



Resultados

3T24

unifisque

Destques 3T24



Margem Ebitda **50,2%**
+2.3p.p. vs. 2T24



No 3T24 **93,9%** do Ebitda
(recorrente) convertido em fluxo de
caixa operacional
96,5% em 9M24



Crescimento orgânico de **15.123**
acessos, representando um aumento
de **76,0%** vs. 2T24

FIQE3
B3 LISTED NM



"brAA-" Perspectiva Estável

S&P Global

R\$ 319,4 milhões
Receita Bruta



3T23 vs 3T24

R\$ 255,3 milhões
Resultado Líquido do
Período



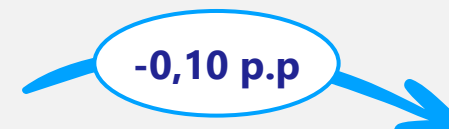
3T23 vs 3T24

R\$ 121,5 milhões
EBITDA Recorrente



3T23 vs 3T24

1,61%
Churn de acesso

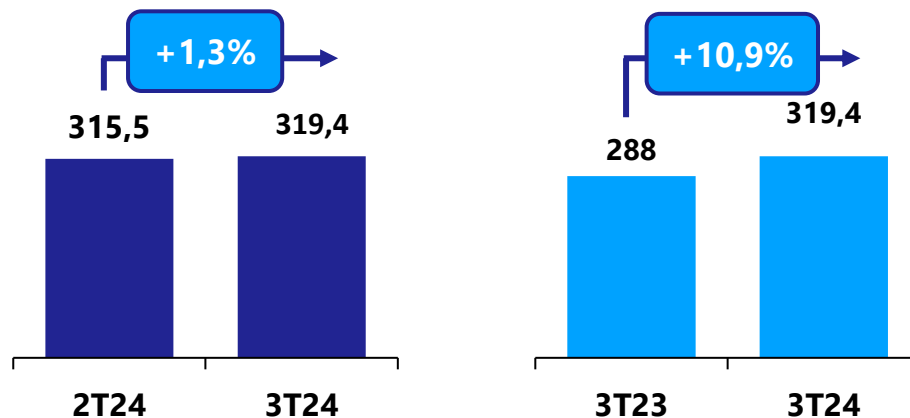


3T23 vs 3T24

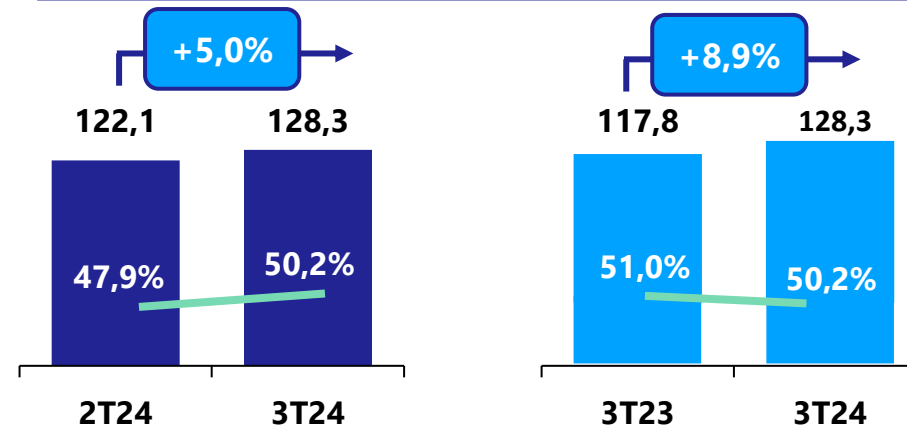
Desempenho Econômico - Financeiro



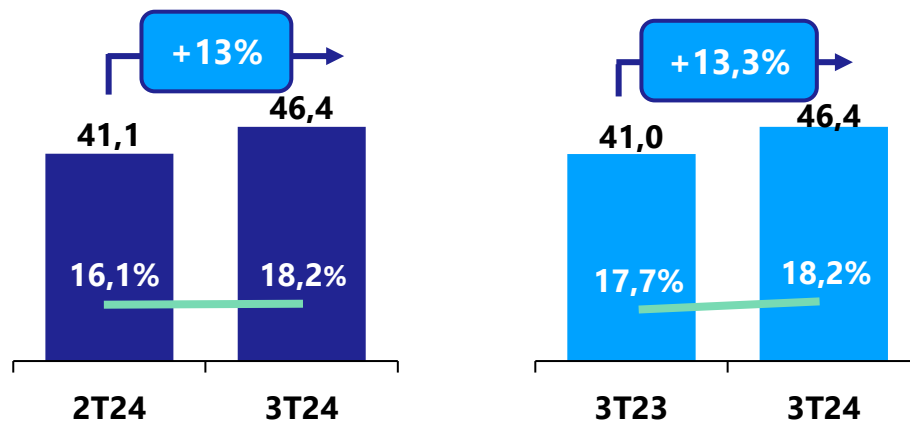
Receita Bruta (RS MM)



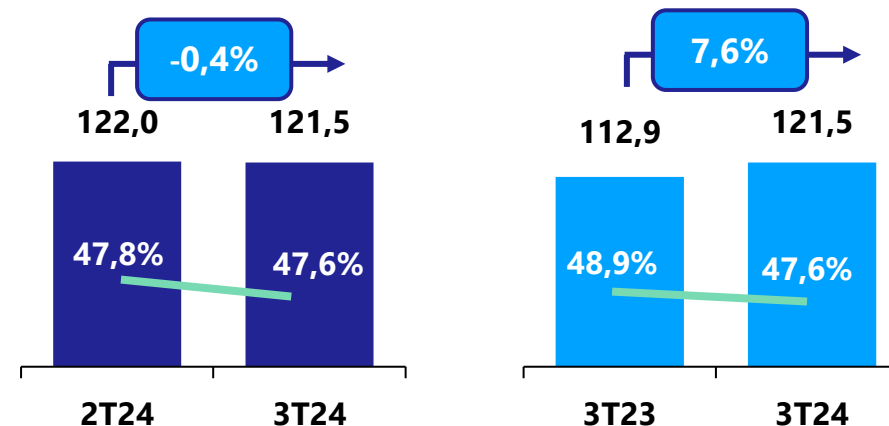
EBITDA e Margem (RS MM)



Lucro Líquido e Margem (R\$ MM)



EBITDA Recorrente e Margem (R\$ MM)



Endividamento



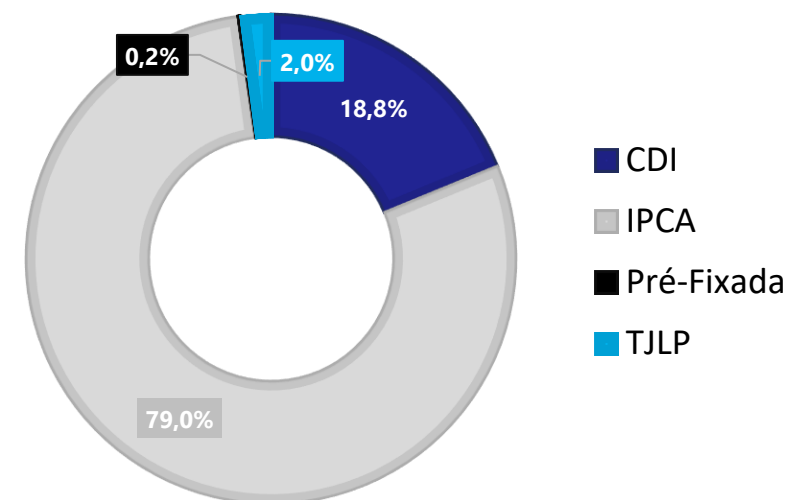
R\$ milhões

Endividamento Gerencial	2T24	3T24	Δ%
Empréstimos e Financiamentos	572,2	573,0	0,1%
Circulante	110,1	116,0	5,3%
Não Circulante	462,1	457,1	(1,1%)
Participações Societárias a pagar	223,8	203,7	(9,0%)
Circulante	158,6	145,8	(8,0%)
Não Circulante	65,3	57,9	(11,3%)
Passivo de Arrendamento - Rede	85,1	80,1	(5,8%)
Circulante	21,5	21,4	(0,3%)
Não Circulante	63,6	58,7	(7,7%)
(+) Endividamento Total	881,1	856,9	(2,8%)
Curto Prazo	290,2	283,2	(2,4%)
Longo Prazo	590,9	573,6	(2,9%)
(-) Caixa e Equivalentes de Caixa	541,4	514,6	(4,9%)
(-) Ações em Tesouraria¹	30,2	36,8	-
(=) Dívida Líquida Gerencial	309,6	305,4	(1,3%)

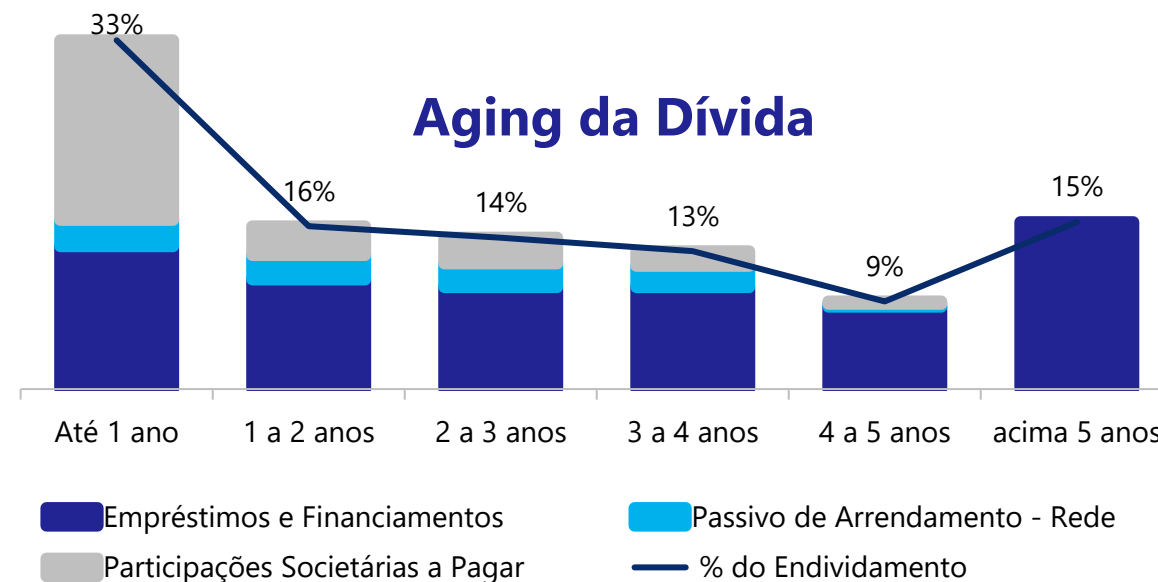
(1) Valor de Mercado

R\$ milhões

Alavancagem Financeira	2T24	3T24	Δ%
Dívida Líquida Gerencial	309,6	305,4	(1,3%)
EBITDA Recorrente Trim. Anualizado	488,0	486,0	(0,4%)
Dív.Líquida / EBITDA Trim. Anual.	0,63x	0,63x	-

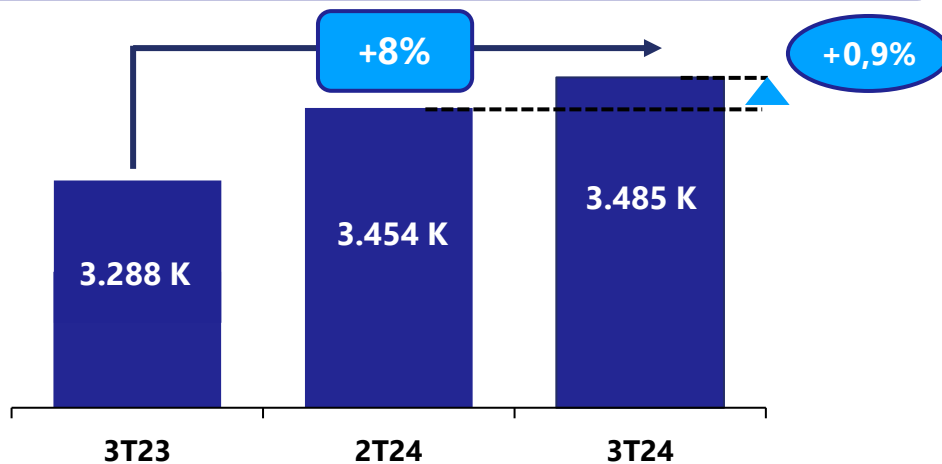


Aging da Dívida

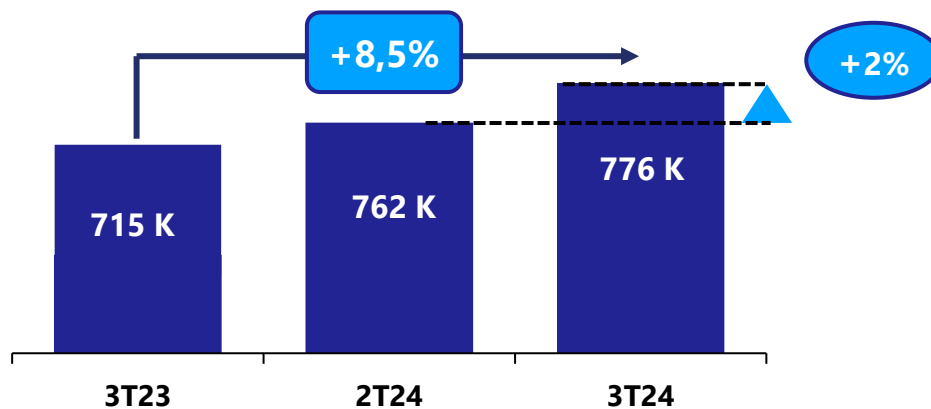


Desempenho Operacional

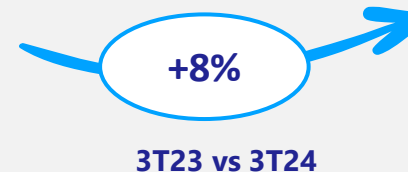
Home Passed



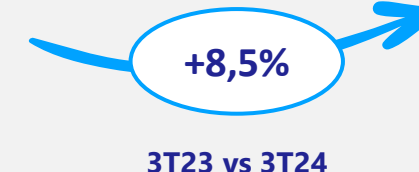
Home Connected



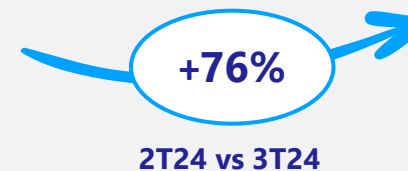
Casas Passadas "Home Passed – HP"



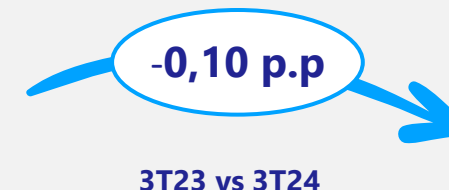
Casas Conectadas "Home Connected – HC"



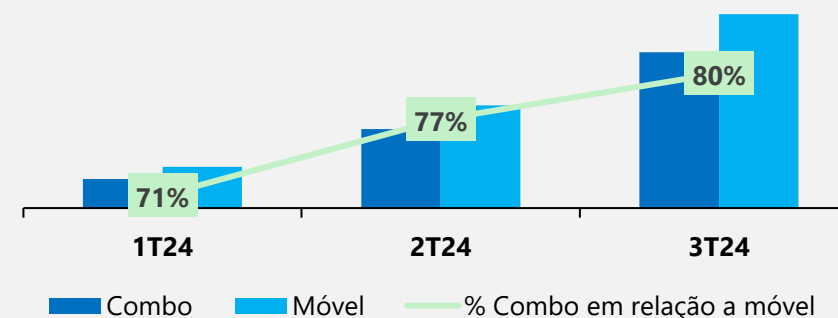
15.123 acesso Crescimento orgânico



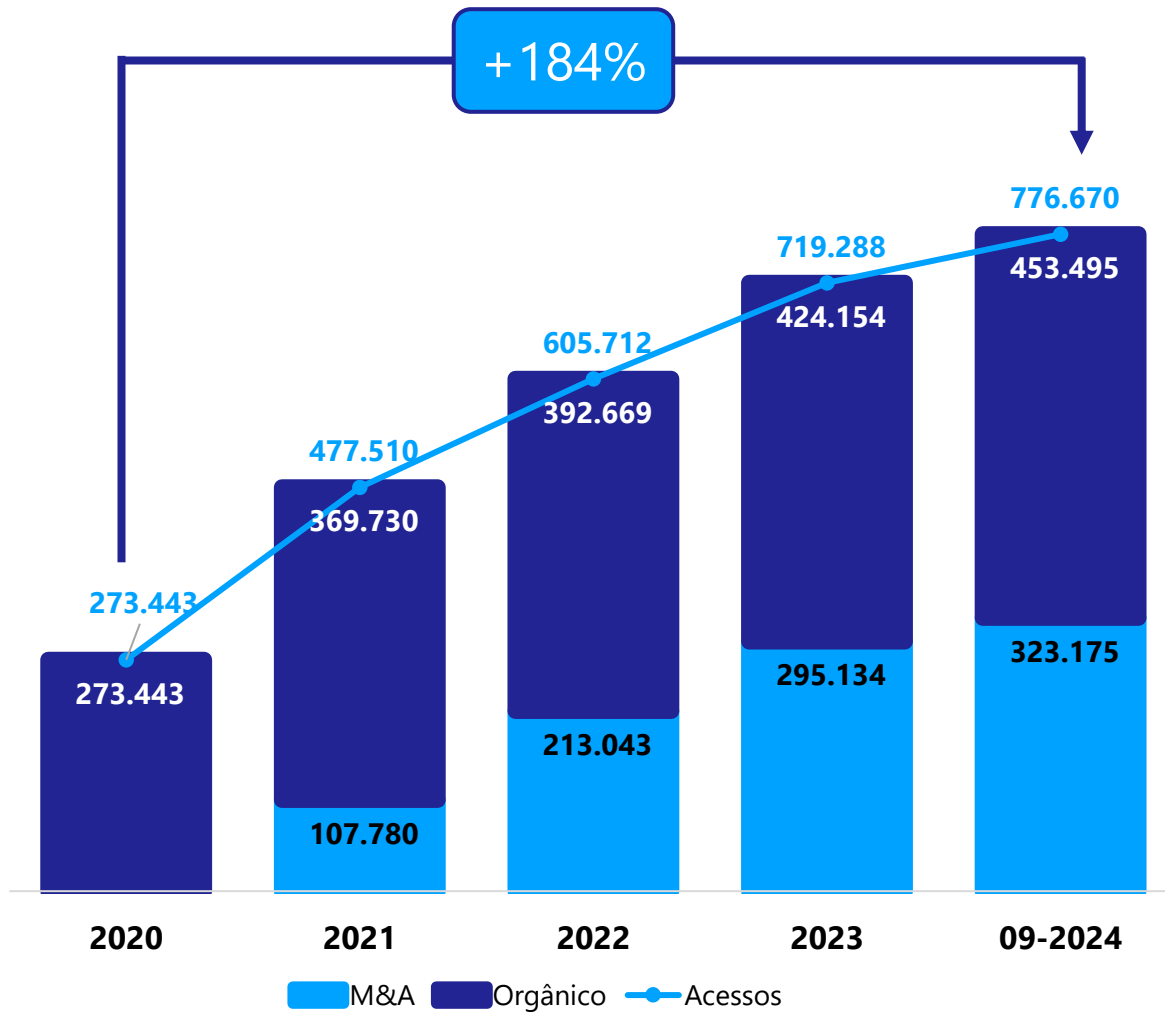
1,61% Churn de acesso



Base de Clientes Combo



Crescimento consistente nos últimos anos na Banda Larga Fixa



Liderança na Região Sul

Market Share

20,9%

Líder em Santa Catarina

Santa Catarina

Líder em **69**
cidades

Rio Grande do Sul

Líder em **38**
cidades

8 Cidades com Cobertura Própria

Santa Catarina: 7 cidades

Rio Grande do Sul: 1 cidade

R\$ 2,8 milhões

Receita Bruta 3T24
Telefonia Móvel

+ 156,9%

2T24 vs 3T24

59.754

Acessos em 3T24
Telefonia Móvel

+ 88,8%

2T24 vs 3T24

170.440 mil

População coberta

+ 21,1%

R\$ 8,4 milhões

Capex Realizado em 9M24
Telefonia Móvel



5G



Operação MNO e MVNO da Unifique

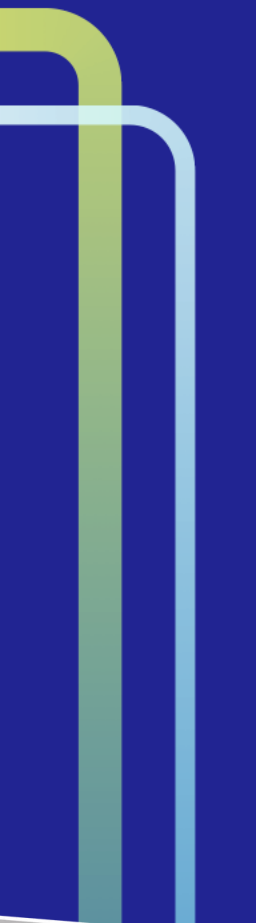


No restante do país

A Unifique atuará como MVNO Autorizada da TIM e poderá contar com MVNOs Credenciadas, que utilizarão a mesma rede. Poderemos comercializar linhas em cada estado com numeração específica para cada Área de Registro. Essa operação está amparada pelo contrato de MVNO autorizado pela ANATEL em agosto de 2024.

Em Santa Catarina e Rio Grande do Sul

A Unifique já opera como MNO (prestadora de origem) e pode ter MVNOs autorizadas e/ou credenciadas nessas Unidades Federativas (UFs). Clientes da Unifique e suas MVNOs utilizam o atendimento intra-área da TIM até 2030. Tanto os clientes da MNO quanto os da MVNO realizam roaming no restante do país, ambos amparados pelo contrato existente.



FIQE3
B3 LISTED NM

unifiquê
ELEITA 5 VEZES
**MELHOR
INTERNET**
DO SUL DO BRASIL

vmware
CLOUD
VERIFIED

TIER
DESIGN
Unifiquê Telecomunicações
Tier 1 DCI
Expires 24 November 2022
UPTIME INSTITUTE CERTIFIED

TIER
FACILITY
Unifiquê Telecomunicações
Tier 1 DCI, Phase 1
Expires 24 September 2021
UPTIME INSTITUTE CERTIFIED

Q&A

Relações com Investidores

E-mail: ri@redeunifiquê.com.br
ri.unifiquê.com.br

unifiquê



RESULTS PRESENTACION

3Q24

unifisque

Highlights 3Q24



EBITDA margin 50.2%
+2.3 p.p. vs. 2Q24



In Q3 2024, **93.9%** of EBITDA (recurring) converted into operating cash flow **96.5%** in 9M 2024



Organic growth of **15,123** accesses, representing an increase of **76.0%** compared to 2Q24

FIQE3
B3 LISTED NM



" brAA-" Stable Outlook

S&P Global

BRL 319,4 milion
Gross Revenue



3Q23 vs 3Q24

BRL 255,3 milion
Net Result for the Period



3Q23 vs 3Q24

BRL 121,4 milion
Recurring EBITDA



3Q23 vs 3Q24

1.61%
Access Churn

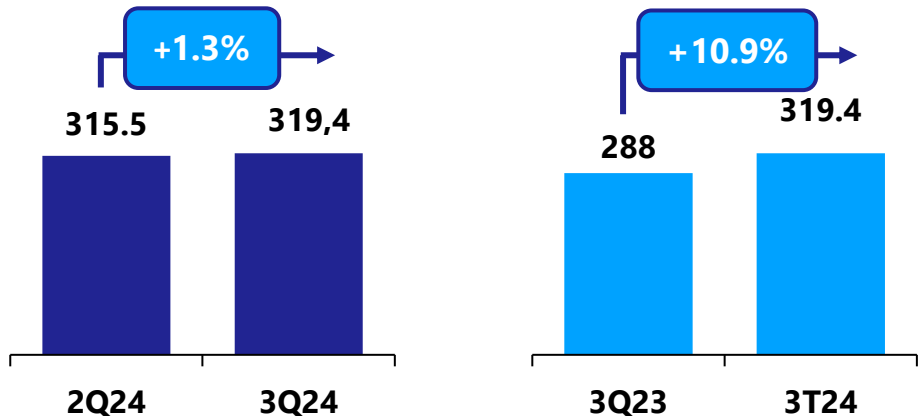


3Q23 vs 3Q24

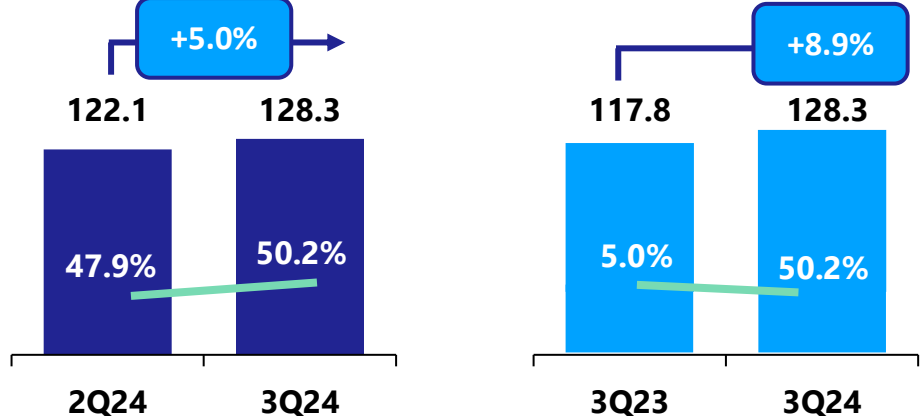
Financial Highlights



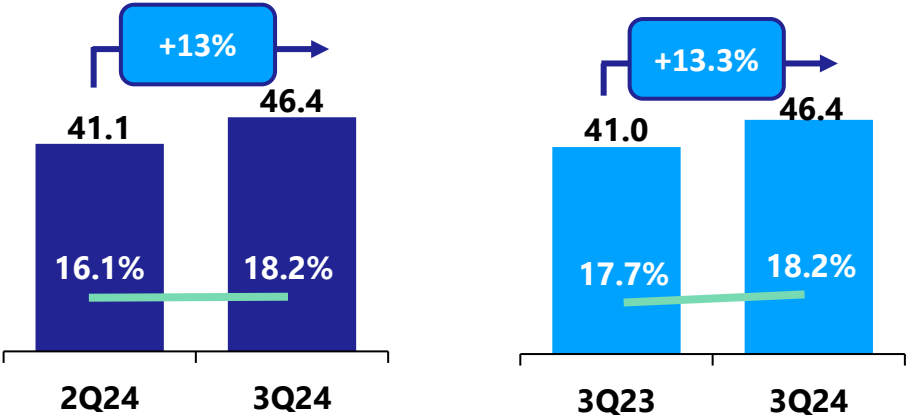
Gross Revenue (BRL million)



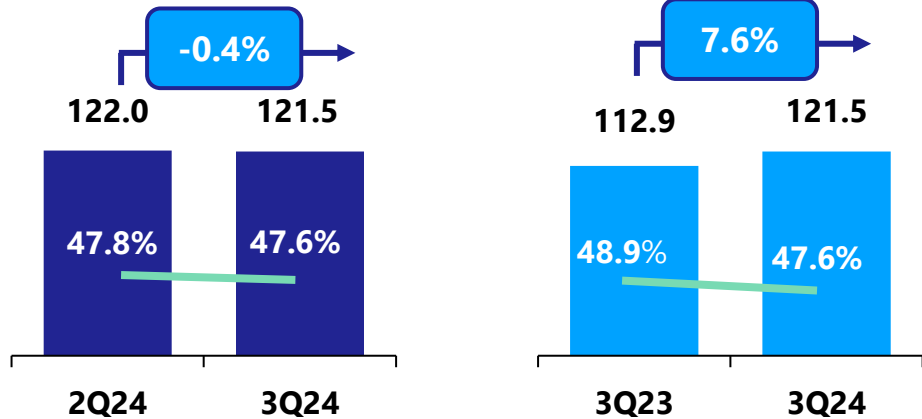
EBITDA and Margin (BRL million)



Net Income and Margin (BRL million)



Recurring EBITDA and Margin (BRL million)



Indebtedness



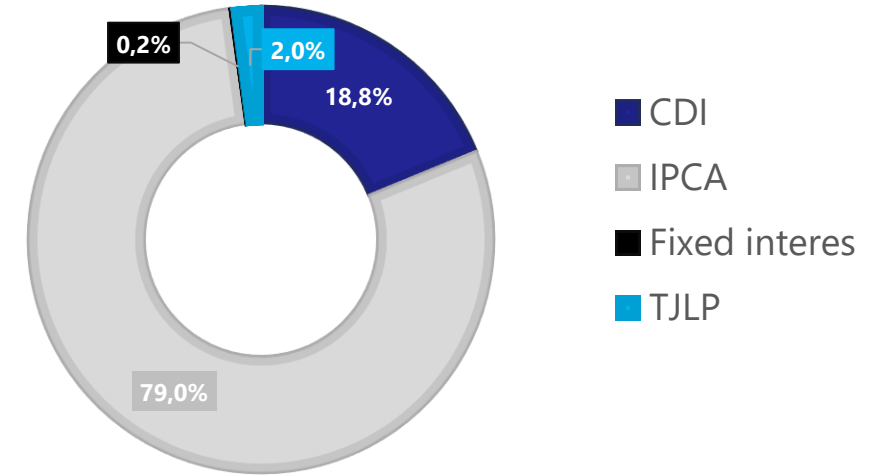
BRL million

DEBT, AQUISITIONS PAYABLES & LEASE	2Q24	3Q24	Δ%
Loans and financial Debt	572.2	573.0	0.1%
Short Term	110.1	116.0	5.3%
Long Term	462.1	457.1	(1.1%)
Aquisition Payables	223.8	203.7	(9.0%)
Short Term	158.6	145.8	(8.0%)
Long Term	65.3	57.9	(11.3%)
Lease Liabilities - Network	85.1	80.1	(5.8%)
Short Term	21.5	21.4	(0.3%)
Long Term	63.6	58.7	(7.7%)
(+) Total Debt	881.1	856.9	(2.8%)
Short Term	290.2	283.2	(2.4%)
Long Term	590.9	573.6	(2.9%)
(-) Cash & Cash Equivalents	541.4	514.6	(4.9%)
(-) Treasure Shares in BRL million¹	30.2	36.8	-
(=) Net Debt	309.6	305.4	(1.3%)

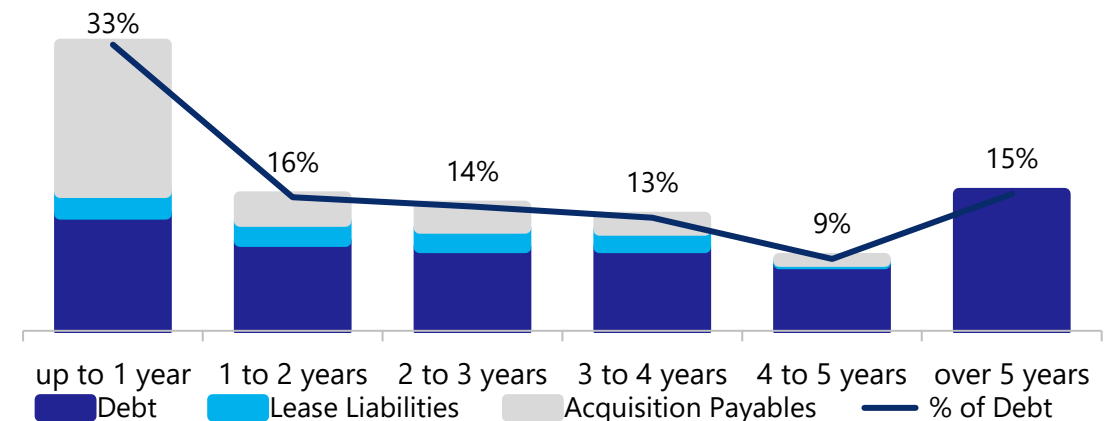
(1) Market Value

BRL million

Financial Leverage	2Q24	3Q24	Δ%
Net Debt - including Leases	309.6	305.4	(1.3%)
Quarterly Annualized EBITDA	488.0	486.0	(0.4%)
Net Debt / 1Q24 Annual. EBITDA	0,63x	0,63x	-

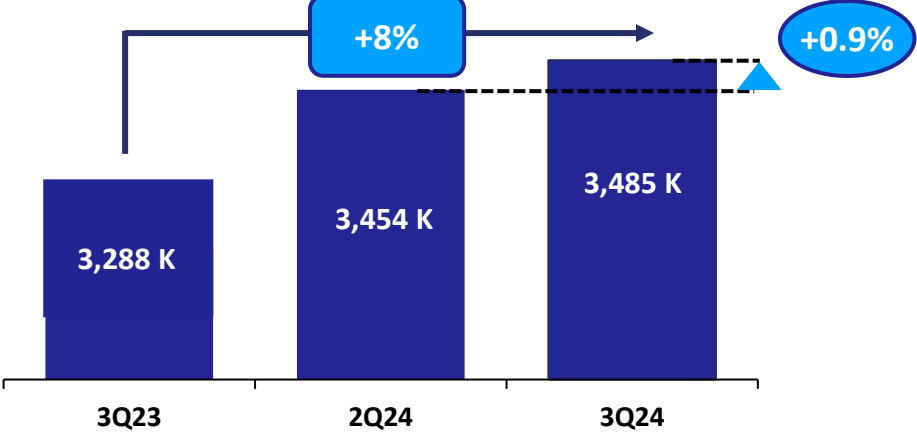


Debt Maturity Profile

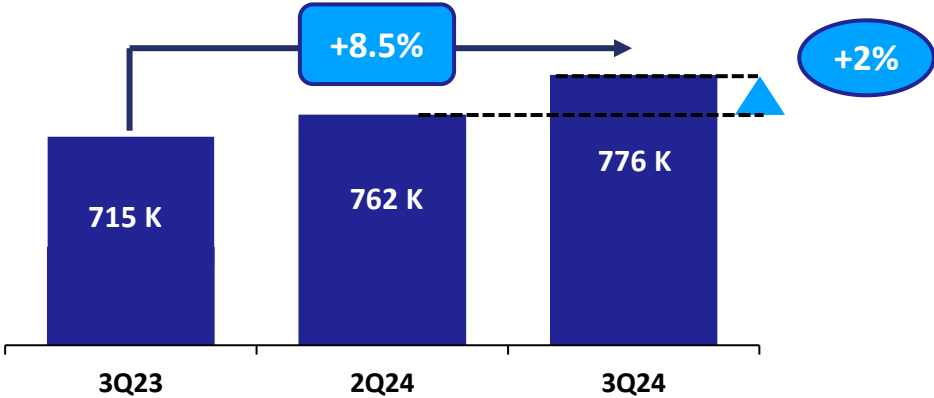


Operating Highlights

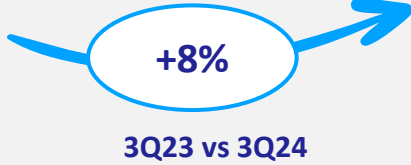
Home Passed



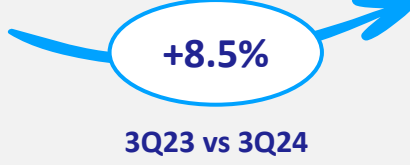
Home Connected



Home Passed

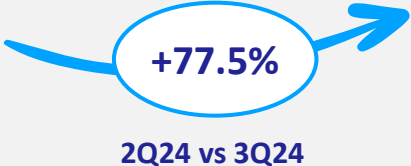


Home Connected



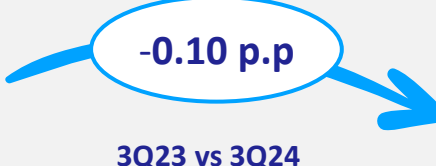
15,123 access

Organic Growth

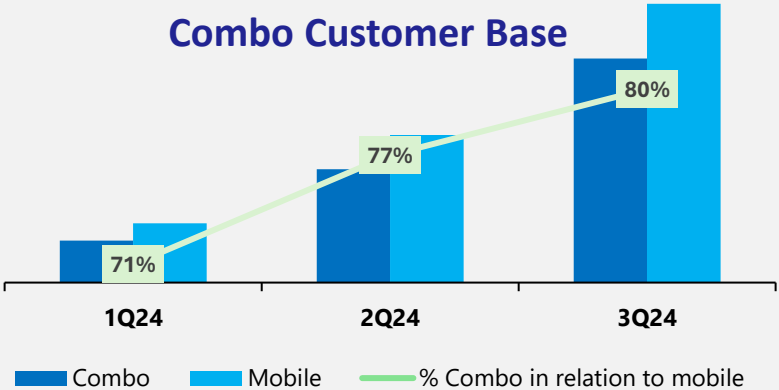


1.61%

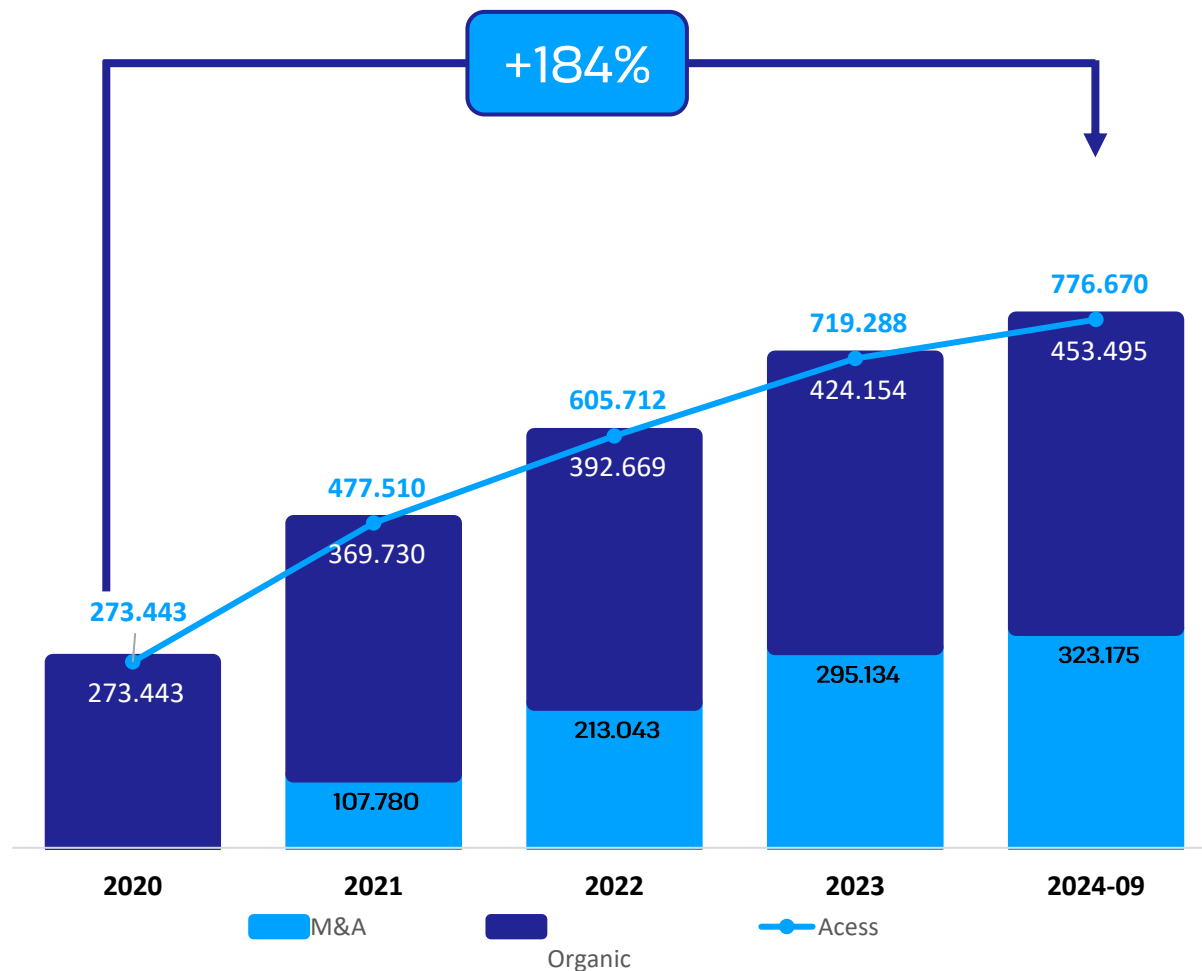
Access Churn



Combo Customer Base



Consistent growth in recent years in Fixed Broadband



Leadership in the South Region

Market Share

20.9%

Leader in Santa Catarina

Santa Catarina

Leader in **69** cities

Rio Grande do Sul

Leader in **38** cities

8 Cities with Own Coverage

Santa Catarina: 7 cities
Rio Grande do Sul: 1 city

BRL 2,8 mil

Gross Revenue 3Q24
Mobile Telephony

+ 156.9%

2TQ4 vs 3Q24

59,754

Accesses in 3Q24 Mobile
Telephony

+88.8%

2TQ4 vs 3Q24

170,440 thousand

Population Covered

+21.1%

BRL 8,4 million

Capex Executed up to 9M24
Mobile Telephony



5G

Unifique's MNO and MVNO operations



In the rest of the country

Unifique will operate as an Authorized MVNO of TIM and may have Accredited MVNOs that will use the same network. We will be able to sell lines in each state with specific numbering for each Registration Area. This operation is supported by the MVNO contract authorized by ANATEL in August 2024.

In Santa Catarina and Rio Grande do Sul

Unifique already operates as an MNO (originating provider) and can have authorized and/or accredited MVNOs in these Federal Units (UFs). Unifique customers and their MVNOs use TIM's intra-area support until 2030. Both MNO and MVNO customers can roam throughout the rest of the country, both supported by the existing contract.



FIQE3
B3 LISTED NM

unifiquê
ELEITA 5 VEZES
MELHOR
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DO SUL DO BRASIL

vmware
CLOUD
VERIFIED

TIER 1
DESIGN
Unifiquê Telecomunicações
Título DCI
Expires 24 November 2022
UPTIME INSTITUTE CERTIFIED

TIER 1
FACILITY
Unifiquê Telecomunicações
Título DCI, Phase 1
Expires 24 September 2021
UPTIME INSTITUTE CERTIFIED

Q&A

Investor Relations

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