



EARNINGS
PRESENTATION

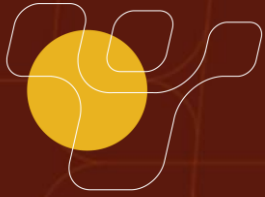
4Q23 and
2023



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.



4Q23 AND 2023 HIGHLIGHTS

4Q23 and 2023 Highlights



R\$ 263 million
4Q23 Net Revenue

+33% **+3%**
4Q23 vs 4Q22 4Q23 vs 3Q23

R\$ 136 million
4Q23 Adjusted EBITDA

+35% **+6%**
4Q23 vs 4Q22 4Q23 vs 3Q23

R\$ 50 million
4Q23 Adjusted Net Income

+194% **24%**
4Q23 vs 4Q22 4Q23 vs 3Q23

R\$ 986 million
2023 Net Revenue

+39%
2023 vs 2022

R\$ 497 million
2023 Adjusted EBITDA

+46%
2023 vs 2022

R\$ 149 million
2023 Adjusted Net Income

+114%
2023 vs 2022



4.3 million
Homes Passed (HPs)

+13% **+0.7%**
Dec23 vs Dec22 Dec23 vs Sep23

1,017k
Homes Connected (HCs)

+26% **+2%**
Dec23 vs Dec22 Dec23 vs Sep23

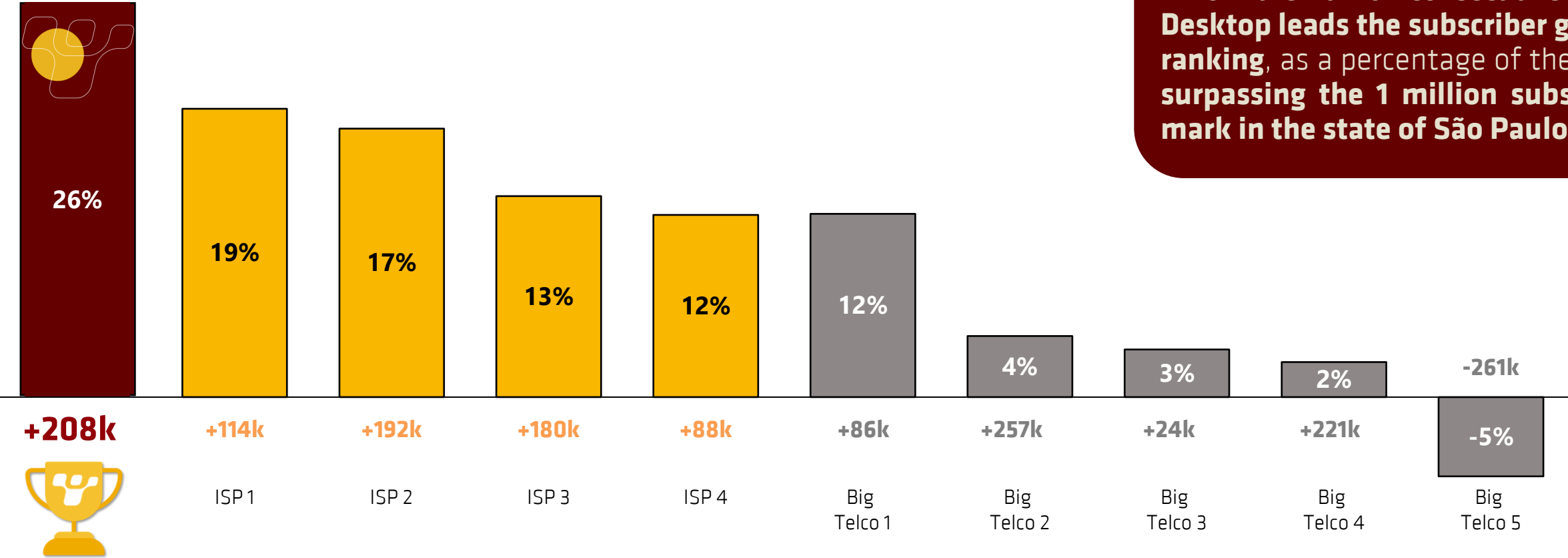
55k km of network
Backbone + Access Network

+14%
Dec23 vs Dec22

Desktop stood out among national peers, delivering consistent growth



#1 MILLION SUBSCRIBERS



For the third consecutive year, **Desktop leads the subscriber growth ranking**, as a percentage of the base, surpassing the 1 million subscriber mark in the state of São Paulo.

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, Oi and Algar).
Note 2: Full Year 2023 of the Top 10 players in Brazil
Source: Anatel.

Excellence in product and service resulted in important recognition



Best fixed Internet in the state of São Paulo, according to the Best Choice Award (Prêmio Melhor Escolha), winning in two categories.



Achievement of "Experience Certification", reflecting customer focus.

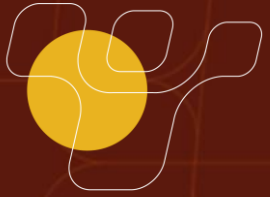
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⬆️ Best Internet Ranking | Best Upload



- **+1,600** participating brands;
- **69** Categories;
- **+1 million customer opinions**, across all sectors;
- **Award 100% representative of the customer's voice.**

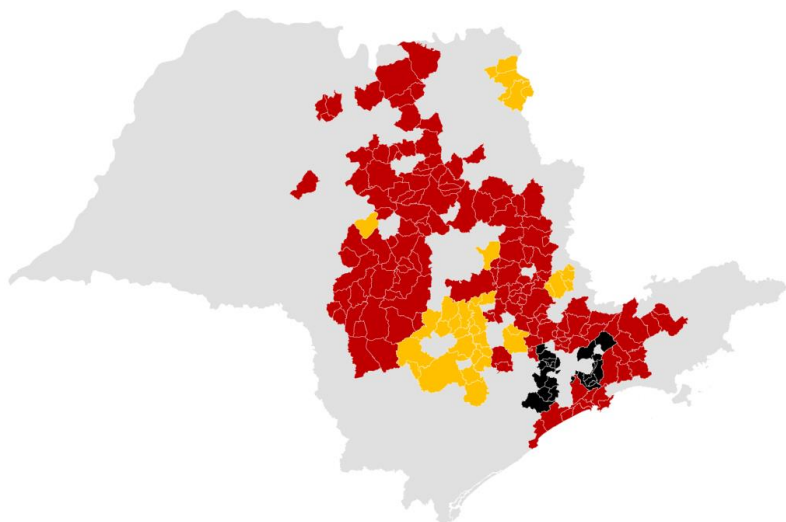


4Q23 AND 2023 RESULTS

Solid operational performance



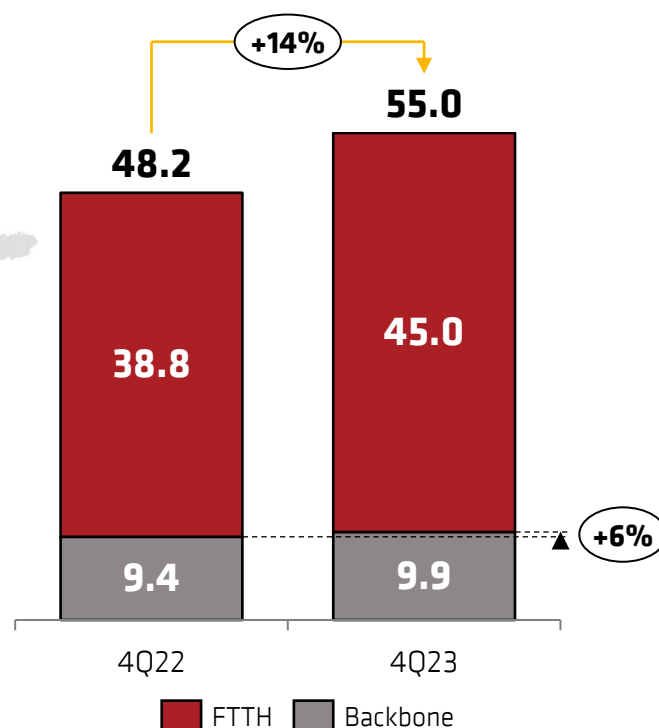
Geographic expansion



- Cities with entry until 2022
- New cities | 2023
- Greater São Paulo

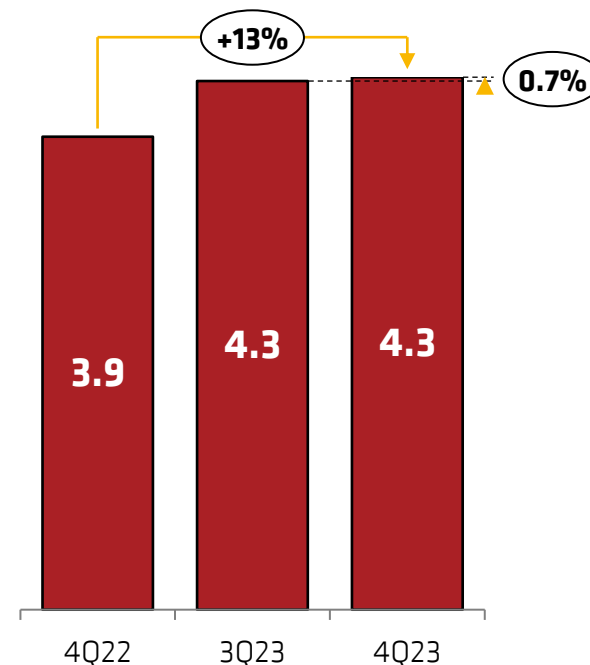
Network Extension

('000 km)

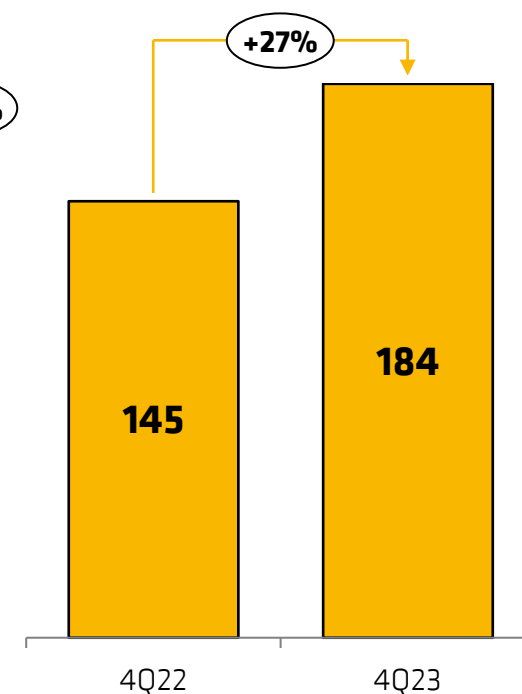


Homes Passed (HPs)

(million)



Total Cities

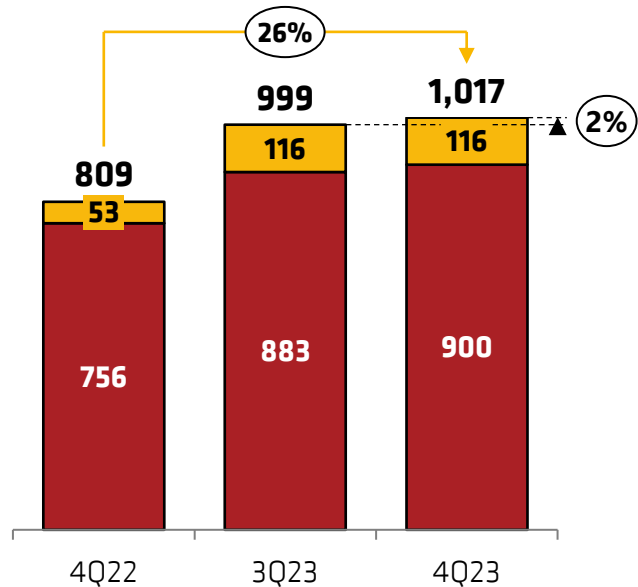


Solid operational performance



Homes Connected (HCs)

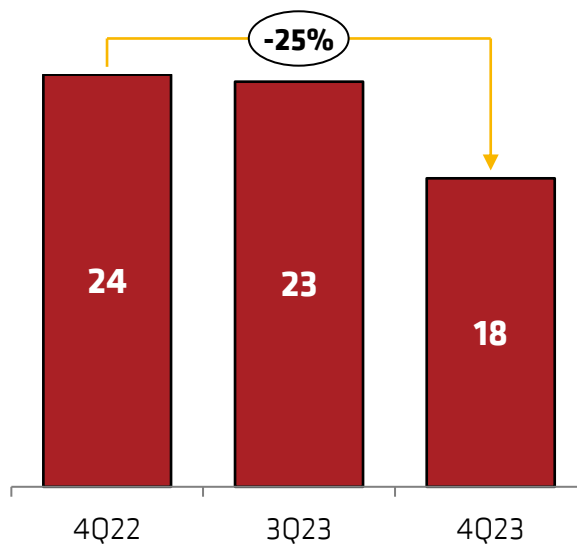
FTTH ('000)



Inorganic Additions accumulated in the year

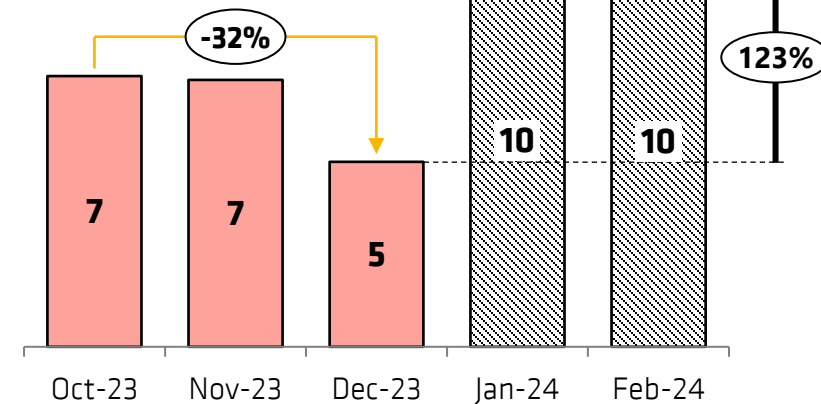
Quarterly Organic Net Additions

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



Monthly Organic Net Additions

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

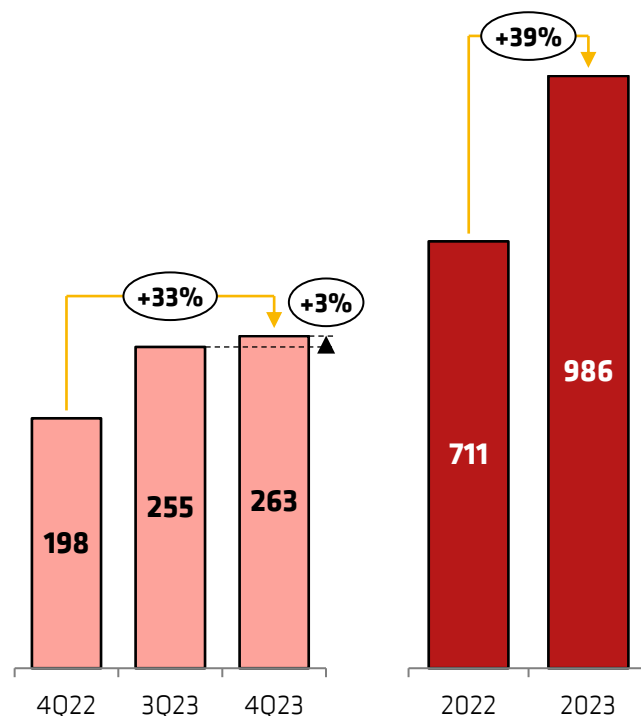


Robust economic and financial performance



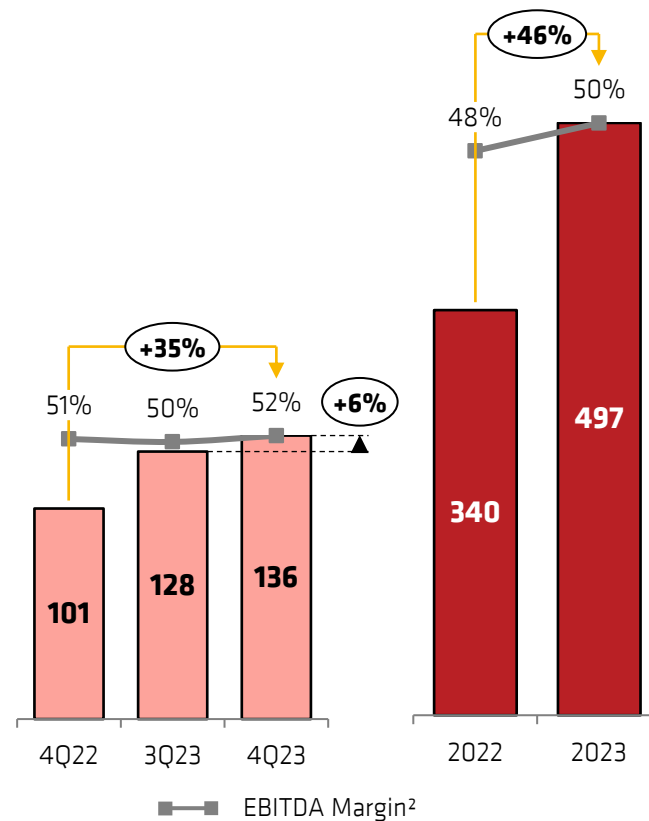
Net Revenue

(R\$ million)



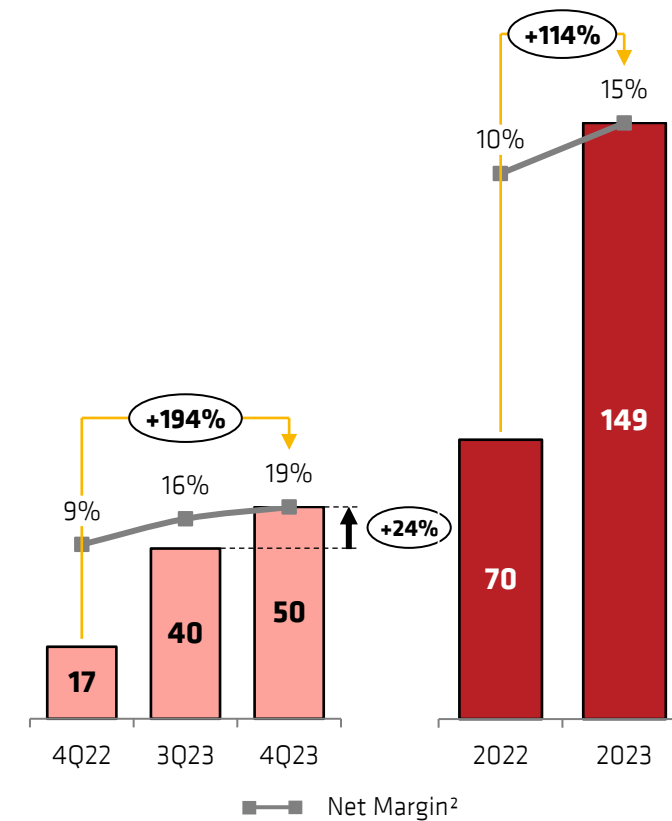
Adjusted EBITDA¹ (%)

(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

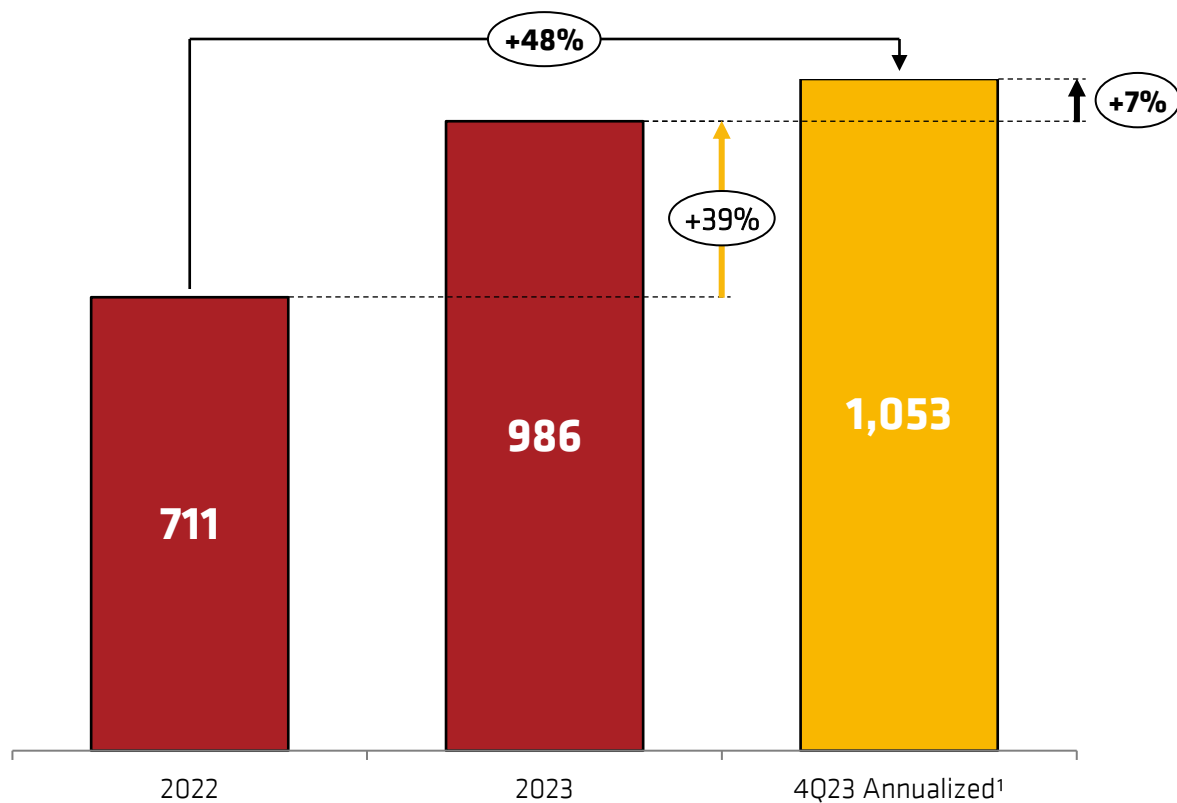
3. Adjusted Net Income to exclude non-recurring items that should not be considered in the calculation of current income generation, net of tax at a rate of 34%.

Robust economic and financial performance



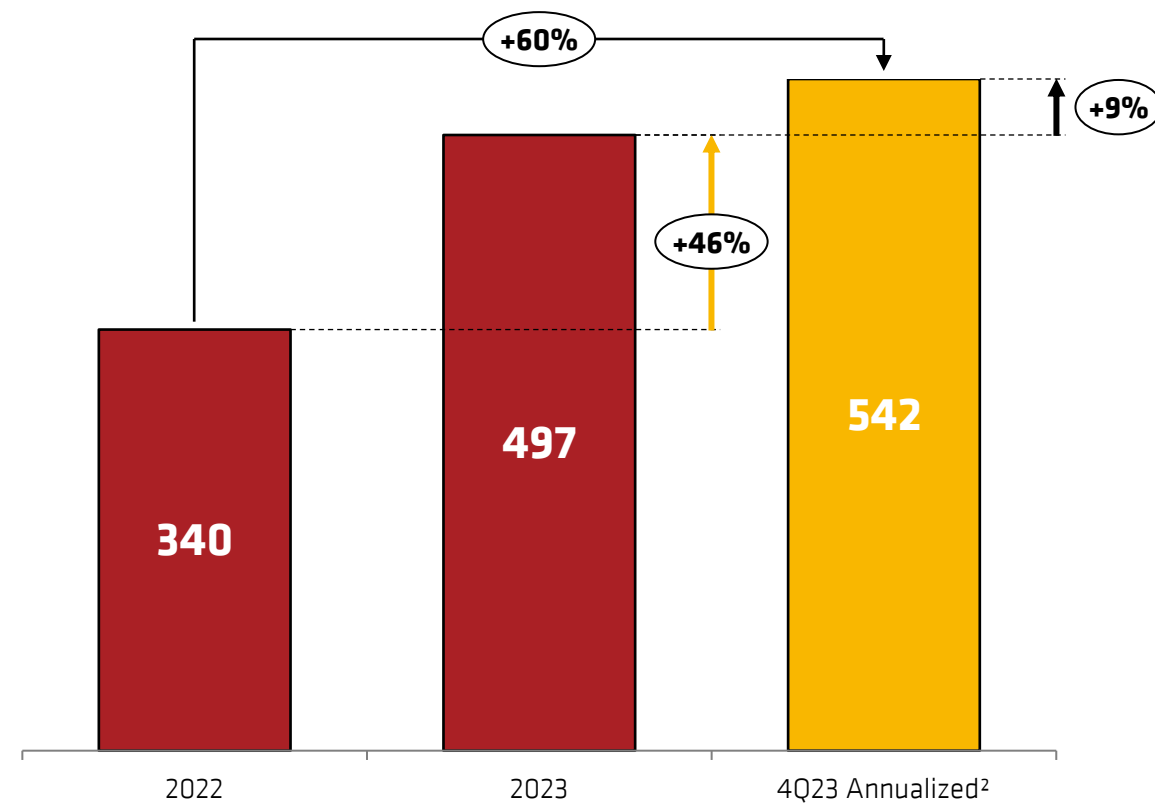
Annualized Pro Forma Net Revenue

(R\$ million)



Annualized Pro Forma Adjusted EBITDA

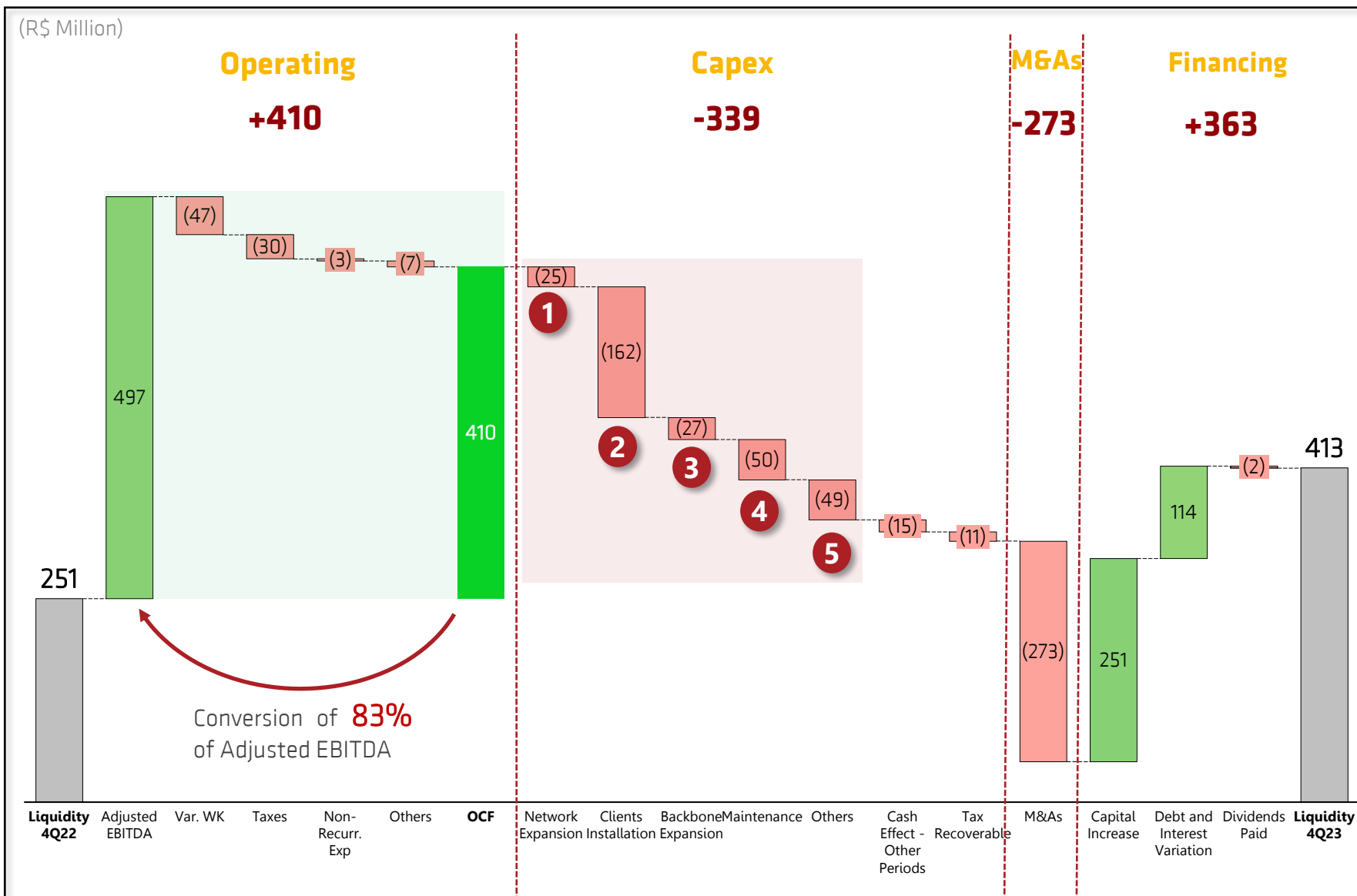
(R\$ million)



1. Considers 4Q23 net revenue multiplied by 4;

2. Considers 4Q23 Adjusted EBITDA multiplied by 4.

Robust economic and financial performance

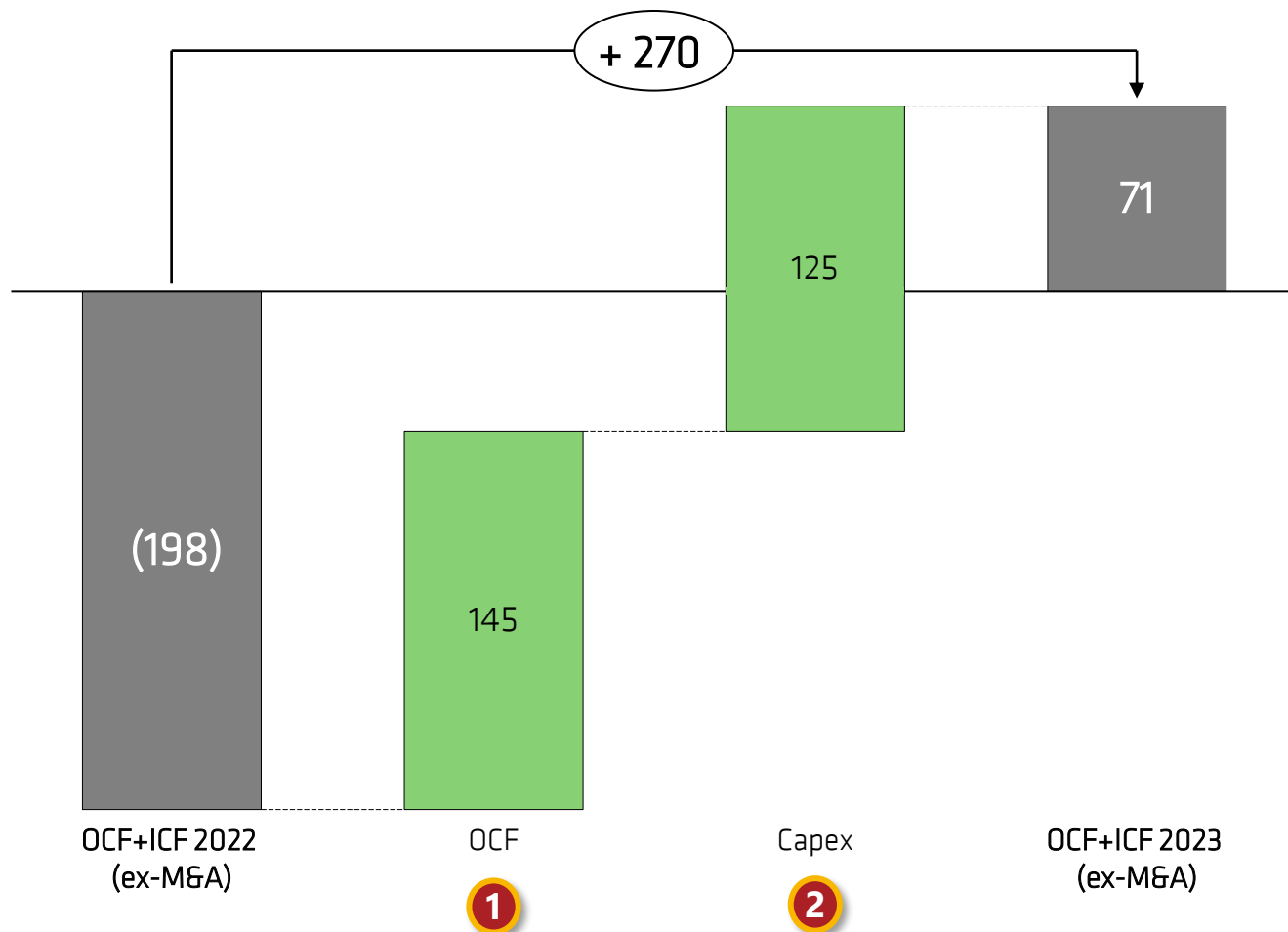


CAPEX (R\$ '000)		2023
1	Network Expansion	24,789
	Inventory Increase (Decrease)	(6,336)
	Network Exp. - Adjusted	31,125
	Ports Added (thousand)	129
	CAPEX/Port	240
2	Clients Installation	161,574
	Inventory Increase (Decrease)	(43,122)
	Clients Installation - Adjust.	204,696
	Gross Adds (thousand)	375
	CAPEX/Gross Adds	545
3	Backbone Expansion	27,295
	% of Total CAPEX	9%
4	Maintenance	49,720
	% of Net Revenue	5%
5	I.T.	30,303
5	Others	19,067
	Adjusted CAPEX	312,748

Robust economic and financial performance



Evolution of Cash Generation (OCF + Capex)^{1,2}



1 Optimization initiatives and scale boosted Desktop's operational cash generation:



Captured synergies and incorporations of subsidiaries;



Renegotiation of prices and terms with suppliers;



Digitalization and automation of processes; operational leverage gains.

2 Reduction of Investments (CAPEX):



Significant network coverage supported growth with low need for new investments;



Focus on capturing new subscribers and increasing penetration of the existing network.

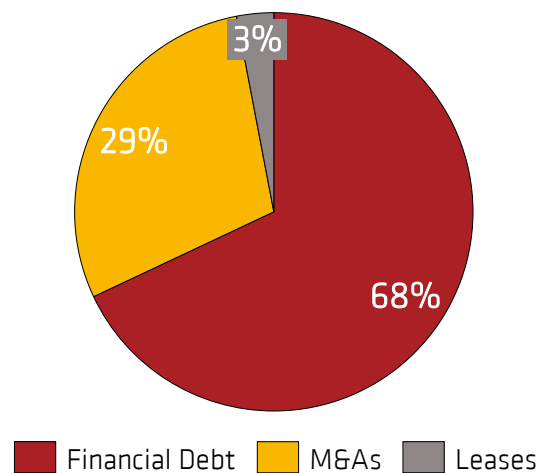
1. Does not consider payment of interest on the debt;
2. Does not consider payment of M&A installments.

Robust economic and financial performance



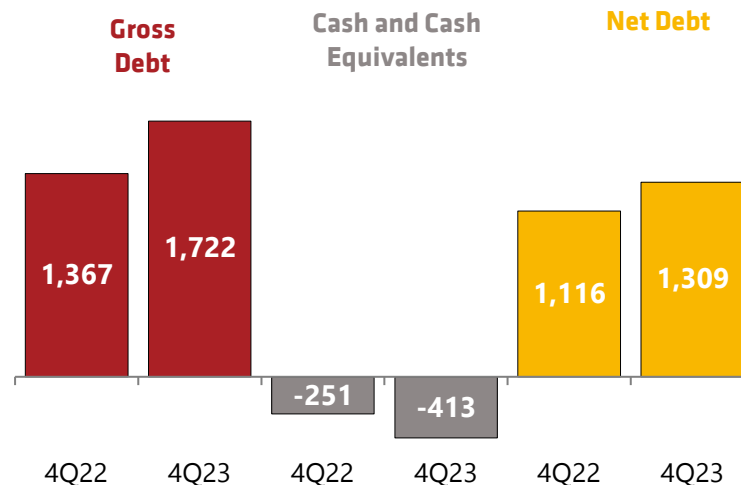
Debt Composition

(%)



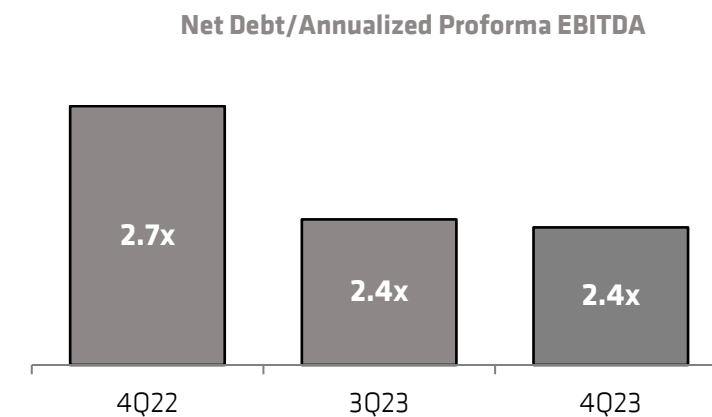
Net Debt

(R\$ million)



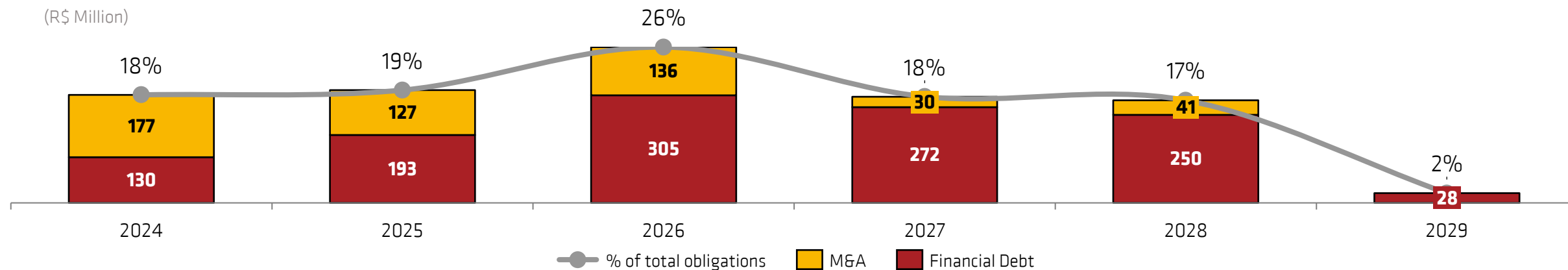
Debt Ratio

(x)



Debt Schedule

(R\$ Million)



Investor Relations

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