

The logo consists of a stylized yellow 'y' shape followed by the word 'DESKTOP' in a bold, white, sans-serif font. The 'T' and 'O' in 'DESKTOP' have a yellow gradient fill.

DESKTOP

APRESENTAÇÃO DE
RESULTADOS

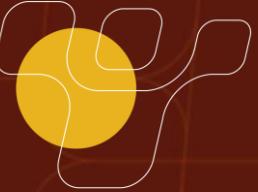
3T24



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.



DESTAQUES 3T24

 **DESKTOP**



Novo projeto de reforço da Cultura Desktop



JEITO DESKTOP

SER SIMPLES E
PRÓXIMO.

- #Ser um só time
- #Ter empatia
- #Agir com respeito

FAZER BEM-
FEITO.

- #Entregar com qualidade
- #Valorizar cada cliente
- #Evoluir sempre

RESOLVER
COM AGILIDADE.

- #Assumir a responsabilidade
- #Buscar eficiência
- #Encarar desafios

Destaques 3T24

R\$ 288 milhões

Receita Líquida 3T24

+13% +3%

3T24 vs 3T23 3T24 vs 2T24

R\$ 147 milhões

EBITDA Ajustado 3T24

+15% +2%

3T24 vs 3T23 3T24 vs 2T24

R\$ 48 milhões

Lucro Líq. Ajustado 3T24

+19% -11%

3T24 vs 3T23 3T24 vs 2T24

R\$ 38 milhões

FCO Ajustado + Capex 3T24

+R\$ 10 milhões

3T24 vs 2T24

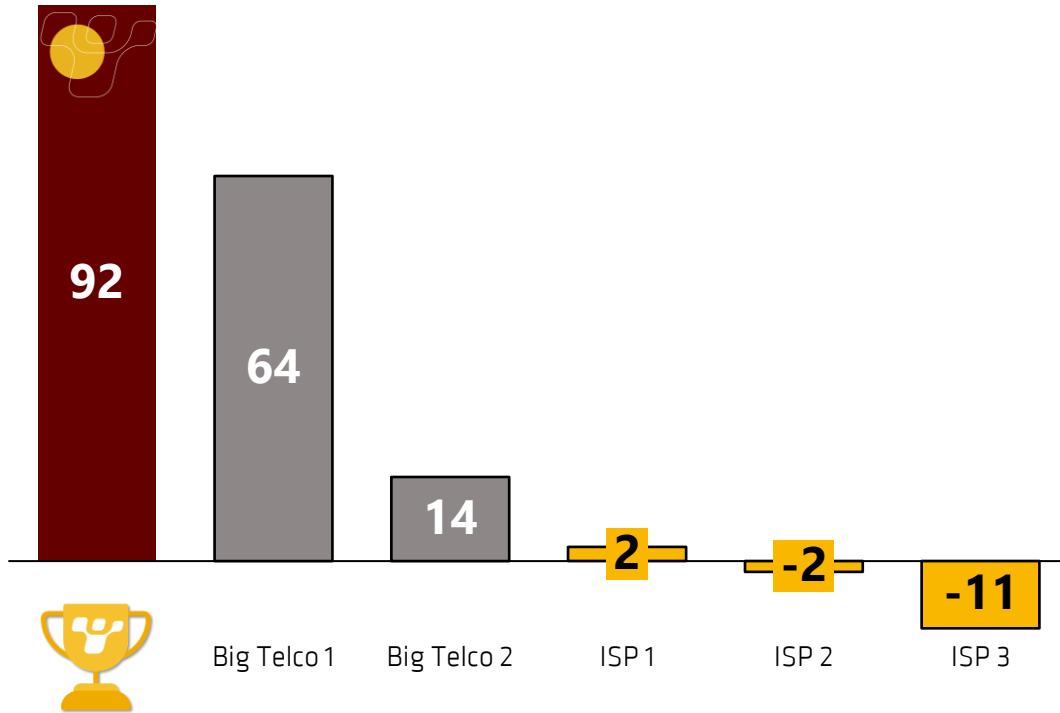


Desktop segue entregando adições líquidas orgânicas aceleradas, sustentando a liderança regional e nacional de crescimento.



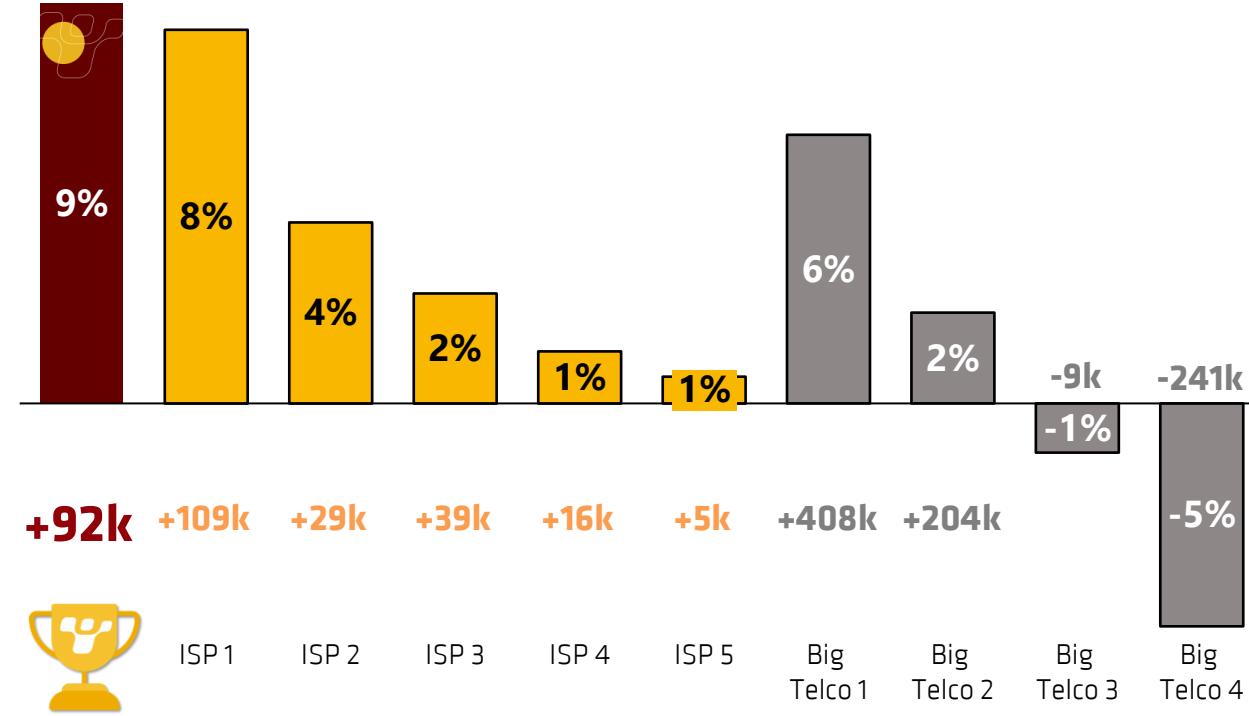
Maior número de adições nas cidades em que atua

(Total de adições líquidas no 9M24 - '000)



Líder em crescimento entre os maiores players do Brasil

(Crescimento orgânico em % da base – Top 10 players no Brasil)

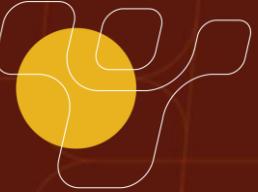


Nota 1: ISPs são plataformas de internet de menor porte, geralmente focadas apenas em prover serviços de banda larga (não considera as Big/Large Telcos, como Vivo, Claro, Tim e Oi).

Nota 2: Acumulado dos nove primeiros meses de 2024 dos Top 10 players do Brasil (apenas crescimento orgânico).

Nota 3: Não considera a cidade de São Paulo.

Fonte: Anatel.



RESULTADOS 3T24

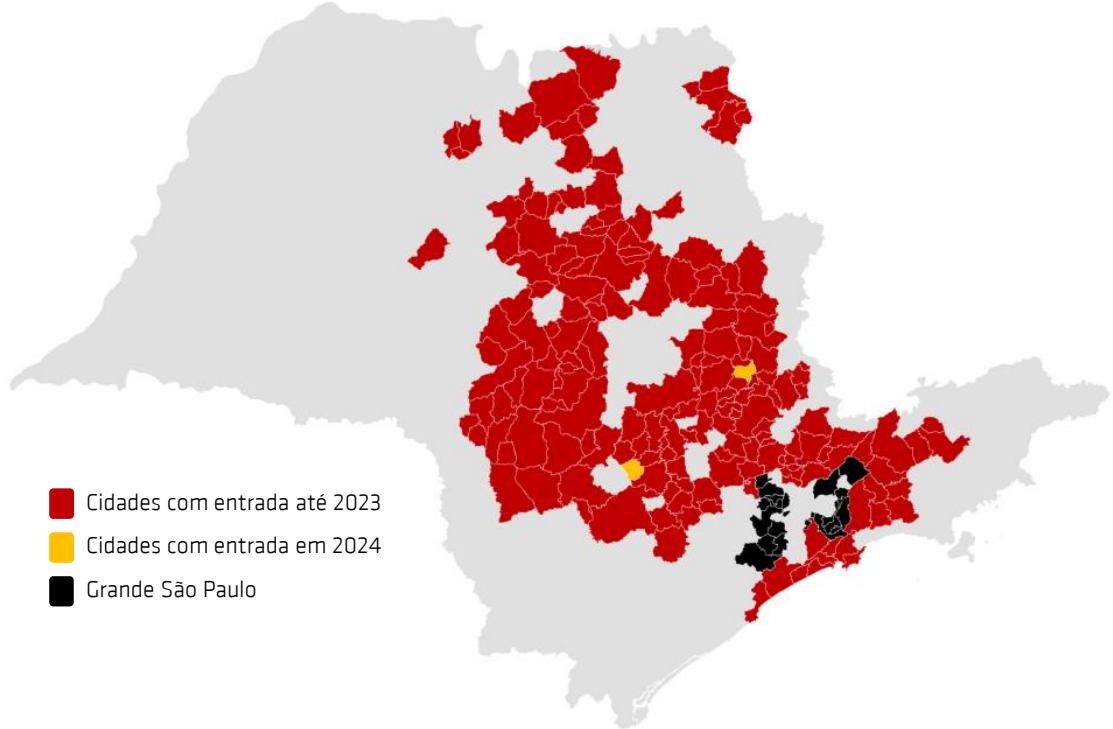
 **DESKTOP**



Sólido desempenho operacional



Presença Geográfica

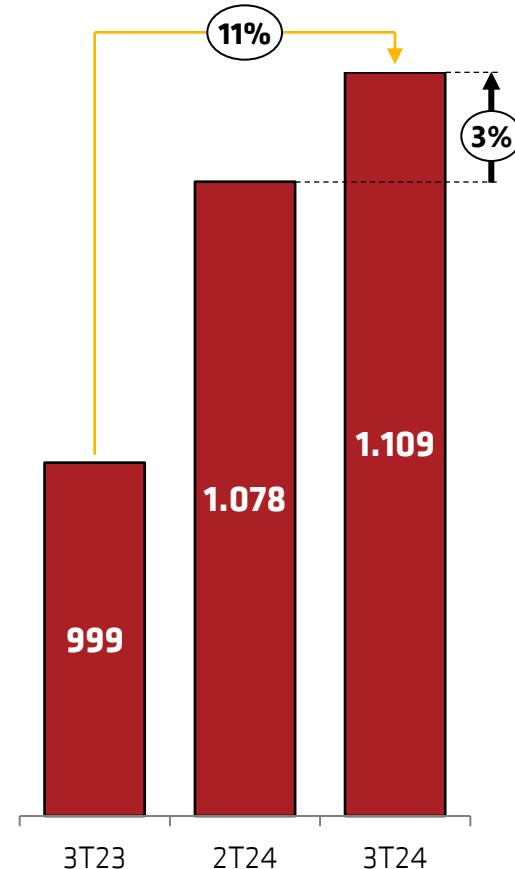


54 mil quilômetros de rede

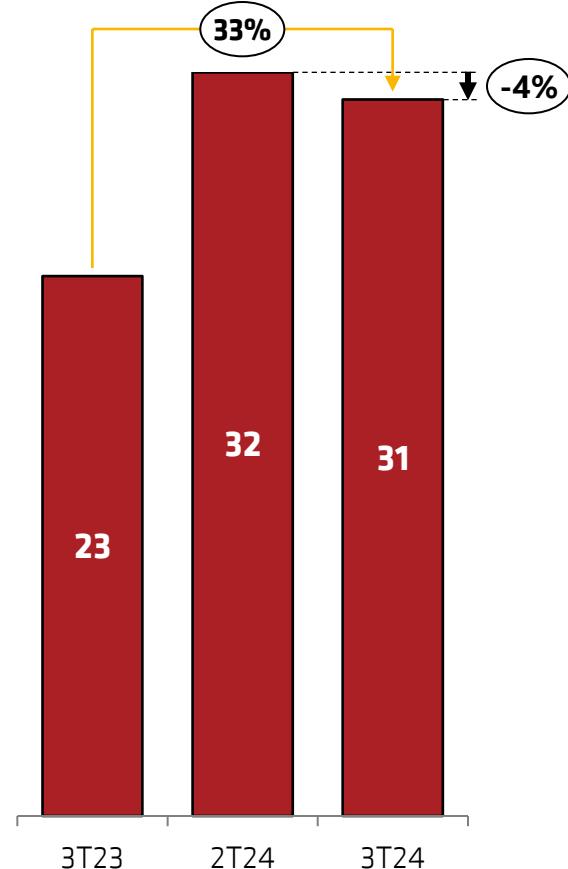
4,4 milhões de domicílios

186 Cidades atendidas

Casas Conectadas (HCs) FTTH ('000)



Adições Líquidas Orgânicas Trimestrais (exclui a base adquirida dos M&As) ('000)

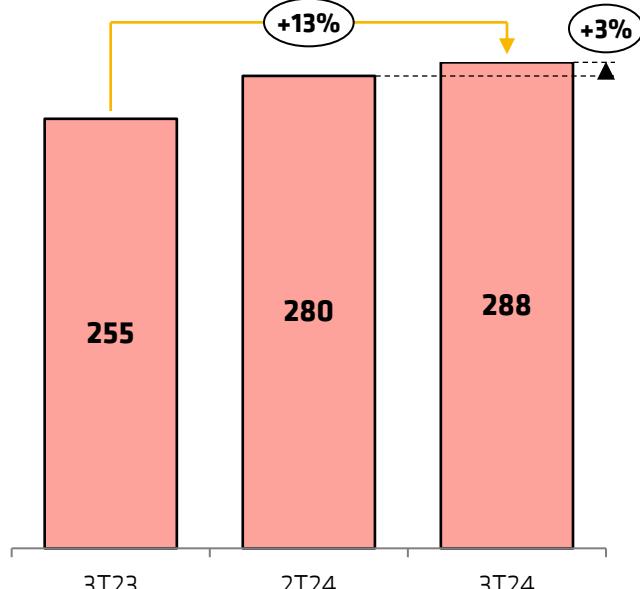


Robusto desempenho econômico-financeiro



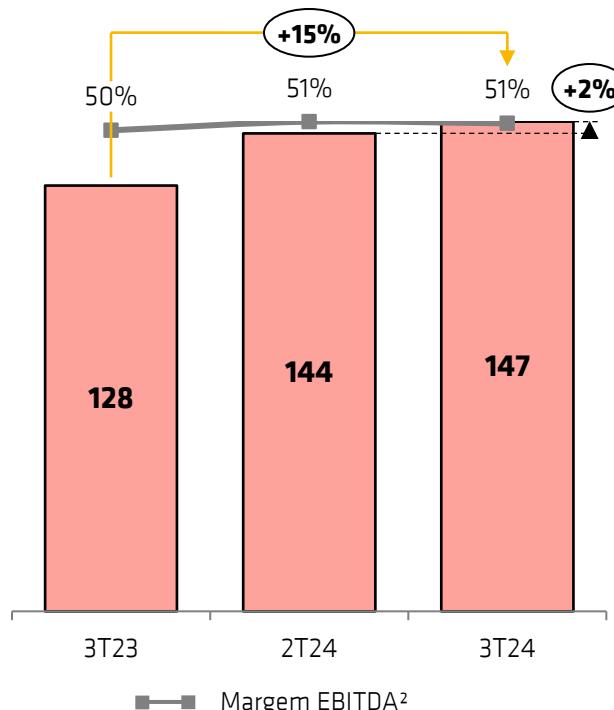
Receita Líquida

(R\$ milhões)



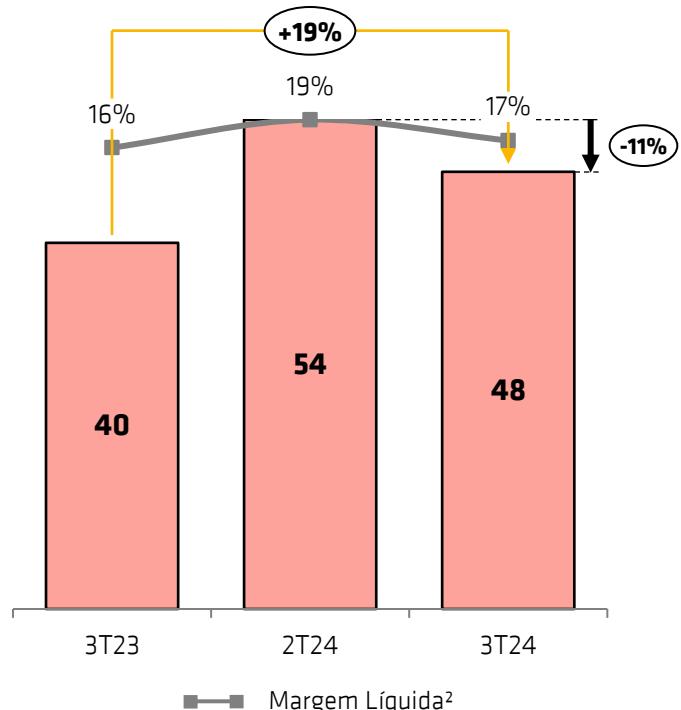
EBITDA Ajustado¹ (%)

(R\$ milhões)



Lucro Líquido Ajustado³

(R\$ milhões)



1. EBITDA calculado conforme Resolução CVM nº 156/2022 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

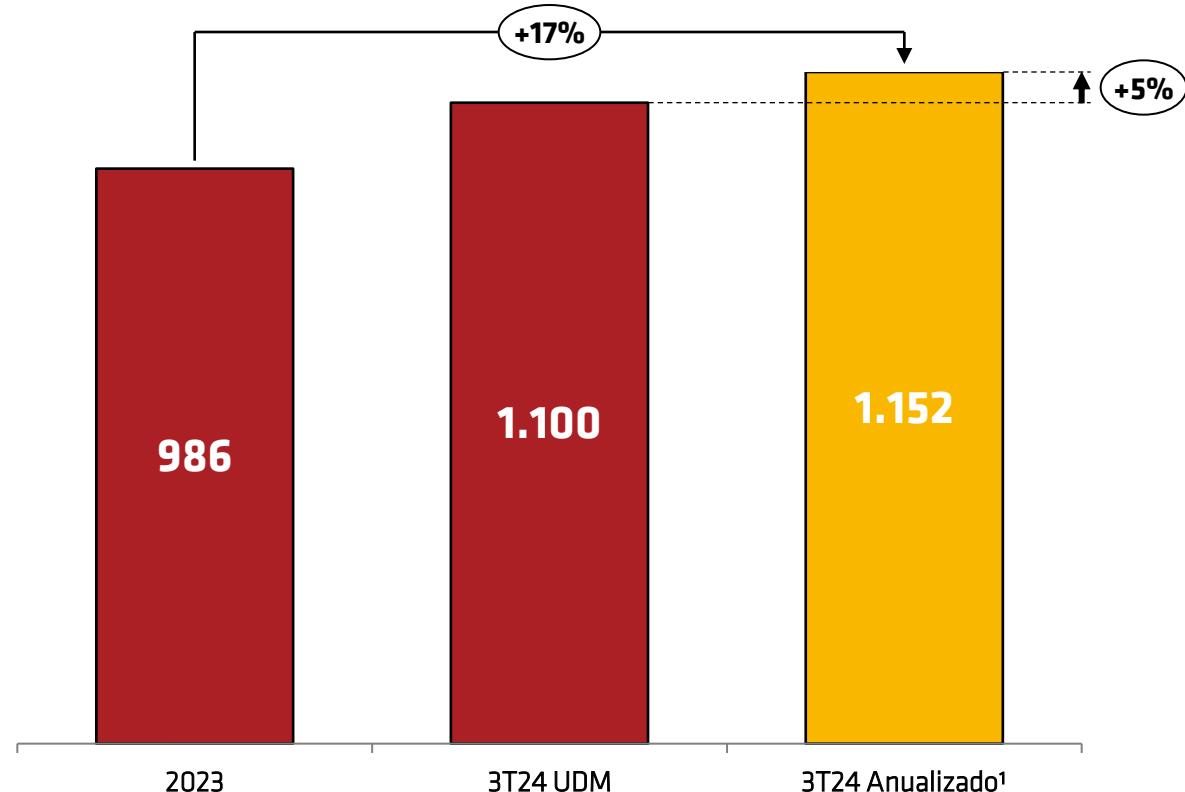
3. Lucro Líquido Ajustado para excluir itens não-recorrentes que não devem ser considerados no cálculo de geração corrente de lucros, líquidos de impostos a uma alíquota de 34%.

Robusto desempenho econômico-financeiro



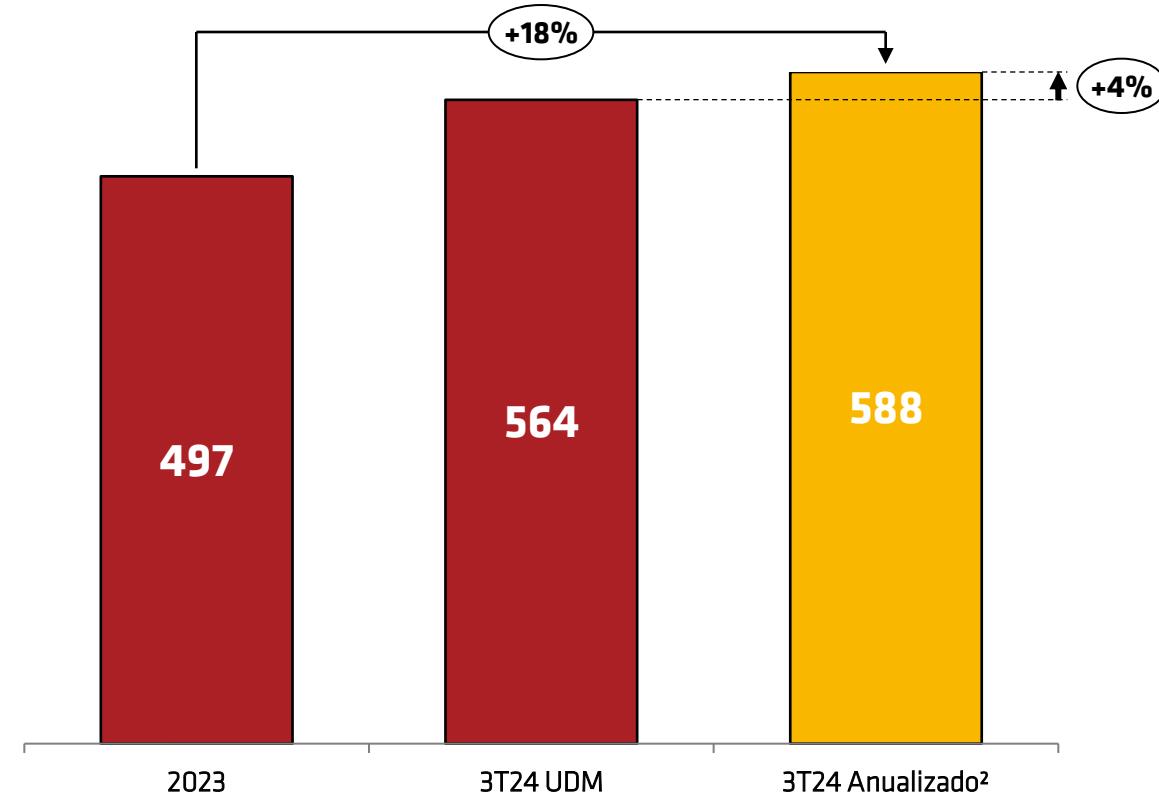
Receita Líquida Pro Forma Anualizada

(R\$ milhões)



EBITDA Ajustado Pro Forma Anualizado

(R\$ milhões)



1. Considera a receita líquida do 3T24 multiplicada por 4;

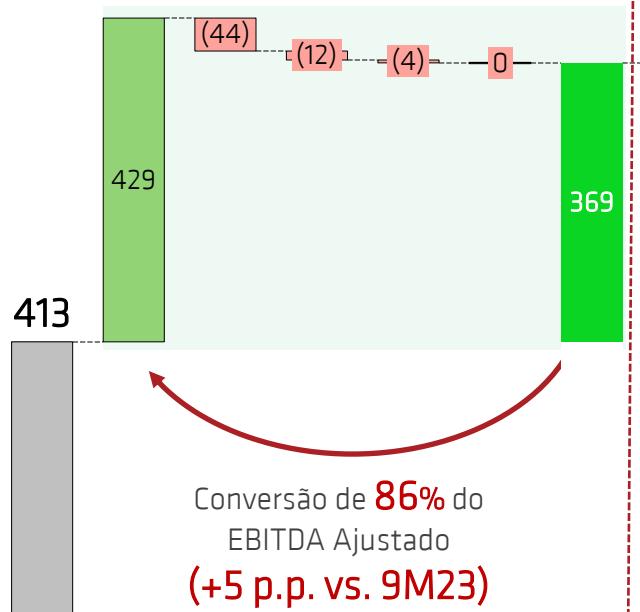
2. Considera o EBITDA Ajustado do 3T24 multiplicado por 4.

Robusto desempenho econômico-financeiro



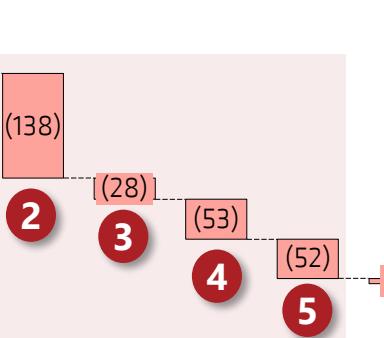
(R\$ Milhões)

Operacional
+369



Conversão de **86%** do
EBITDA Ajustado
(+5 p.p. vs. 9M23)

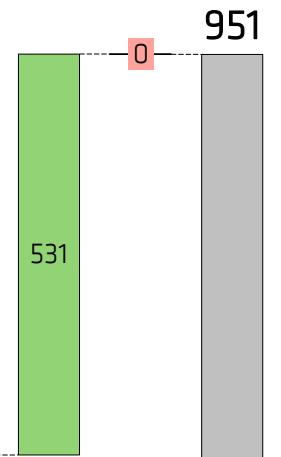
Capex
-287



M&As
-76



Financiamento
-532



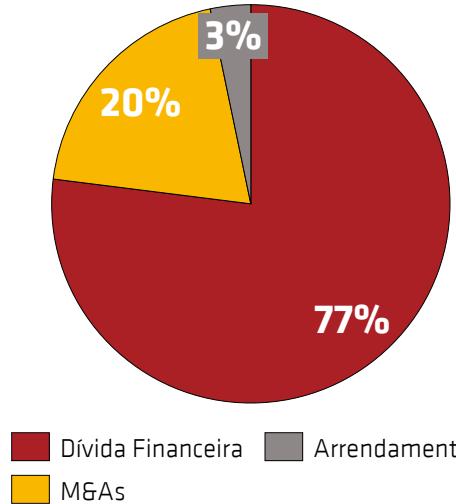
	CAPEX (R\$ mil)	9M24
1	Expansão de rede de acesso	13.775
	Aumento (redução) estoque	(609)
	Exp. de rede de acesso Ajustado	14.384
	Portas Adicionadas (mil)	63
	CAPEX/Porta	229
2	Instalação de Clientes	138.342
	Aumento (redução) estoque	(35.639)
	Instalação de Clientes Ajustado	173.981
	Adições Brutas (mil)	310
	CAPEX/Adições Brutas	560
3	Expansão de Backbone	28.191
	% do CAPEX Total	10%
4	Manutenção	53.044
	% da Receita Líquida	6%
5	T.I.	22.224
5	Outros	29.630
	Reforma Predial (One-off)	5.654
	Outros Capex	23.976
	CAPEX	285.206

Liquidez 4T23	EBITDA Ajustado	Var. Capital de Giro	IR/CS	Desp. Não Recorrentes	Outros	FCO	Expansão de Rede de Acesso	Instalação de Cliente de Backbone	Expansão de Backbone	Manut.	Outros	Efeito Caixa - Impostos a Outras Recuperar Competências	M&As	Aumento de Capital	Variação Dívida e Juros	Dividendos Pagos Juros	Liquidez 9M24

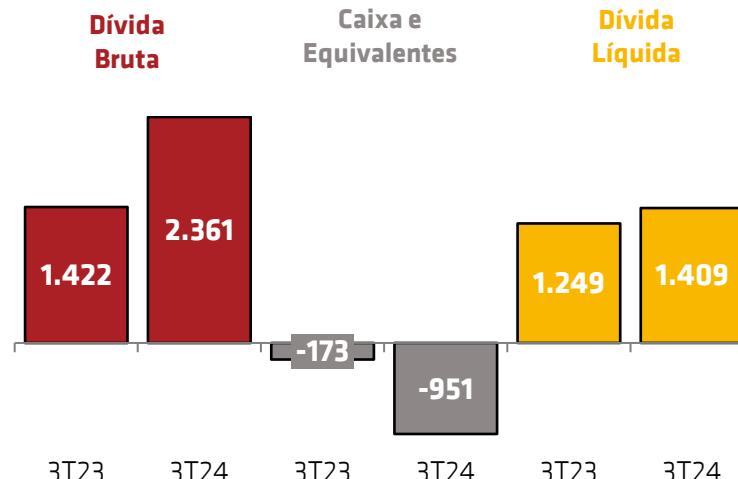
Robusto desempenho econômico-financeiro



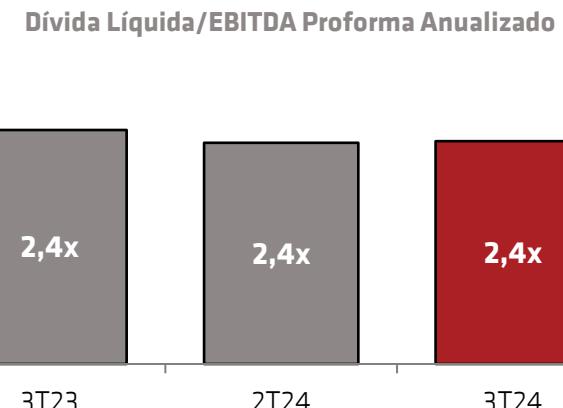
Composição do Endividamento (%)



Endividamento Líquido (R\$ Milhões)

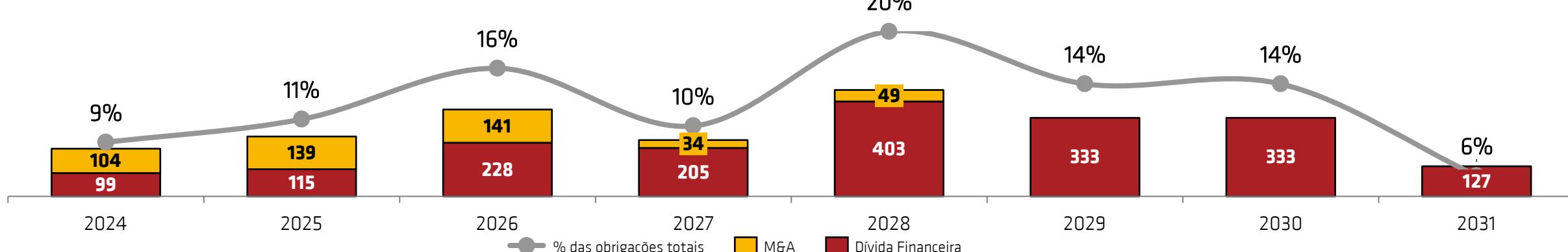


Índices de Endividamento (x)



Cronograma da Dívida

(R\$ Milhões)





Relações com Investidores



ri@desktop.net.br
www.ri.desktop.com.br

 **DESKTOP**



DESKTOP

EARNINGS
PRESENTATION | 3Q24



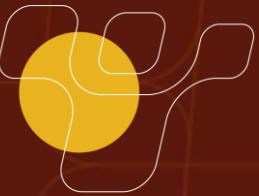
Disclaimer



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.



3Q24 HIGHLIGHTS

 **DESKTOP**



New project to reinforce Desktop Culture



JEITO **DESKTOP**

BE SIMPLE AND CLOSE

- # Be one team
- # Have empathy
- # Act with respect

DO IT WELL

- # Deliver with quality
- # Value each customer
- # Always improve

SOLVE WITH AGILITY

- # Take responsibility
- # Seek efficiency
- # Face challenges

3Q24 Highlights



R\$ 288 million

3Q24 Net Revenue

+13% +3%

3Q24 vs 3Q23 3Q24 vs 2Q24

R\$ 147 million

3Q24 Adjusted EBITDA

+15% +2%

3Q24 vs 3Q23 3Q24 vs 2Q24

R\$ 48 million

3Q24 Adjusted Net Income

+19% -11%

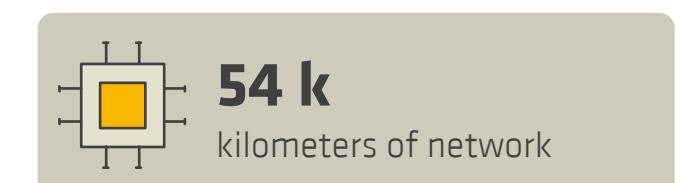
3Q24 vs 3Q23 3Q24 vs 2Q24

R\$ 38 million

3Q24 Adjusted OCF + Capex

+R\$ 10 million

3Q24 vs 2Q24

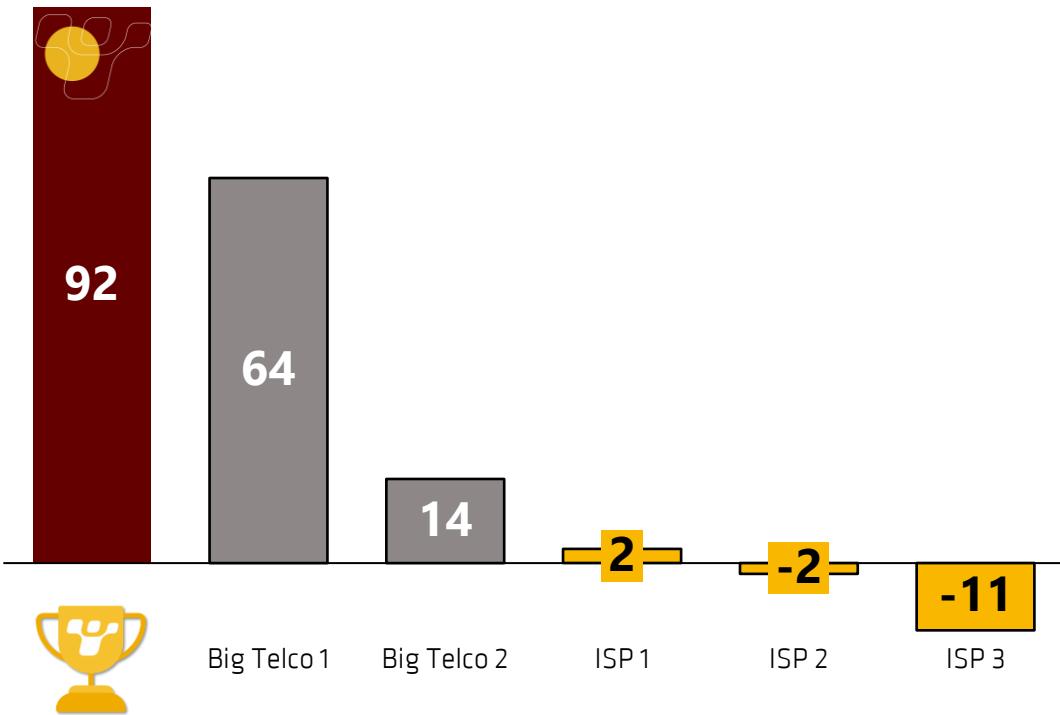


Desktop continues to deliver acceleration in organic net additions, sustaining regional and national growth leadership.



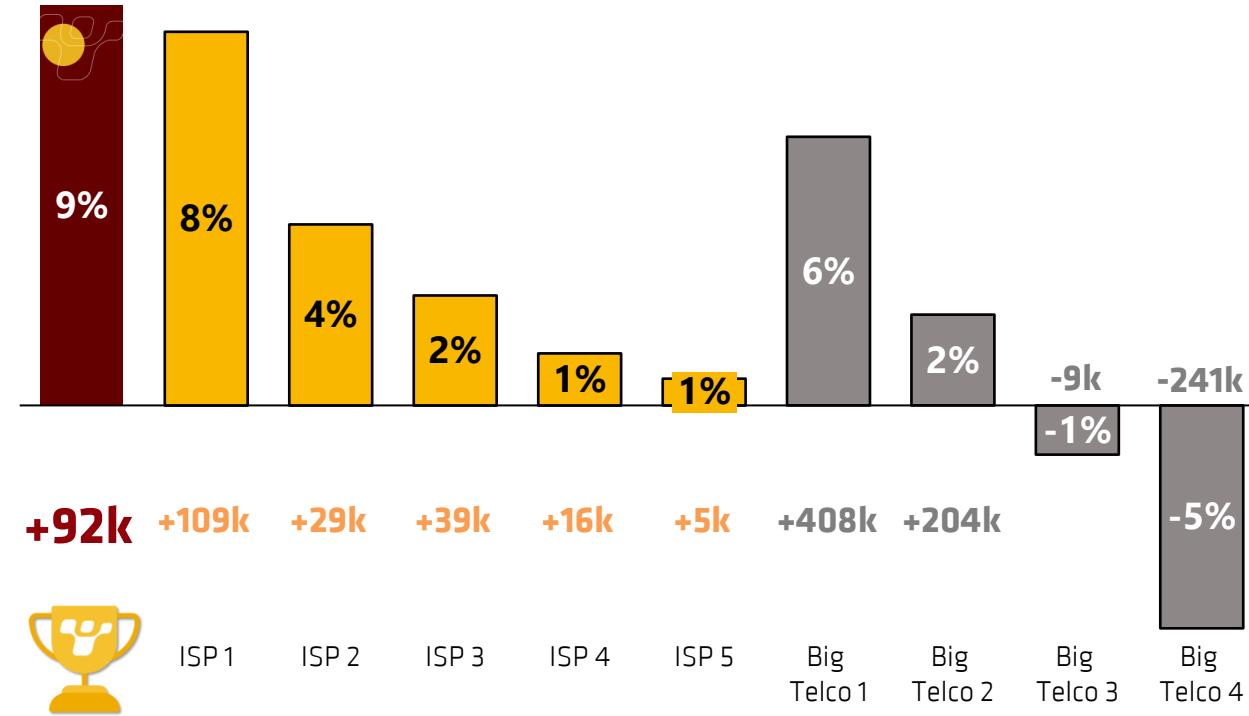
Greater number of additions in the cities in which it operates

(Total net additions in 9M24 - '000)



Leader in growth among the biggest players in Brazil

(Organic growth in % of base - Top 10 players in Brazil)

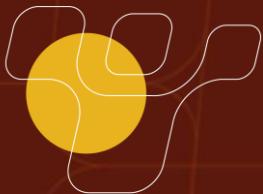


Note 1: ISPs are smaller internet platforms, generally focused only on providing broadband services (does not consider Big/Large Telcos, such as Vivo, Claro, Tim and Oi.)

Note 2: Accumulated from the first nine months of 2024 of the Top 10 players in Brazil (organic growth only).

Note 3: Does not consider the city of São Paulo.

Source: Anatel.



3Q24 RESULTS

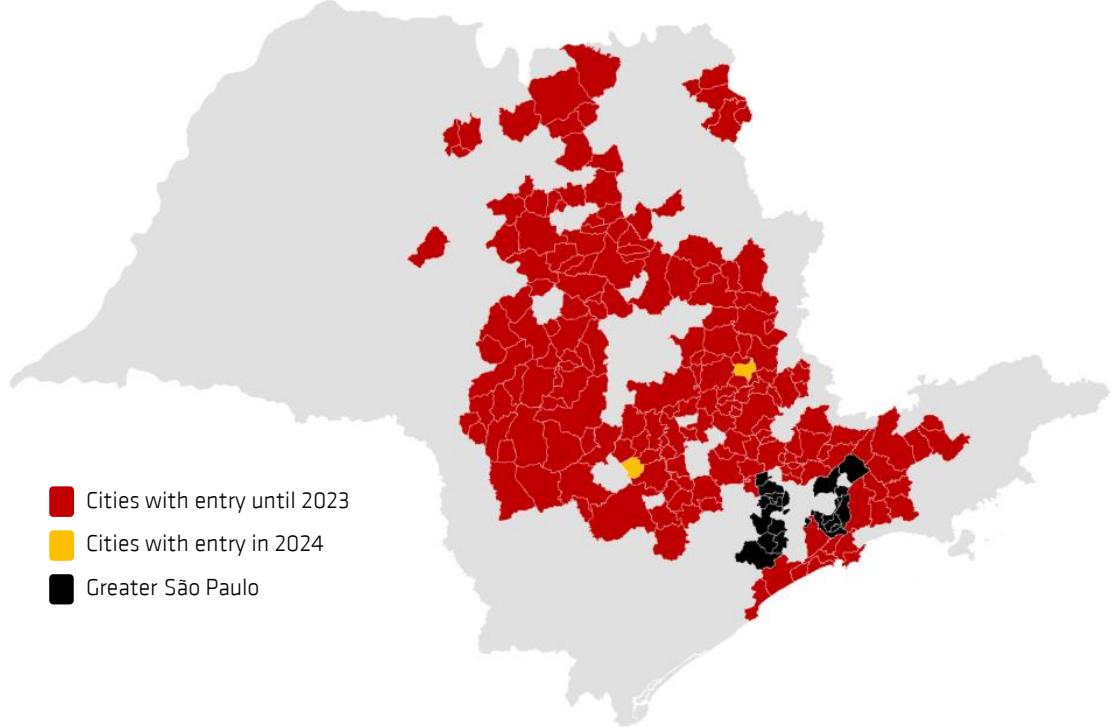
 **DESKTOP**



Solid operational performance



Geographic Presence



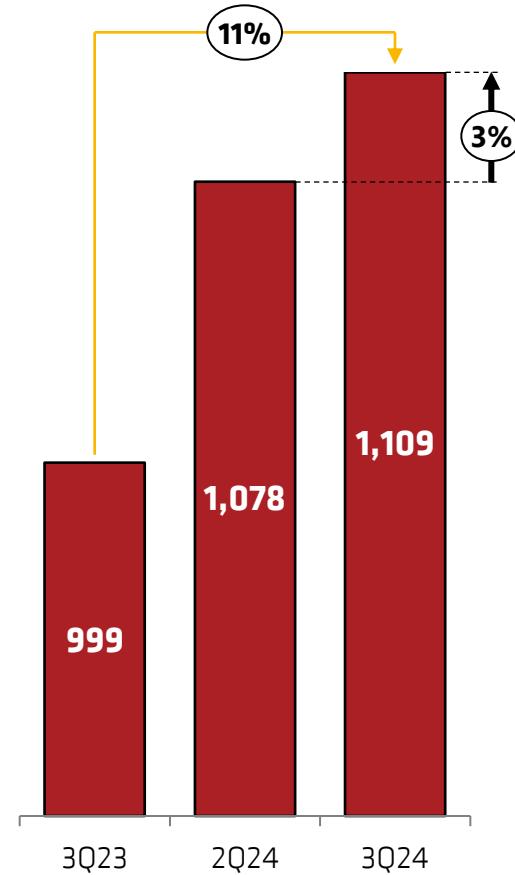
- Cities with entry until 2023
- Cities with entry in 2024
- Greater São Paulo

54 k
KM^s of network

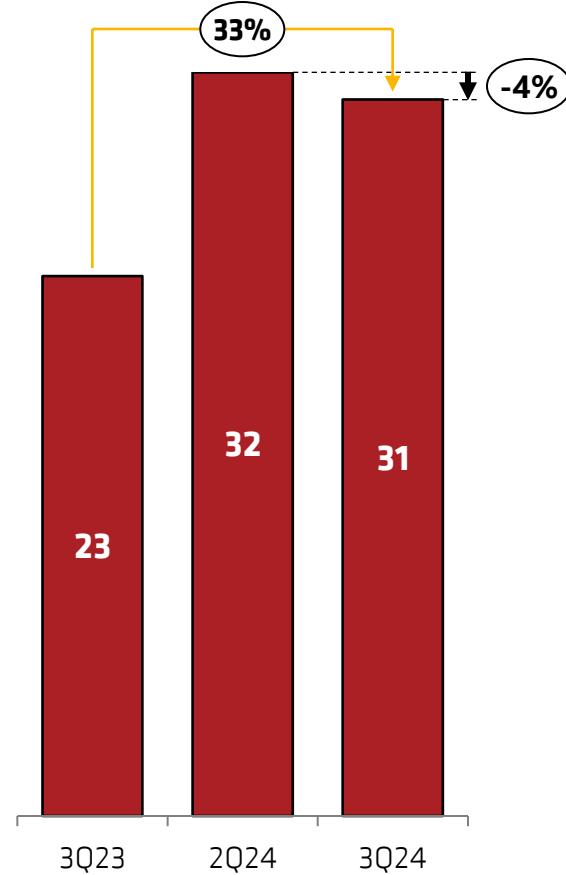
4.4 million
homes passed

186 Cities
served

Homes Connected (HCs) FTTH ('000)



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

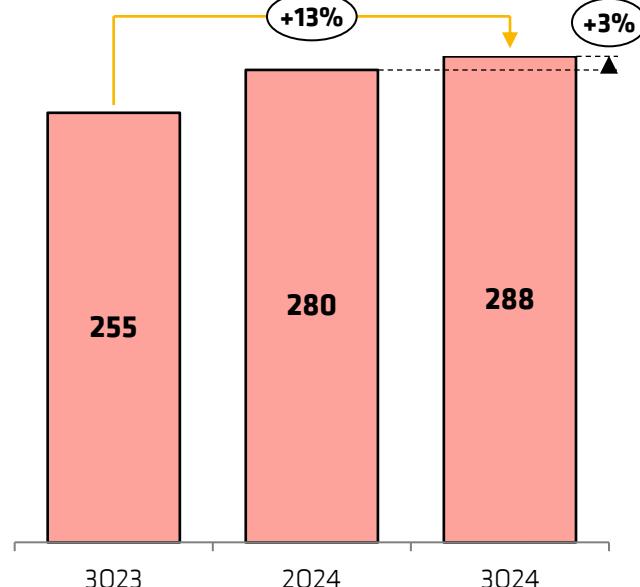


Robust economic and financial performance



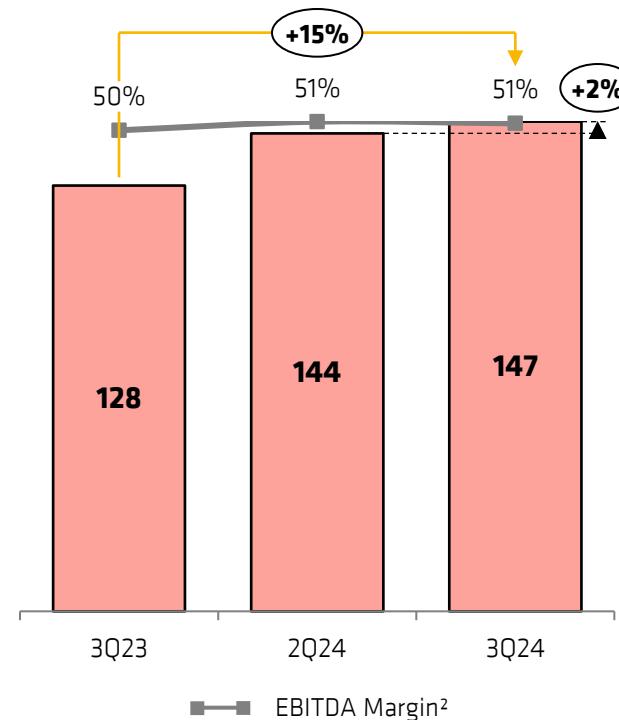
Net Revenue

(R\$ million)



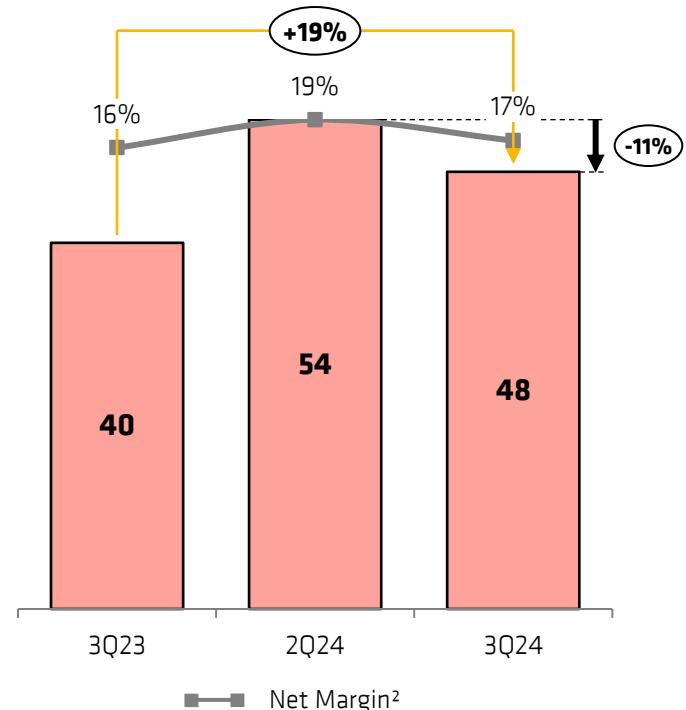
Adjusted EBITDA¹ (%)

(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

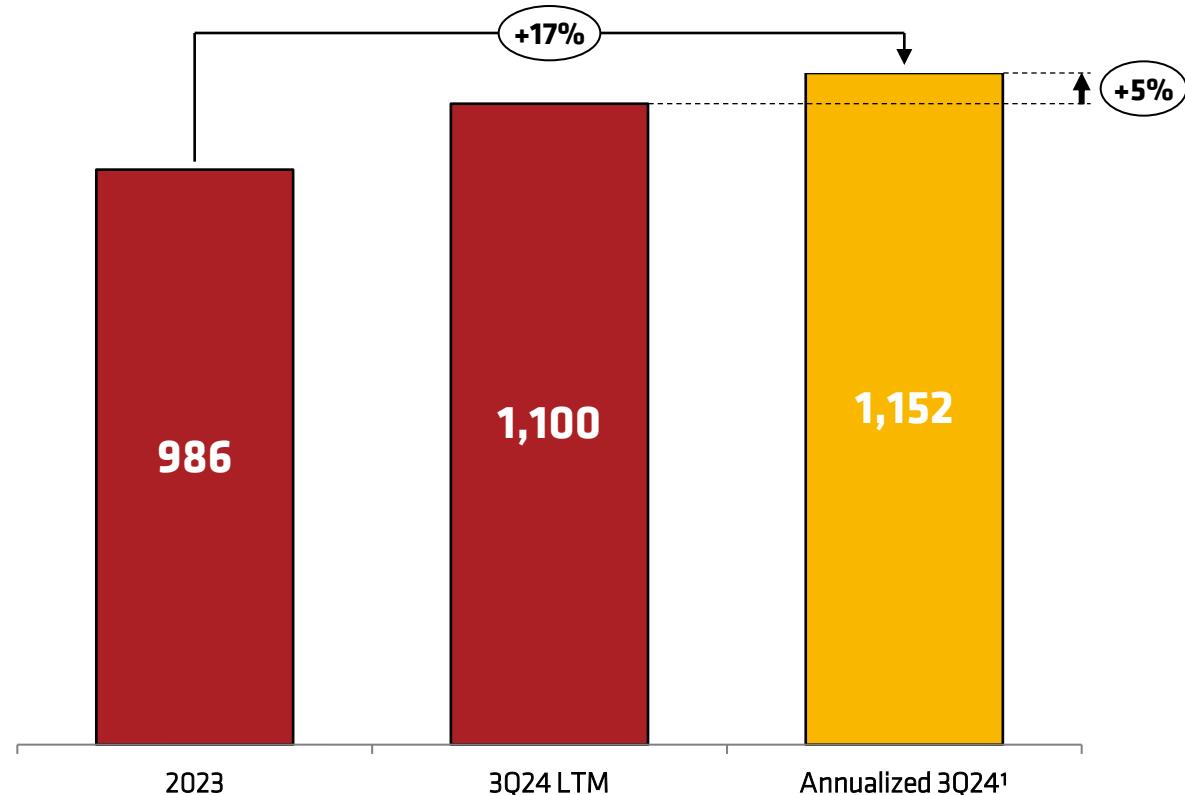
3. Adjusted Net Income to exclude non-recurring items that should not be considered in the calculation of current income generation, net of tax at a rate of 34%.

Robust economic and financial performance



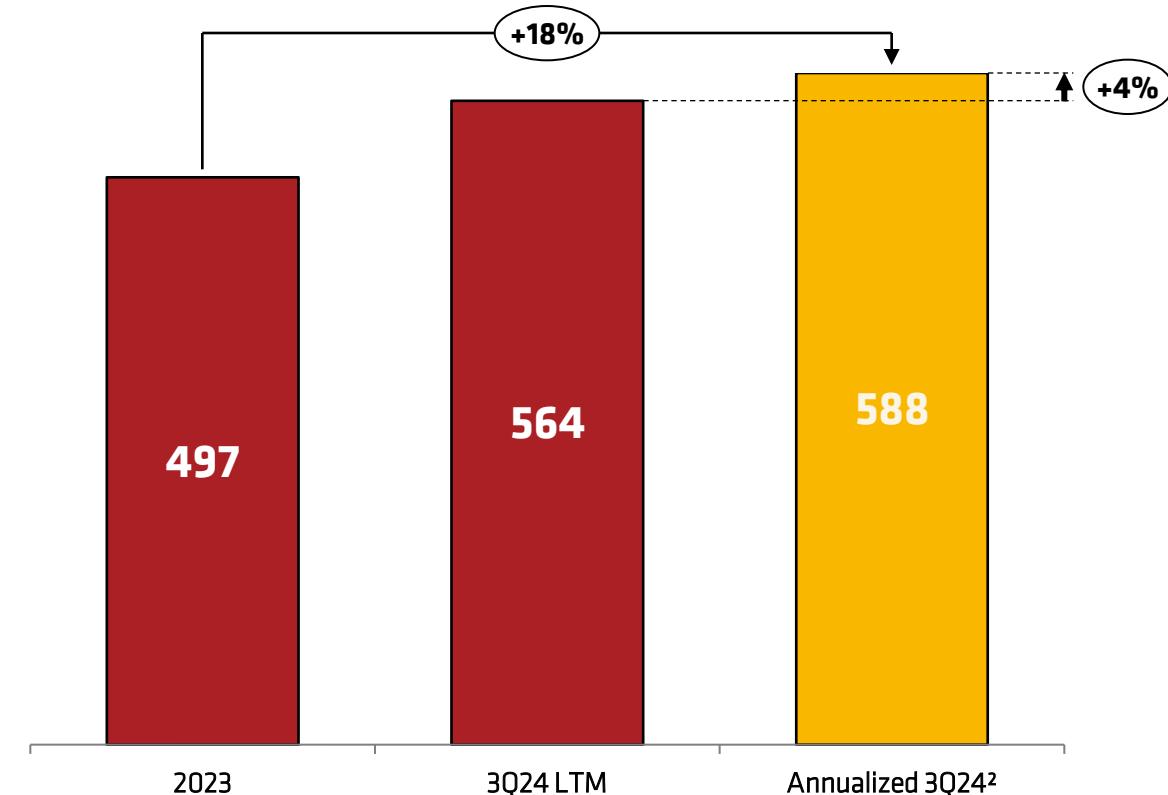
Annualized Pro Forma Net Revenue

(R\$ million)



Annualized Pro Forma Adjusted EBITDA

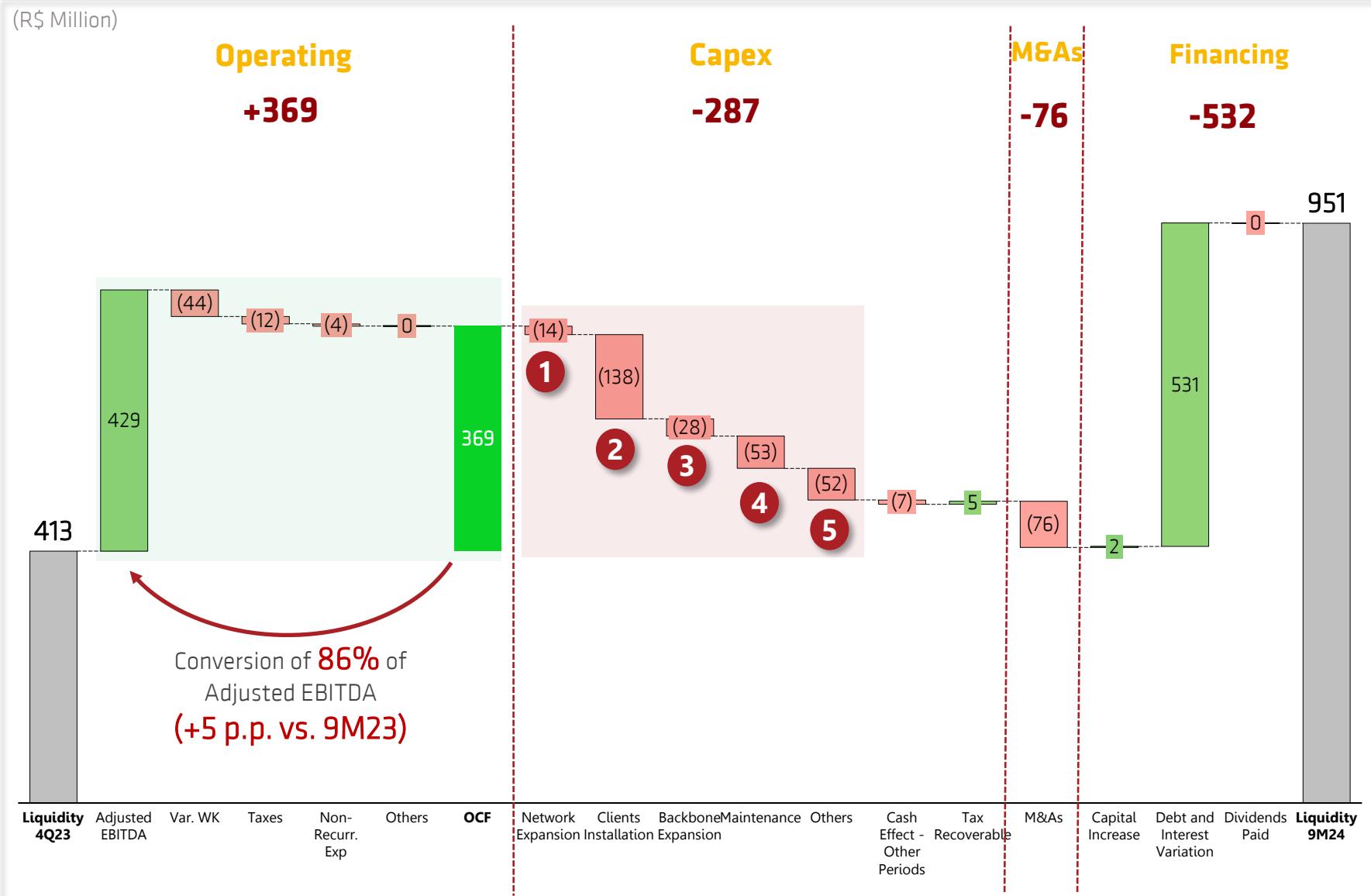
(R\$ million)



1. Considers 3Q24 net revenue multiplied by 4;

2. Considers 3Q24 Adjusted EBITDA multiplied by 4.

Robust economic and financial performance

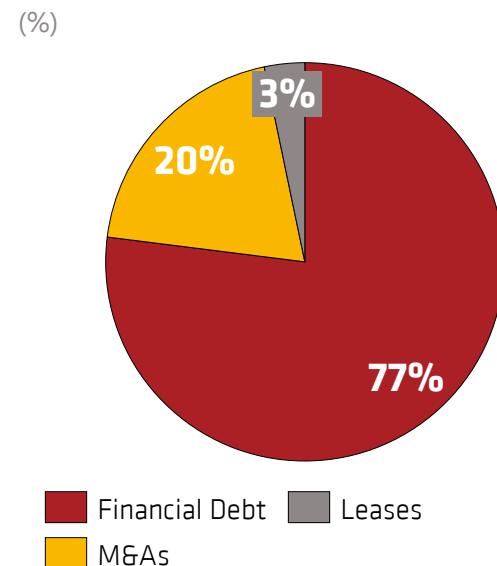


	9M24
CAPEX (R\$ '000)	
Network Expansion	13,775
Inventory Increase (Decrease)	(609)
Network Exp. - Adjusted	14,384
Ports Added (thousand)	63
CAPEX/Port	229
1	
Clients Installation	138,342
Inventory Increase (Decrease)	(35,639)
Clients Installation - Adjust.	173,981
Gross Adds (thousand)	310
CAPEX/Gross Adds	560
2	
Backbone Expansion	28,191
% of Total CAPEX	10%
Maintenance	53,044
% of Net Revenue	6%
3	
I.T.	22,224
4	
Others	29,630
Building Refurbish (One-off)	5,654
Other Capex	23,976
5	
Adjusted CAPEX	285,206
5	

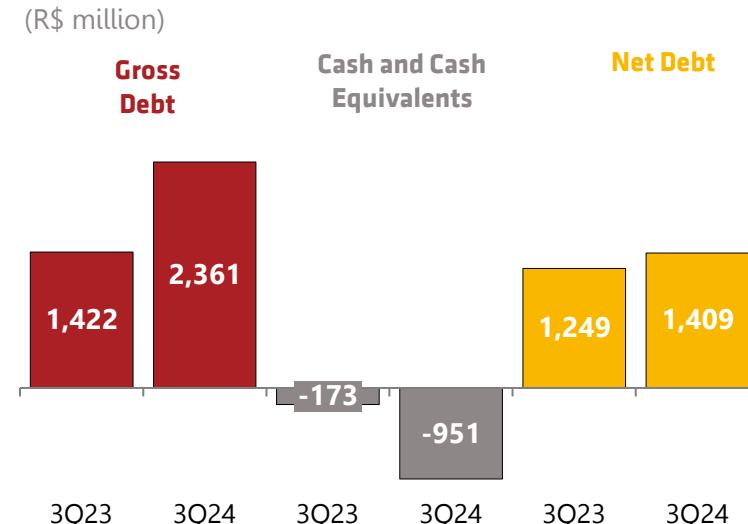
Robust economic and financial performance



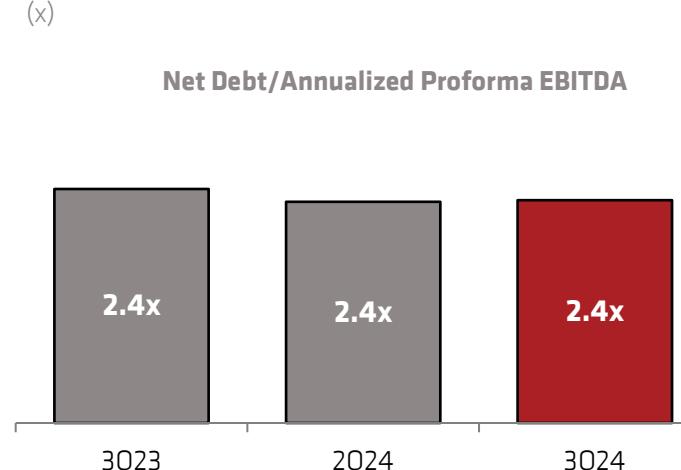
Debt Composition (%)



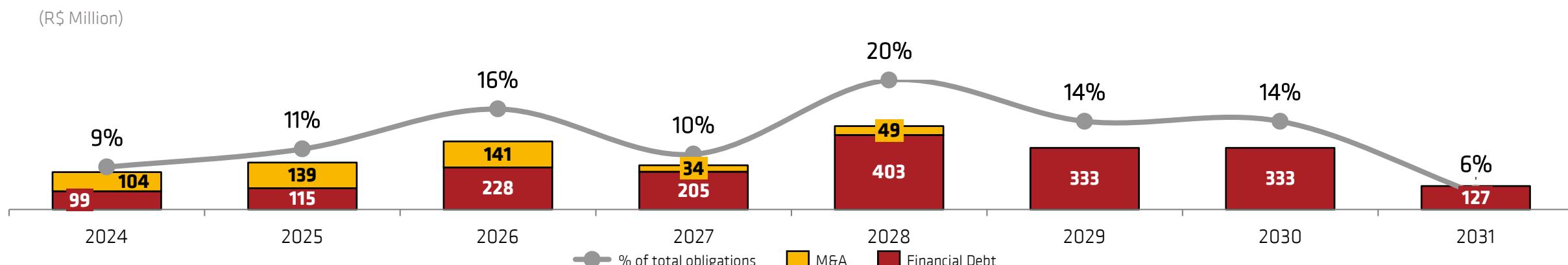
Net Debt (R\$ million)



Debt Ratio (x)



Debt Schedule (R\$ Million)





Investor Relations

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