DESKTOP EARNINGS 3Q24

RELEASE



Desktop Reports Third Quarter 2024 Results

Highlights

- Contrary to the market, Desktop continues to maintain an accelerated level of organic growth, leading the capture of new customers regionally and nationally in 2024, according to data from Anatel;
- The constant search for operational and financial efficiency allowed the maintenance of the high level of profitability. Adjusted EBITDA and Adjusted Net Income reached R\$ 147 million and R\$ 48 million in 3Q24, with margins of 51% and 17%, respectively, in the period;
- With R\$1 billion raised in July/24, Desktop aims to lengthen and reduce the cost of debt.

Sumaré, November 6, 2024 - Desktop S.A. ("Desktop" or "Company") (B3: DESK3), market-leading ISP in the state of São Paulo and one of the largest in Brazil, announced today the consolidated results for the third quarter of 2024 (3Q24).

The financial statements were prepared in accordance with the rules of the Brazilian Securities and Exchange Commission (CVM) and 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.

Conference Call

November 7, 2024 10:00 a.m. (EDT) <u>Click here</u>

Summary of Results for 3Q24

- Net Revenue: R\$ 288 million, a growth of 13% compared to 3Q23, and 3% compared to 2Q24;
- Adjusted EBITDA: R\$ 147 million, a growth of 15% compared to 3Q23. The adjusted EBITDA margin totaled 51% in the quarter, 1p.p. above the margins presented in 3Q23;
- Adjusted Net Income: R\$ 48 million, a growth of 19% compared to 3Q23;
- Total Cash (EoP): R\$ 951 million on 9/30/2024;
- Homes Connected (HCs): 1,109 thousand subscribers in September 2024, representing a growth of 11% compared to the same period of 2023;
- Homes Passed (HPs): 4.4 million Homes Passed in September 2024, representing a growth of 2% over the same period in 2023;
- Infrastructure: approximately 54,000 km of network, comprising 10,000 km of backbone and 44,000 km of FTTH access network.

Contact

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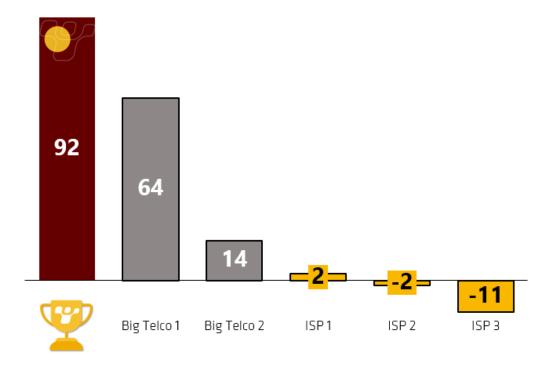
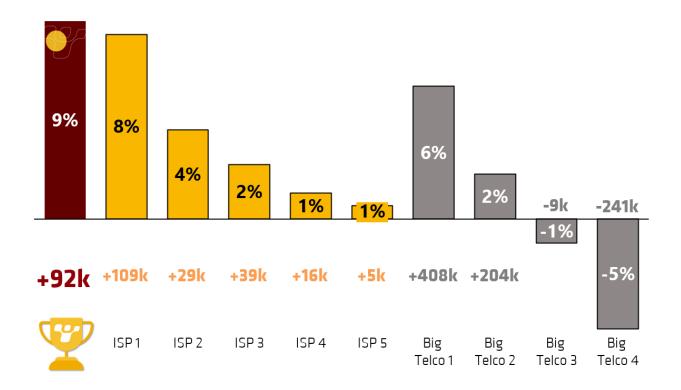


Figure 1 – Desktop stands out in subscriber growth in its area of activity during the 9M24 ('000)

Figure 2 - Desktop stands out in organic subscriber growth in Brazil (in % of base)



According to Anatel data, in the first 9 months of 2024, **Desktop continues to be the company with the highest subscriber base growth in the cities where it operates**, also maintaining the **leadership in organic growth of the subscriber base**, as a percentage of the base, **among the largest national players**.



Financial Summary

R\$ '000	3Q24	3Q23	Var. %	9M24	9M23	Var. %
Net Revenue	288,107	254,547	13%	836,406	723,225	16%
Adjusted EBITDA	147,122	127,961	15%	428,548	361,417	19%
Adjusted EBITDA Margin (%)	51%	50%	1 p.p	51%	50%	1 p.p
Adjusted Net Income	47,819	40,156	19%	144,679	99,002	46%
Adjusted Net Margin (%)	17%	16%	1 р.р	17%	14%	4 p.p

Operational Summary

'000	3Q24	2Q24	1Q24	4Q23	3Q23
Subscribers EoP	1,109	1,078	1,046	1,017	999
Net Organic Additions (ex-M&As)	31	32	29	18	23
Homes Passed EoP	4,401	4,368	4,352	4,342	4,312
Cities Served (#)	186	185	185	184	183



Management's Letter

Desktop Way (Jeito Desktop)

In 3Q24, a project was launched with the aim of reinforcing the Desktop culture. The Desktop Way is the expression of what the Company wants to preserve as an organization, and translates the essence of what it expects from people in the present, aiming at future goals. To this end, three pillars were created, which should guide each process, service and strategic decision:

Be Simple and Close

- (i) Act collaboratively in the spirit of a single Desktop;
- (ii) Listen to people carefully and establish good connections; and
- (iii) Treat everyone in the best way, respecting differences.

This is what Desktop wants to continue to be. Each employee has an essential role in keeping these values alive on a daily basis, ensuring that culture is more than words: it is identity.

Do it Well

- (i) Provide the best customer experience in each delivery;
- (ii) Take care of each client in a unique way; and
- (iii) Constantly seek to learn and evolve our products and services.

At Desktop, "doing it well" is what allowed differentiation in the market and drove growth. It is the foundation on which the Company's reputation was built. Dedication to these principles not only ensures that the culture of excellence remains alive, but also that each customer is treated in a unique and special way.

Solve with Agility

- (i) Have an attitude to solve problems regardless of the origin;
- (ii) Use resources in the best way on a daily basis; and
- (iii) Going all the way in solving challenges, adapting to change.

At Desktop, solving with agility is what allows to deliver exceptional results, even in challenging scenarios. Dedication to these principles ensures that we continue to meet challenges quickly, efficiently, and maintain our identity as a company that not only responds, but solves with excellence.





Desktop stands out in customer capture

During the third quarter of 2024, Desktop recorded 31 thousand organic net subscriber additions, an increase of 33% compared to the same period in 2023, sustaining the high level of sales and delivering another quarter of sequential reduction in the level of churn. Maintaining a monthly average of more than 10 thousand new customers, Desktop stands out in attracting subscribers, both regionally and nationally through the offer of a portfolio of cutting-edge connectivity products, supported by a timely and resolute customer service.

Continuous delivery of profitability

During the third quarter of 2024, Desktop continued to seek to maximize the profitability of its operation. The expansion of the subscriber base allowed Net Revenue to reach R\$ 288 million in the period, an expansion of 13% year-on-year, and 3% versus 2Q24. Adjusted EBITDA reached R\$ 147 million, an increase of 15% compared to the same period of the previous year, and 2% above 2Q24, sustaining a high level of EBITDA margin of 51%.

The Company's Adjusted Net Income reached R\$ 48 million in 3Q24, 19% above the previous year, with a net margin of 17%. It is worth noting that Desktop's Net Income was punctually pressured by the overlapping of debts in the period, since, during the quarter, the Company concluded the issuance of the 6th and 7th debentures, which, together, represent the amount of R\$ 1 billion reais. Part of this amount has already been used for the prepayment of approximately R\$ 300 million in debts with shorter terms and higher spreads, and the Company continues to evaluate additional movements with banks.

At the end of 3Q24, Desktop's Net Debt/Proforma Annualized EBITDA ratio was 2.4x, in line with 3Q23 and 2Q24.

The Company thanks all employees and partners for another quarter of excellent financial and operational results.



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Operating Performance

Geographic Presence

At the end of 3Q24, Desktop was present in 186 cities in the interior of the State of São Paulo, an increase of three cities compared to 3Q23. With its own optical network infrastructure with a length of 54 thousand kilometers, with 10 thousand km of backbone and 44 thousand km of FTTH access network, the Company has 4.4 million households in its geographic coverage (Homes Passed - HPs), an increase of 2% compared to the same period of the previous year.

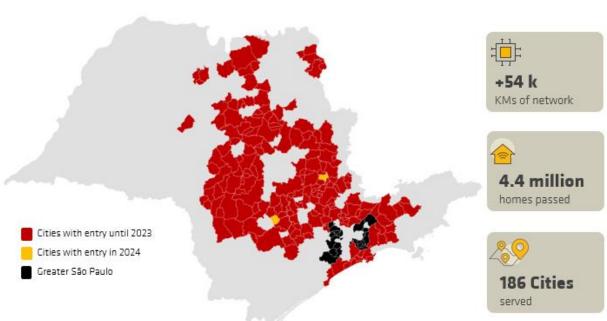
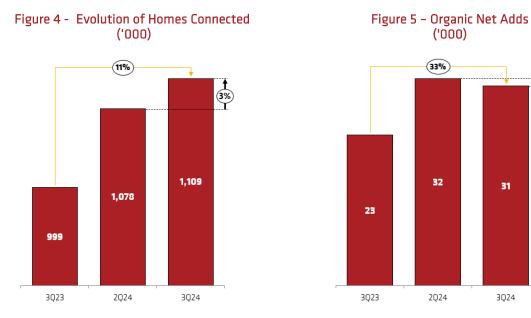


Figure 3 – Desktop's Geographic Positioning

Homes Connected (HCs)

The Company's access base grew 11% compared to the end of 3Q23, totaling 1,109 thousand homes connected at the end of September/24. With 31 thousand organic net adds achieved in 3Q24, an increase of 33% year-on-year, Desktop was able to maintain the accelerated level of growth, contrary to the market, sustaining a monthly average of organic net adds above 10 thousand, while delivering a reduction in its churn level.



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Economic-Financial Performance

Net Revenue

Net Revenue totaled R\$ 288 million in 3Q24, an increase of 13% when compared to 3Q23. The evolution was mainly due to the increase in the Company's customer base and the Company's ticket management.

R\$ '000	3Q24	3Q23	Var. %	9M24	9M23	Var. %
Net Revenue	288,107	254,547	13%	836,406	723,225	16%
(-) Cost of Services Provided	(69,028)	(60,587)	14%	(199,714)	(175,033)	14%
Gross Profit	219,079	193,960	13%	636,692	548,192	16%
Gross Margin (%)	76%	76%	0 p.p	76%	76%	0 р.р

Adjusted EBITDA

Desktop reached R\$ 147 million in Adjusted EBITDA in 3Q24, an increase of 15% in the annual comparison. The Company was able to deliver an adjusted EBITDA margin of 51%, 1p.p. above 3Q23 and in line with 2Q24.

The Company discloses its Adjusted EBITDA excluding other non-recurring operating income (expenses) because it understands that it should not be considered in the calculation of recurring operating cash generation.

Adjusted EBITDA is calculated from net income (loss), plus depreciation and amortization, income taxes, net financial income, and the result of other non-operating and/or non-recurring income/expenses, such as one-off M&As (ex. lawyers and auditors) and expenses related to the Stock Option Plan.

R\$ '000	3Q24	3Q23	Var. %	9M24	9M23	Var. %
Net Income	24,466	35,254	-31%	75,603	84,953	-11%
Financial Results	(45,873)	(49,297)	-7%	(131,765)	(150,813)	-13%
Income tax	(21,620)	(1,894)	NM	(61,492)	(5,491)	NM
Depreciation and Amortization	(54,395)	(41,076)	32%	(155,859)	(118,932)	31%
EBITDA ¹	146,354	127,521	15%	424,719	360,189	18%
EBITDA Margin (%)	51%	50%	1 p.p	51%	50%	1 p.p
Non-recurring and/or non-operating expenses	(768)	(440)	75%	(3,829)	(1,228)	212%
Non-recurring expenses from M&As	(120)	-	NM	(1,533)	(478)	221%
Stock Option Plan	(648)	(440)	47%	(2,296)	(750)	206%
Adjusted EBITDA ²	147,122	127,961	15%	428,548	361,417	19%
Adjusted EBITDA Margin (%)	51%	50%	1 р.р	51%	50%	1 p.p

1. EBITDA calculated according to CVM Resolution No 156/2022 (=from the sum of net income, taxes, financial income and depreciation);

2. Adjusted EBITDA to exclude non-recurring items that should not be considered in the calculation of operating cash current generation.

Depreciation and Amortization

Depreciation and Amortization totaled R\$ 54.4 million in 3Q24, an increase of 32% compared to 3Q23. This growth was driven by the larger investments in network, client installation and technology.

R\$ '000	3Q24	3Q23	Var. %	9M24	9M23	Var. %
Depreciation and Amortization	(54,395)	(41,076)	32%	(155,859)	(118,932)	31%



Financial Results

The Financial Result was negative by R\$ 45.9 million in 3Q24. The improvement compared to 3Q23 is mainly due to the lower level of interest rates and higher cash and cash equivalents in the period. In comparison to 2Q24, it is worth highlighting that the Company completed raising R\$ 1 billion through the issuance of the 6th and 7th debentures, aiming to lengthen and reduce the cost of the debt. Part of this resource has already been used for this liability management operation, however, there is still an amount of debt to be prepaid in the coming months, generating an overlap of debts on the Company's balance sheet and, consequently, putting pressure on financial expenses on a timely basis.

R\$ '000	3Q24	3Q23	Var. %	9M24	9M23	Var. %
Net Financial Result	(45,873)	(49,297)	-7%	(131,765)	(150,813)	-13%
(+) Financial revenue	24,057	9,061	166%	45,536	25,764	77%
(-) Financial expense	(69,930)	(58,358)	20%	(177,301)	(176,577)	0%

Adjusted Net Profit

Adjusted Net Profit totaled R\$ 48 million in 3Q24, an increase of 19% in the annual comparison.

The net margin for the quarter reached 17%, an increase of 1p.p. in the annual comparison, mainly due to the greater tax efficiency of Desktop.

R\$ '000	3Q24	3Q23	Var. %	9M24	9M23	Var. %
Net Profit	24,466	35,254	-31%	75,603	84,953	-11%
Net Margin (%)	8%	14%	-5 p.p	9%	12%	-3 p.p
Non-recurring and/or non-operating expenses	(23,353)	(4,902)	NM	(69,076)	(14,049)	NM
Non-recurring expenses from M&As ²	(79)	-	NM	(1,012)	(315)	221%
Stock Option Plan ²	(428)	(290)	47%	(1,515)	(495)	206%
Amortization of capital gains ²	(5,281)	(4,612)	15%	(17,150)	(13,239)	30%
Deferred taxes (goodwill generated by M&A operations) ³	(17,565)	-	NM	(49,399)	-	NM
Adjusted Net Profit ¹	47,819	40,156	19%	144,679	99,002	46%
Adjusted Net Margin (%)	17%	16%	1 р.р	17%	14%	4 p.p

1. Adjusted Net Profit to exclude non-recurring items that should not be considered in the calculation of current generation of profits;

2. Net amounts of taxes at a rate of 34%;

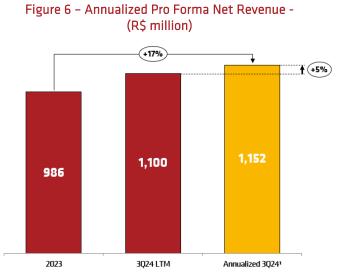
3. The Company records income tax and deferred social contribution liabilities from tax amortizations of goodwill. This liability is created to offset the effects of the reduction in taxable profit resulting from this tax amortization and will be realized from the moment the goodwill is realized, or by testing the recoverability of this goodwill ("impairment"). The Company adjusts this amount in its Adjusted Net Income since the expense has no cash effect.



Annualized Proforma Net Revenue and EBITDA

Below, the annualized view of Net Revenue and Adjusted EBITDA for 3Q24 is presented, to provide greater clarity regarding the real effect of the Company's accelerated growth.

The "Annualized Pro Forma Net Revenue" reaches approximately R\$ 1,152 million, an increase of 17% to the amount recorded in the full year of 2023, while the "Annualized Pro Forma Adjusted EBITDA" totals approximately R\$ 588 million, an increase of 18% compared to the amount recorded in the full year of 2023.



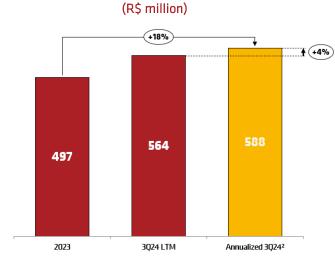


Figure 7 - Annualized Pro Forma Adjusted EBITDA -

1 - Considers 3Q24 net revenue multiplied by 4;

2 - Considers 3Q24 Adjusted EBITDA multiplied by 4.

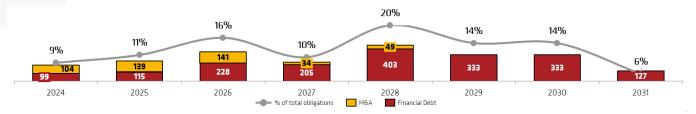
Liquidity and Indebtedness

The Company ended 3Q24 with a net debt of R\$ 1,409.4 million, which represents 2.4x the Annualized Proforma EBITDA, in line with the level presented in 3Q23.

Liquidity (R\$ '000)	3Q24	3Q23	Var. %
(+) Cash and cash equivalents	587,494	115,868	NM
(+) Financial investments	363,677	57,088	NM
Liquidity	951,171	172,956	NM
Indebtedness (R\$ '000)	3Q24	3Q23	Var. %
(-) Loans and Debentures	1,817,421	862,078	111%
(-) Lease Liabilities	77,146	40,240	92%
Gross Debt	1,894,567	902,318	110%
(-) Liquidity	951,171	172,956	NM
Net Debt	943,396	729,362	29%
M&As Commitments (R\$ '000)	3Q24	3Q23	Var. %
(-) M&As Term Installments	466,013	519,194	-10%
Net Debt+ M&As Term Installments	1.409.409	1,248,556	13%
Leverage (R\$ '000)	3Q24	3Q23	Var. %
Annualized Proforma EBITDA	588,488	511,844	15%
Net Debt/EBITDA Pro Forma Annualized (x)	2.4x	2.4x	0.0x



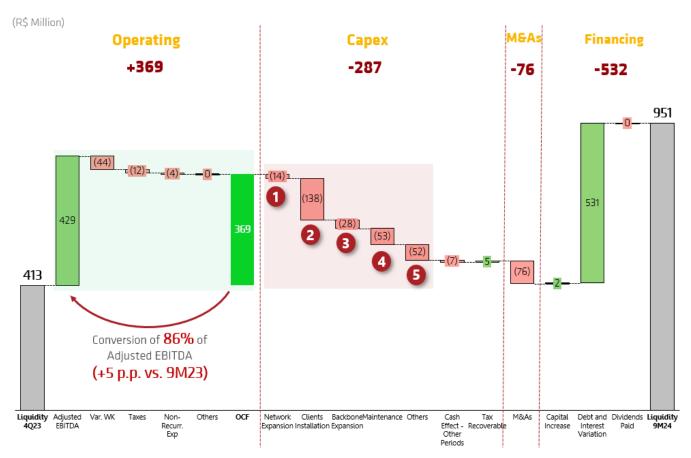
Debt Schedule (R\$ mm)



Cash Flow

The Company ended 9M24 with R\$ 951 million in cash and investments. During the period, Desktop converted 86% of its EBITDA into operating cash flow. Adjusted cash flow from investments totaled R\$ 363 million, mainly composed of (i) R\$ 76 million in expenditures for the payment of installments of M&A operations carried out; and (ii) R\$ 138 million used to install new clients.

The Company provides its cash flow and CAPEX with some managerial adjustments to provide greater clarity regarding the source and destination of its funds.



It is worth noting that CAPEX is composed of additions to fixed assets and intangible assets, including (i) purchases for projects that are still in the execution phase, that is, that have not been commercially launched ("Pre-Operational Capex"); and (ii) purchases that are in inventory ("Inventory Capex"). In order to clarify the capex per port and gross adds, we adjusted by the increase and decrease of inventory.



CAPEX (R\$ '000)	9M24
Network Expansion	13,775
Increase (Decrease) of inventory	(609)
Network Expansion – Adjusted	14,384
Ports Added ('000)	63
CAPEX/PORT	229
Clients Installation	138,342
Increase (Decrease) of inventory	(35,639)
Clients Installation – Adjusted	173,981
Gross Adds ('000)	310
CAPEX/GROSS ADDS	560
Backbone Expansion	28,191
% of Total CAPEX	10%
Maintenance	53,044
% of Net Revenue	6%
I.T.	22,224
Others	29,630
Building Refurbish (One-off)	5,654
Other Capex	23,976



Appendix

Balance Sheet - Consolidated

R\$ '000	3Q24	2023
TOTAL ASSETS	3,973,392	3,247,841
Current Assets	1,205,527	611,739
Cash and cash equivalentes	587,494	329,655
Financial Investments	363,677	83,543
Accounts receivable from clients	151,215	112,539
Recoverable taxes	49,202	49,223
Income tax and social contribution	7,562	2,886
Prepaid expenses	35,873	22,714
Other receivables	10,504	11,179
Non-Current Assets	2,767,865	2,636,102
Recoverable taxes	39,804	41,050
Deferred income tax and social contribution	56,213	91,868
Judicial deposits	782	2,078
Prepaid expenses	46,890	34,721
Other receivables	15,711	7,907
Property and equipment	1,562,448	1,413,463
Right of use	75,321	42,278
Intangible assets	970,696	1,002,737
LIABILITIES AND EQUITY	3,973,392	3,247,841
Current liabilities	549,769	482,101
Suppliers	79,048	71,112
Accounts payable for acquisition of companies	130,303	124,350
Accounts payable to related parties	21,853	46,552
Loans and debentures	171,051	129,765
Leasing liabilities	30,433	19,766
Social and labor obligations	64,877	47,920
Taxes payable	33,726	30,595
Income tax and social contribution	10,569	4,500
Dividends Payable	4,904	5,324
Other amounts payable	3,005	2,217
Non-Current Liabilities	2,075,577	1,471,606
Accounts payable for acquisition of companies	225,219	240,682
Accounts payable to related parties	88,638	98,827
Loans and debentures	1,646,370	1,038,602
Leasing liabilities	46,713	23,761
Taxes payable	3,841	6,328
Deferred income tax and social contribution	48,431	45,116
Provisions for contingencies	15,355	16,986
Other amounts payable	1,010	1,304
Equity	1,348,046	1,294,134
Share capital	954,949	953,169
Capital reserve	64,605	88,482
Income reserve	244,029	242,259
Treasury Shares	(1,680)	(316)
Net profit for the period	66,480	(010)
Equity attributed to controlling shareholders	1,328,383	1,283,594
Interest of non-controlling shareholders	19,663	10,540



Consolidated Income Statement

R\$ '000	3Q24	3Q23	Var. %	9M24	9M23	Var. %
Gross Revenue	334,297	296,783	13%	972,681	844,877	15%
(-) Deductions	(46,190)	(42,236)	9%	(136,275)	(121,652)	12%
Net Revenue	288,107	254,547	13%	836,406	723,225	16%
(-) Cost of Services provided	(69,028)	(60,587)	14%	(199,714)	(175,033)	14%
Gross Profit	219,079	193,960	13%	636,692	548,192	16%
Gross Margin (%)	76%	76%	0 p.p	76%	76%	0 p.p
(-) Commercial expenses	(36,636)	(31,218)	17%	(100,120)	(85,541)	17%
(-) General and administrative	(31,076)	(32,352)	-4%	(94,764)	(82,789)	14%
(+/-) Other income (expenses), net	4,282	4,080	5%	7,557	7,885	-4%
(-) Depreciation and amortization	(54,395)	(41,076)	32%	(155,859)	(118,932)	31%
 (-) Loss due to impairment of accounts receivable 	(9,295)	(6,949)	34%	(24,646)	(27,558)	-11%
(-) Financial Result	(45,873)	(49,297)	-7%	(131,765)	(150,813)	-13%
EBT	46,086	37,148	24%	137,095	90,444	52%
(+/-) Income Taxes	(21,620)	(1,894)	NM	(61,492)	(5,491)	NM
Net Income	24,466	35,254	-31%	75,603	84,953	-11%
Net Margin (%)	8%	14%	-5 p.p	9%	12%	-3 p.p

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Stock Option Plan ²	(428)	(290)	47%	(1,515)	(495)	206%
Amortization of capital gains ²	(5,281)	(4,612)	15%	(17,150)	(13,239)	30%
Deferred taxes (goodwill generated by M&A operations) ³	(17,565)	-	NM	(49,399)	-	NM
Adjusted Net Profit ¹	47,819	40,156	19%	144,679	99,002	46%
Adjusted Net Margin (%)	17%	16%	1 р.р	17%	14%	4 p.p

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Consolidated Cash Flow

R\$ '000	9M24	9M23
BoP – Cash Balance	329.655	68.629
Cash flows from operating activities		
Profit before income tax and social contribution	137.095	90.444
Adjustments for:		
Depreciation and amortization	109.709	88.875
Write-off of property and equipment and intangible assets	818	529
Amortization of right-of-use assets	20.165	18.548
Write-offs of right of use	1.864	
Write-off of lease liabilities	(2.025)	
Amortization of capital gains	25.985	11.510
Charges on loans, debentures and leases	135.009	106.183
Appropriation of transaction costs on loans and debentures	2.012	876
Income from financial Investments	(14.583)	(12.632
Interest on loan and accounts payable to related parties	7.931	11.699
Income from operations with non-controlling partners	(4.618)	(3.994
Charges on accounts payable for company acquisitions	25.017	43.05
Financial update on contingencies	-	64
Provision for contingencies	1.197	942
Loss (Gain) due to impairment of accounts receivable	1.207	(1.104
Effective write-off of accounts receivable	23.439	28.662
Stock option plan	2.296	75
Adjusted profit before income tax and social contribution	472.518	384.404
Variation in assets and liabilities:	172.510	501.10
Accounts receivable from clients	(63.322)	(39.681
Taxes recoverable	4.955	(4.439
Judicial deposits	457	(11
Prepaid expenses	(25.328)	(12.777
Other accounts receivable from related parts	-	(2.909
Other receivables	(8.785)	444
Suppliers	(24.448)	(55.404
Social and labor obligations	16.957	13.897
	644	(7.915
Taxes payables		
Contingency payment	(1.778)	(2.459
Other amounts payable	494	(23.092
Net cash generated from operating activities	372,364	250.058
Income tax and social contribution paid	(12.099)	(31.244
Interest paid	(97.741)	(90.181
Net cash (applied in) generated by operating activities	262,524	128.633
Cash flows from investing activities:		
Acquisition of financial investment	(349.652)	(231.943)
Redemptions of financial investments	84.101	370.345
Acquisition of Investments	-	(75.000
PP&E and intangible assets acquisition - Capex	(256.854)	(213.791
Cash used in investing activities	(522.405)	(150.389)
Cash and cash equivalents obtained in acquisitions	-	2.874
Net cash used in investing activities after mergers	(522.405)	(147.515)
Cash flows from financing activities:		
Raising loans, financing and debentures	1.000.000	
Amortization of loans and debentures	(364.504)	(35.701
Transaction cost on loans and debentures	(18.608)	
Capital Increase	1.780	251.158
Treasury Shares	(1.681)	
Dividends paid	(420)	
Shares granted Matching Plan	355	
Payment of lease liabilities	(27.919)	(23.646
Interest of non-controlling shareholders	-	2.909
Payment of deferred installment referring to the acquisition of subsidiaries	(71.283)	(128.599
Net cash (applied in) from financing activities	517.720	66.12
Net increase (decrease) in cash and cash equivalents	257.839	47.239
Eop – Cash Balance	587.494	115.868

VDESKTOP

About Desktop S.A.

Desktop is one the leading ISP platform in the State of São Paulo and one of the largest in Brazil, according to data from Anatel (National Telecommunications Agency). Focused on the fiber optic market, the Company operates through the best practices of network building to support its organic growth. In 2020, Desktop adopted the hybrid growth model, balancing organic expansion with inorganic, through the acquisition of the best assets in the adjacencies of its operation. With 54,000 kilometers of fiber optic network and more than 4,000 employees, the Company is committed to delivering the best end-to-end experience to customers. Desktop shares have been traded on B3 (DESK3) since July 2021. For more information, visit: www.ri.desktop.com.br

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Investor Relations

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