



# **DESKTOP**

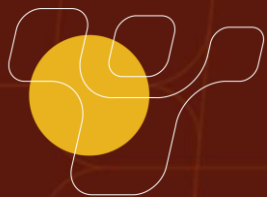
EARNINGS  
PRESENTATION | 4T24 and 2024



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.



# 4Q24 and 2024 HIGHLIGHTS

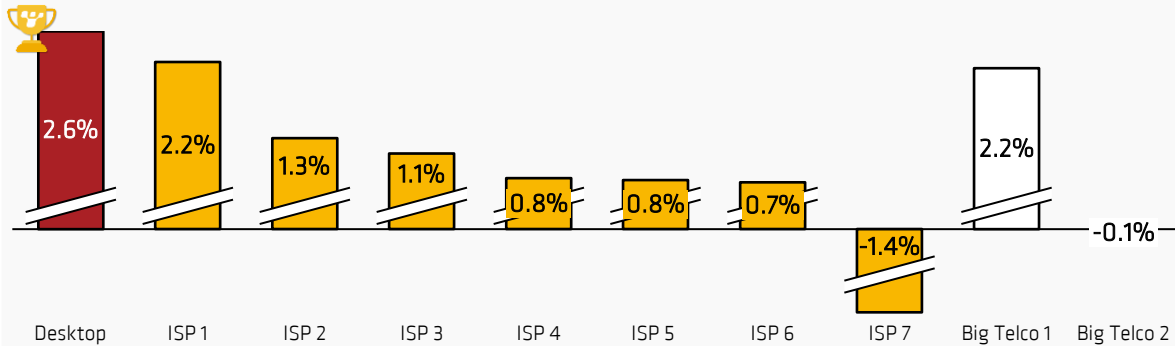


Once again, a leader in new customer volume and infrastructure utilization, setting the benchmark for product quality for the second consecutive year.



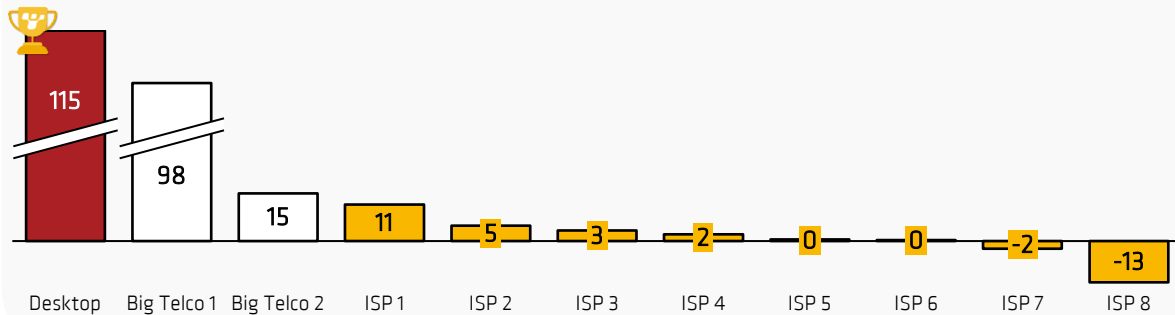
**Desktop stood out in net additions growth over homes passed (network coverage) among the industry's major players...**

(Total net additions in 2024 / Average Homes Passed)



**...Leading in absolute volume of new customers in the operating region, driven by significant improvements in the commercial front and churn reduction**

(Total net additions in 2024 - '000)



In 2024, in addition to its **excellent commercial performance**, Desktop strengthened its reputation for quality and was recognized as **The Best Internet Provider in the State of São Paulo...**



...**For the second consecutive year**, in 2025, Desktop was elected the **Best Internet in the State of São Paulo**, which reflects the company's relentless pursuit of differentiation through quality.

Note 1: ISPs are smaller internet platforms, generally focused solely on providing broadband services (excluding Big/Large Telcos such as Vivo, Claro, Tim, and Oi);  
 Note 2: According to the most up-to-date information made available by the respective companies;  
 Source: Anatel. And Companies

# 4Q24 and 2024 Highlights



**R\$ 292 million**

4Q24 Net Revenue

**+11%**

4Q24 vs 4Q23

**+2%**

4Q24 vs 3Q24

**R\$ 1,129 million**

2024 Net Revenue

**+14%**

2024 vs 2023

**R\$ 150 million**

4Q24 Adjusted EBITDA

**+11%**

4Q24 vs 4Q23

**+2%**

4Q24 vs 3Q24

**R\$ 579 million**

2024 Adjusted EBITDA

**+16%**

2024 vs 2023

**R\$ 54 million**

4Q24 Adjusted Net Income

**+8%**

4Q24 vs 4Q23

**+13%**

4Q24 vs 3Q24

**R\$ 199 million**

2024 Adjusted Net Income

**+33%**

2024 vs 2023

**R\$ 105 million**

2024 Adjusted OCF + Capex

**+48%**

2024 vs.  
2023



**4,481 k**

Homes Passed (HPs)



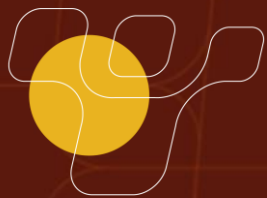
**1,131 k**

Homes Connected (HCs)



**23 k**

Organic Net Adds in 4Q24



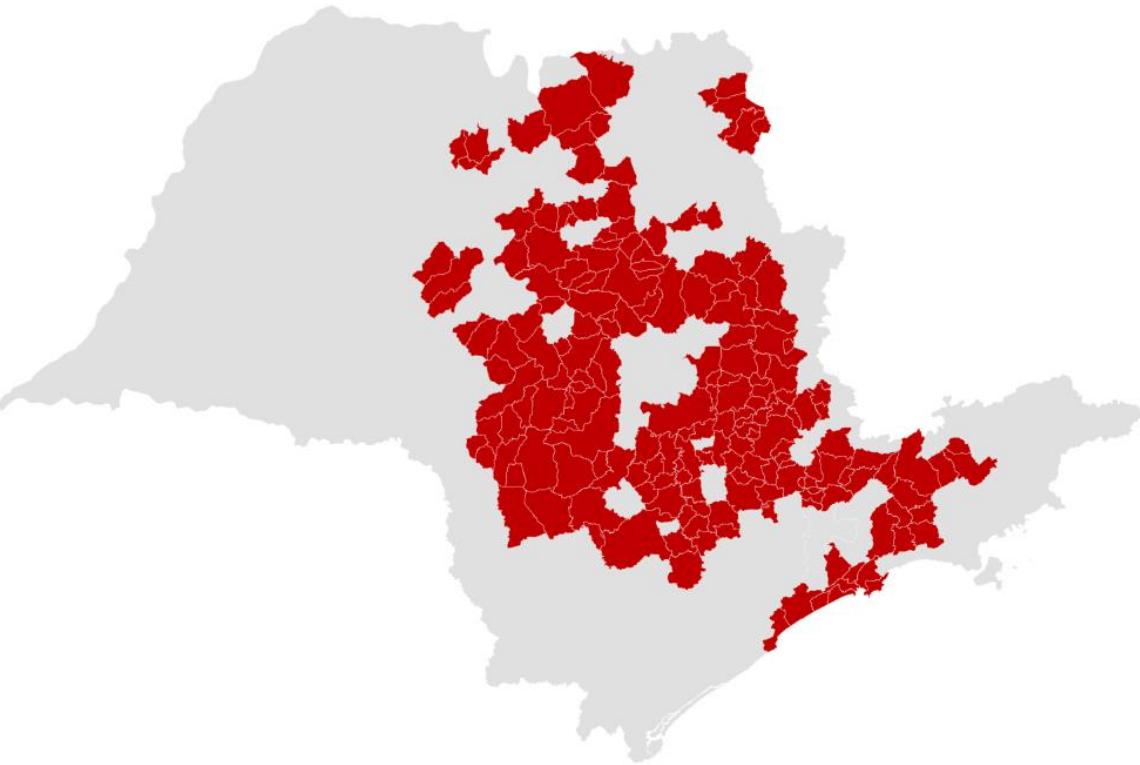
# 4Q24 and 2024 RESULTS



# Solid operational performance



## Geographic Presence

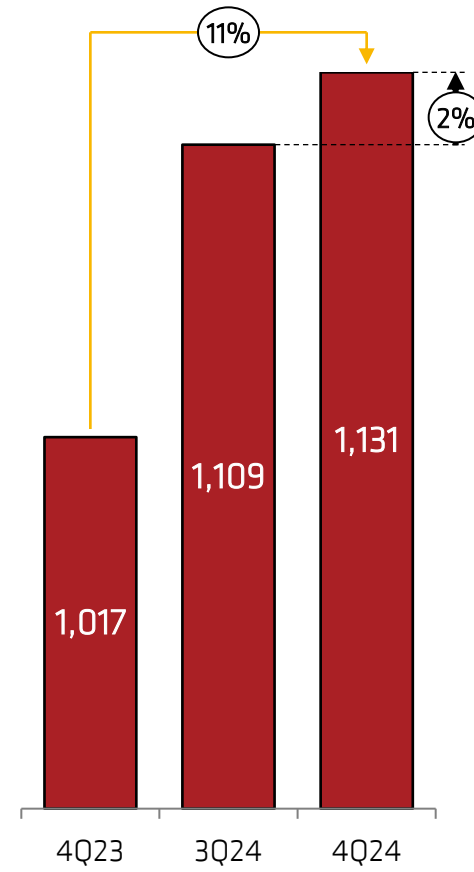


**55 k**  
KMs of network

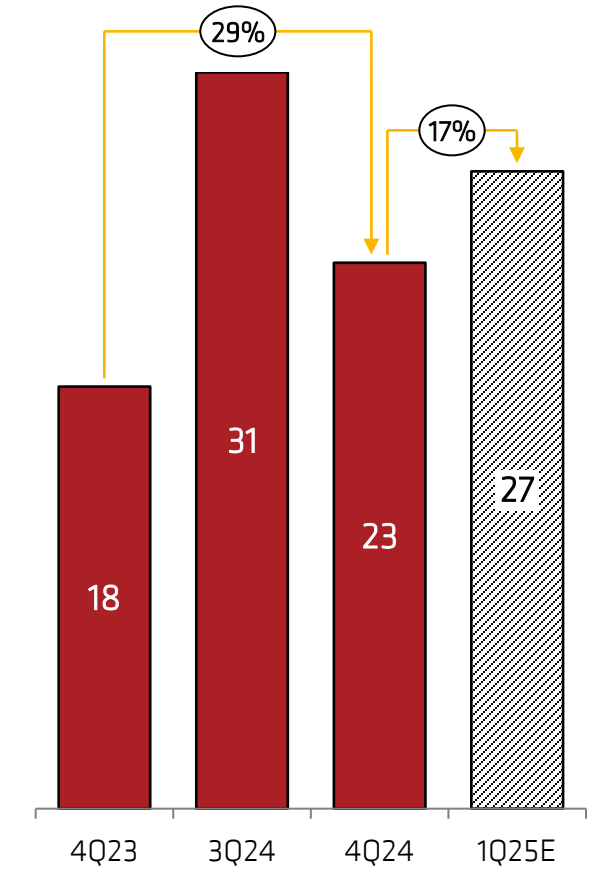
**4.5 million**  
Homes passed

**194 Cities**  
served

## Homes Connected (HCs) FTTH ('000)



## Quarterly Organic Net Additions (Excludes the acquired base from M&As) ('000)



On 03/17/25, we launched the new convergent offering, initially available in 60 cities. We are also expanding efforts to monetize the mobile segment within our customer base.

# MAIS

FIBRA + CELULAR

EM TODO CANTO,  
A QUALQUER HORA.

Internet 100% fibra + móvel com  
vantagens exclusivas para você



FIBRA		CELULAR	
600	+	10	
MEGA		GIGA	
			Ligações Ilimitadas WhatsApp e SMS ilimitados*
Paramount+ kaspersky WATCH			

FIBRA		CELULAR	
600	+	15	
MEGA		GIGA	
			Ligações Ilimitadas WhatsApp e SMS ilimitados* Waze ilimitado
* exceto para chamadas de áudio e vídeo			
Paramount+ kaspersky WATCH			

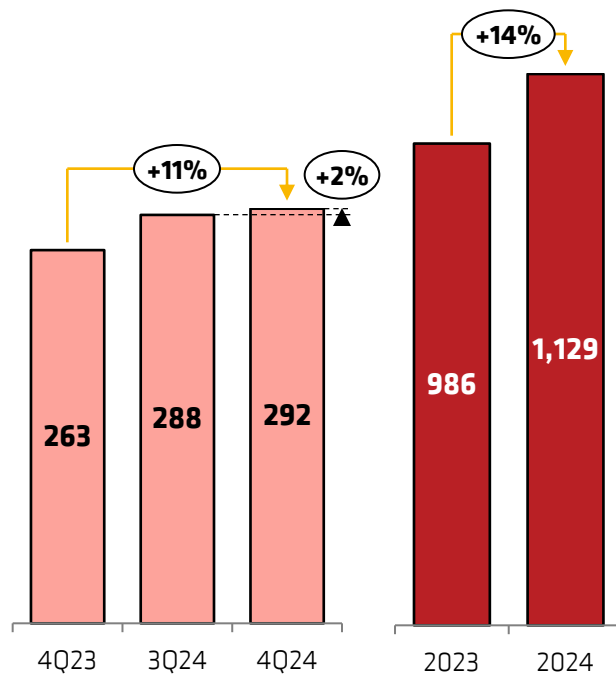


# Robust economic and financial performance



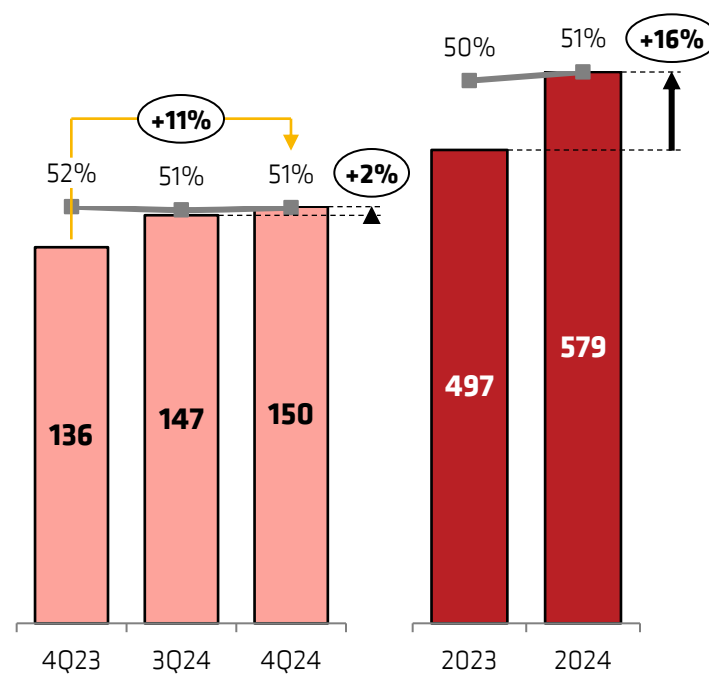
## Net Revenue

(R\$ million)



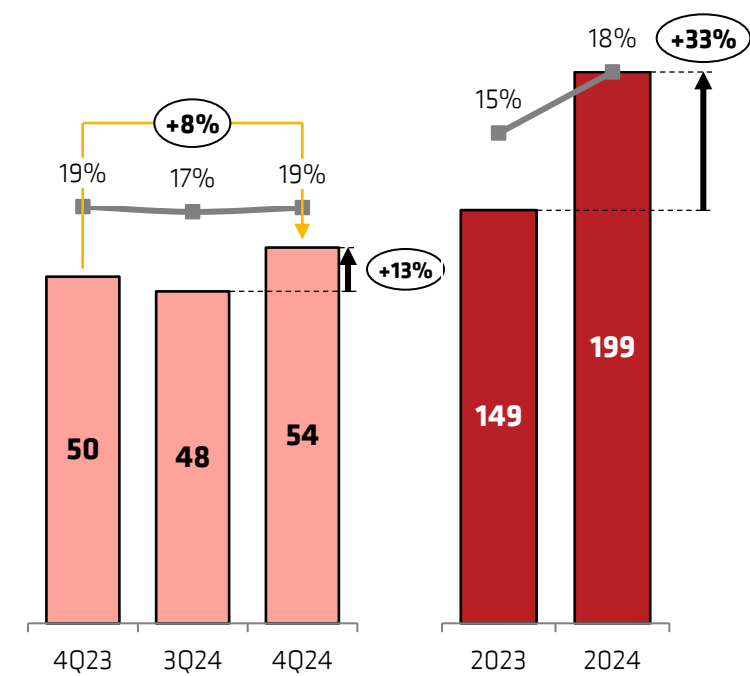
## Adjusted EBITDA<sup>1</sup> (%)

(R\$ million)



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

(R\$ million)



■ Margem EBITDA<sup>2</sup>

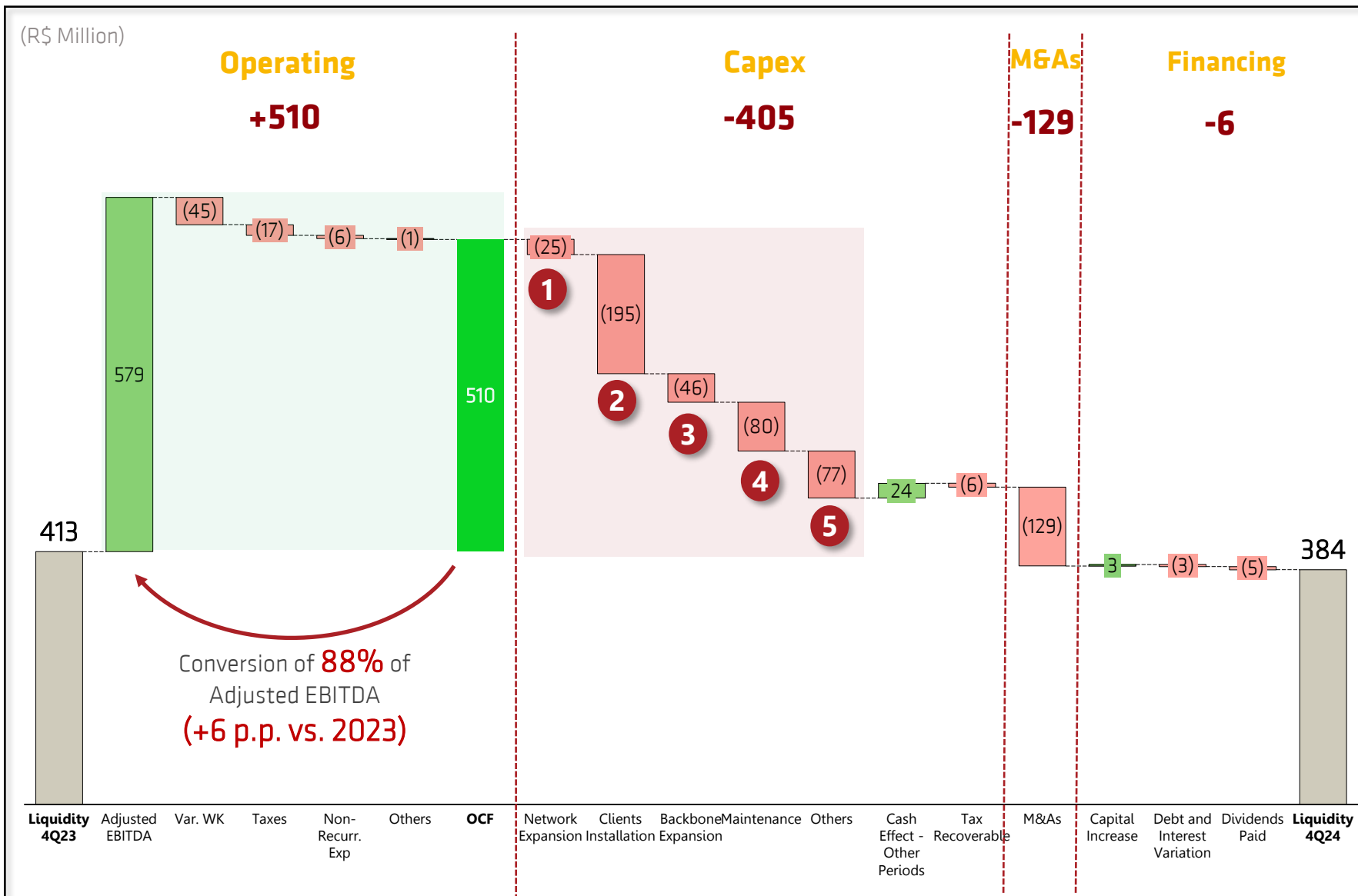
■ Margem Líquida<sup>2</sup>

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 profit excludes non-recurring and non-cash items, which should not be considered in the calculation of current profit generation, net of taxes at a 34% rate.

# Robust economic and financial performance



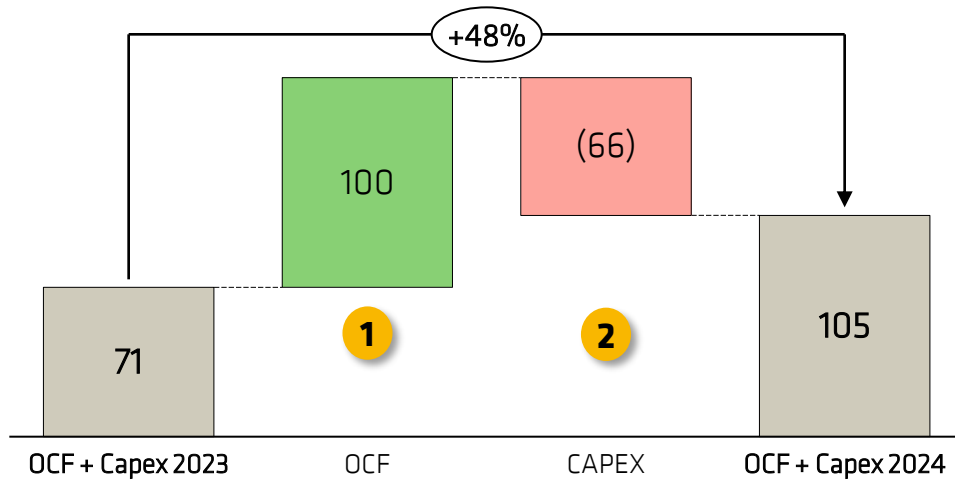
	CAPEX (R\$ '000)	9M24
1	Network Expansion	24,908
	Inventory Increase (Decrease)	(756)
	Network Exp. - Adjusted	25,664
	Ports Added (thousand)	110
	CAPEX/Port	234
2	Clients Installation	194,720
	Inventory Increase (Decrease)	(38,791)
	Clients Installation - Adjust.	233,512
	Gross Adds (thousand)	406
	CAPEX/Gross Adds	575
3	Backbone Expansion	46,380
	% of Total CAPEX	11%
4	Maintenance	79,729
	% of Net Revenue	7%
5	I.T.	32,462
5	Others	44,484
	Building Refurbish (One-off)	9,653
	Other Capex	34,831
	<b>Adjusted CAPEX</b>	<b>422,683</b>

# Robust economic and financial performance



## Adjusted OCF + Capex (2024 vs. 2023)

(R\$ Million)



1

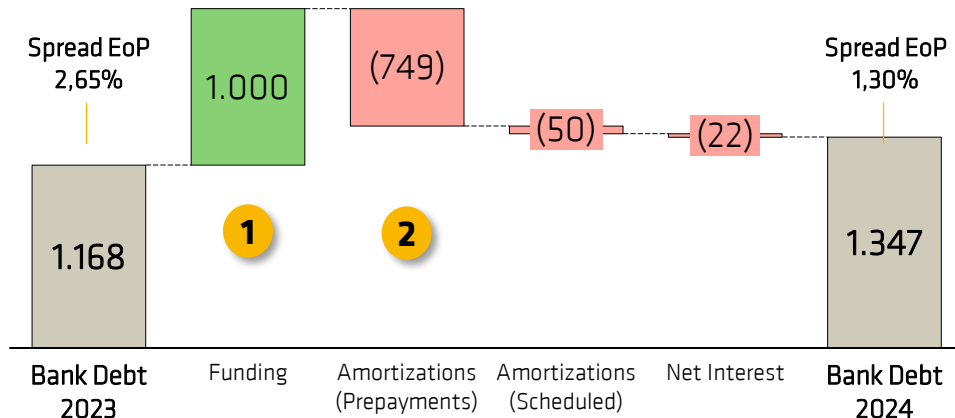
- (i) Strong increase in EBITDA and margin;
- (ii) Improved working capital dynamics, mainly due to supplier payment terms;
- (iii) Lower tax/social contribution payment after the acceleration of M&A incorporations.

2

- (i) Higher customer installation volume, driven by the Company's acceleration compared to 2023.
- (ii) Increased investments in backbone modernization, data centers, and access network.
- (iii) Improved payment terms dynamics with suppliers

## Liability Management

(R\$ Million)



1

### Funding

- (i) **6th Debenture:** R\$ 625 million | CDI + 1.60% | 5-year grace period | Maturity in June 2030
- (ii) **7th Debenture:** R\$ 375 million | CDI - 0.12% | 6-year grace period | Maturity in July 2031

2

### Prepayments

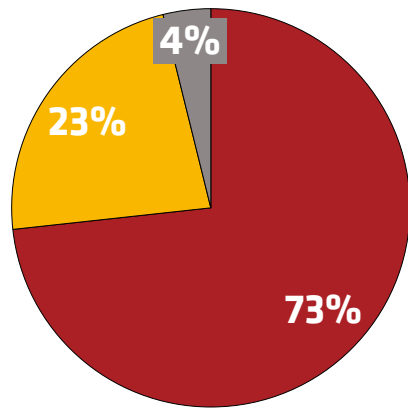
- (i) **Working Capital Loan:** R\$ 31 million | CDI + 4.00% | Maturity in September 2026
- (ii) **1th Debenture:** R\$ 119 million | CDI + 3.60% | Maturity in March 2027
- (iii) **3th Debenture:** R\$ 350 million | CDI + 2.60% | Maturity in November 2028
- (iv) **4th Debenture:** R\$ 250 million | CDI + 2.35% | Maturity in February 2029

# Robust economic and financial performance



## Debt Composition

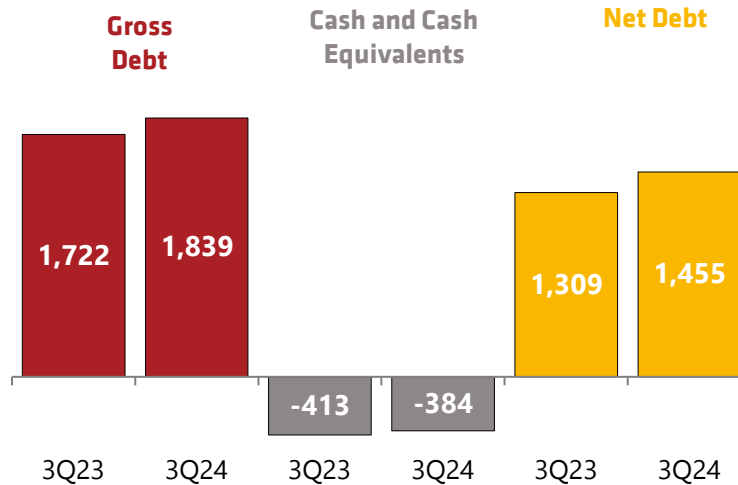
(%)



Financial Debt M&As Leases

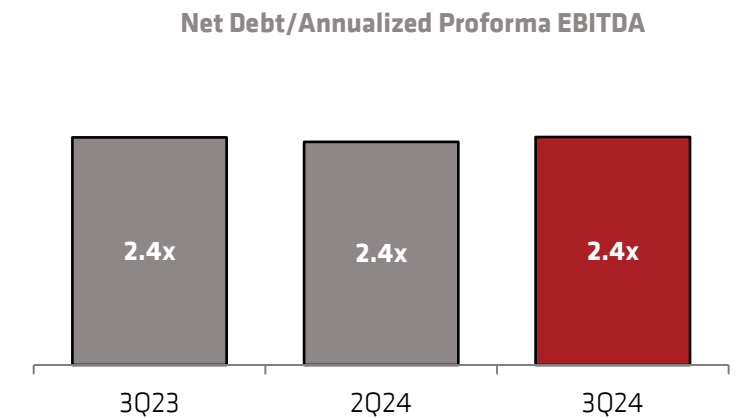
## Net Debt

(R\$ million)



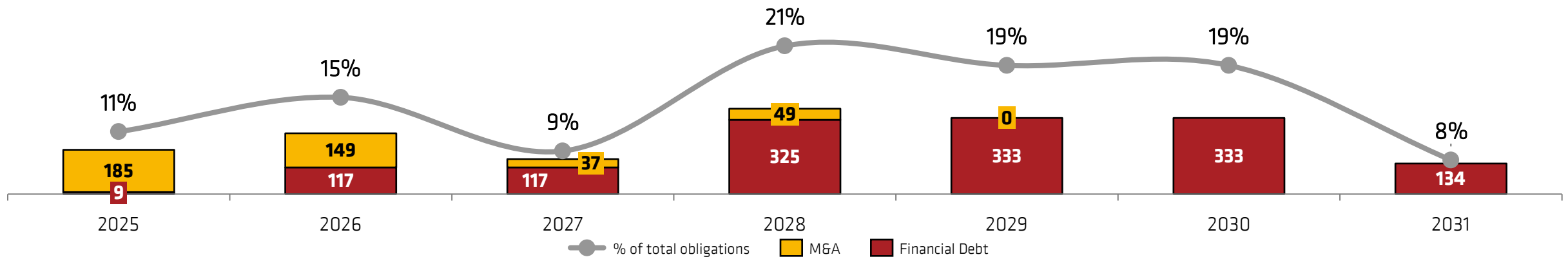
## Debt Ratio

(x)



## Debt Schedule

(R\$ Million)



% of total obligations M&A Financial Debt

1. Consider Adjusted EBITDA multiplied by 4.



**Investor Relations**

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