

APRESENTAÇÃO DE
RESULTADOS

2T22



As informações consolidadas foram preparadas de acordo com as normas da CVM e estão em conformidade com as normas internacionais de contabilidade (IFRS) emitidas pelo International Accounting Standards Board (IASB).

As informações operacionais e financeiras são apresentadas com base em números consolidados em Reais (R\$). Os dados não financeiros tais como volume, quantidade, preço médio, cotação média em reais não foram objeto de exame dos auditores independentes.

Algumas afirmações contidas neste documento podem ser sobre expectativas futuras. Tais afirmações estão sujeitas a riscos conhecidos e desconhecidos e incertezas que podem fazer com que tais expectativas não se concretizem ou sejam substancialmente diferentes do que era esperado. Estes riscos incluem, entre outros, modificações na demanda futura pelos produtos da Companhia, modificações nos fatores que afetam os preços domésticos e internacionais dos produtos, mudanças na estrutura de custos, modificações na sazonalidade dos mercados, mudanças nos preços praticados pelos concorrentes, variações cambiais, mudanças no cenário político-econômico brasileiro, nos mercados emergentes e internacional.



 **DESKTOP**
Destques 2T22

Destaques 2T22



R\$ 207 milhões

Receita Bruta 2T22

+124%

2T22 vs 2T21

+6%

2T22 vs 1T22

R\$ 76 milhões

EBITDA Ajustado 2T22

+136%

2T22 vs 2T21

+11%

2T22 vs 1T22

R\$ 10 milhões

Lucro Líq. Ajustado 2T22

+71%

2T22 vs 2T21

-30%

2T22 vs 1T22



3,5 milhões

Casas Passadas (HPs)

+122%

Jun22 vs Jun21

+12%

Jun22 vs Mar22

711 mil

Casas Conectadas (HCs)

+114%

Jun22 vs Jun21

+7%

Jun22 vs Mar22

~46 mil km de rede



+270%

Jun22 vs Jun21

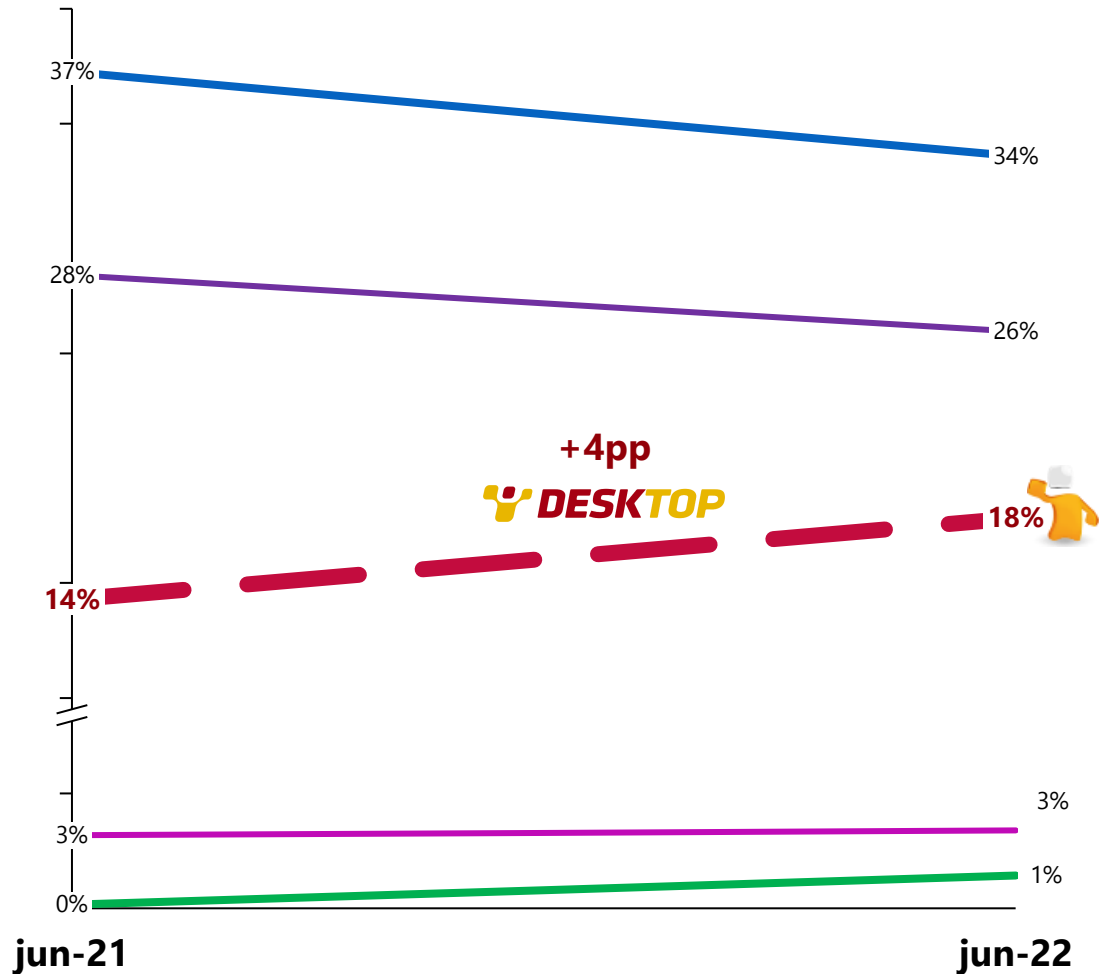
Conquistas 2T22



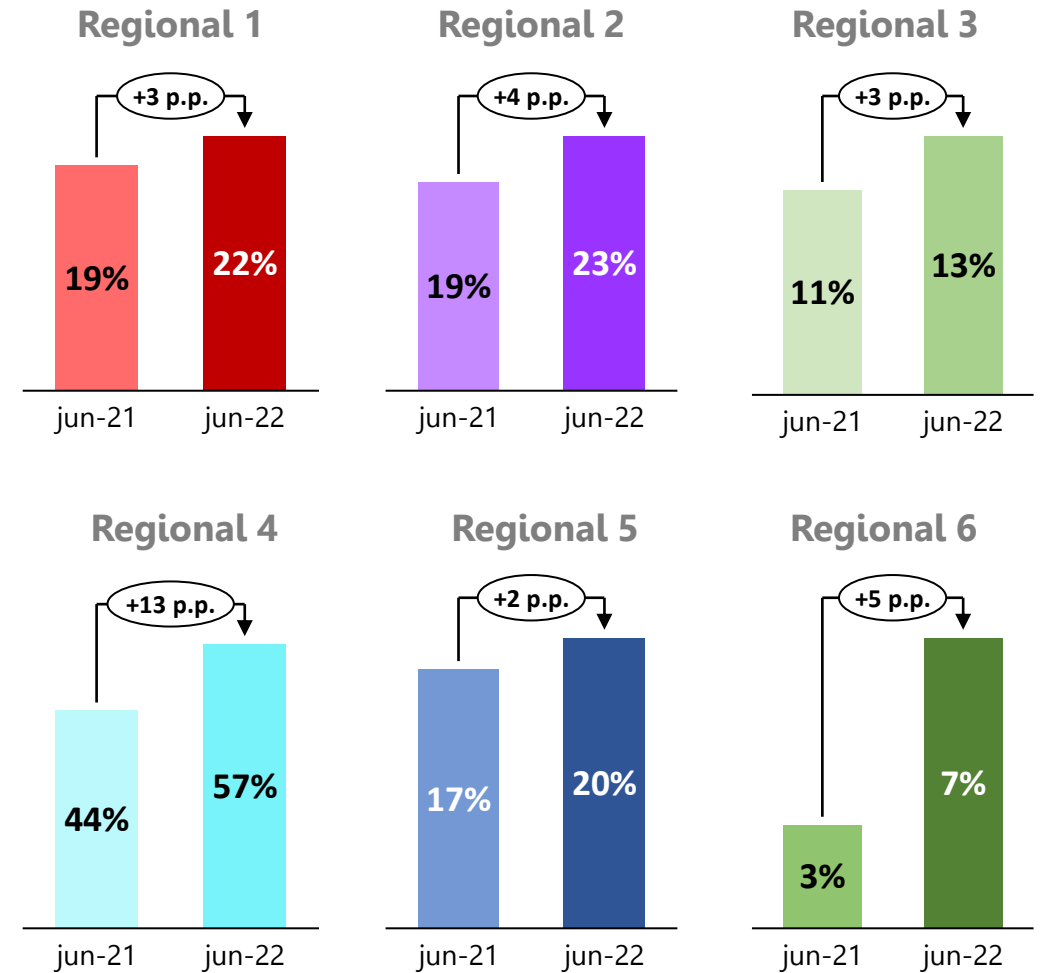
Captura de mercado em todas as regionais



Evolução de Market Share de acessos total (%):



Evolução de Market Share de acessos - Regionais (%):



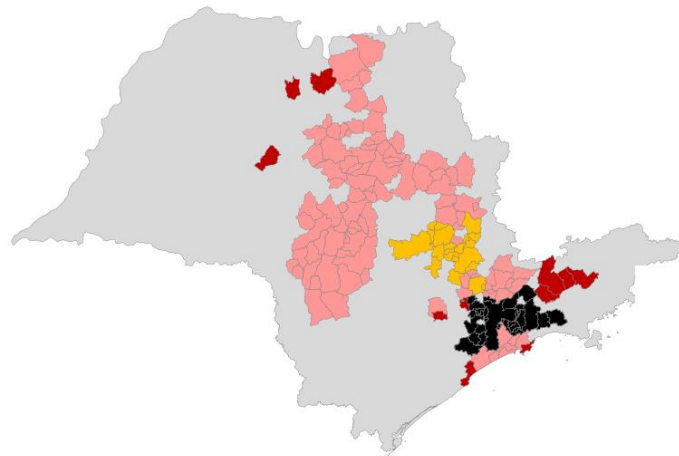


Y DESKTOP
Resultados 2T22

Sólido desempenho operacional

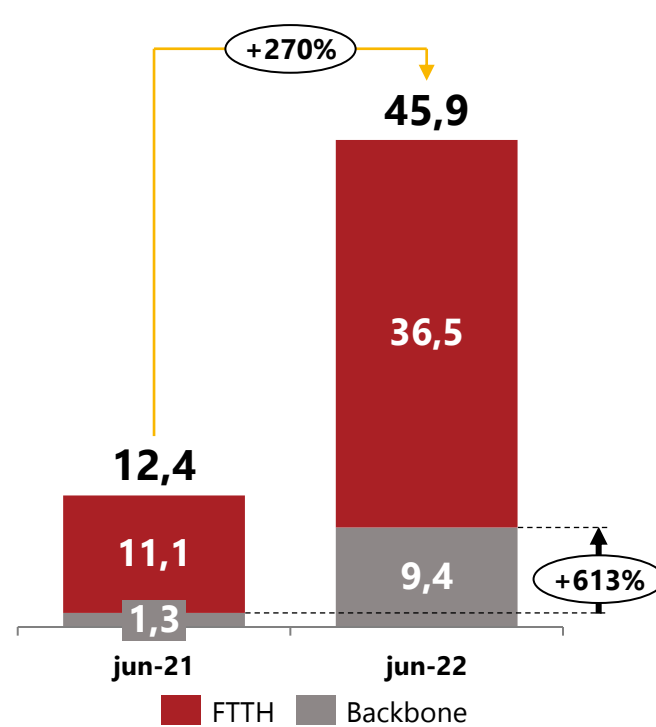


Expansão Geográfica:

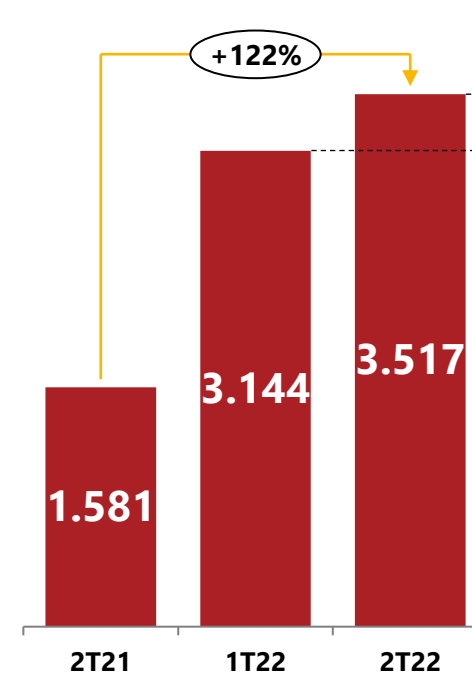


- Novas cidades | 2022
- Novas cidades | 2021
- Cidades com entrada até 2020
- Grande São Paulo

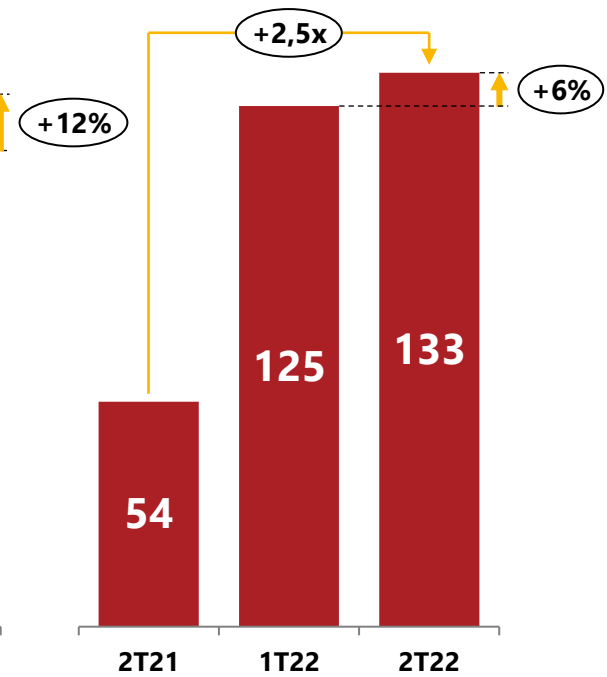
Extensão de Rede ('000 km)



Casas Passadas (HPs)



Cidades Totais

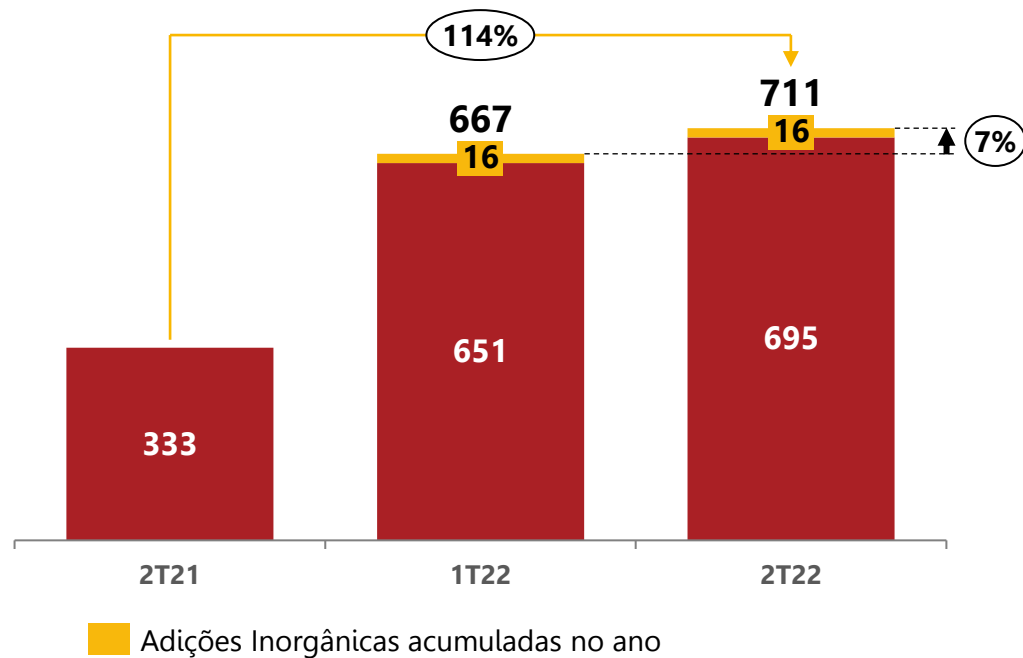


Sólido desempenho operacional



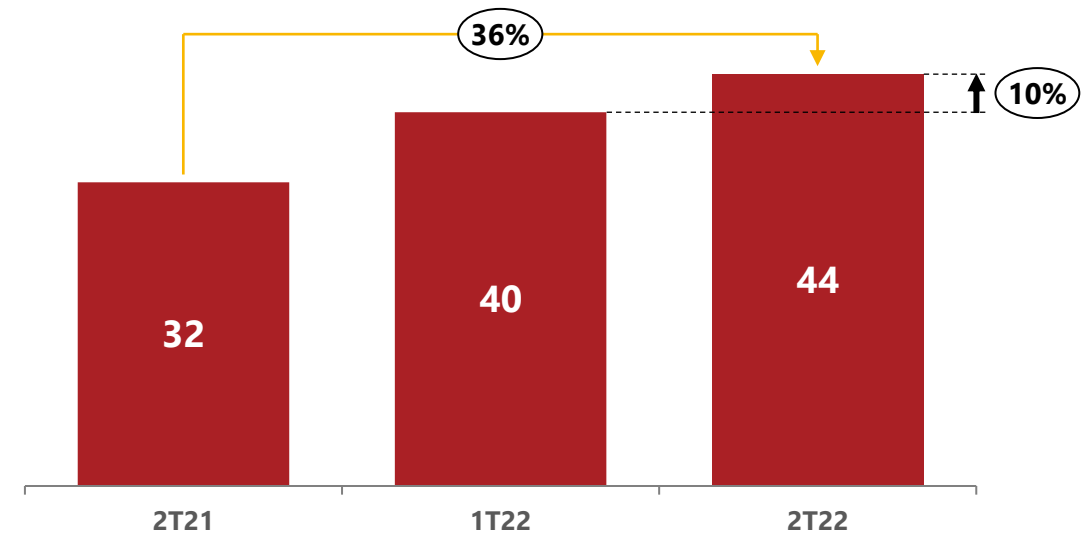
Casas Conectadas (HCs) FTTH

('000)



Adições Líquidas Orgânicas Trimestrais

(exclui a base adquirida dos M&As) ('000)

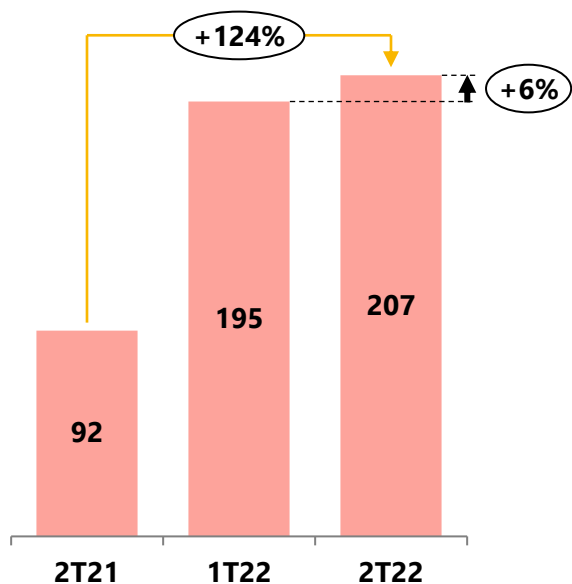


Robusto desempenho econômico-financeiro



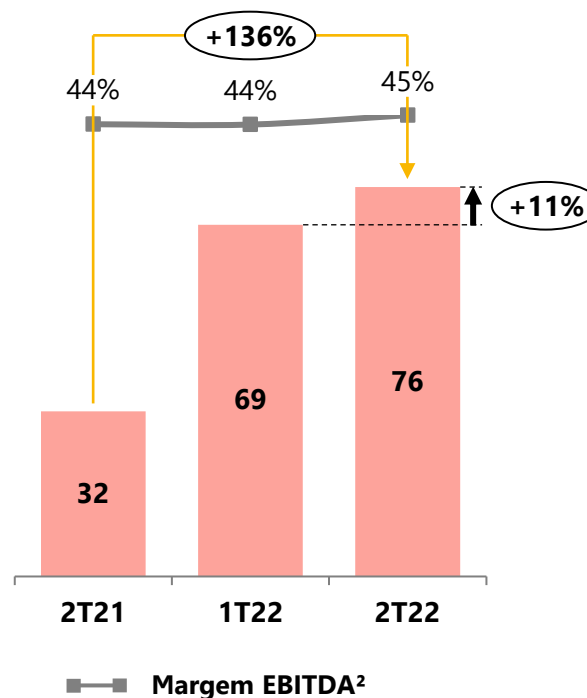
Receita Bruta

(R\$ milhões)



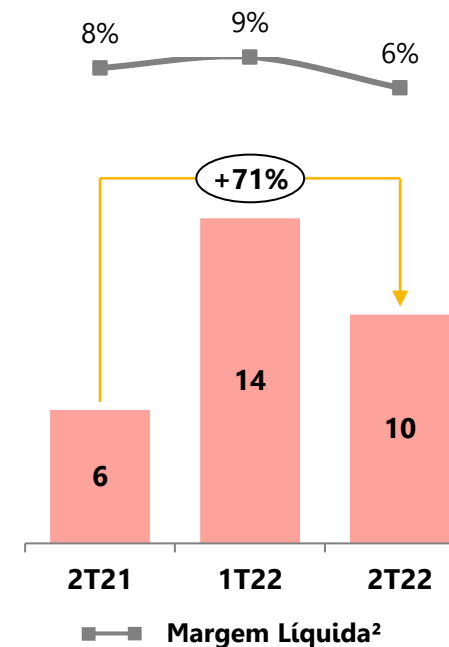
EBITDA Ajustado¹ (%)

(R\$ milhões)



Lucro Líquido Ajustado³

(R\$ milhões)



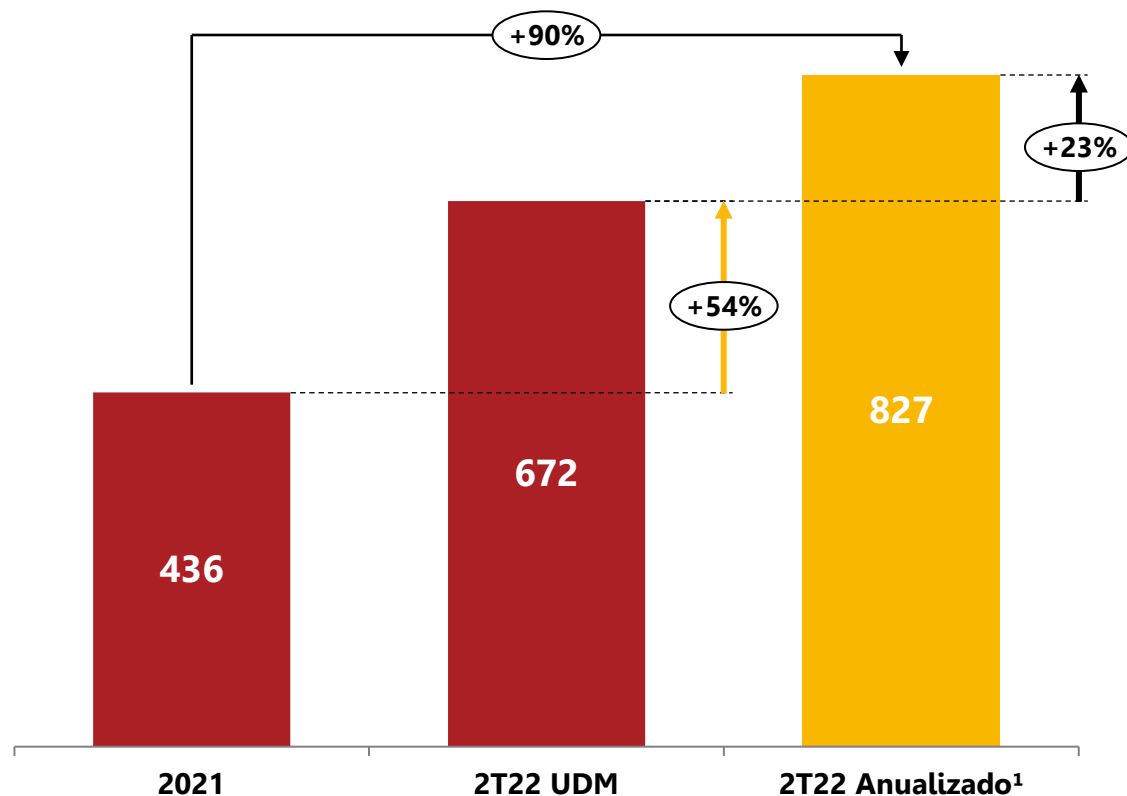
1. EBITDA calculado conforme Instrução CVM 527/2012 e ajustado para excluir itens não-recorrentes que não devem ser considerados no cálculo de geração corrente de caixa operacional.

2. Sobre a Receita Líquida

3. Lucro Líquido Ajustado para excluir itens não-recorrentes que não devem ser considerados no cálculo de geração corrente de lucros, líquidos de impostos a uma alíquota de 34%.

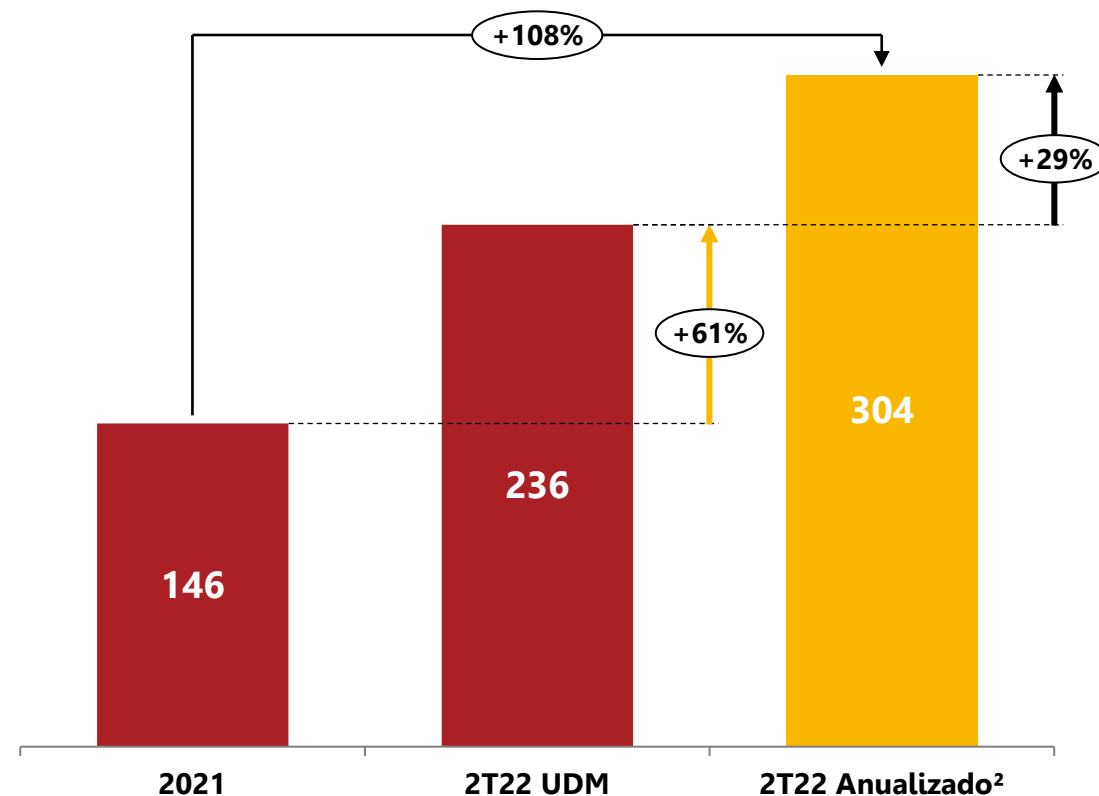
Receita Bruta Pro Forma Anualizada

(R\$ milhões)



EBITDA Ajustado Pro Forma Anualizado

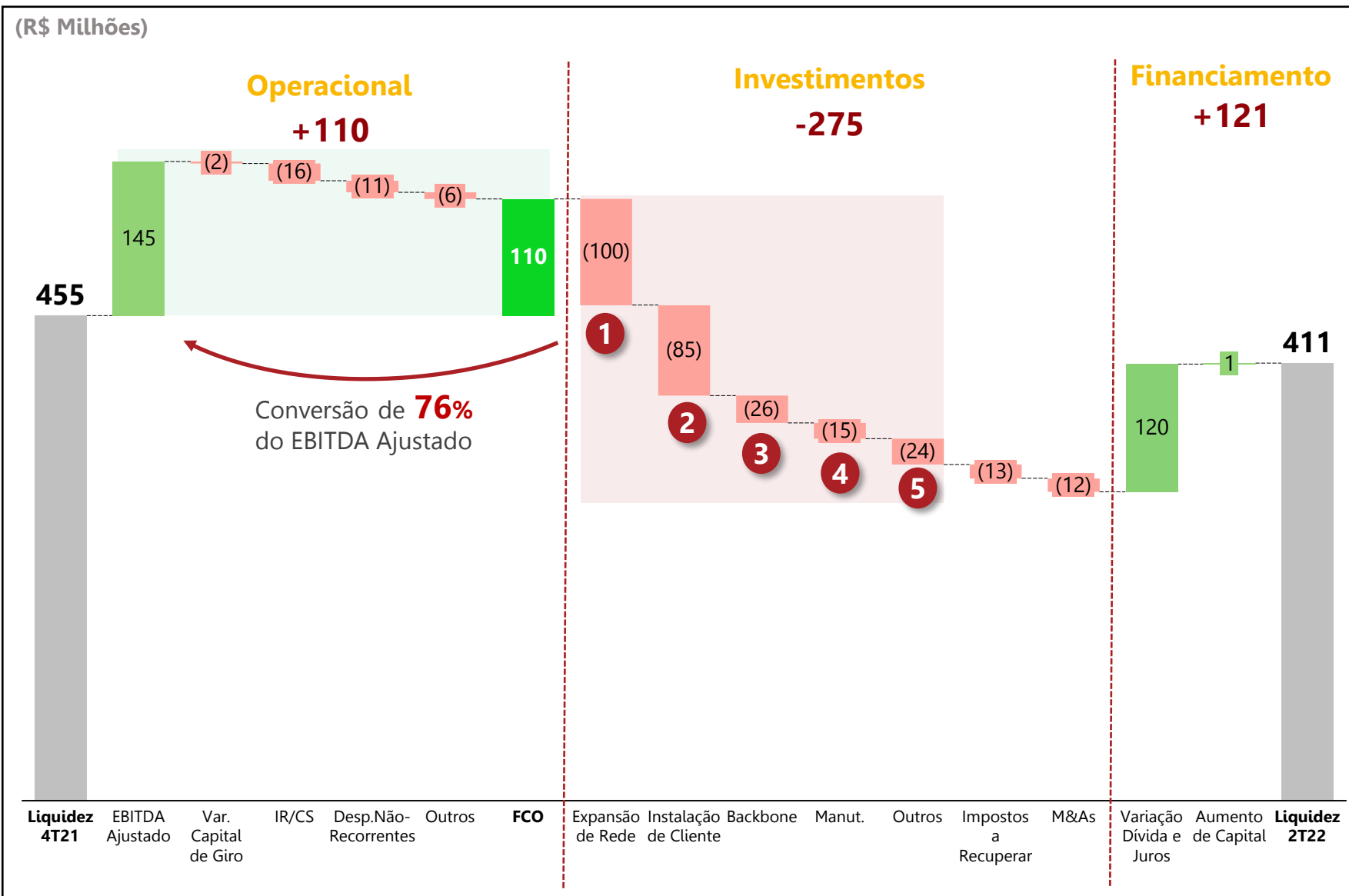
(R\$ milhões)



1. Considera a receita bruta do 2T22 anualizada, ou seja, multiplicada por 4;

2. Considera o EBITDA Ajustado do 2T22 anualizado, ou seja, multiplicado por 4.

Robusto desempenho econômico-financeiro



CAPEX (R\$ mil)		6M22
1	Expansão de rede	99.690
	Aumento (redução) estoque	11.652
	Expansão de rede Ajustado	88.038
	Portas Adicionadas (mil)	374
	CAPEX/Porta	235
2	Instalação de Clientes	84.860
	Aumento (redução) estoque	(19.272)
	Instalação de Clientes Ajustado	104.132
	Adições Brutas (mil)	179
	CAPEX/Adições Brutas	580
3	Backbone	25.691
	% do CAPEX Total	9%
4	Manutenção	14.607
	% da Receita Líquida	4%
5	TV	2.578
5	T.I.	7.898
5	Veículos	10.392
5	Outros	3.490
	CAPEX Ajustado¹	249.207

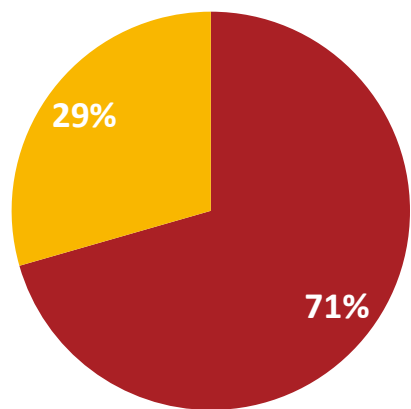
1 - Líquido de ágio e mais-valia gerada por operações de M&A.

Robusto desempenho econômico-financeiro



Composição do Endividamento

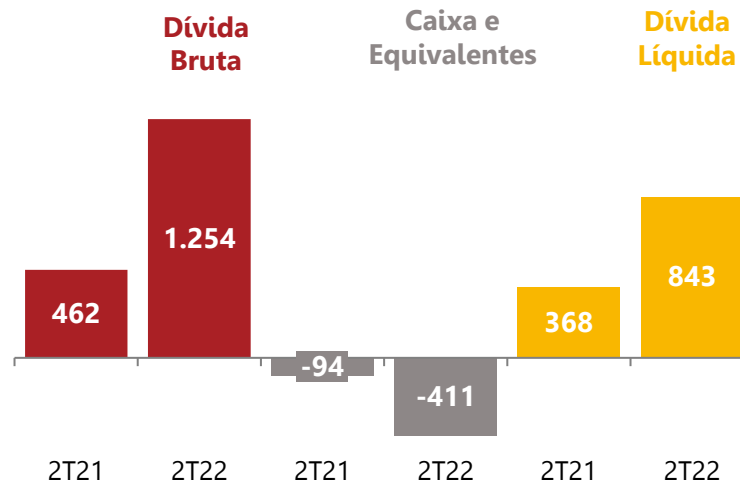
(%)



■ Dívida Financeira ■ M&As

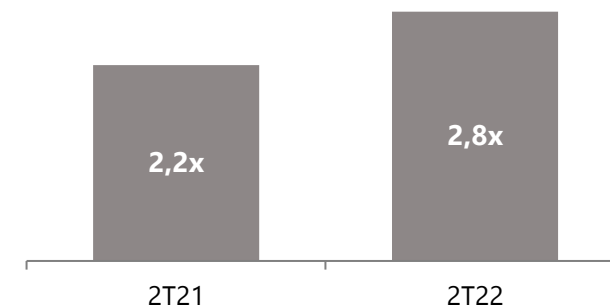
Endividamento Líquido

(R\$ Milhões)



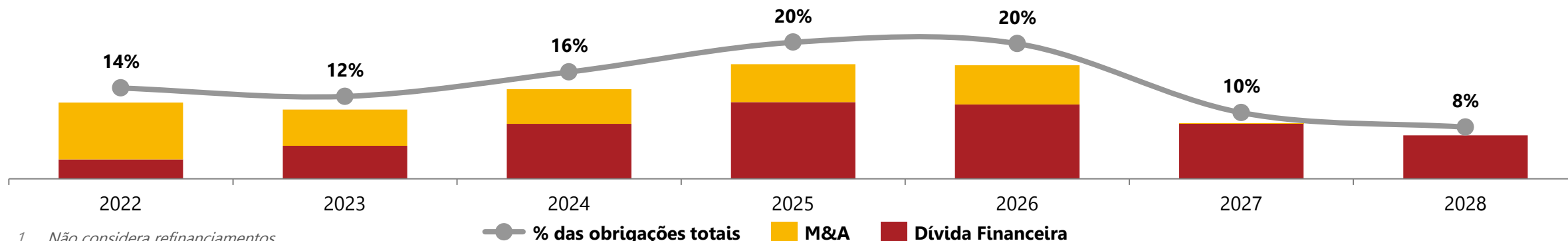
Índices de Endividamento

Dívida Líquida/EBITDA Proforma Anualizado



Cronograma da Dívida¹

(R\$ Milhões)



1. Não considera refinanciamentos.

Relações com Investidores

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www.ri.desktop.com.br



EARNINGS
PRESENTATION | 2022

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



 **DESKTOP**
2Q22 Highlights

2Q22 Highlights



R\$ 207 million
2Q22 Gross Revenue

+124% **+6%**
2Q22 vs 2Q21 2Q22 vs 1Q22

R\$ 76 million
2Q22 Adjusted EBITDA

+136% **+11%**
2Q22 vs 2Q21 2Q22 vs 1Q22

R\$ 10 million
2Q22 Adjusted Net Income

+71% **-30%**
2Q22 vs 2Q21 2Q22 vs 1Q22



3.5 million
Homes Passed (HPs)

+122% **+12%**
Jun22 vs Jun21 Jun22 vs Mar22

711k
Homes Connected (HCs)

+114% **+7%**
Jun22 vs Jun21 Jun22 vs Mar22

~46 thousand km
of network



+270%
Jun22 vs Jun21

Achievements 2Q22



PREMIAÇÃO
AGILIDADE
 **BRASIL**
2022

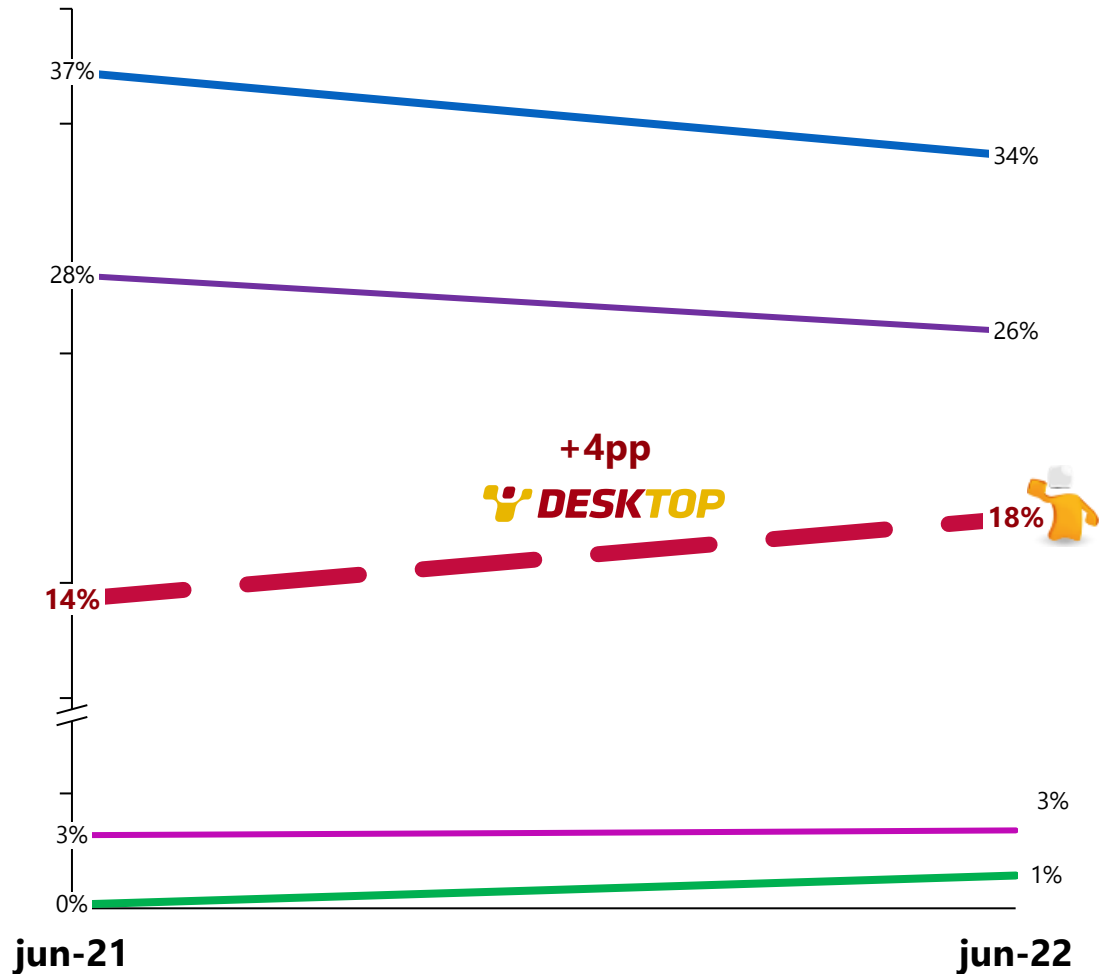


SOMOS RA1000!
ReclameAQUI

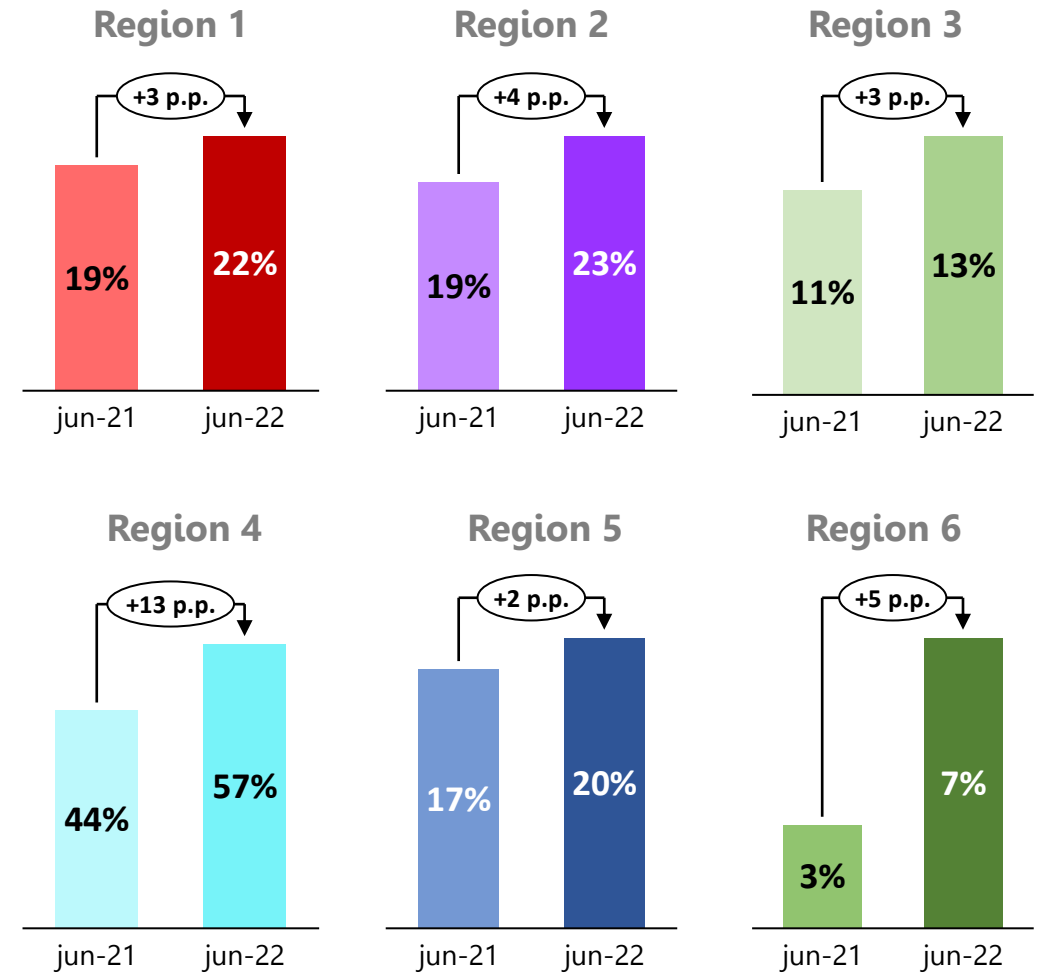
Capturing market in all regions



Evolution of Total Subscribers Market Share (%):



Evolution of Subscribers Market Share - Region (%):



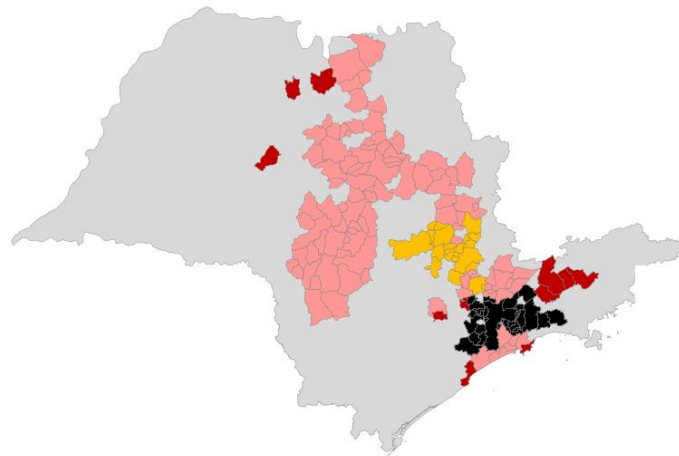


Y **DESKTOP**
2Q22 Results

Solid operational performance

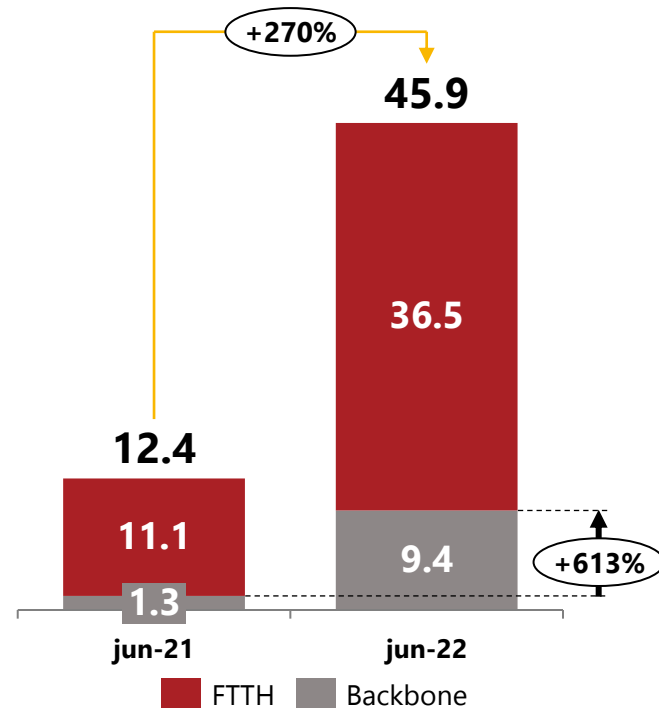


Geographic expansion:

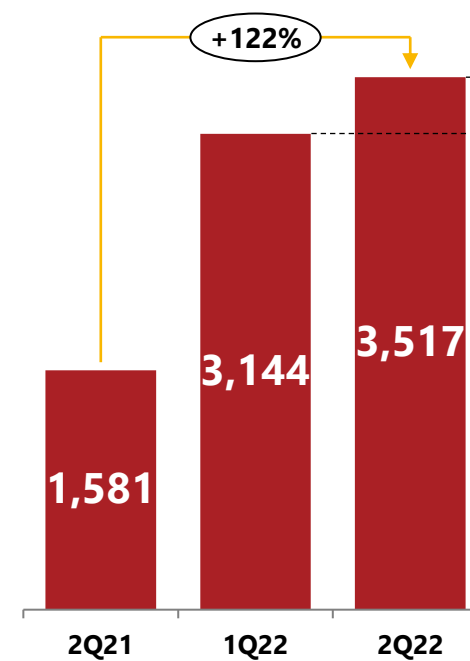


- New cities | 2022
- New cities | 2021
- Cities with entry until 2020
- Greater São Paulo

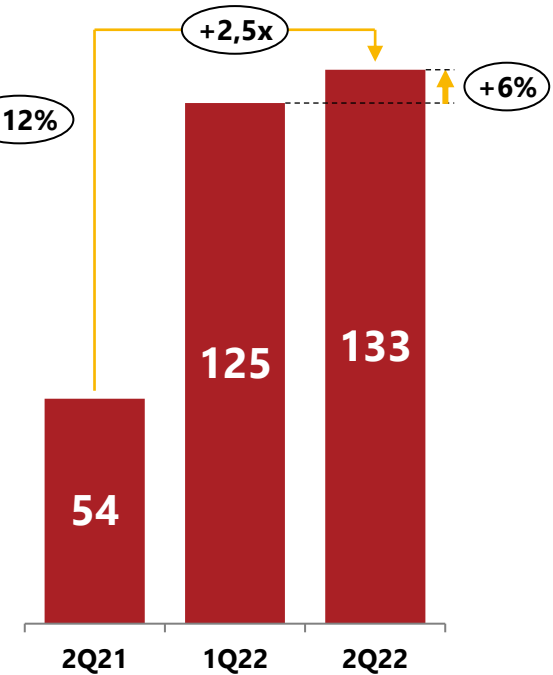
Network Extension ('000 km)



Homes Passed (HPs)



Total Cities

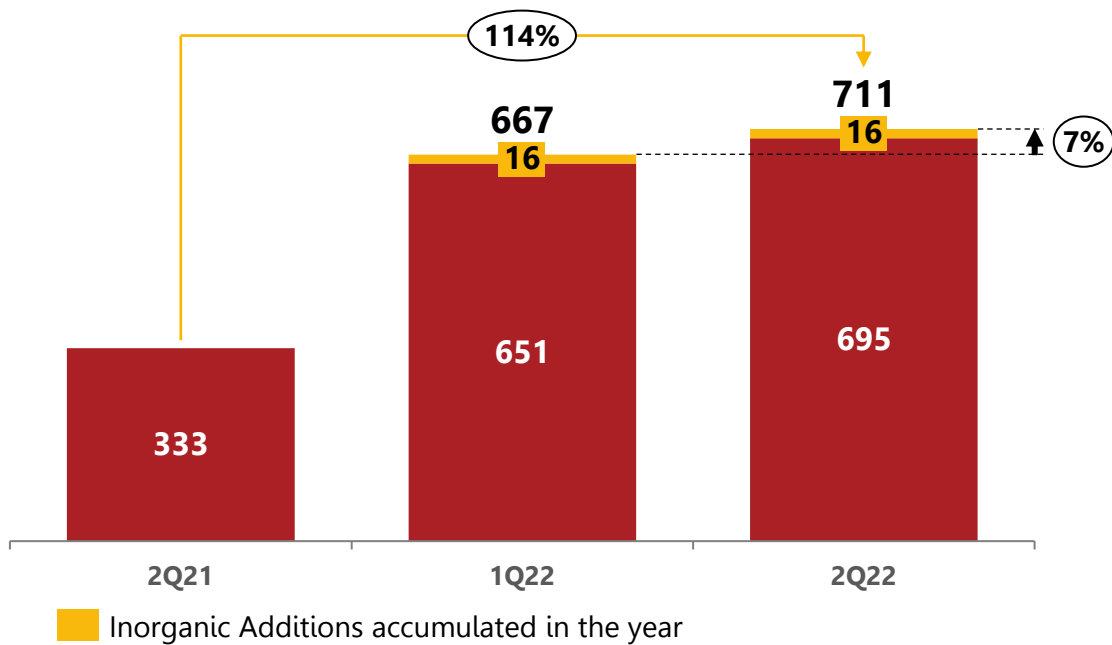


Solid operational performance



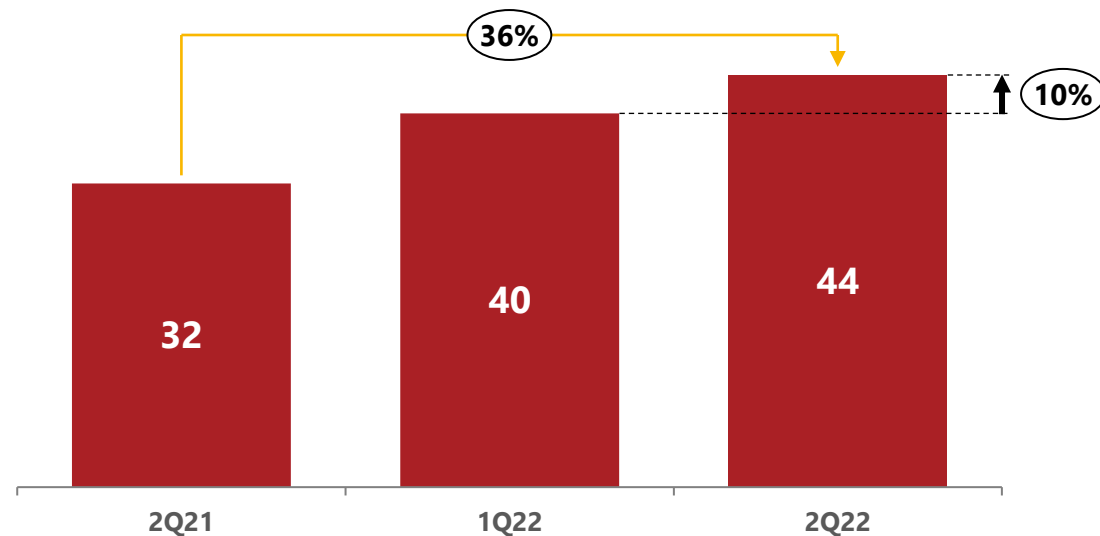
Homes Connected (HCs) FTTH

('000)



Quarterly Net Adds

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

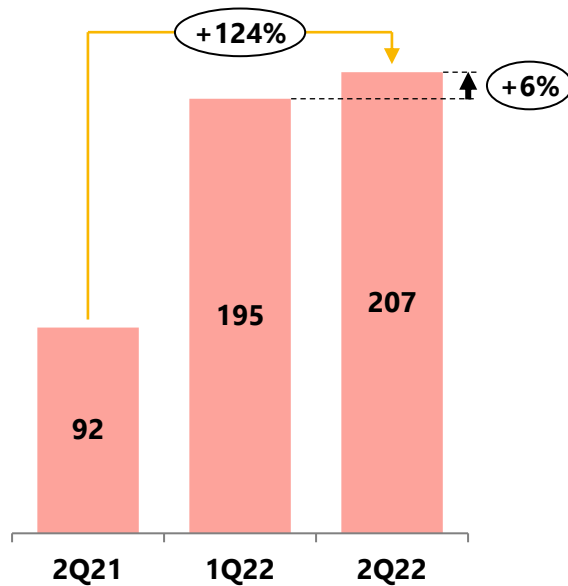


Robust economic and financial performance



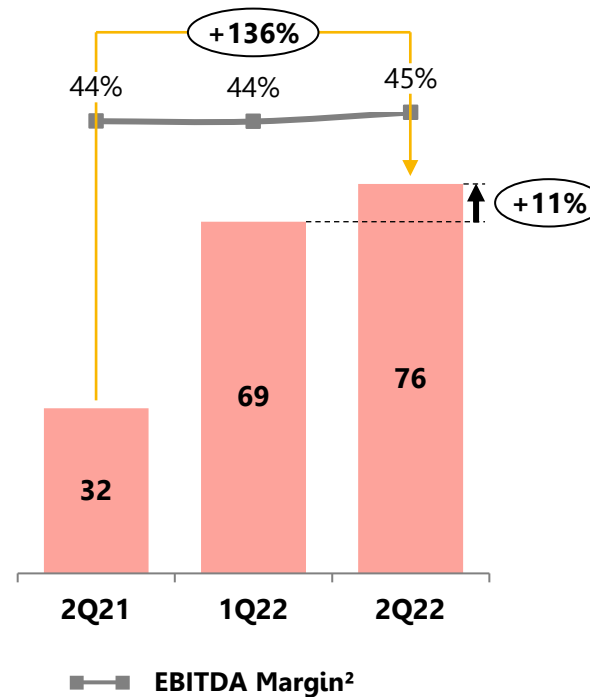
Gross Revenue

(R\$ million)



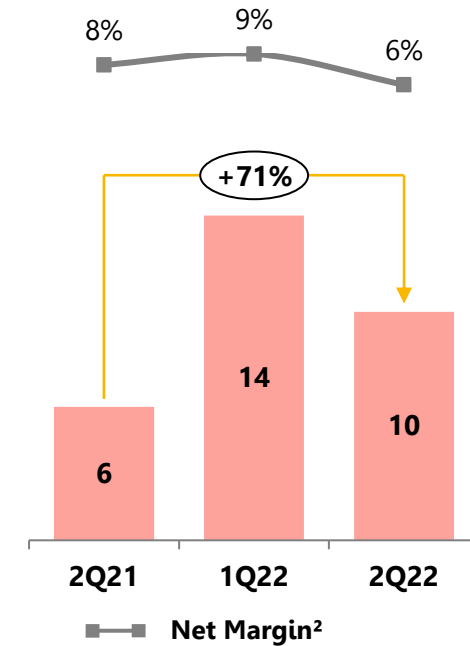
Adjusted EBITDA¹ (%)

(R\$ million)



Adjusted Net Income³

(R\$ million)



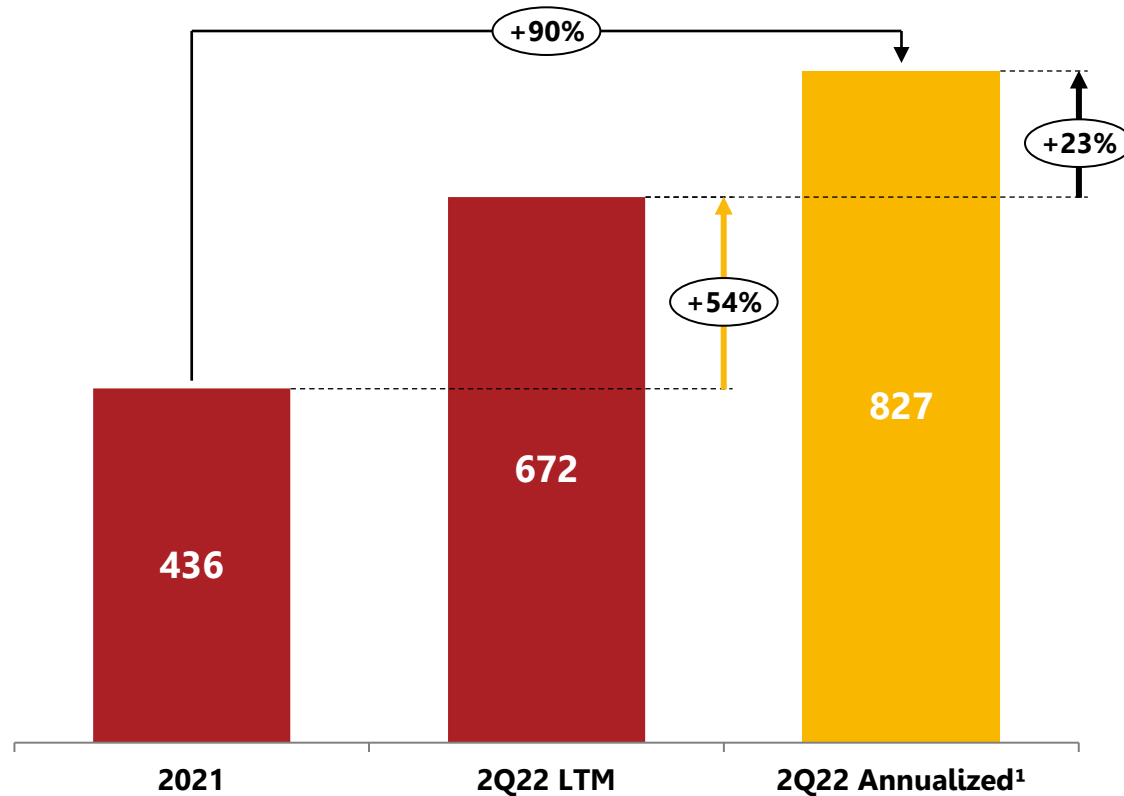
1. EBITDA calculated according to CVM Instruction 527/2012 and adjusted to exclude non-recurring items that should not be considered in the calculation of operating cash current generation.
2. Calculated on net revenue
3. Adjusted Net Income to exclude non-recurring items that should not be considered in the calculation of current income generation, net of tax at a rate of 34%.

Robust economic and financial performance



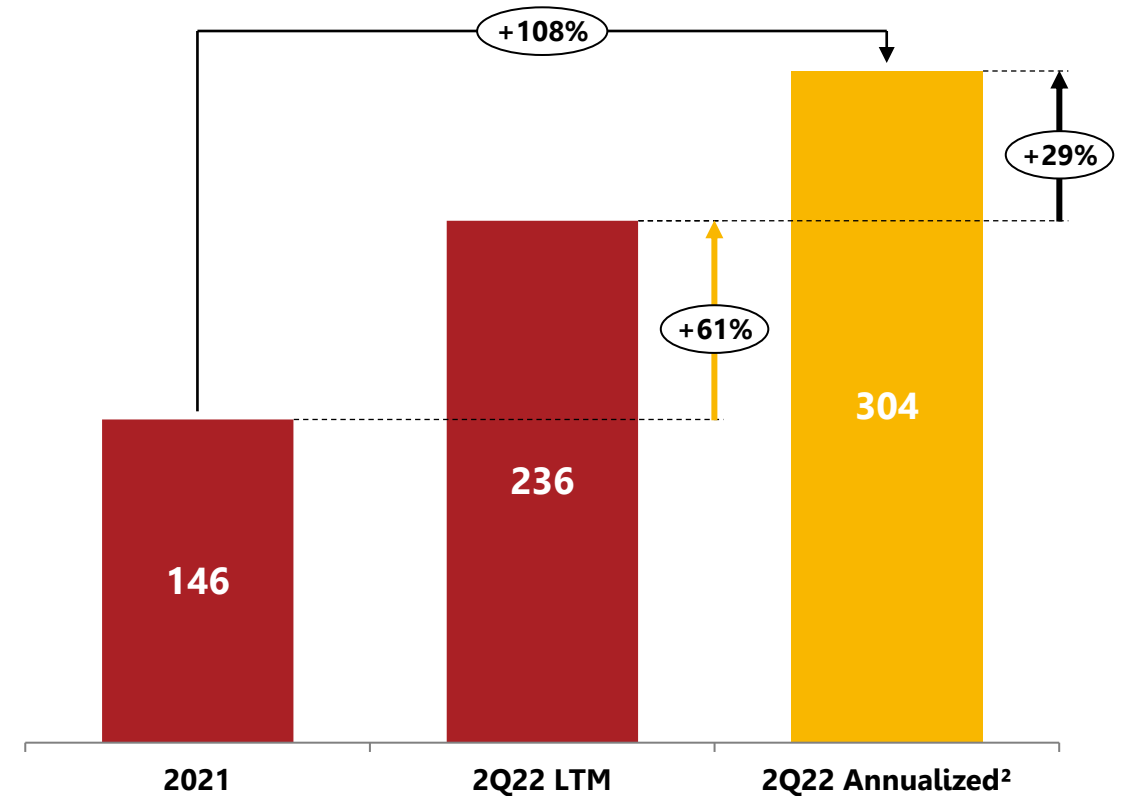
Annualized Pro Forma Gross Revenue

(R\$ million)



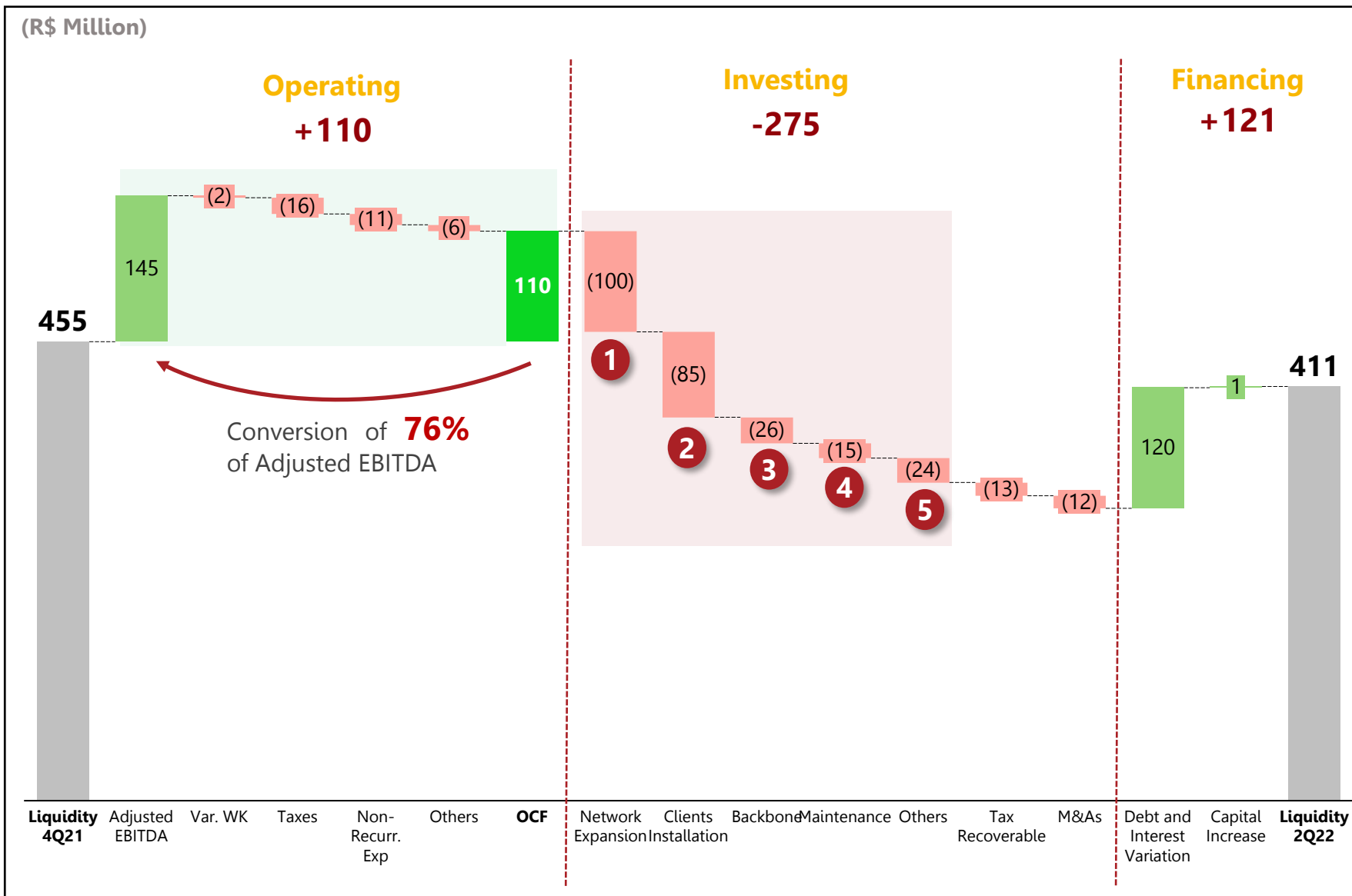
Annualized Pro Forma Adjusted EBITDA

(R\$ million)



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

Robust economic and financial performance



CAPEX (R\$ '000)		6M22
1	Network Expansion	99.690
	Inventory Increase (Decrease)	11.652
	Network Expansion - Adjusted	88.038
	Ports Added (thousand)	374
	CAPEX/Port	235
2	Clients Installation	84.860
	Inventory Increase (Decrease)	(19.272)
	Clients Installation - Adjust.	104.132
	Gross Adds (thousand)	179
	CAPEX/Gross Adds	580
3	Backbone	25.691
	% of Total CAPEX	9%
4	Maintenance	14.607
	% of Net Revenue	4%
5	TV	2.578
5	I.T.	7.898
5	Vehicles	10.392
5	Others	3.490
	Adjusted CAPEX¹	249.207

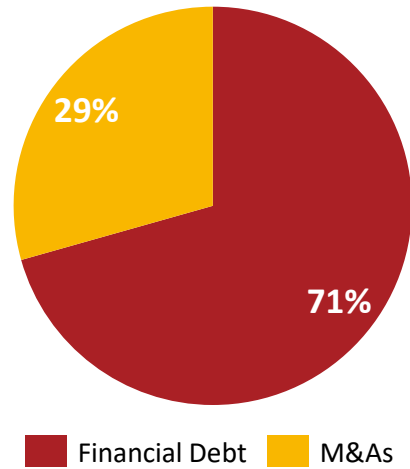
1 - Net of goodwill and capital gains generated by M&A operations.

Robust economic and financial performance



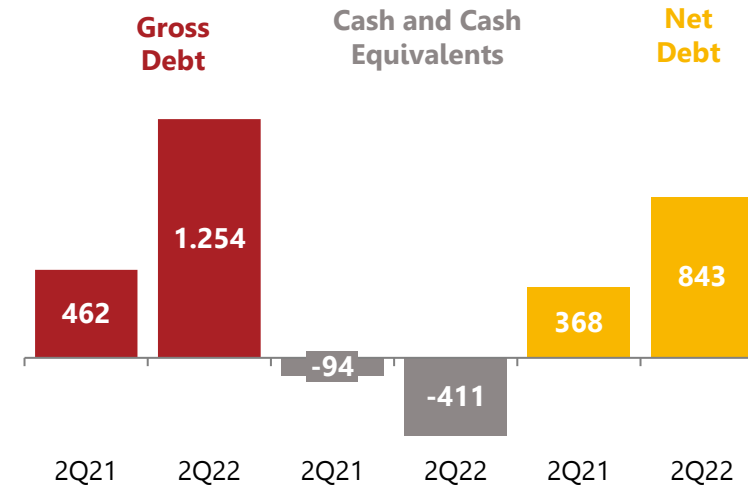
Debt Composition

(%)



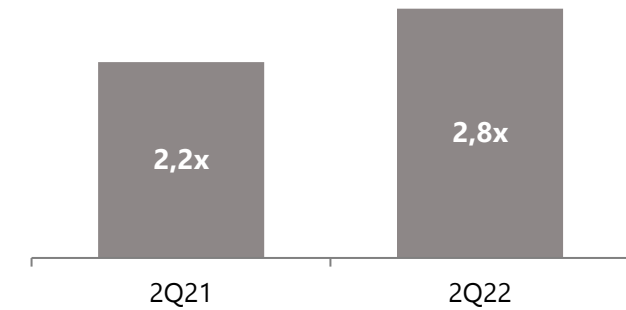
Net Debt

(R\$ million)



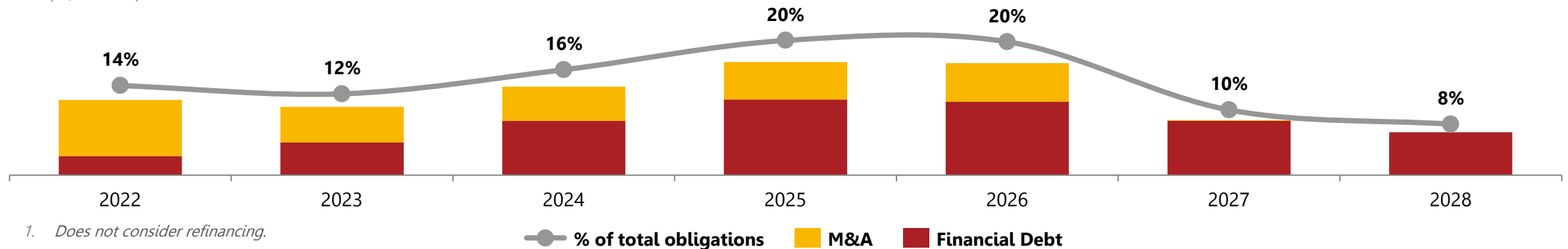
Debt Ratio

Net Debt/Annualized Proforma EBITDA



Debt Schedule¹

(R\$ million)



1. Does not consider refinancing.

Investor Relations
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