

INSTITUTIONAL
PRESENTATION



 **brisanet**

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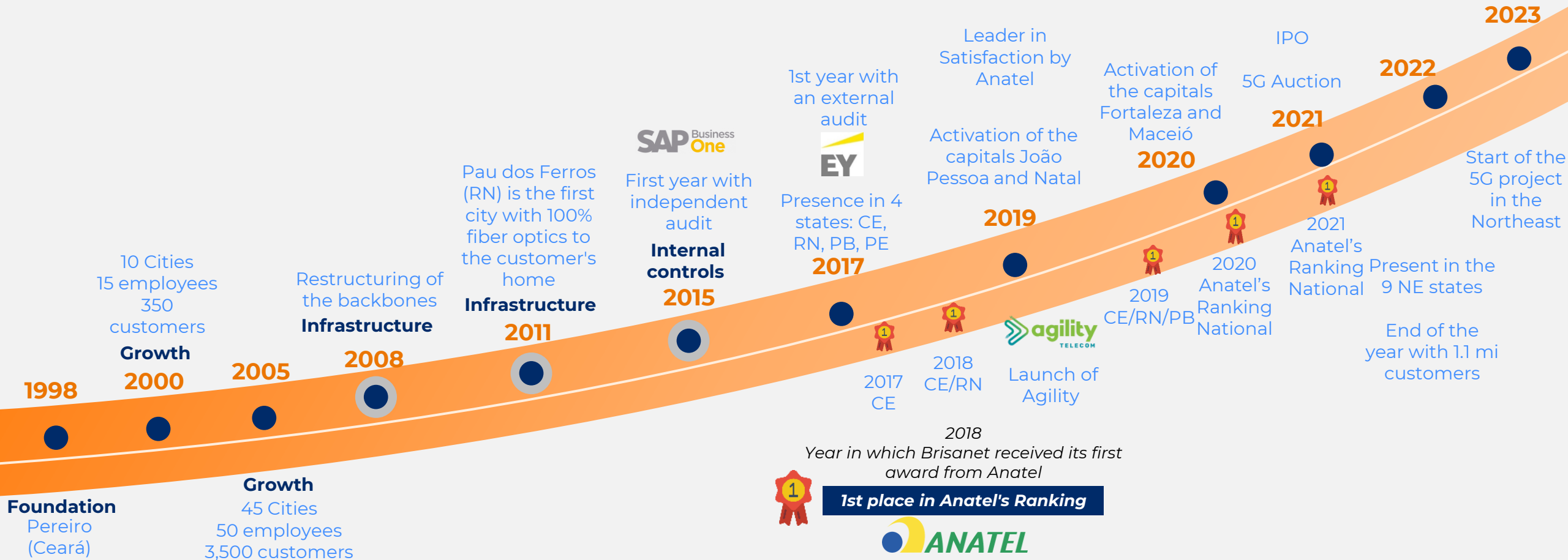
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Timeline

Consistent growth history



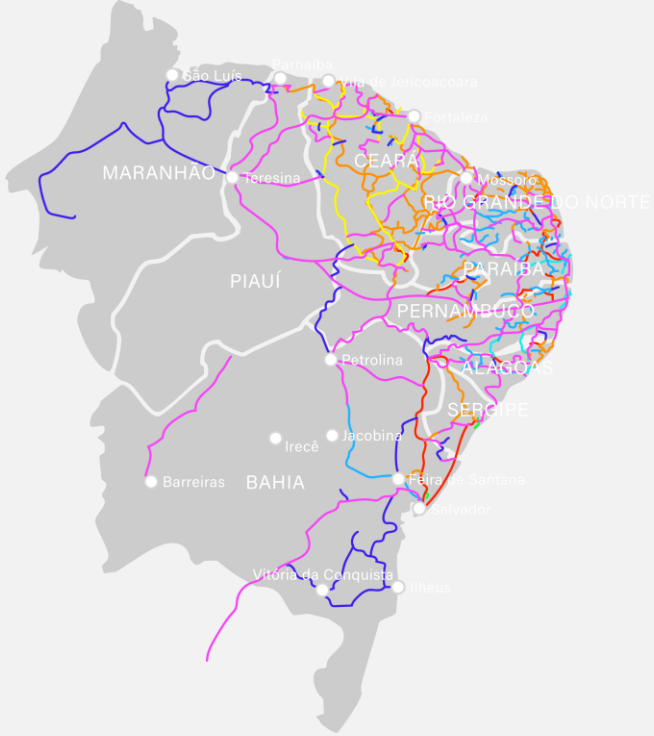
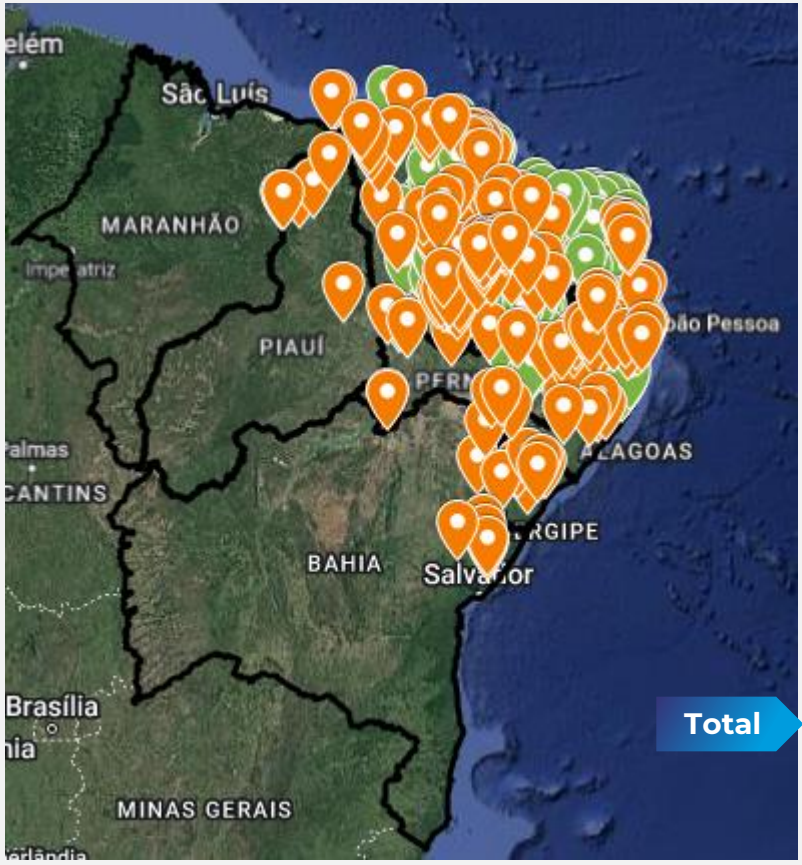
1st place in Anatel's Ranking



Pioneering spirit, Capillarity and Leadership






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






-  **Brisanet**
158 cities attended¹
-  **AGILITY**
+200 cities attended¹
75 franchisees¹
-  **+37k km of backbone¹**
-  **+280 Own Data Centers¹**
-  **~62k km of FTTH cables¹**


Total

 **7.8 mm HPs¹**


-  7.0 mm HPs
-  0.9 mm HPs

 **1,449k Subscribers (HCs)¹**

-  1,257k HCs
-  192k HCs

 **BRL 1.2 bi**

ROL LTM
Sept 23

 **44.5% CAGR**

Net Revenue₂₀₋₂₂

 **BRL 579 mm**

EBITDA LTM
Sept 23

¹Data: Sept 2023

Brisanet is #1 in the Northeast




ISP Market - Northeast Region (Broadband)

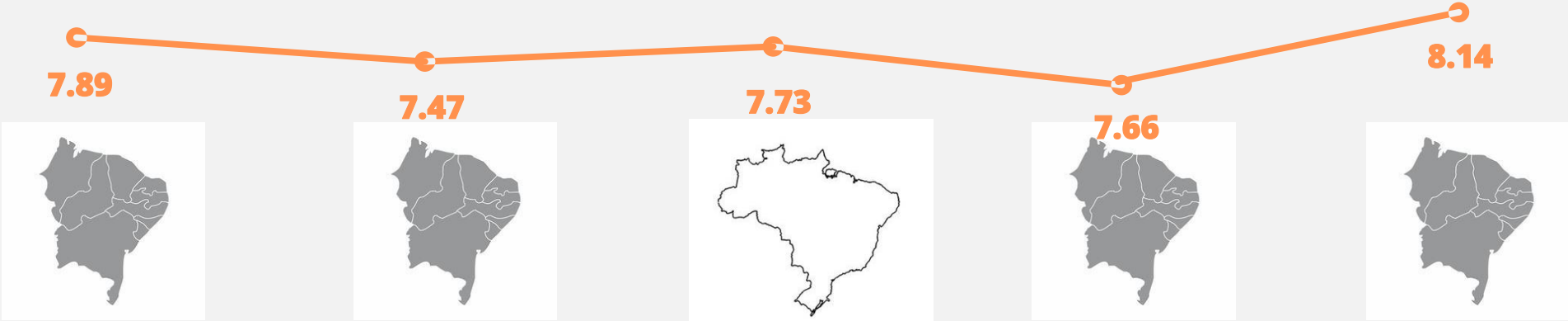


Among the National Operators, the largest has 778 thousand broadband customers in the Northeast.

Leadership in Anatel Surveys since 2018



Brisanet has been expanding and improving its assessment and quality score in the Survey of 



1st place in the Northeast

2018

1st place in the Northeast

2019

1st place in the Northeast and Brazil

2020

1st place in the Northeast

2021

1st PLACE IN ALL STATES RESEARCHED*

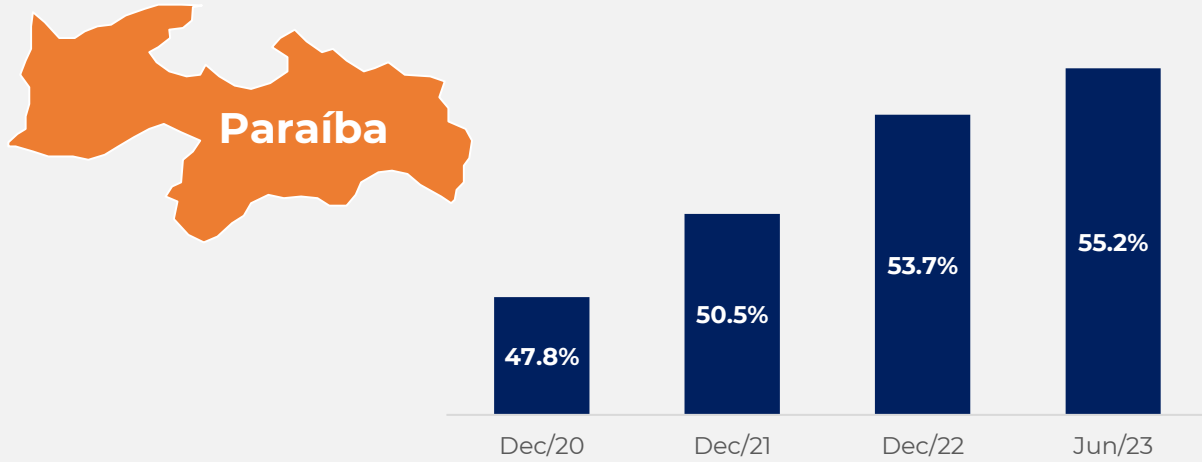
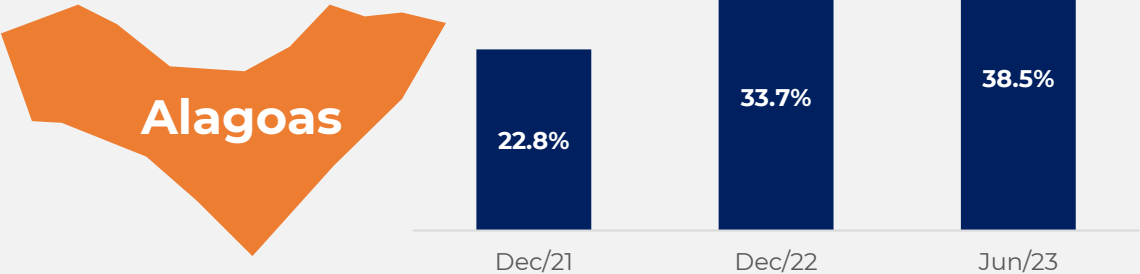
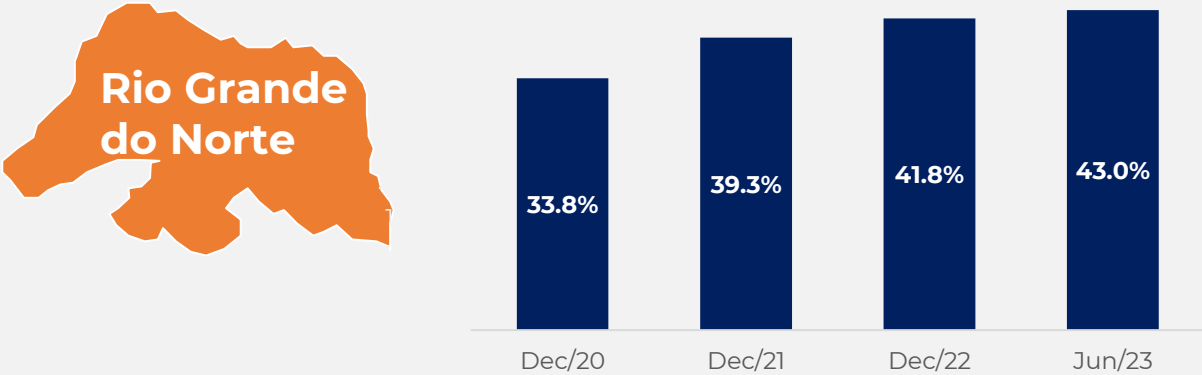
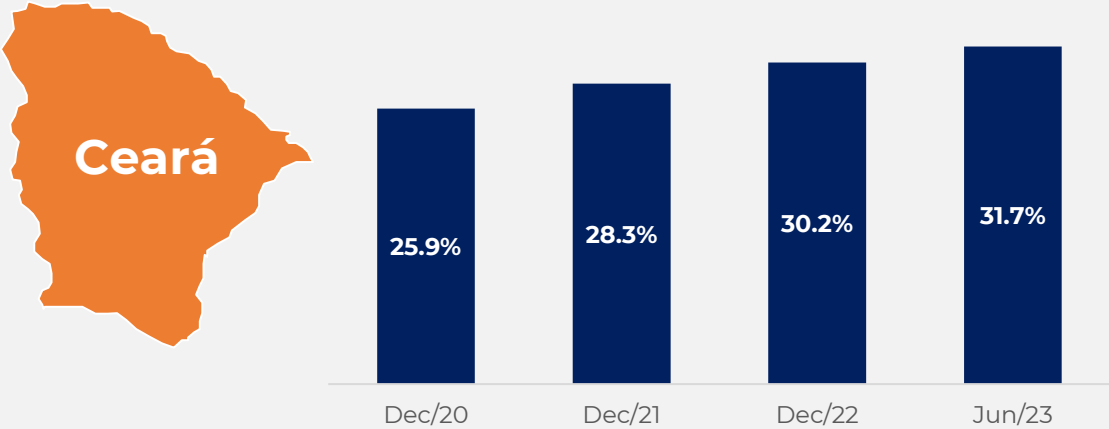
2022

*Elected the best Fixed Broadband operator in all the states where it was surveyed: Alagoas (8.50), Ceará (8.09), Paraíba (7.79), Pernambuco (8.47), Piauí (8.49), Rio Grande do Norte (8.34) and Sergipe (8.36).

Undisputed Leadership in our core region



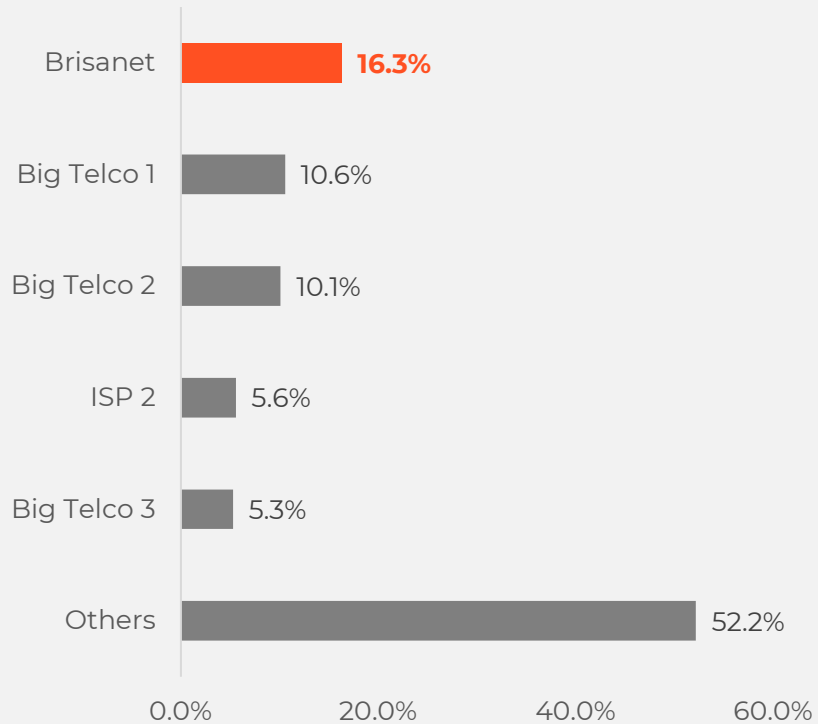
Dominant market share in the cities where we operate



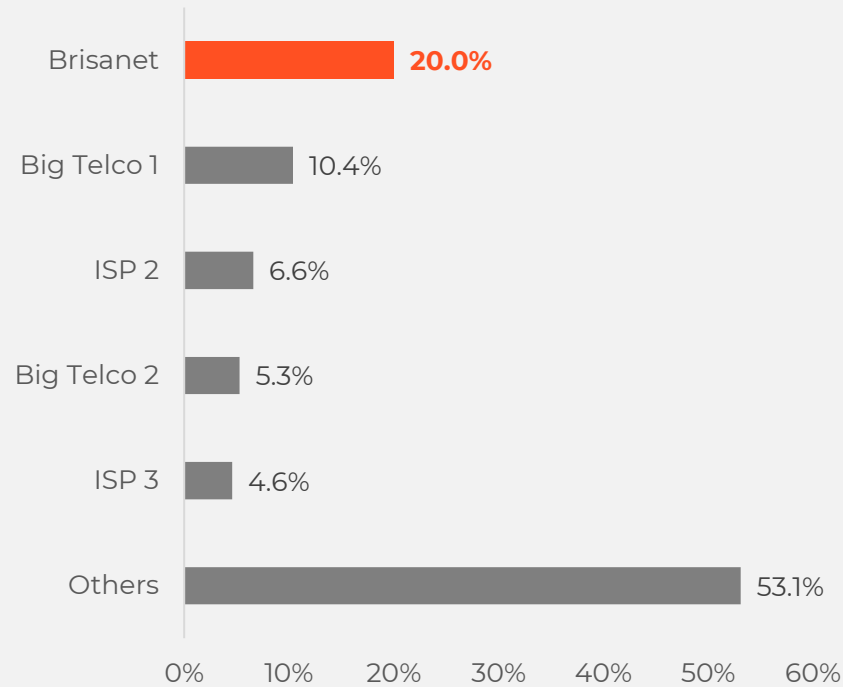
Undisputed Leadership in our core region



% Market share

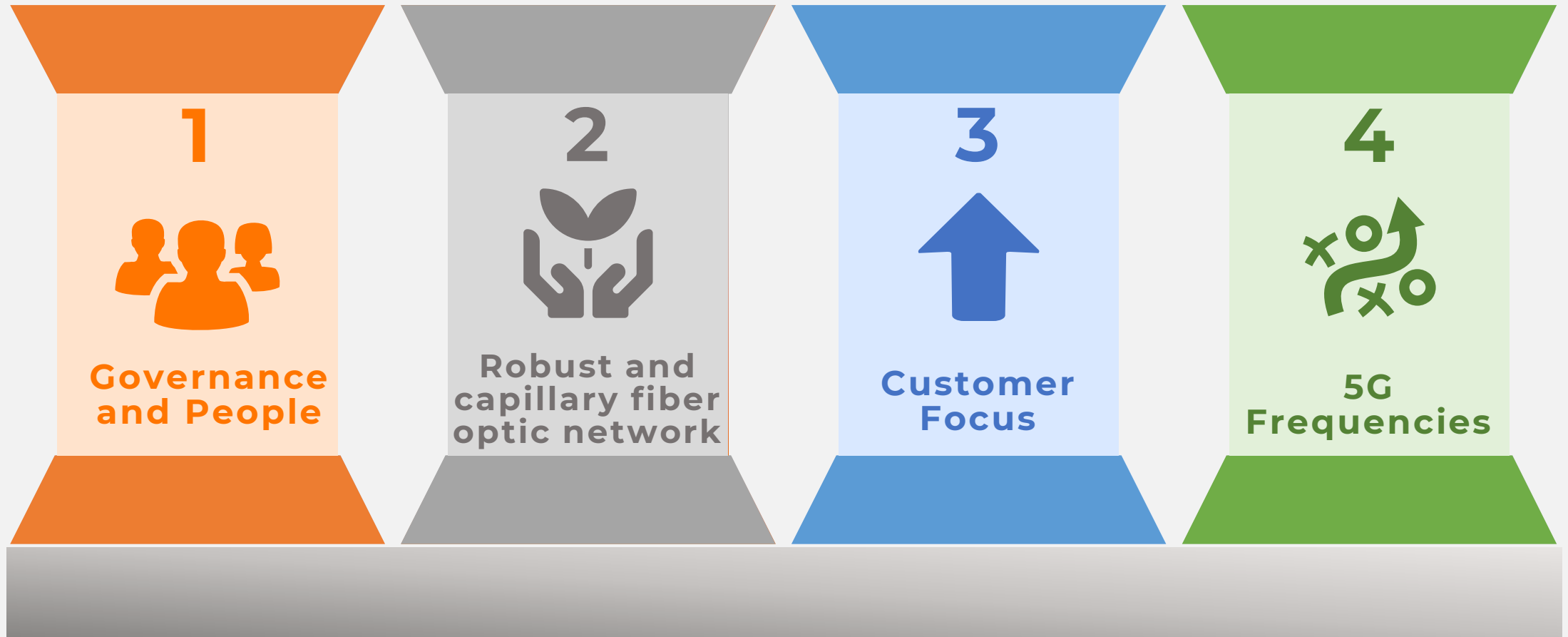


% Market share
(fiber)



Considering the 7 states where the Company was present for more than 12 months in June 2023, the fiber market share is 28%

Our Strategic Pillars

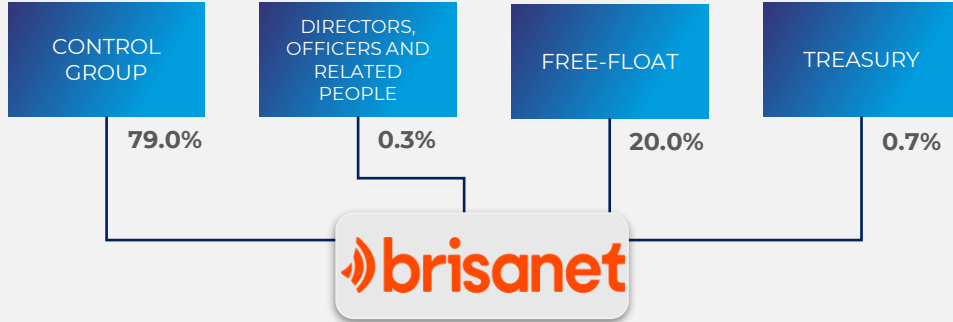


**Financial Results
Supporting Strategy**

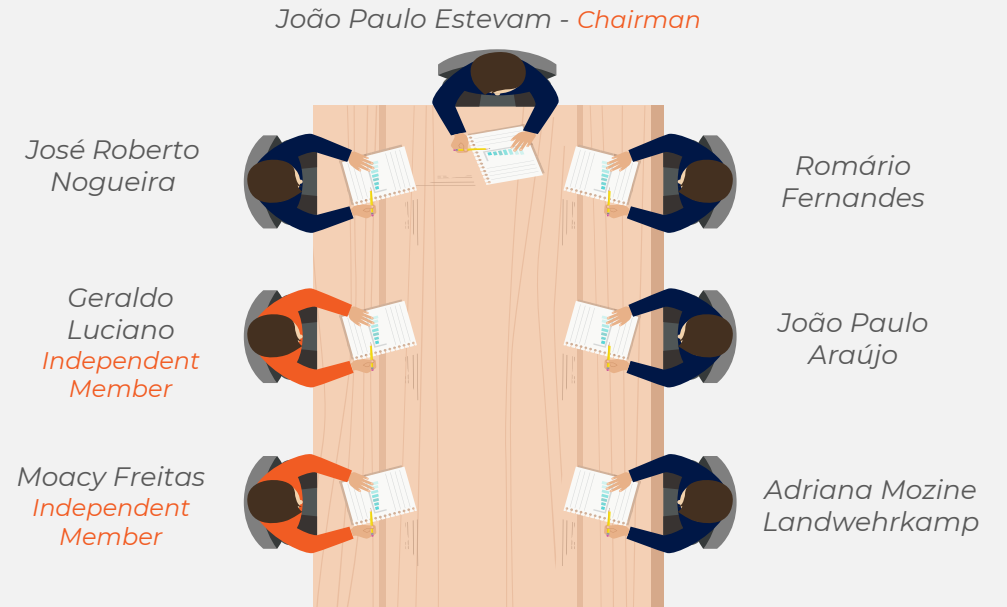
High Standard of Governance



Simplified Corporate Structure²

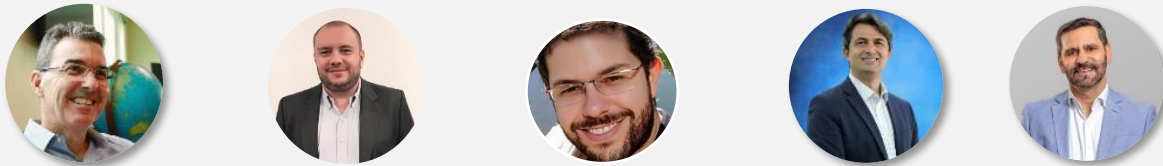


Board of Directors

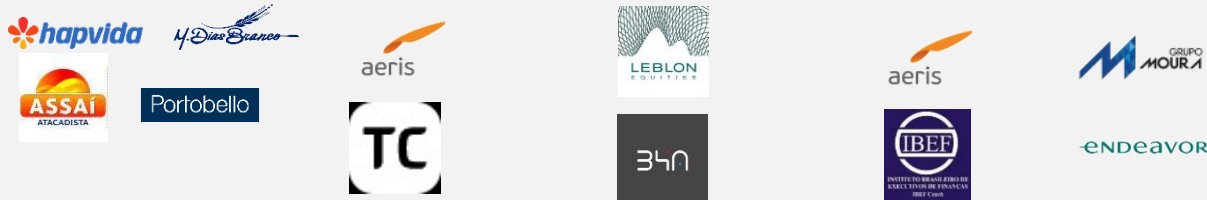


Management and Planning - Main Committees

- Audit Committee**
 (Geraldo Luciano, Eliardo Vieira, Eduardo Rota and Stephano Gabriel)
- People Committee**
 (Moacy Freitas, Simone Caixeta and João Paulo Araújo)



Geraldo Luciano¹ Eduardo Rota¹ Stephano Gomes¹ Eliardo Vieira¹ Moacy Freitas¹



- ✓ Brisanet works with **social initiatives**, taking the internet to remote locations and needy communities, helping to **develop local economies**.
- ✓ Driver of the digital inclusion process, via broadband, in **Northeast Brazil**
- ✓ Brisanet headquarters in the center of the **semi-arid region** of the Brazilian Northeast
- ✓ 25 years **generating jobs and training manpower** to provide high technology services in remote areas

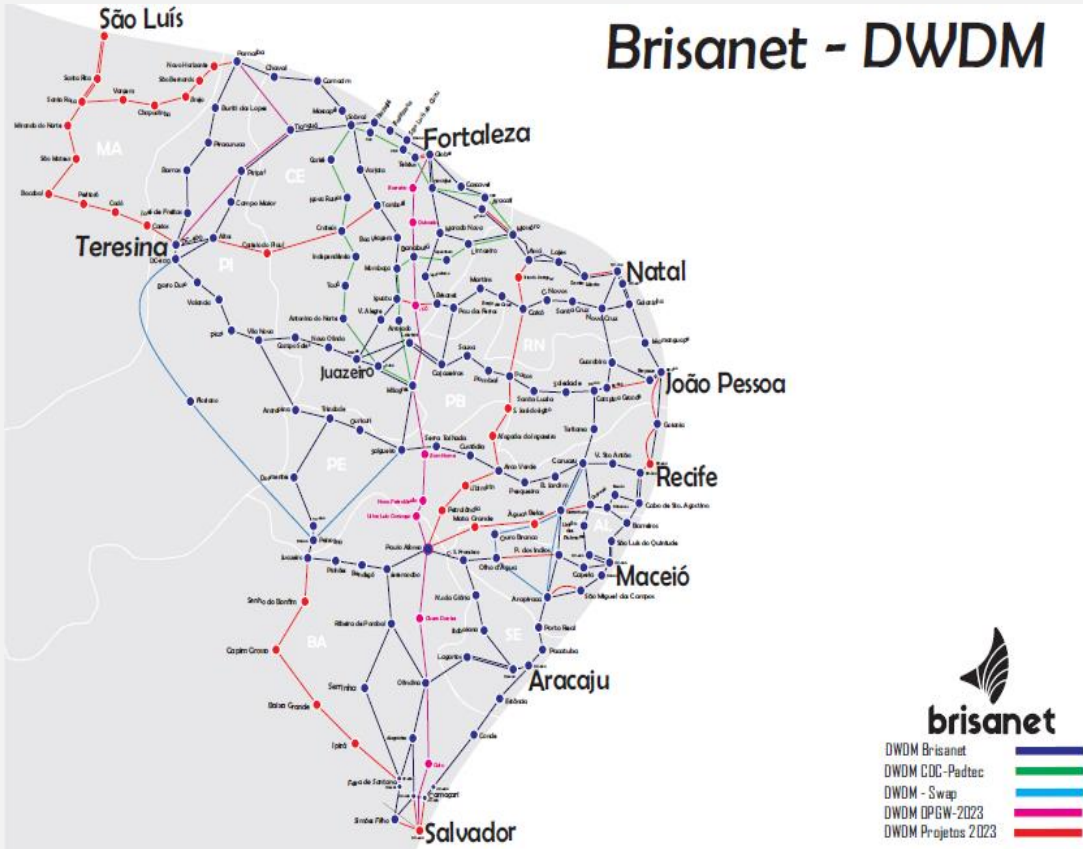


People

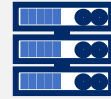
Backbone and FTTH Network Infrastructure



Brisanet Fiber Optic Map



158 cities with FTTH network



~61.6 km of optical cables in FTTH networks



+37 km of backbone
15,000 km of backbone – Own cable
2,4 km of backbone. Ceará Digital Belt (with 2 partners)
+20,000 km of SWAP backbone

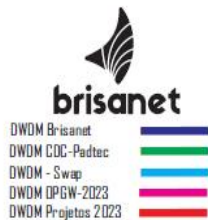
+280 data centers

~7 mm of HPs and 4.7 mm of Ports

+ 1,257 mil customers

4 Tb/s network traffic

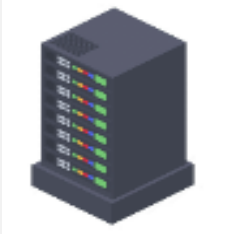
400 GB/month average consumption per customer



100% Integrated Infrastructure



Complete infrastructure capable of absorbing future expansions



Network supported by
more than 250 Data
Centers



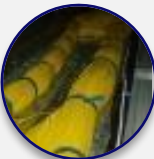
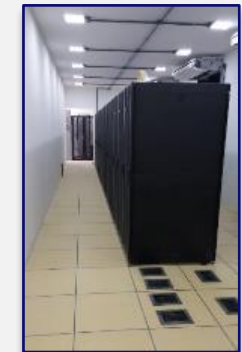
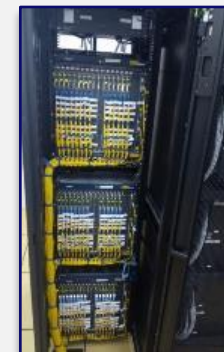
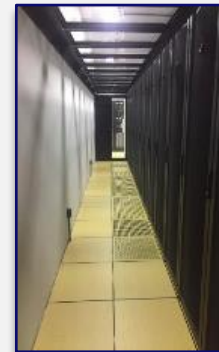
Triple-redundant **precision cooling system** in main DCs, with enclosed hot/cold aisles.

Infrastructure with triple **redundancy of generators** according to the junction points

Battery bank with service capacity of **more than 8 hours**

24-hour monitoring to ensure operational safety

DC and UPS power supplies with redundancy



Personalized service through digital channels and our regional offices



brisacliente



Complete and innovative portfolio



B2C

brisamusic **brisa**fixo
brisasoluções
conecta+
brisamóvel **brisaplay**

B2B and B2G

Corporate Solutions

EXCLUSIVE PUBLIC IP
LINK IP FULL DUPLEX
L2VPN MPLS
IP TRÂNSITO
SD - WAN
ANTI-DDOS
LAN TO LAN
L3VPN MPLS
WI-FI MANAGEMENT
HIGH PERFORMANCE
WI-FI

Voice

BRISAFIXO
0800
PABX VIRTUAL
PLANOS VIP (TROCO E1)
BRISAMÓVEL

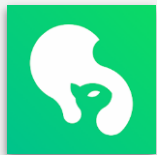


Monitoring

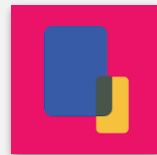
VIDEO MONITORING
VIDEO MONITORING URBAN WITH INTELLIGENCE



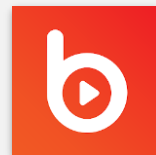
Partners



Skeelo



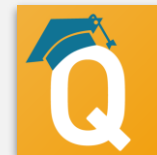
GoRead



UBook



Bebanca



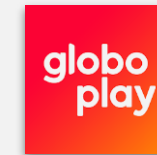
Qualifica



Netflix



Hero



Globoplay



5G
PROJECT

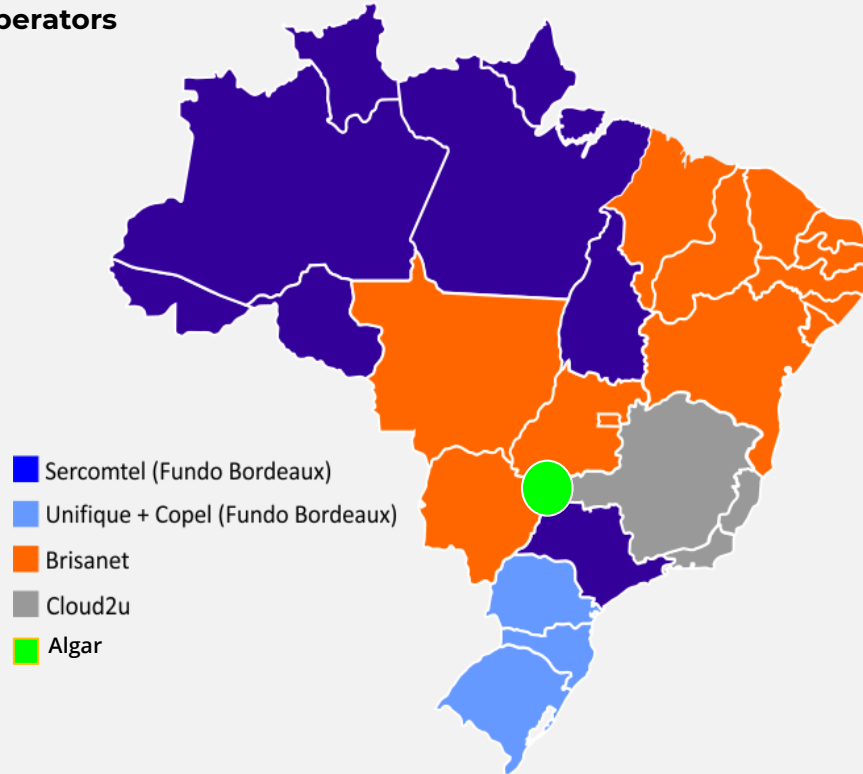


5G Project



We started our project in July 2023, focused on the Northeast region.

Incoming 5G Operators



End of October 2023

24
Number of cities covered
+ 40 additional cities until Dec/23

1,000,000
Number of inhabitants of the cities covered.
~4 million inhabitants covered until Dec/23
~330,000 broadband customers in this region. (In Sept/23)



5G Project

Authorization to use radiofrequency for 20 years



80 MHz in the 3.5GHz frequency in the Northeast region



50 MHz in the 2.3 GHz frequency in the Northeast region

Immediate Use – Pilot in early 2023



80 MHz in the 3.5 GHz frequency in the Midwest region



Grant + Goodwill

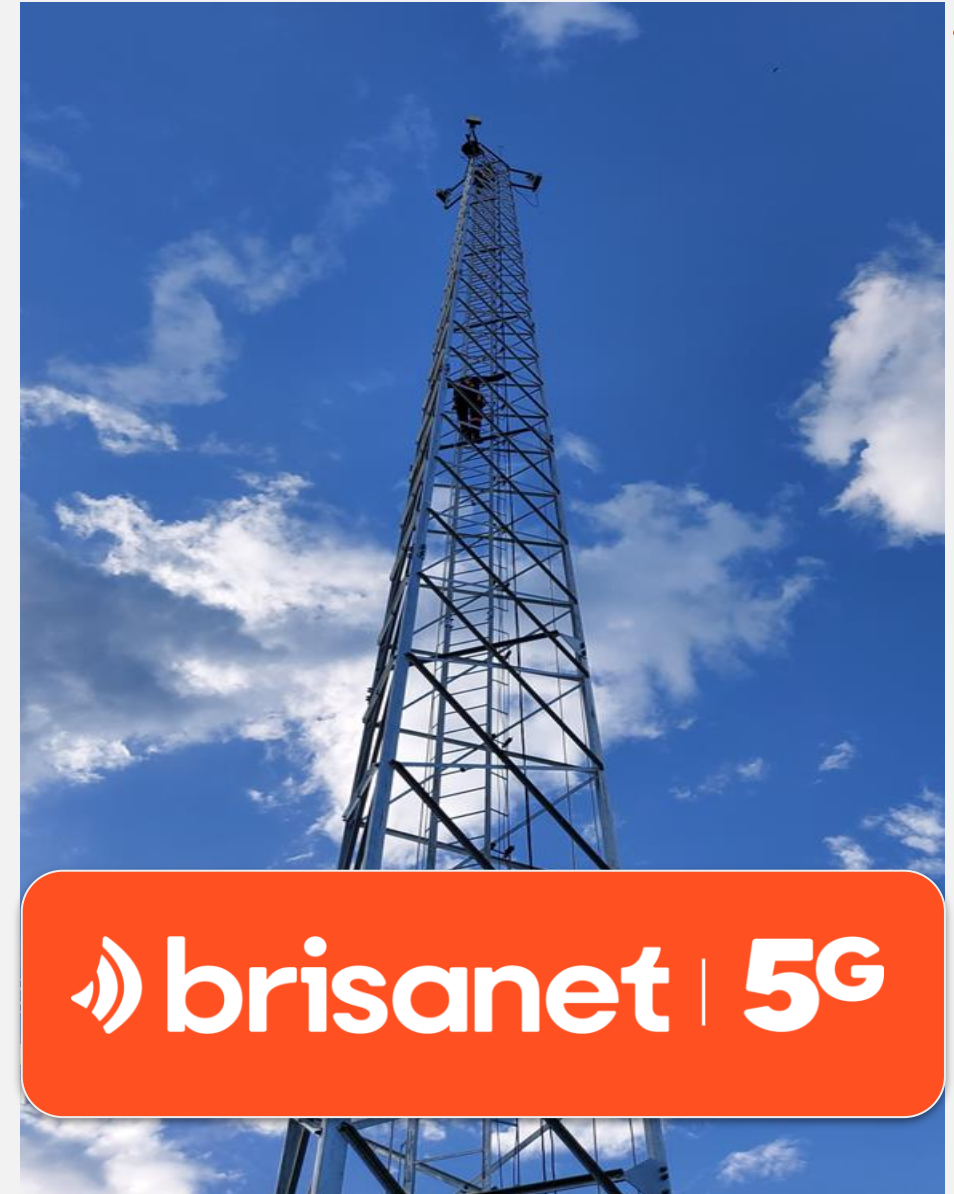
BRL 168.3 million, divided into 20 annual installments



Concentrated service commitments between 2026 and 2030

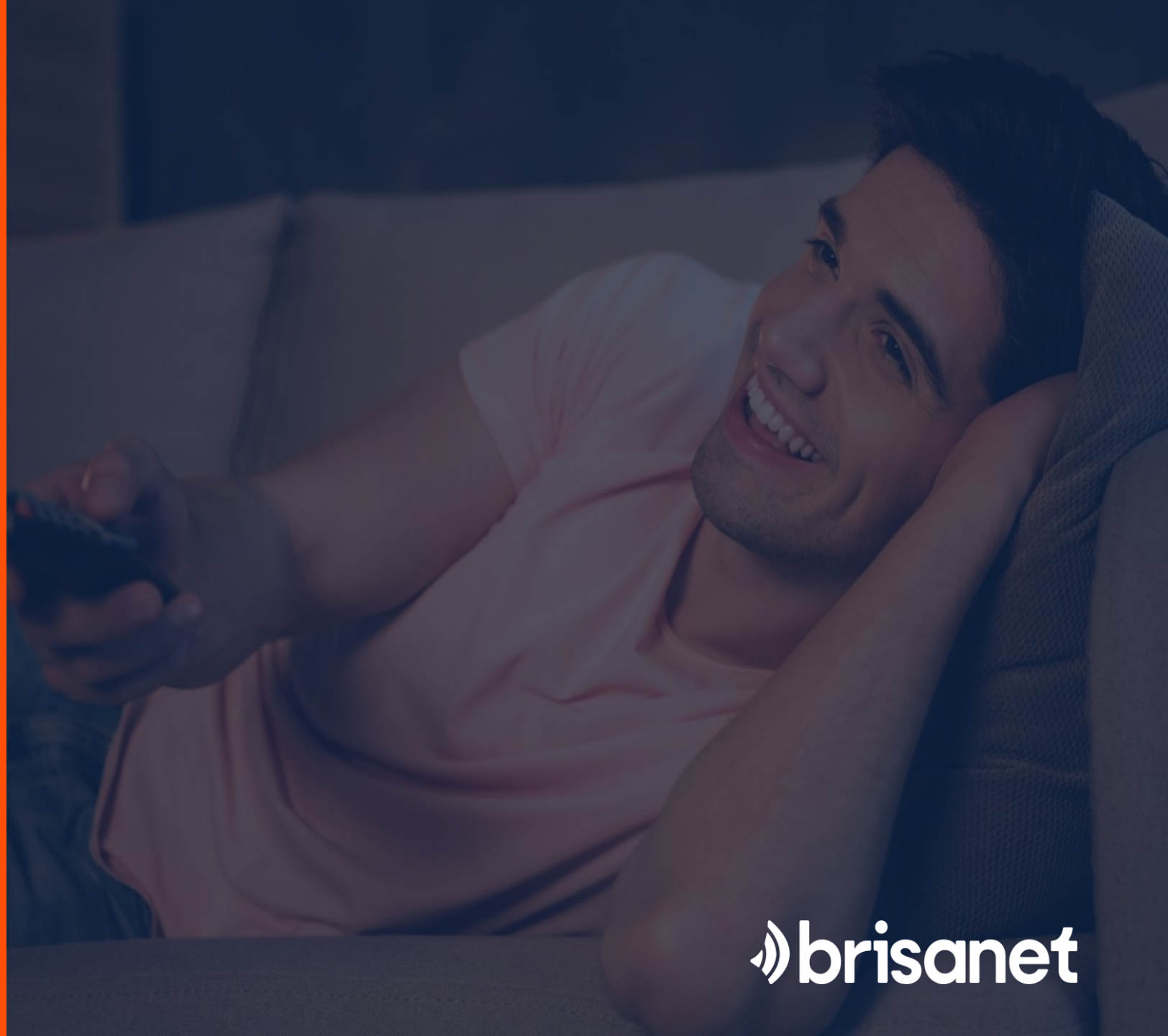


Investments of BRL 2 billion from 2022 to 2026
Initial focus on the Northeast



5G Frequencies

TELECOMMUNICATION
MARKET IN BRAZIL

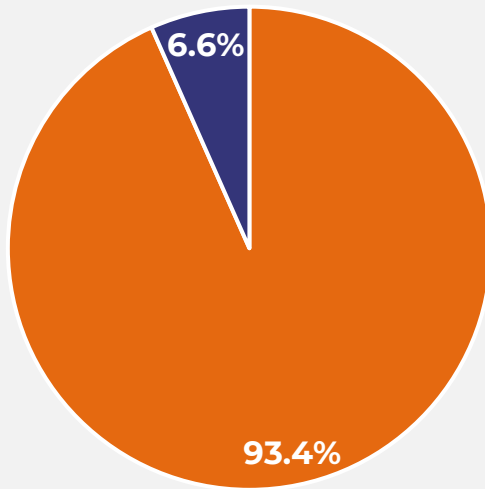


Where is the Big TelCos biggest investment?



CITIES

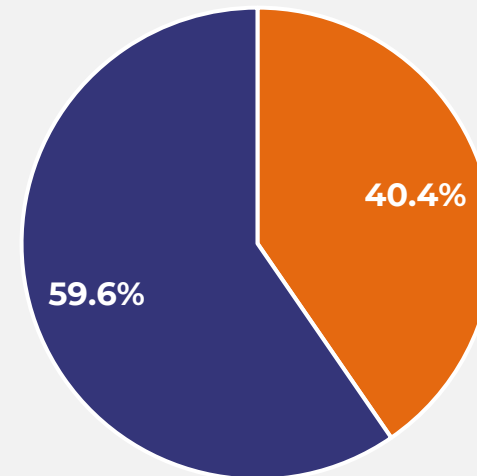
- 5,200 cities with less than 90,000 inhabitants
- 370 cities with more than 90 thousand inhabitants



Economically, it is more viable to fiber these 370 than 5,200 municipalities.

POPULATION

- 5,200 cities with less than 90,000 inhabitants
- 370 cities with more than 90 thousand inhabitants



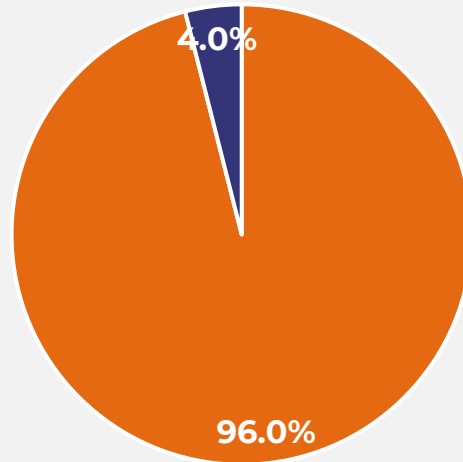
370 cities represent 59.6% of the entire population.

Telecommunications in the Northeast



CITIES

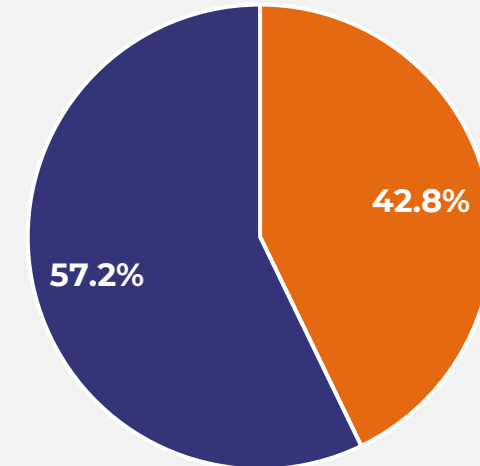
- Cities with less than 90,000 inhabitants
- 71 cities with + 90,000 inhabitants



Only 4% of cities have more than 90,000 inhabitants, the main focus of investment by national operators.

POPULATION

- 71 cities
- remaining

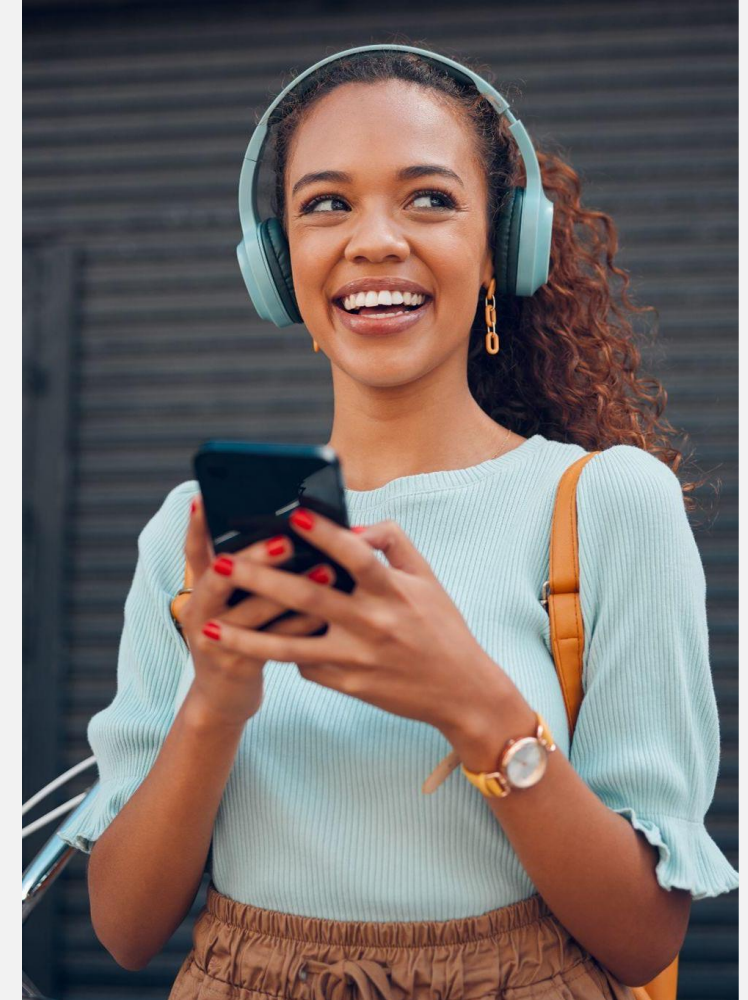


Only 42.8% of the population is in these cities

Smartphones market in Northeast region.

Almost half of the accesses are in 96% of the cities – in cities with less than 90 thousand inhabitants

Region	Federative Unit	Number of cell phones in cities with more than 90,000 inhabitants (In thousands) ¹	Number of mobile phone accesses (In thousands) ¹
Northeast	Bahia	7,445	13,289
	Pernambuco	5,706	8,937
	Ceará	4,801	8,377
	Maranhão	2,428	5,200
	Paraíba	1,766	3,538
	Rio Grande do Norte	1,656	3,055
	Piauí	1,367	2,869
	Alagoas	1,376	2,813
	Sergipe	1,027	2,096
Total		27,572	50,174



3Q23 HIGHLIGHTS



3Q23 Highlights



ORGANIC EXPANSION

+211,000 HPs in 3Q23
7.8 million HPs¹ Total



ADJUSTED EBITDA AND MARGIN

Adjusted EBITDA 3Q23 of BRL 149.6 million
with adjusted margin of 48%
1.3 p.p higher than 3Q22

HCS GROWTH

Brisanet grew 4% in 3Q23
Fiber market in the 7 states² grew 2.1%



GROSS REVENUE AND ARPU

Gross Revenue B2C 3Q23 = 16% > than 3Q22
Gross Revenue B2B 3Q23 = 56% > than 3Q22

REGIONAL AND NATIONAL LEADER

Highest Broadband growth in 3Q23 – 47,000
Fiber market share in the 7 states² = 28%



INVESTMENT IN THE FUTURE

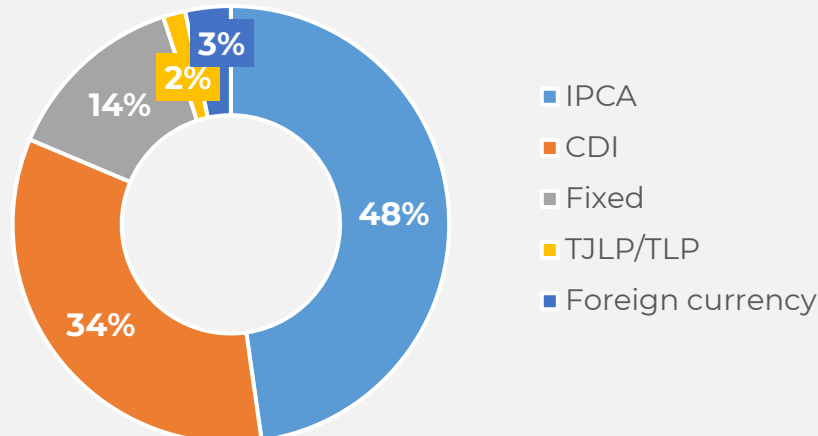
Capex 9M23 BRL 332 mm, of
which BRL 351 mm in operations

Balanced Leverage Management in another Covenant Reduction – 1.30x on Sept 23

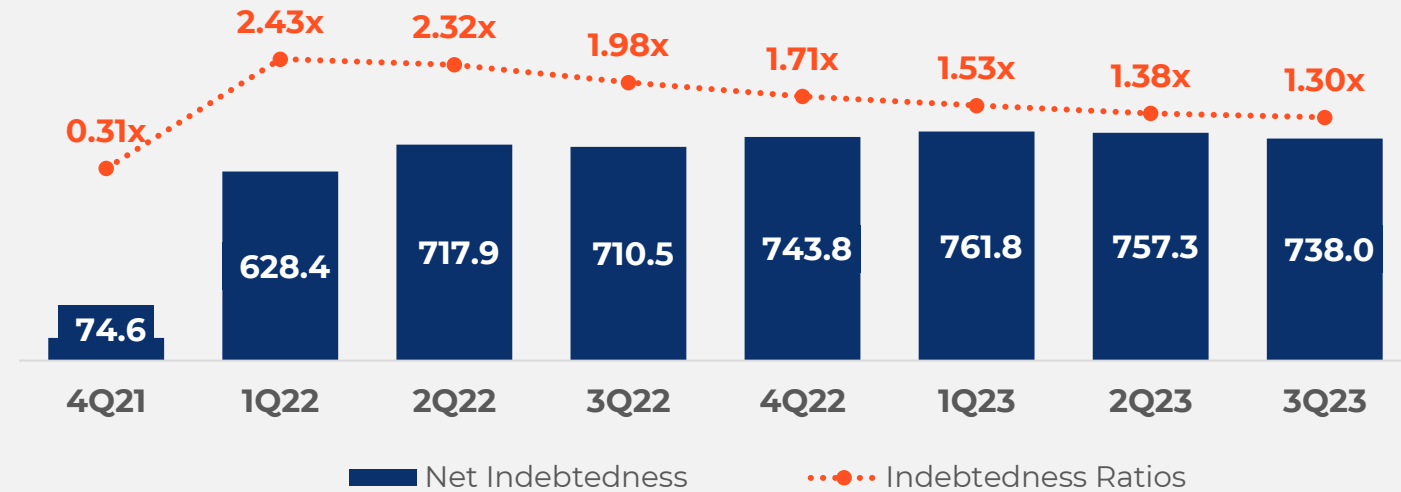


INDEBTEDNESS – SEPT 23

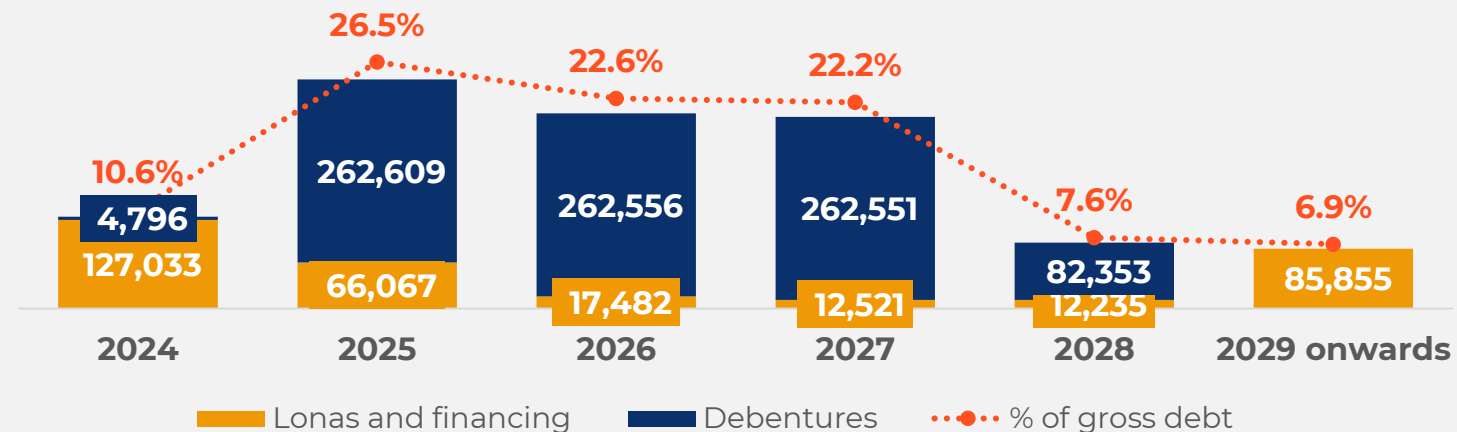
INDEBTEDNESS BRL (million)	Sept 23
GROSS DEBT	1,238.4
Loans and Short-Term Financing	98.5
Debentures_NP Short-Term	4.8
Short Term Lease	19.5
Short-Term Derivatives (Liabilities)	4.6
Loans and Long-Term Financing	222.7
Long Term Debentures	865.8
Long Term Lease	23.7
Long-Term Derivatives (Liabilities)	1.2
Short-Term Derivatives (Asset)	(0.4)
Long-Term Derivatives (Asset)	(1.9)
Cash and equivalents	(500.4)
NET DEBT	738.0



NET INDEBTEDNESS AND INDEBTEDNESS RATIOS



SCHEDULE – LOANS AND DEBENTURES

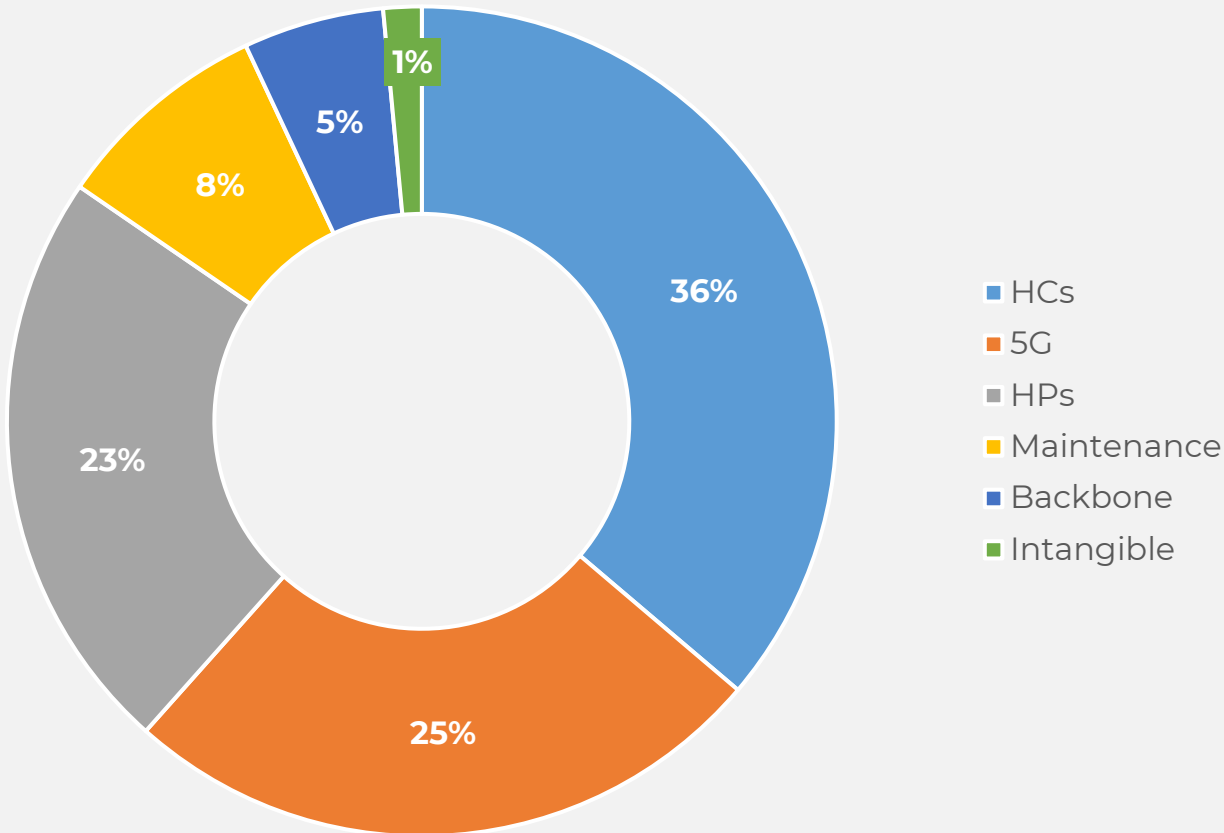


¹Applied to an average of 102% of CDI with liquidity less than 90 days

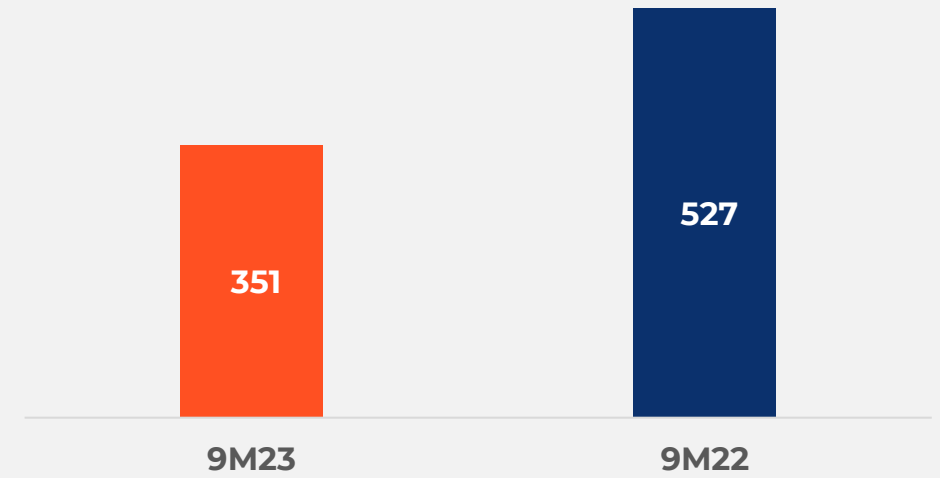
Investments



CAPEX BREAKDOWN “OPERATING”



ADJUSTED CAPEX FOR “OPERATING”










- ✓ Total disbursement – BRL 331.7 million
- ✓ In Operating – BRL 351 million
- ✓ “Inventory” of fixed assets* – BRL 527 million (includes BRL 291 million - 5G)

- ✓ Expected Investments in 2023 – BRL 500 mm

Organic expansion strategy developed through years of experience



Mature City Goals (4 years)

	HPs	100
	Ports	50
	HCs	25
	Take Up Rate	50% Ports 25% HPs
	Capex per Port	BRL 240
	Capex per HC	BRL 350
	Total Estimated Capex per Customer	BRL 830

Take Up Rate over time in sample cities

