



EARNINGS
PRESENTATION

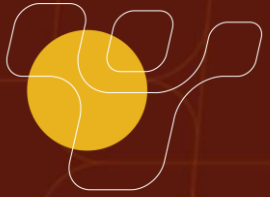
1Q24



The financial statements were prepared in accordance with the rules of the Brazilian Securities and Exchange Commission (CVM) the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB).

Adjusted metrics, excluding non-recurring events, are also provided for better comparability. Non-financial information, such as volume, quantity and average price in reais, were not examined by the independent auditors.

Certain statements contained in this document may be forward-looking statements. Such statements are subject to known and unknown risks and uncertainties that could cause such expectations not to materialize or to differ materially from what was expected. These risks include, among others, changes in future demand for the Company's products, changes in factors that affect the domestic and international prices of the products, changes in the cost structure, changes in the seasonality of the Junkets, changes in prices charged by competitors, exchange rate variations, changes in the Brazilian political-economic scenario, in emerging and international Junkets.



1Q24 HIGHLIGHTS

1Q24 Highlights

R\$ 268 million

1Q24 Net Revenue

+21%

1Q24 vs 1Q23

+2%

1Q24 vs 4Q23

R\$ 138 million

1Q24 Adjusted EBITDA

+25%

1Q24 vs 1Q23

+2%

1Q24 vs 4Q23

R\$ 43 million

1Q24 Adjusted Net Income

+67%

1Q24 vs 1Q23

-14%

1Q24 vs 4Q23

R\$ 17 million

1Q24 Adjusted OCF + Capex

+R\$ 48 million

1Q24 vs 1Q23



1,046 k

Homes Connected (HCs)

+10%

Mar24 vs Mar23

+3%

Mar24 vs Dec23

29 k

Organic Net Adds

+66%

1Q24 vs 4Q23

Recognition



Voted the Best Internet in the state of São Paulo, according to the Best Choice Award

New Partnerships



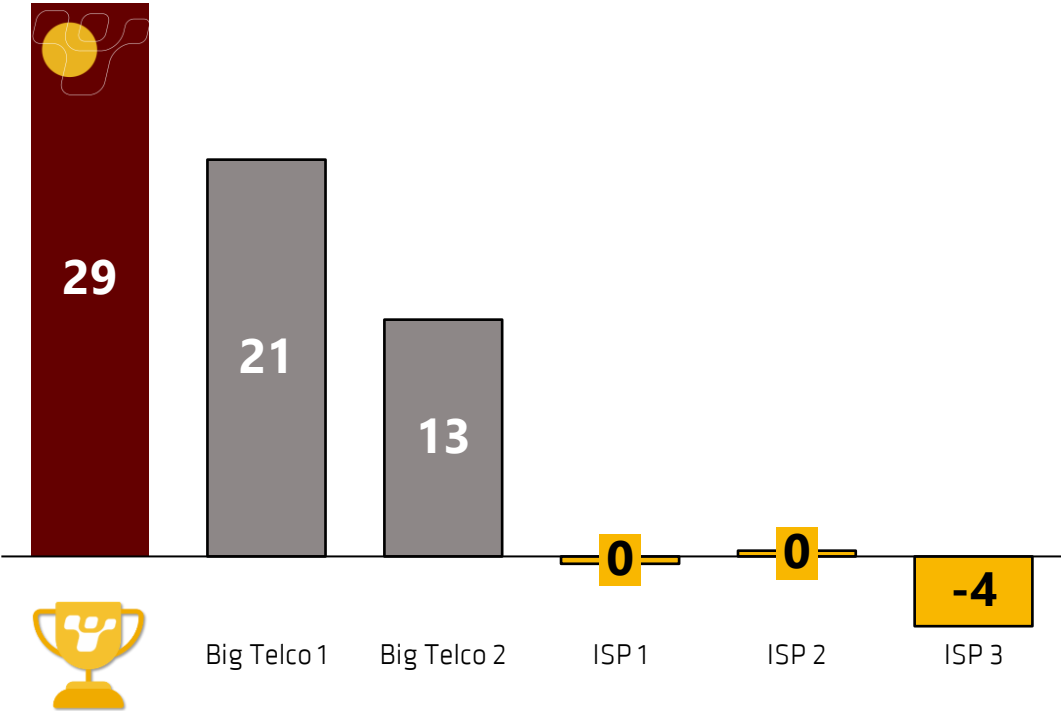
Guarani Futebol Clube Associação Atlética Ponte Preta

Desktop accelerated its organic net additions, being the company with the highest growth in its area of activity and in Brazil



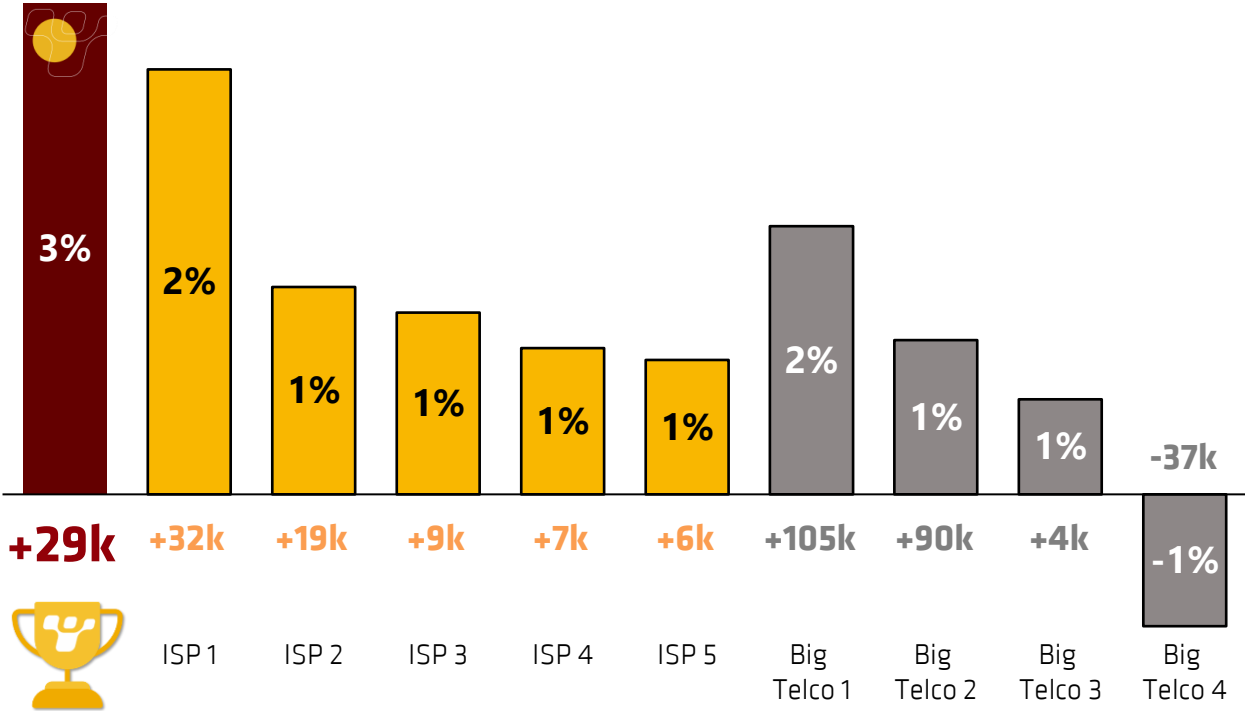
Greater number of additions in the cities in which it operates

(Total net additions in 1Q24 - '000)

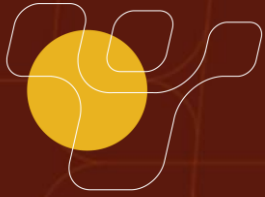


Leader in growth among the biggest players in Brazil

(Organic growth in % of base - Top 10 players in Brazil)



Note 1: ISPs are smaller internet platforms, generally focused only on providing broadband services (does not consider Big/Large Telcos, such as Vivo, Claro, Tim and Oi.)
Note 2: Accumulated from the first three months of 2024 of the Top 10 players in Brazil (organic growth only).
Note 3: Does not consider the city of São Paulo.
Source: Anatel.

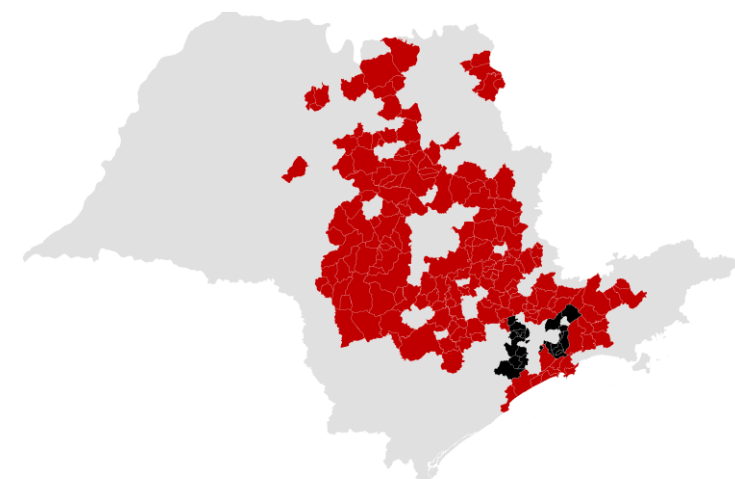


1Q24 RESULTS

Solid operational performance



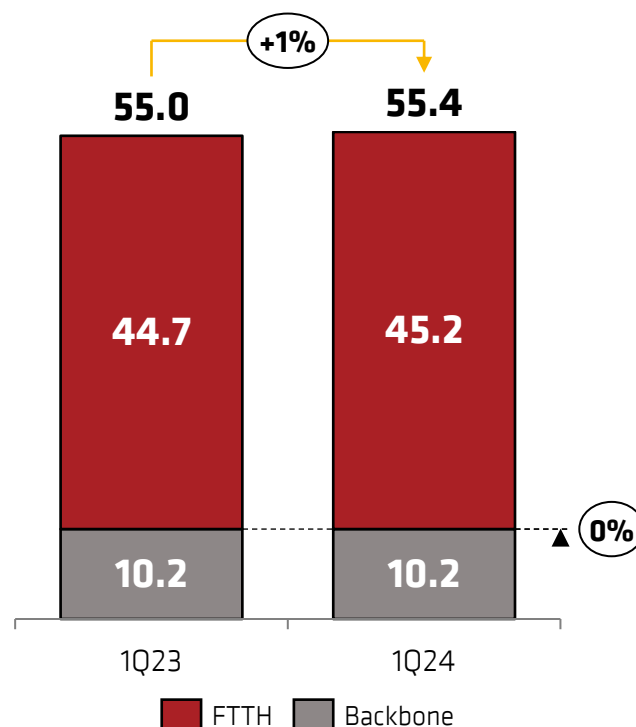
Geographic expansion



- Cities with entry until 2023
- Greater São Paulo

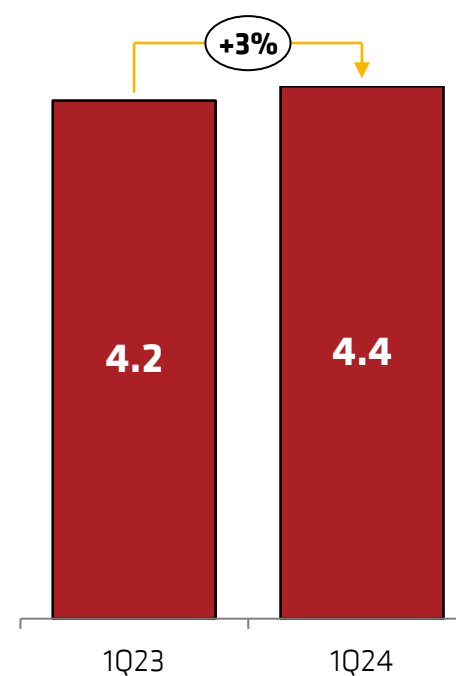
Network Extension

('000 km)

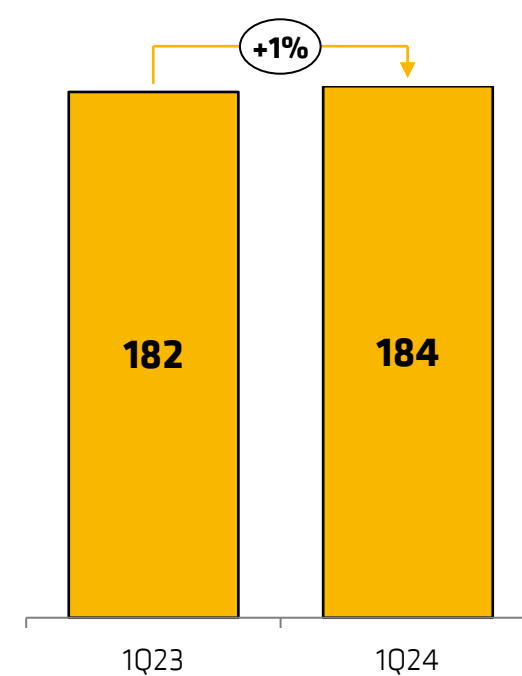


Homes Passed (HPs)

(million)



Total Cities



At the beginning of 2024, we unified our portfolio, generating greater efficiency in marketing spending and greater effectiveness in campaigns



Focus of Commercial Strategy



Portfolio unification being modern and competitive



Update of investment strategy, generating greater scale and efficiency in digital



Evolution of the structure, advancing in the management of sales channels

Efficiency and Scale in Marketing Campaigns



35

Radios

+15 k

Radio insertions

+5 k

Minutes of Desktop



80

Outdoors

25

Front lights

4

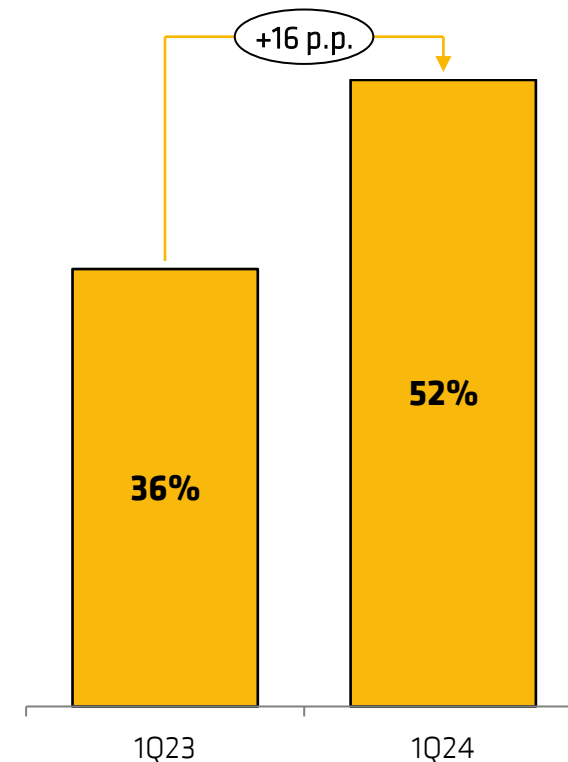
building murals



+1 k

Types of alternative media

% of Digital Ecosystem Sales (%)

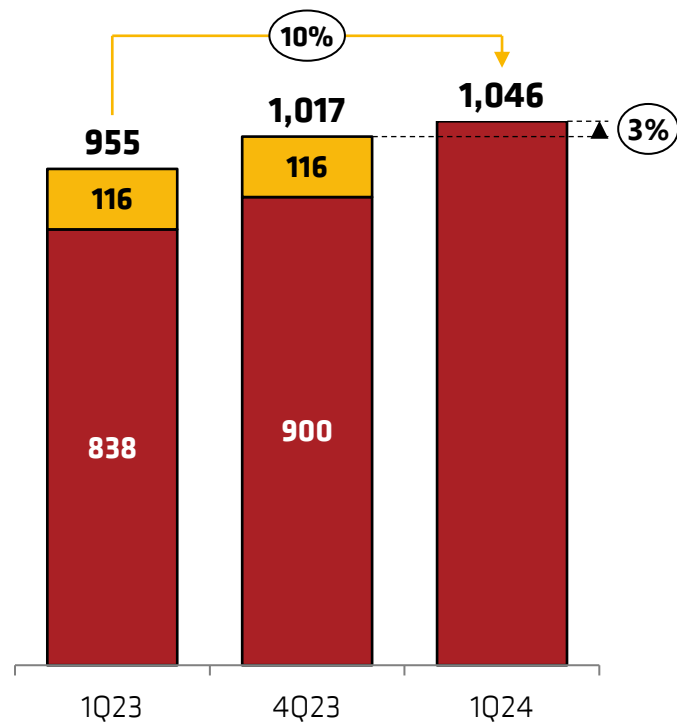


Solid operational performance



Homes Connected (HCs)

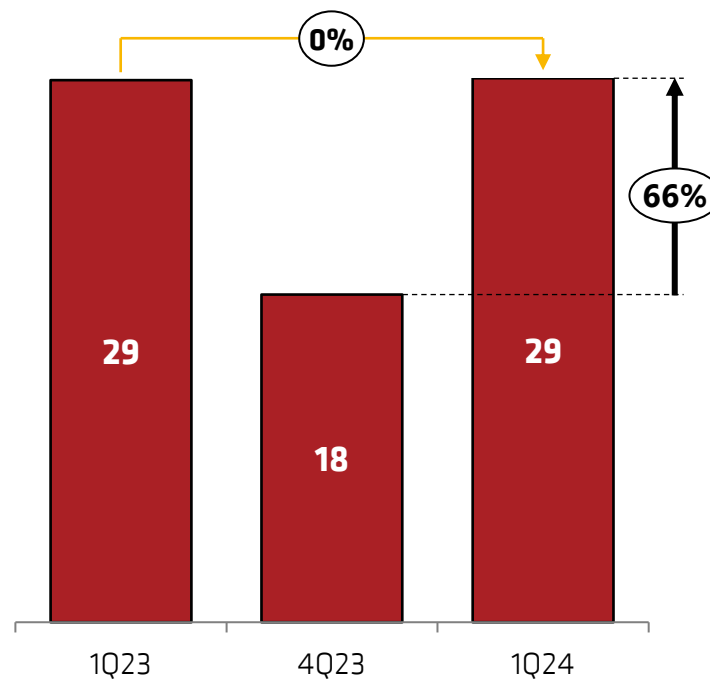
FTTH ('000)



Inorganic Additions accumulated in the year

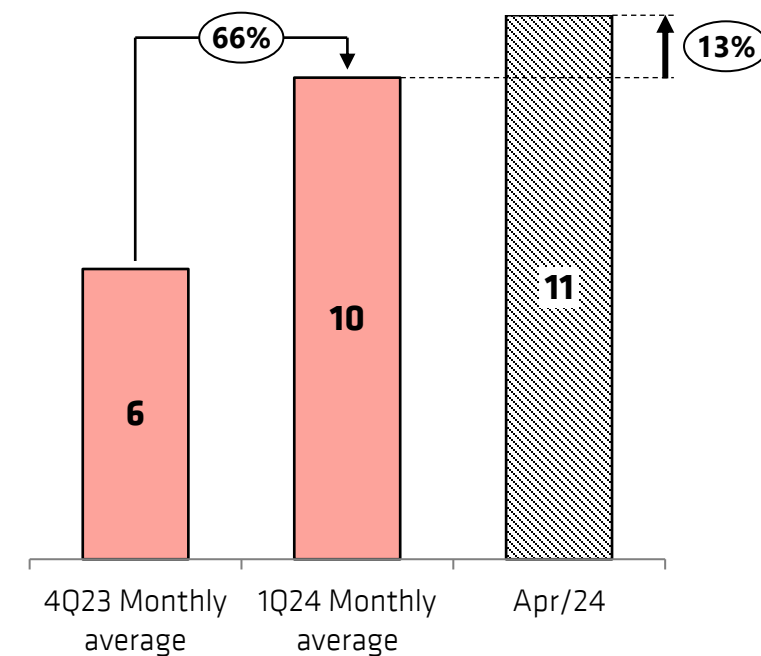
Quarterly Organic Net Additions

(Excludes the acquired base from M&As) ('000)



Growth in Monthly Net Additions

('000)



Desktop expanded its new portfolio at the end of 1Q24 and implemented several brand awareness initiatives



Expansion of product portfolio



New Giga Gamer and Giga Black Plans

- 1 Giga with Wi-Fi 6;
- 2 wired points and ExitLag for lower latency;
- Dedicated service;
- Gift card (PS Plus, X-Box Game Pass and Steam);
- Wide range of digital services and streaming.

Inclusion of new streaming

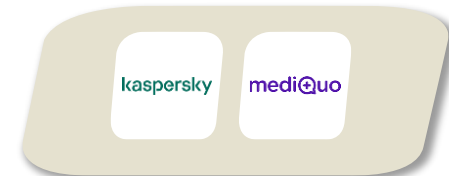
Inclusion of Max (HBO + Discovery + Champions League), enriching the portfolio that already includes Globoplay and Paramount+.

New SVA Products

Antivirus: licenses included from 400Mb plans onwards
Telemedicine: offered from R\$9.99

Launch of Desktop Mobile

Launch of mobile phone plans
Soft launch: Available in stores in Araraquara, Hortolândia, Sumaré and Taubaté.



New partnerships



Associação Atlética Ponte Preta



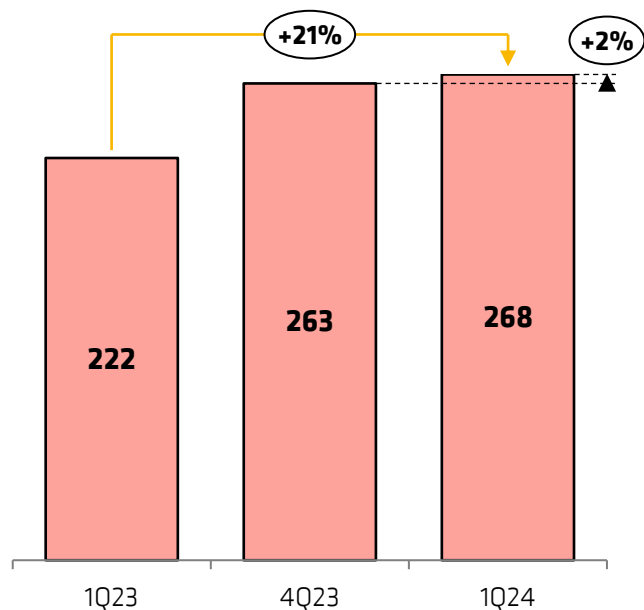
Guarani Futebol Clube

Robust economic and financial performance



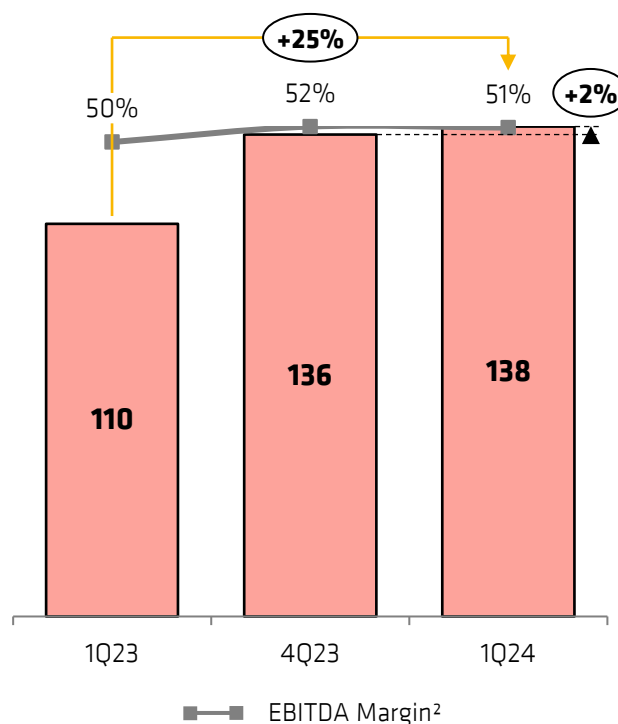
Net Revenue

(R\$ million)



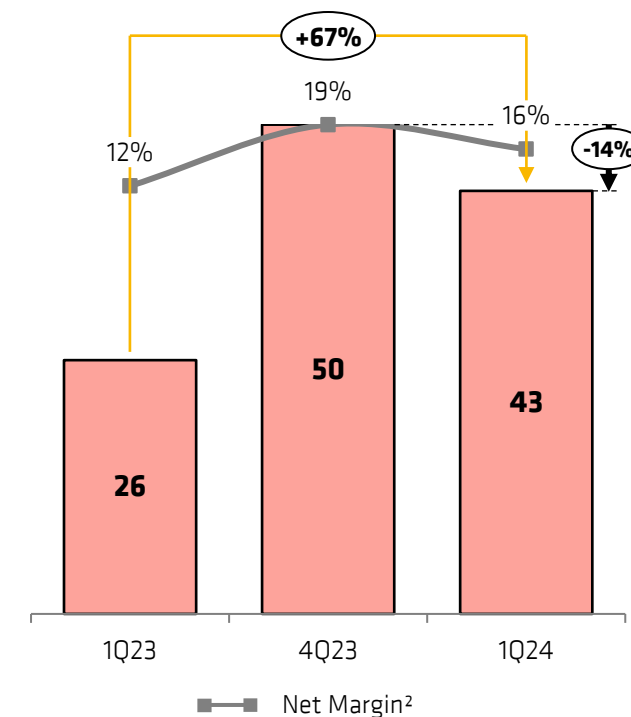
Adjusted EBITDA¹ (%)

(R\$ million)



Adjusted Net Income³

(R\$ million)



1. EBITDA calculated according to CVM Resolution No.156/2022 and adjusted to exclude non-recurring items that should not be considered in the calculation of operating cash current generation.

2. Calculated on net revenue

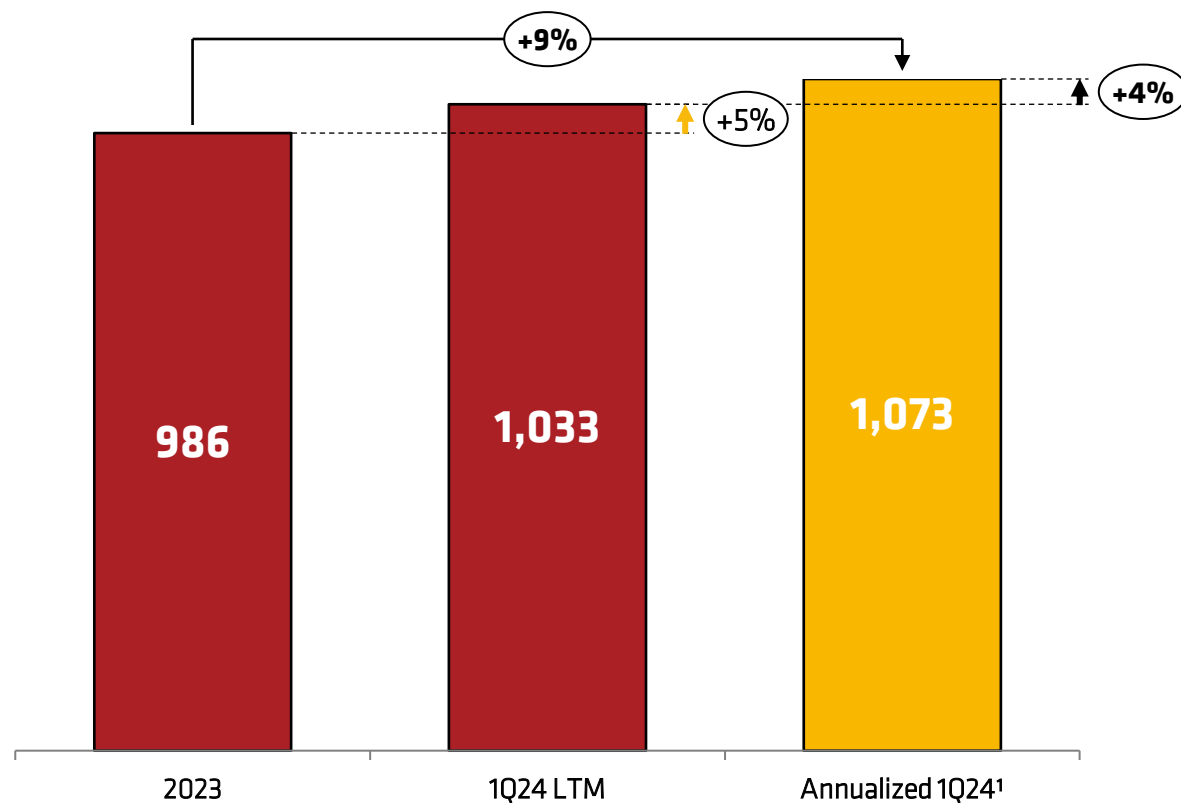
3. Adjusted Net Income to exclude non-recurring items that should not be considered in the calculation of current income generation, net of tax at a rate of 34%.

Robust economic and financial performance



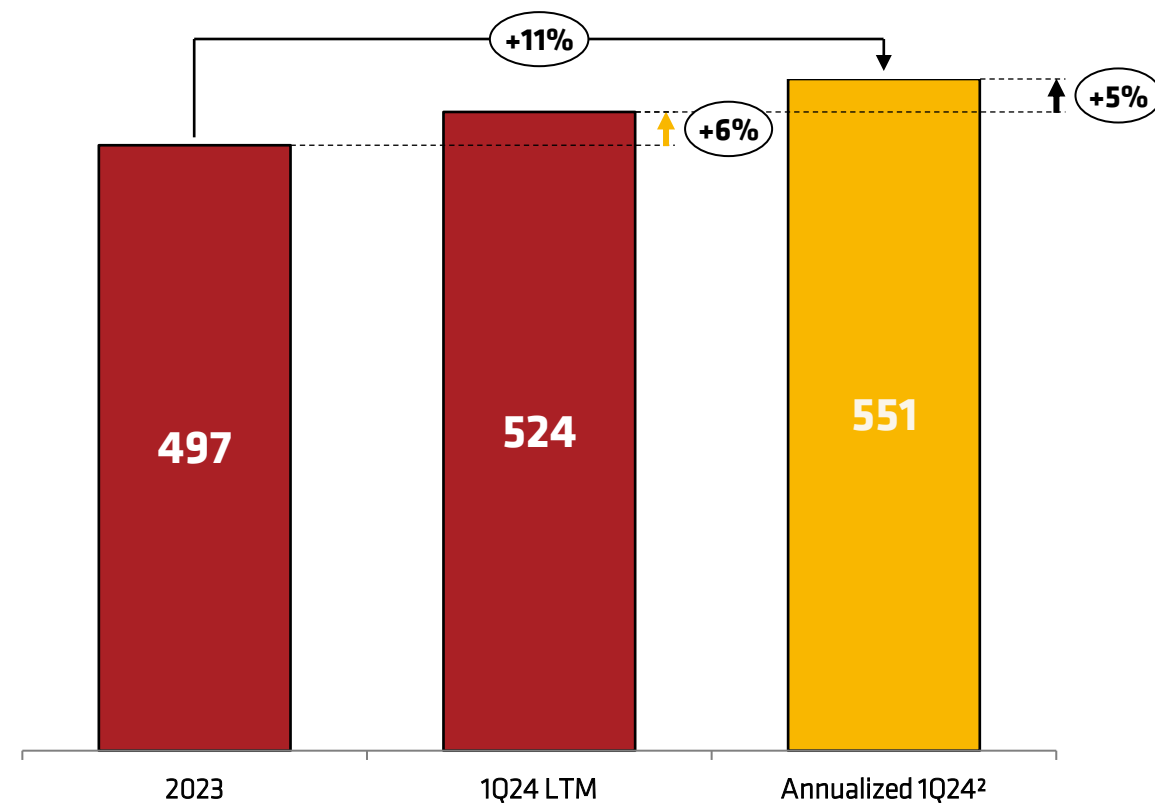
Annualized Pro Forma Net Revenue

(R\$ million)



Annualized Pro Forma Adjusted EBITDA

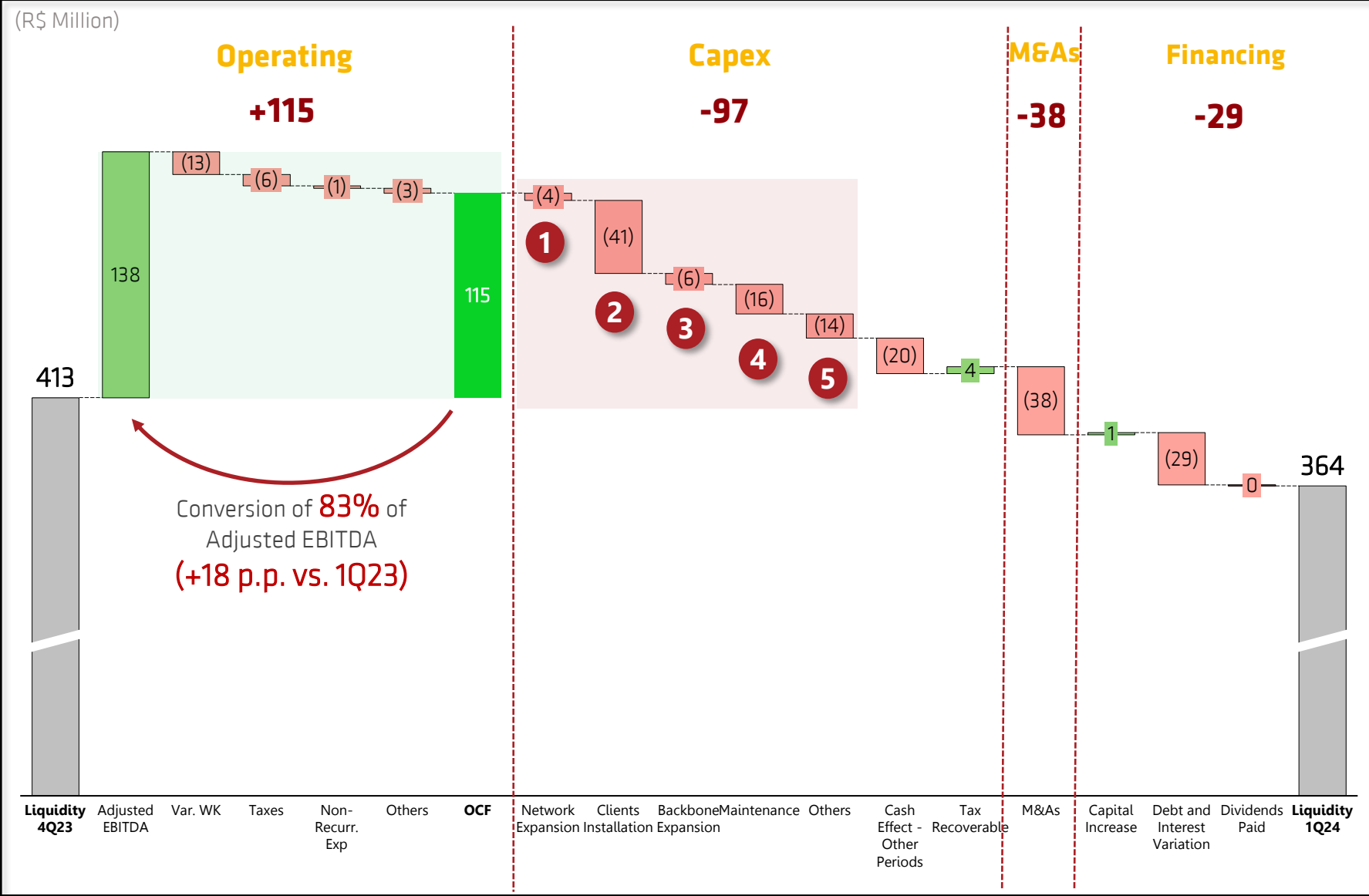
(R\$ million)



1. Considers 4Q23 net revenue multiplied by 4;

2. Considers 4Q23 Adjusted EBITDA multiplied by 4.

Robust economic and financial performance



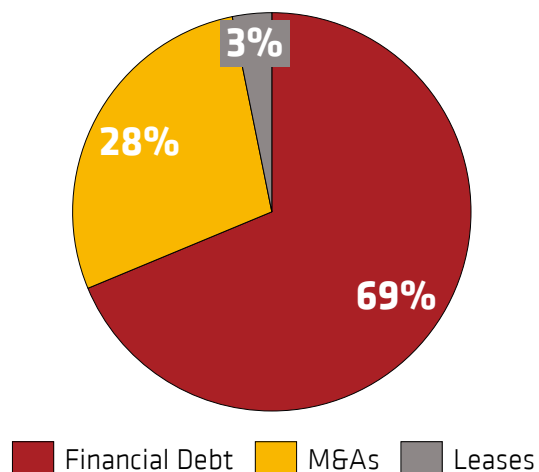
	CAPEX (R\$ '000)	1Q24
1	Network Expansion	4,040
	Inventory Increase (Decrease)	(110)
	Network Exp. - Adjusted	4,151
	Ports Added (thousand)	18
	CAPEX/Port	235
2	Clients Installation	41,022
	Inventory Increase (Decrease)	(16,793)
	Clients Installation - Adjust.	57,815
	Gross Adds (thousand)	103
	CAPEX/Gross Adds	560
3	Backbone Expansion	6,122
	% of Total CAPEX	8%
4	Maintenance	16,488
	% of Net Revenue	6%
5	I.T.	6,010
5	Others	7,570
	Adjusted CAPEX	81,252

Robust economic and financial performance



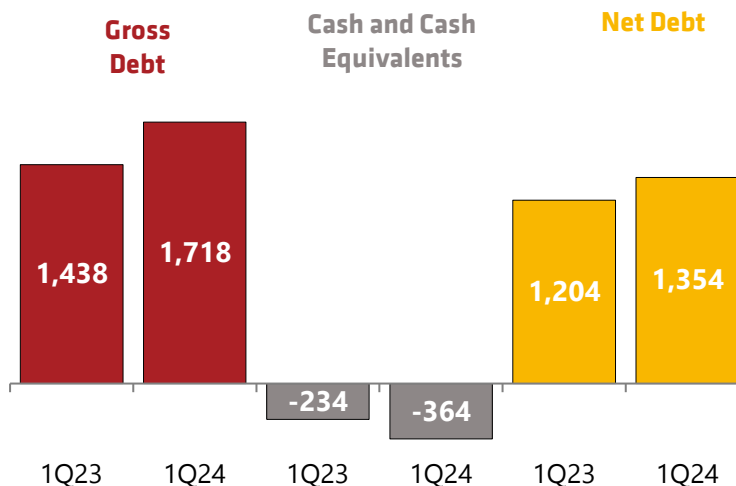
Debt Composition

(%)



Net Debt

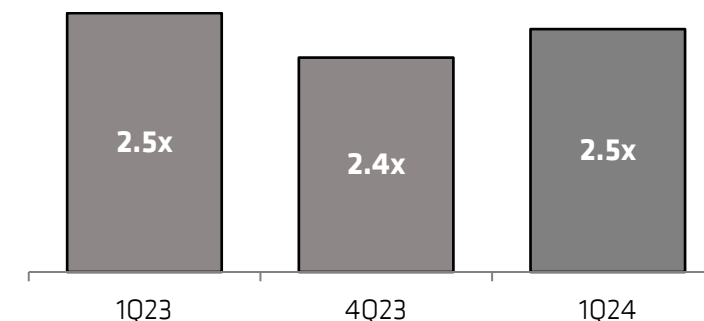
(R\$ million)



Debt Ratio

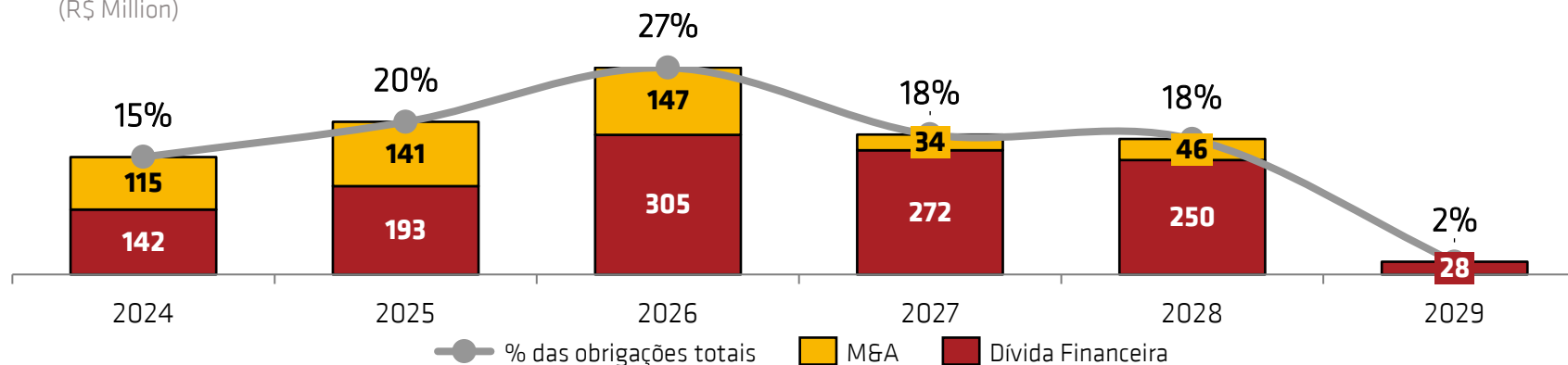
(x)

Net Debt/Annualized Proforma EBITDA



Debt Schedule

(R\$ Million)



In April/24, the risk rating agency Standard and Poor's (S&P) assigned a 'brA+' Rating, with a stable outlook, to Desktop S.A.

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