

Resultados

4T24



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**Há 6 anos  
consecutivos a  
Melhor Internet de  
Banda Larga Fixa  
do Sul do Brasil**

# Destques 2024

FIQE3  
B3 LISTED NM



## Entregando Crescimento Orgânico

+ 41,7%

2023 vs 2024

44.525 acessos orgânicos na Banda Larga em 2024.

## Redução na Construção de Portas

- 64,7%

2023 vs 2024

81.458 portas construídas em 2024, visando otimizar as portas disponíveis.

## Baixo Nível de Churn

1,63%

Média Mensal em 2024

Redução de 0,18 p.p vs. 2023, garantindo maior retenção e crescimento sustentável.

## Geração de Caixa

108,5%

Do EBITDA (recorrente) convertido em FCO em 2024, evidenciando nossa capacidade de sustentar o crescimento e garantir retorno de capital aos acionistas.

## Baixa Alavancagem Financeira

0,66x

De alavancagem em 2024, garantindo segurança financeira para operações transformacionais em um cenário econômico desafiador.

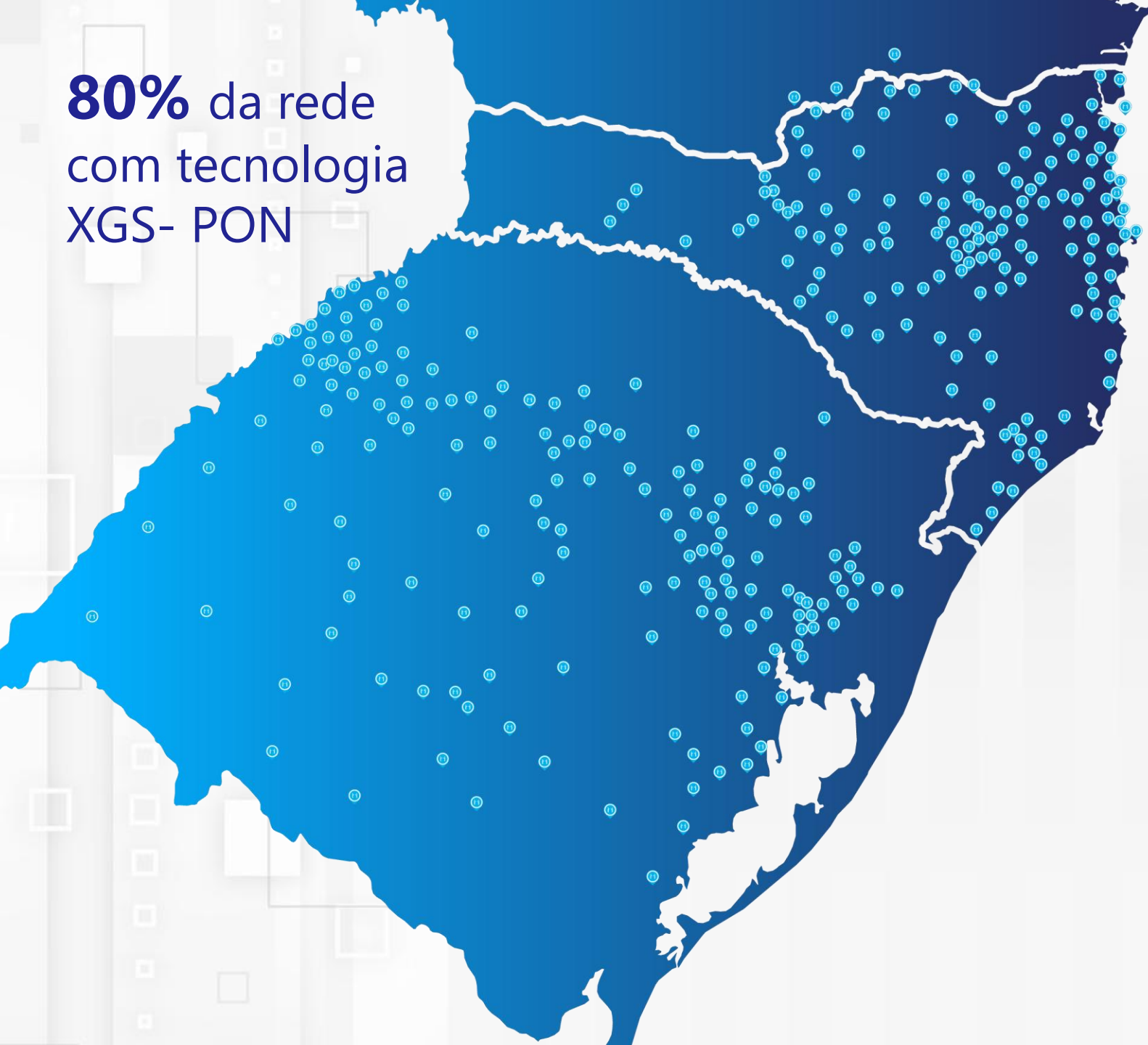
## Investimentos em 5G

R\$ 19,3  
milhões em  
2024

Regime de Caixa

Capex controlado e eficiente para sustentar os investimentos em novos serviços e preservar as margens da Companhia.

**80%** da rede  
com tecnologia  
XGS- PON



**81.458** portas  
construídas em 2024  
vs **231.053** em 2023



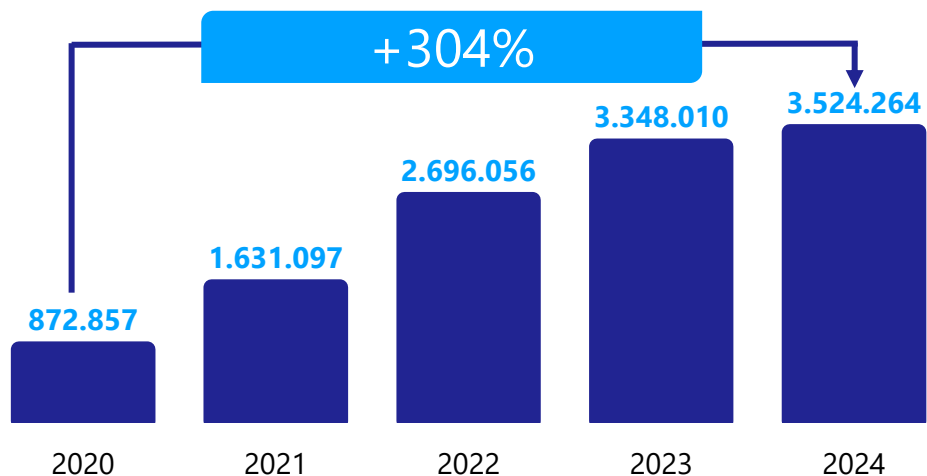
**258** cidades atendidas  
com backbone em 2024  
vs **256** cidades em 2023



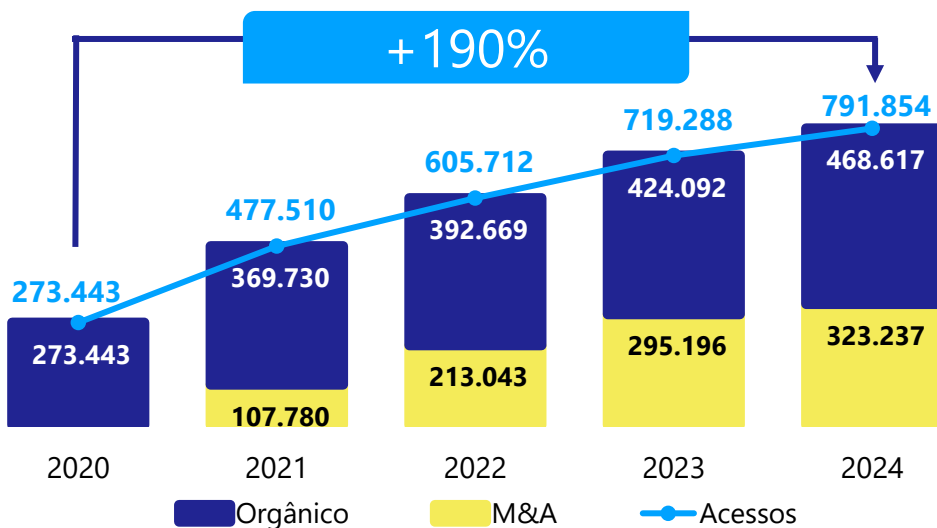
**38,5** mil km de fibra  
óptica em 2024  
vs **33,6** mil km em 2023

# Desempenho Operacional

## Home Passed



## Home Connected



## Crescimento consistente nos últimos anos

Casas Passadas  
"Home Passed – HP"



2023 vs 2024

Casas Conectadas  
"Home Connected – HC"



2023 vs 2024

44.525 acessos  
Crescimento orgânico



2023 vs 2024

1,63%  
Churn de acesso  
Banda Larga



2023 vs 2024

## 11 Cidades com Cobertura Própria

dez/2024

Santa Catarina:  
9 cidades

Rio Grande do Sul:  
2 cidades



### R\$ 10,7 milhões

Receita Bruta em 2024  
Telefonia Móvel



### R\$ 19,3 milhões

Capex Realizado em 2024  
Telefonia Móvel

Regime de Caixa



### 305 mil

População coberta  
aproximadamente  
dez/2024



### 95.348

Acessos dez/2024  
Telefonia Móvel

# 5G

A Inovação que garante a sustentabilidade das telecomunicações

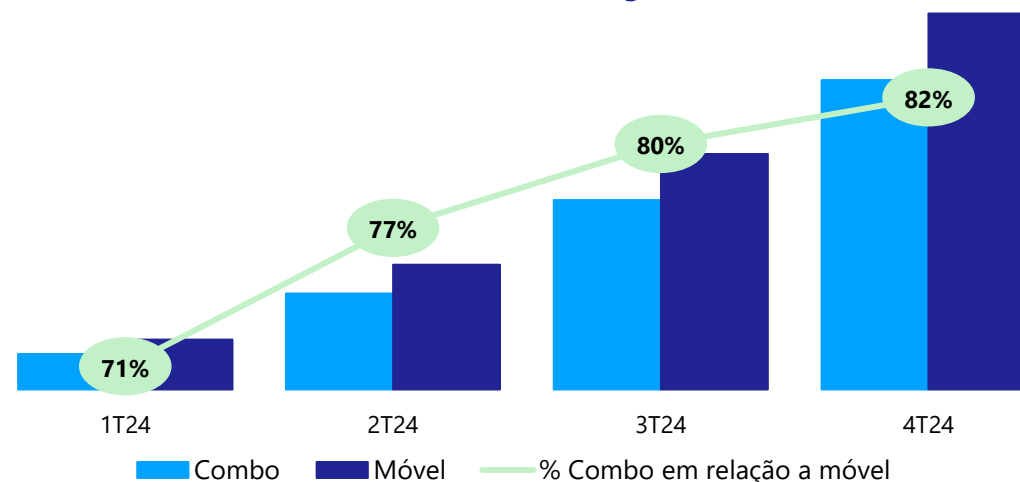
## Planos de 6GB a 35GB

Com preços que variam de R\$ 29,90 a R\$ 118,90  
Planos pós pagos

## 56,07%

Linhas portadas de outras operadoras

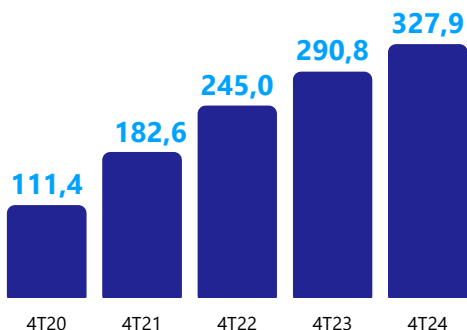
Base de Combos Móvel e Banda Larga



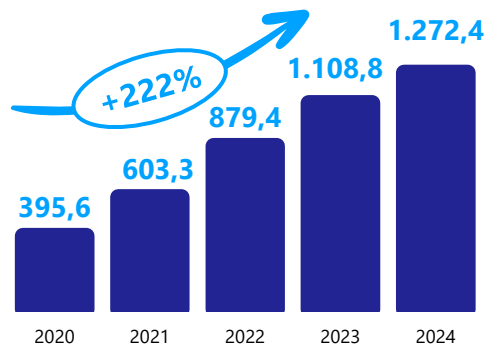
# Desempenho Financeiro

## Receita Bruta (R\$ MM)

### Trimestral

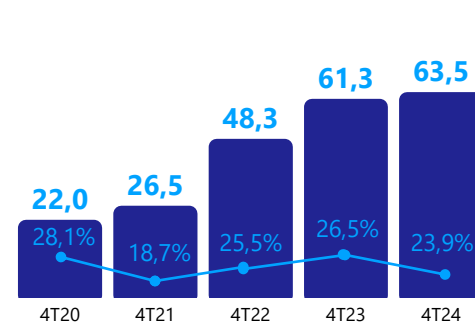


### Anual

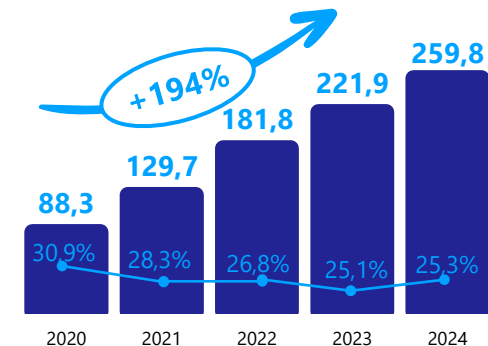


## EBIT e Margem (R\$ MM)

### Trimestral

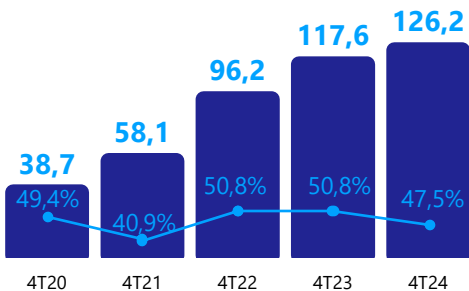


### Anual

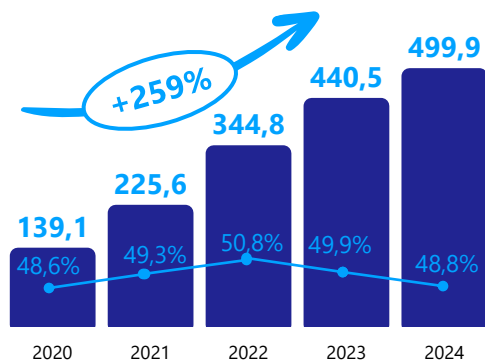


## EBITDA e Margem (R\$ MM)

### Trimestral

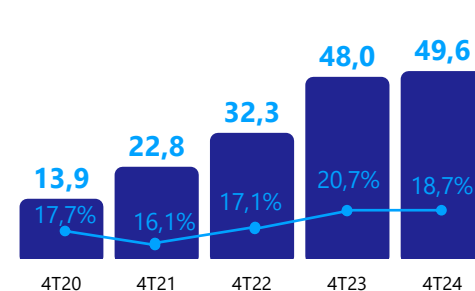


### Anual

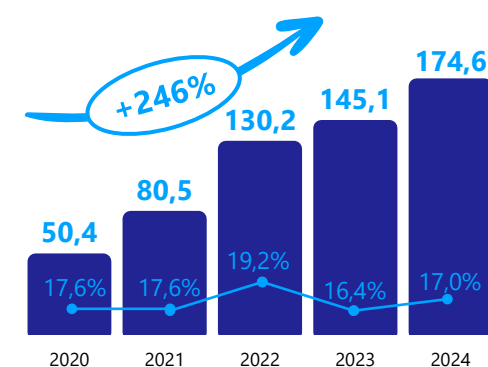


## Lucro Líquido e Margem (R\$ MM)

### Trimestral



### Anual



# Nossa baixa alavancagem proporciona segurança financeira para executar operações transformacionais



Sólida posição de caixa de **R\$ 447,8 milhões** ao final do 4T24



Prazo médio da dívida bruta de **2,8 anos** no 4T24.



**79,9%** da dívida bruta indexada em IPCA no 4T24.

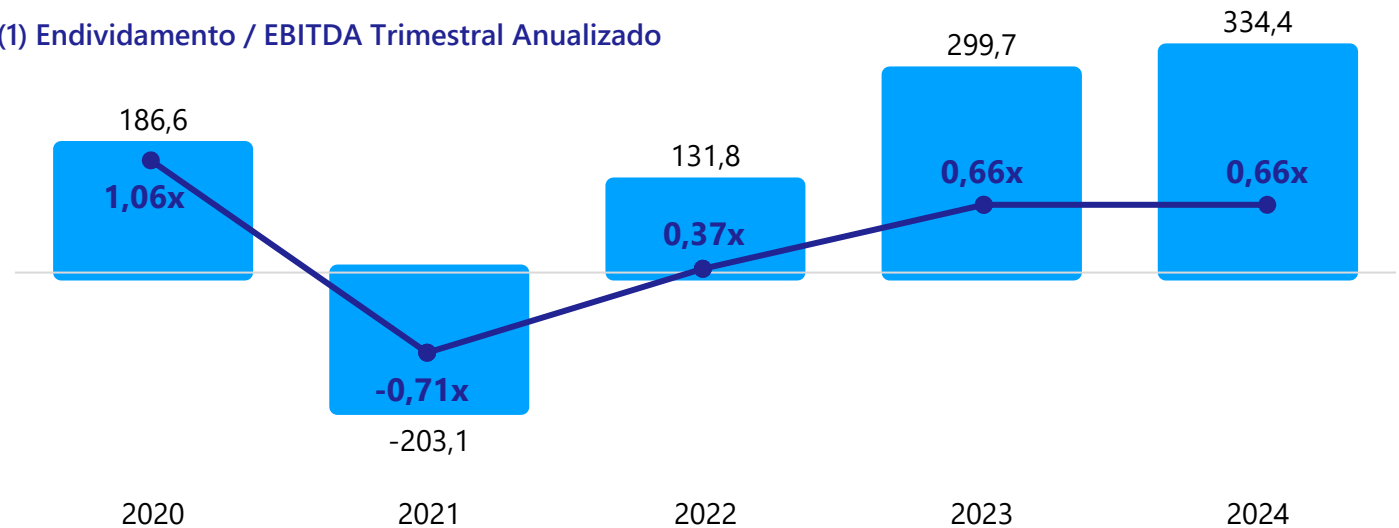
## Eventos Subsequentes

Conclusão da captação de **R\$ 40 milhões** do Programa BNDES FUST, indexado em TR+2,70% a.a.

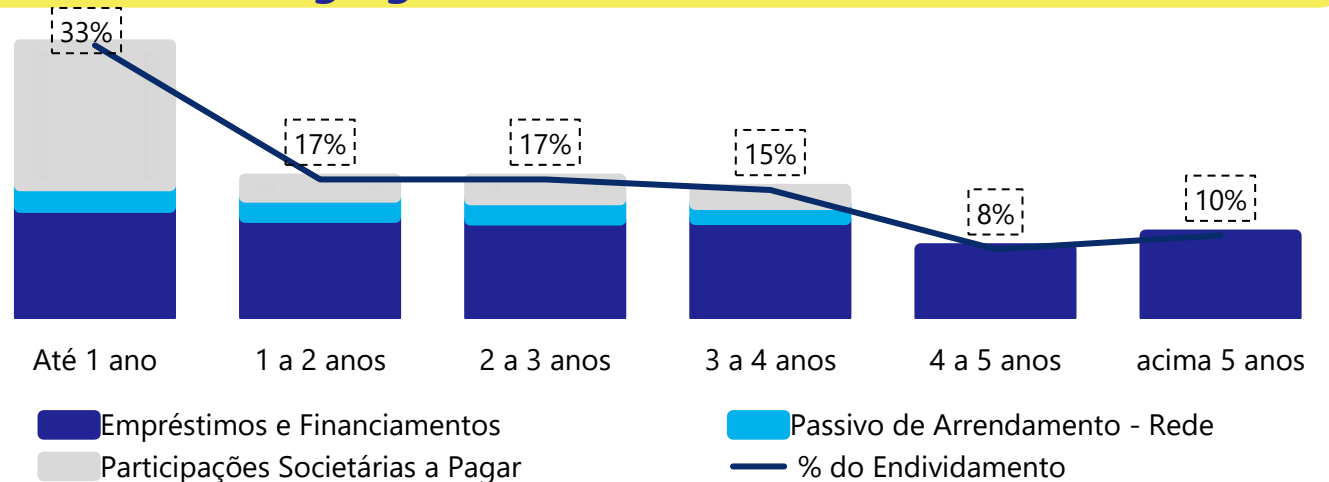
Pagamento de **R\$ 20 milhões** de JCP e **R\$ 15 milhões** de Dividendos no dia 14 de fevereiro de 2025.

## Dívida Líquida e Alavancagem<sup>1</sup> (R\$ MM)

(1) Endividamento / EBITDA Trimestral Anualizado



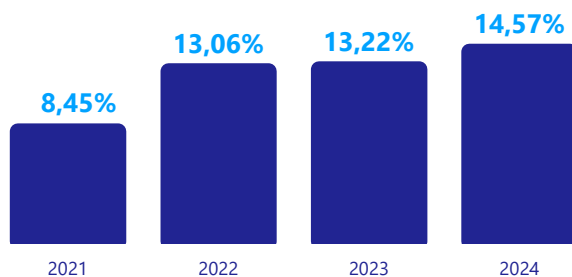
## Aging da Dívida Bruta (R\$ MM)





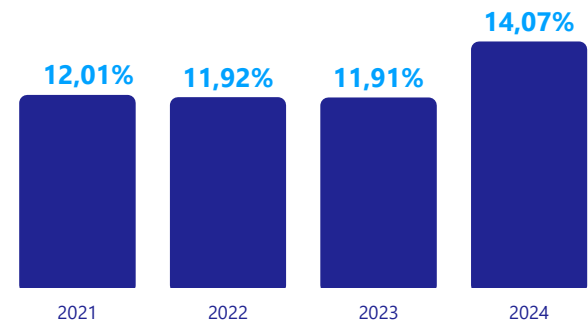
# Unifique: retorno significativo

## ROE



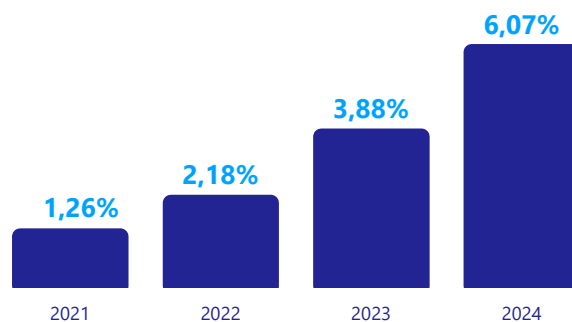
Eficiência na valorização dos investimentos, refletindo no melhor ROE no segmento de ISPs

## ROIC



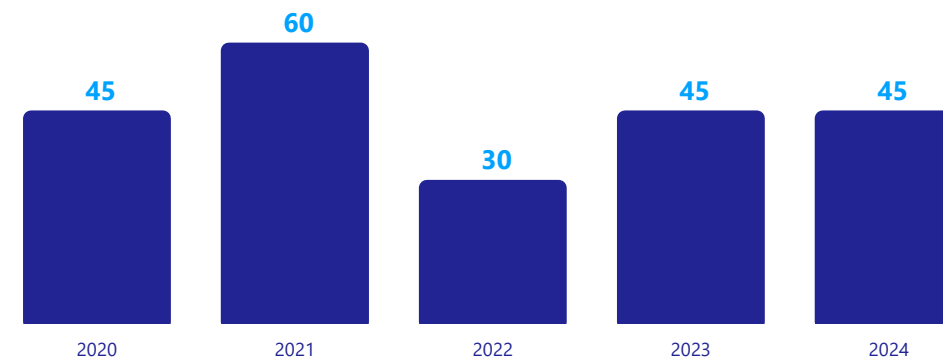
Capacidade de gerar valor sustentável a partir do capital investido

## D.Y.



D.Y. superior no segmento de ISPs, refletindo a capacidade de geração e distribuição de valor

## Pagamento de Dividendos e JCP<sup>1</sup> (R\$ MM)



(1) Exercício de Competência

# Chuvas no Rio Grande do Sul 2024

**Municípios afetados:** 469 (94% do RS)

**Clientes desconectados:**

- 35.000 no auge das enchentes

**Infraestrutura prejudicada:**

- Rotas Backbones;
- Pontos de Presença – POPs;
- Lojas Inundadas.

**Medidas tomadas para o restabelecimento dos serviços:**

- Envio de 55 equipes técnicas O&M de Santa Catarina e 8 equipes técnicas de gerenciamento de rede, que atuaram de forma remota;
- Atuação de 45 dias da equipe técnica no reparo de redes e infraestrutura.



# Q&A

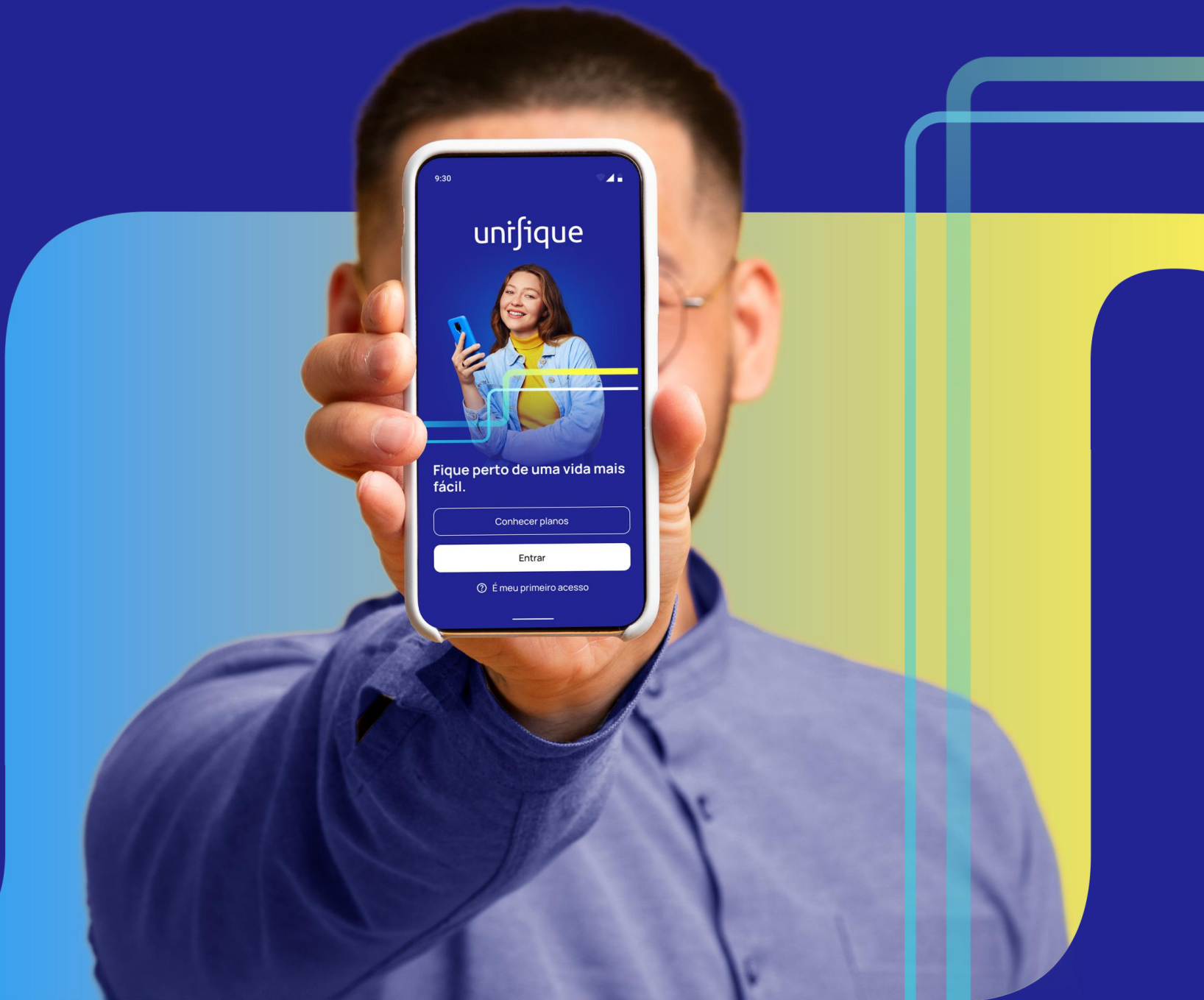
Conectando nosso  
jeito de ser.

Escaneie o QR Code e  
acesse nosso site de RI



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# Results 4Q24



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**The Best Fixed  
Broadband  
Internet in  
Southern Brazil for  
6 consecutive years**

# Highlights 2024

FIQE3  
B3 LISTED NM



## Delivering Organic Growth

+ 41.7%

2023 vs 2024

44,525 organic broadband accesses in 2024.

## Reduced Door Construction

- 64.7%

2023 vs 2024

81,458 doors built in 2024, with the aim of optimising available doors.

## Low Churn

1.63%

Monthly Average in 2024

Reduction of 0.18 p.p. vs. 2023, ensuring greater retention and sustainable growth.

## Cash Generation

108.5%

Of (recurring) EBITDA converted into FCO in 2024, demonstrating our ability to sustain growth and guarantee a return on capital to shareholders.

## Low Financial Leverage

0.66x

Of leverage in 2024, guaranteeing financial security for transformational operations in a challenging economic scenario.

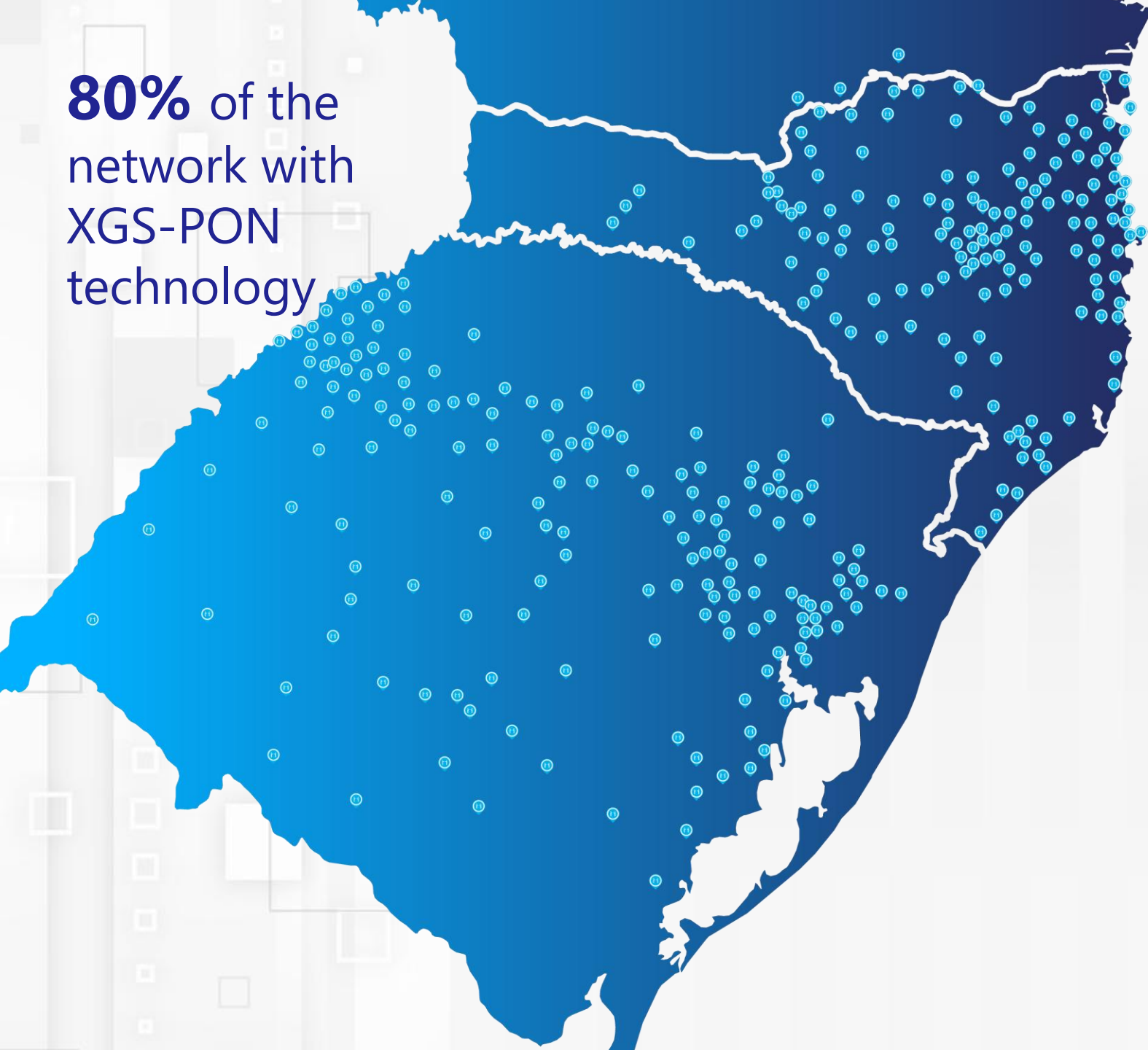
## Investments in 5G

BRL 19.3  
million in 2024

Cash Regime

Controlled and efficient Capex to sustain investments in new services and preserve the company's margins.

**80%** of the network with XGS-PON technology



**81,458** doors built in 2024 vs **231,053** in 2023



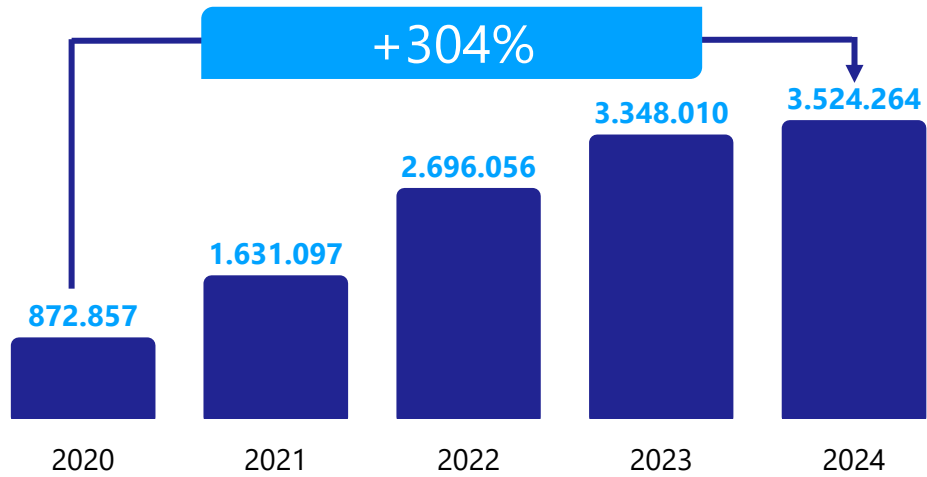
**258** cities served by backbone in 2024 vs **256** cities in 2023



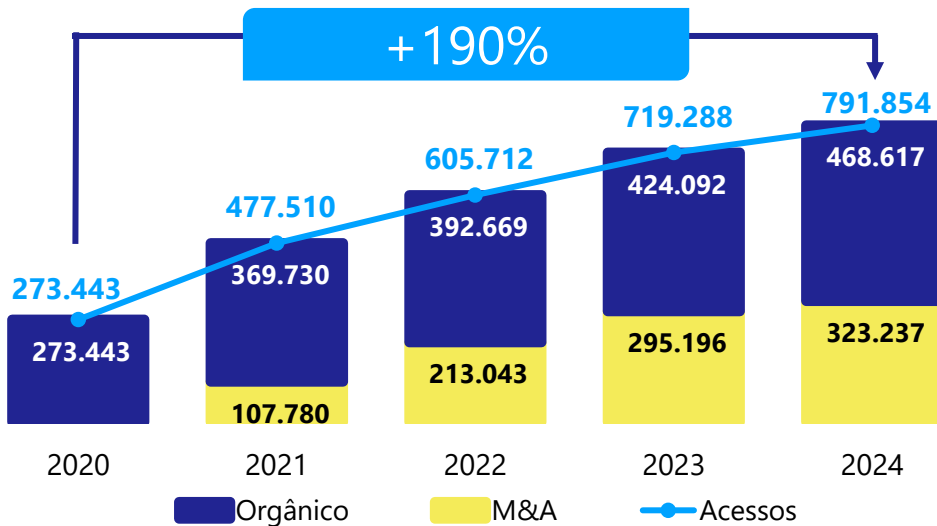
**38.5** thousand km of optical fibre in 2024 vs **33.6** thousand km in 2023

# Operational Performance

## Home Passed



## Home Connected



## Consistent growth in recent years

### Home Passed

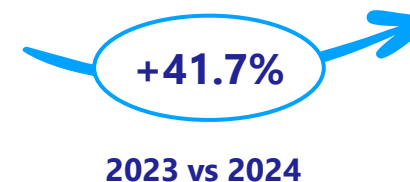


### Home Connected



44,525 accesses

Organic growth



1.63%

Access churn  
Broadband





11 Cities with  
Own Coverage  
dec/2024

Santa Catarina:  
9 cities

Rio Grande do Sul:  
2 cities



**BRL 10.7 milions**

Gross Revenue in 2024  
Mobile Telephony



**BRL 19.3 milions**

Capex Realised in 2024  
Mobile Telephony

Cash Regime



**305 Thousand**

Population covered  
Dec/2024



**95,348**

Accesses Dec/2024  
Mobile Telephony

# 5G

Innovation that guarantees the  
sustainability of telecommunications

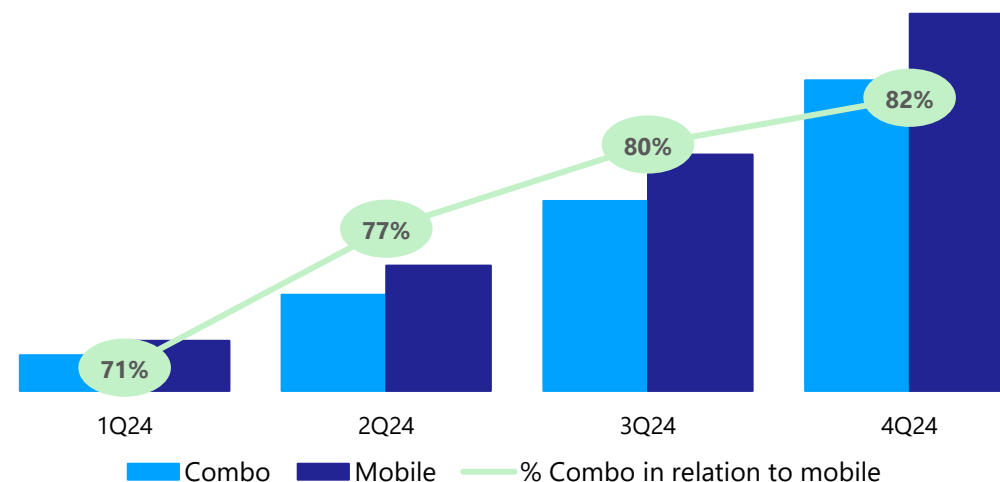
**Plans from  
6GB to 35G**

With prices ranging from  
BRL 29.90 to BRL 118.90  
Post-paid plans

**56.07%**

Ported lines from other  
operators

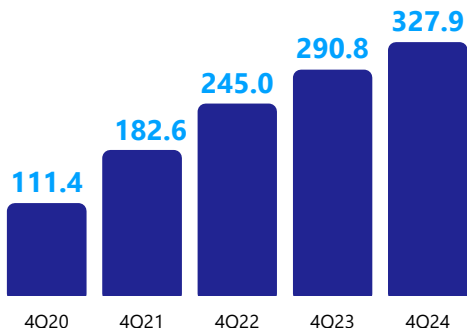
Access base with Combos  
Mobile and Broadband



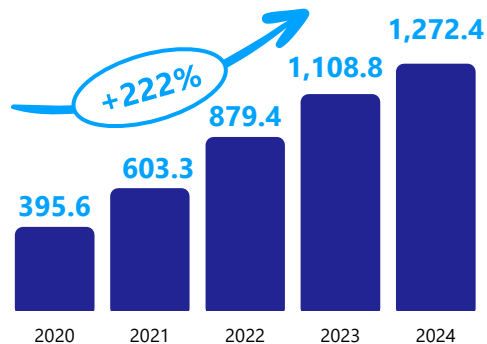
# Financial Performance

## Gross Revenue (BRL million)

### Quarterly

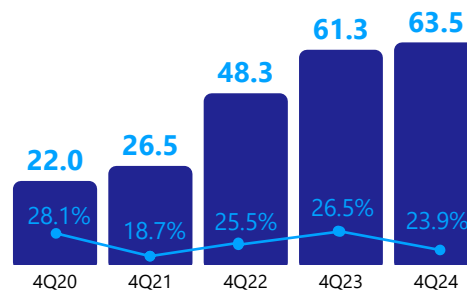


### Yearly

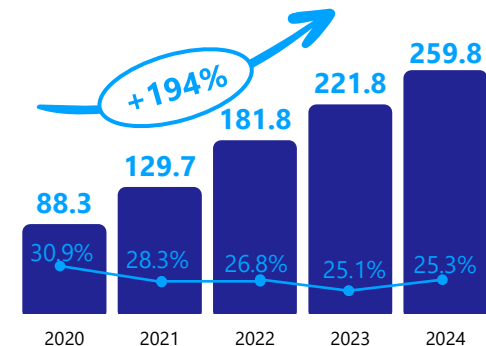


## EBIT and Margin (BRL million)

### Quarterly

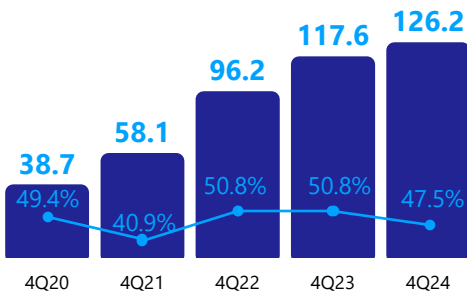


### Yearly



## EBITDA and Margin (BRL million)

### Quarterly

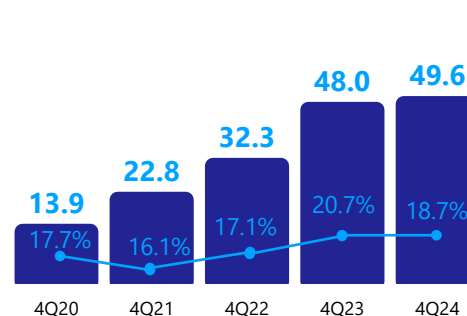


### Yearly

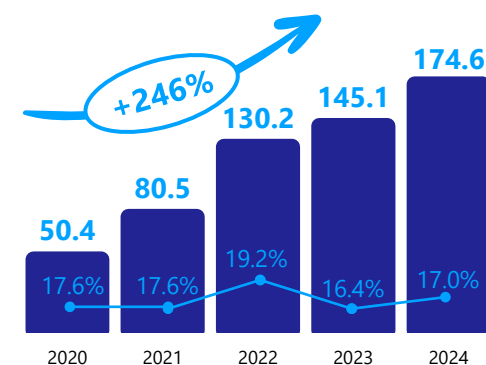


## Net Profit and Margin (BRL million)

### Quarterly



### Yearly



# Our low leverage provides the financial security to carry out transformational operations



Solid cash position of **BRL 447.8 million** at the end of 4Q24



Average gross debt maturity of **2.8 years** in 4Q24.



**79.9%** of gross debt indexed to IPCA in 4Q24.

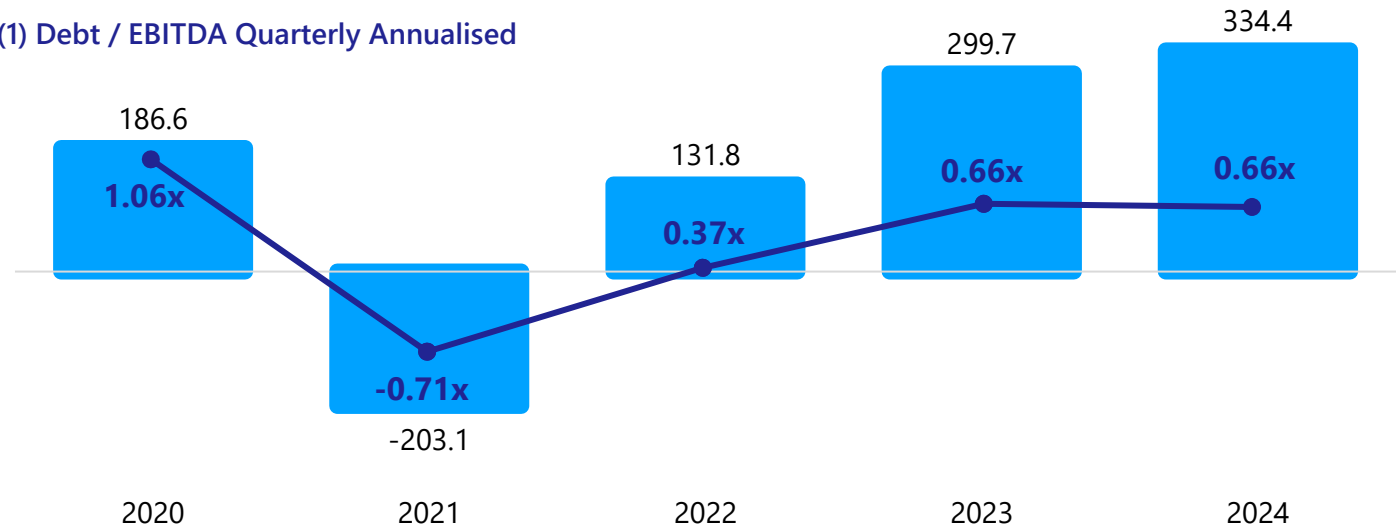
## Subsequent Events

Conclusion of funding of **BRL 40 million** from the BNDES FUST Programme, indexed at TR+2.70% p.a.

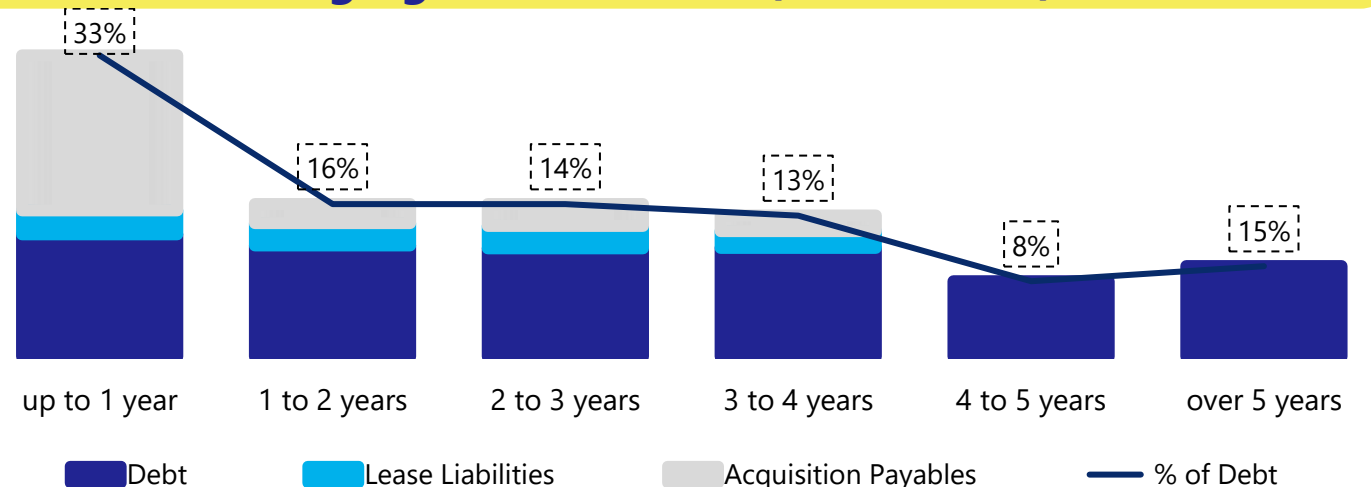
Payment of **BRL 20 million** in interest on capital and **BRL 15 million** in dividends on 14 February 2025.

## Net Debt and Gearing<sup>1</sup> (BRL million)

(1) Debt / EBITDA Quarterly Annualised

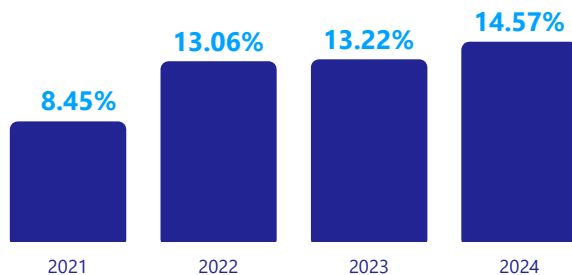


## Aging of Gross Debt (BRL million)



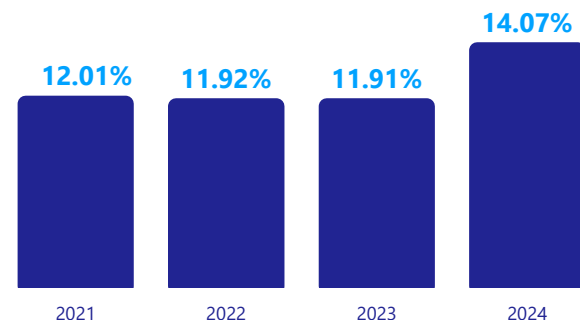
# Unifique: significant return

## ROE



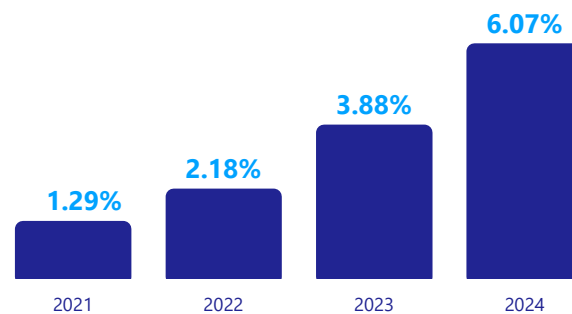
Efficiency in valuing investments, reflected in the best ROE in the ISP segment

## ROIC



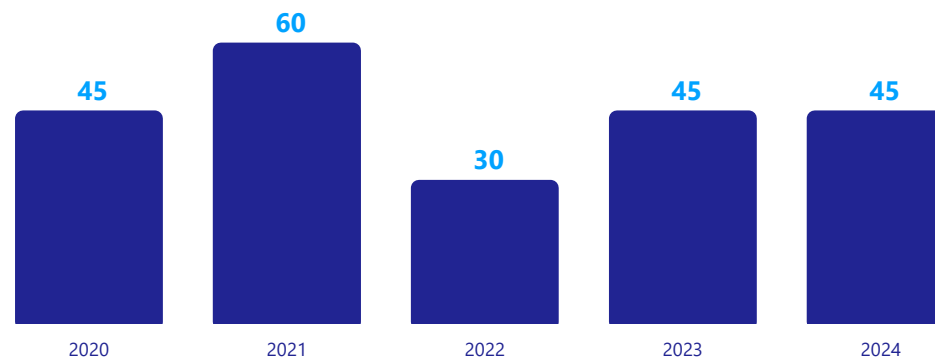
Ability to generate sustainable value from invested capital

## D.Y.



Higher D.Y. in the ISP segment, reflecting the ability to generate and distribute value

## Payment of Dividends and JCP<sup>1</sup> (BRL million)



(1) Exercício de Competência

# Rain in Rio Grande do Sul 2024

**Municipalities affected:** 469 (94% of RS)

**Disconnected customers:**

- 35,000 at the height of the floods

**Damaged infrastructure:**

- Backbones Routes;
- Points of Presence - POPs;
- Flooded shops.

**Actions taken to restore services::**

- Sending 55 O&M technical teams from Santa Catarina and 8 network management technical teams, who acted remotely;
- The technical team spent 45 days repairing networks and infrastructure.



# Q&A

Connecting our way  
of being.

Scan the QR Code and  
access our IR website



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