



WDC
NETWORKS

EARNINGS PRESENTATION 4Q21

March 10, 2022



LVTC
B3 LISTED NM

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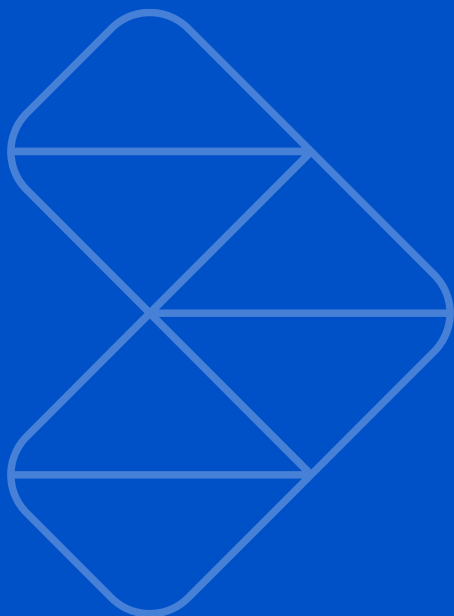
ITAG B3



Legal Warning

The statements contained in this document regarding WDC Networks' business and growth prospects are based solely on the Management expectations for the future of the business. These expectations depend substantially on market conditions, the performance of the Brazilian economy, the sector and international markets and, therefore, are subject to change without prior notice.

All variations shown herein are calculated based on the numbers without rounding. This performance report includes accounting and non-accounting data such as operating and pro forma financial data. Non-accounting data was not subject to review by the independent auditors of the Company."





Highlights 4Q21: Continued Operational Margins Recovery



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R\$ 351.3 mm
+18.3% vs. 4T20



Total Sales

R\$ 276.1 mm
+30.5% vs. 4T20

Net Revenue

27.2%
+1.0 p.p. vs. 3T21

Adjusted **EBITDA Mg.**

❖ **Total Sales Record** at **Corporate Segment** with **R\$ 208.9 million** in 4Q21, + 88.5% vs. 4Q20

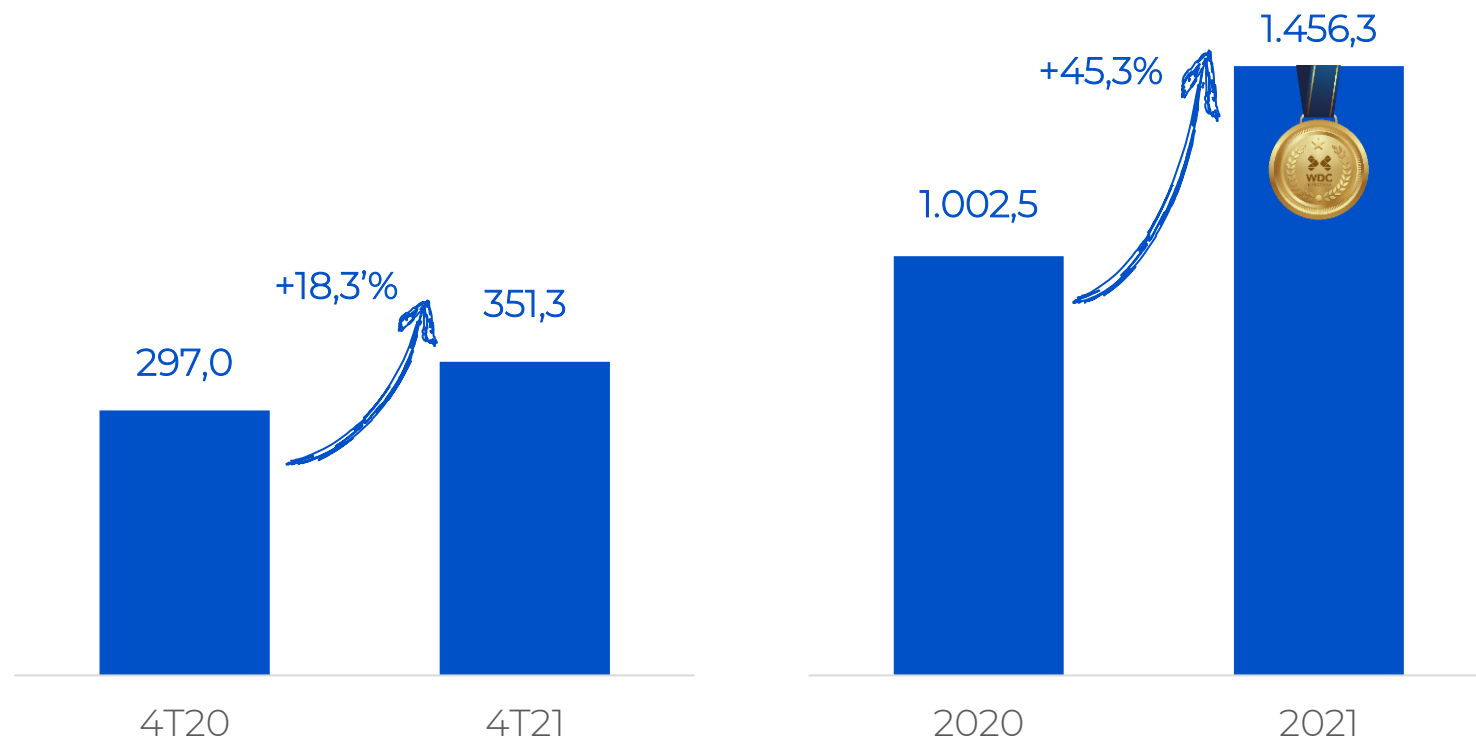
- BU Solar with **R\$ 102,8 million** in 4Q21, +200.5% vs. 4Q20
- BU Enterprise with **R\$ 106.2 million** in 4Q21, +16.3% vs. 3Q20

❖ **Continued recovery** in **Operating Margins**

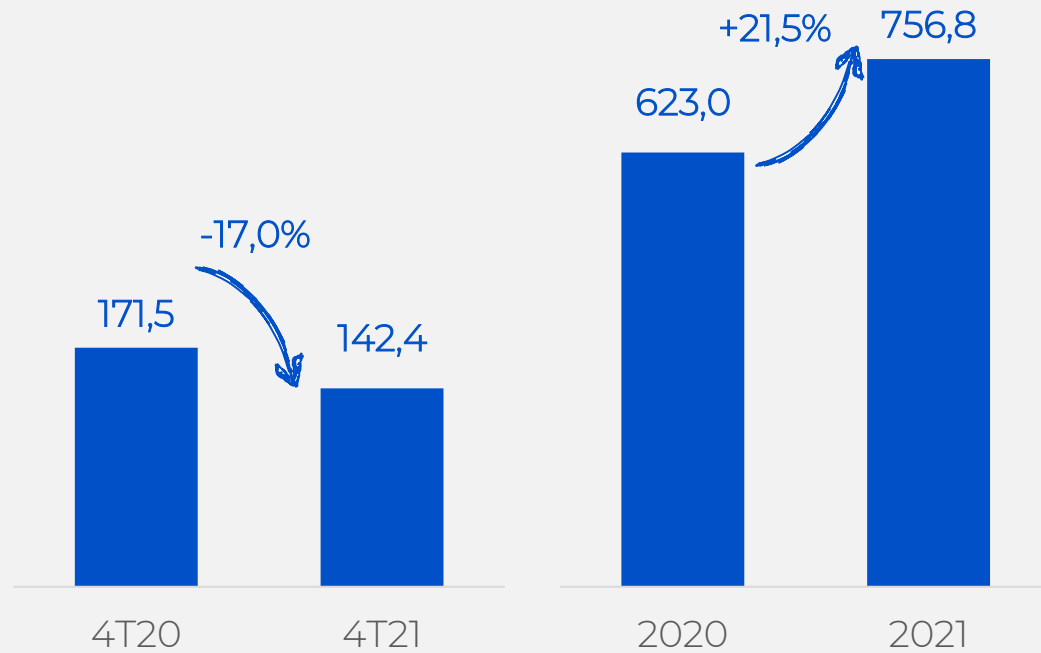
- Consolidated Gross Income Margin in 27.6% in 4Q21
- Consolidated Adjusted EBITDA Margin in 27.2% in 4Q21
- Follow-on Primary Shares Offer (CVM 400)



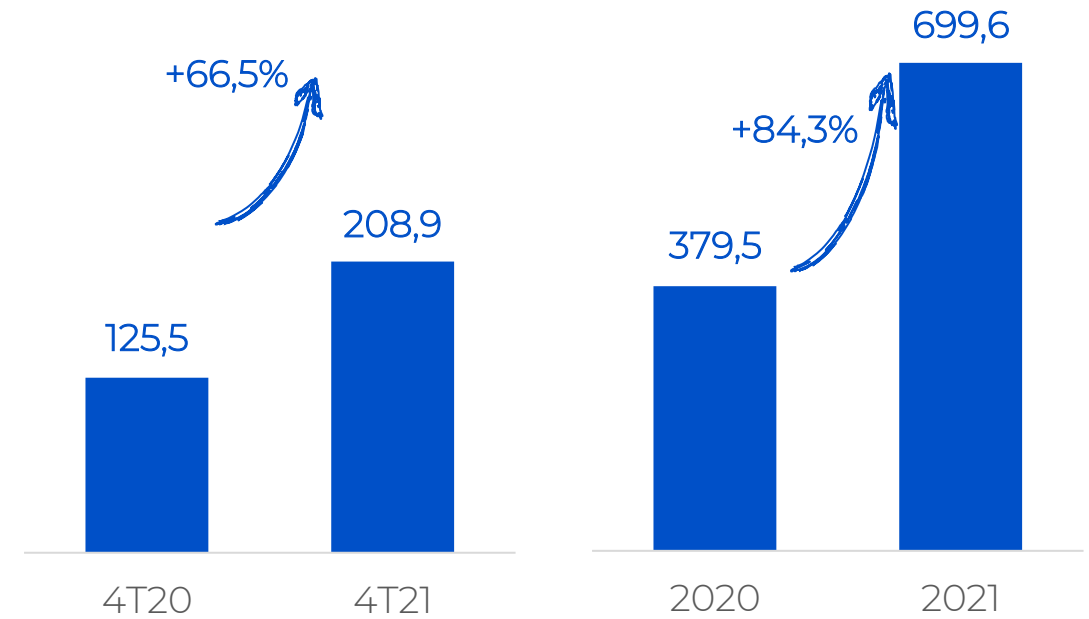
Record of Consolidated Total Sales | (R\$ million)



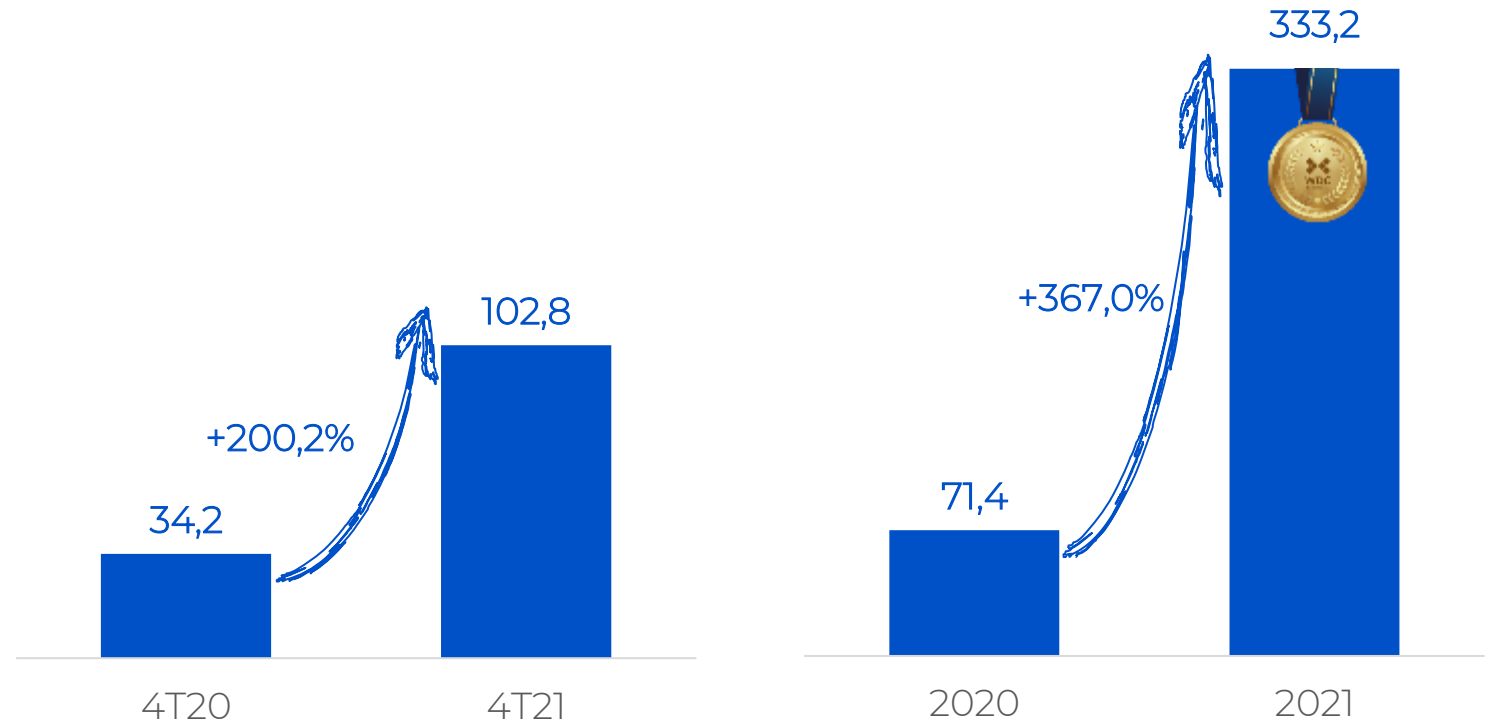
Telecom



Corporate



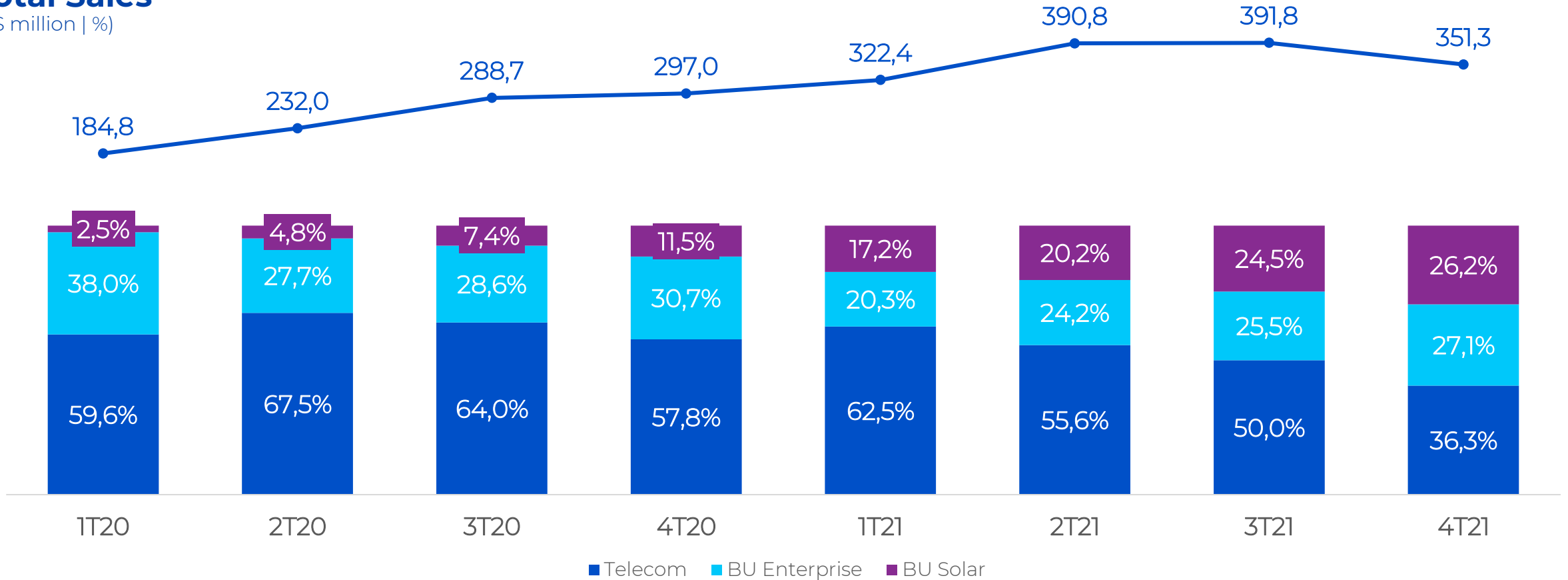
Total Sales of BU SOLAR | (R\$ million)



Consolidated Total Sales Evolution



Total Sales
(R\$ million | %)

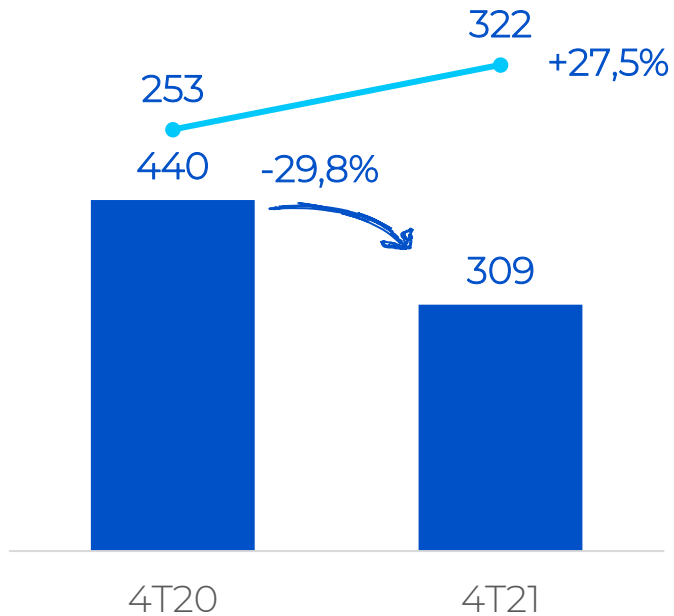




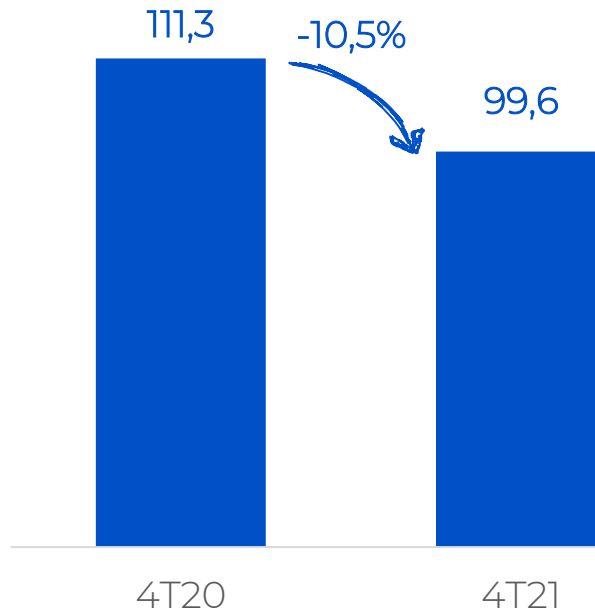
TaaS Performance

Quantity of New Agreements and Value of the Agreements

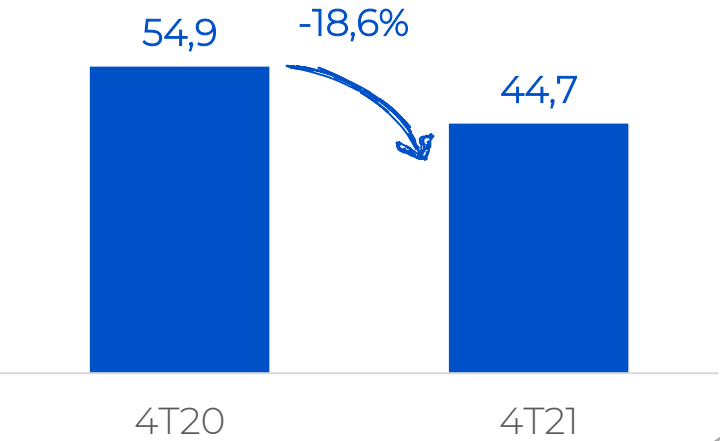
■ Number of Agreements (#) ● Value of Agreements (R\$ thousands per agreement)



Total Sales of TaaS | (R\$ million)



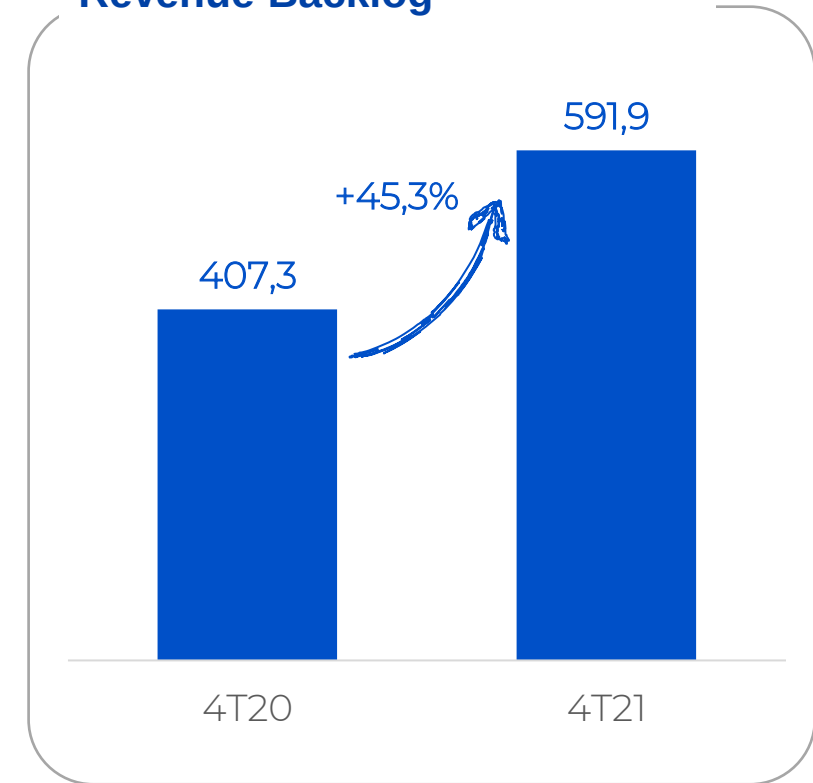
CAPEX



CAPEX and Revenue Backlog | (R\$ million)



Revenue Backlog

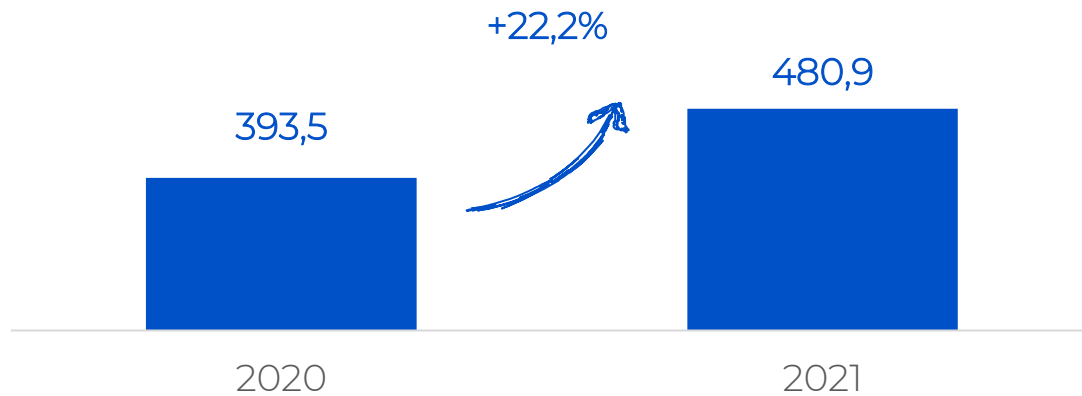




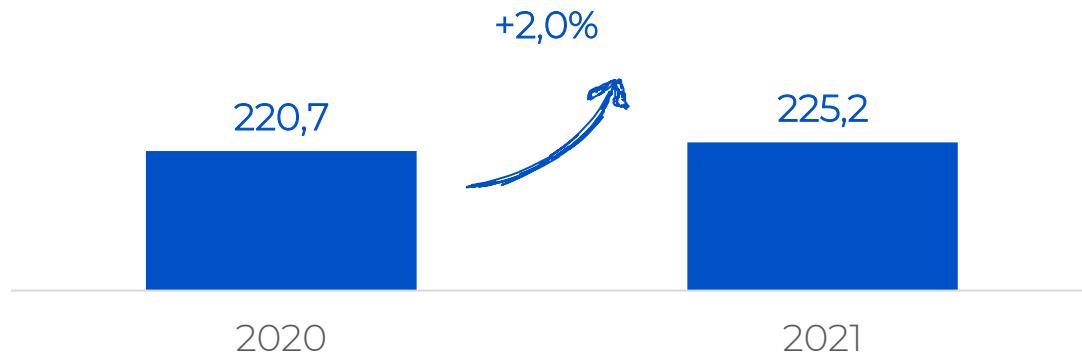
Higher Returns of TaaS Portfolio in the Year



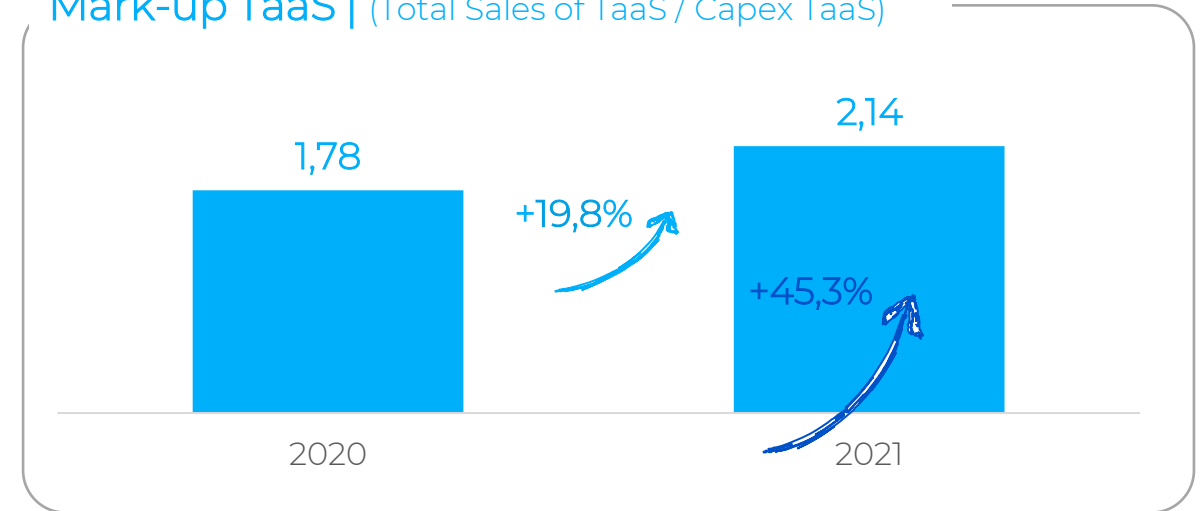
Total Sales of TaaS | (R\$ million)



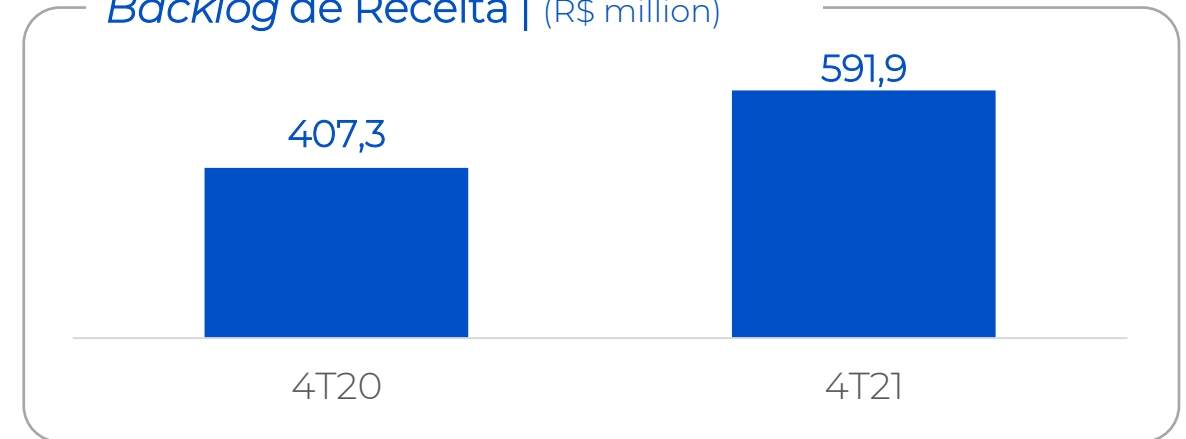
Capex TaaS | (R\$ million)



Mark-up TaaS | (Total Sales of TaaS / Capex TaaS)

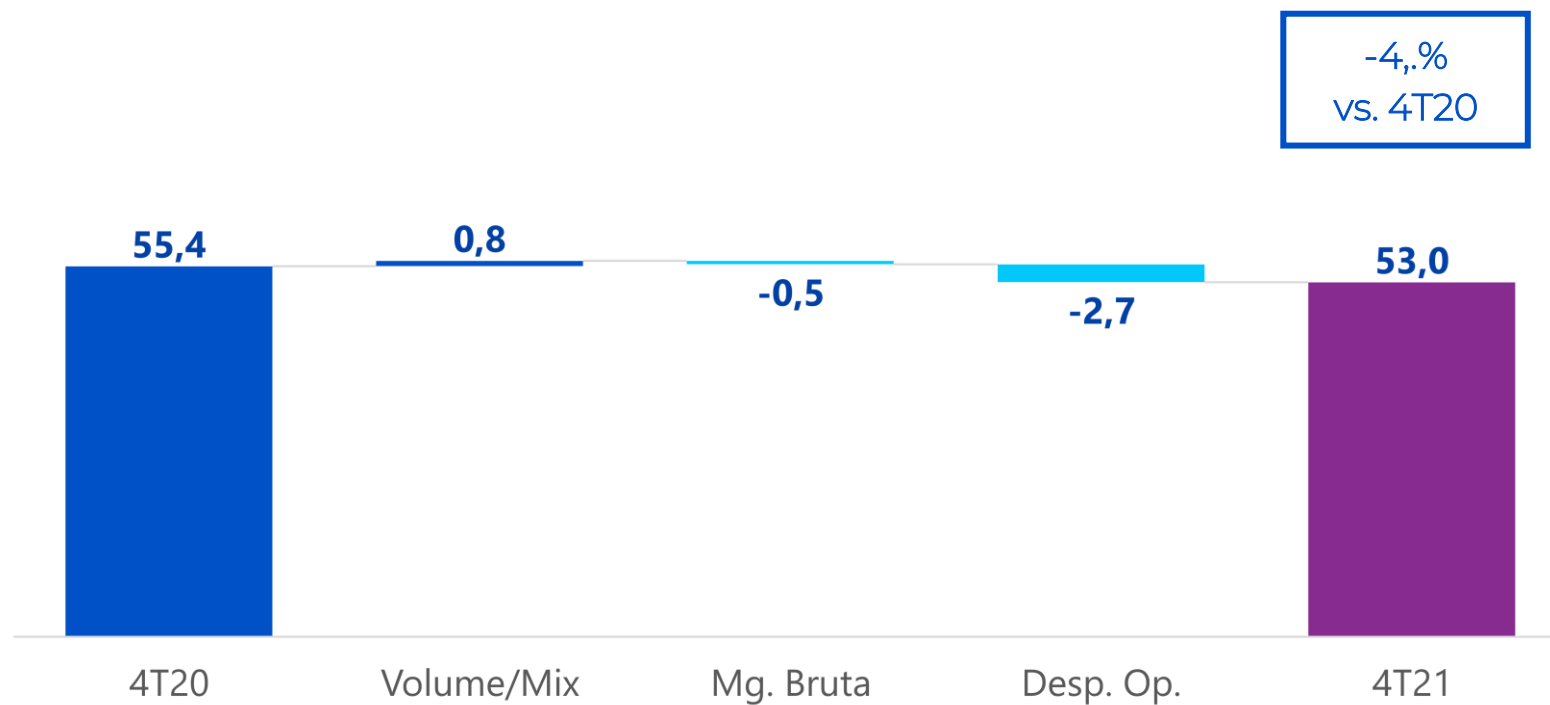


Backlog de Receita | (R\$ million)





Adjusted Telecom EBITDA | (R\$ million)

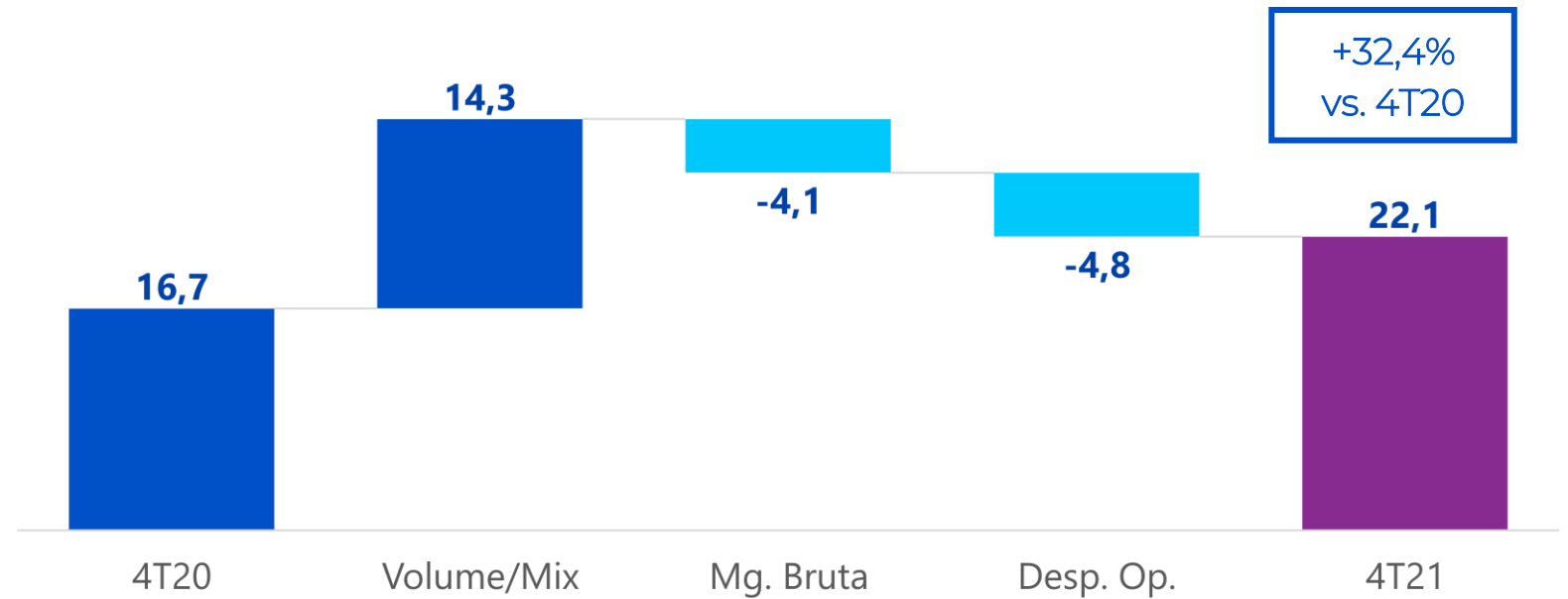




Corporate Segment



Adjusted Corporate EBITDA | (R\$ million)

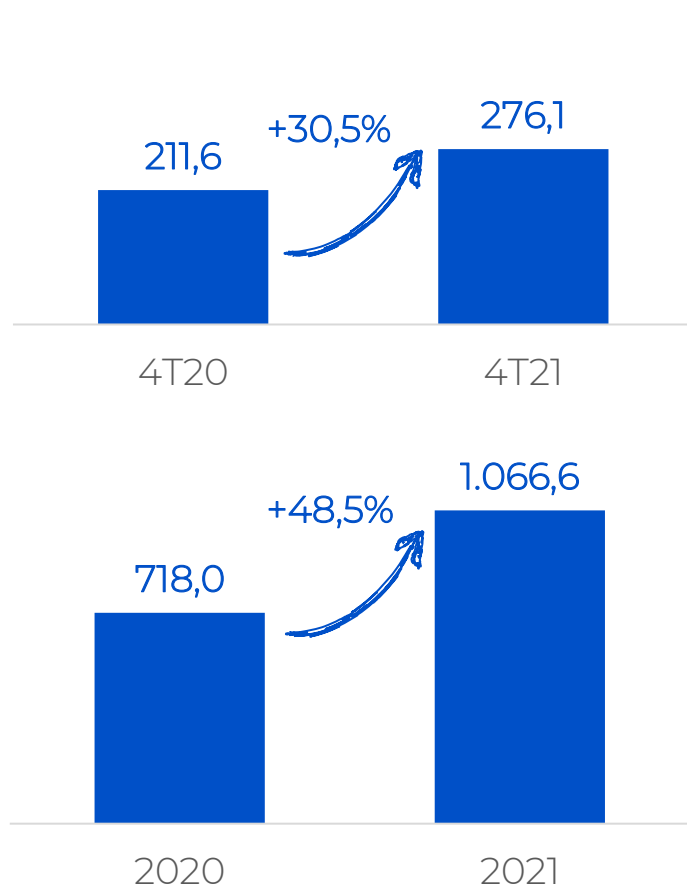




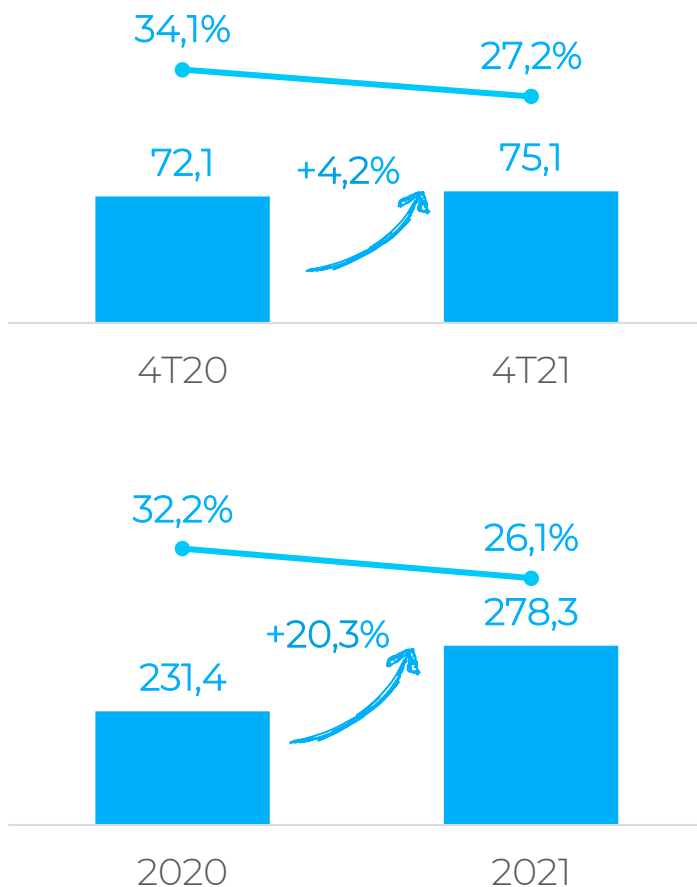
Consolidated Results



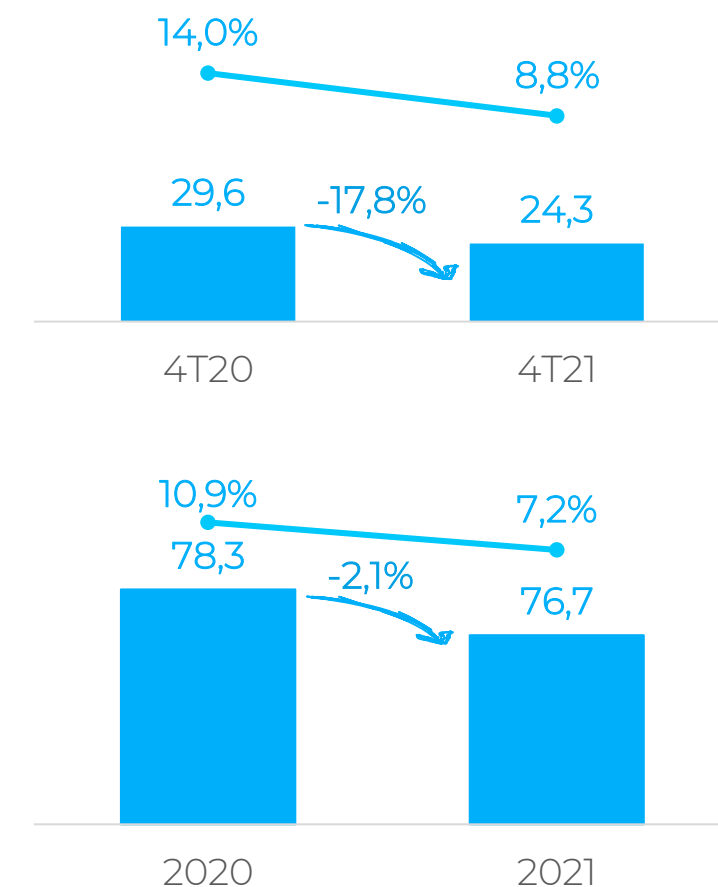
Net Income (R\$ million)



Adjusted EBITDA and Margin (R\$ million and %)



Net Adjusted Income (R\$ million)





Adjusted Net Debt to EBITDA (LTM) in 0,91x

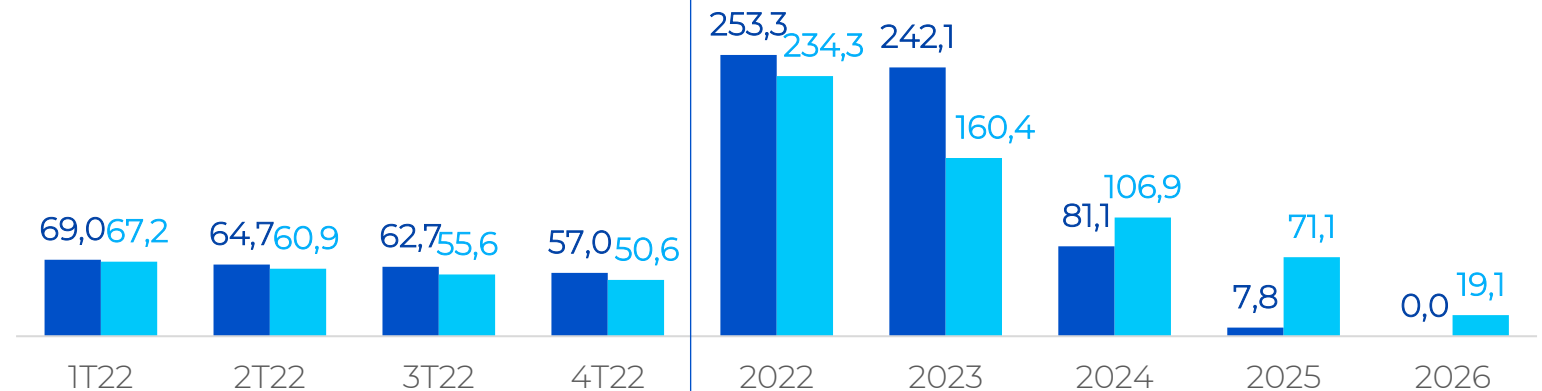


Debt Amortization Schedule | (R\$ million)

- Gross Debt
- *Future Income Backlog*

Total Gross Debt R\$ 589,6 m
Total Net Debt R\$ 252,6 m
Backlog R\$ 591,9 m

Backlog / Net Debt = 2.5x





Whats Next...



- Solar market should continue at current pace in 2022
- Telecom market with deceleration in net adds but companies are looking to improve quality of network
- Enterprise Market should have a better year with bigger projects in electronic surveillance and new concessions
- Challenges in supply chain (semi-conductors) should continue in 2022
- Focus on operational improvement and efficiency gains

Thanks and Q&A!



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