



APRESENTAÇÃO DE
RESULTADOS

2T23

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.



DESKTOP

Destaques 2T23



Destaques 2T23

R\$ 247 milhões

Receita Líquida 2T23

+46%

2T23 vs 2T22

+11%

2T23 vs 1T23

R\$ 123 milhões

EBITDA Ajustado 2T23

+62%

2T23 vs 2T22

+11%

2T23 vs 1T23

R\$ 33 milhões

Lucro Líq. Ajustado 2T23

+460%

2T23 vs 2T22

+27%

2T23 vs 1T23

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4,2 milhões

Casas Passadas (HPs)

+21%

Jun23 vs Jun22

+0,2%

Jun23 vs Mar23

976 mil

Casas Conectadas (HCs)

+37%

Jun23 vs Jun22

+2%

Jun23 vs Mar23

54 mil km de rede

Backbone + Rede de Acesso

+17%

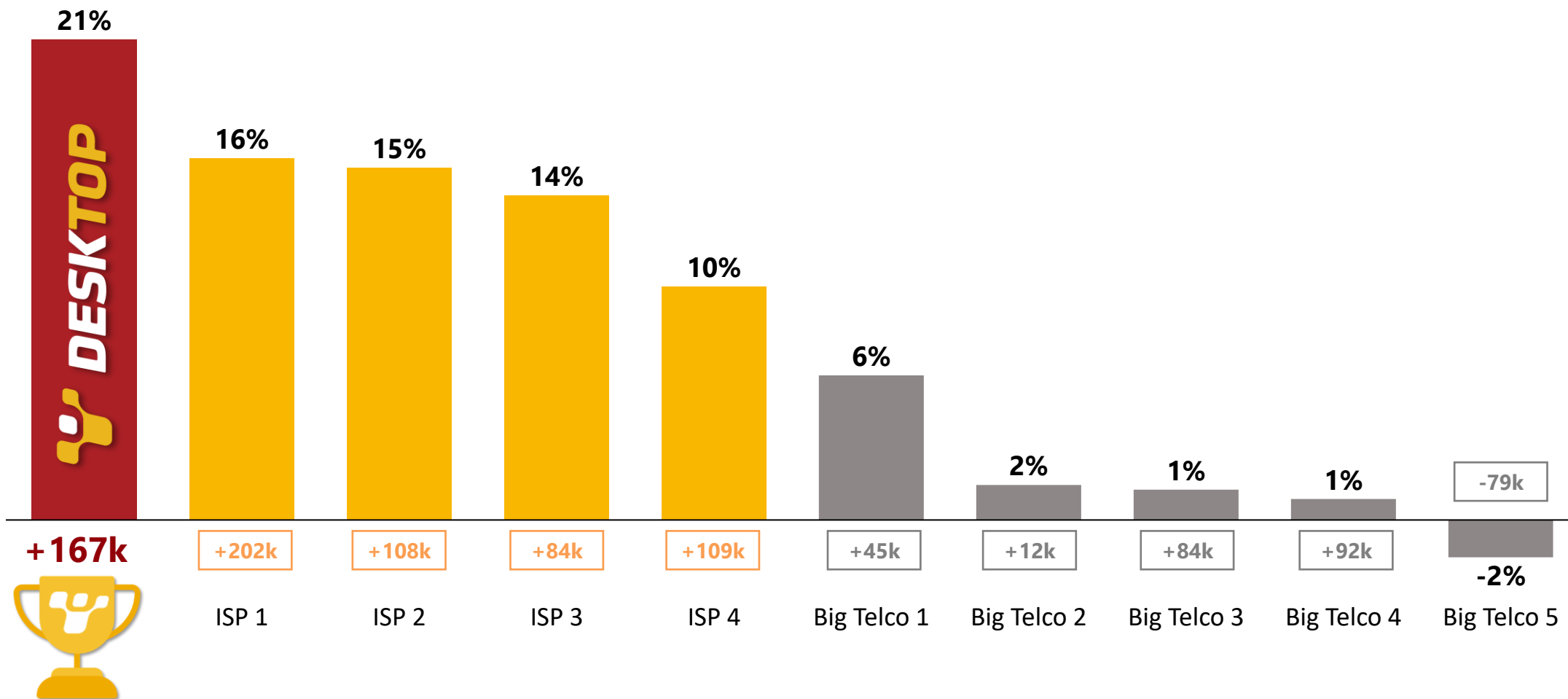
Jun23 vs Jun22



Líder de Crescimento no Brasil | 6M23



Crescimento de acessos em percentual da base dos maiores *players* do Brasil em 2023 (%)



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, Oi e Algar).

Nota 2: Top 10 players do Brasil

Fonte: Anatel.



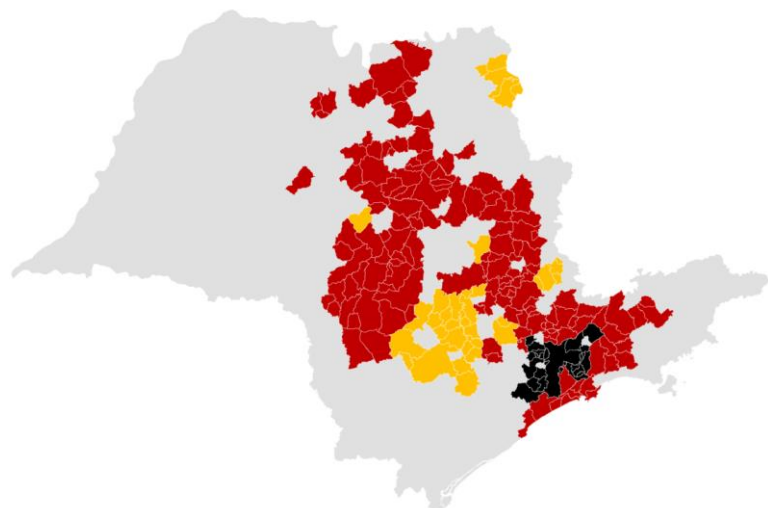
Resultados 2T23



Sólido desempenho operacional



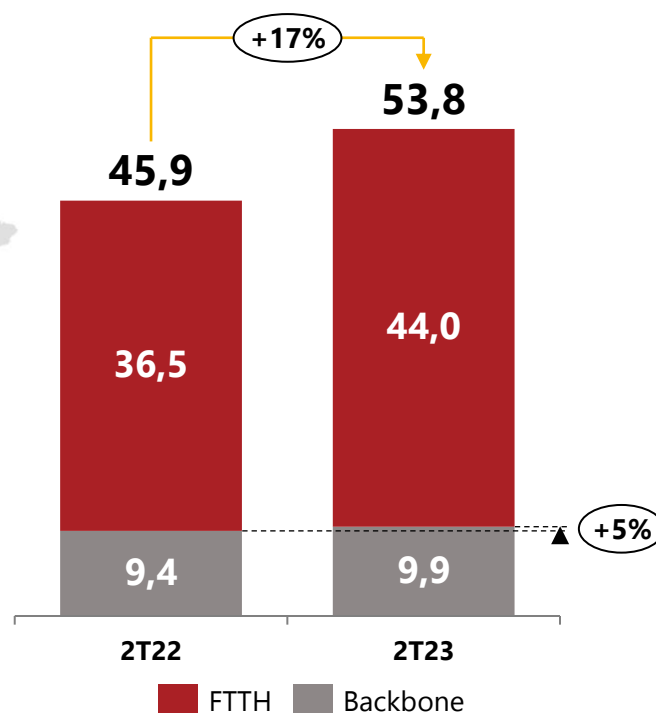
Expansão Geográfica



- Cidades com entrada até 2022
- Novas cidades | 2023
- Grande São Paulo

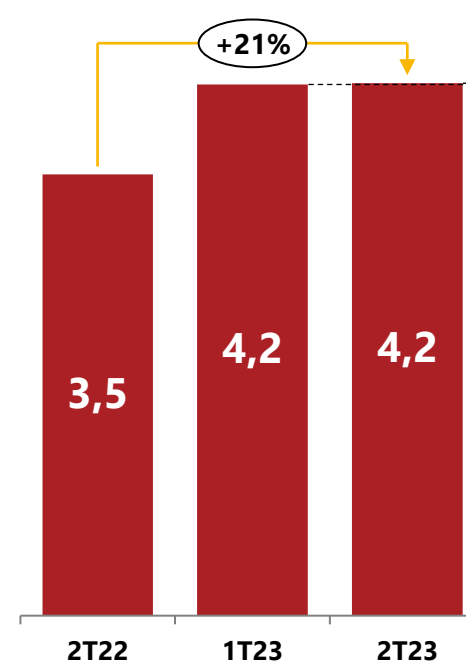
Extensão de Rede

('000 km)

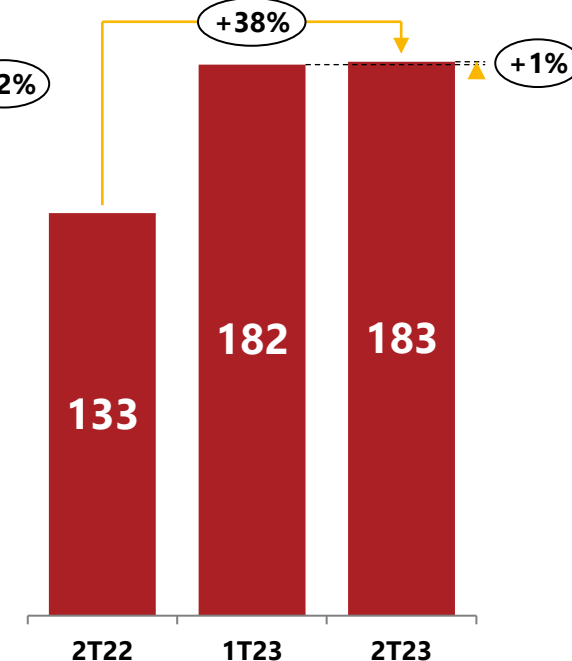


Casas Passadas (HPs)

(Milhões)



Cidades Totais

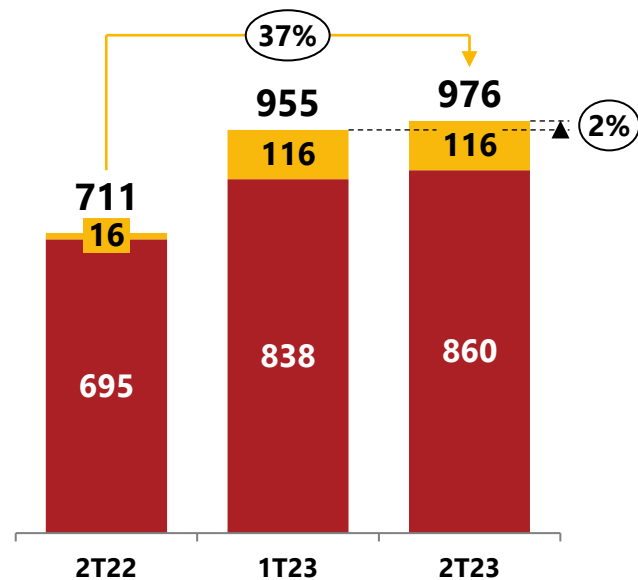


Sólido desempenho operacional



Casas Conectadas (HCs) FTTH

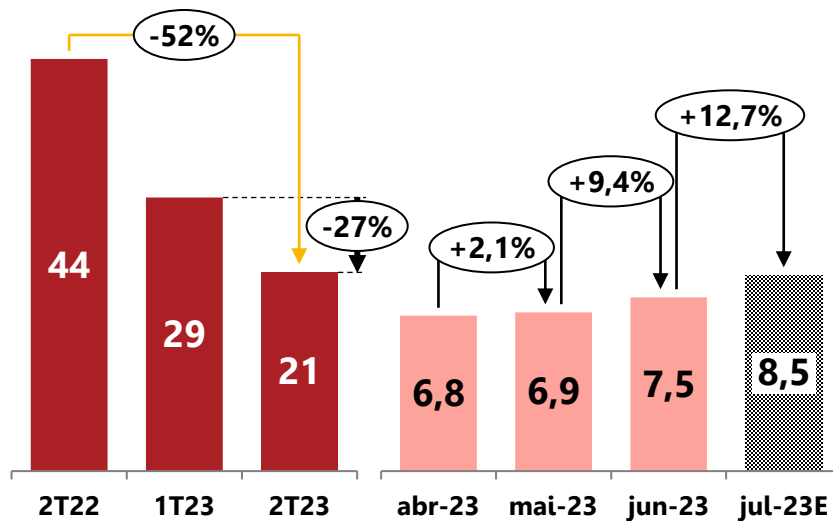
('000)



Adições Inorgânicas acumuladas no ano

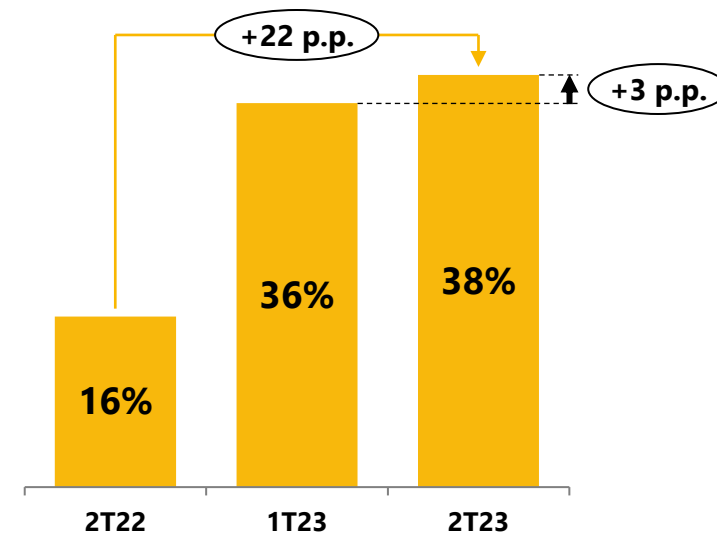
Adições Líquidas Orgânicas Trimestrais

(exclui a base adquirida dos M&As) ('000)



% de vendas do ecossistema digital

(%)

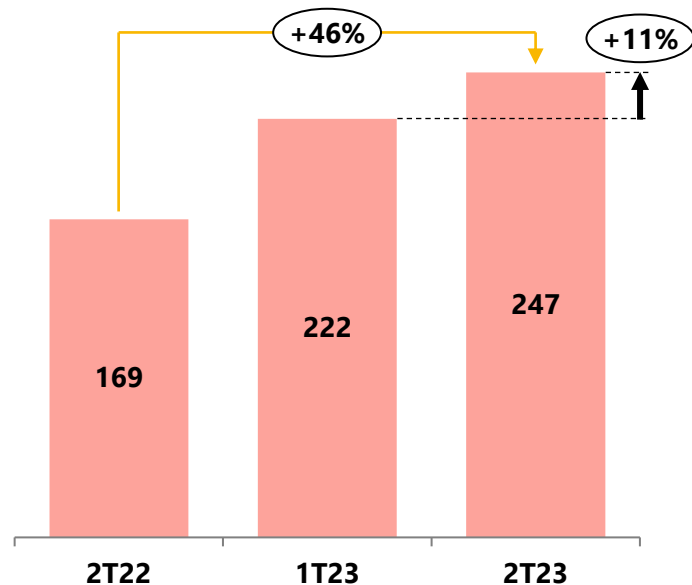


Robusto desempenho econômico-financeiro



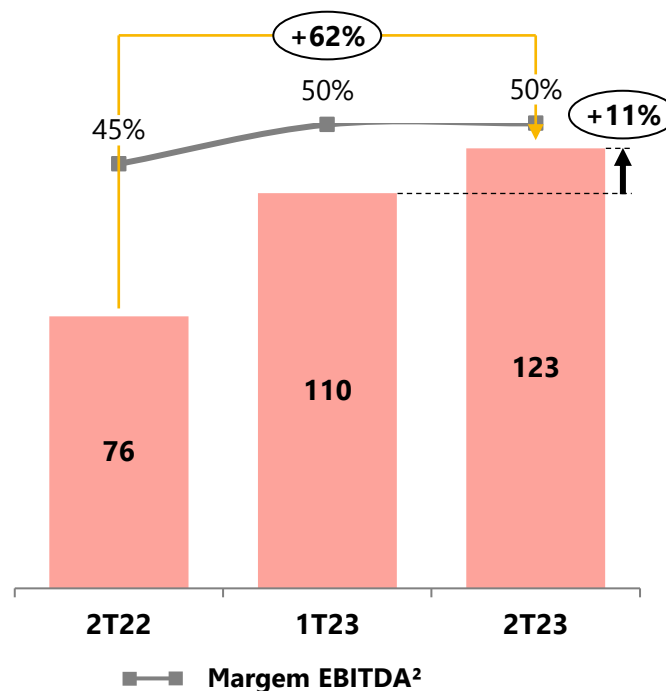
Receita Líquida

(R\$ milhões)



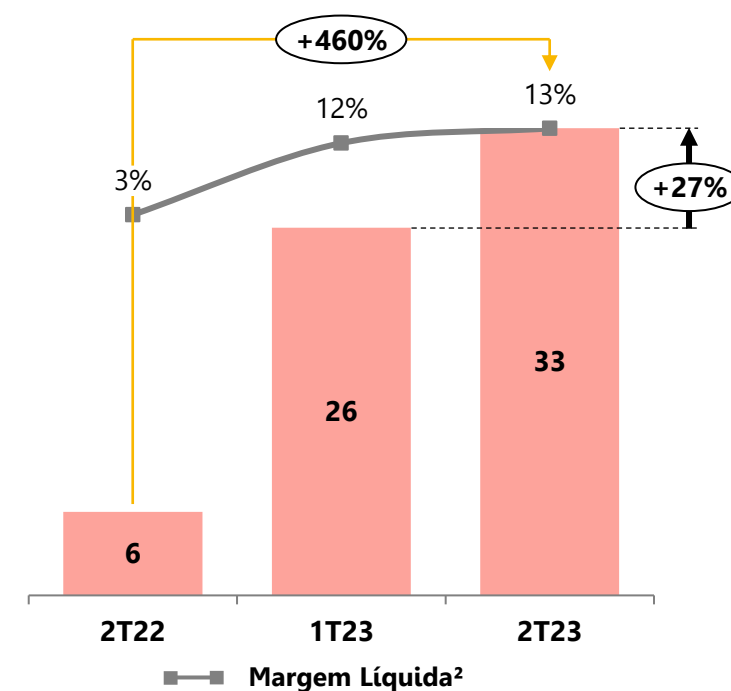
EBITDA Ajustado¹ (%)

(R\$ milhões)



Lucro Líquido Ajustado³

(R\$ milhões)



1. EBITDA calculado conforme Instrução CVM 527/2012 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

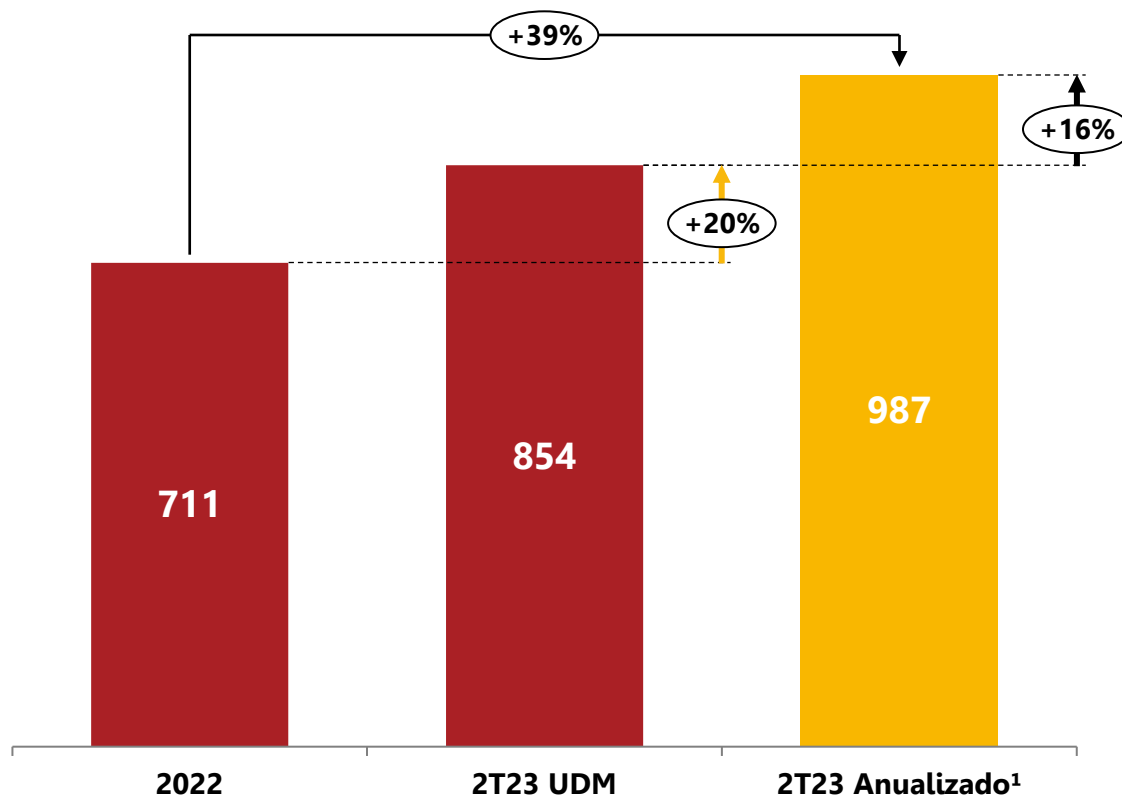
3. Lucro Líquido Ajustado para excluir itens não-recorrentes que não devem ser considerados no cálculo de geração corrente de lucros, líquidos de impostos a uma alíquota de 34%.

Robusto desempenho econômico-financeiro



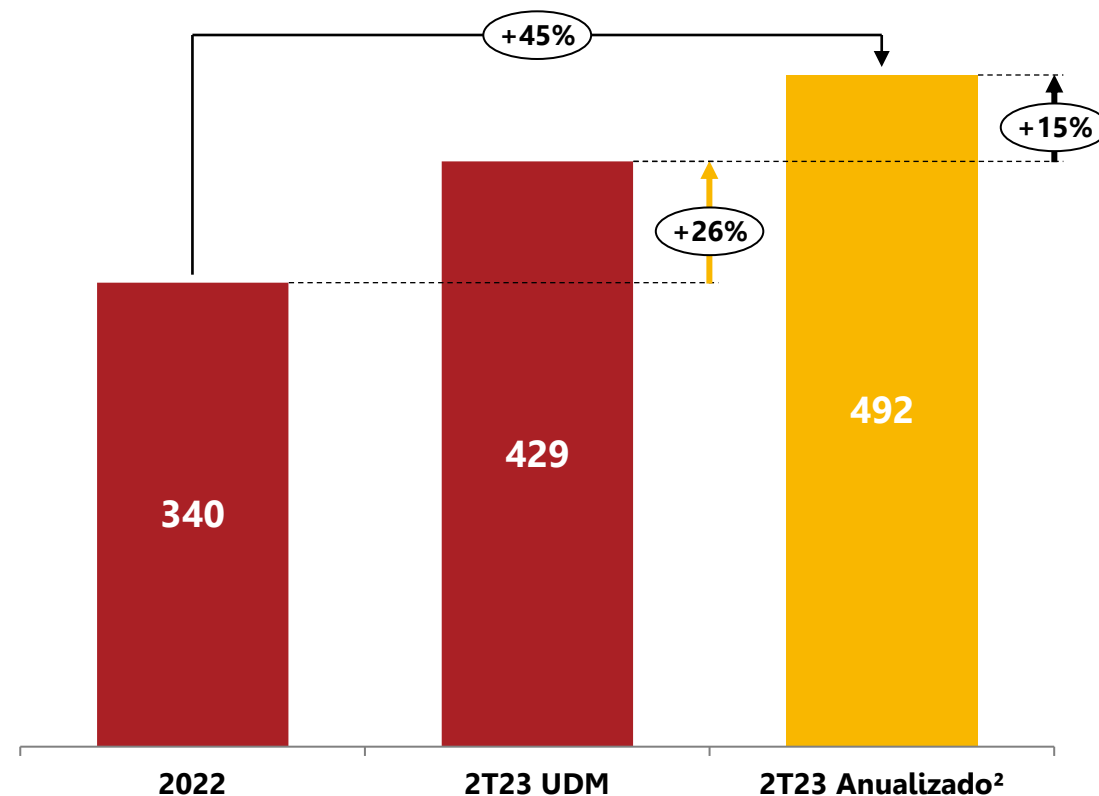
Receita Líquida Pro Forma Anualizada

(R\$ milhões)



EBITDA Ajustado Pro Forma Anualizado

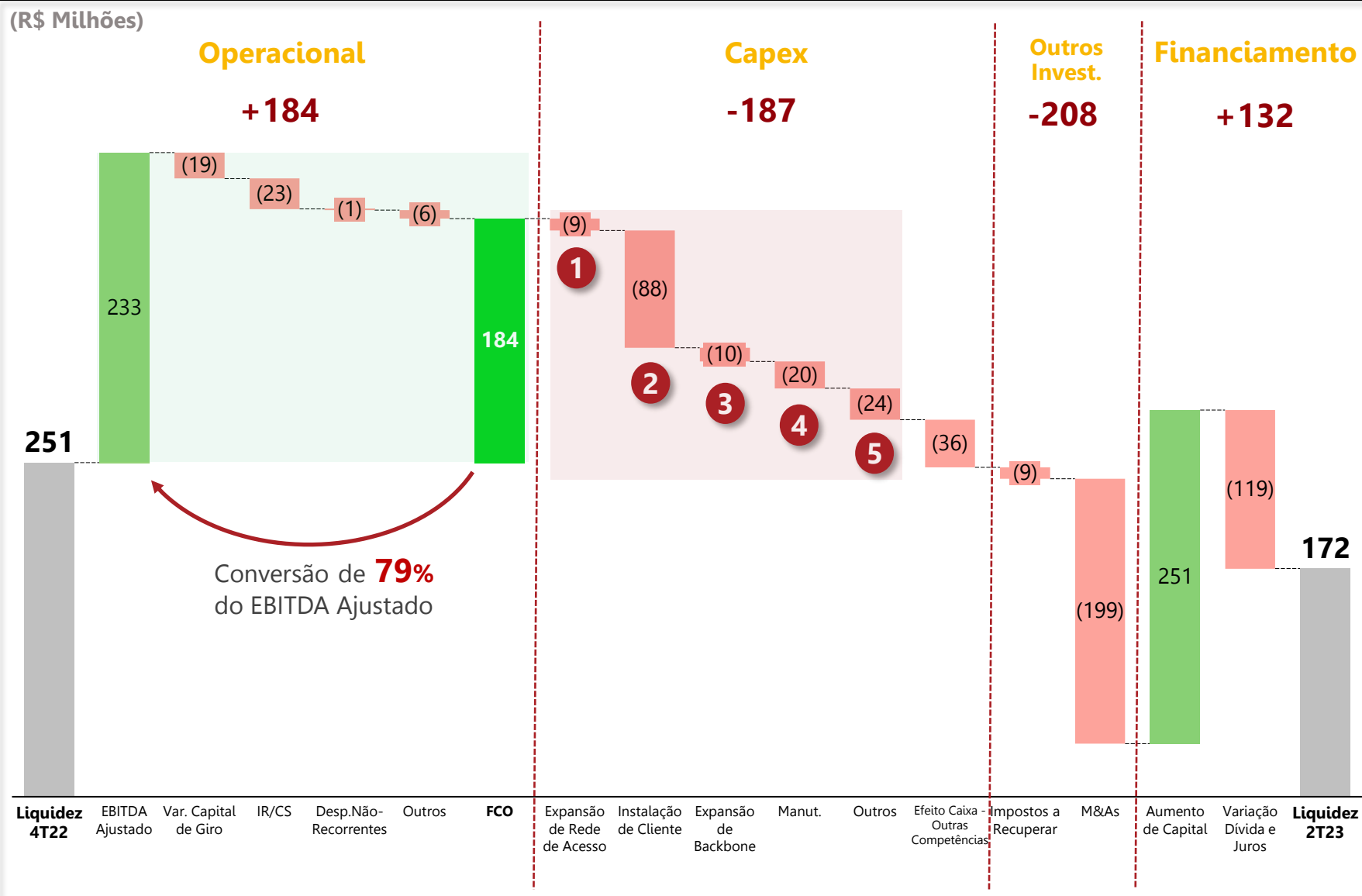
(R\$ milhões)



1. Considera a receita líquida do 2T23 multiplicada por 4;

2. Considera o EBITDA Ajustado do 2T23 multiplicado por 4.

Robusto desempenho econômico-financeiro

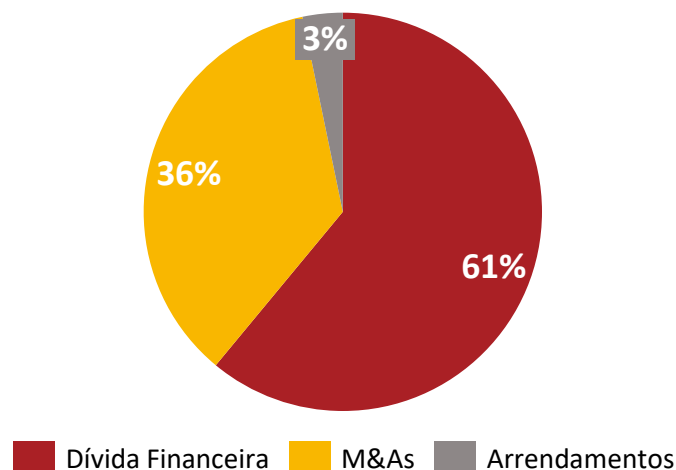


CAPEX (R\$ mil)		6M23
1	Expansão de rede de acesso	8.993
	Aumento (redução) estoque	2.356
	Exp. de rede de acesso Ajustado	6.638
	Portas Adicionadas (mil)	30
	CAPEX/Porta	220
2	Instalação de Clientes	88.318
	Aumento (redução) estoque	(19.563)
	Instalação de Clientes Ajustado	107.881
	Adições Brutas (mil)	185
	CAPEX/Adições Brutas	583
3	Expansão de Backbone	10.184
	% do CAPEX Total	7%
4	Manutenção	20.338
	% da Receita Líquida	4%
5	T.I.	14.465
5	Veículos	475
5	Outros	8.641
CAPEX		151.414

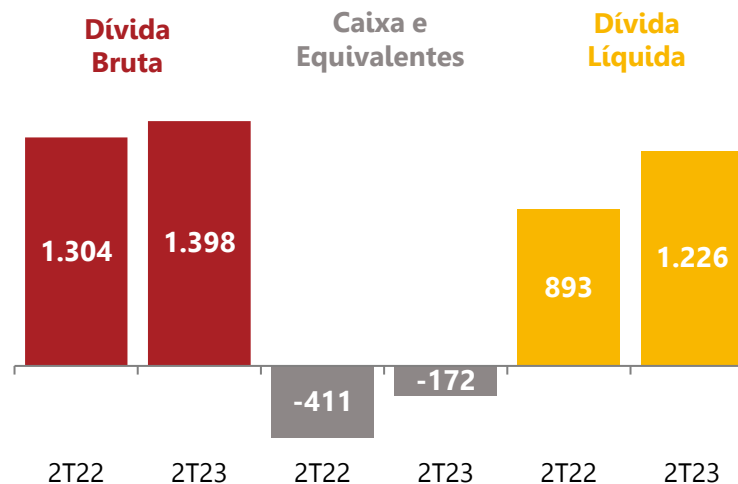
Robusto desempenho econômico-financeiro



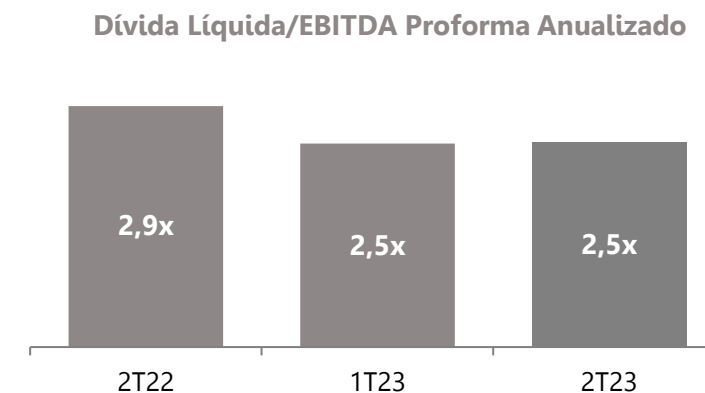
Composição do Endividamento (%)



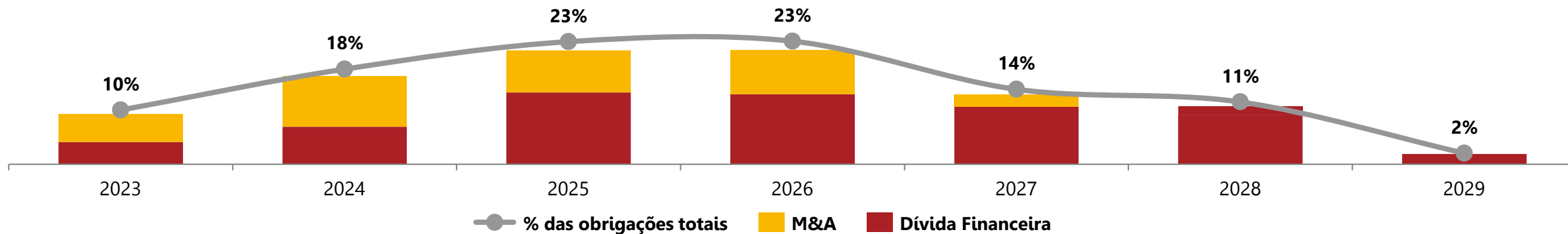
Endividamento Líquido (R\$ Milhões)



Índices de Endividamento (x)



Cronograma da Dívida



Relações com Investidores

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



 DESKTOP

EARNINGS
PRESENTATION | 2Q23

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 markets, changes in prices charged by competitors, exchange rate variations, changes in the Brazilian political-economic scenario, in emerging and international markets.



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2Q23 Highlights



2Q23 Highlights

R\$ 247 million

2Q23 Net Revenue

+46%

2Q23 vs 2Q22

+11%

2Q23 vs 1Q23

R\$ 123 million

2Q23 Adjusted EBITDA

+62%

2Q23 vs 2Q22

+11%

2Q23 vs 1Q23

R\$ 33 million

2Q23 Adjusted Net Income

+460%

2Q23 vs 2Q22

+27%

2Q23 vs 1Q23



4.2 million

Homes Passed (HPs)

+21%

Jun23 vs Jun22

+0,2%

Jun23 vs Mar23

976k

Homes Connected (HCs)

+37%

Jun23 vs Jun22

+2%

Jun23 vs Mar23

54k km of network

Backbone + Access Network

+17%

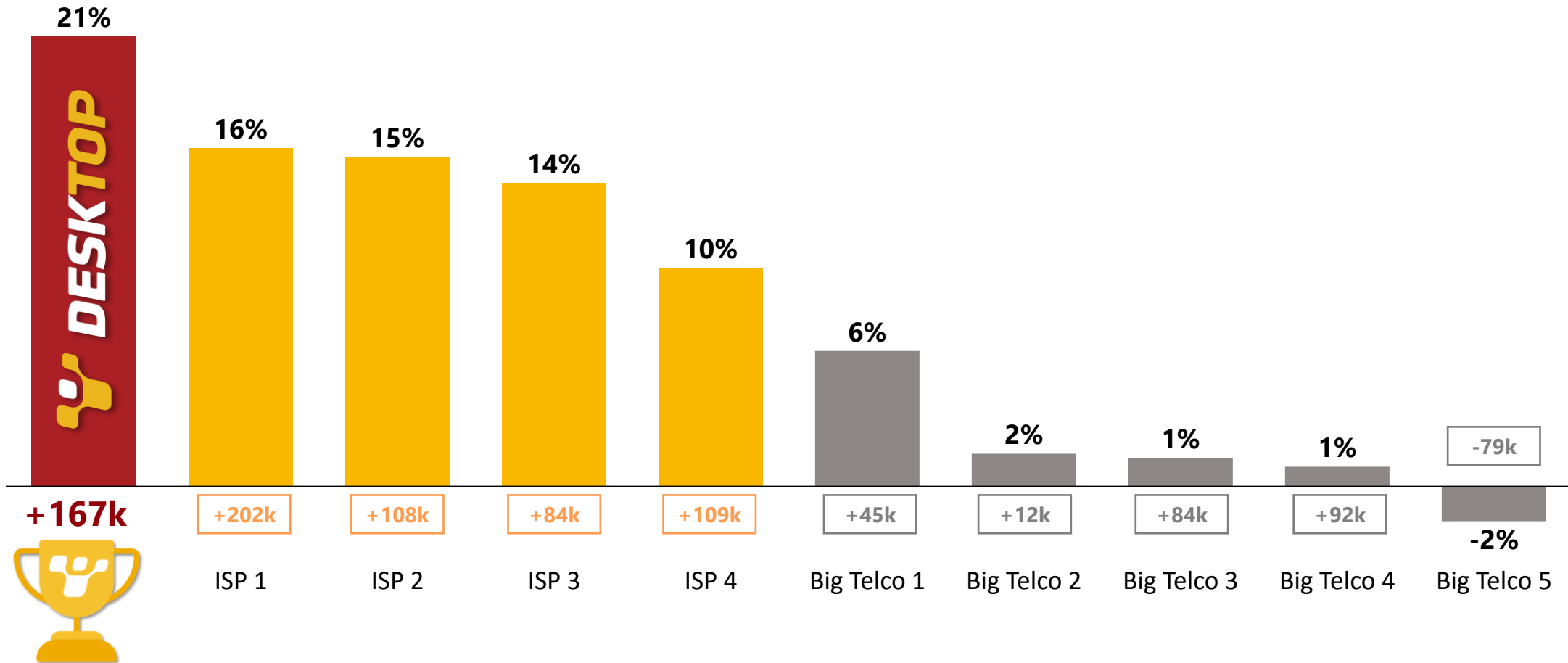
Jun23 vs Jun22



Growth leader in Brazil | 6M23



Subscribers' growth as a percentage of the client base of the largest players in Brazil in 2023 (%)



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

Note 2: Top 10 Players in Brazil

Source: Anatel.



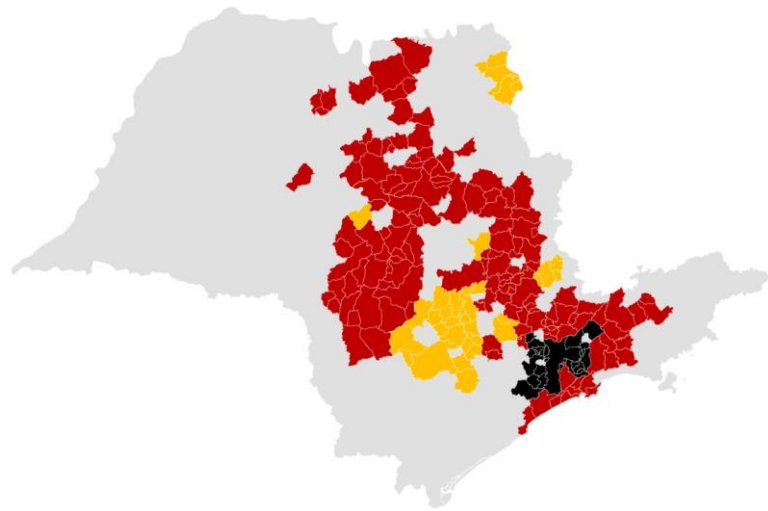
2Q23 Results



Solid operational performance



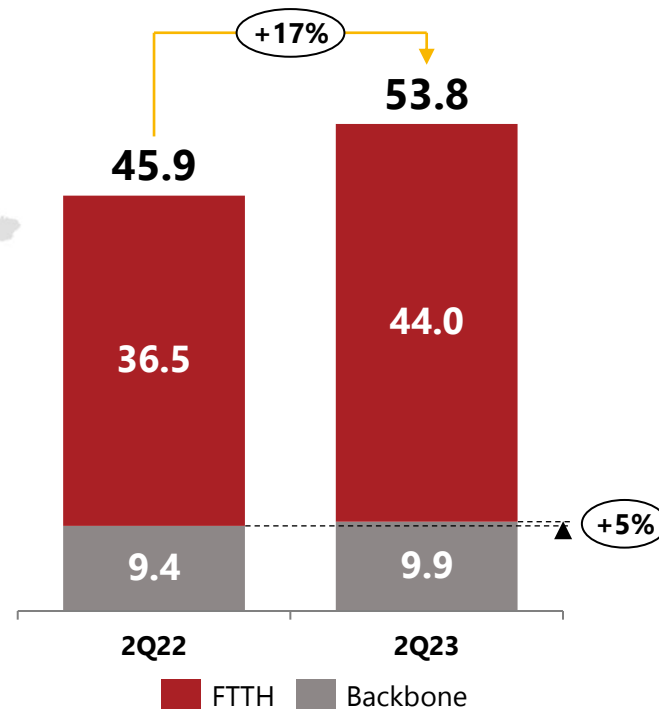
Geographic expansion



- Cities with entry until 2022
- New cities | 2023
- Greater São Paulo

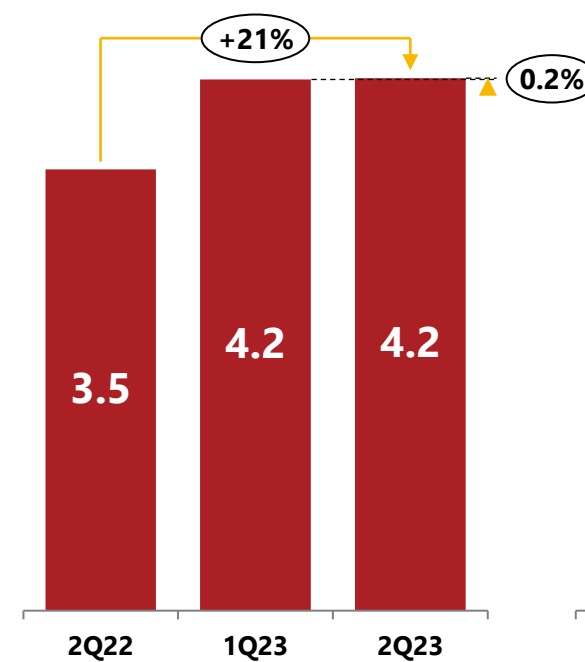
Network Extension

('000 km)

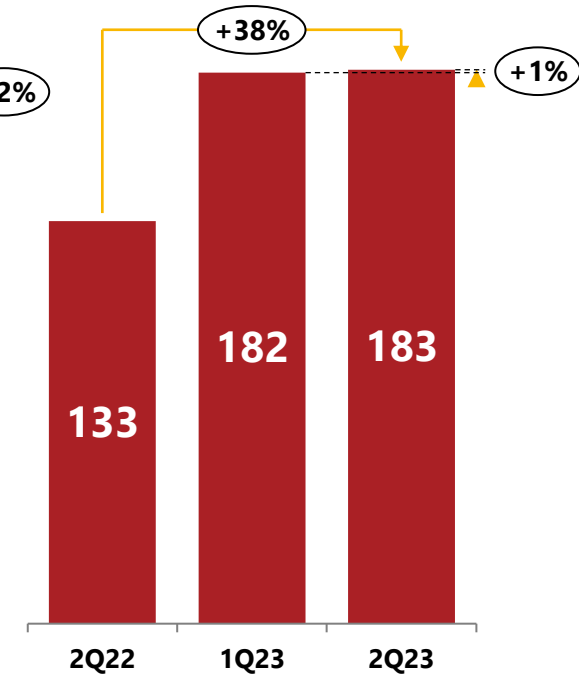


Homes Passed (HPs)

(million)



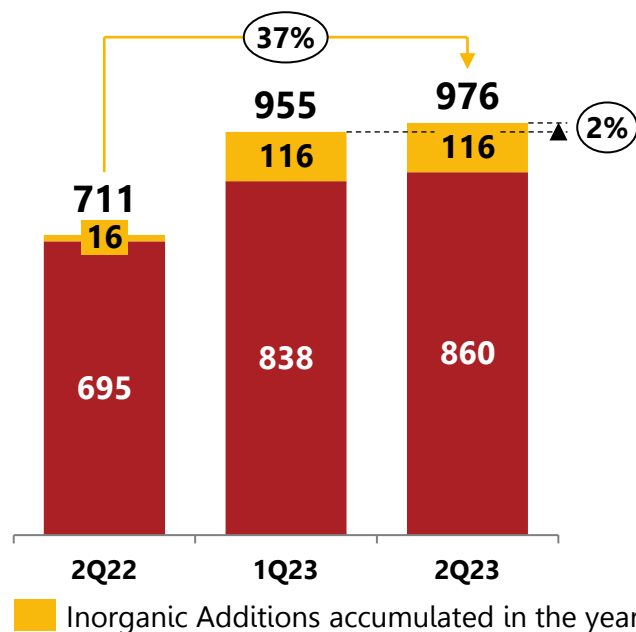
Total Cities



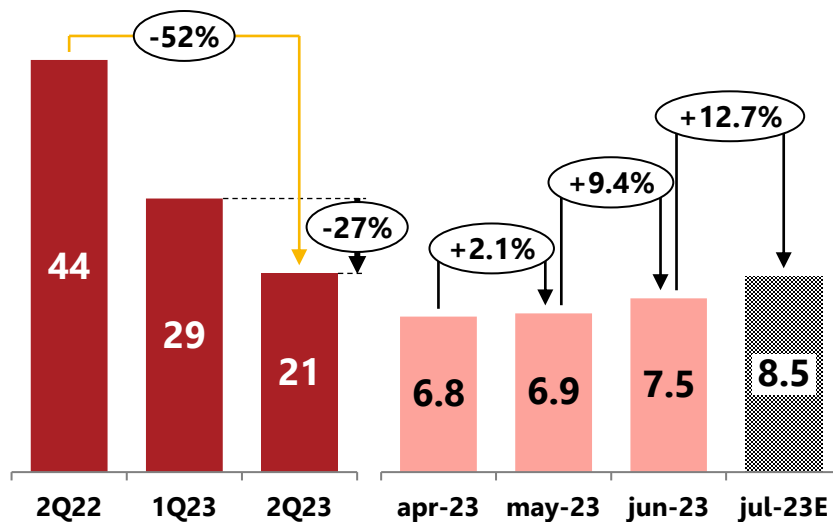
Solid operational performance



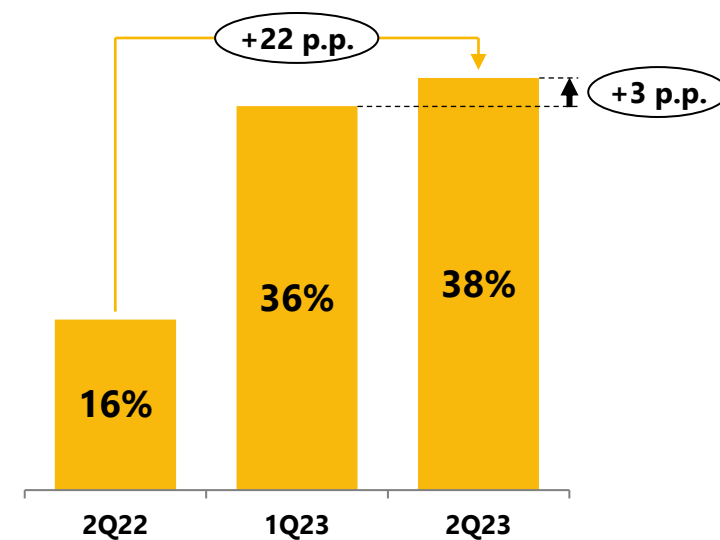
Homes Connected (HCs) FTTH (‘000)



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



% of digital ecosystem sales (%)

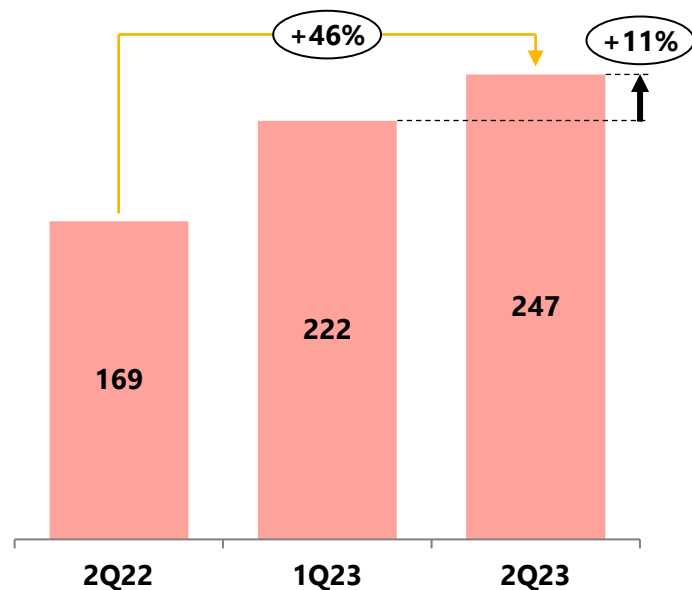


Robust economic and financial performance



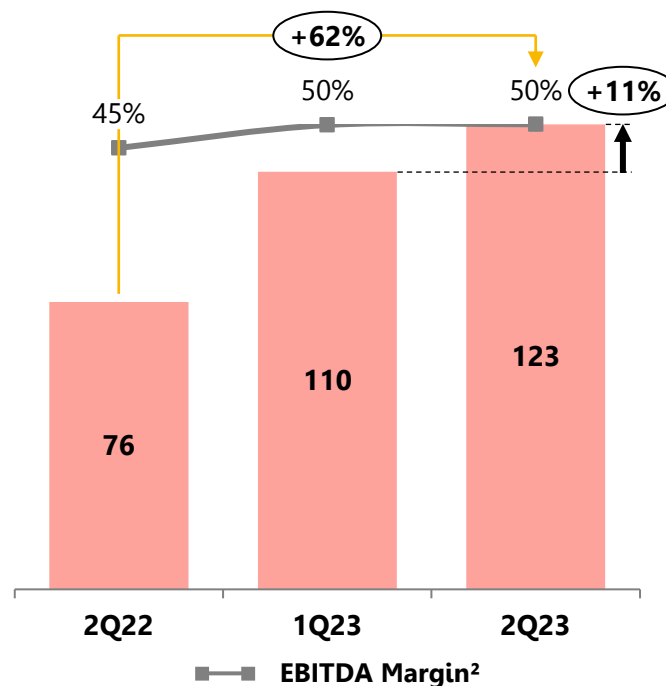
Net Revenue

(R\$ million)



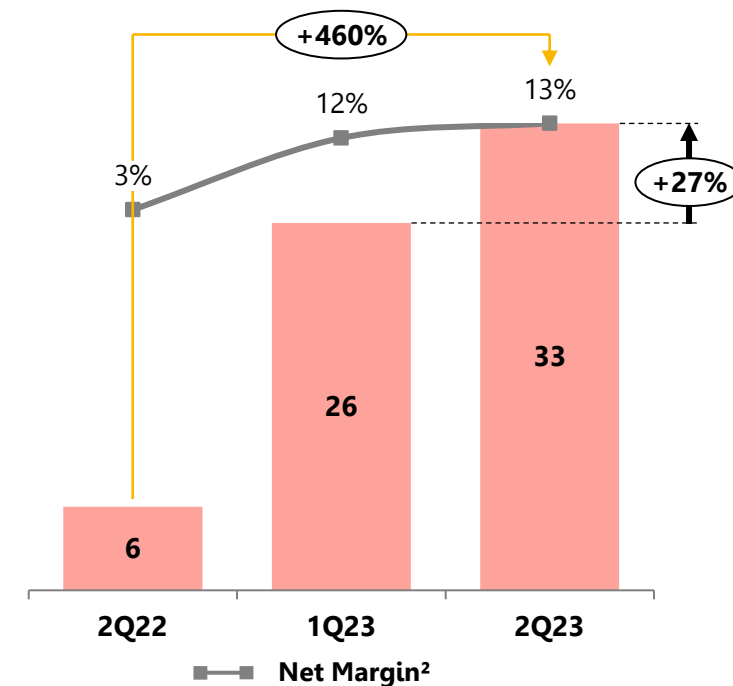
Adjusted EBITDA¹ (%)

(R\$ million)



Adjusted Net Income³

(R\$ million)



1. EBITDA calculated according to CVM Instruction 527/2012 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

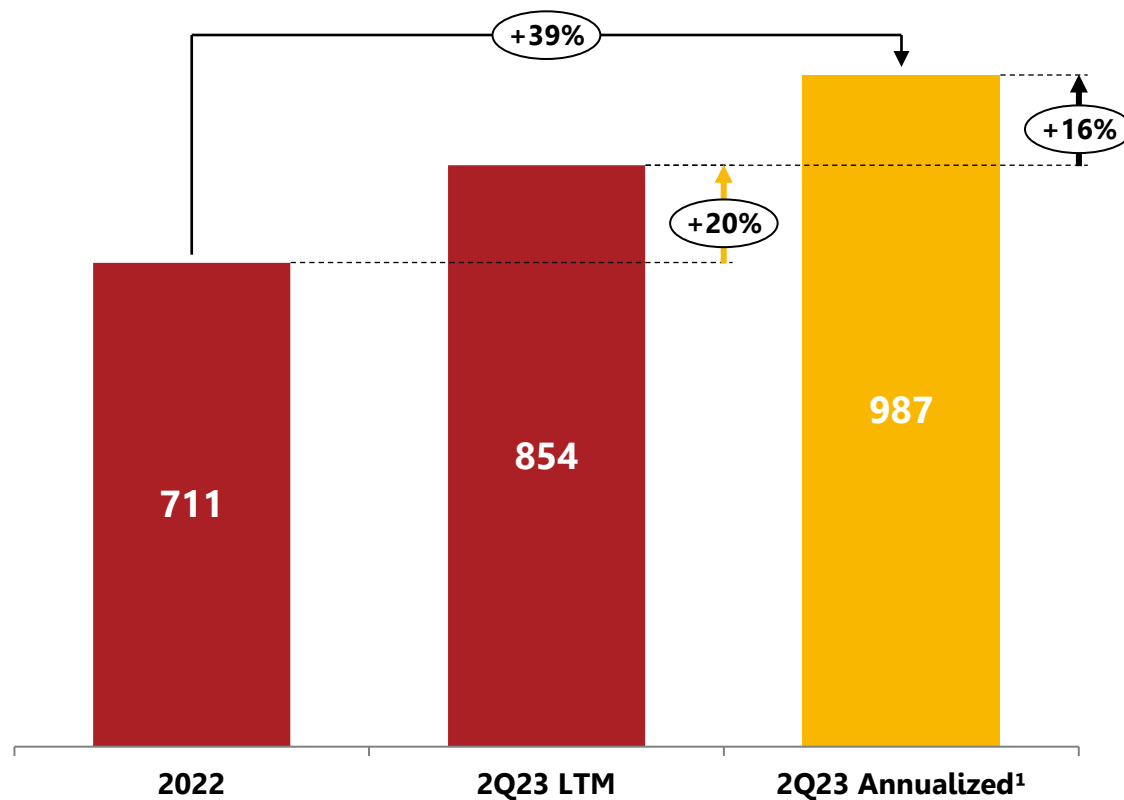
3. Adjusted Net Income to exclude non-recurring items that should not be considered in the calculation of current income generation, net of tax at a rate of 34%.

Robust economic and financial performance



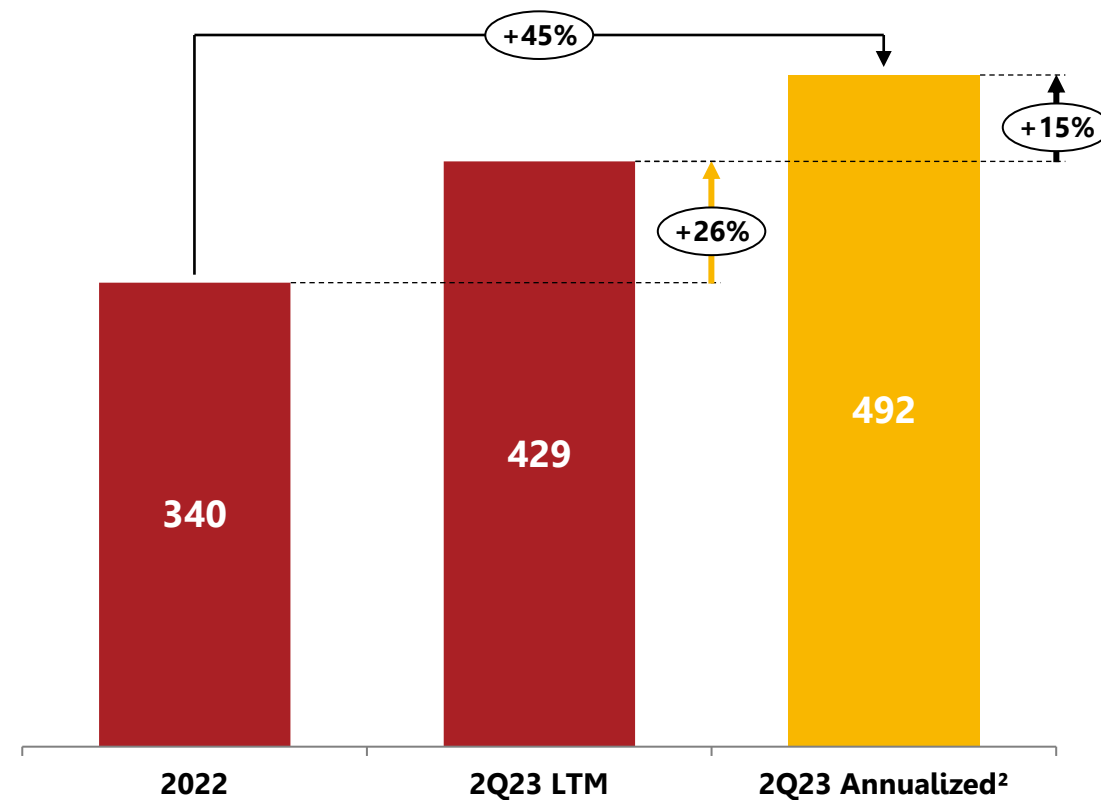
Annualized Pro Forma Net Revenue

(R\$ million)



Annualized Pro Forma Adjusted EBITDA

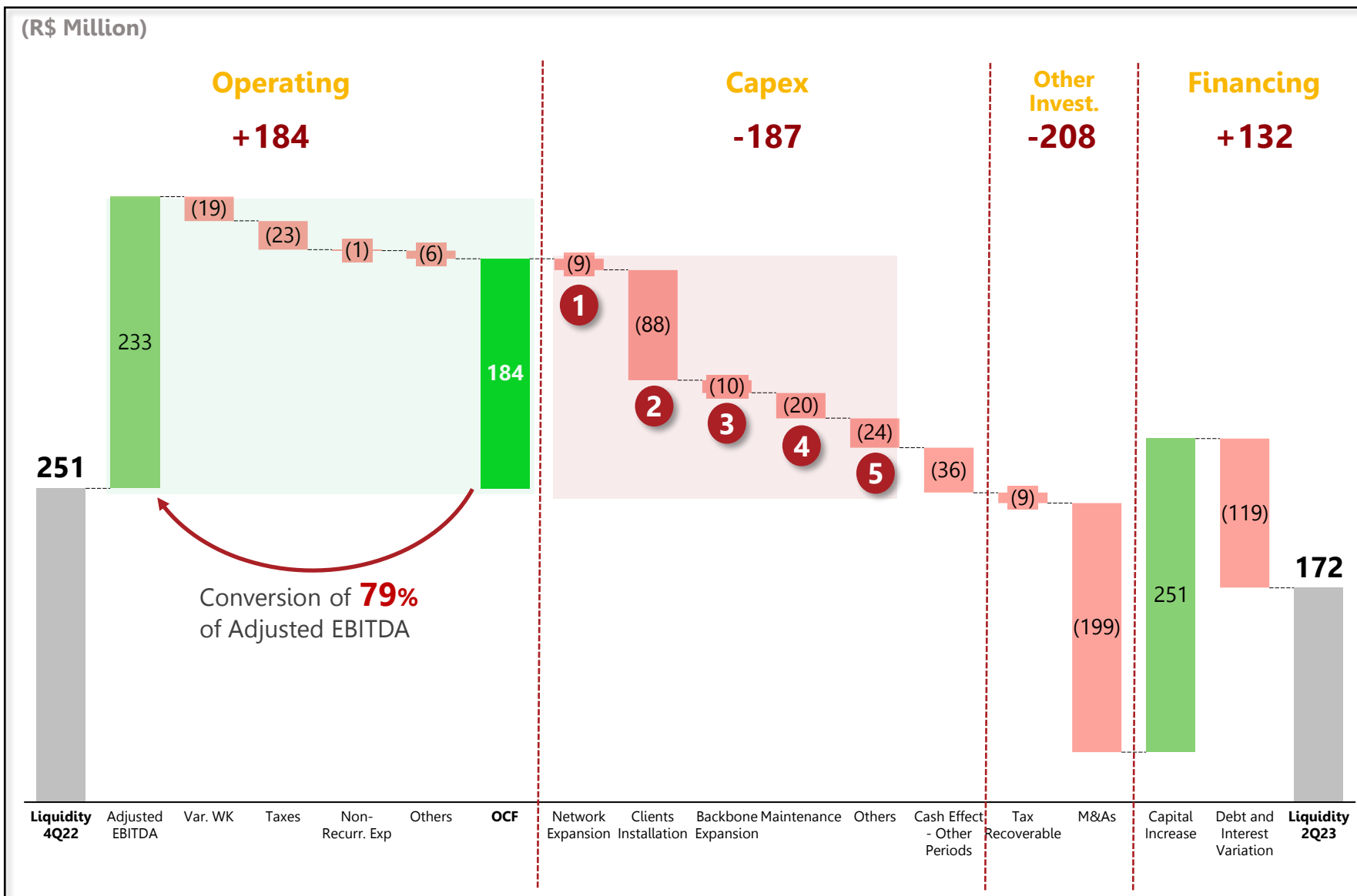
(R\$ million)



1. Considers 2Q23 net revenue multiplied by 4;

2. Considers 2Q23 Adjusted EBITDA multiplied by 4.

Robust economic and financial performance



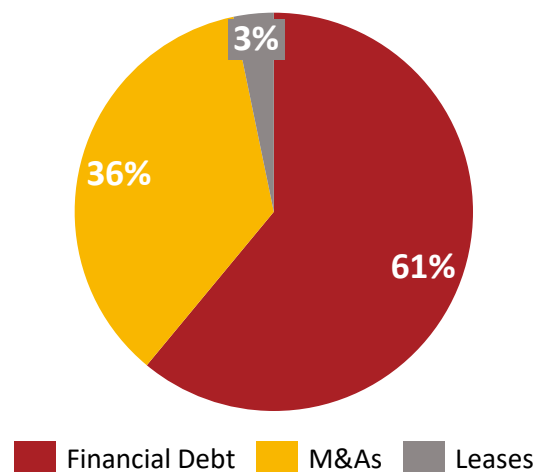
CAPEX (R\$ '000)		6M23
1	Network Expansion	8,993
	Inventory Increase (Decrease)	2,356
	Network Exp. – Adjusted	6,638
	Ports Added (thousand)	30
	CAPEX/Port	220
2	Clients Installation	88,318
	Inventory Increase (Decrease)	(19,563)
	Clients Installation – Adjust.	107,881
	Gross Adds (thousand)	185
	CAPEX/Gross Adds	583
3	Backbone Expansion	10,184
	% of Total CAPEX	7%
4	Maintenance	20,338
	% of Net Revenue	4%
5	I.T.	14,465
5	Vehicles	475
5	Others	8,641
	Adjusted CAPEX	151,414

Robust economic and financial performance



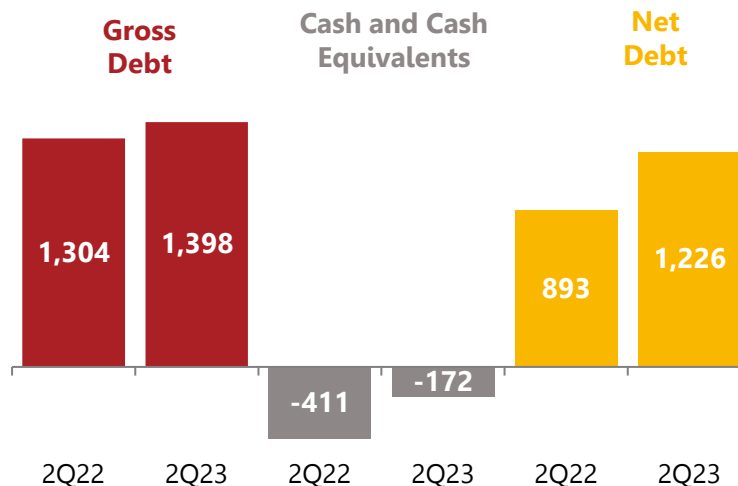
Debt Composition

(%)



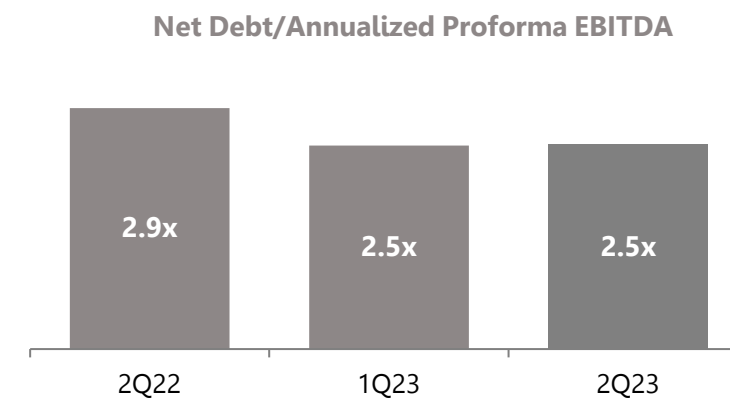
Net Debt

(R\$ million)

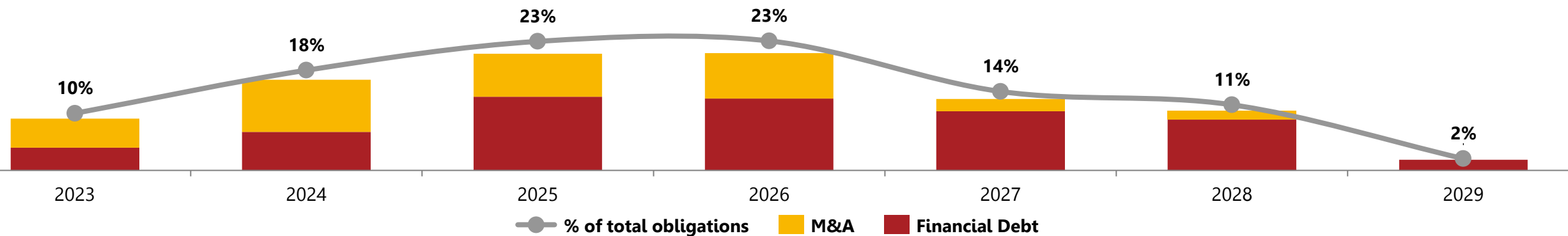


Debt Ratio

(x)



Debt Schedule



Investor Relations

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www.ri.desktop.com.br

