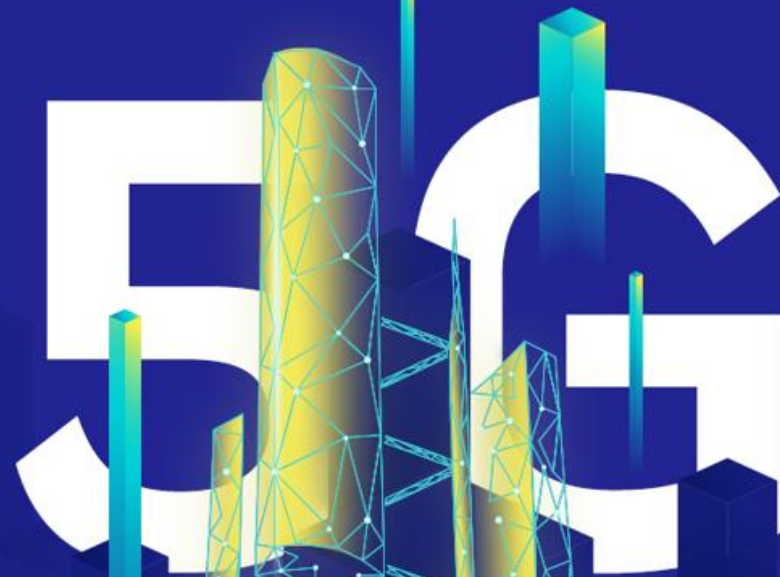


Resultados

1T25

unifique

ri.unifique.com.br



Destaques 1T25



R\$ 335,9 milhões
Receita Bruta

+2,4%

4T24 vs 1T25

R\$ 133,6 milhões
EBITDA Recorrente

+5,4%

4T24 vs 1T25

Margem Ebitda 49,6%

131.926 acessos
Crescimento Telefonia Móvel

+38,4%

4T24 vs 1T25

36.578 novos acessos no trimestre

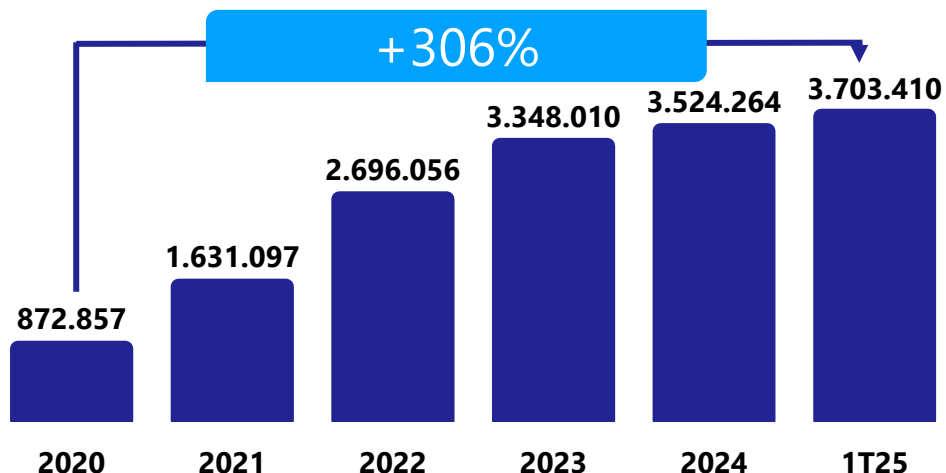
1,58%
Churn de acesso
Banda Larga

-0.23 p.p

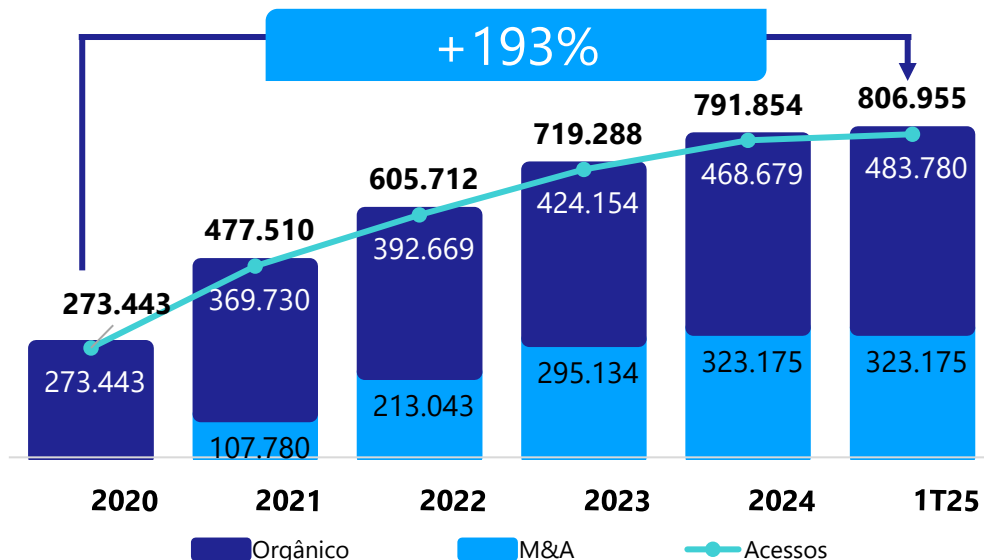
1T24 vs 1T25

Desempenho Operacional – Banda Larga

Home Passed



Home Connected



Crescimento consistente nos últimos anos

Casas Passadas

"Home Passed – HP"



4T24 vs 1T25

Casas Conectadas

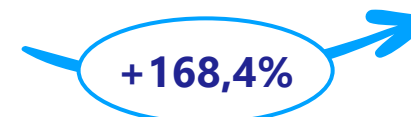
"Home Connected – HC"



4T24 vs 1T25

15.101 acessos

No trimestre
Crescimento orgânico

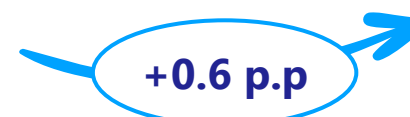


1T24 vs 1T25

Market Share

20,9%

Santa Catarina



1T24 vs 1T25

37 Cidades com Cobertura Própria

março/2025

Santa Catarina:
27 cidades

Rio Grande do Sul:
10 cidades



R\$ 10,7 milhões

Receita Bruta no 1T25
Telefonia Móvel



R\$ 30 milhões

Capex Realizado no 1T25
Telefonia Móvel

Regime de Caixa



901 mil

População coberta
aproximadamente
mar/2025



131.926

Acessos mar/2025
Telefonia Móvel

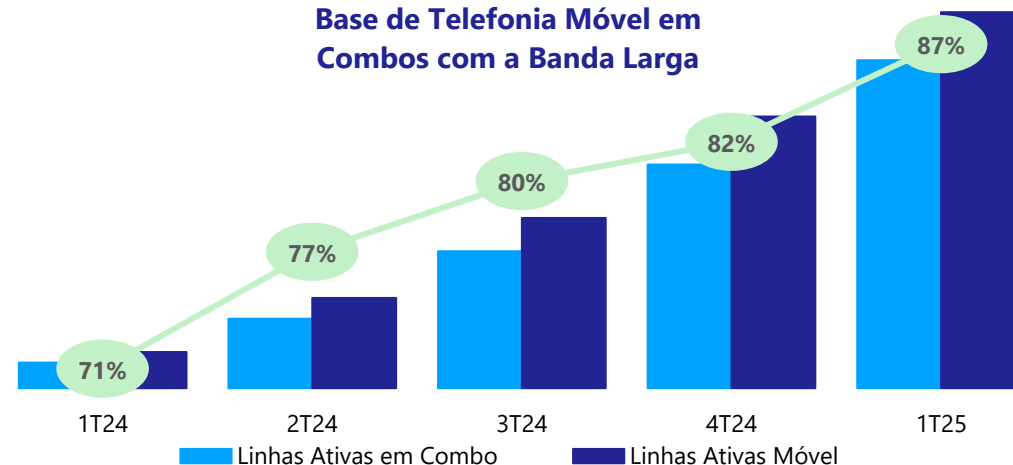
5G

A Inovação que garante a sustentabilidade das telecomunicações

56,85%

Linhas portadas de outras operadoras

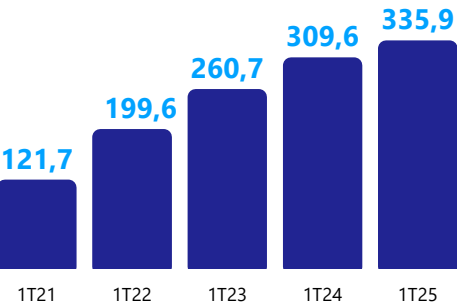
Base de Telefonia Móvel em Combos com a Banda Larga



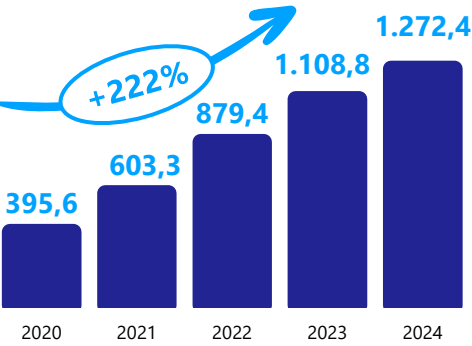
Desempenho Financeiro

Receita Bruta (R\$ MM)

Trimestral

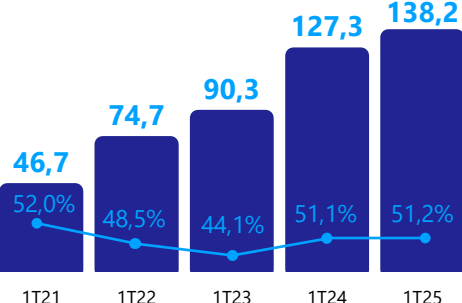


Anual

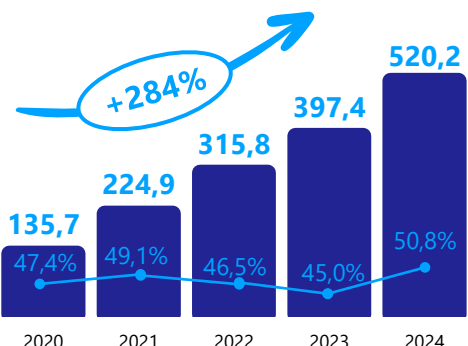


Lucro Bruto e Margem Bruta (R\$ MM)

Trimestral

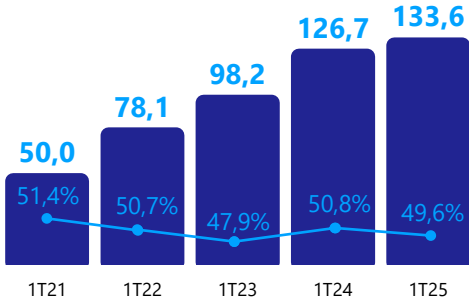


Anual

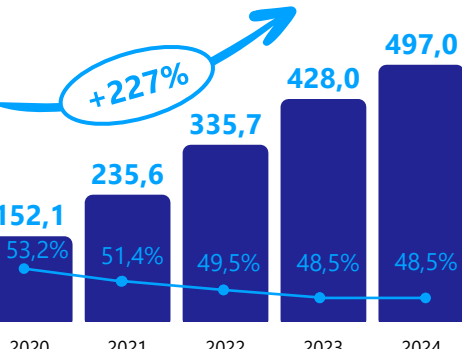


EBITDA Recorrente e Margem Ebitda (R\$ MM)

Trimestral

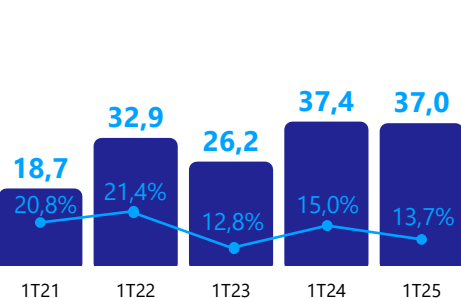


Anual



Lucro Líquido e Margem Líquida (R\$ MM)

Trimestral

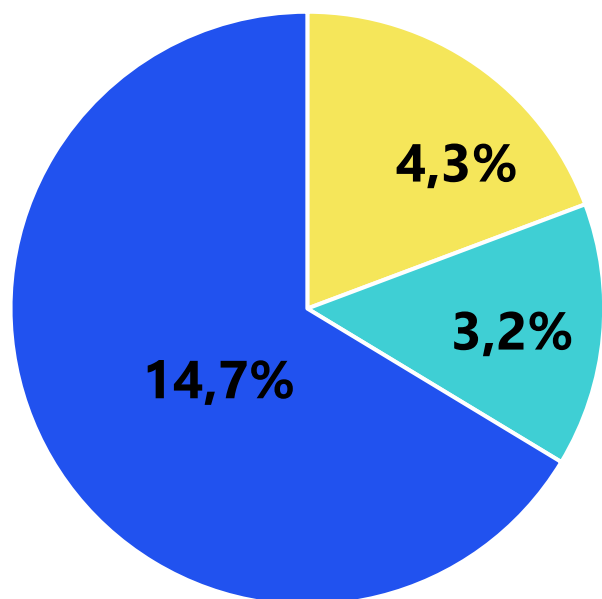


Anual



Nossos Serviços além da conectividade

Receita além da Internet Banda Larga



■ Telefonia Fixa ■ Telefonia Móvel ■ Demais serviços



Telecom

- Internet Banda Larga
- Telefonia Celular
- Telefonia Fixa
- TV por Assinatura
- Wi-Fi Business



TIC

Tecnologia da Informação e Comunicação

- Cibersegurança
- Cloud
- Gestão Infraestrutura TI



Novos negócios

- Câmeras de Segurança
- Seguros Residenciais
- Telemedicina
- Casa Inteligente
- Investimentos

Nossa baixa alavancagem proporciona segurança financeira para executar operações transformacionais



Sólida posição de caixa de **R\$ 457,6 milhões** ao final do 1T25



Prazo médio da dívida bruta de **2,8 anos** no 1T25.



76,4% da dívida bruta indexada em IPCA no 1T25.

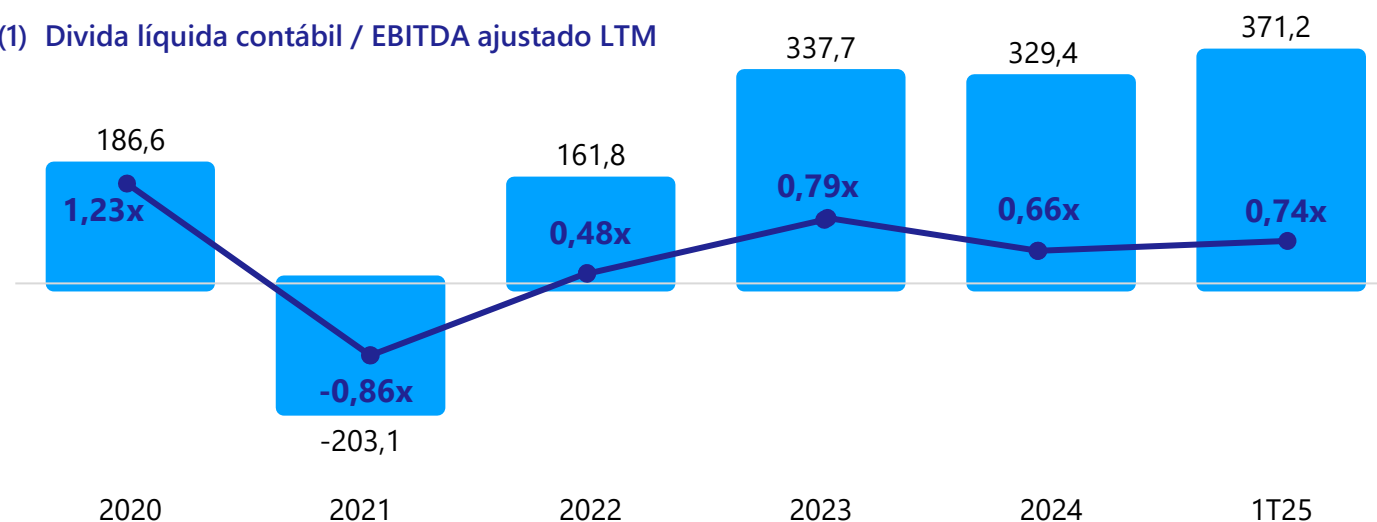
Eventos Recentes

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

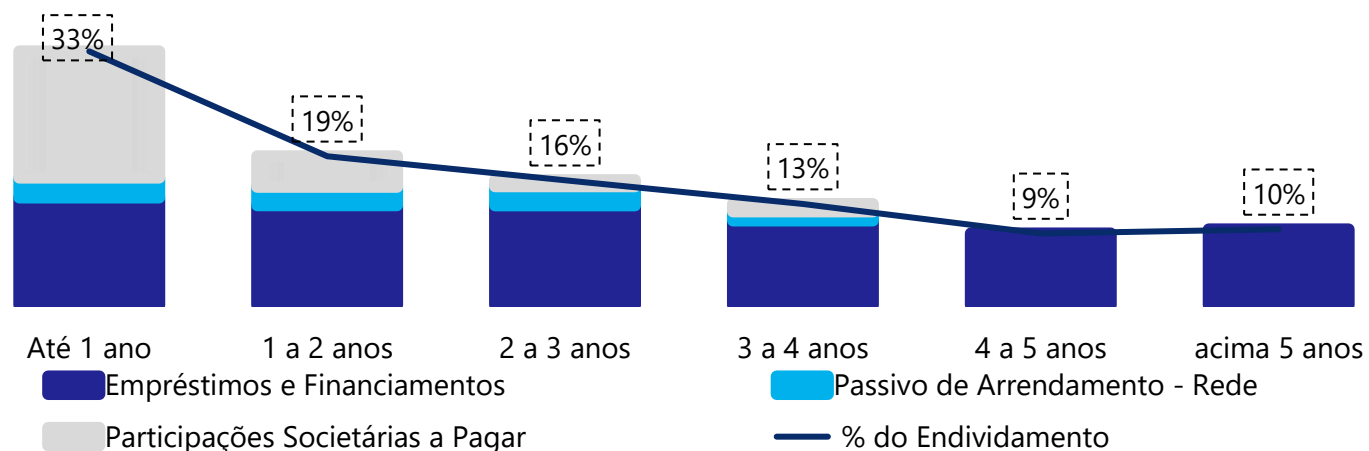
Pagamento de **R\$ 20 milhões** de JCP e **R\$ 15 milhões** de Dividendos em fevereiro de 2025.

Dívida Líquida e Alavancagem¹ (R\$ MM)

(1) Dívida líquida contábil / EBITDA ajustado LTM



Aging da Dívida Bruta (R\$ MM)



Q&A

Conectando nosso
jeito de ser.

Escaneie o QR Code e
acesse nosso site de RI



unifique

ri@redeunifique.com.br
ri.unifique.com.br



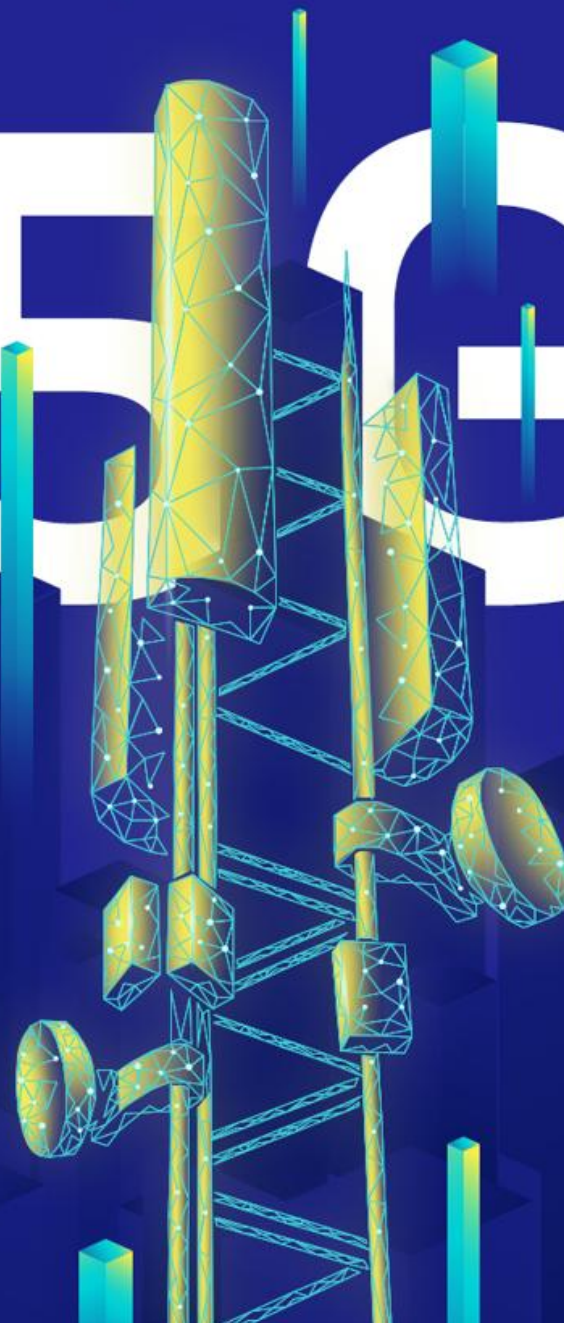
Results

1Q25

unifique

ri.unifique.com.br

5G



Highlights 1Q25



BRL 335.9 million
Gross Revenue

+2.4%

4Q24 vs 1Q25

BRL 133.6 million
Recurring EBITDA

+5.4%

4Q24 vs 1Q25

EBITDA Margin **49.6%**

131,926 acesses
Mobile Subscriber Growth

+38.40

4Q24 vs 1Q25

36,578 new acesses in the quarter

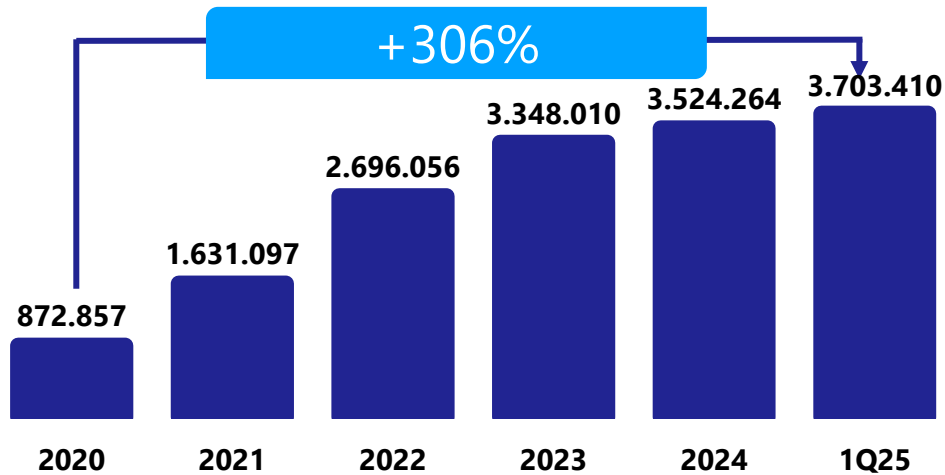
1.58%
**Broadband Access
Churn**

-0.23 p.p

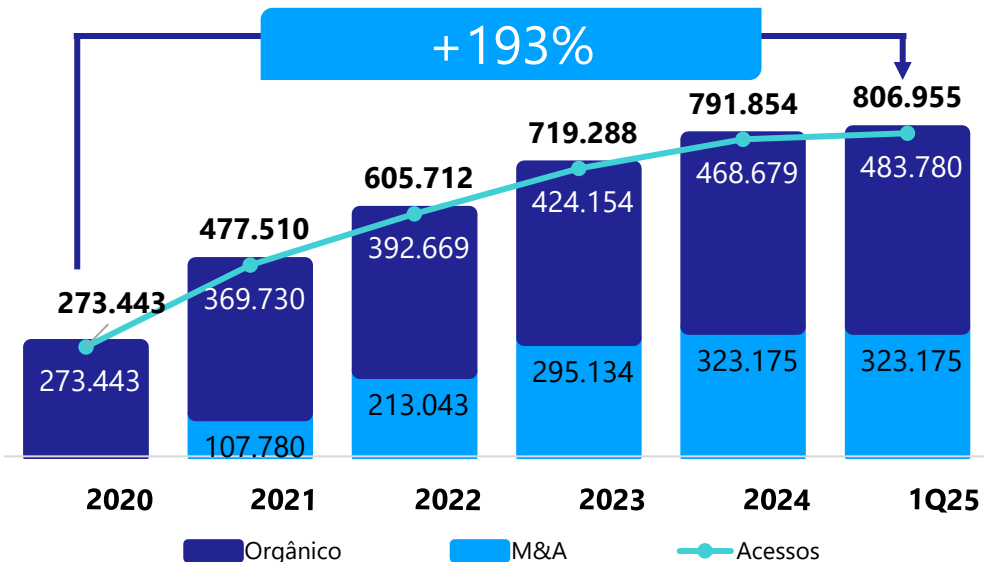
1Q24 vs 1Q25

Operational Performance

Home Passed

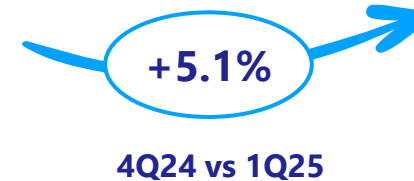


Home Connected

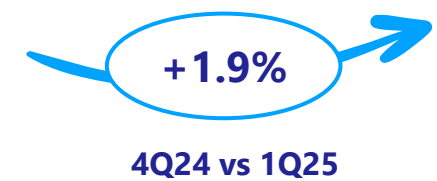


Consistent growth in recent years

Home Passed - HP

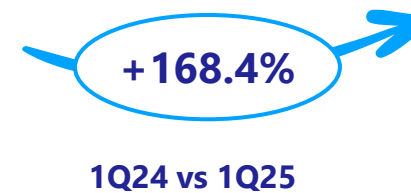


Home Connected – HC



15,101 acesses

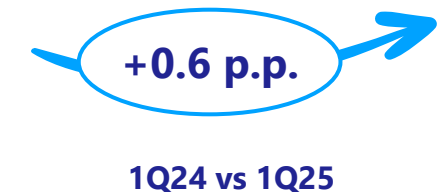
Organic growth



Market Share

20.9%

Santa Catarina



**37 Cities with
Own Coverage**

march/2025

**Santa Catarina:
27 cities**

**Rio Grande do Sul:
10 cities**



BRL 10.7 million

Gross Revenue in 1Q25
Mobile Telephony



BRL 30 millions

Capex Realised in 1Q25
Mobile Telephony
Cash Regime



901 Thousand
Population covered
march/2025



131,926
Accesses March/2024
Mobile Telephony

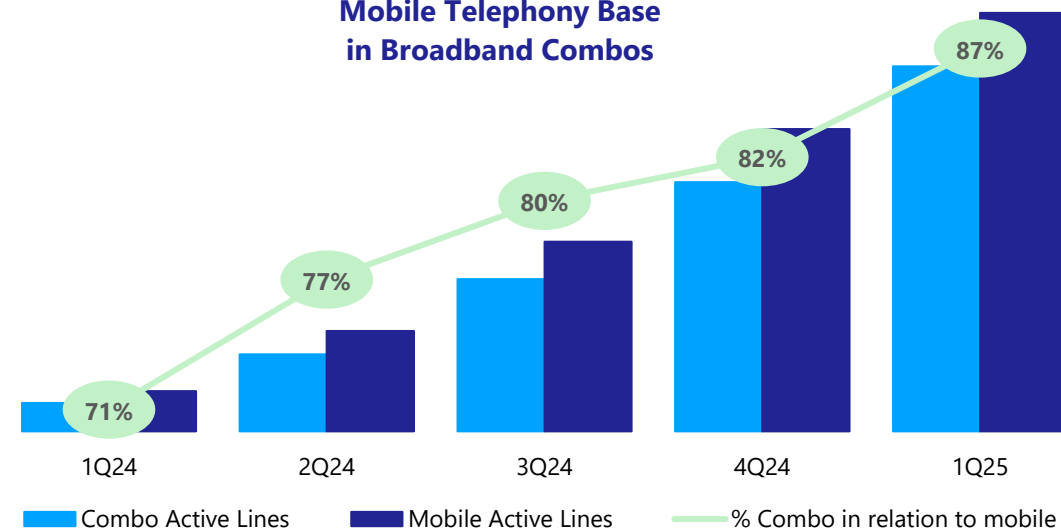
5G

Innovation that guarantees the
sustainability of telecommunications

56.85%

Ported lines from other operators

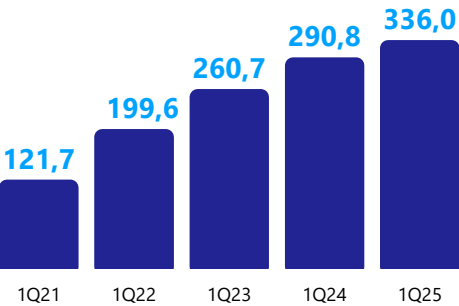
Mobile Telephony Base
in Broadband Combos



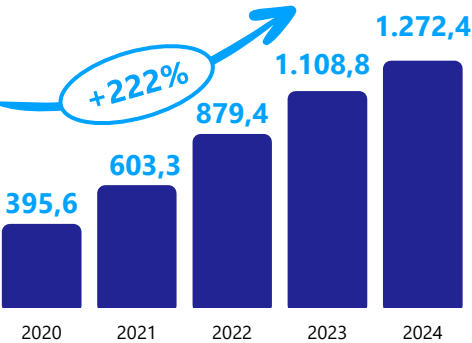
Financial Performance

Gross Revenue (BRL million)

Quarterly

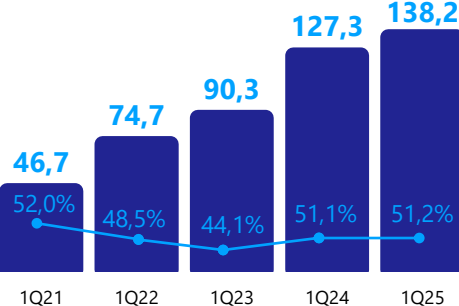


Yearly

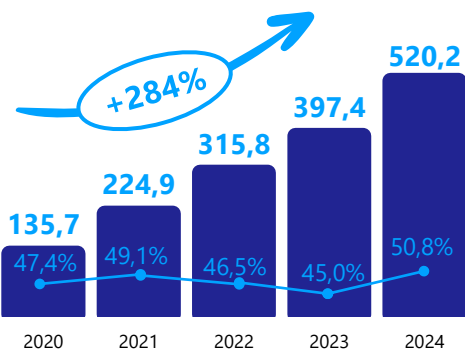


Gross Profit and Gross Margin (BRL million)

Quarterly

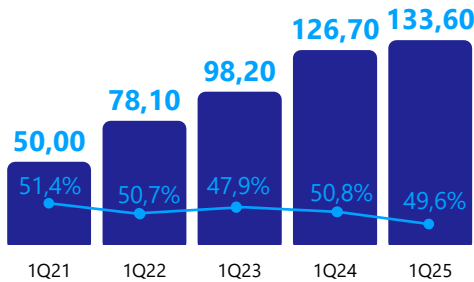


Yearly

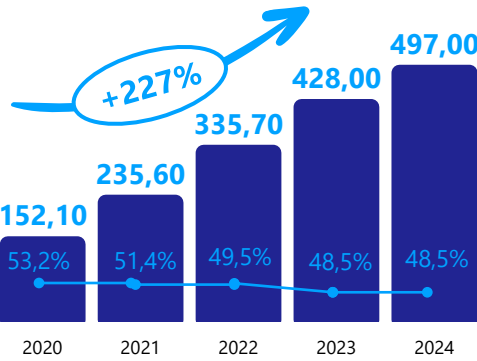


EBITDA and Margin (BRL million)

Quarterly

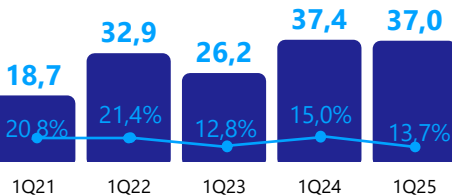


Yearly

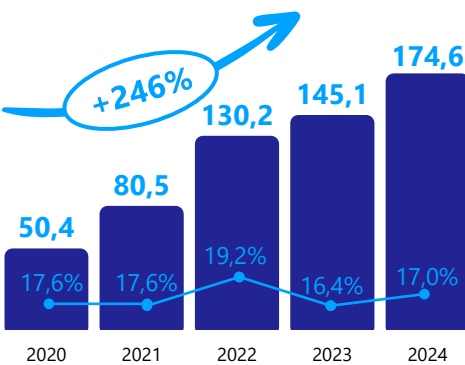


Net Profit and Margin (BRL million)

Quarterly

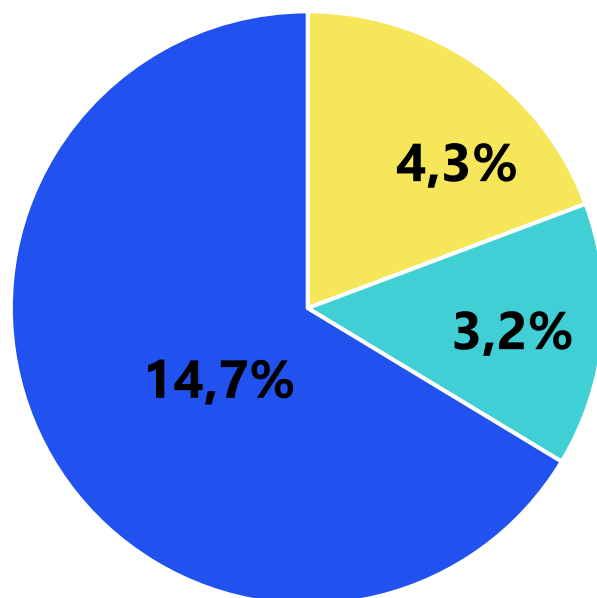


Yearly



Our Services Beyond Connectivity

Revenue beyond the Internet Broadband



■ Fixed Telephone ■ Mobile ■ Other Services



Telecom

- Broadband Internet
- Mobile Phone
- Fixed-line Service
- Subscription TV
- Wi-Fi Business



TIC

Information Technology

- Cibersecurity
- Cloud
- Infrastructure management



New Business

- Security câmera
- Residential Insurance
- Telemedicine
- Connected Home
- Investment

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



Solid cash position of **BRL 457.6 million** at the end of 1Q25.



Average gross debt maturity of **2.8 years** in 1Q25.



76.4% of gross debt indexed to IPCA in 4Q24.

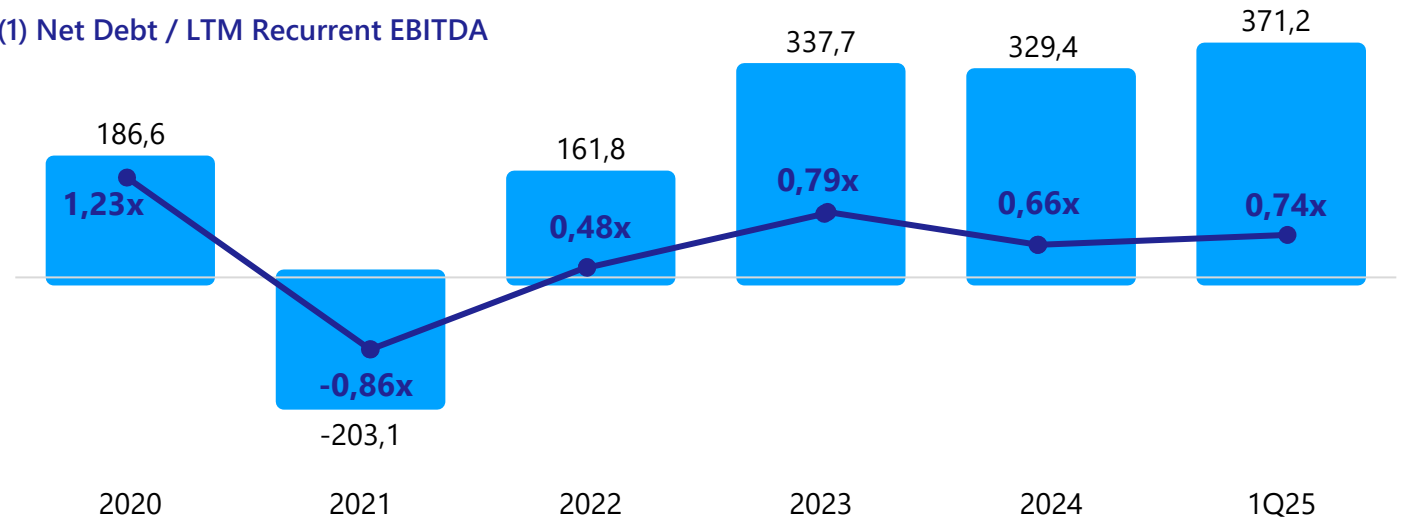
Recent Events

Completion of the raising of **R\$ 40 million** from the BNDES FUST Program, indexed to TR + 2.70% per year.

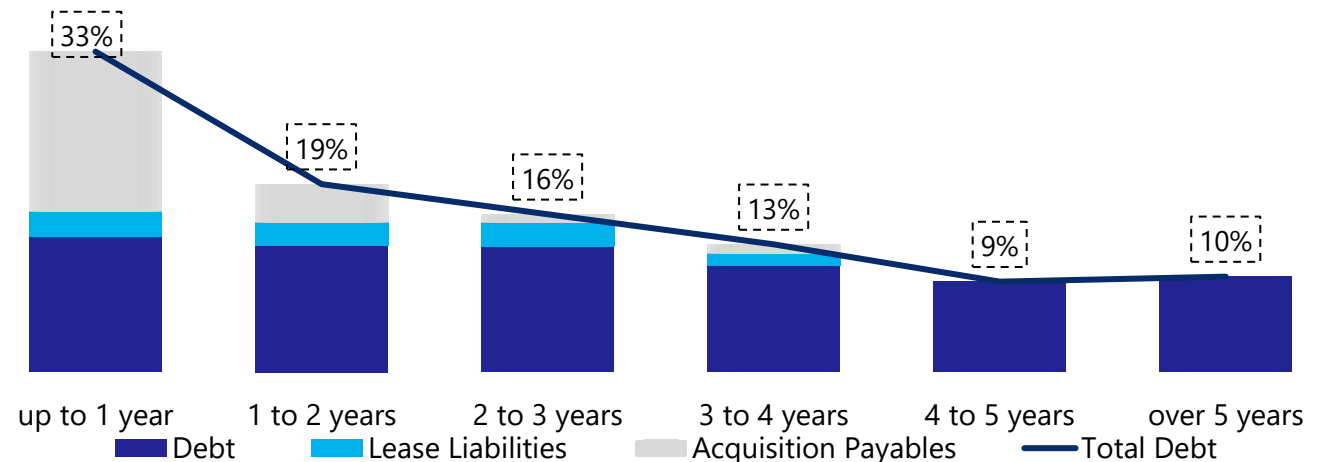
Payment of **R\$ 20 million** in Interest on Equity (JCP) and **R\$ 15 million** in Dividends in February 2025.

Net Debt and Gearing¹ (BRL million)

(1) Net Debt / LTM Recurrent EBITDA



Aging of Gross Debt (BRL million)



Q&A

Conectando nosso
jeito de ser.

Escaneie o QR Code e
acesse nosso site de RI



unifique

ri@redeunifique.com.br
ri.unifique.com.br

