



WDC
NETWORKS

Soluções de A a W

Apresentação de Resultados 2T24

8 de agosto de 2024



LVTC
B3 LISTED NM

IGC-NM B3

IGC B3

ITAG B3

**Great
Place
To
Work.**
Certificada
Mai/2022 - Mai/2023
BRASIL



Aviso Legal

As afirmações contidas neste documento, relacionadas as perspectivas sobre os negócios e de crescimento da WDC Networks, são baseadas exclusivamente nas expectativas da Diretoria sobre o futuro dos negócios. Essas expectativas dependem substancialmente das condições de mercado, do desempenho da economia brasileira, do setor e dos mercados internacionais e, portanto, estão sujeitas à mudanças sem aviso prévio.

Todas as variações aqui apresentadas são calculadas com base nos números sem os arredondamentos. O presente relatório de desempenho inclui dados contábeis e não contábeis. Os dados não contábeis não foram objeto de revisão por parte dos auditores independentes da Companhia.

Agenda

- ❖ **Destques**
- ❖ **Desempenho de vendas**
- ❖ **Desempenho consolidado**
- ❖ **Desempenho por segmento**
- ❖ **Endividamento e Backlog**
- ❖ **Perspectivas**
- ❖ **Q&A**

Destques 2T24

No **2T24**, a WDC reportou **R\$8,4 milhões de Lucro Líquido (R\$13,1 milhões no 6M24)**, segundo trimestre consecutivo de lucratividade, **revertendo o prejuízo do 6M23**.

Atingimos nível **recorde de EBITDA** Ajustado consolidado, marcando R\$74,7 milhões (+8,9% vs 2T23) com **margem EBITDA** Ajustada de **38,7%** (+ 7,5 p.p. vs 2T23)

Segundo trimestre consecutivo que melhoramos as margens brutas de todos os segmentos, a margem bruta no 2T24 atingiu 28,7% (+5,2 p.p vs 2T23) e no 6M24 atingiu 27,2% (+5,3 p.p vs 6M23)

Inauguramos nosso Showroom, mostrando de maneira clara a aplicabilidade do nosso portfólio

Avanços importantes no reposicionamento da WDC, reforçando o time de **Design Center**, adição de **mais serviços** e agendas de prospecção de **M&A's**

A WDC assinou em 30/05/24 o contrato de distribuição no Brasil com a Dahua, empresa chinesa de produtos de segurança eletrônica

Estamos em plena execução do nosso novo posicionamento!



Destques 2T24

Lucro Líquido Ajustado

R\$ 8,4 Milhões
+138,1% (2T24 vs 2T23)

EBITDA Ajustado

R\$ 74,7 Milhões
+8,9% (2T24 vs 2T23)

Despesas Operacionais

-R\$ 31,6 Milhões
-1,8% (2T24 vs 2T23)

Backlog de Receitas

R\$ 842 Milhões
-2,7% (2T24 vs 2T23)

Receita Líquida

R\$ 193,1 Milhões
-12,1% (2T24 vs 2T23)

Receita Bruta de Serviços

R\$ 41,8 Milhões
+19,1% (2T24 vs 2T23)

Dívida Líquida / EBITDA UDM

2,14x no 2T24
vs 2,28x no 2T23

Resultado Financeiro

-R\$ 14,3 Milhões
+11,6% (2T24 vs 2T23)

Dívida Líquida

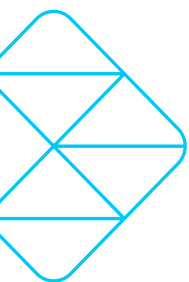
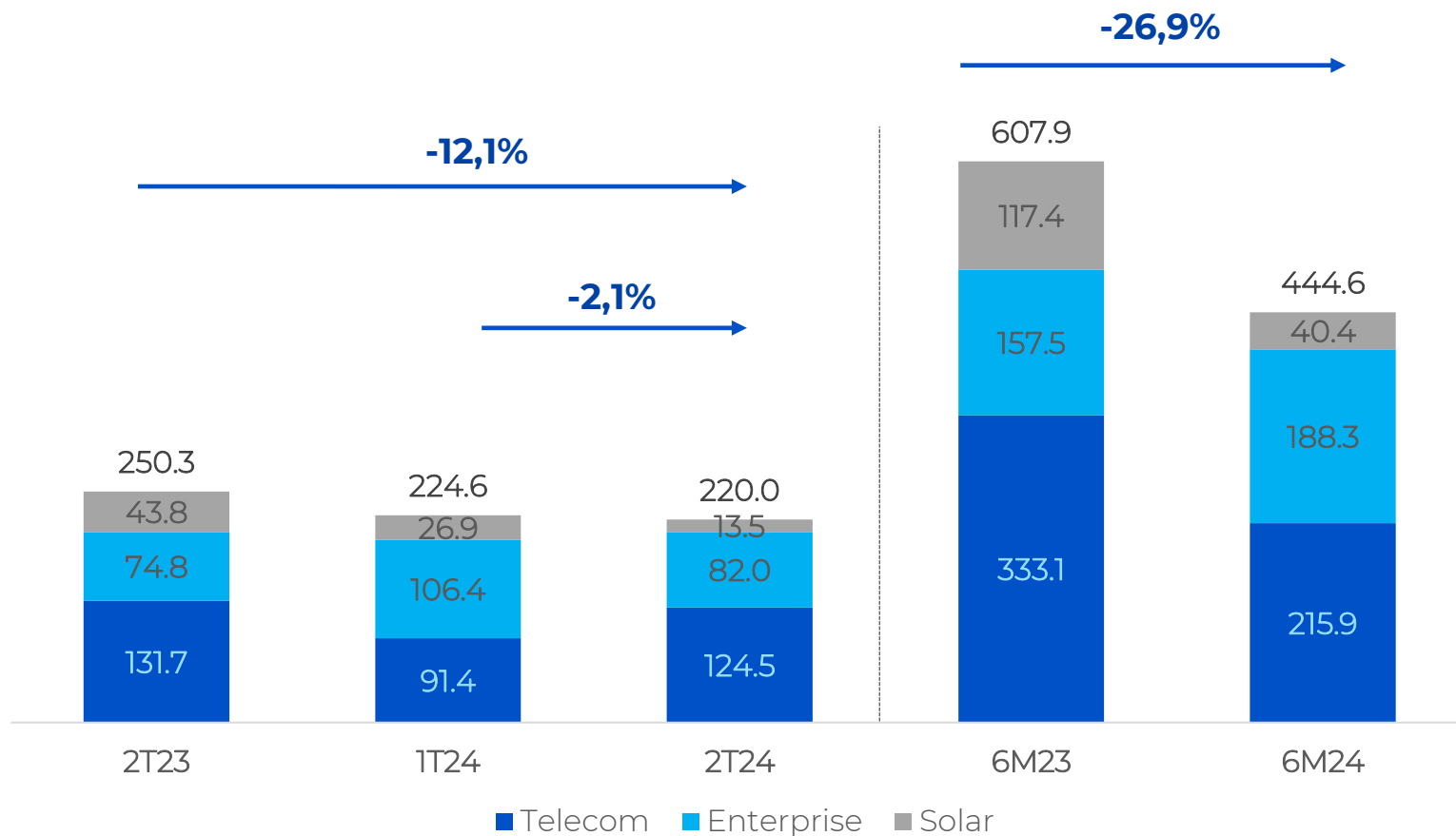
R\$ 532,3 Milhões
-6,9% (2T24 vs 2T23)

Desempenho de Vendas



Vendas Totais (R\$ milhões)

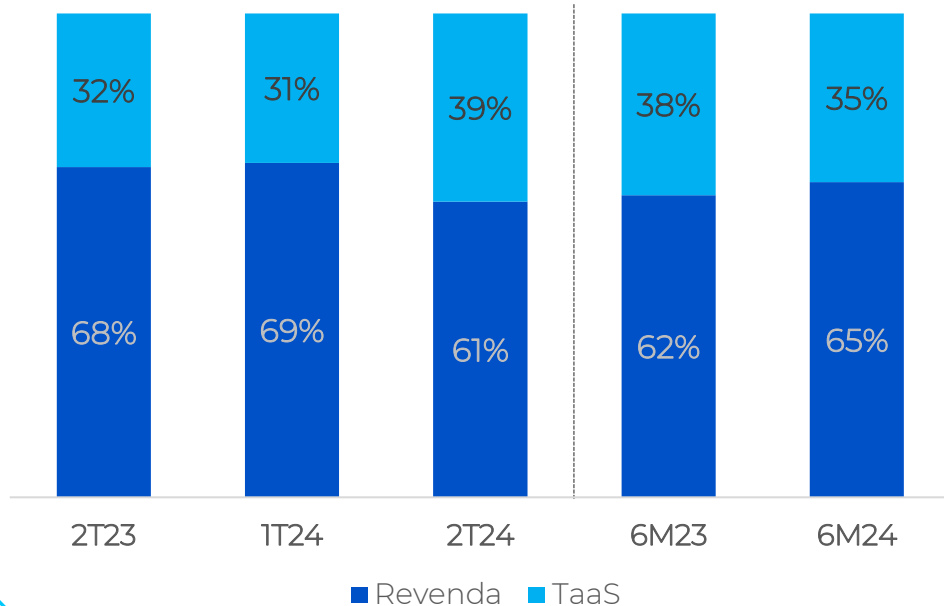
Telecom + Enterprise estáveis no 2T24 versus 2T23 e crescimento de 4,4% versus 1T24



Vendas TaaS

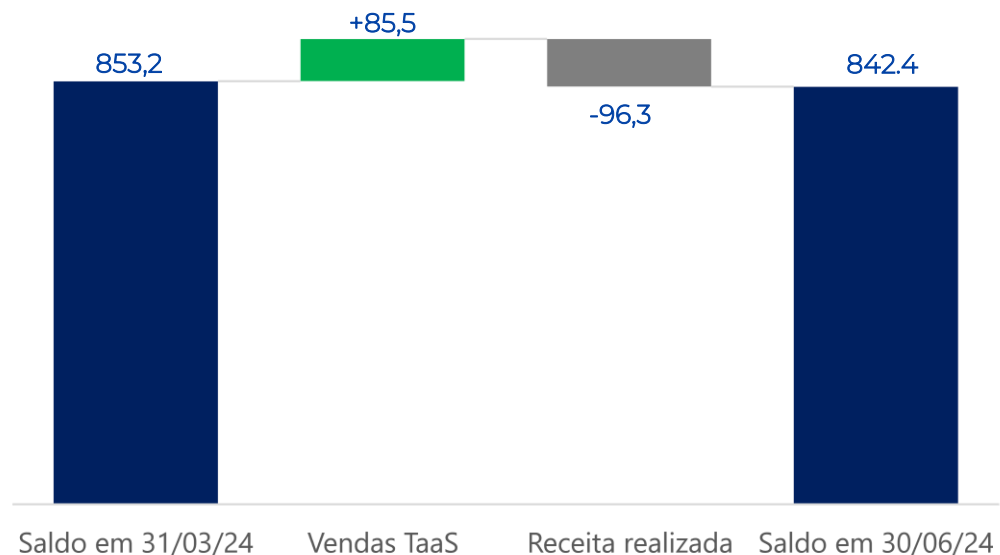
TaaS representou 39% das vendas, totalizando R\$842,4 milhões no 2T24

Revenda e TaaS



Movimentação TaaS

(R\$ Milhões)



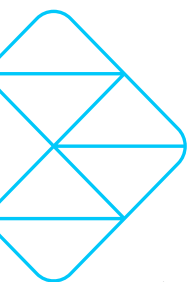
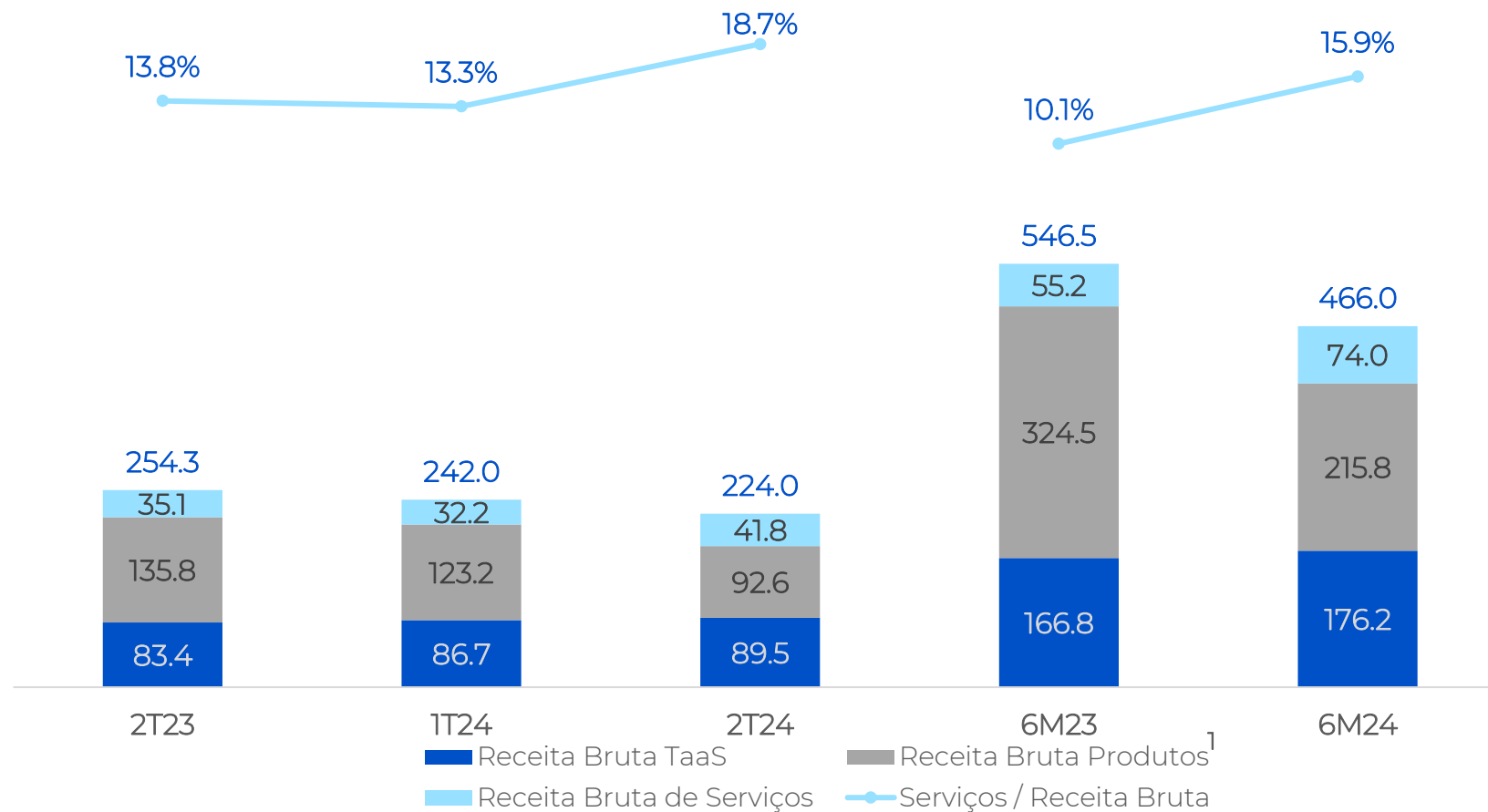


Desempenho Consolidado



Receita Bruta (R\$ milhões e %)

Receita de Serviços ganhando musculatura na Companhia, reflexo de posicionamento estratégico de Venda de Projetos e Cibersegurança



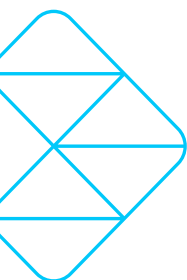
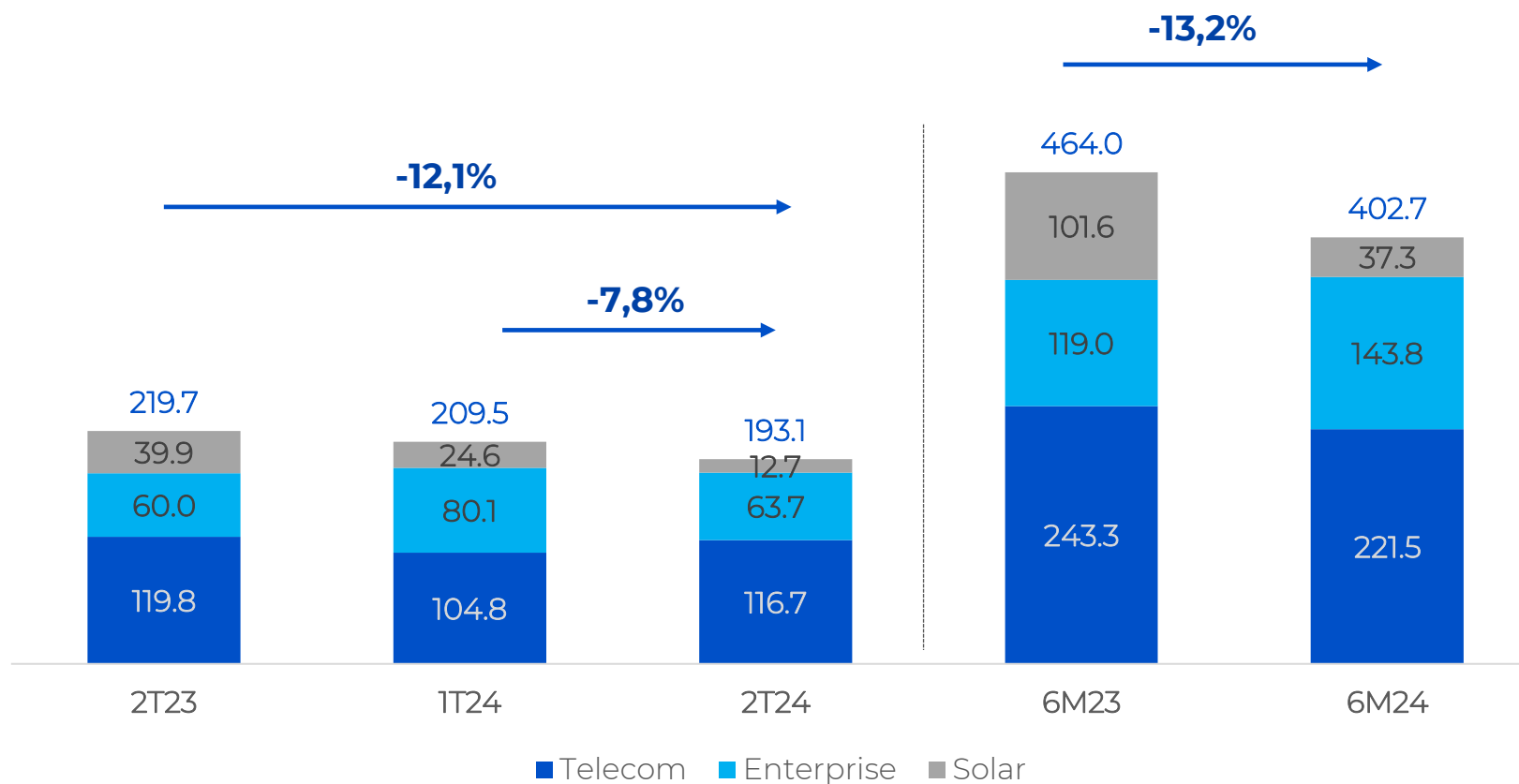
1. Serviços inclui a comercialização de software.

Receita Líquida (R\$ milhões e %)

Enterprise avançou no semestre 21%

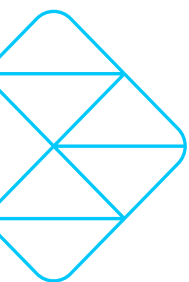
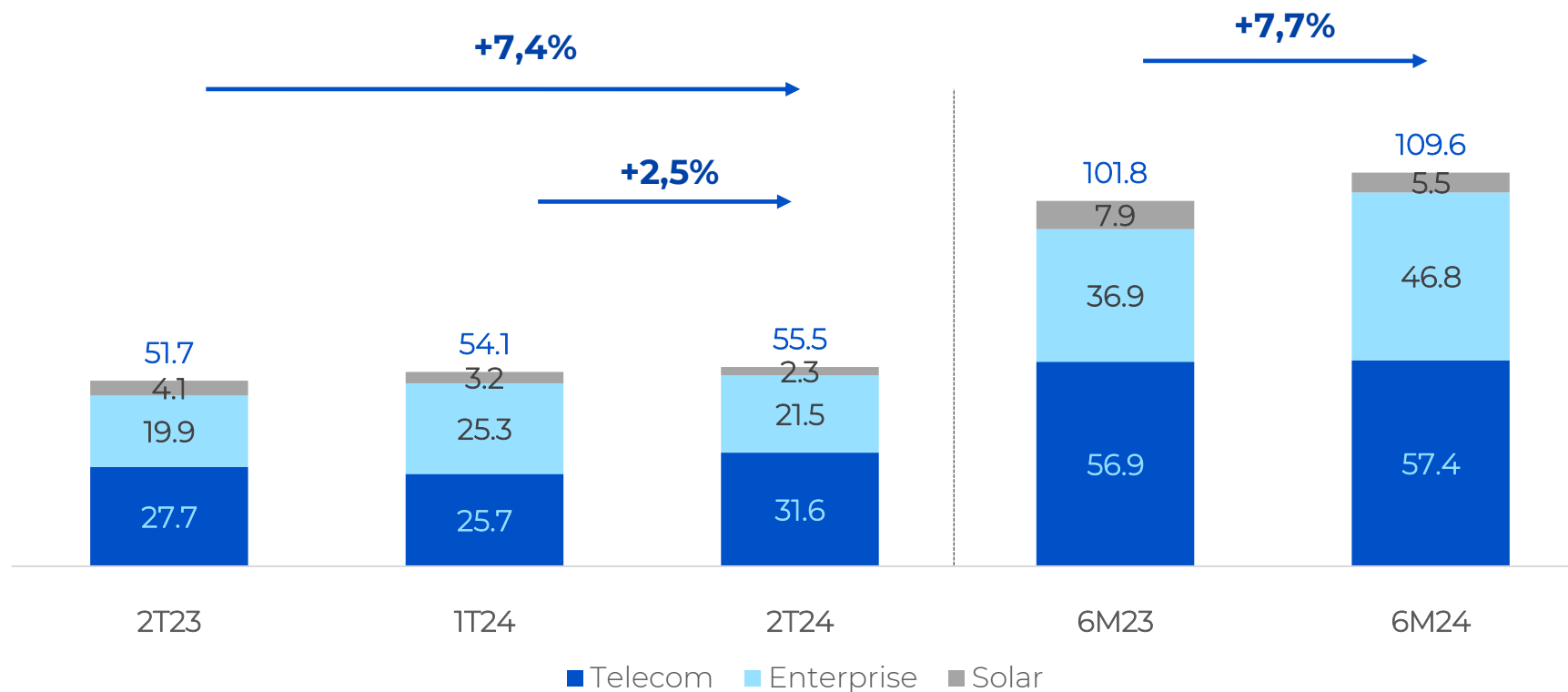
Telecom reduziu 9%, reflexo do mercado ISP estagnado

Solar reduziu 63% em função da estratégia de venda com margem saudável



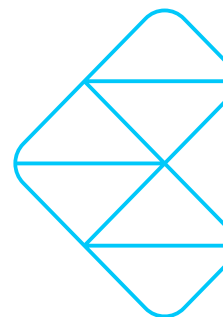
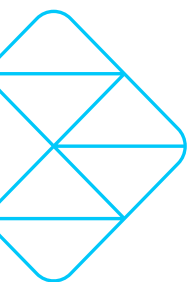
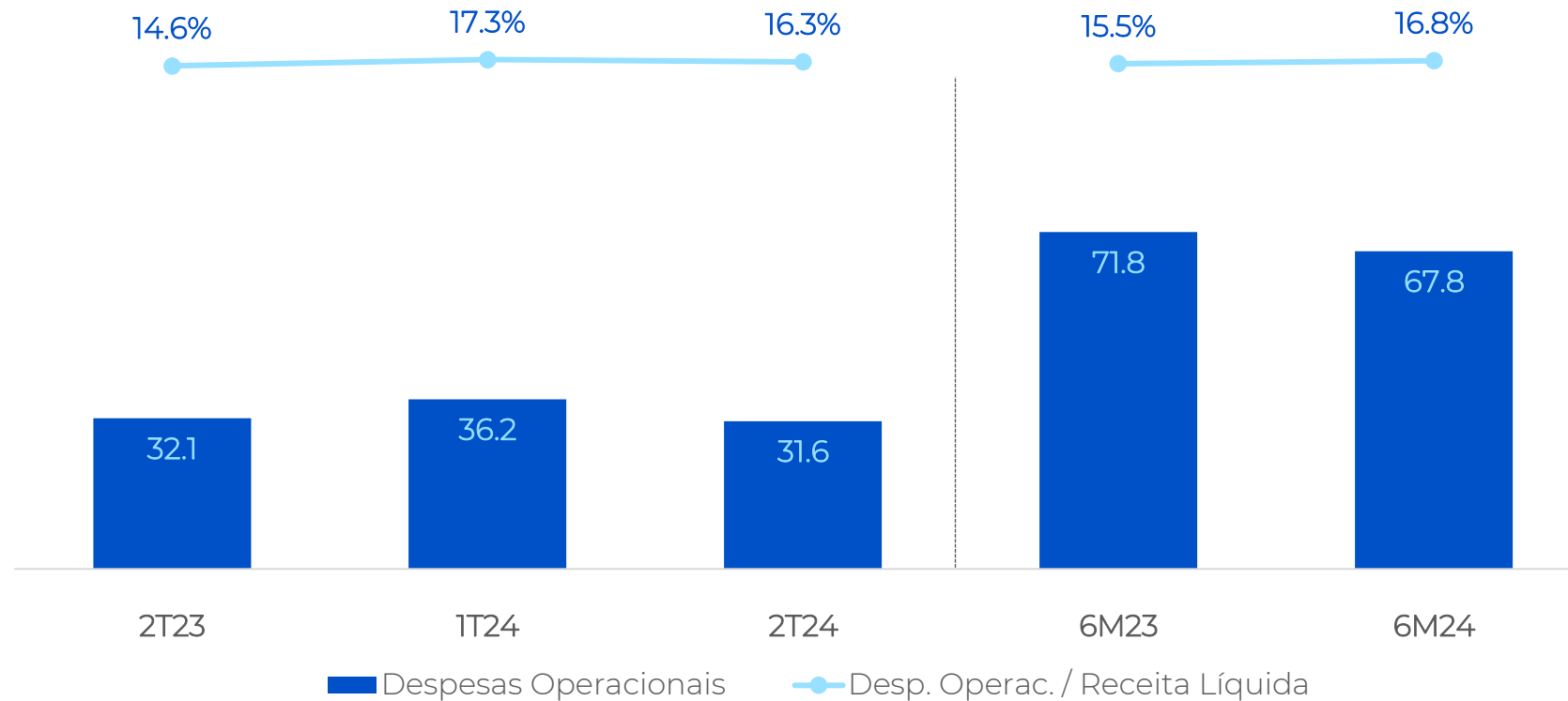
Lucro Bruto (R\$ milhões)

Todos os segmentos progrediram em margem, seguimos focados em rentabilidade



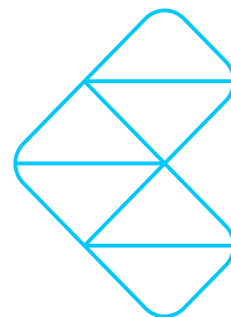
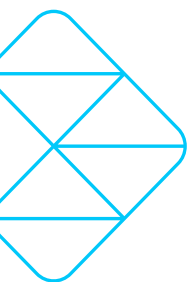
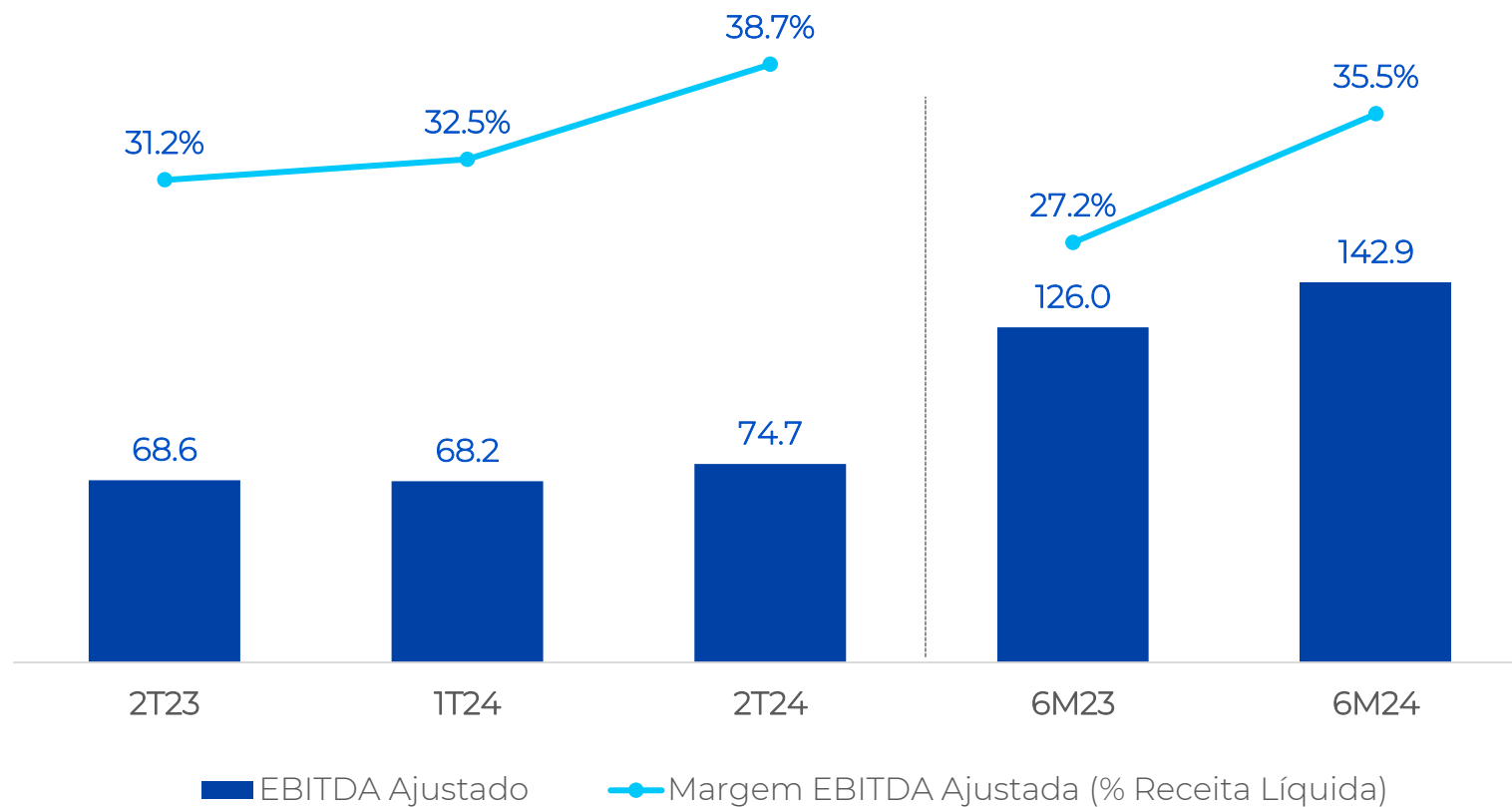
Despesas Operacionais (R\$ milhões e %)

Rigor no controle de despesas operacionais. No 2T24, representou 16,3% da receita líquida mesmo com queda na receita total



EBITDA Ajustado (R\$ milhões e %)

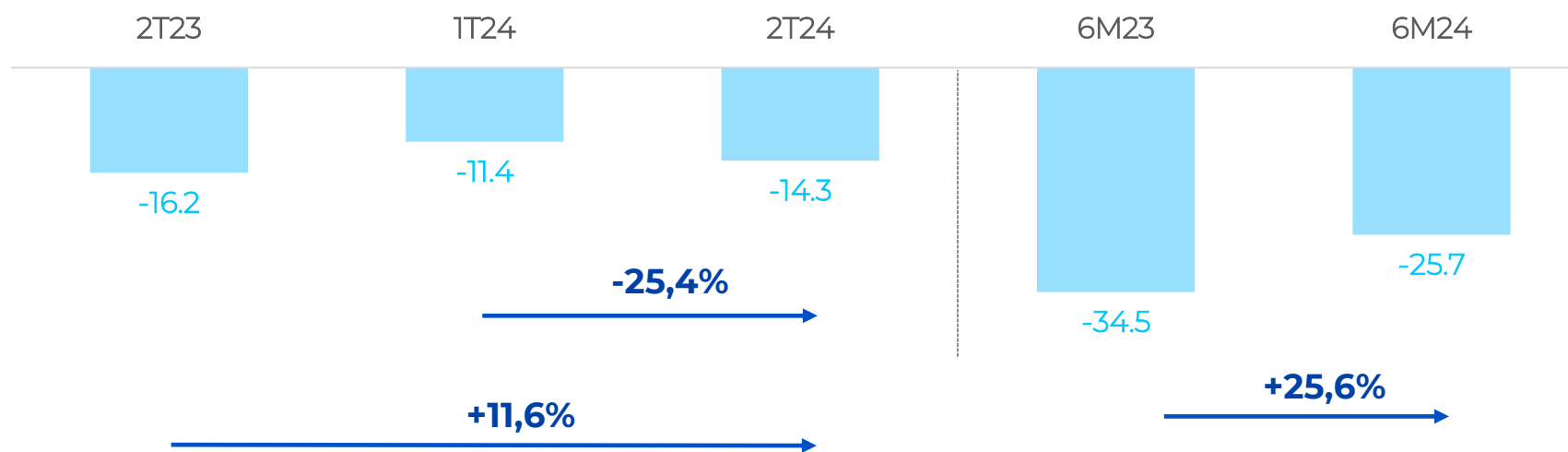
Melhor EBITDA e margem EBITDA da história da WDC
Estratégia de venda mais saudável & mais serviços



Resultado Financeiro (R\$ milhões)

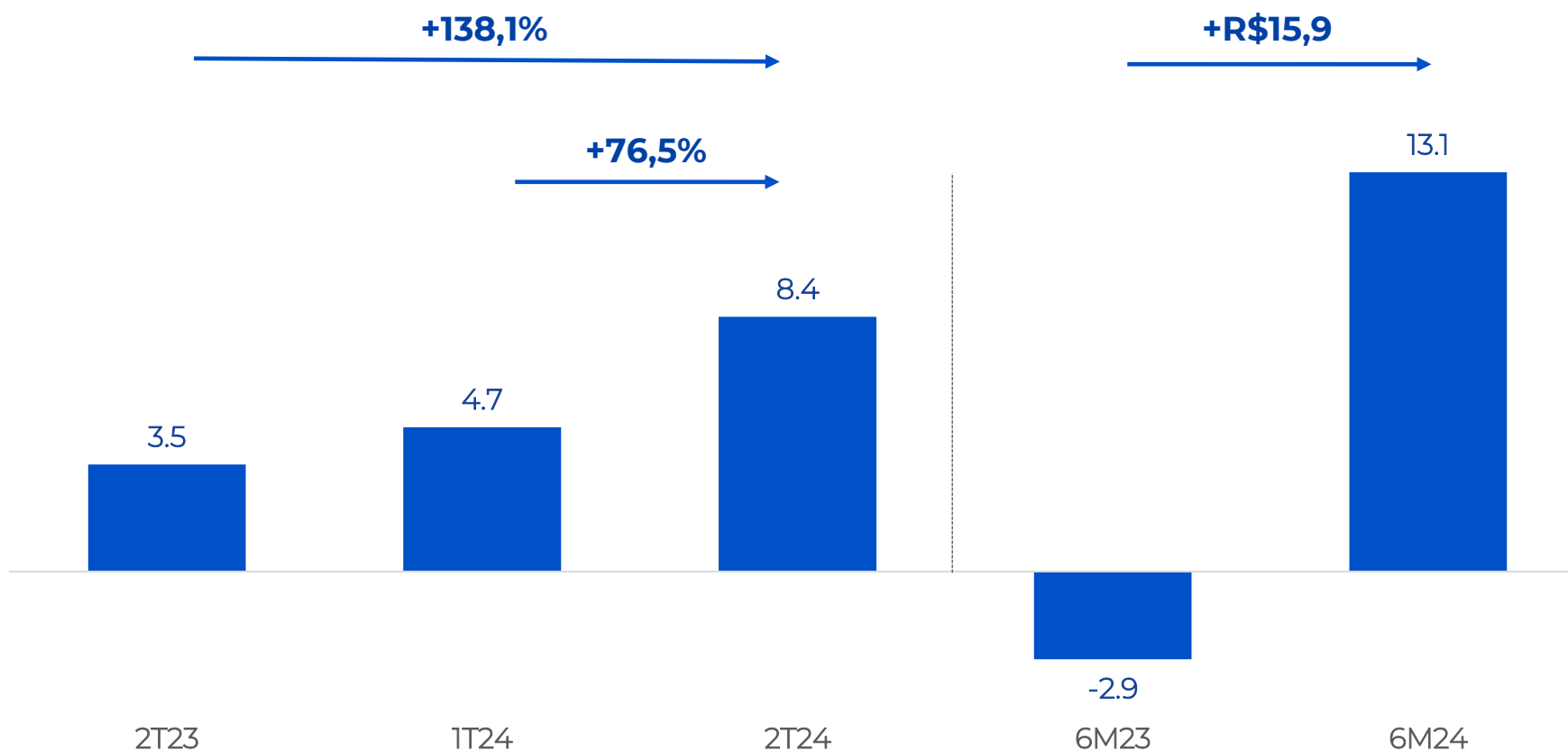
Melhora no resultado em 25,6% no semestre

Redução da dívida líquida e dos juros de empréstimos



Lucro Líquido Ajustado (R\$ milhões)

Segundo trimestre consecutivo de lucratividade, revertendo o prejuízo do 6M23
Melhor mix de produtos, mais serviços, reversão de estoques obsoletos



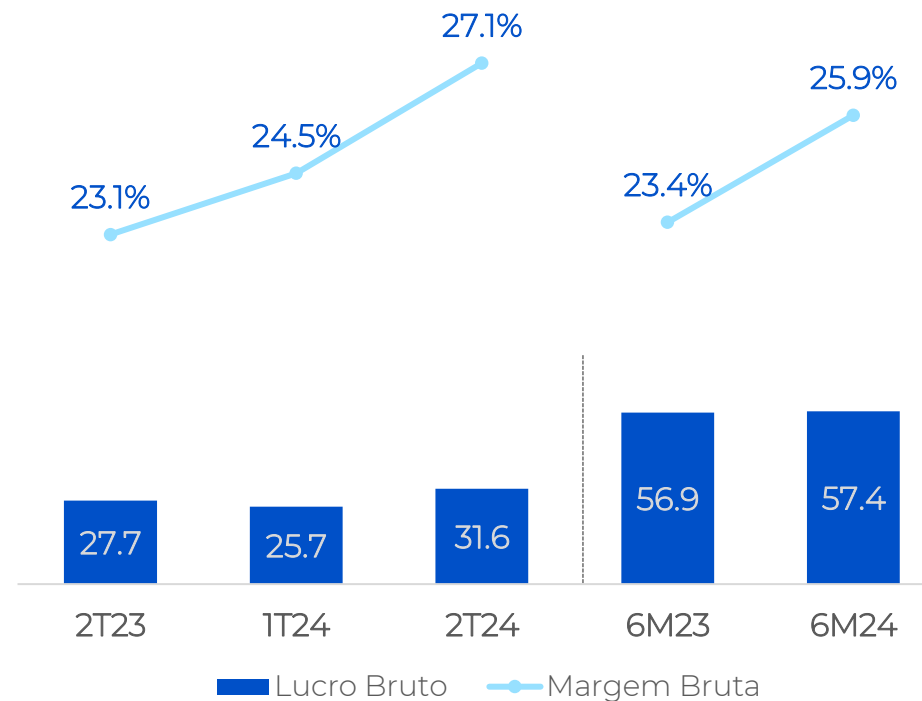
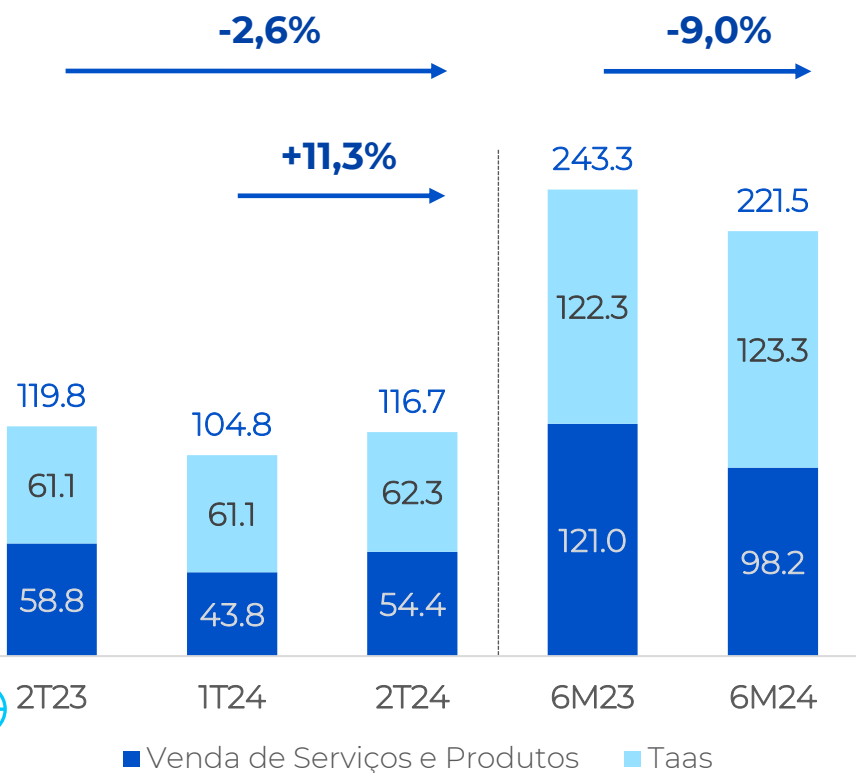
Desempenho por Segmento



No 2T24, crescimento em receita e margem bruta comparado ao trimestre anterior

Receita Líquida

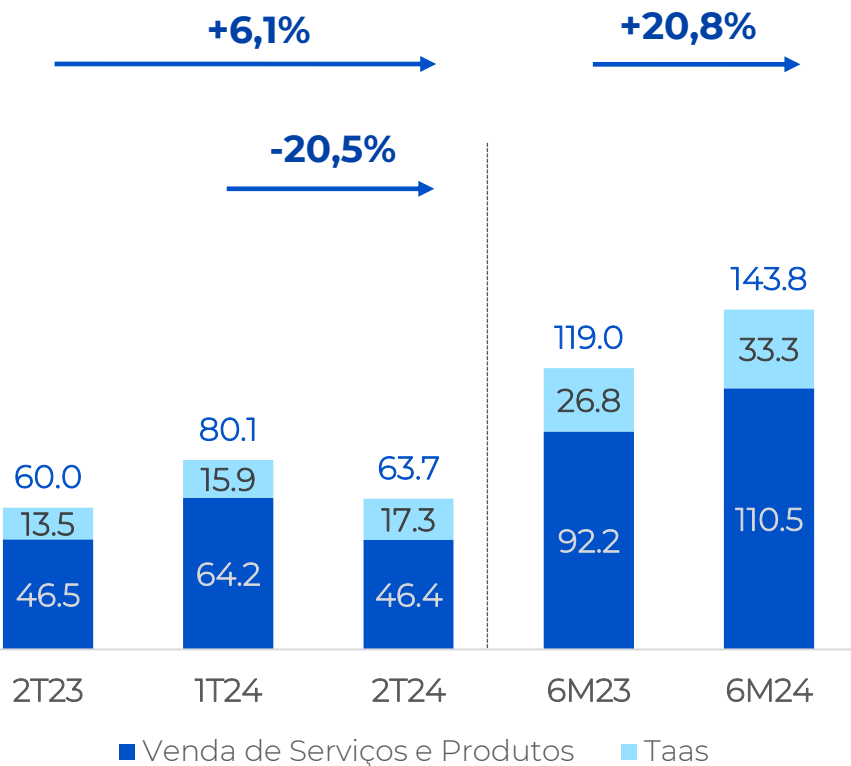
Lucro Bruto e Margem Bruta (%)



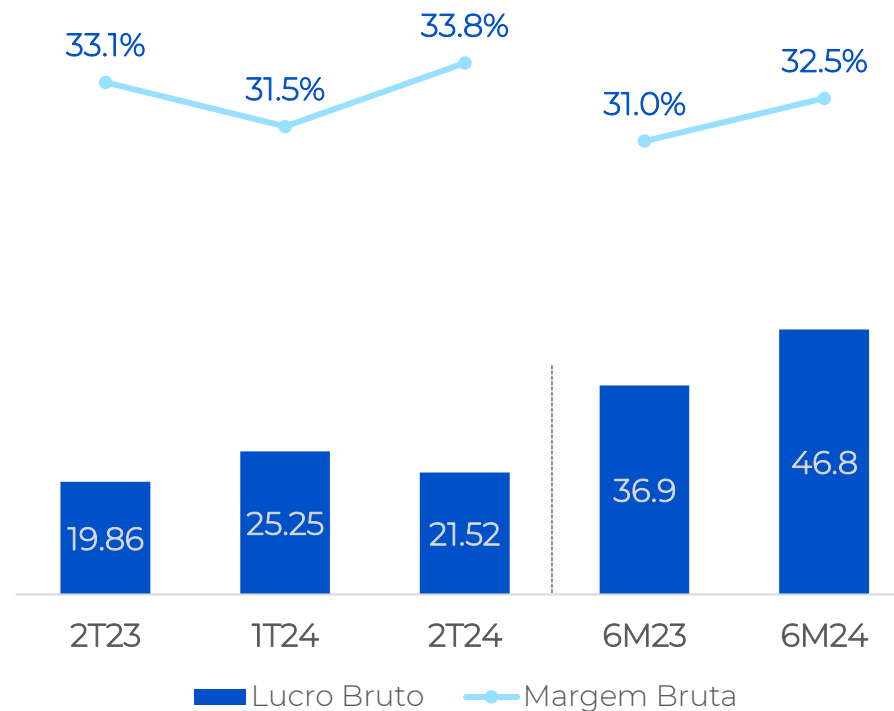
Enterprise

No 2T24, crescimento em receita e margem bruta
Maior portfólio de Cibersegurança, Digitalização (LED) avançando

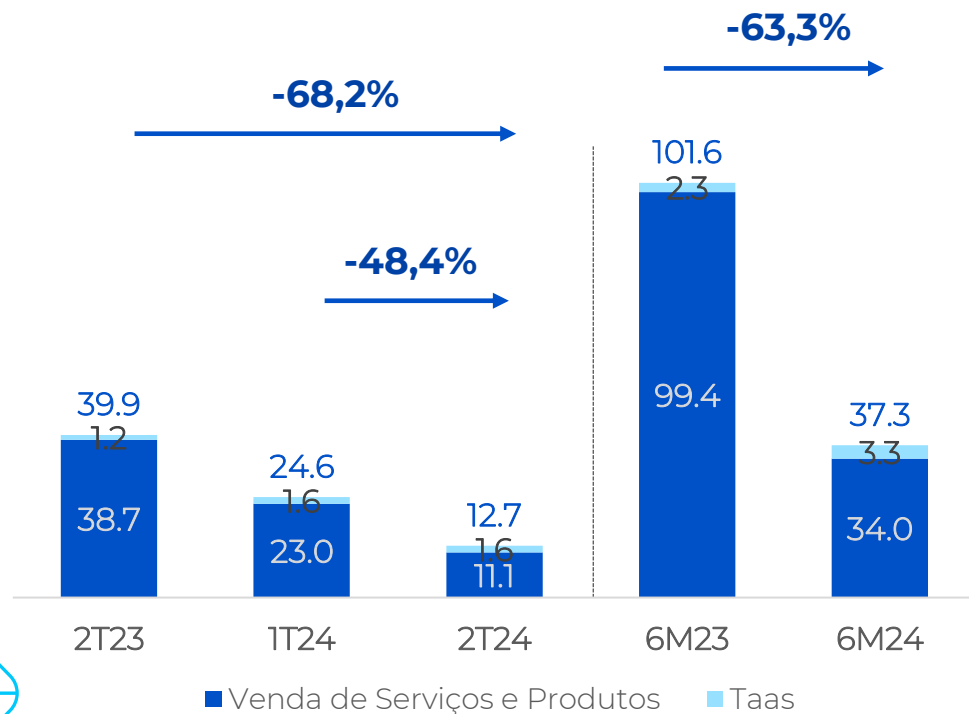
Receita Líquida



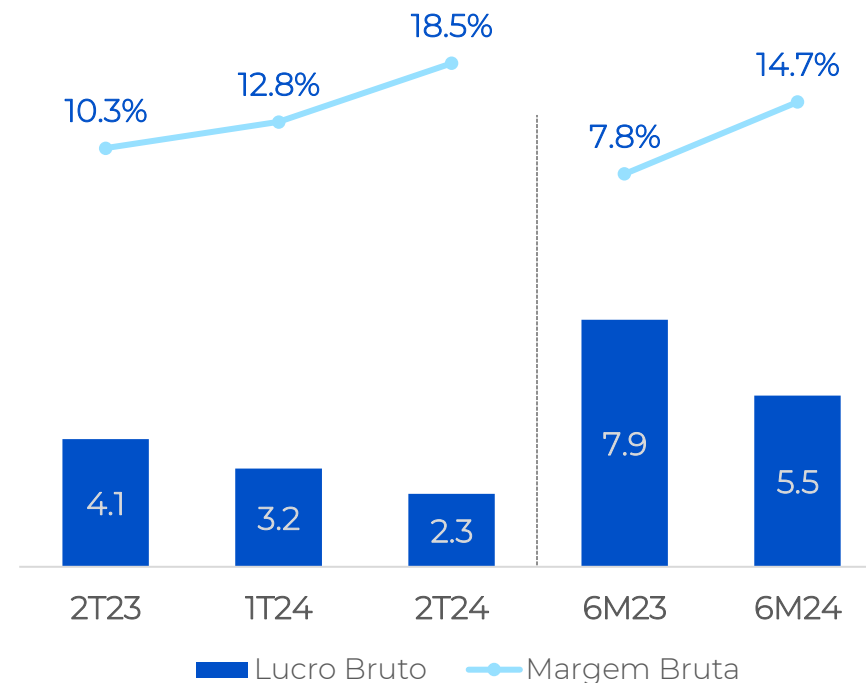
Lucro Bruto e Margem Bruta (%)



Receita Líquida



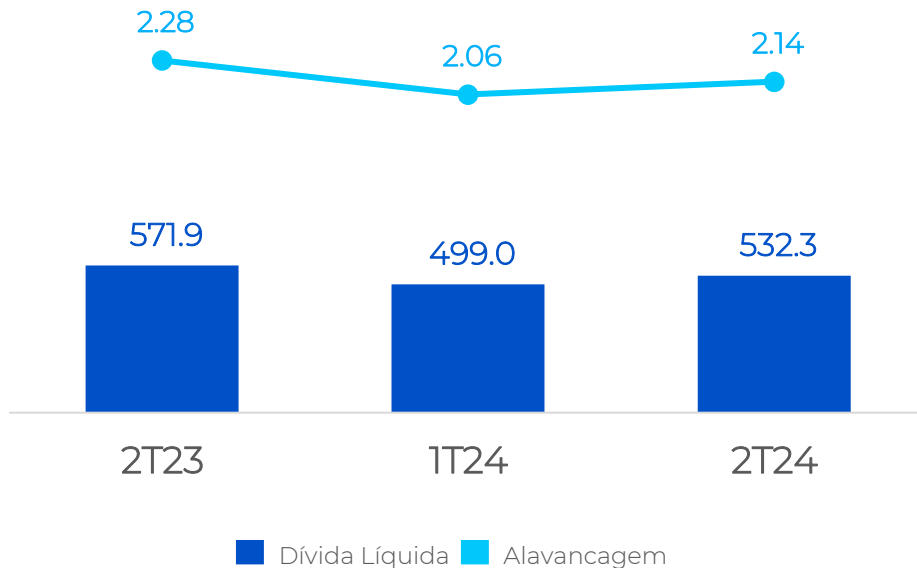
Lucro Bruto e Margem Bruta (%)



Endividamento e Backlog de Receitas



Alavancagem (R\$ Milhões) | (Dívida Líquida / EBITDA)



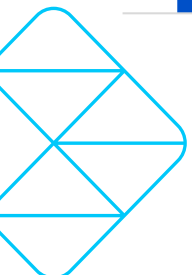
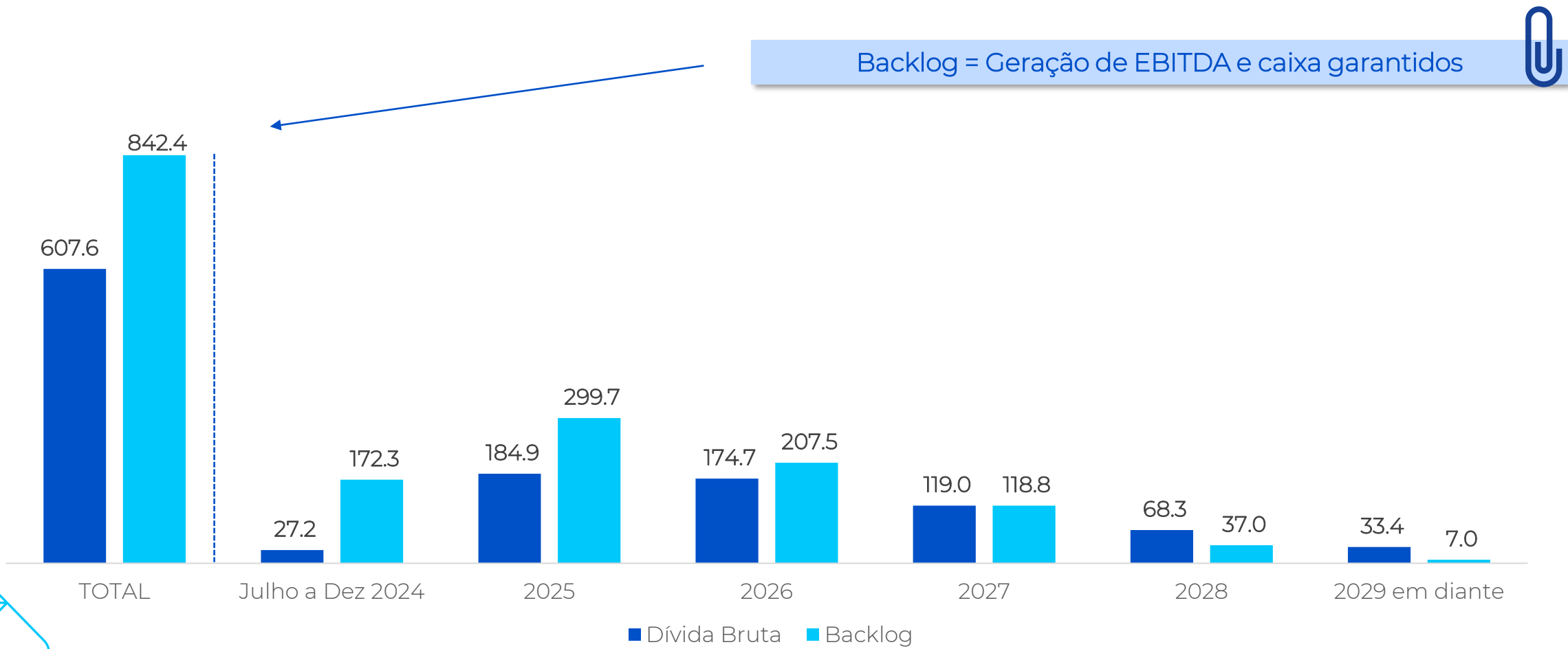
Endividamento (R\$ Milhões)	2T23	1T24	2T24
<i>Dívida Curto Prazo</i>	119,2	75,2	70,5
<i>Dívida Longo Prazo</i>	524,9	519,6	537,1
Dívida Bruta	644,1	594,7	607,6
Caixa e Aplicações Financeiras	(72,3)	(95,7)	(75,3)
Dívida Líquida	571,9	499,0	532,3
Backlog de Receita TaaS	865,9	853,2	842,4
Cobertura Backlog ¹ s/ Dívida Líquida	1,51x	1,71x	1,58x

- ❖ Alavancagem Financeira, segue muito abaixo dos limites de covenants
- ❖ Backlog de receitas contratadas gera maior segurança para os debenturistas e financiadores

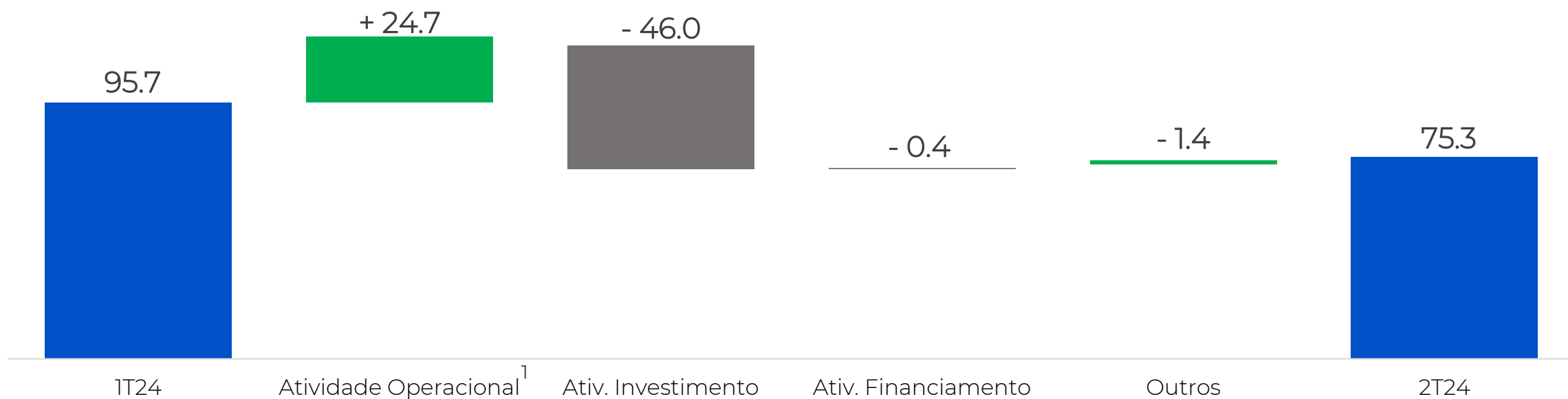
¹ Contratos de locação de equipamentos em que as mensalidades são reconhecidas na demonstração de resultados conforme competência do vencimento e as parcelas a vencer chamamos de "Receita Futura Contratada" ou "Backlog de receitas".

Backlog x Dívida Bruta

Amortização da Dívida Bruta e Cobertura da Receita Futura Contratada (R\$ Milhões)

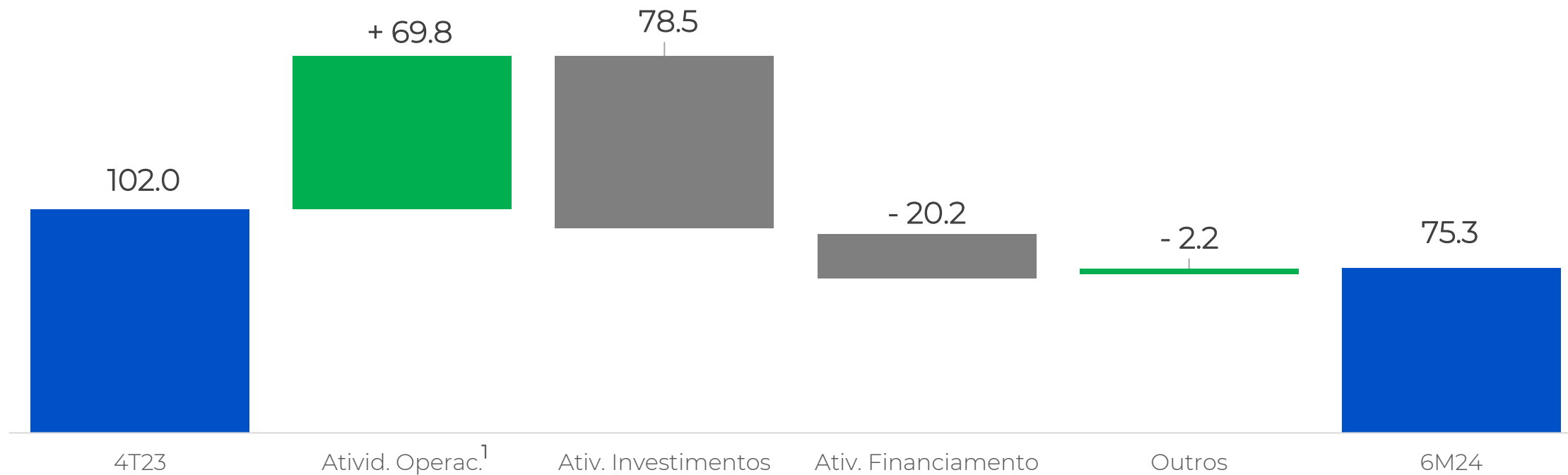


Fluxo de Caixa Trimestral | (R\$ milhões, consolidado)



1. Os juros pagos às Debêntures no montante de -R\$33,3 milhões no 2T24, foram gerencialmente alocados nas atividades de financiamento.

Fluxo de Caixa Acumulado | (R\$ milhões, consolidado)



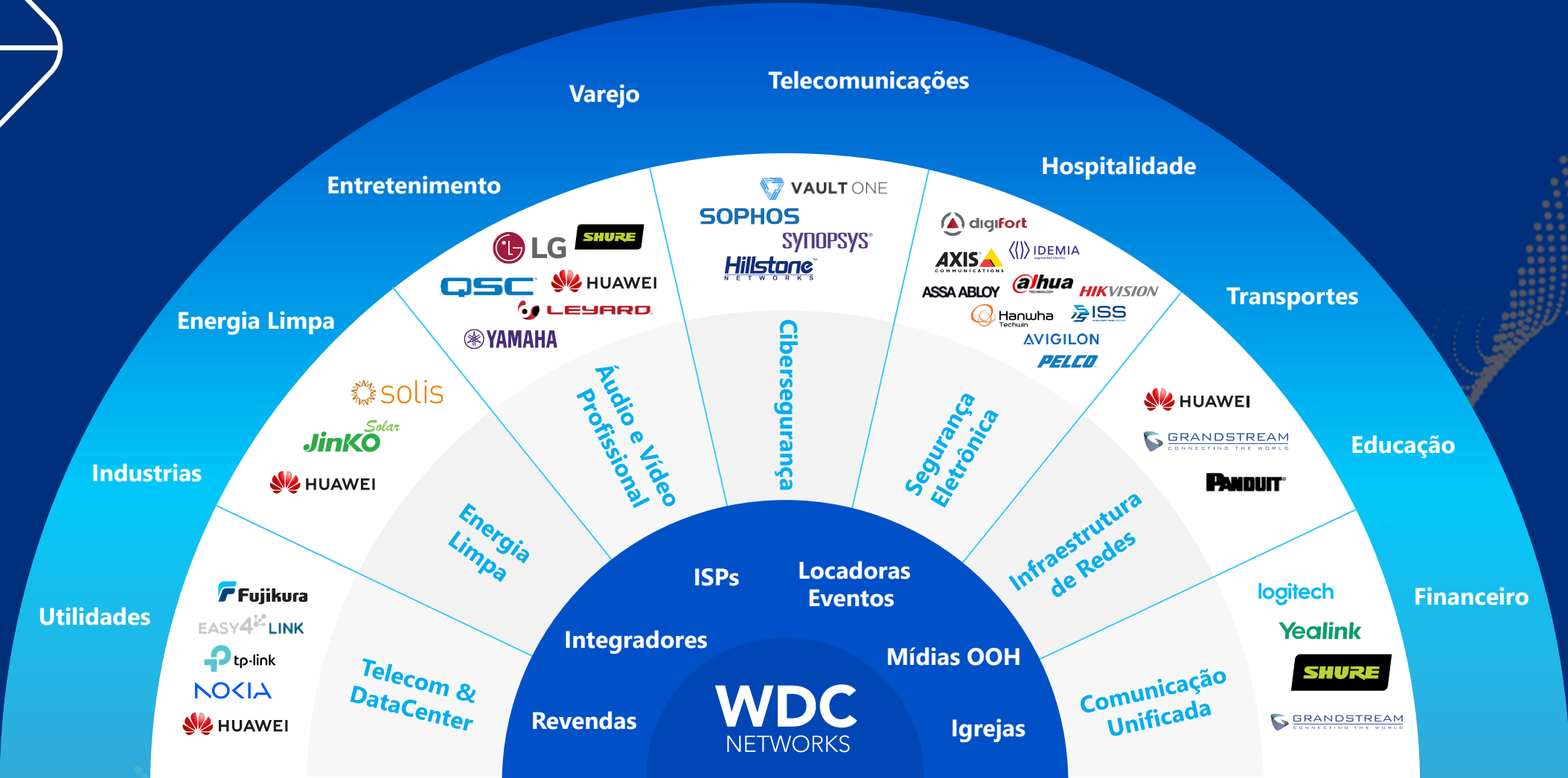
1. os juros pagos às Debêntures no montante de -R\$34,0 milhões no 6M24, foram gerencialmente alocados nas atividades de financiamento

Perspectivas



Novo posicionamento

Estratégia focada em projetos para novas verticais



“Drivers” de Crescimento



**Novas verticais
de atuação**



**Aumento da
base e
recorrência de
integradores**



**Agregar serviços
nos Projetos**



**Cross Selling nos
Integradores
& ISP**



WDC
NETWORKS

Soluções de A a W

EARNINGS CALL PRESENTATION 2Q24

August 8th 2024



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Legal Warning

The statements contained in this document regarding WDC Networks' business and growth prospects are based solely on the Management expectations for the future of the business. These expectations depend substantially on market conditions, the performance of the Brazilian economy, the sector and international markets and, therefore, are subject to change without prior notice.

All variations shown herein are calculated based on the numbers without rounding. This performance report includes accounting and non-accounting data. Non-accounting data was not subject to review by the independent auditors of the Company.

Agenda

- ❖ **Highlights**
- ❖ **Sales performance**
- ❖ **Consolidated performance**
- ❖ **Performance by segment**
- ❖ **Leverage and Backlog**
- ❖ **Perspectives**
- ❖ **Q&A**



Highlights 2Q24

In 2Q24, WDC reported R\$8.4 million in Net Income (R\$13.1 million in 6M24), the second consecutive quarter of profitability, reversing the loss of 6M23.

WDC reached a record level of consolidated Adjusted EBITDA, reaching R\$74.7 million (+ 8.9% vs 2Q23) with an Adjusted EBITDA margin of 38.7% (+ 7.5 p.p. vs 2Q23)

Second consecutive quarter that we improved gross margins across all segments, gross margin in 2Q24 reached 28.7% (+5.2 p.p. vs 2Q23) and reached 27.2% in 6M24 (+5.3 p.p. vs 6M23)

Opening of the Showroom, clearly showing the applicability of our portfolio

Important advances in repositioning of WDC, strengthening the Design Center team, adding more services and M&A prospecting agendas

On 05/30/24, WDC signed a distribution contract in Brazil with Dahua, a Chinese company that produces electronic security products.

The company is fully executing the new positioning plan!





Highlights 2Q24

Net Income Adjusted

R\$ 8.4 Million
+138.1% (2Q24 vs 2T23)

EBITDA Adjusted

R\$ 74.7 Million
+8.9% (2Q24 vs 2Q23)

Operational expenses

-R\$ 31.6 Million
-1.8% (2Q24 vs 2Q23)

Backlog

R\$ 842 Million
-2.7% (2Q24 vs 2T23)

Net Revenue

R\$ 193.1 Million
-12.1% (2Q24 vs 2Q23)

Gross Revenue of Services

R\$ 41.8 Million
+19.1% (2Q24 vs 2Q23)

Net debt / LTM EBITDA

2.14X in 2Q24
vs 2.28X in 2Q23

Financial Result

-R\$ 14.3 Million
+11.6% (2Q24 vs 2Q23)

Net debt

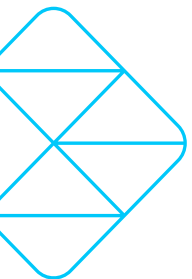
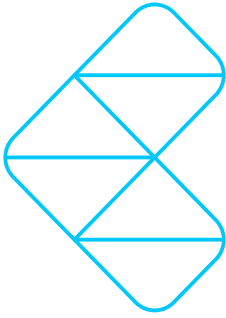
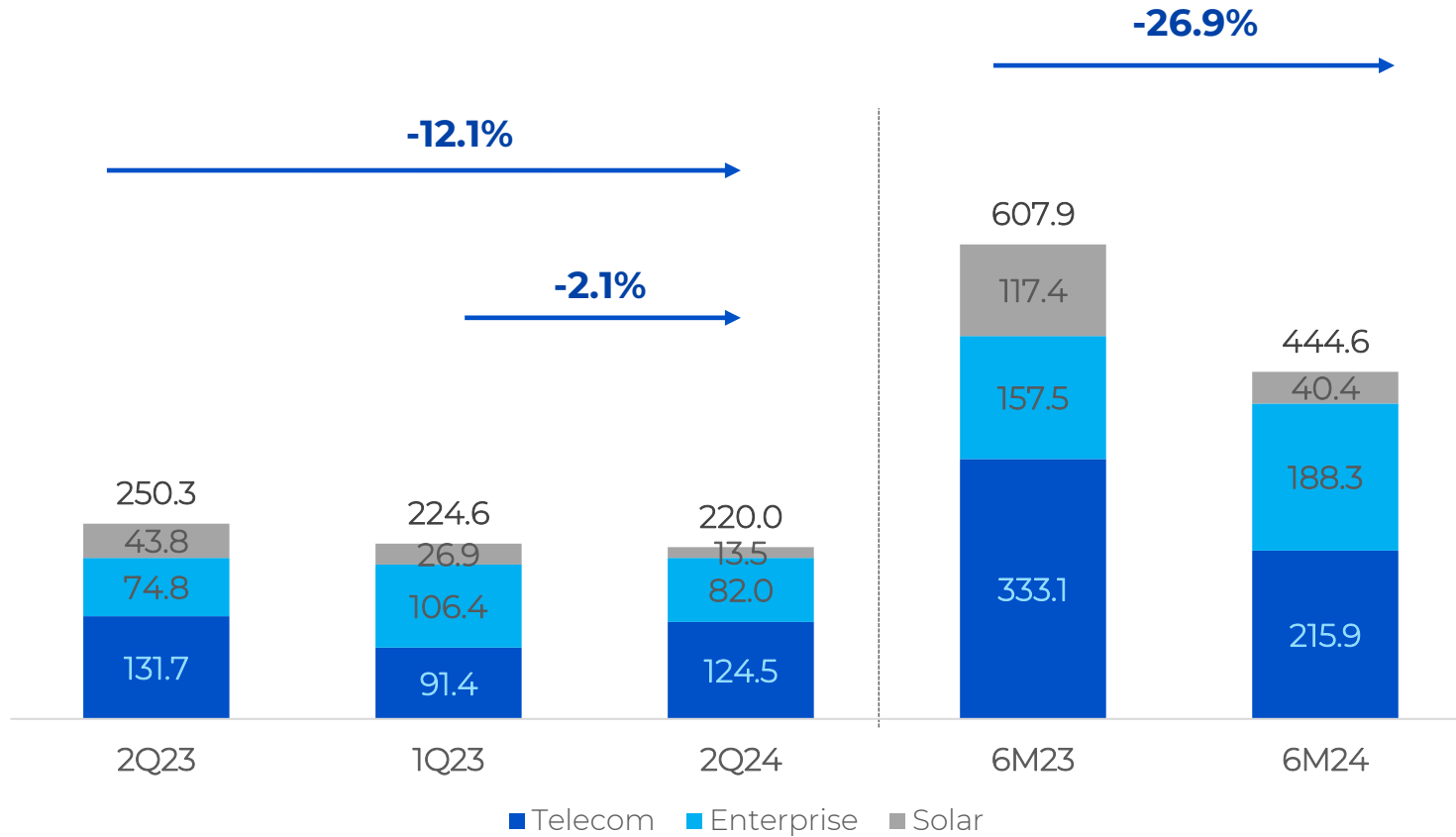
R\$ 532.3 Million
-6.9% (2Q24 vs 2Q23)

Sales Performance



Total Sales (R\$ million)

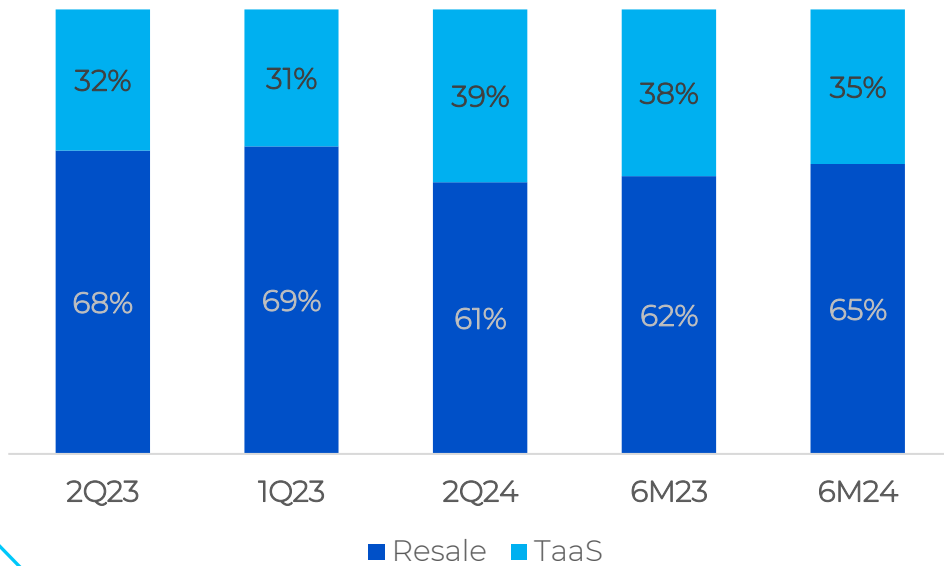
Telecom + Enterprise stable in 2Q24 versus 2Q23 and growth of 4.4% versus 1Q24



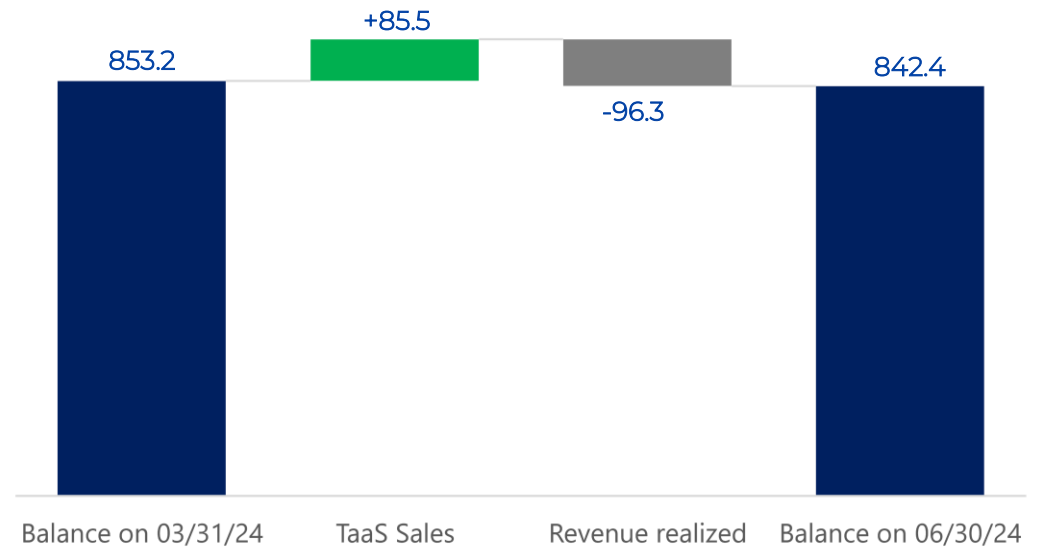
TaaS Sales

TaaS reached 39% of sales, totaling R\$842.4 million in 2Q24

Resale and TaaS



TaaS movement (R\$ Million)



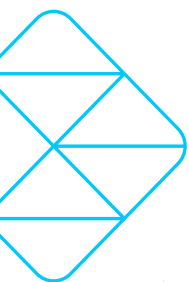
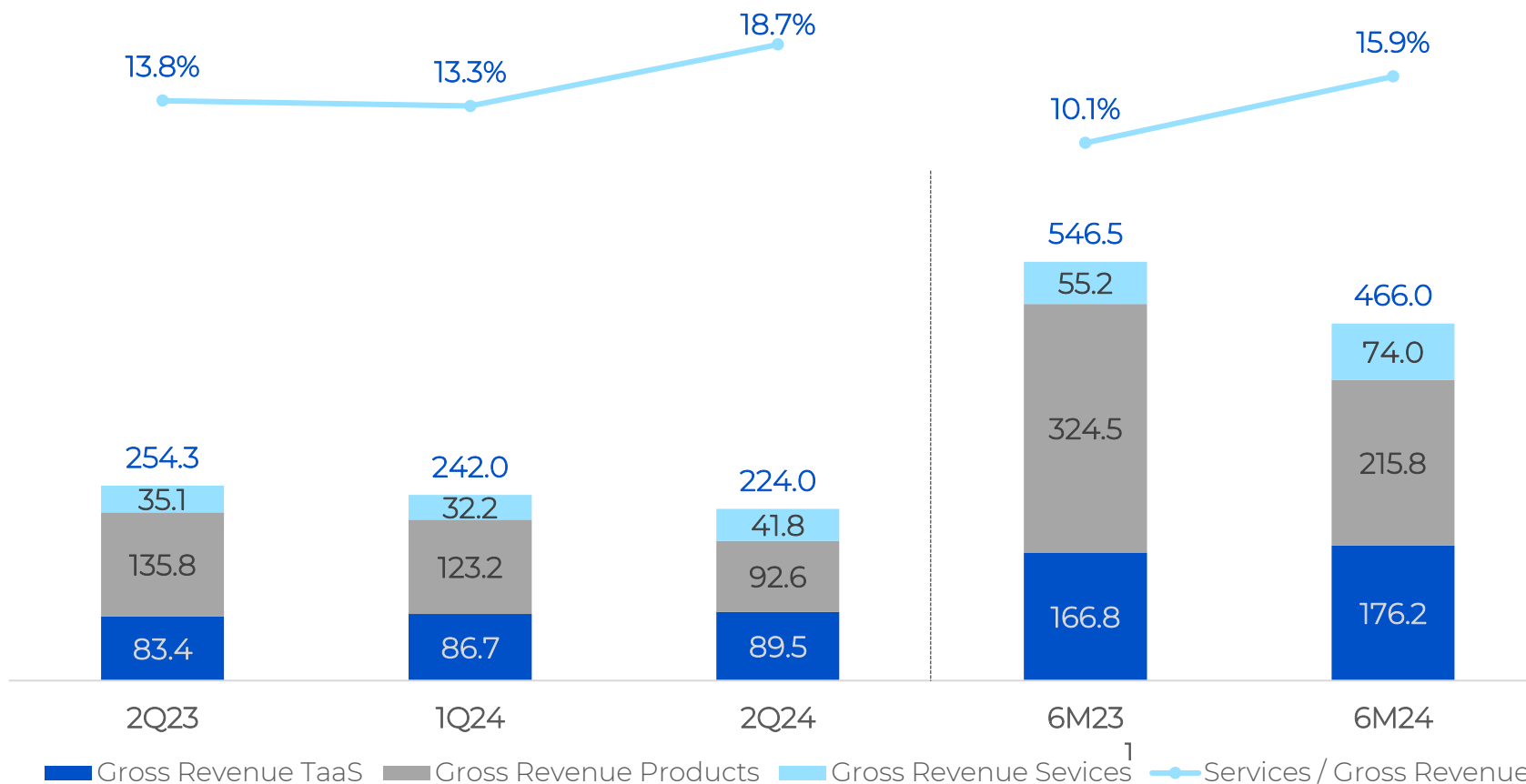


Consolidated Performance



Gross Revenue (R\$ million and %)

Service Revenue gaining strength in the Company, reflecting the strategic positioning of Project Sales and Cybersecurity



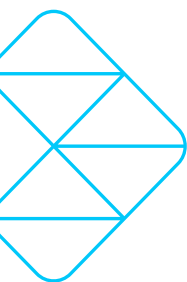
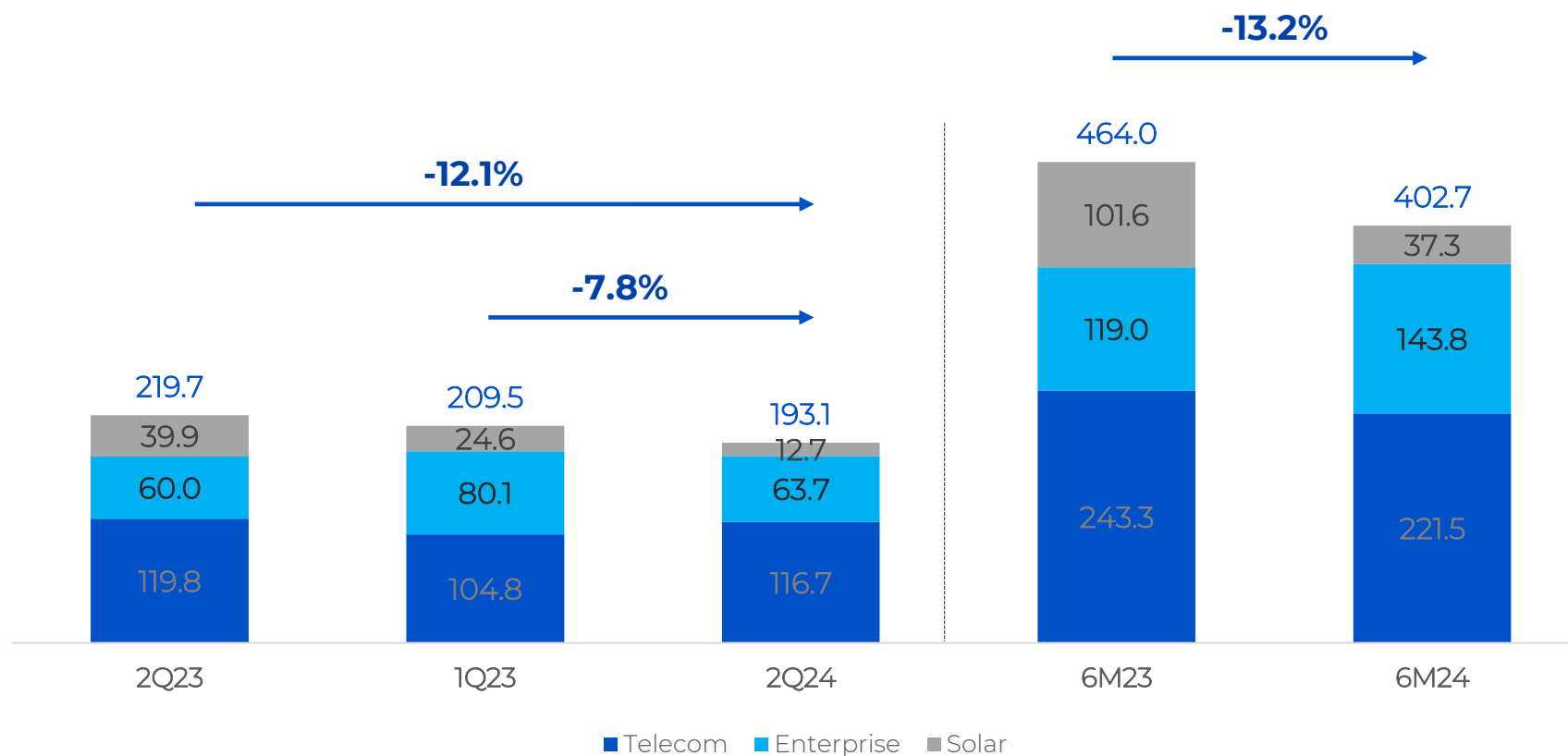
1. Services include sales of software.

Net Revenue (R\$ million and %)

Enterprise grew 21% in 6M24

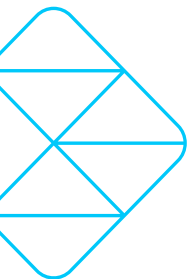
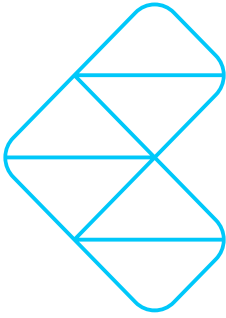
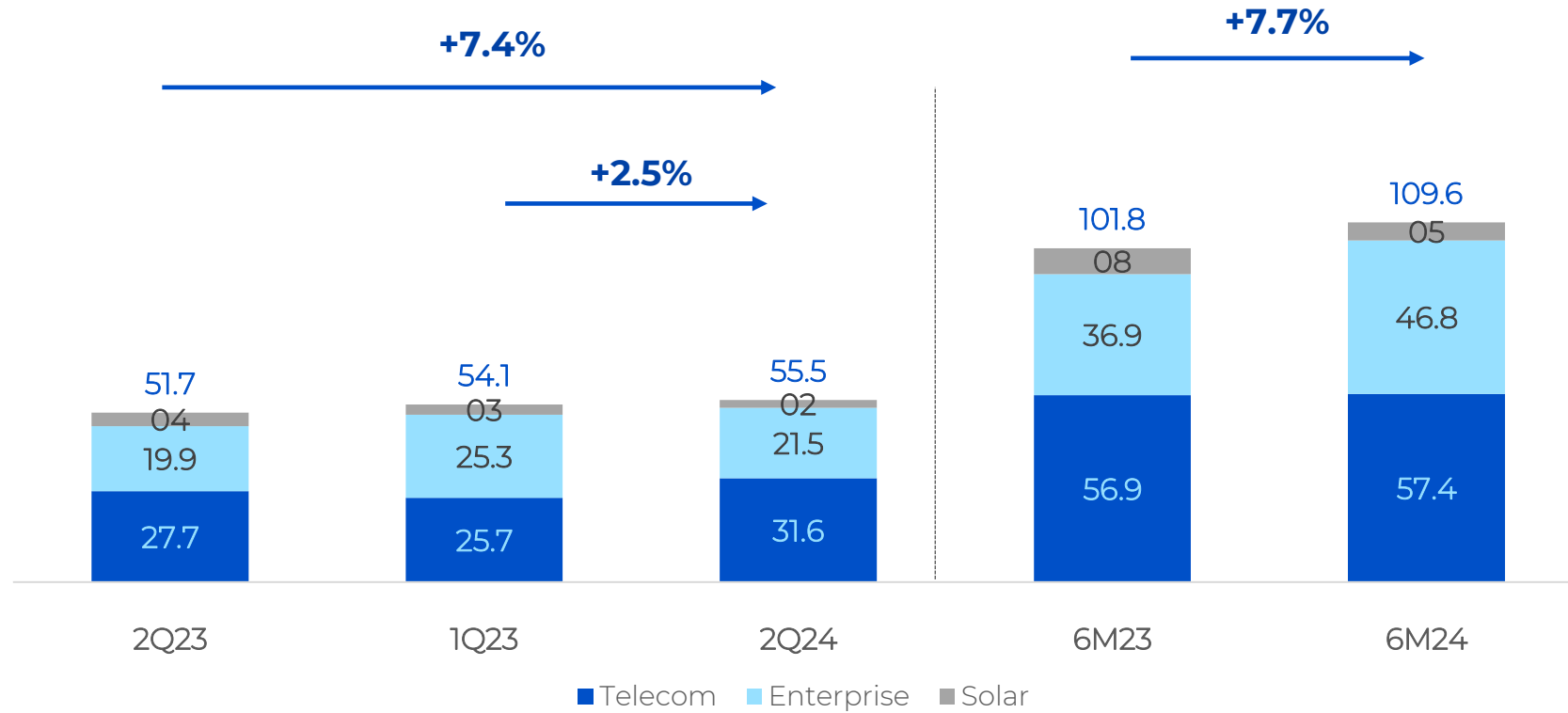
Telecom decreased 9%, reflecting the stagnant ISP market

Solar decreased 63% due to the sales strategy with healthy margins



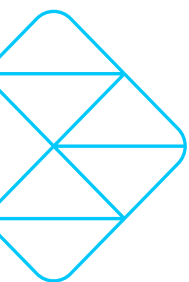
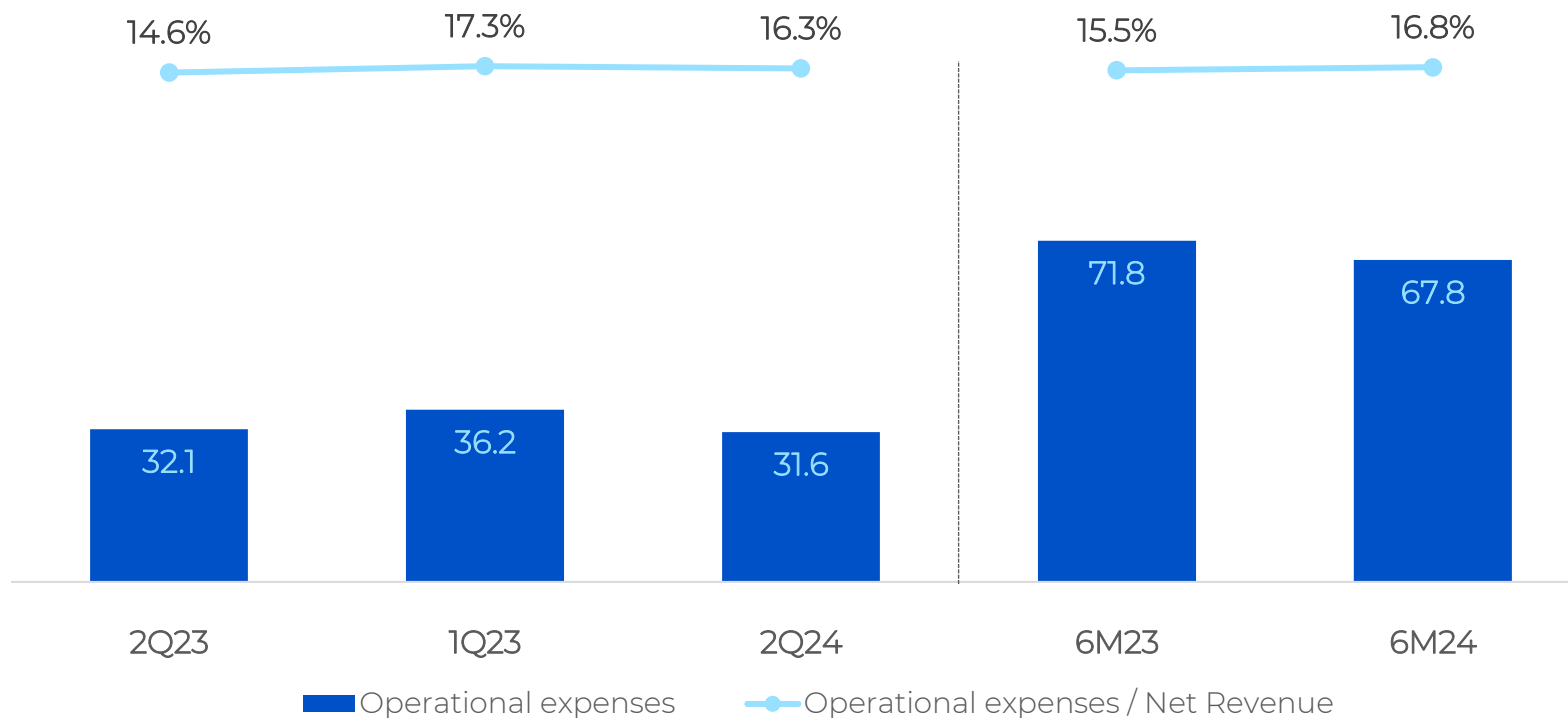
Gross Profit (R\$ million)

All segments had progress in terms of margin, we remain focused on profitability



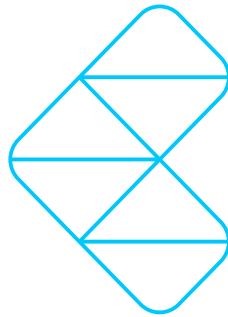
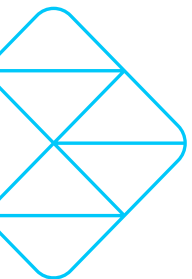
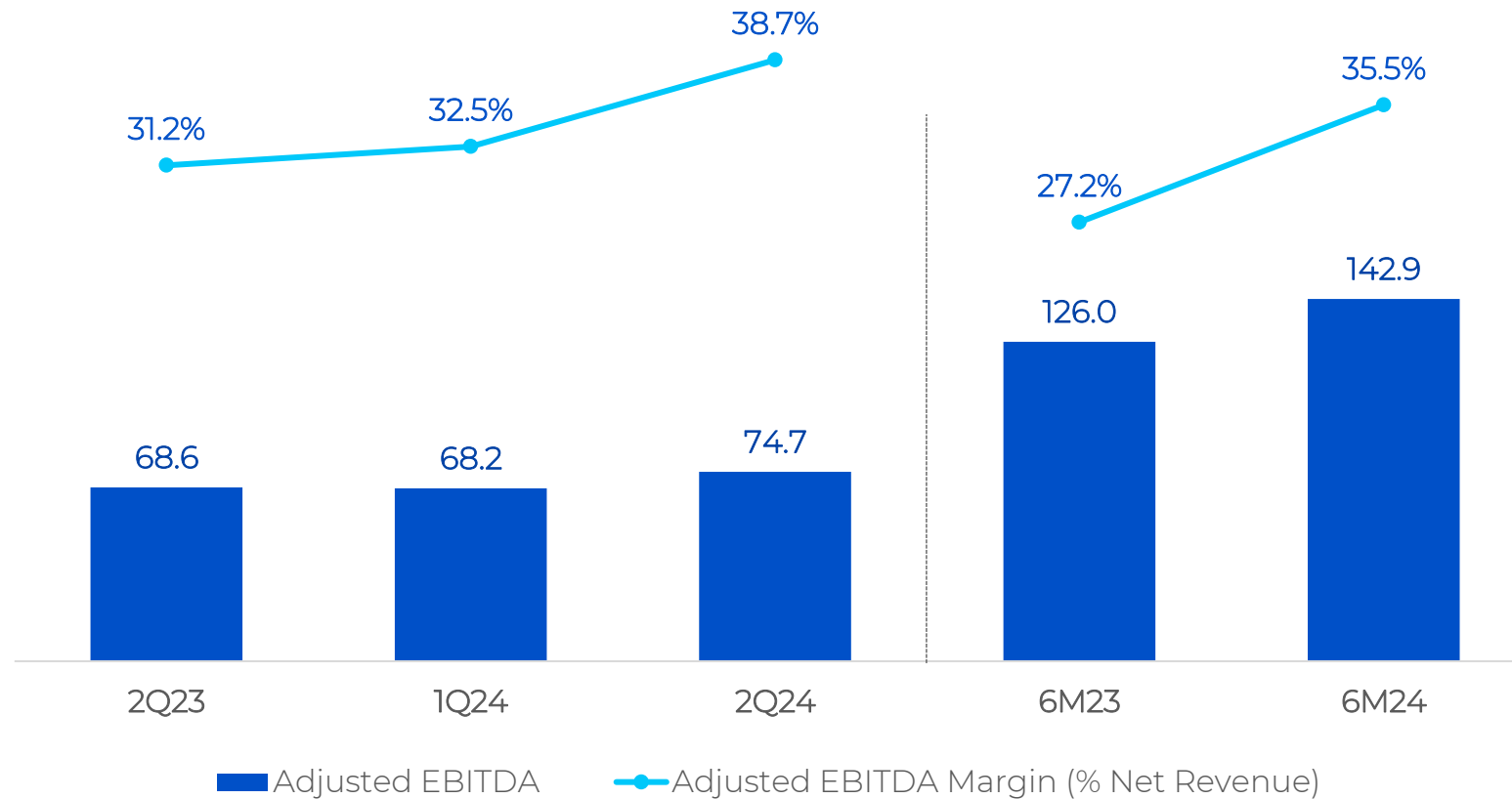
Operating Expenses (R\$ million and %)

Rigorous control of operating expenses. In 2Q24, it represented 16.3% of net revenue even with a drop in total revenue



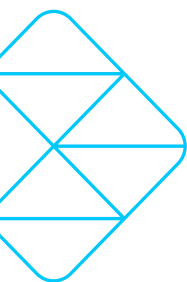
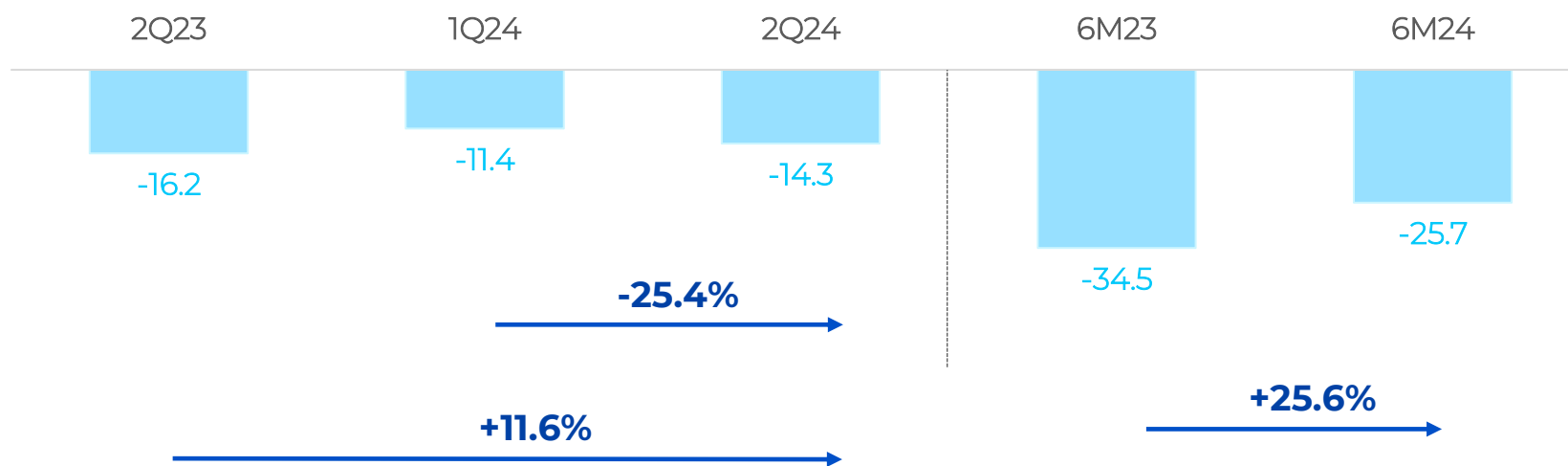
EBITDA Adjusted (R\$ million and %)

The best EBITDA and EBITDA margin in WDC's history
Healthier sales strategy & more services



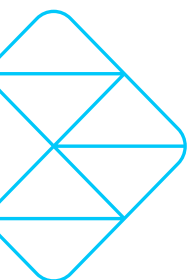
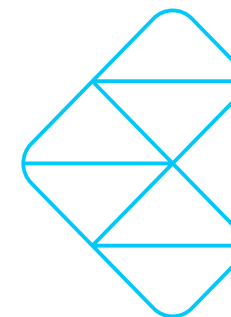
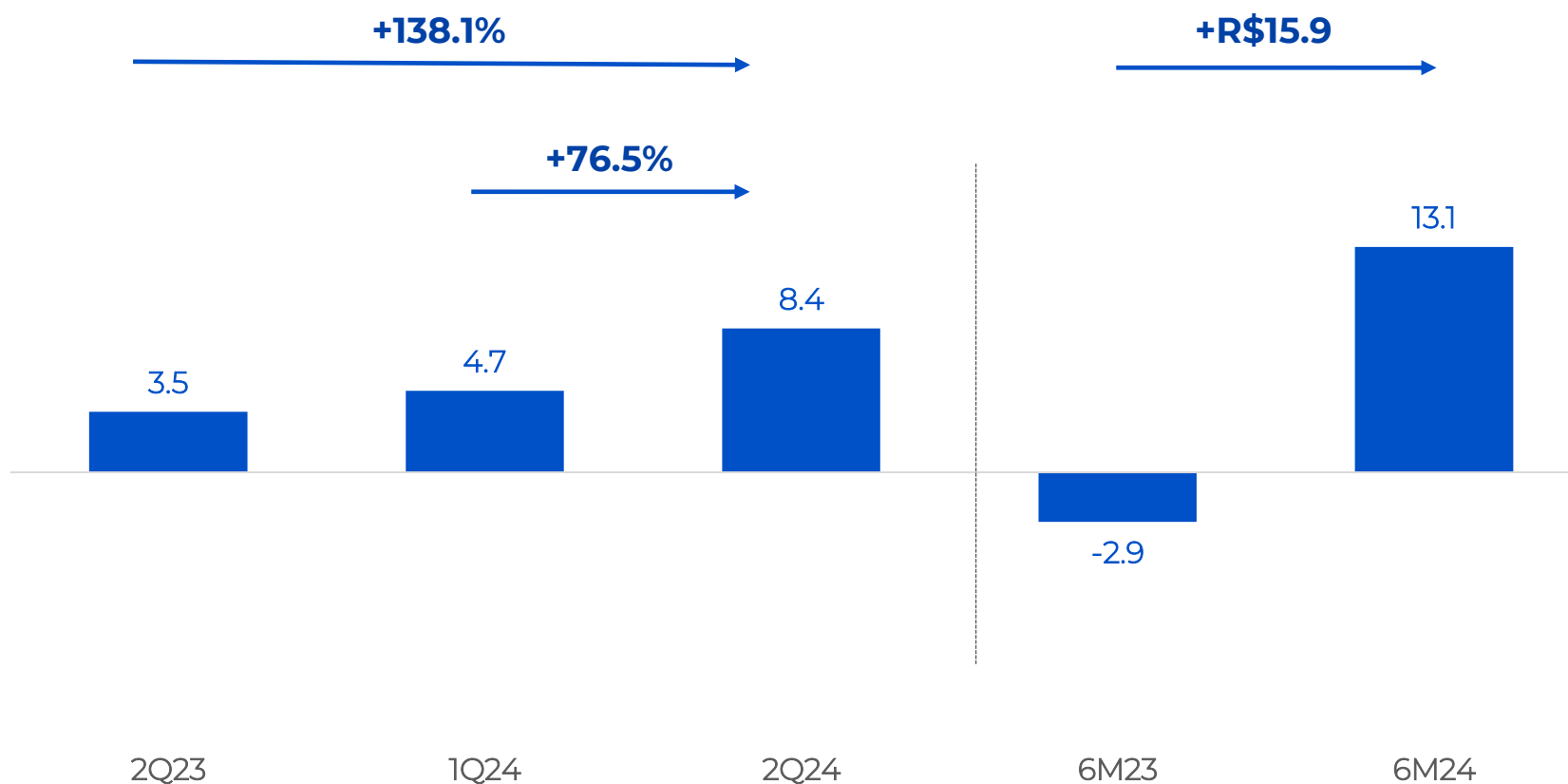
Financial Result (R\$ million)

Improvement by 25.6% in results in 6M24
Reduction in net debt and interest on loans



Net Income (R\$ million)

Second consecutive quarter of profitability, reversing the loss of 6M23
Better product mix, more services, reversal of obsolete inventory

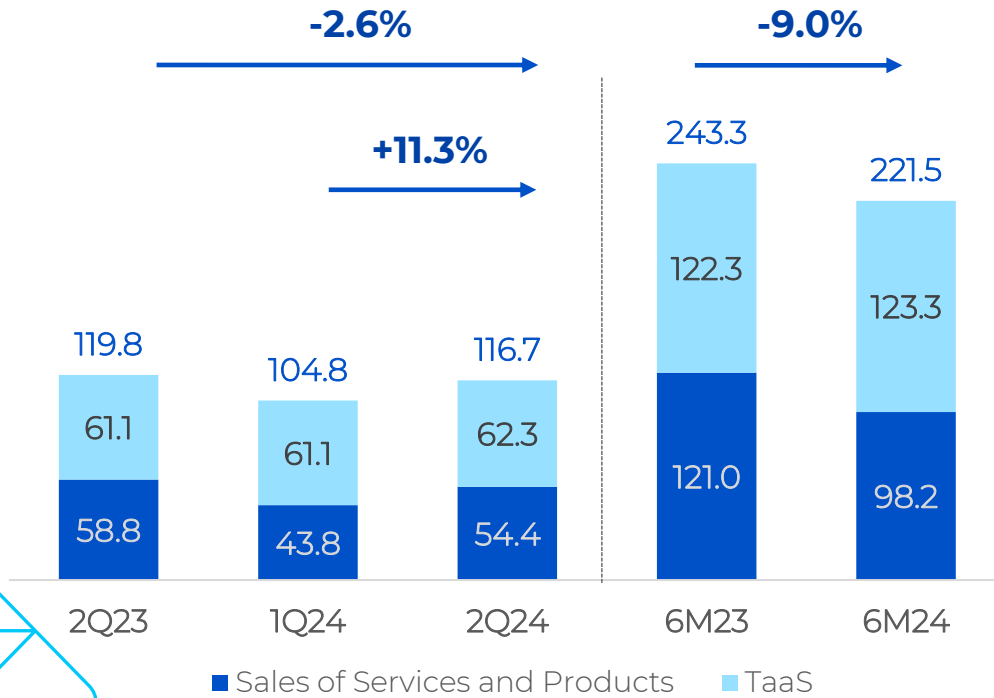


Segment Performance

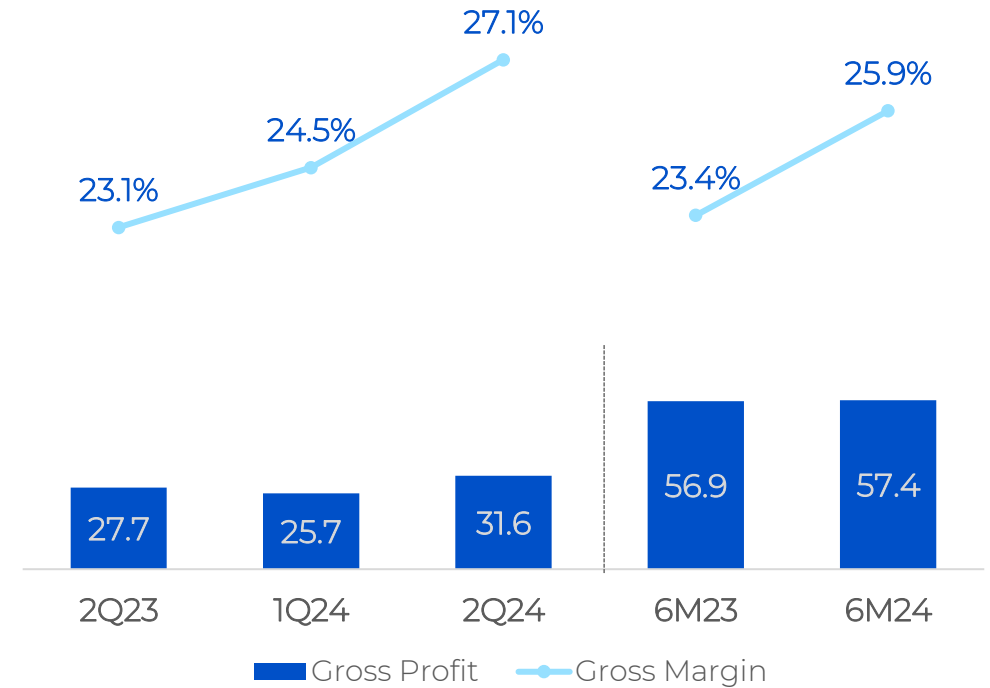


In 2Q24, growth in revenue and gross margin compared to the previous quarter

Net Revenue



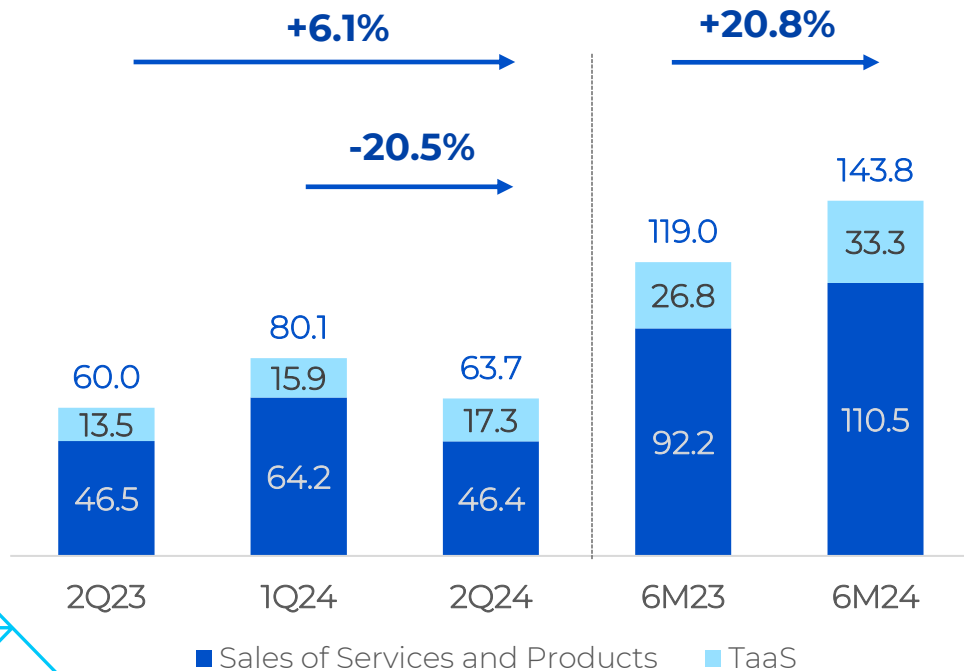
Gross Profit and Gross Margin



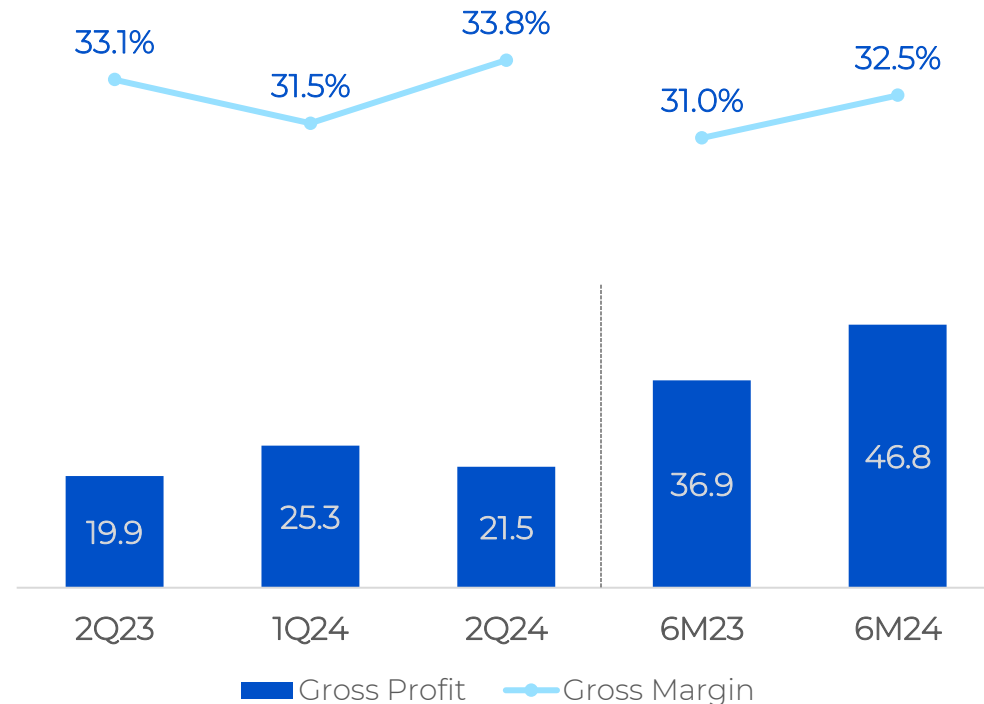
Enterprise

In 2Q24, growth in revenue and gross margin
Cybersecurity portfolio, Digitalization (LED) advancing

Net Revenue



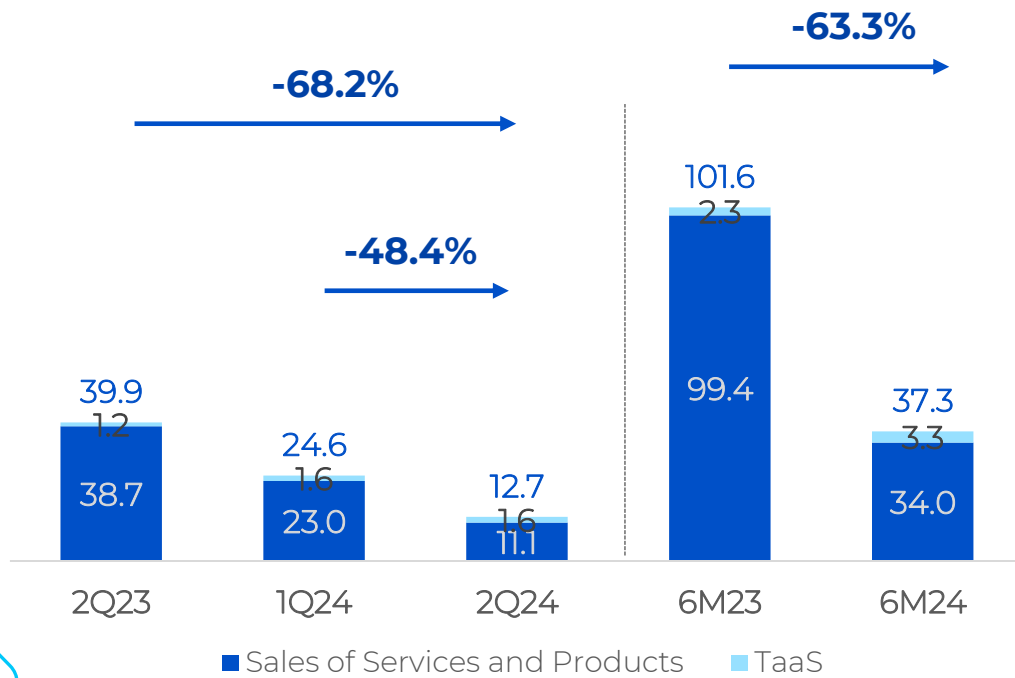
Gross Profit and Gross Margin



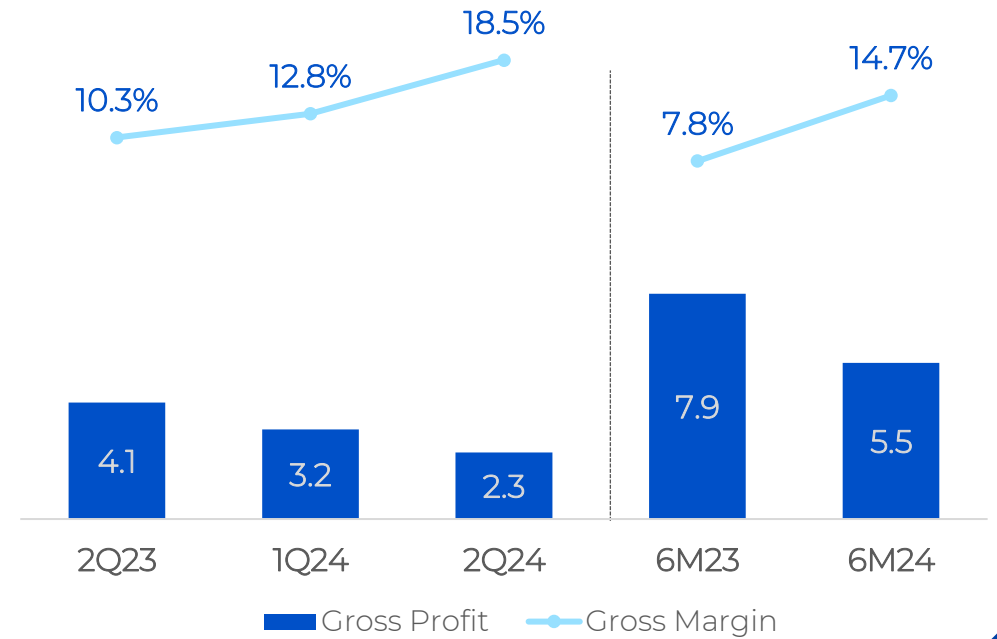
Solar

Cautious strategy, prioritizing better margins

Net Revenue



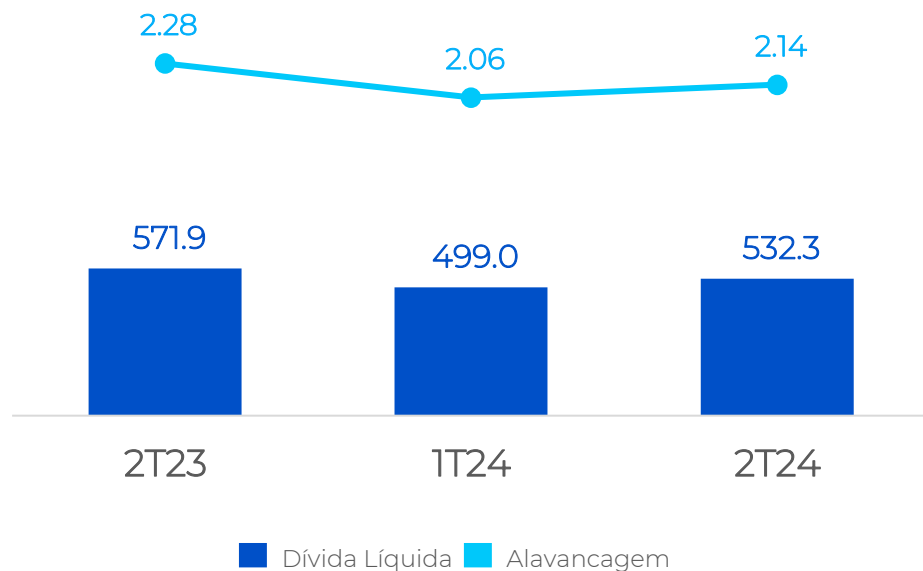
Gross Profit and Gross Margin



Leverage and Backlog



Leverage (R\$ Million) | (Net debt/ EBITDA)



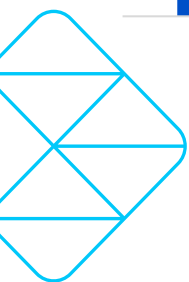
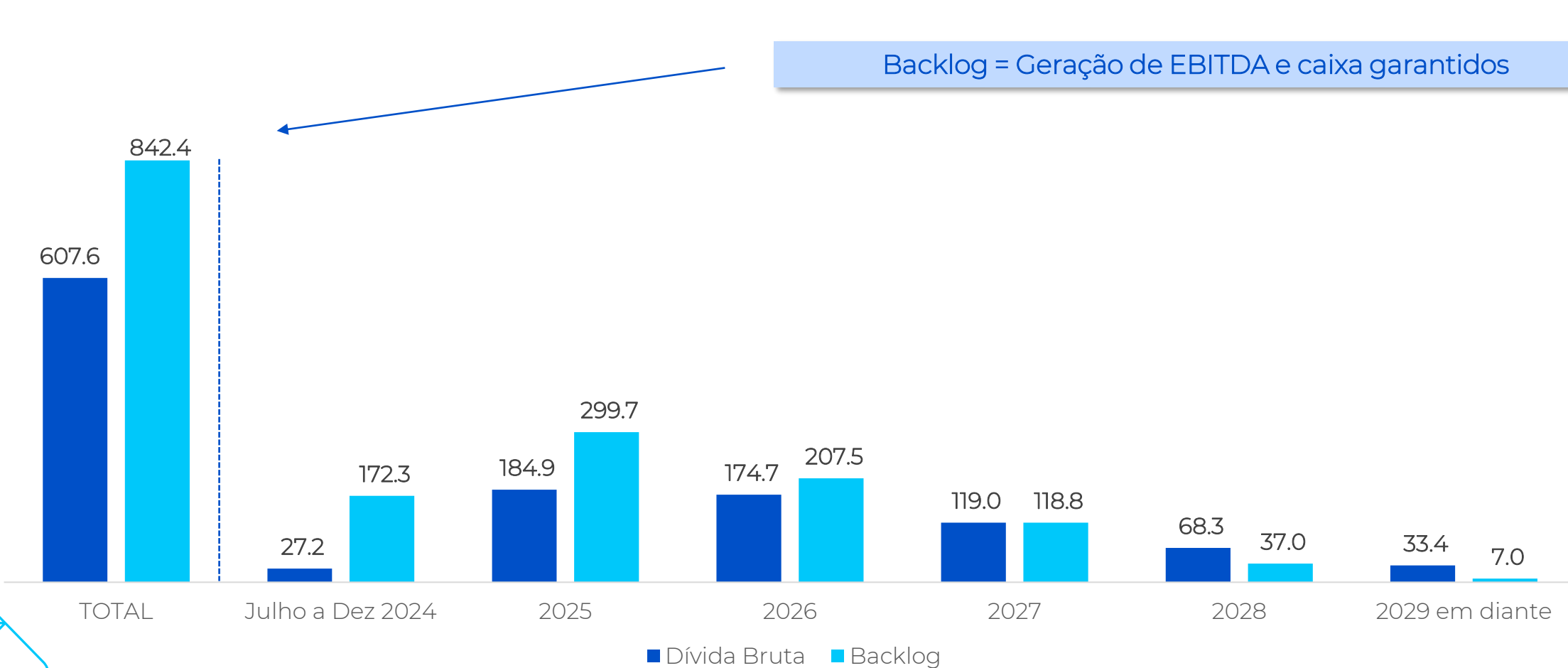
Indebtedness (R\$ Millions)	2Q23	1Q24	2Q24
Short term debt	119.2	75,2	70,5
Long term debt	524.9	519,6	537,1
Gross Debt	644.1	594,7	607,6
Cash and Financial Investments	(72.3)	(95,7)	(75,3)
Net Debt	571.9	499,0	532,3
TaaS Revenue Backlog	865.9	853,2	842,4
Backlog Hedge on Net Debt	1.51x	1,71x	1,58x

- Alavancagem Financeira, segue muito abaixo dos limites de covenants
- Backlog de receitas contratadas gera maior segurança para os debenturistas e financiadores

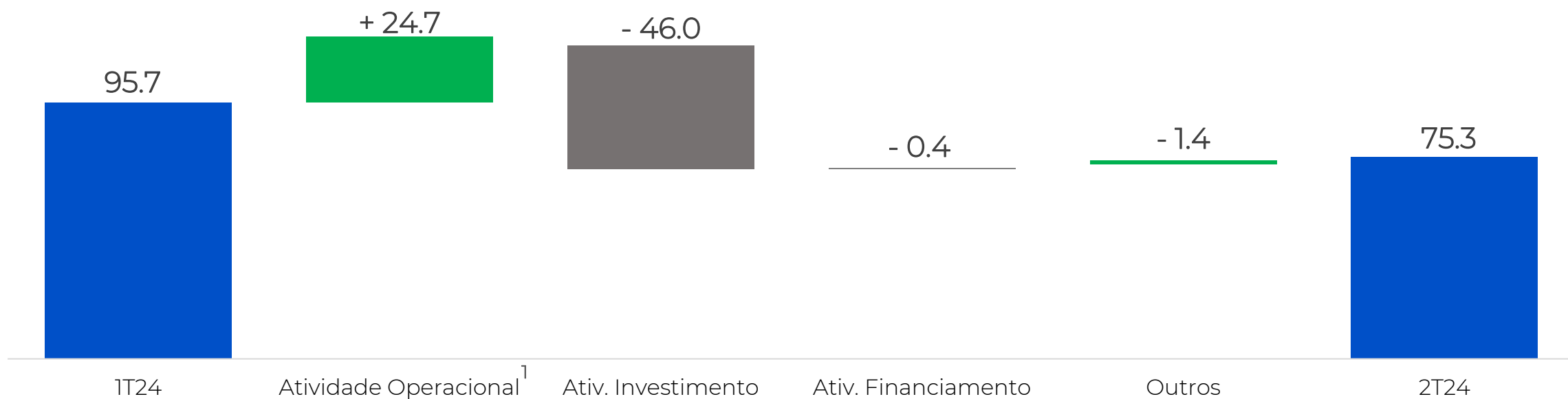
¹ Contratos de locação de equipamentos em que as mensalidades são reconhecidas na demonstração de resultados conforme competência do vencimento e as parcelas a vencer chamamos de "Receita Futura Contratada" ou "Backlog de receitas".

Backlog x Dívida Bruta

Amortização da Dívida Bruta e Cobertura da Receita Futura Contratada (R\$ Milhões)

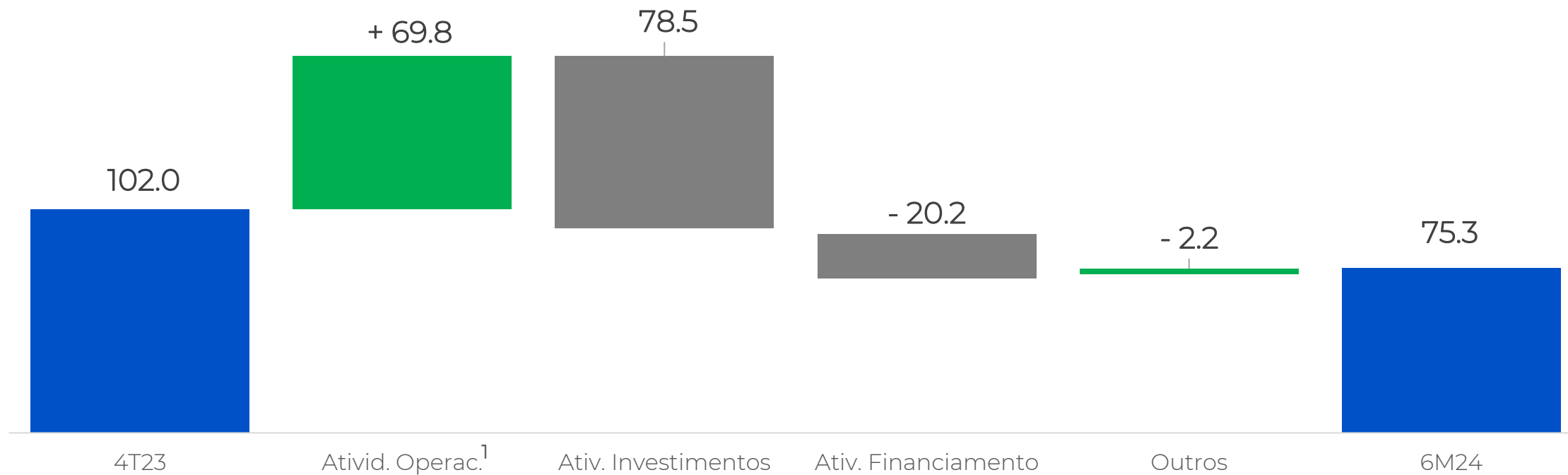


Fluxo de Caixa Trimestral | (R\$ milhões, consolidado)



1. Os juros pagos às Debêntures no montante de -R\$33,3 milhões no 2T24, foram gerencialmente alocados nas atividades de financiamento.

Fluxo de Caixa Acumulado | (R\$ milhões, consolidado)



1. os juros pagos às Debêntures no montante de -R\$34,0 milhões no 6M24, foram gerencialmente alocados nas atividades de financiamento

Perspectivas



“Drivers” de Crescimento



Cross Selling nos Integradores & ISP



Agregar serviços nos Projetos



Aumento da base e recorrência de integradores



Novas verticais de atuação



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Soluções de A a W

OBRIGADO!

Thank you!

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Mai/2022 - Mai/2023

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