



**EARNINGS
PRESENTATION** | **3Q23**

Disclaimer



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.



DESKTOP

3Q23 Highlights



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R\$ 255 million

3Q23 Net Revenue

+36%

3Q23 vs 3Q22

+3%

3Q23 vs 2Q23

R\$ 128 million

3Q23 Adjusted EBITDA

+35%

3Q23 vs 3Q22

+4%

3Q23 vs 2Q23

R\$ 40 million

3Q23 Adjusted Net Income

+11%

3Q23 vs 3Q22

+22%

3Q23 vs 2Q23

DESKTOP

4.3 million

Homes Passed (HPs)

+15%

Sep23 vs Sep22

+1.6%

Sep23 vs Jun23

999k

Homes Connected (HCs)

+33%

Sep23 vs Sep22

+2%

Sep23 vs Jun23

55k km of network

Backbone + Access Network

+18%

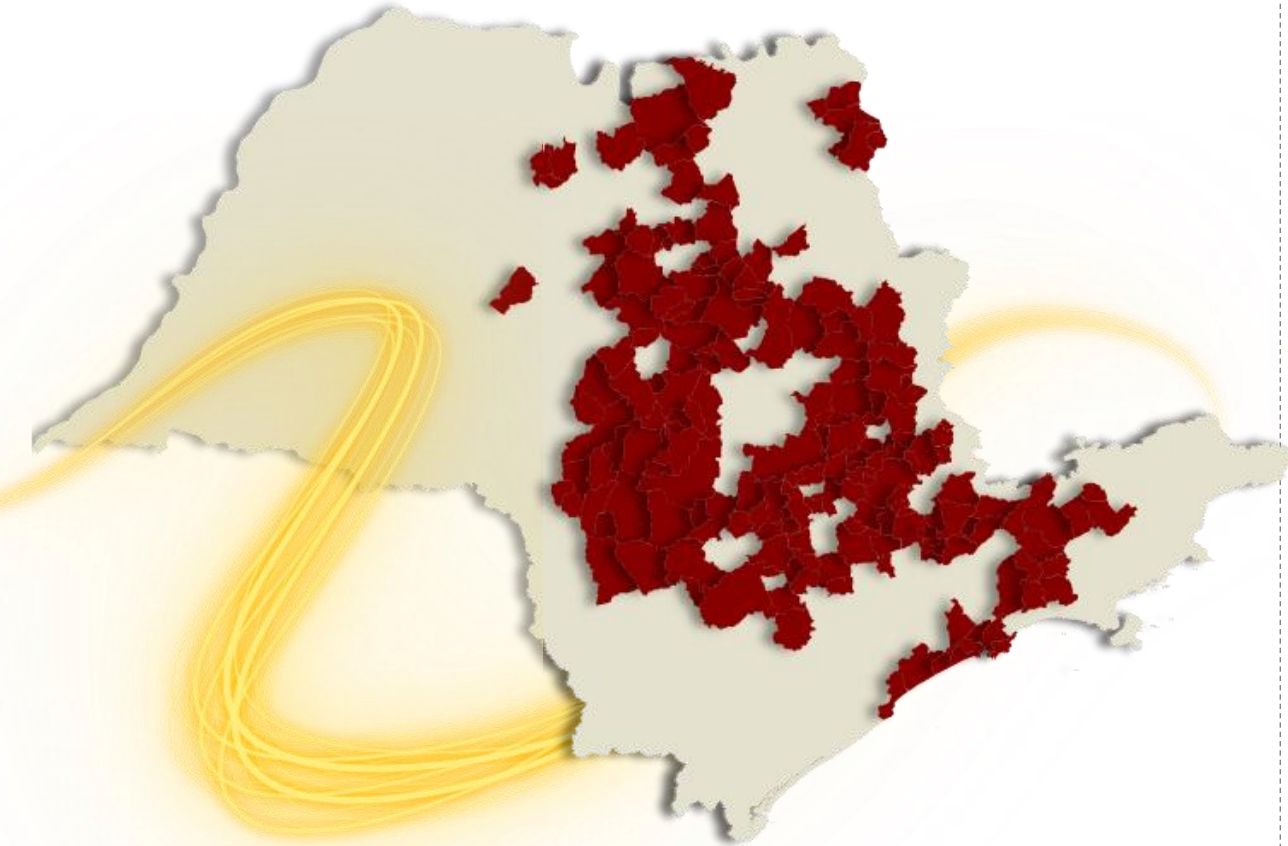
Sep23 vs Sep22



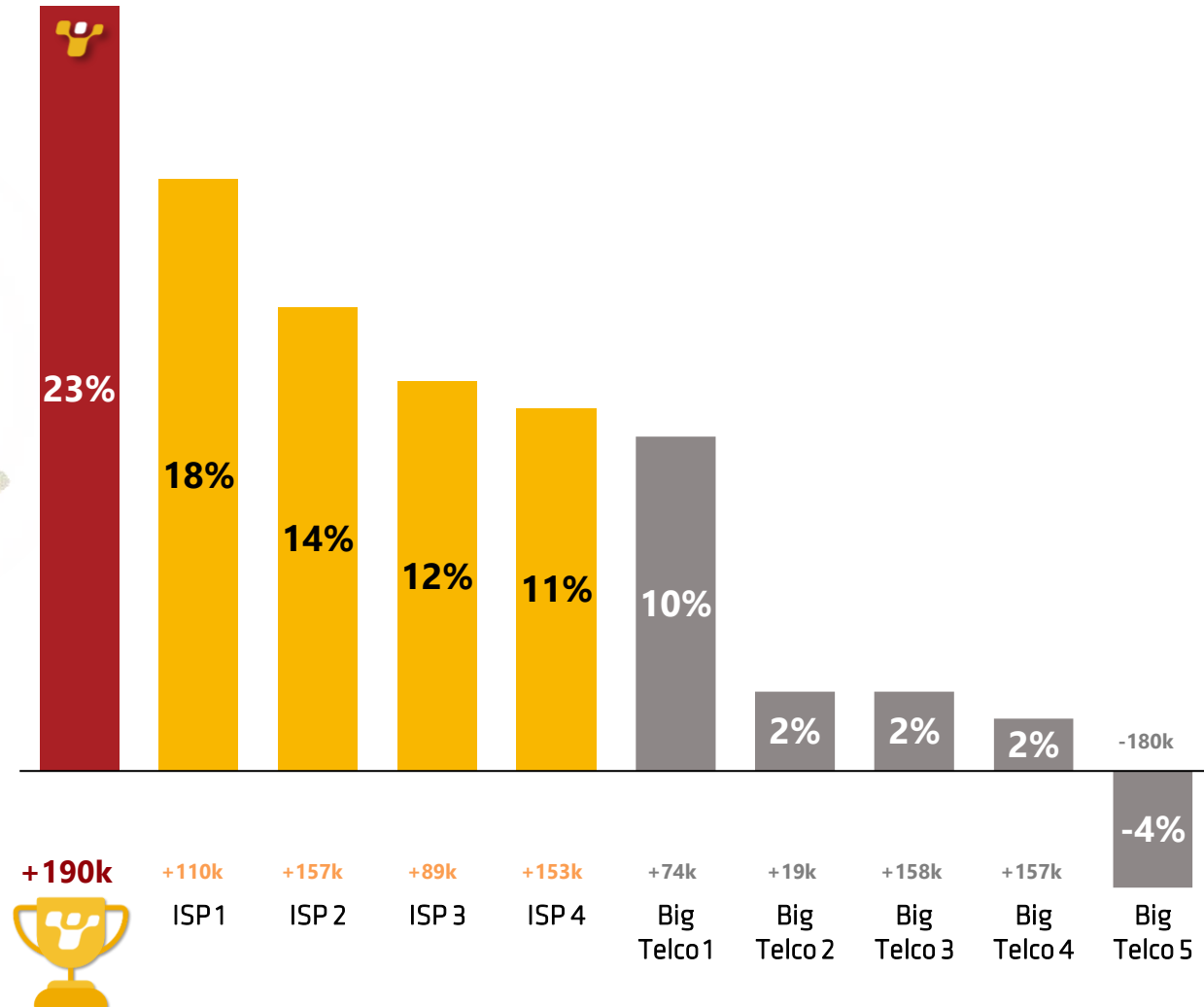
Desktop reaches 1 million subscribers and leads growth



In October, Desktop reached the important milestone of 1 million subscribers...



...maintaining leadership in the growth ranking among the biggest 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, Oi and Algar).

Note 2: Accumulated from the first 9 months of 2023 of the Top 10 players in Brazil

Source: Anatel.



DESKTOP

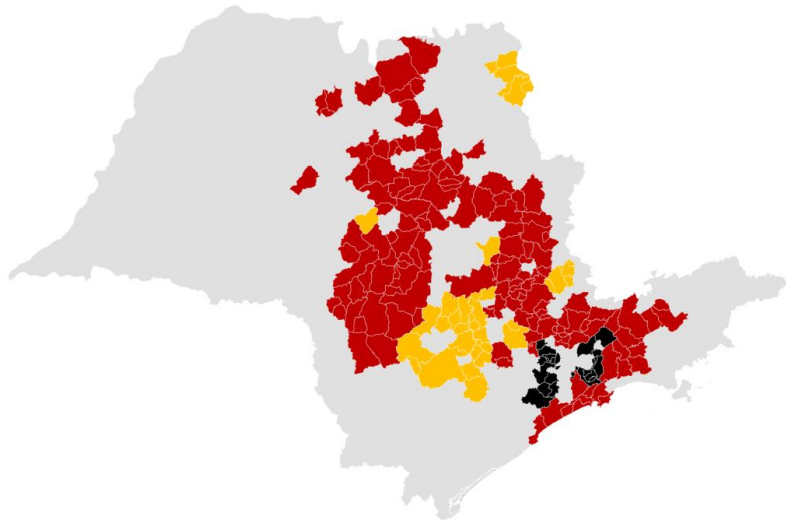
3Q23 Results



Solid operational performance



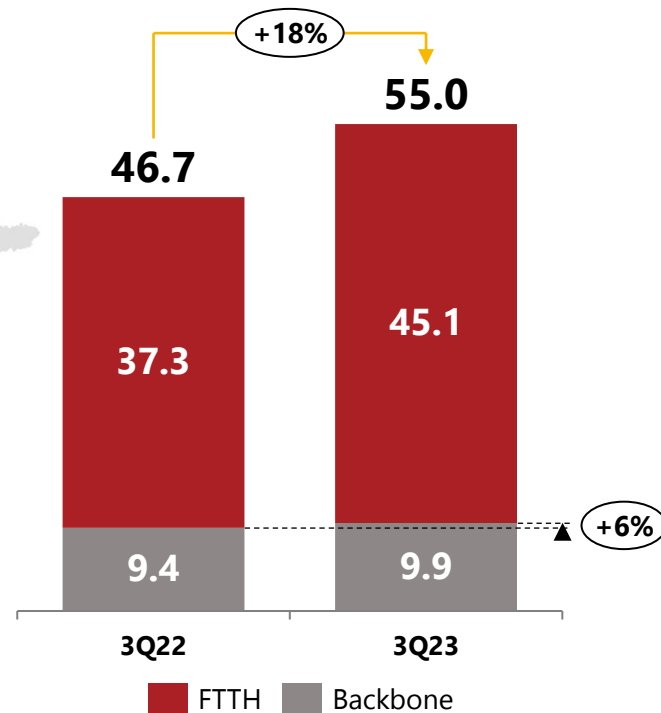
Geographic expansion



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

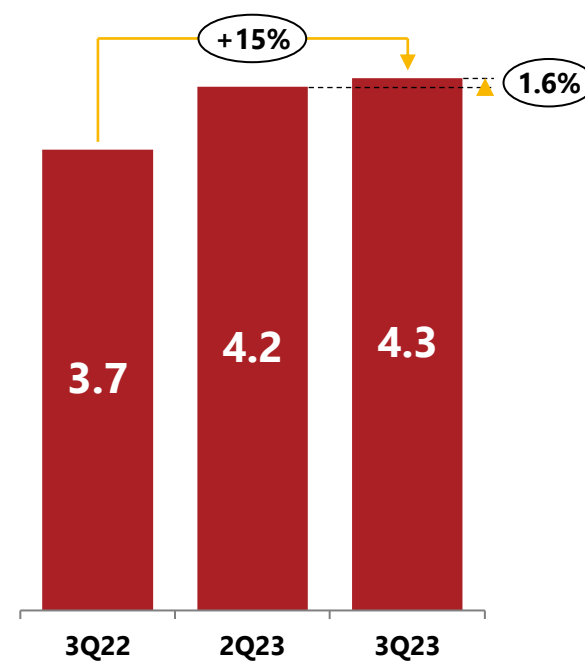
Network Extension

('000 km)

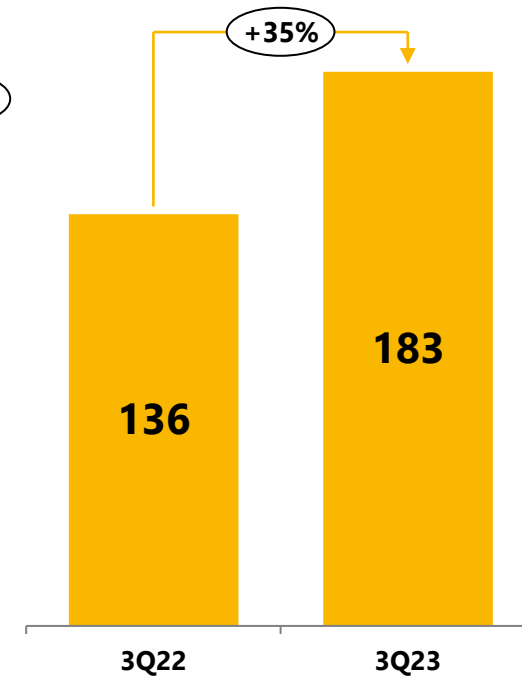


Homes Passed (HPs)

(million)



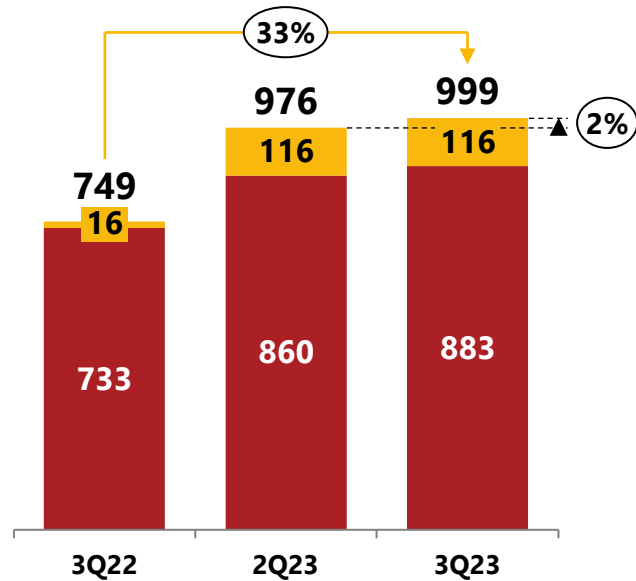
Total Cities



Solid operational performance

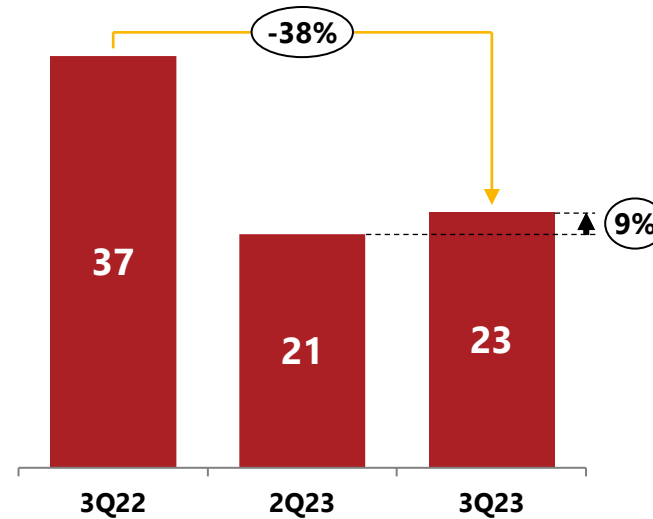


Homes Connected (HCs) FTTH ('000)

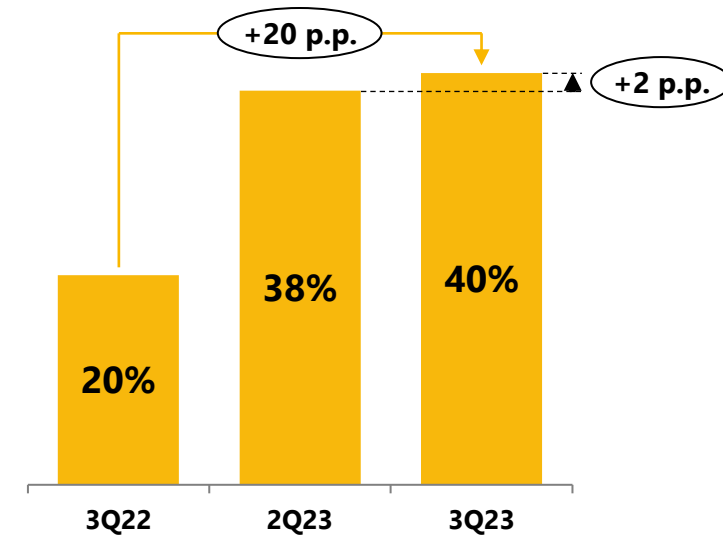


■ Inorganic Additions accumulated in the year

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



% of digital ecosystem sales (%)

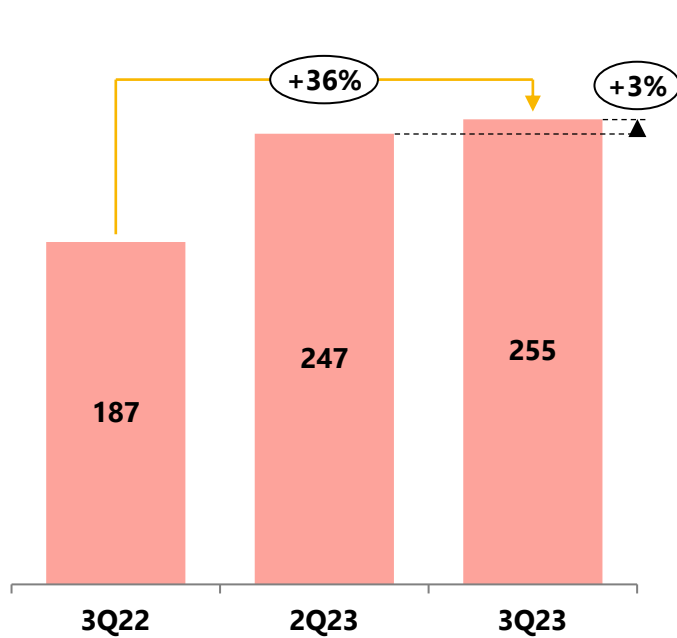


Robust economic and financial performance



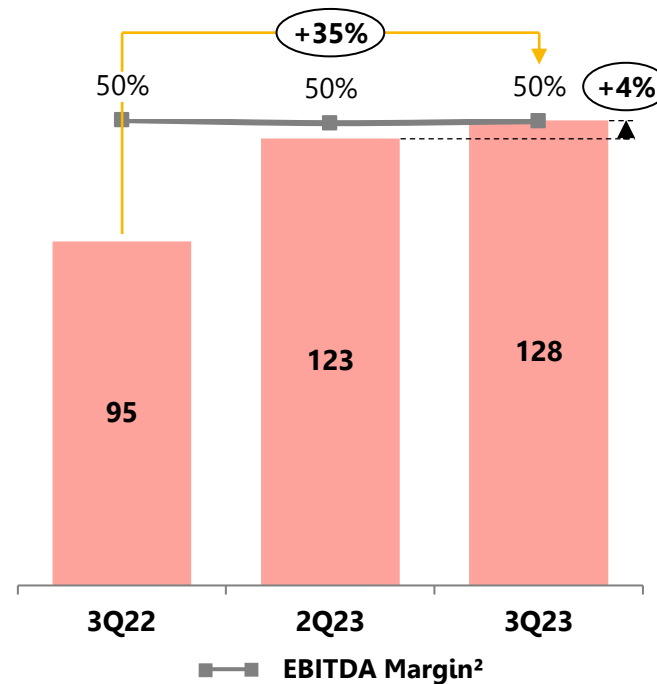
Net Revenue

(R\$ million)



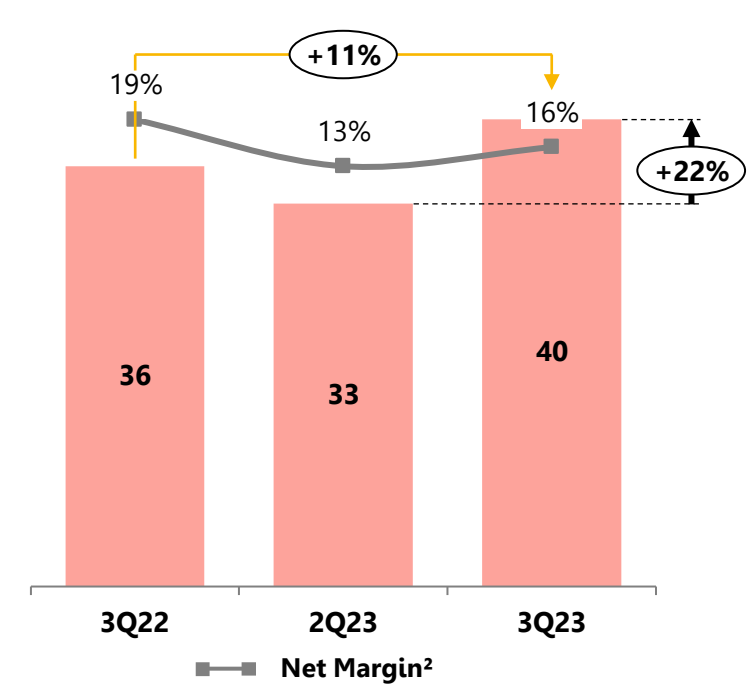
Adjusted EBITDA¹ (%)

(R\$ million)



Adjusted Net Income³

(R\$ million)



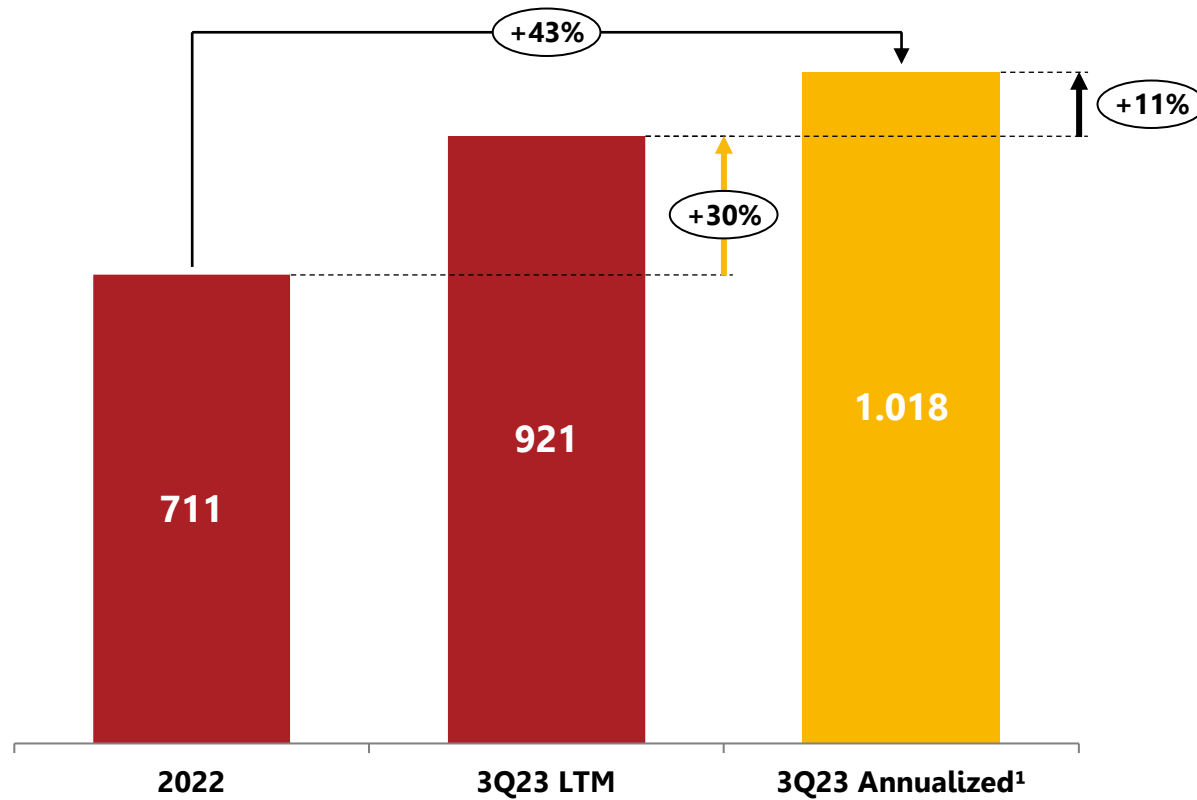
1. EBITDA calculated according to CVM Resolution No.156/2022 and adjusted to exclude non-recurring items that should not be considered in the calculation of operating cash current generation.
2. Calculated on net revenue
3. Adjusted Net Income to exclude non-recurring items that should not be considered in the calculation of current income generation, net of tax at a rate of 34%.

Robust economic and financial performance



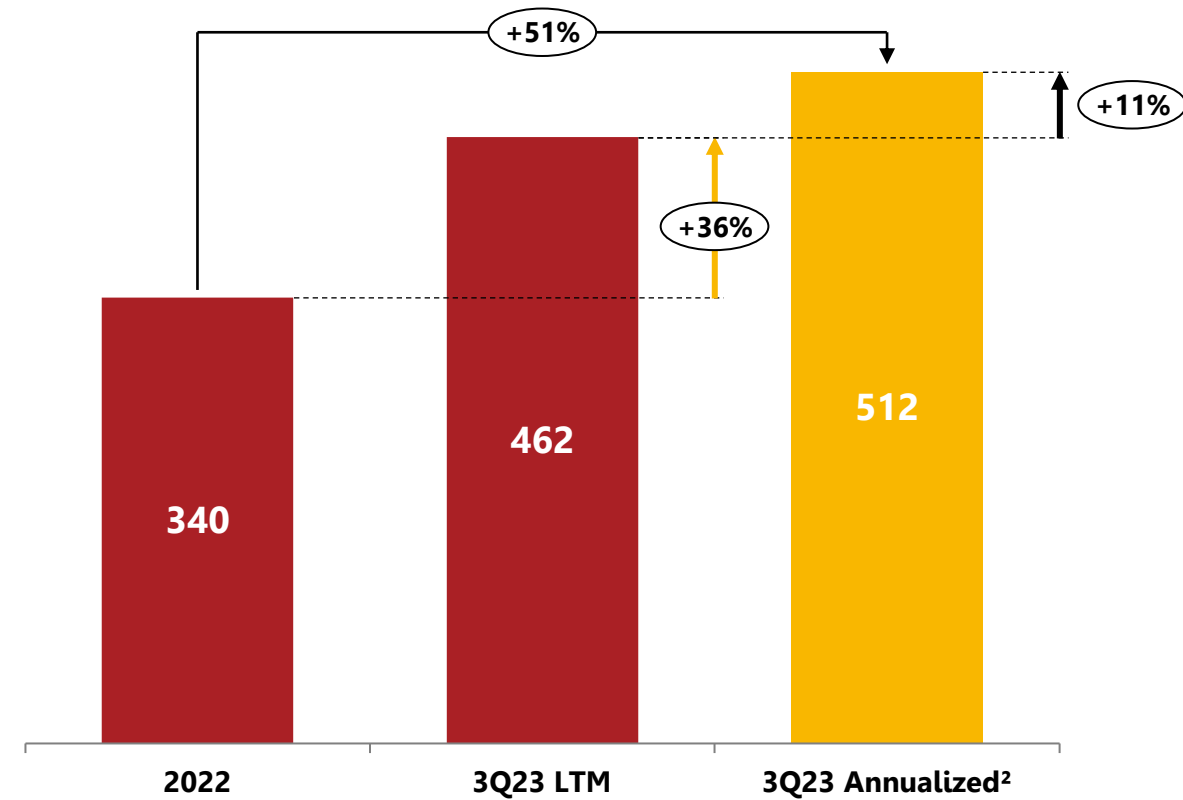
Annualized Pro Forma Net Revenue

(R\$ million)



Annualized Pro Forma Adjusted EBITDA

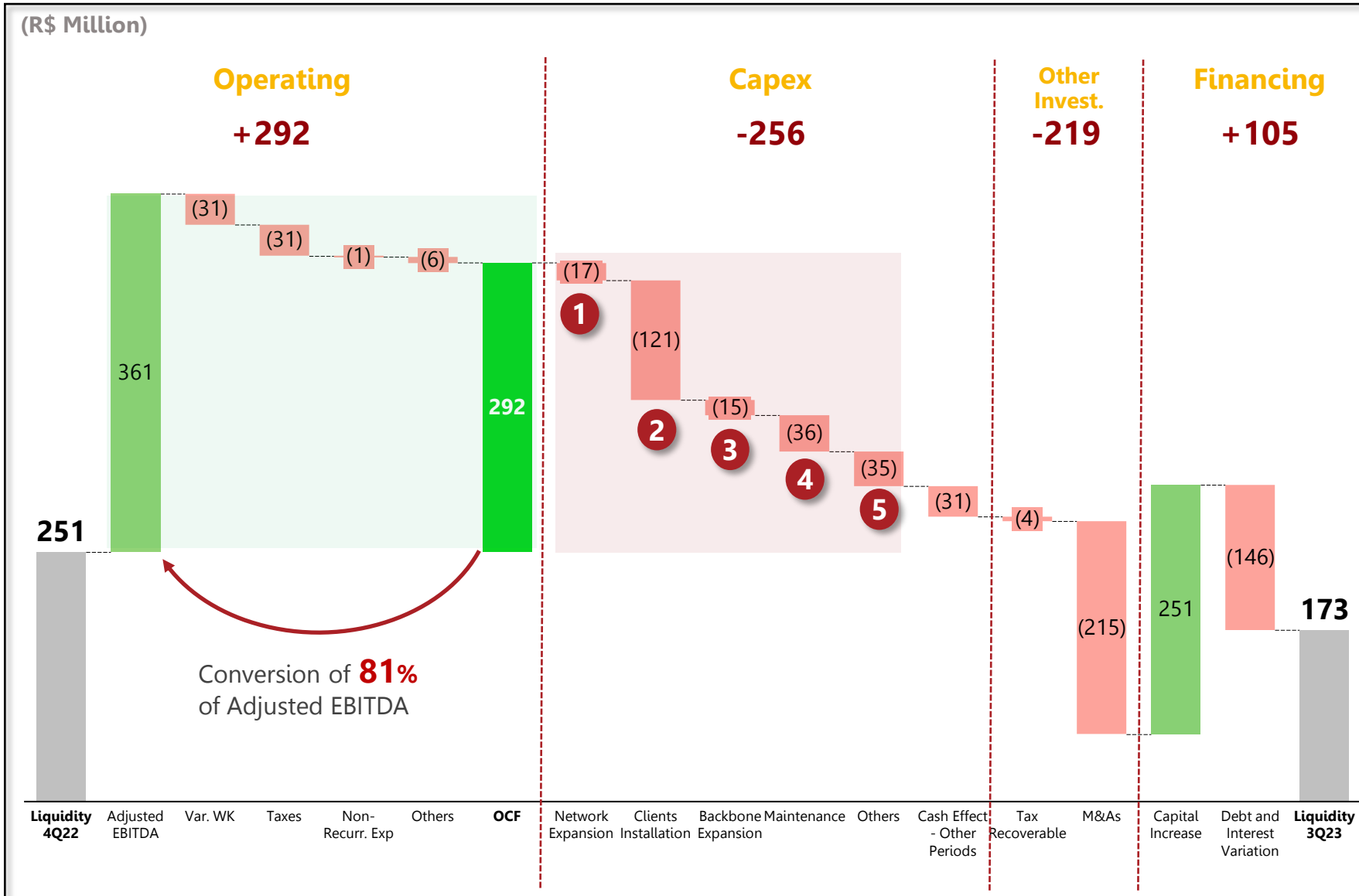
(R\$ million)



1. Considers 3Q23 net revenue multiplied by 4;

2. Considers 3Q23 Adjusted EBITDA multiplied by 4.

Robust economic and financial performance



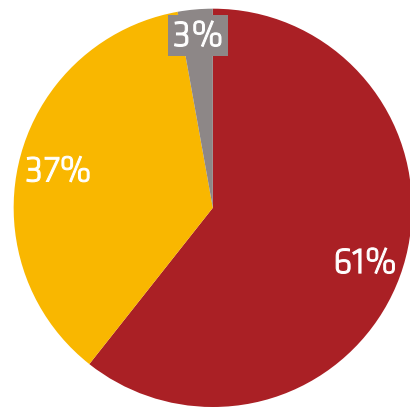
CAPEX (R\$ '000)		9M23
1	Network Expansion	17,480
	Inventory Increase (Decrease)	(5,272)
	Network Exp. - Adjusted	22,751
	Ports Added (thousand)	94
	CAPEX/Port	241
2	Clients Installation	120,680
	Inventory Increase (Decrease)	(29,618)
	Clients Installation - Adjust.	150,299
	Gross Adds (thousand)	287
	CAPEX/Gross Adds	524
3	Backbone Expansion	15,472
	% of Total CAPEX	7%
4	Maintenance	36,430
	% of Net Revenue	5%
5	I.T.	21,920
5	Others	13,260
	Adjusted CAPEX	225,242

Robust economic and financial performance



Debt Composition

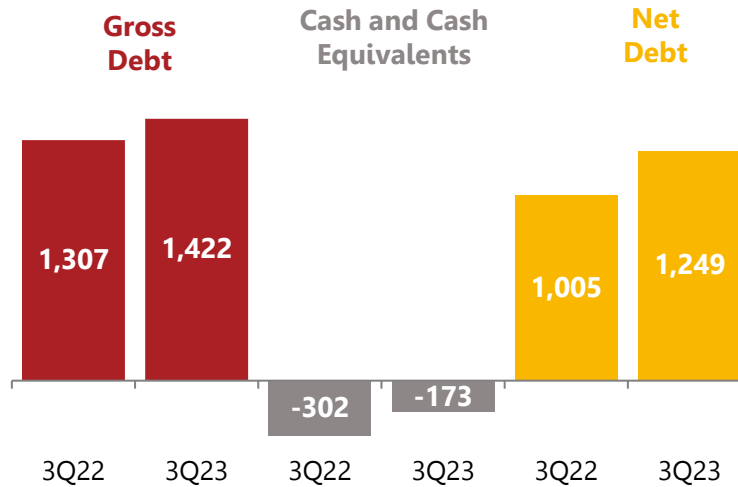
(%)



Financial Debt M&As Leases

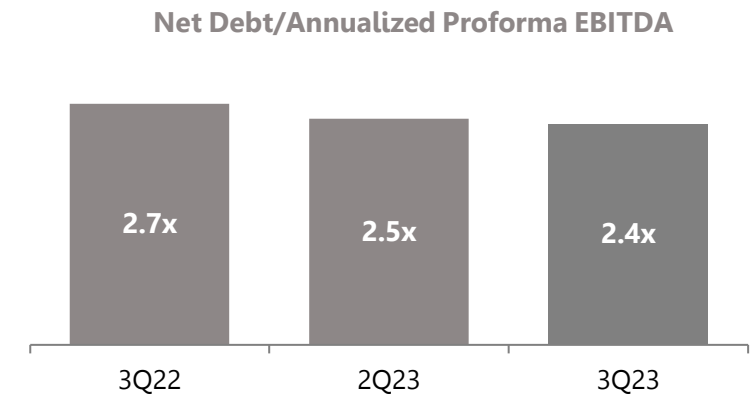
Net Debt

(R\$ million)

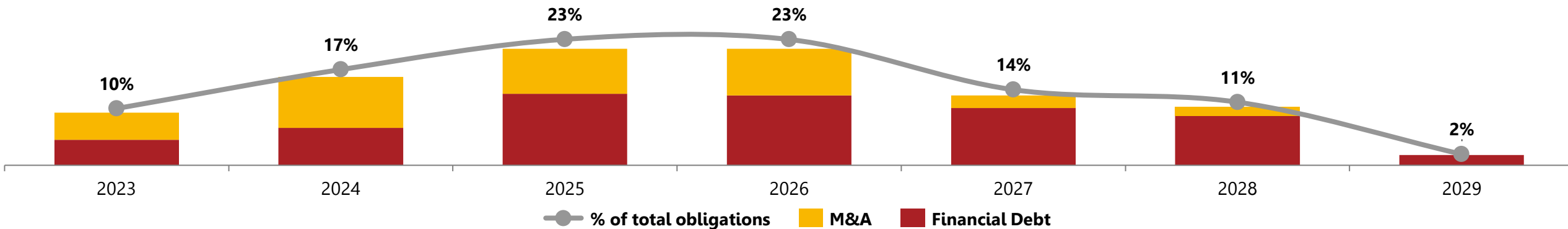


Debt Ratio

(x)



Debt Schedule



Investor Relations

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