

# DESKTOP

## EARNINGS PRESENTATION | 1Q22

MISSION



08:54:30  
POWER: ON: OFF



TIME-DATE 00:38:29

Market Share



Data Availability

KPI: Product

FRONT-CAMERA-IP: 143.453.00

01:43:55

Customers Satisfaction

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 markets, changes in prices charged by competitors, exchange rate variations, changes in the Brazilian political-economic scenario, in emerging and international markets.





1Q22 Highlights

# 1Q22 Highlights

**667k**

**Homes Connected (HCs)**

**+163%**

Mar22 vs Mar21

**+9%**

Mar22 vs Dec21

**R\$ 195 million**

**1Q22 Gross Revenue**

**+165%**

1Q22 vs 1Q21

**+29%**

1Q22 vs 4Q21

**R\$ 69 million**

**1Q22 Adjusted EBITDA**

**+197%**

1Q22 vs 1Q21

**+33%**

1Q22 vs 4Q21



**DESKTOP**

**3.1 million**

**Homes Passed (HPs)**

**+184%**

Mar22 vs Mar21

**+7%**

Mar22 vs Dec21

**~42 thousand km  
of network**



**+453%**

Mar22 vs Mar21

**M&A**



**+16k**

subscribers

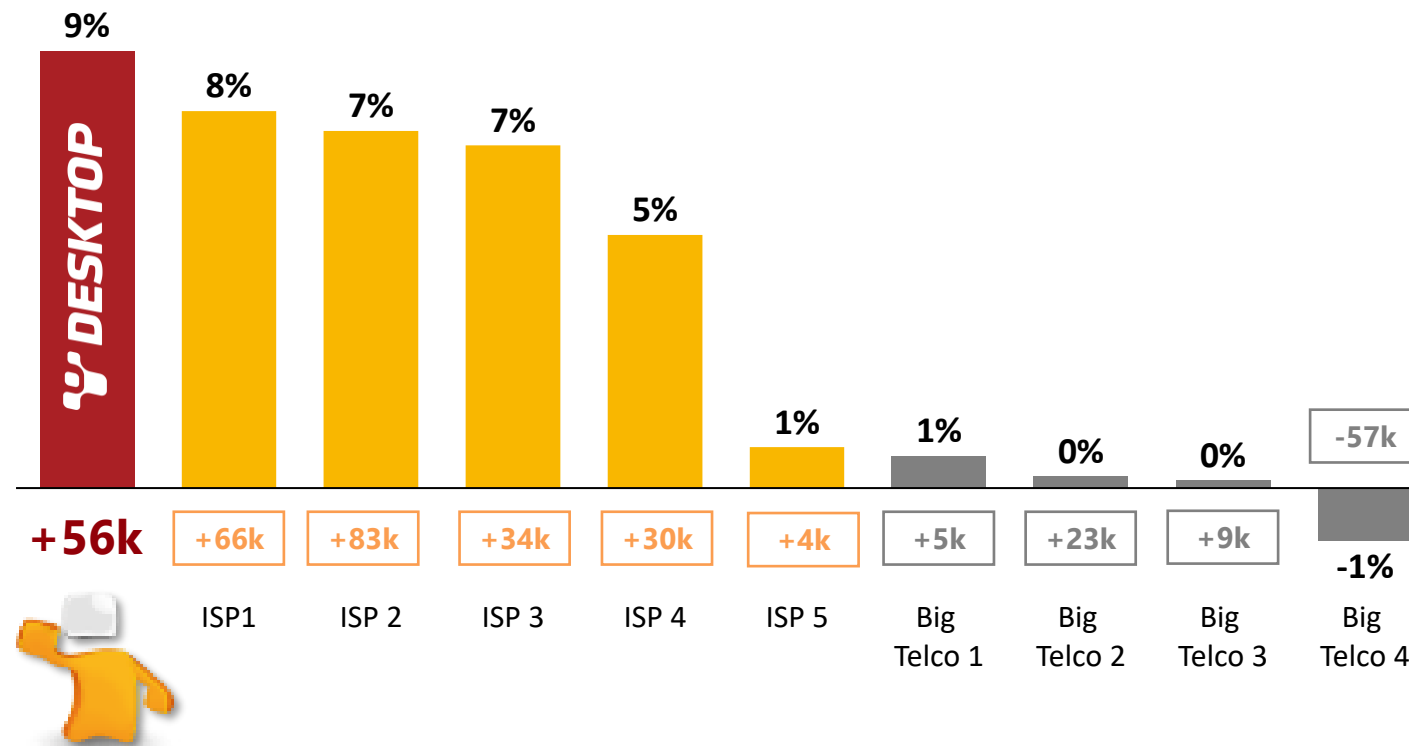
Closing on  
**Jan/22<sup>1</sup>**

1. 1Q22 numbers include Infolog results for all months

# Growth leader in Brazil | 1Q22



Subscriber growth as a percentage of the client base of the largest players in Brazil in 1Q22 (%)



Exceptional performance mainly attributed to two pillars:

- 1 Infrastructure with state-of-the-art equipment, excellent service and end-to-end continuous improvement.
- 2 Constant improvement of the organic and inorganic project selection model, identifying the opportunities that maximize returns.

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);

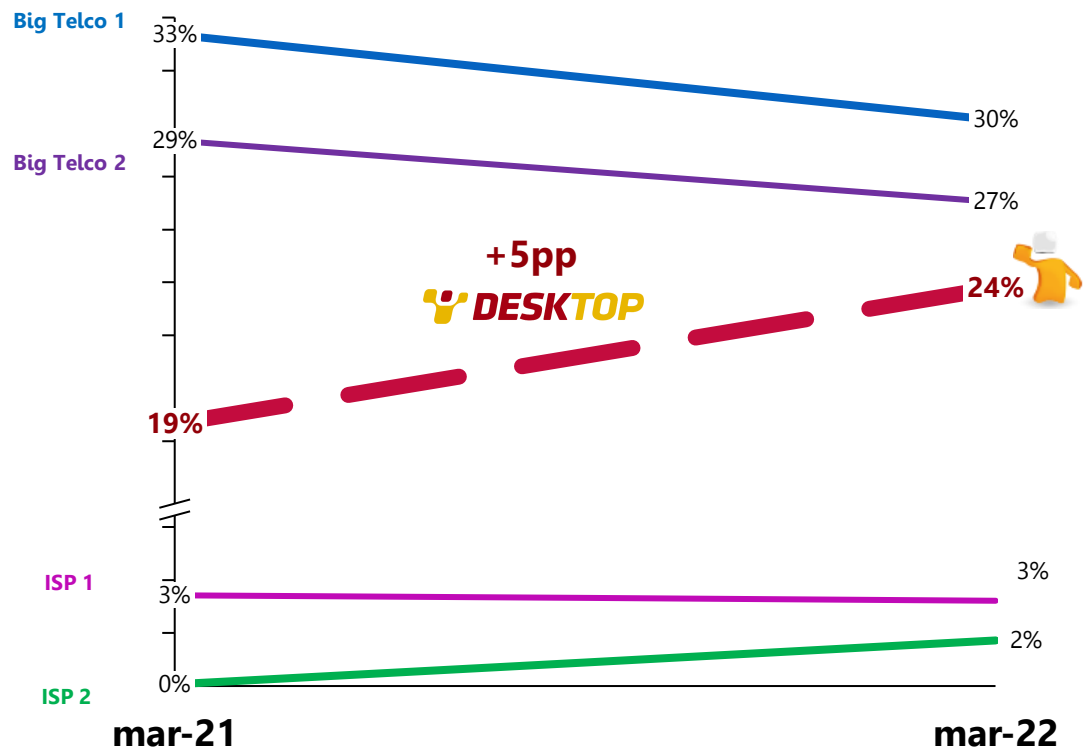
Note 2: All ISPs have +490 thousand subscribers

Source: Anatel.

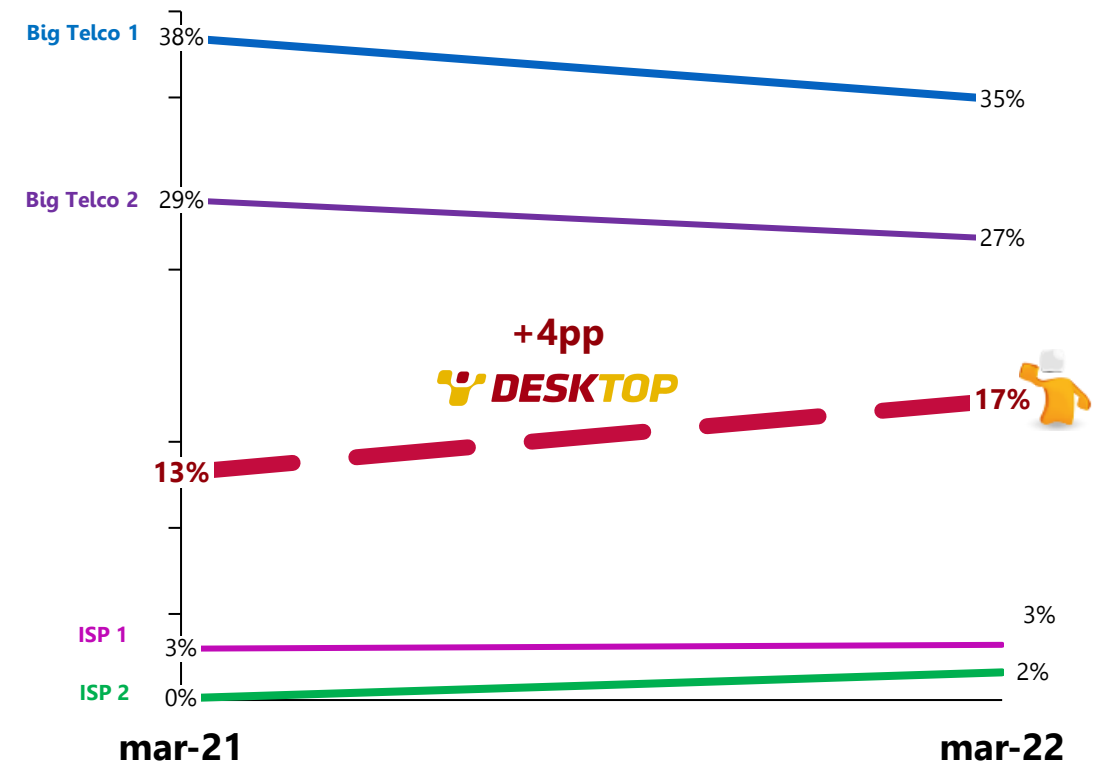
# Consistent and accelerated growth in market share



Evolution of Subscribers Market Share - Cities with **more** than 12 months of operation (%):



Evolution of **Total** Subscribers Market Share (%):







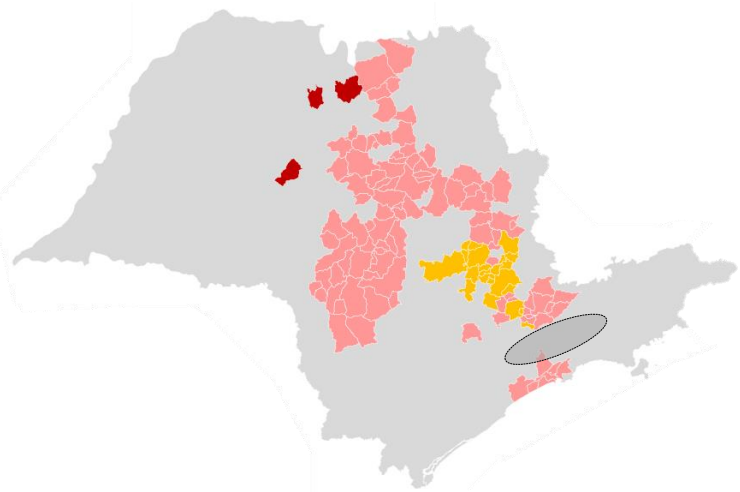
 **DESKTOP**

**1Q22 Results**

# Solid operational performance

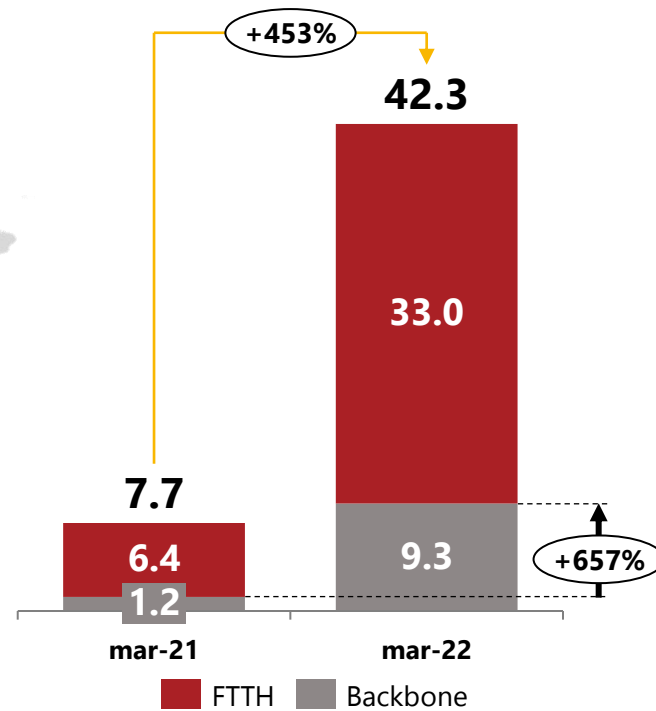


## Geographic expansion:

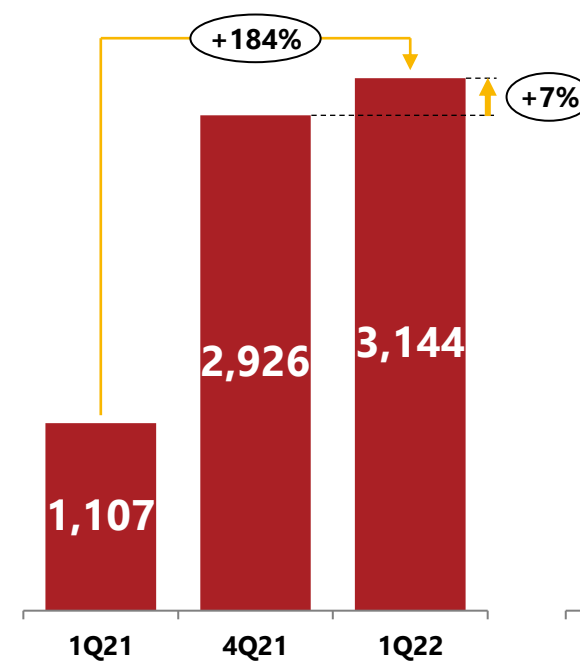


- New cities | 2022
- New cities | 2021
- Cities with entry until 2020
- Greater São Paulo

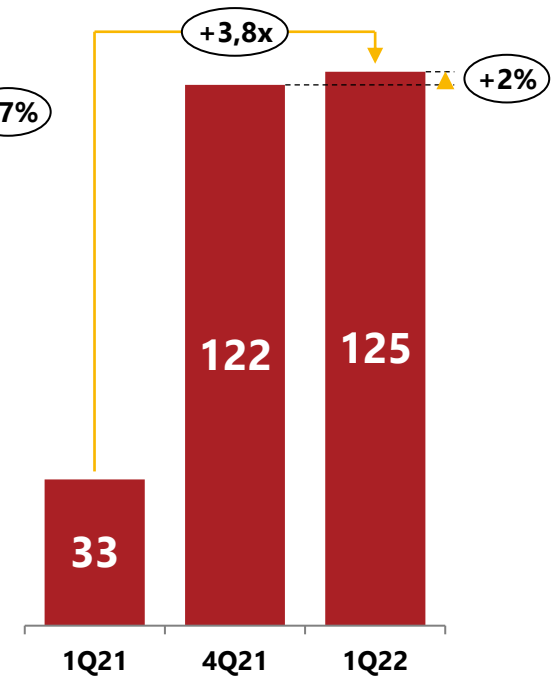
## Network Extension ('000 km)



## Homes Passed (HPs)



## Total Cities



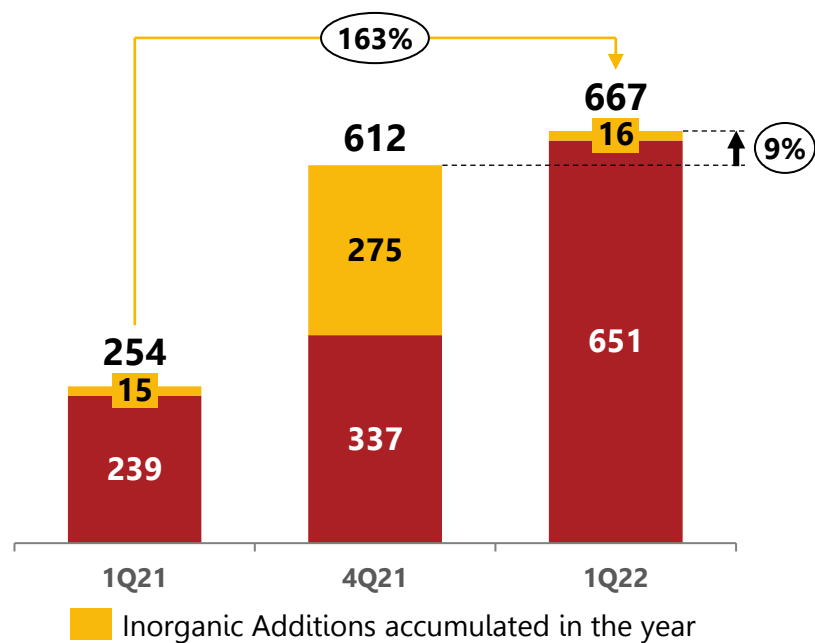


# Solid operational performance



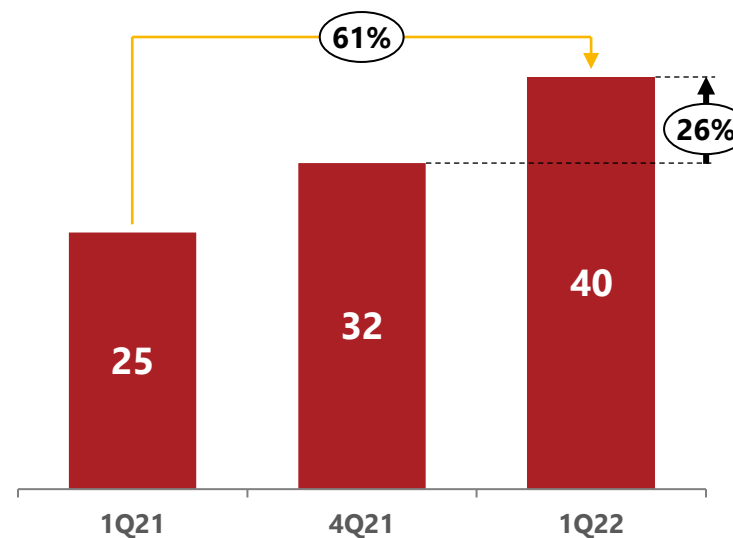
## Homes Connected (HCs) FTTH

('000)



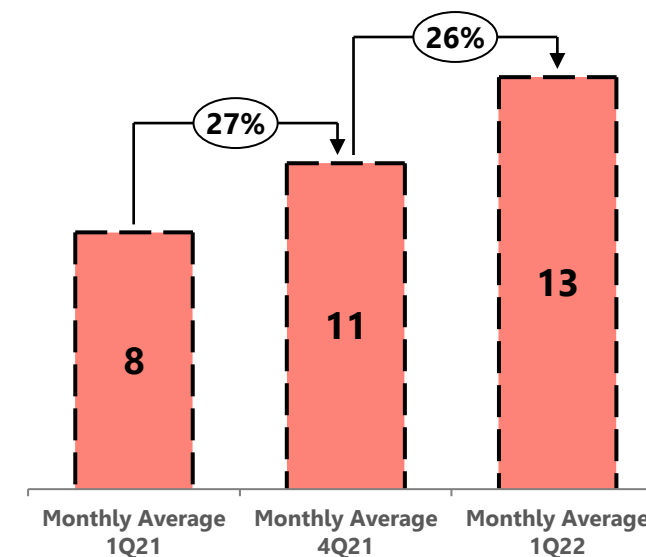
## Quarterly Net Adds

(excludes subscribers from M&As) ('000)

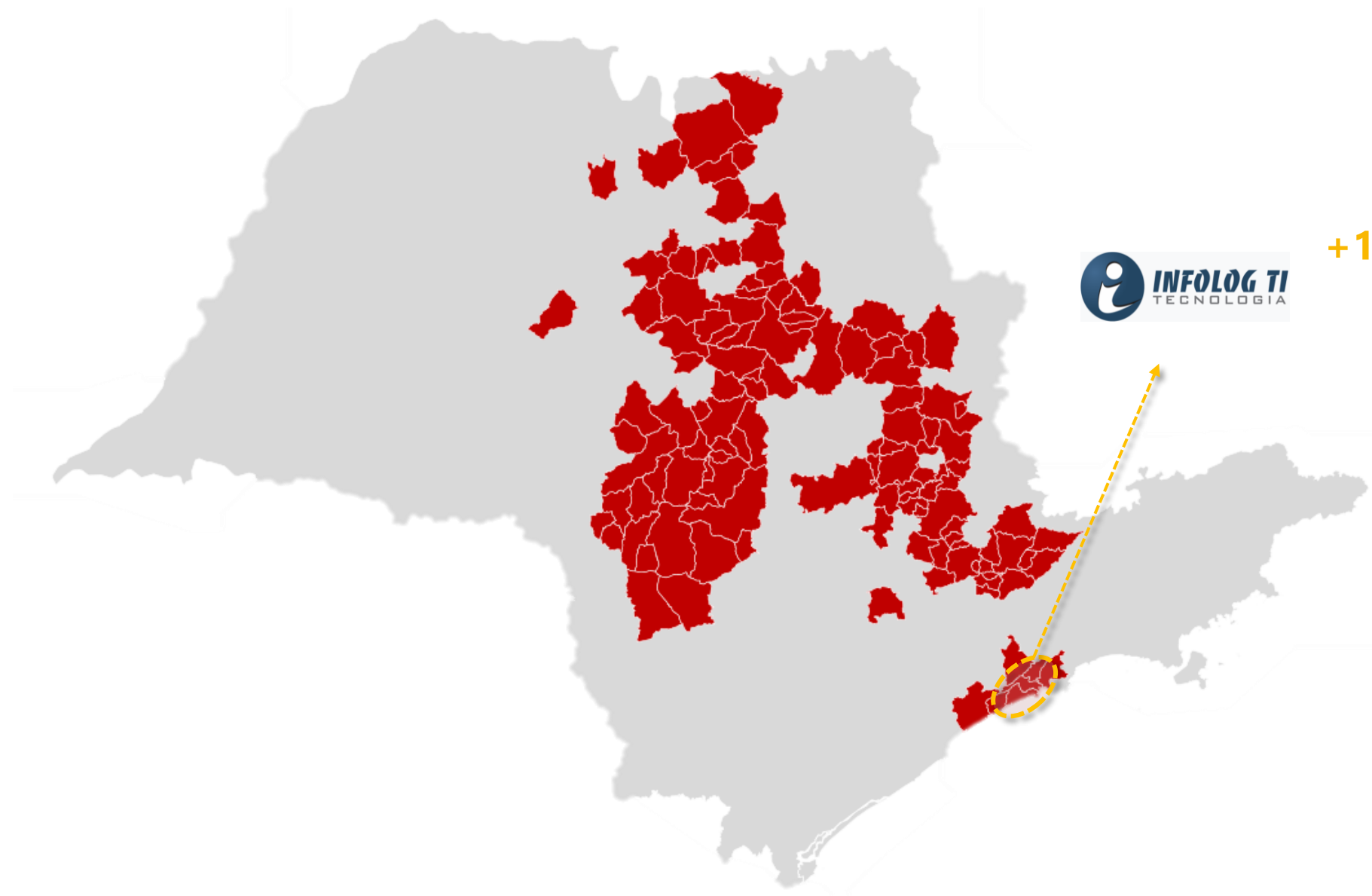


## Monthly Net Adds

(excludes subscribers from M&As) ('000)



# Inorganic Growth in 1Q22 | +16 thousand subscribers



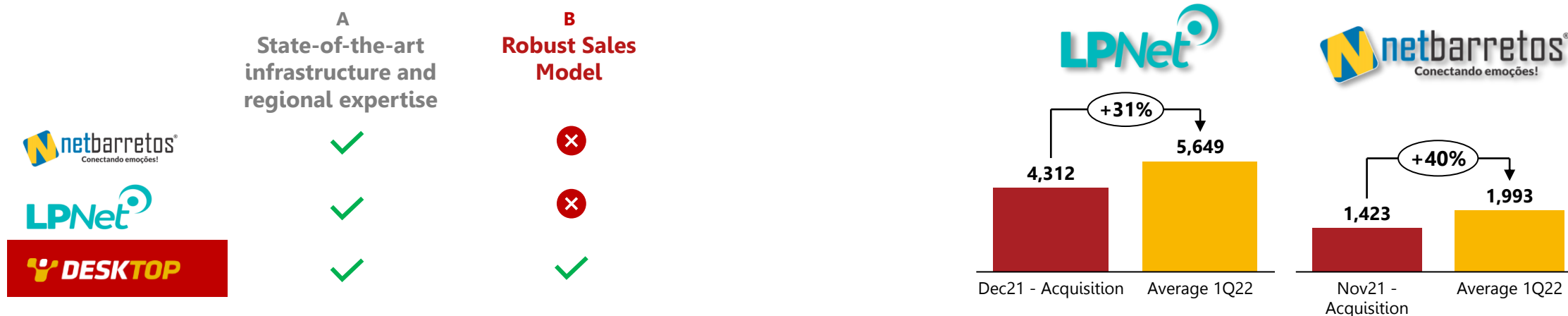
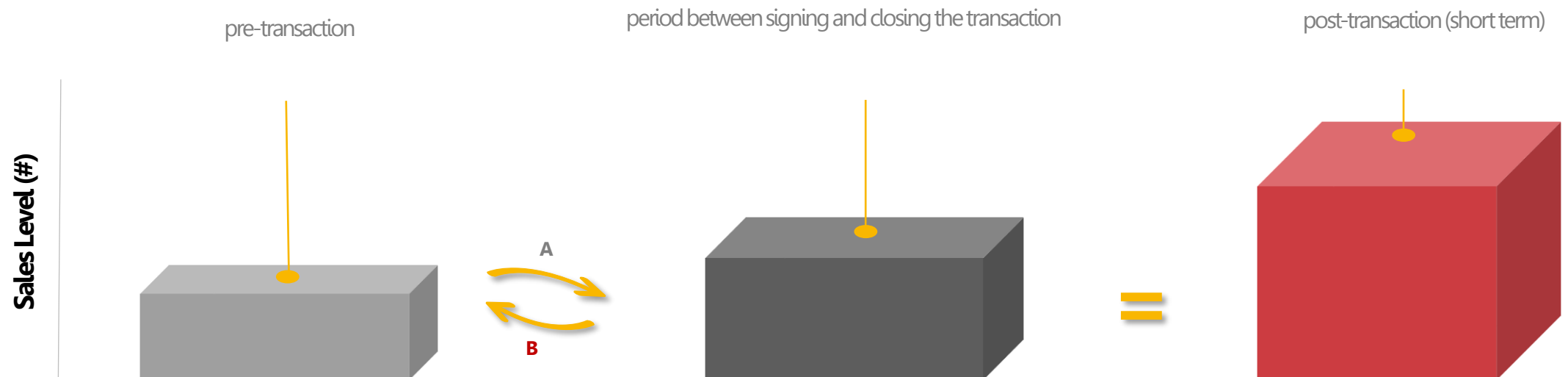
**+16k subscribers**

Closed on  
**jan/22**

# Synergies | Long-term value creation



## Structured process to capture revenue synergies in the short term

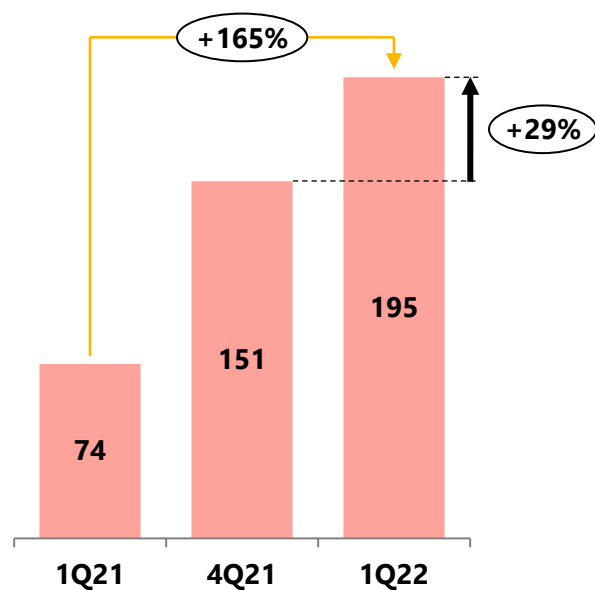


# Robust economic and financial performance



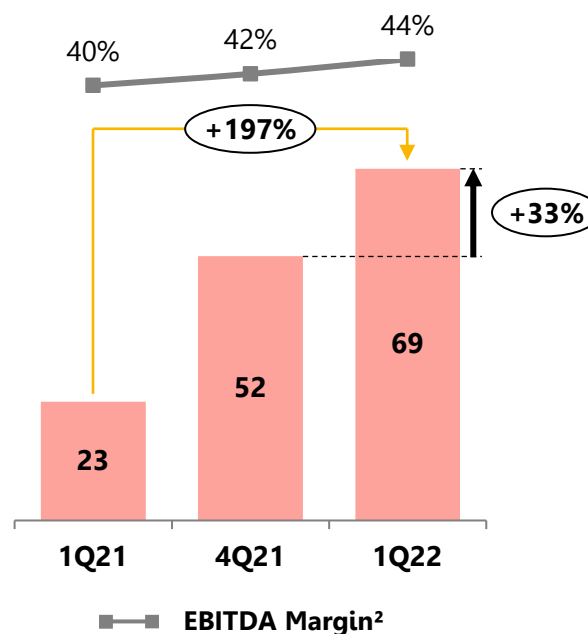
## Gross Revenue

(R\$ million)



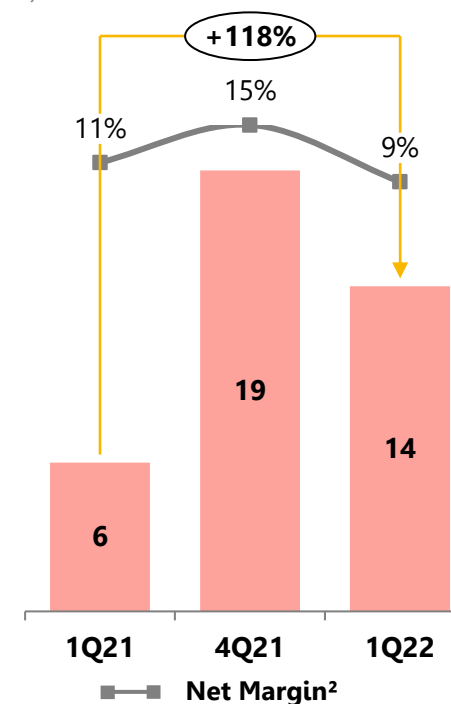
## Adjusted EBITDA<sup>1</sup> (%)

(R\$ million)



## Adjusted Net Income<sup>3</sup>

(R\$ million)



1. EBITDA calculated according to CVM Instruction 527/2012 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%.

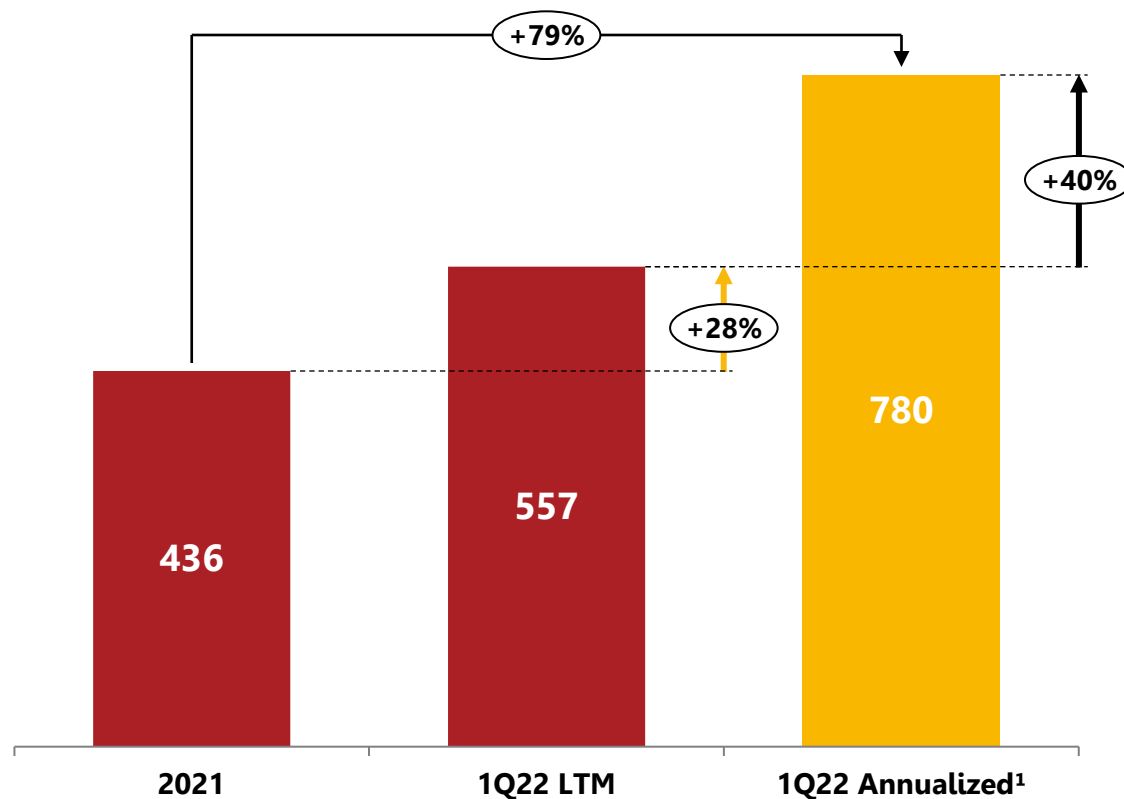


# Robust economic and financial performance



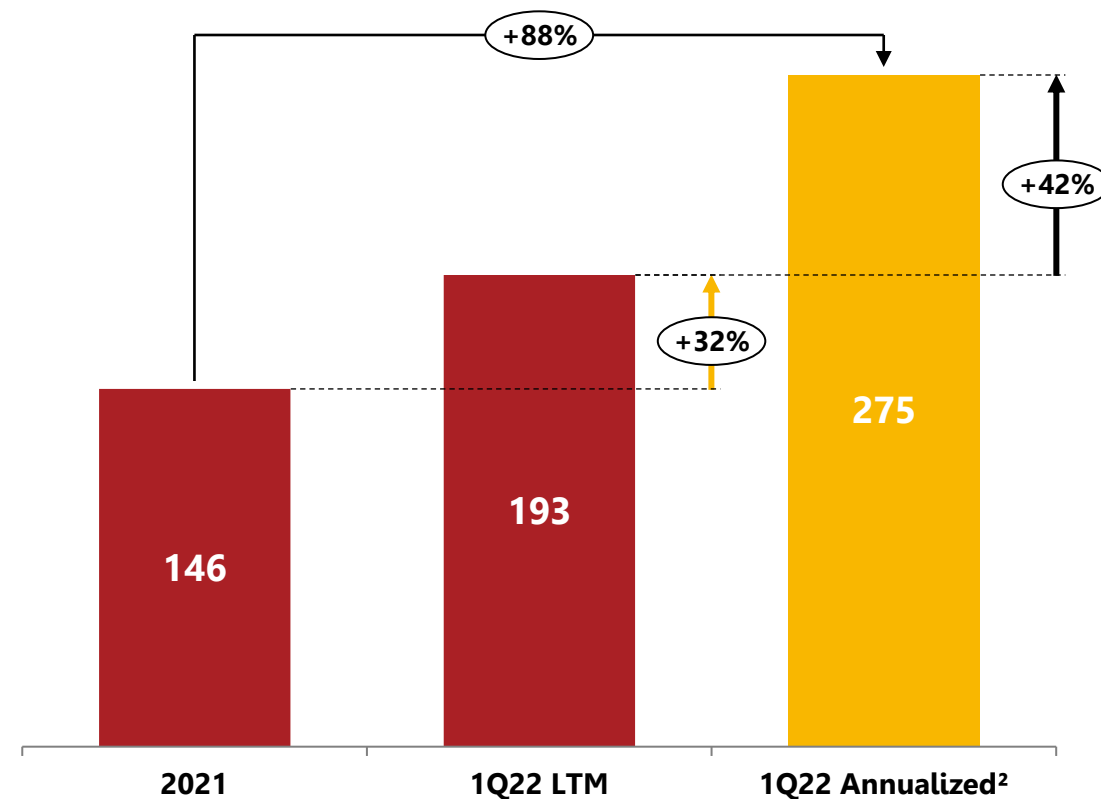
## Annualized Pro Forma Gross Revenue

(R\$ million)



## Annualized Pro Forma Adjusted EBITDA

(R\$ million)



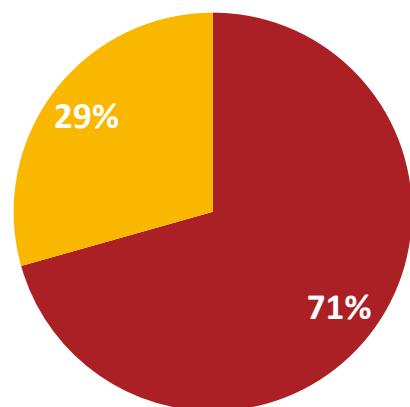
1. It considers annualized gross revenue for 1Q22, that is, multiplied by 4;
2. It considers the annualized Adjusted EBITDA of 1Q22, that is, multiplied by 4.

# Robust economic and financial performance



## Debt Composition

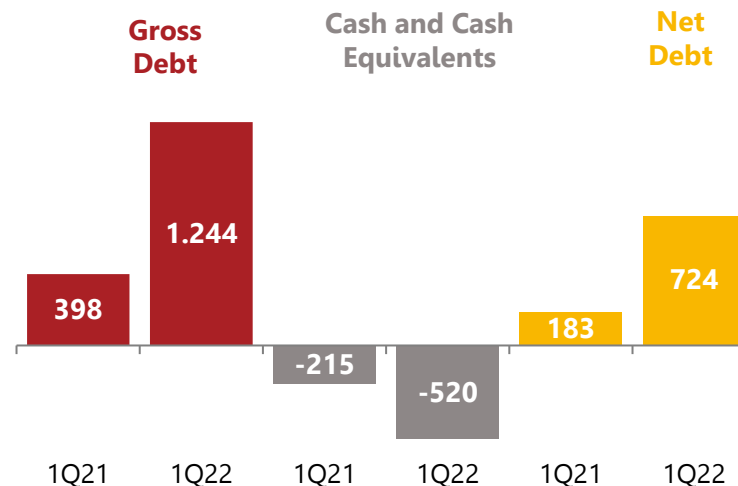
(%)



Financial Debt M&As

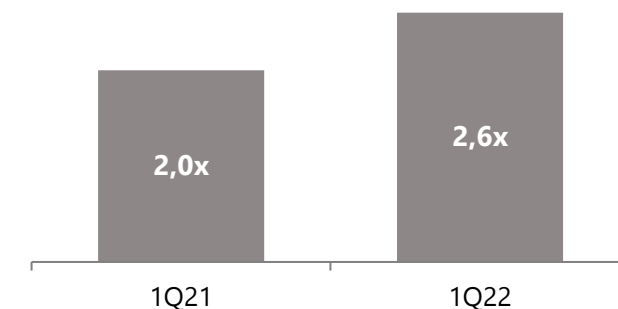
## Net Debt

(R\$ million)



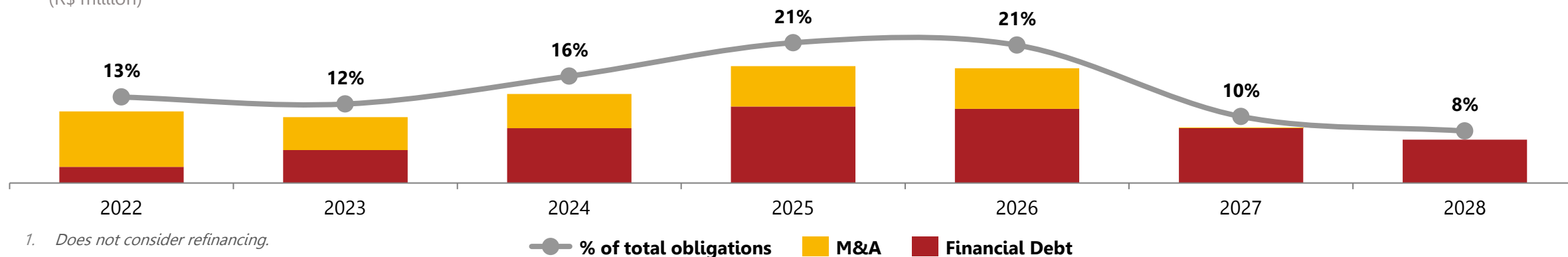
## Debt Ratio

Net Debt/Annualized Proforma EBITDA



## Debt Schedule<sup>1</sup>

(R\$ million)



Investor Relations

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