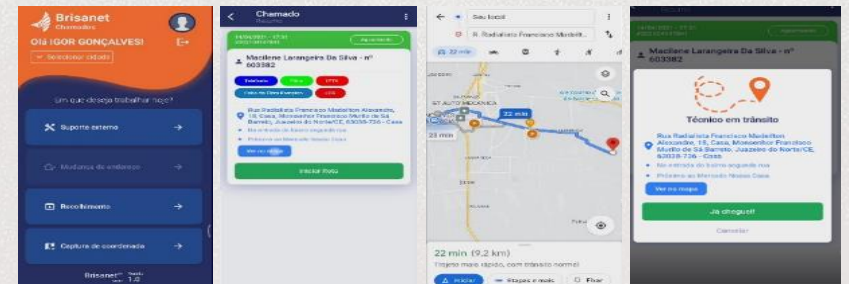
Ecosystema Brisanet



Control and administration in the palm of managers' hands

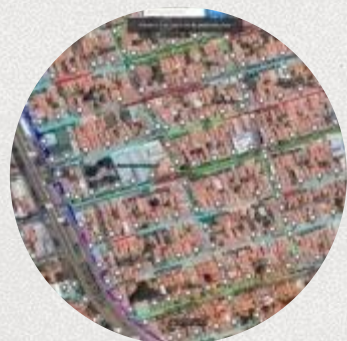


Designed so employees learn to sell and serve customers, not only operate the system

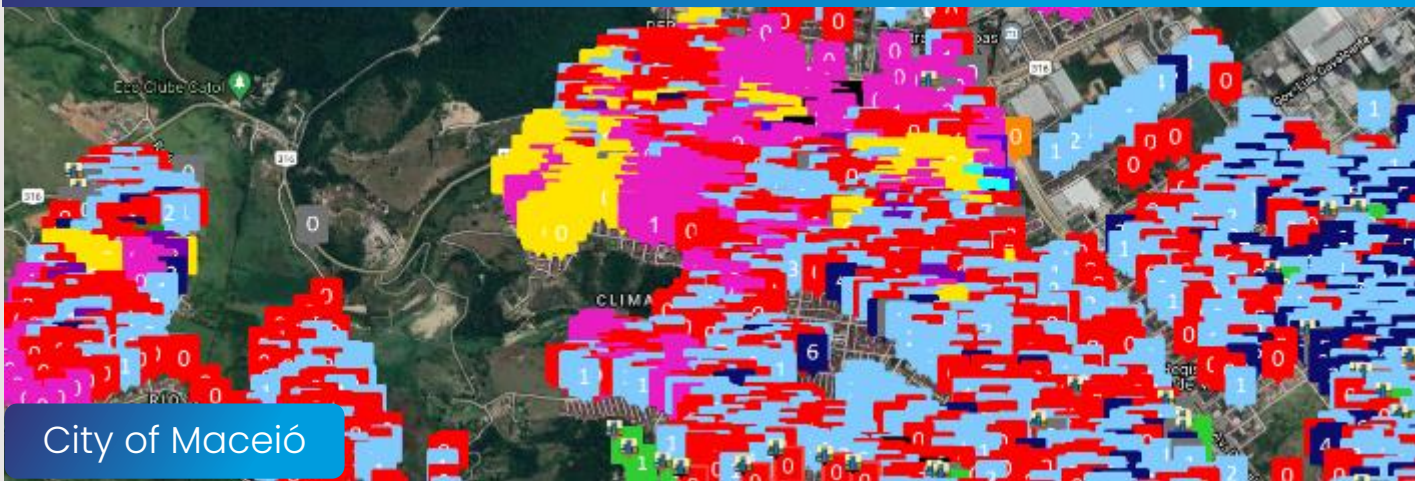




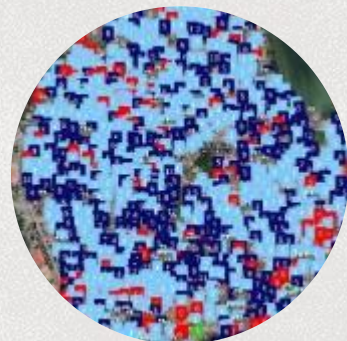
Fast Implementation of Fiber Infrastructure Monitored in Real-Time by Brisanet's Proprietary Ecosystem



Unique and Detailed Internal Monitoring System



City of Maceió

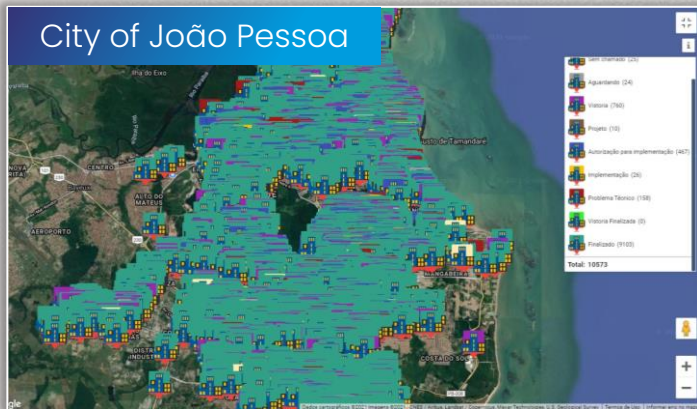


- Legend:
- Projected
 - Projected Splitter 1:8
 - Projected Splitter 1:8/1:8
 - Awaiting Installation
 - Installation
 - To/on Audit
 - Audited
 - Approved
 - Active > 30%
 - Active <= 30%
 - Active without client

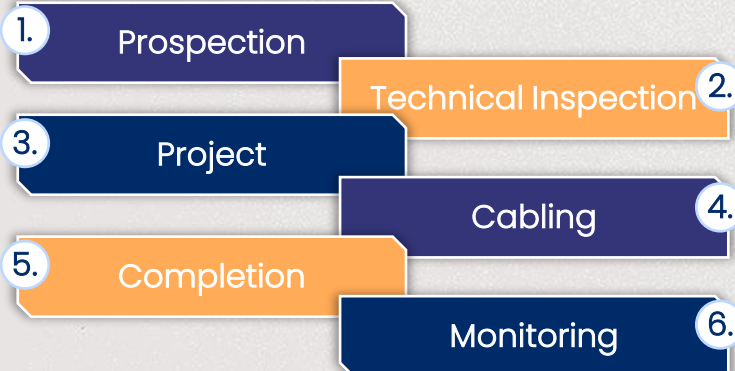


Infrastructure Implementation in Condominiums

- Mapping Through the Internal System:



- Structured and Controlled Process at the Individual Level:



Installation Process Focused on Efficiency and Quality

- Detailed measurement of indicators and performance **gamification** ensure better management and collective performance



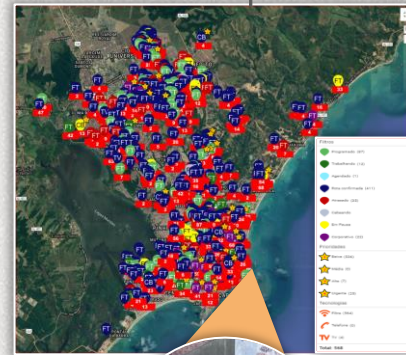
94.2%
On time visits!



6.1
Houses installed per team!



273
Internet installations!



Standardized Installation Step-by-Step Script Ensures Customer Satisfaction

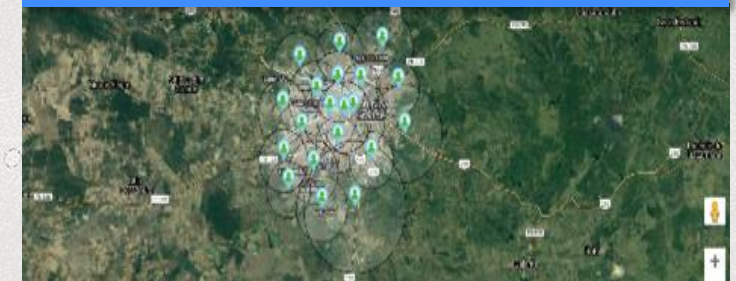


Fast and Accurate Customer Service

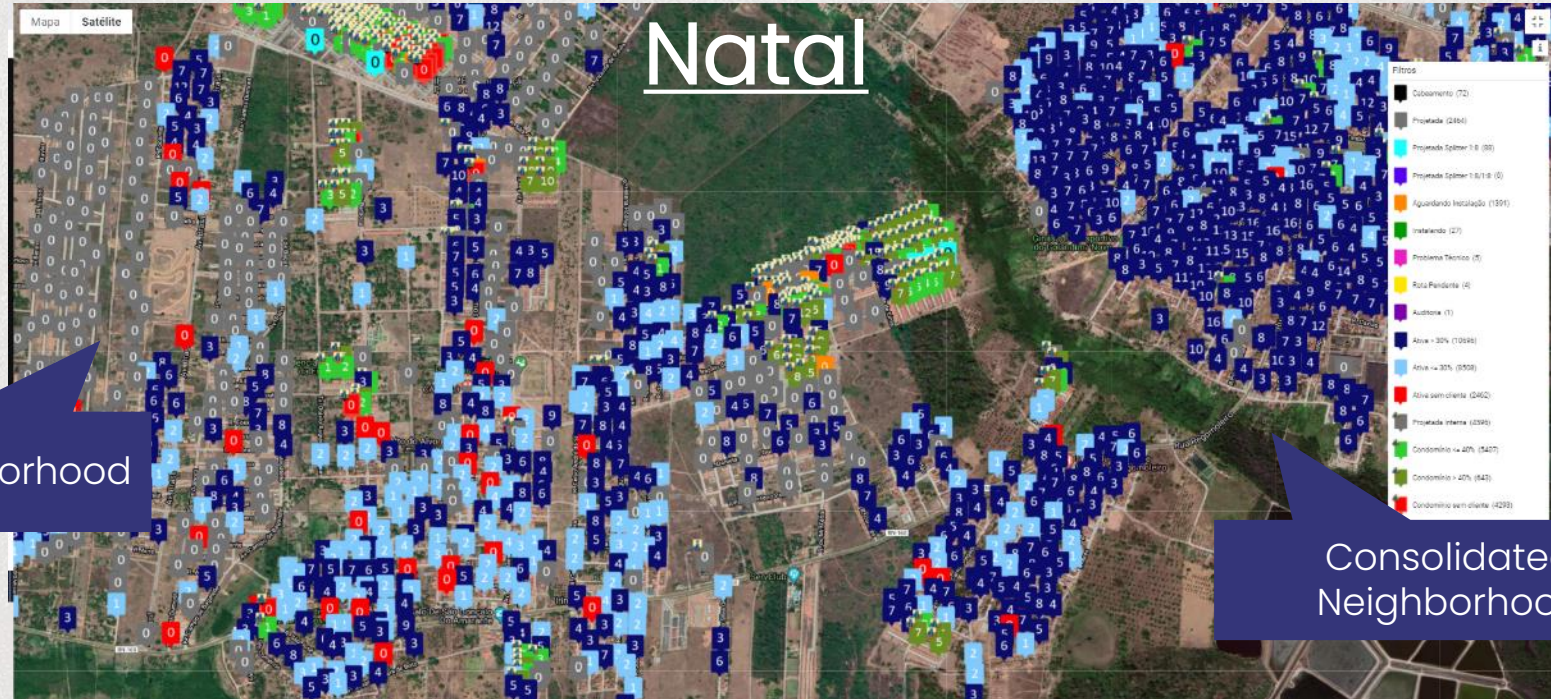
- Optimization of costs and time, with motorcycle and car teams
- Performance monitoring and control through our proprietary platform



Team's Action Radius

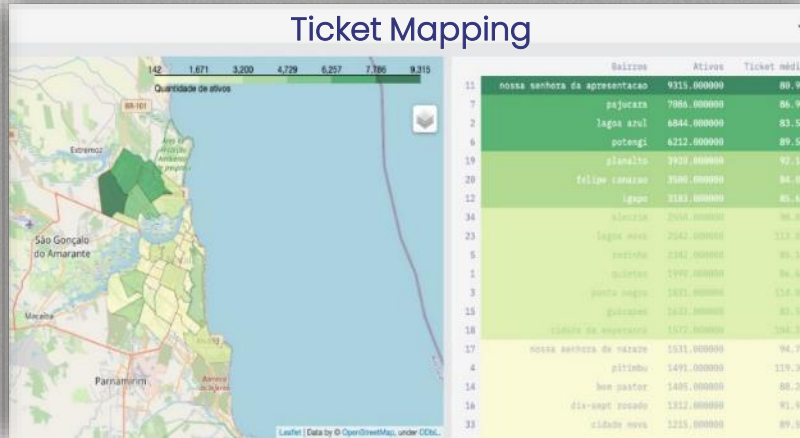
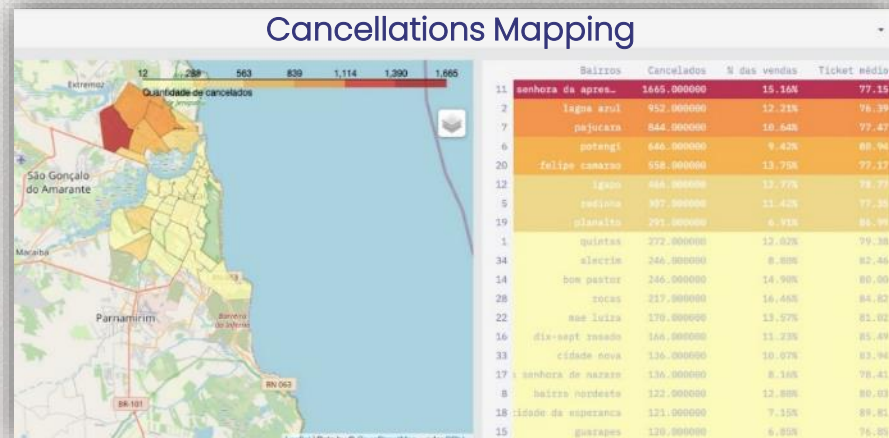
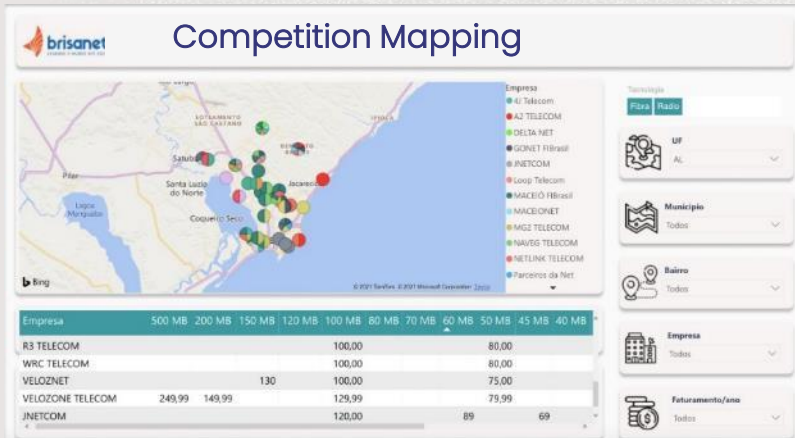


- Reduced time to service
- Automatic team routing, connected to Brisanel's proprietary platform



Growing Neighborhood

Consolidated Neighborhood



B2C

brisanet tv fixo móvel brisamusic

Monte seu combo do seu jeito!

BrisaFibra

50 Migo	100 Migo	200 Migo	10 Giga
R\$ 79,00	R\$ 85,00	R\$ 90,00	R\$ 409,00

BrisaMóvel

BrisaFixo

50 Migo	100 Migo	200 Migo	10 Giga
R\$ 79,00	R\$ 85,00	R\$ 90,00	R\$ 409,00

BrisaTV

50 Migo	100 Migo	200 Migo	10 Giga
R\$ 79,00	R\$ 85,00	R\$ 90,00	R\$ 409,00

BrisaMusic

B2B

Corporate Solutions

- INTERNAL NETWORK
- EXCLUSIVE PUBLIC IP
- IP LINK FULL DUPLEX
- TRAFFIC IP
- L2VPN MPLS
- HOTSPOT
- ANTI-DDOS
- LAN TO LAN
- L3VPN MPLS
- HIGH PERFORMANCE
- WI-FI

Voice

- BRISAFIXO
- 0800
- VIRTUAL PABX
- VIP PLANS
- BRISAMÓVEL

Monitoring

- VIDEOMONITORING
- URBAN VIDEO SURVEILLANCE WITH INTELLIGENCE

New Products

B2C

- BRISACONECTA
- SMART HOME
- NOVO PLAY
- TELEMEDICINE
- DISTANCE LEARNING
- PROTECTED FAMILY

B2B

- Cloud
- SD-Wan
- Siga
- Brisaconecta

Brisacliente

Complete Support Ecosystem



Digital Onboarding



Change Wi-Fi password



Different payment methods



Support (call and chat)



Brisamóvel



Brisaplay

Initiatives being implemented



Upsell / Cross-sell Sales



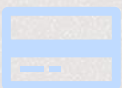
Speed Test



Protected Family



Repair Journey

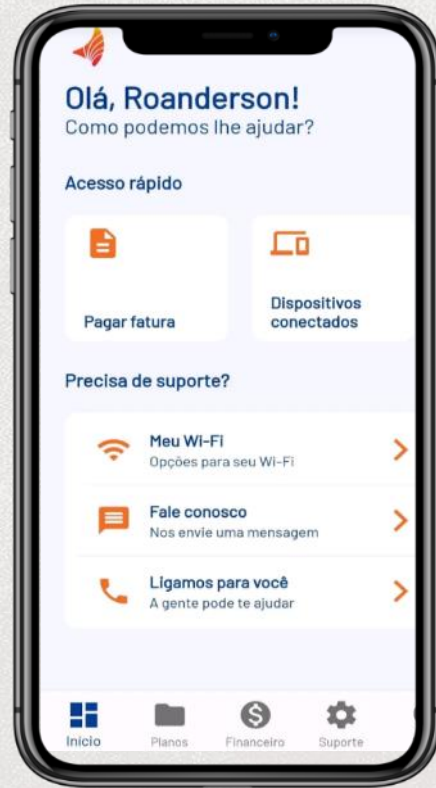


Direct Debit



Services Contracting

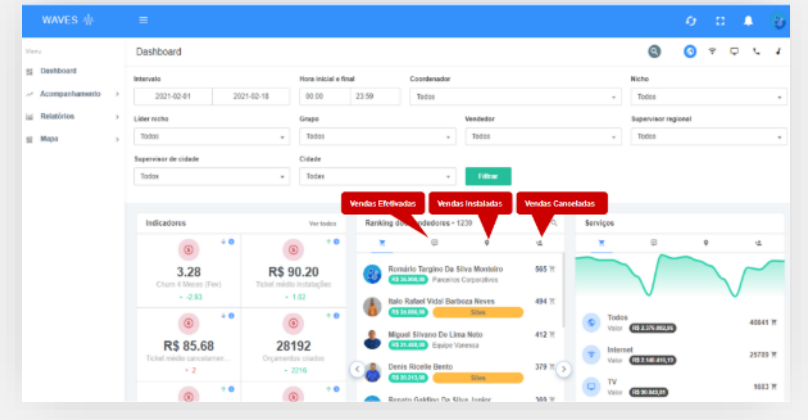
775k clients as of Dec-21
(87.5% of total client base)



Other Proprietary Systems



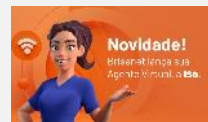
Commercial Management System



Service Management System

+15%
increase in attendant productivity

Quality Index: 87%
in Jan/20 vs.
96% in Jan/22

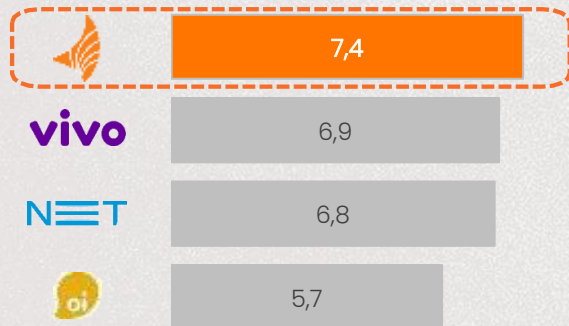


- Multi-channel service on a **single** and **internally developed platform**
- Customer service process **automation**, with **chatbots** and **predetermined flows**
- **Real-time** monitoring, with notifications and inefficiencies reduction
- **ISA and MAYA** - virtual attendants (**accessibility**)

ANATEL's Satisfaction Leader

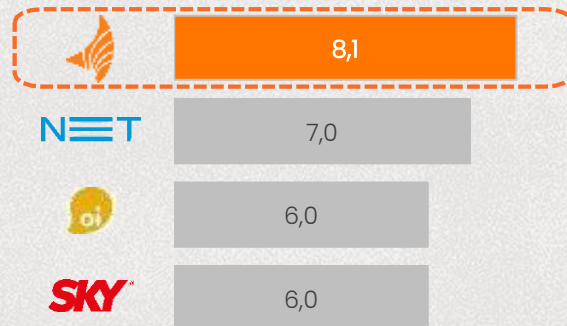
Overall Satisfaction: **CE**

4th consecutive year



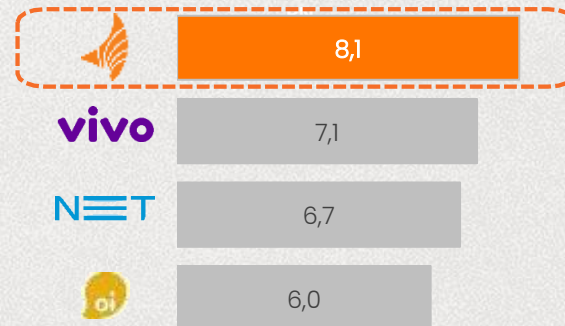
Overall Satisfaction **RN**

3rd consecutive year



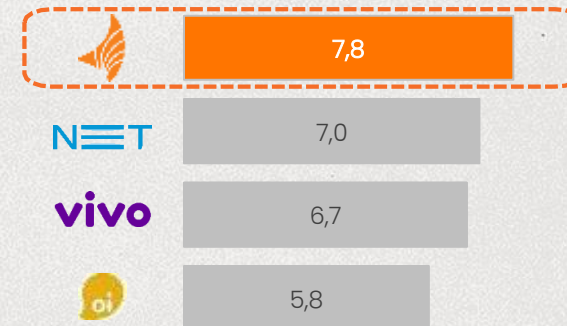
Overall Satisfaction **PB**

2nd consecutive year

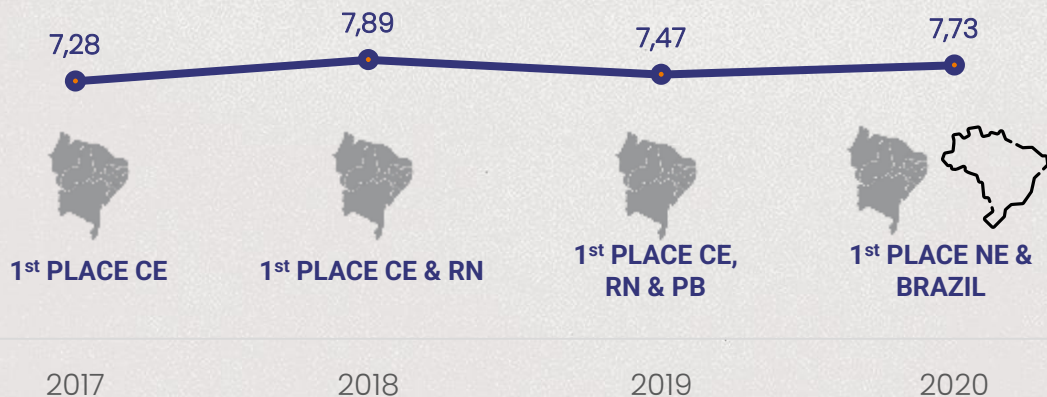


Overall Satisfaction **PE**

Recent operation



Evolution | Brisanet Score – Survey



Scores










	brisanet LEVANDO O MUNDO ATE VOCE	CABO TELECOM	Claro	vivo	oi
Score	8,0 / 10 ⁽¹⁾	6,2 / 10 ⁽¹⁾	2,3 / 10 ⁽²⁾	2,1 / 10 ⁽²⁾	2,3 / 10 ⁽²⁾
Would do business again	66.2%	48.6%	--%	--%	--%
Solution Ratio	85.3%	57.1%	--%	--%	--%
Consumer's score	6,9	5,0	--	--	--



3. Expansion Model and Growth Strategy

Brisanet Has Mastered the Art of Organic Expansion

Goals for Mature City (4 years)

	HPs	100
	Ports	65
	HCS	35
	Take Up Rate	55% over Ports ¹ 35% over HPs ²
	Capex per Port	R\$ 210
	Capex per HC	R\$ 500 ³
	Total Estimated Capex per Client	R\$ 920 ⁴

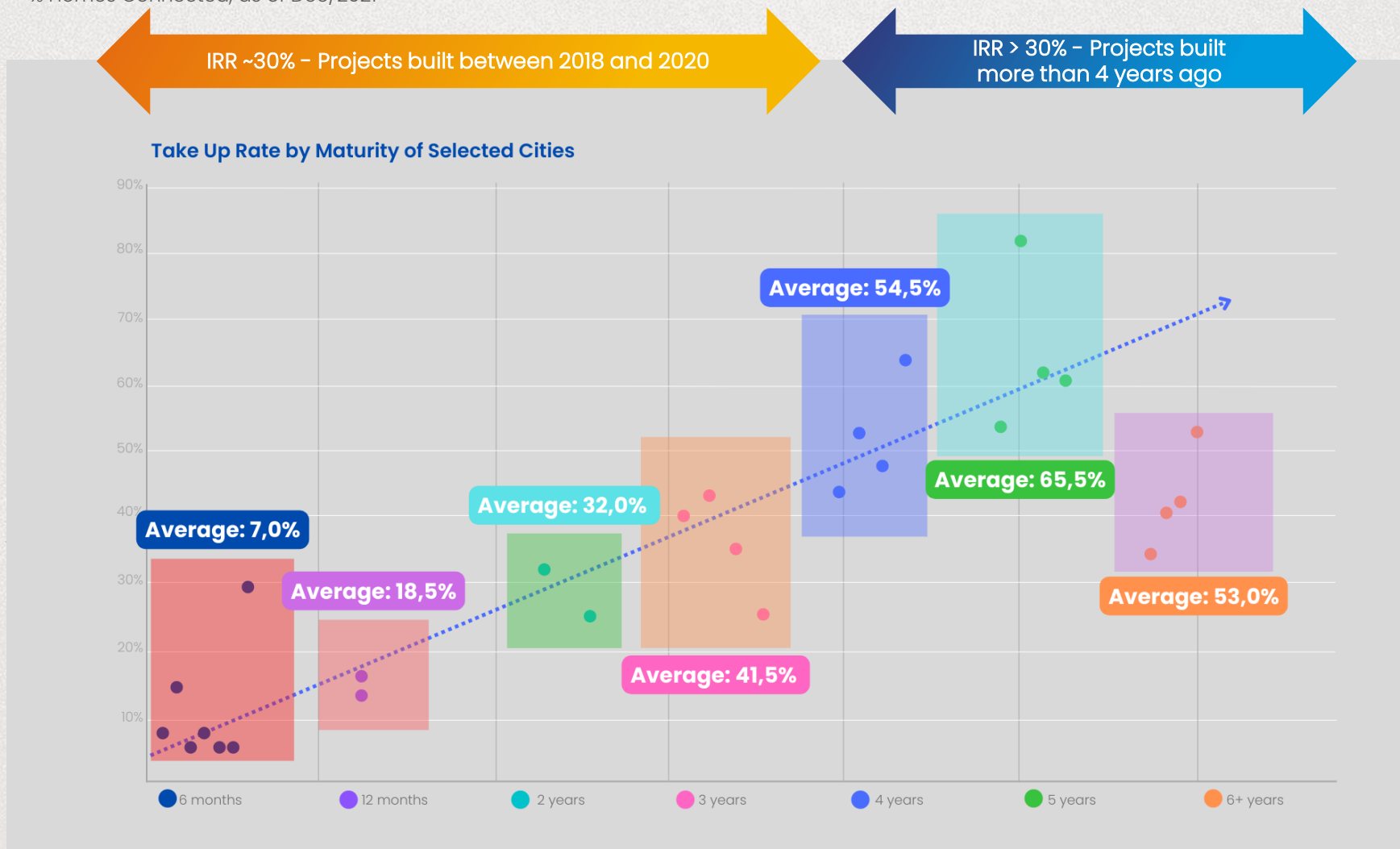
Higher density (ports/HP) generates lower cost per HC

Optimization of density levels aiming profitability and customer expansion without the need for additional infrastructure Capex

Organic expansion strategy developed over years of experience

Take Up Rate by Maturity of Selected Cities

% Homes Connected, as of Dec/2021





Growth Strategy



Organic Growth

- ✓ Expansion in 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 Franchises/Partnerships

- ✓ 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
- ✓ Up-sell / Cross-sell in the current customer base
- ✓ B2B Market
- ✓ Others

There is no future without 5G

Authorization to Use Radio Frequency 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
Immediate Use
– Pilot still in 2022



80 MHz on the 3.5 GHz frequency in the MidWest region



Grant + goodwill – R\$168.3 million, divided into 20 annual installments



Investment commitments – from 2026 to 2030

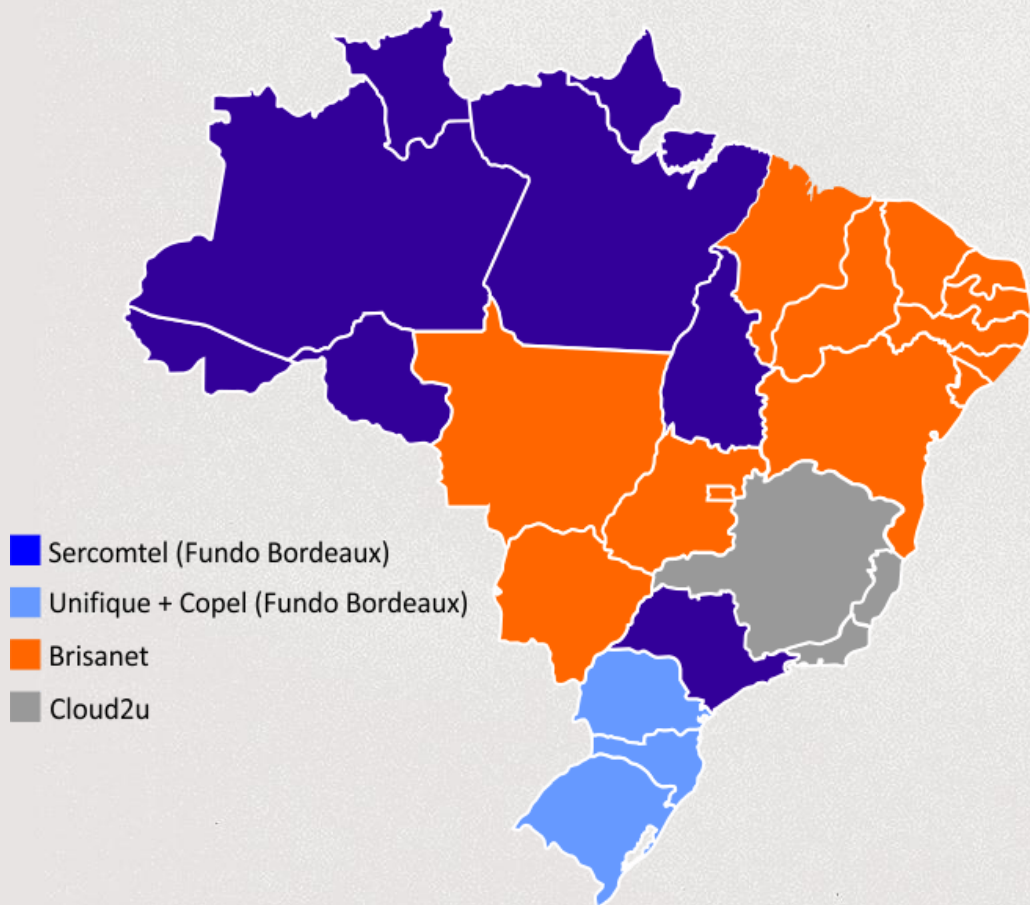


Investments of R\$ 2 billion from 2022 to 2026
Initial focus on NE



5G – 2 Lots NORTHEAST (NE) & 1 Lot MidWest (MW)

Main assumptions of 5G in the Northeast & MidWest



Projected market share ¹:

Between 18% and 23%



Projected EBITDA Margin:

Between 35% and 40%

2027



4. Our Results

CONFIDENTIAL

4Q21 and 2021 Highlights

Organic Expansion

+ 700 thousand HPs in 4Q21
1.9 million HP added in 2021



HCS Growth

Brisanet grew 6.6% in 4Q21 while the market in the 5 states¹ contracted 0.4%



Regional Leadership

Broadband leader in the Northeast
2x market growth (35.1% x 17.7%)



Investment in the Future

4Q21 Capex > 2020 Capex
40% on 5G (Granting of Frequencies Rights)



Revenue and ARPU

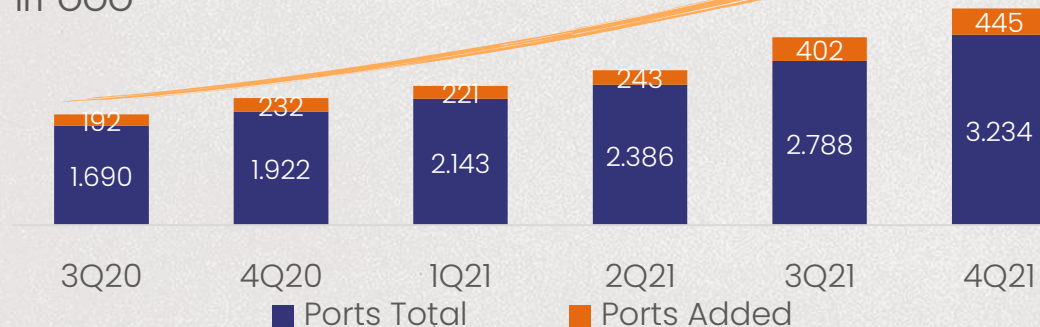
B2C ARPU grows 7% 4Q21 x 4Q20
2021 Revenue = 53% higher than 2020

¹ AL, CE, PB, PE and RN

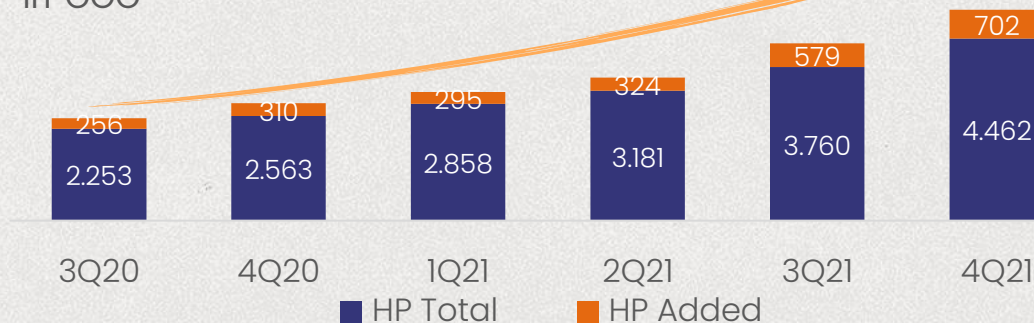
Source: Company and National Telecommunications Agency - Anatel

Accelerated and continuous expansion

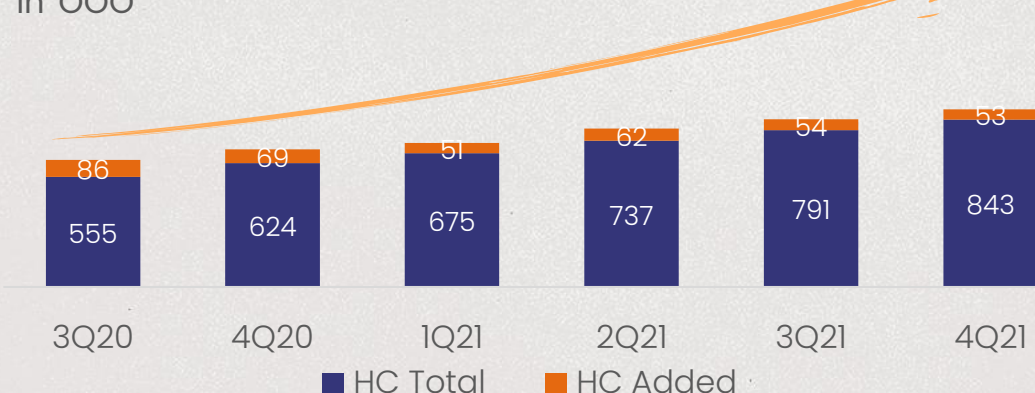
Access Ports in Fiber
In '000



HPs (Homes Passed)
In '000



HCs (Homes Connected)
In '000



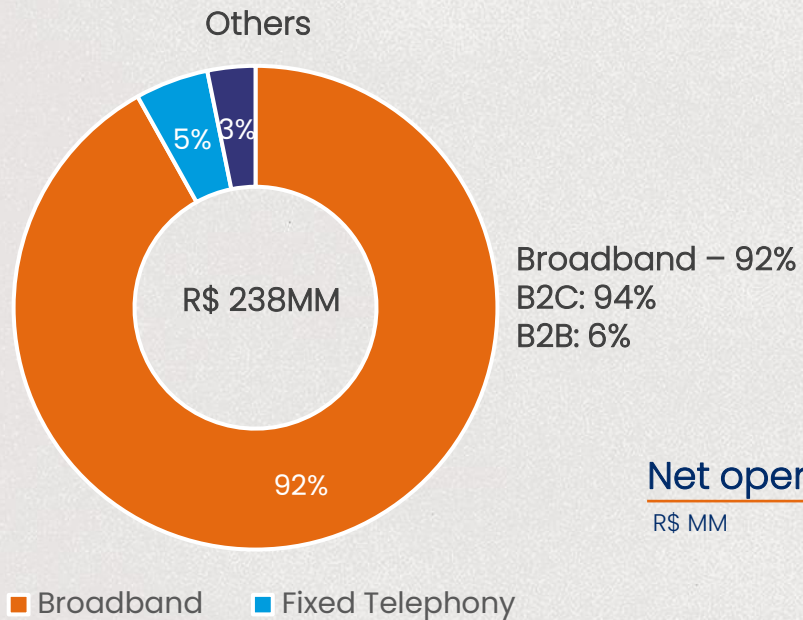
2021 HCs:
Brisanet +35.1%
 Market ¹ +17.7%
 Market share ¹ fiber
55%

131 Cities in February 2022 -
 884 thousand HCs
 Starting operations at our 7th
 capital in the NE - Recife

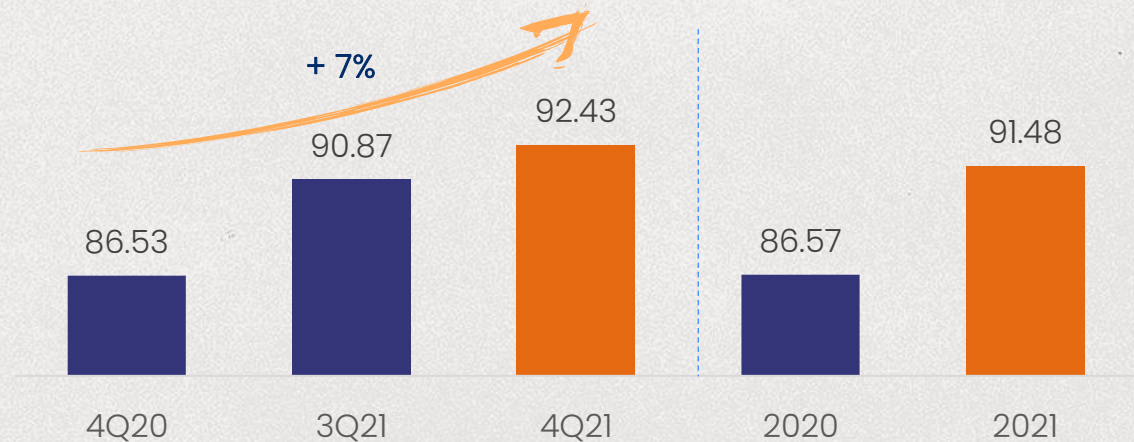
FEB 22: Brisanet + Agility = 1.1
 million HCs
 350 cities in 7 states

Revenue grows 36% in 4Q21 x 4Q20

Gross revenue by product - 4Q21

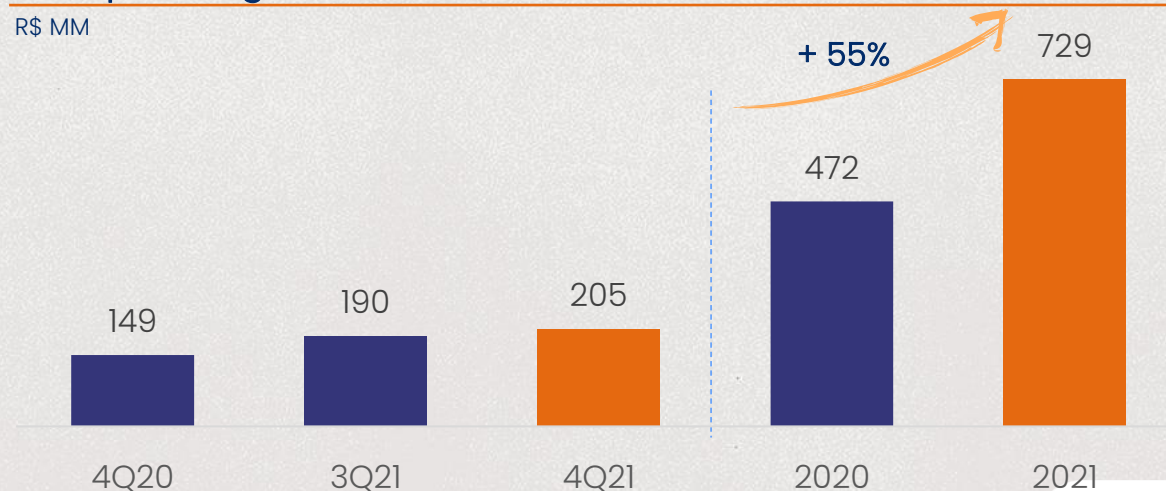


B2C ARPU (R\$)



Net operating revenue

R\$ MM

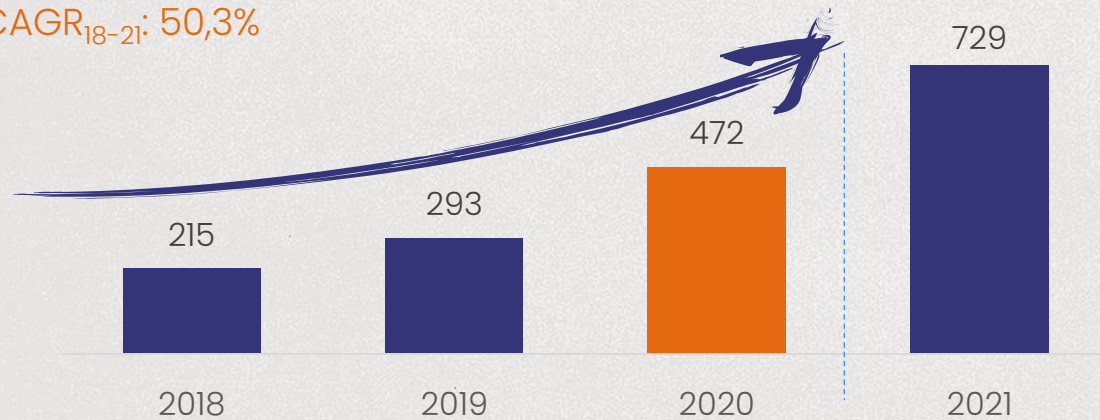


Results of a High-Quality Network With Expansion Capacity

Net Operating Revenue

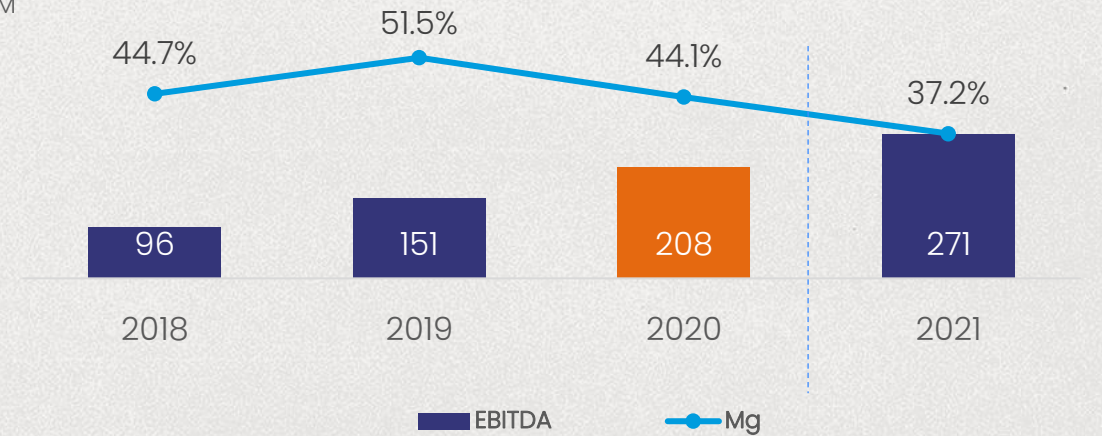
R\$ MM

CAGR₁₈₋₂₁: 50,3%



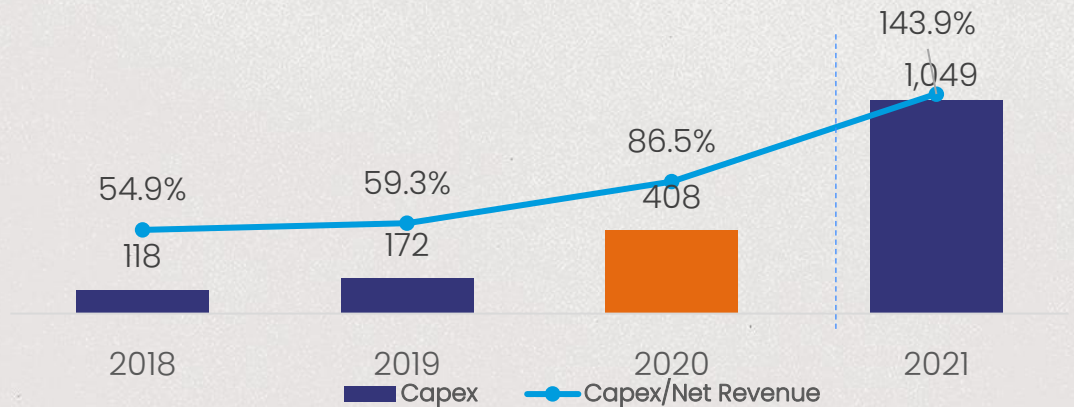
Adjusted EBITDA & Adjusted EBITDA Margin

R\$ MM



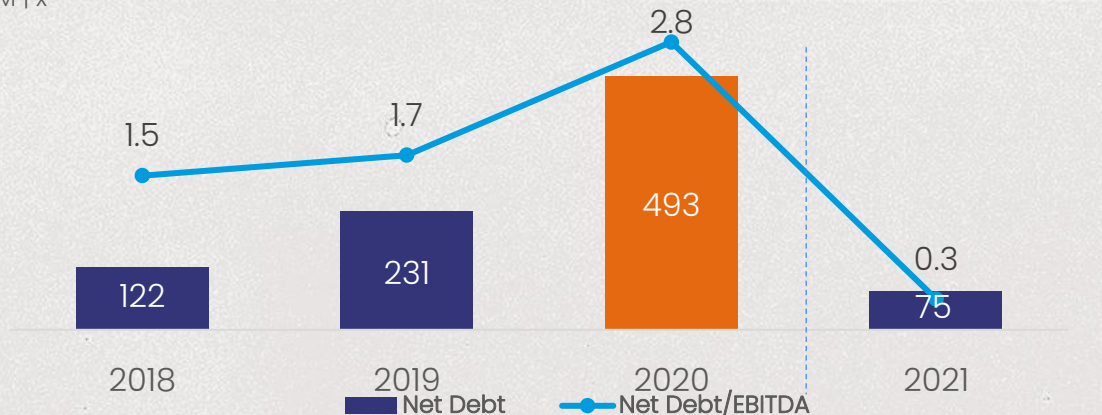
Total Capex

R\$ MM



Net Debt & Net Debt / EBITDA

R\$ MM | x

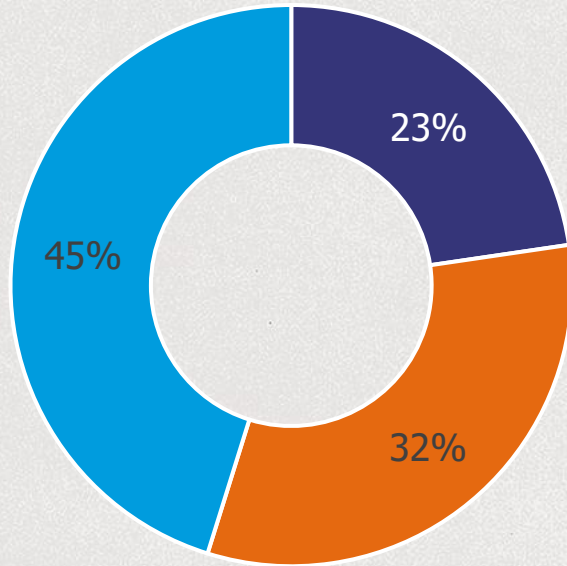


Gross debt remains at R\$1.1 billion

Net debt is less than R\$100 mm

Debt Profile

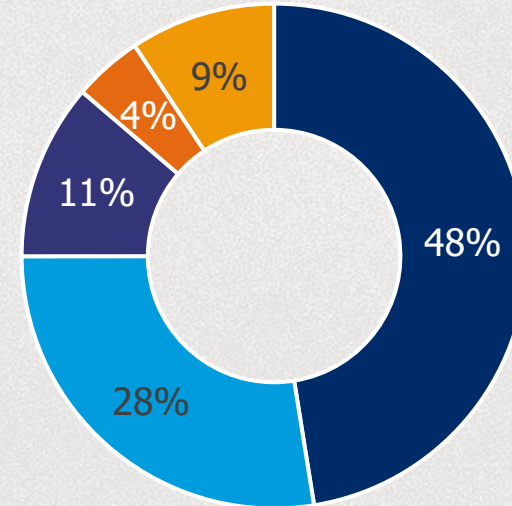
■ Short Term ■ Long Term ■ Debentures



Cost Reduction and Release of Guarantees 2021 x 2020:

- Smaller spreads – fixed rate debts and in CDI – working capital and import financing
- R\$65.4 mm of guarantees released

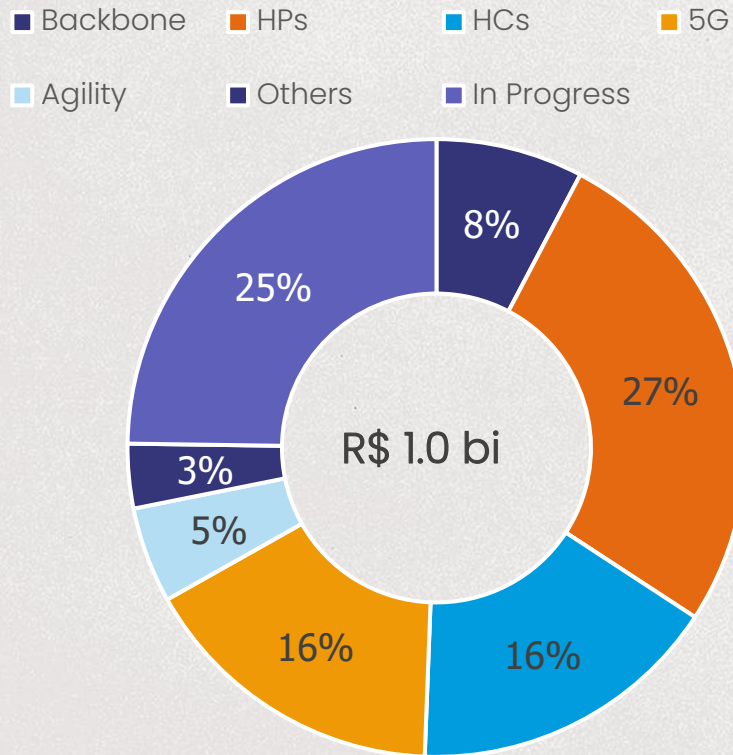
■ IPCA ■ CDI ■ Fixed ■ TJLP/TLP ■ Foreign Currency



Loans and Financing + Debentures R\$1.086.7 mm
 Gross Debt (includes Leasing and Derivatives) R\$1.122.1 mm
 Cash ¹ and Short Term Applications R\$1.047.5 mm
 Net debt R\$ 74.6 mm

Net debt/EBITDA = 0.3x

Investments 2021



- 3,000 km of backbone
- 1,900 thousand of HP
- 400 thousand HC installations
- 400 LTE sites (4.5G)
- Right to Use 5G ¹
- Agility Growth – 500k HPs
- Land and fleet expansion

R\$ 787 Million ²

Corporate Presentation

¹ Disbursement of R\$ 8 mm in 2021 and balance payable until 2040 of R\$ 160 mm

² Excludes R\$257 million of fixed assets and imports in progress, as well as in advances to suppliers and fixed assets in warehouse



Biggest ISP in Brazil, Brisnet is the Leader in Optic Fiber in the Northeast and Repeatedly Ranked the Best in Quality



100% Organic and Profitable Growth History



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



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



Agility: Brisnet's Infrastructure and Know How Transforming Small ISPs



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



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

GRUPO
brisanet