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# HIGHLIGHTS | 4Q21

Total Sales Record in the Corporate Segment with BRL 208.9 million in 4Q21, + 66.5% vs. 4Q20

BU Solar at BRL 102.8 million in 4Q21, + 200.5% vs. 4Q20 BU Enterprise at BRL 106.2 million in 4Q21, +16.3% vs. 4Q20

- Continued recovery of Consolidated Adjusted EBITDA Margin at 27.2% in 4Q21 vs. 26.2% in 3Q21
- Consolidated Adjusted Net Income of BRL 24.3 million in 4Q21 vs. BRL 15.9 million in 3Q21
- Primary subsequent offering of shares (follow-on CVM-400)



#### Summary of Consolidated Result and Financial Indicators

| Highlights   |        |       |           |         |         |           |
|--|--------|-------|-----------|---------|---------|-----------|
| (In BRL million, except when indicated)                            | 4Q21   | 4Q20  | Δ%        | 2021    | 2020    | Δ%        |
| Consolidated Financial Income                                      |        |       |           |         |         |           |
| Total Sales  | 351.4  | 297.0 | 18.3%     | 1,456.4 | 1,002.5 | 45.3%     |
| Net Revenue  | 276.1  | 211.6 | 30.5%     | 1,066.6 | 718.0   | 48.5%     |
| Gross Income   | 76.1   | 73.6  | 3.5%      | 294.9   | 239.0   | 23.4%     |
| Gross Margin (% Net Revenue)                                       | 27.6%  | 34.8% | -7.2 p.p. | 27.6%   | 33.3%   | -5.6 p.p. |
| Adjusted EBITDA  | 75.1   | 72.1  | 4.2%      | 278.3   | 231.4   | 20.3%     |
| Adjusted EBITDA Margin (% Net Revenue)                             | 27.2%  | 34.1% | -6.9 p.p. | 26.1%   | 32.2%   | -6.1 p.p. |
| Adjusted Net Income  | 24.3   | 29.6  | -17.8%    | 76.7    | 78.3    | -2.1%     |
| Adjusted Net Margin (% Net Revenue)                                | 8.8%   | 14.0% | -5.2 p.p. | 7.2%    | 10.9%   | -3.7 p.p. |
| Main Financial Indicators  |        |       |           |         |         |           |
| Deferred Revenue Backlog   | 591.9  | 407.3 | 45.3%     | 591.9   | 407.3   | 45.3%     |
| Investment in Property, Plant and Equipment for Lease (CAPEX TaaS) | -180.4 | 54.9  | -428.4%   | 0.0     | 191.3   | -100.0%   |
| Net Debt / Adjusted LTM EBITDA (x)                                 | 0.9    | n.a.  | n.a.      | 0.9     | n.a.    | n.a.      |
| Main Operating Indicators  |        |       |           |         |         |           |
| % Produced Internally (% Total Sales)                              | 59%    | 50%   | 19.3%     | 57%     | 40%     | 17.3 p.p. |
| % TaaS (% Total Sales)   | 28%    | 37%   | -24.4%    | 33%     | 39%     | -6.2 p.p. |
| % TaaS (% Gross Revenue)   | 22%    | 27%   | -16.8%    | 23%     | 30%     | -6.7 p.p. |
| New TaaS Agreements' (sic) Term (average in months)                | 45     | 41    | 9.8%      | 46      | 35      | 32.8%     |
| Quantity of New TaaS Agreements                                    | 309    | 440   | -29.8%    | 1,593   | 1,652   | -3.6%     |
| New TaaS Agreements' Value (average BRL thousand/agreement)        | 322    | 253   | 27.5%     | 302     | 238     | 0.3 p.p.  |

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The consolidated quarterly information has been prepared in accordance with CVM and CPC rules and is in compliance with international accounting standards (IFRS) issued by the International Accounting Standards Board (IASB). Operating and financial information is presented based on consolidated figures in Brazilian Reais (BRL). Due to rounding, the sums may differ. Non-financial data were not subject to examination by the independent auditors.



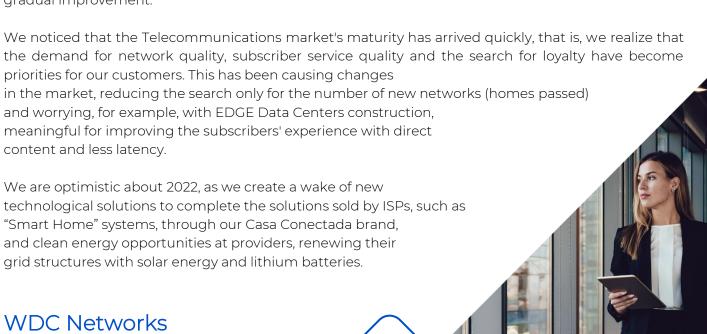


## Message from Management

#### Dear Investor,

We were pleased to announce our 4Q21 results and thus, we end the year 2021. As it is well known, 2021 was a year of many achievements for our company, especially the initial public offering (IPO)in July and despite sanitary difficulties, international logistics in near collapse and difficulties in component supplies, we managed to advance reaching BRL 1.456 billion of Total Sales, growth of 45.3% over 2020. This quarter, we spared no effort to maintain the products' flow so that our production of solar photovoltaic generators continued to be delivered in the face of huge demand and the delivery of telecommunications systems and corporate systems.

The resilience of employees and our technology-as-a-service (TaaS) sales modality brought excellent results, such as Consolidated Net Revenue was BRL 276.1 million in 4Q21, which represents a growth of 30.5% compared to the same period of 2020, and an increase in the Consolidated Gross Income margin to 27.8% (vs. 27.6% in 3Q21). Another important indicator was Adjusted EBITDA, which also reached BRL 75.1 million, a 4.2% growth compared to the same period in 2020, and a Consolidated Adjusted EBITDA Margin of 27.1% in 4Q21 (vs. 26.2% in 3Q21). It is important to note that the improvement of the operating indicators occurred even considering the time of change in the sales mix with greater representation of the Photovoltaic Solar Energy BU, which has lower margins than the others, but has been showing a gradual improvement.



WDC Networks #Easy





## ♦ Total Sales

| Total Sales (In BRL million, except when indicated) | 4Q21  | 4Q20  | Δ%     | 2021    | 2020    | Δ%     |
|---|-------|-------|--------|---------|---------|--------|
| Telecommunication                                   | 142.5 | 171.5 | -16.9% | 756.8   | 623.0   | 21.5%  |
| Corporate   | 208.9 | 125.5 | 66.5%  | 699.6   | 379.5   | 84.3%  |
| BU Enterprise                                       | 106.2 | 91.3  | 16.3%  | 366.4   | 308.2   | 18.9%  |
| BU Solar  | 102.8 | 34.2  | 200.5% | 333.2   | 71.4    | 367.0% |
| Total Sales Consolidated                            | 351.4 | 297.0 | 18.3%  | 1,456.4 | 1,002.5 | 45.3%  |

WDC reached a Total Sales of BRL 351.4 million in 4Q21, growing 18.3% vs. 4Q20 once again due to the strong growth of the BU Solar. In the year, the result was even more positive, reaching BRL 1,456.4 million, which represents an increase of 45.3% compared to 2020.



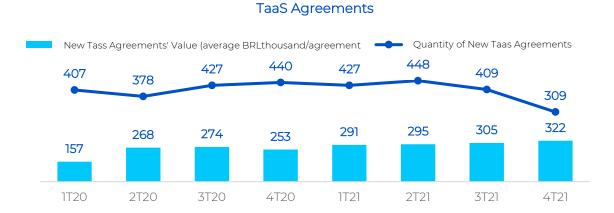
In the Telecommunication segment, there was a reduction of 16.9% in 4Q21 vs. 4Q20. Such reduction was mainly due to the slowdown in the number of new subscribers in the provider market. In 2021, the growth was 21.5% vs. 2020.

In the Corporate segment, the growth was 66.5% in 4Q21 vs. 4Q20. This strong growth remains due to the expansion of the BU Solar, which presented 200.5% growth in 4Q21 vs. 4Q20, and BU Enterprise grew 16.3% in 4Q21 vs. 4Q20. In 2021, the growth was 84.3% vs. the previous year, with the BU Solar up to 367% and the BU Enterprise up to 18.9%.



#### TaaS – Technology Lease (Technology as a Service)

Regarding the Value of New TaaS Agreements, we observed a new increase in the average ticket to BRL 322 thousand per agreement. However, the number of New TaaS Agreements dropped to 309 in the last quarter as a result of the reduction in new subscriber additions observed in the Telecommunication segment.



In 2021, the TaaS Total Sales (VGV leases) was BRL 480.9 million, which means a growth of 22.2% vs. 2020 presenting a new record for WDC.





The Total Sales indicator is the best indicator to measure the WDC Networks' commercial effort as it incorporates the nominal value of the "TaaS (VGV Leases)" lease agreements, which will be recognized over the agreements' term and the Gross Revenue from Sales of Products and Services under the IFRS.



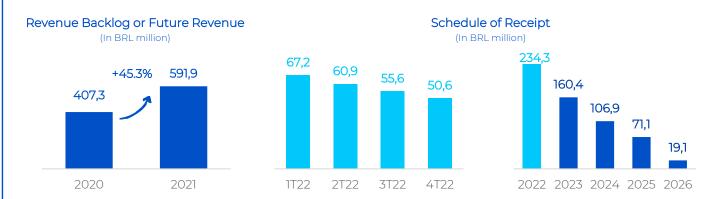




The New TaaS Agreements' Term was of 45 months in 4Q21 and 46 months on average for 2021.

#### Revenue Backlog

We closed the 2021 Revenue Backlog at BRL 591.9 million, showing a growth of 45.3% vs. 2020 and 4.7% vs. 3Q21. The Revenue Backlog shows the portion of future revenues sold by WDC that will mean revenues and results already guaranteed without any need for new investments given that Capex has already been realized in previous periods. This characteristic shows the resilience of WDC's business model.



The receipt schedule indicates the amounts WDC has of Future Revenue to be recognized in the next 4 quarters and in the further years.



The Revenue Backlog, or Deferred Revenue, will be accounted for on an accrual basis for each agreement in future periods acting as a "stock" of Revenue. The Backlog is a direct consequence of the TaaS (VGV Leases) and the New Agreements' Terms (the longer the term, the greater the portion that will be accounted for in the future, impacting the Backlog).

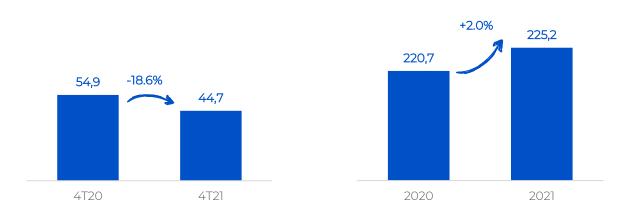




#### Investment in TaaS Assets – CAPEX

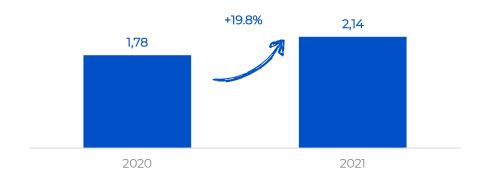
The Total investment in Fixed Assets in 4Q21 was BRL 44.7 million, 18.6% lower than in 4Q20. In 2021, it was BRL 225.2 million, up 2.0% vs. same period of the previous year.

Investment in TaaS Assets - CAPEX
(In BRL million)



Evaluating the return on investment, in 2021, for each Brazilian Real invested in TaaS, WDC will generate 2.14x in Total Sales (VGV Leases), which will be accounted for over the accrual period of the lease agreements. Such indicator for the same period in 2020 was at 1.78x.

**TaaS Markup**(# Total TaaS Sales / Investments in TaaS Assets - CAPEX)





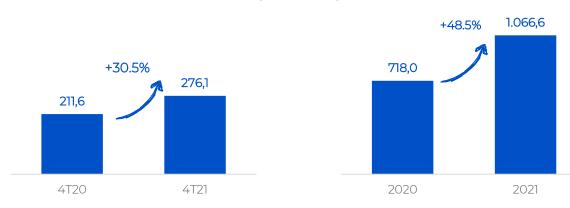
# ♦ Commented Result for 4Q21

#### Net Revenue

| Net Revenue<br>(In BRL million, except when indicated) | 4Q21  | 4Q20  | Δ%     | 2021    | 2020  | Δ%     |
|--|-------|-------|--------|---------|-------|--------|
| Telecommunication                                      | 107.0 | 113.6 | -5.8%  | 503.5   | 440.7 | 14.3%  |
| Corporate  | 169.2 | 98.0  | 72.6%  | 563.1   | 277.4 | 103.0% |
| BU Enterprise  | 78.3  | 67.1  | 16.6%  | 266.8   | 213.1 | 25.2%  |
| BU Solar   | 90.9  | 30.9  | 194.3% | 296.3   | 64.2  | 361.3% |
| Consolidated Net Revenue                               | 276.1 | 211.6 | 30.5%  | 1,066.6 | 718.0 | 48.5%  |

The Consolidated Net Revenue was BRL 276.1 million, 30.5% of growth on 4Q20. In the year, we reached BRL 1,066.6 million, a growth of 48.5% vs. 2020. As mentioned, this growth is attributed to the Corporate segment due to strong sales of products and services in the BU Solar.





In the Telecommunication segment, there was a deceleration of 5.8% in 4Q21 vs. 4Q20. It is important to highlight the recurring effect of lease revenue, this effect is the main reason why net revenue fell less than Total Telecommunication Sales (-17.0%). In 2021, the growth was 14.3% vs. 2020.

In the Corporate segment, the growth was 72.6% in 4Q21 vs. 4Q20. In 2021, the growth was 103.0% vs. the previous year, with the BU Solar up to 361.3% and the BU Enterprise up to 25.2%.



#### Gross Income

| Gross Income<br>(In BRL million, except when indicated)           | 4Q21          | 4Q20          | Δ%                  | 2021                  | 2020                            | Δ%                 |
|---|---------------|---------------|---------------------|-----------------------|---------------------------------|--------------------|
| Telecommunication  Gross Margin (% Telecommunication Net Revenue) | 35.9<br>33.6% | 46.2<br>40.7% | -22.3%<br>-7.1 p.p. | 176.7<br><i>35.1%</i> | 170.5<br><i>3</i> 8. <i>7</i> % | 3.6%<br>-3.6 p.p.  |
| Corporate<br>Gross Margin (% Corporate Net Revenue)               | 40.2<br>23.8% | 27.4<br>27.9% | 47.0%<br>-4.1 p.p.  | 118.2<br>21.0%        | 68.5<br>24.7%                   | 72.6%<br>-3.7 p.p. |
| Consolidated Gross Income   | 76.1          | 73.6          | 3.5%                | 294.9                 | 239.0                           | 23.4%              |
| Gross Margin (% Consolidated Net Revenue)                         | 27.6%         | 34.8%         | -7.2 p.p.           | 27.6%                 | 33.3%                           | -5.6 p.p.          |

The Consolidated Gross Income for 4Q21 was BRL 76.1 million, a growth of 3.5% vs. the 4Q20. The Corporate segment was the main responsible for this growth with greater maturity of both BUs (Enterprise and Solar). In the year, Consolidated Gross Income was BRL 294.9 million, a new record for WDC, with a growth of 23.4% vs. 2020.

In the Telecommunication segment, we reached a total of BRL 35.9 million in 4Q21, a reduction of 22.3% vs. 4Q20. In the year, the result grew by 3.6% vs. 2020 reaching the level of BRL 176.7 million.

In the Corporate segment, we reached a total of BRL 40.2 million in 4Q21, growth of 47.0% vs. 4Q20 due to higher volumes from the BU Solar. In the year, the Gross Income was BRL 118.2 million, a growth of 72.6% vs. 2020.

#### Gross Income Margin

Consolidated Gross Margin was 27.6% in 4Q21 vs. 34.8% in 4Q20 (-7.2 p.p.). The two main factors that justify such reduction are the change in the revenue mix (greater share of the BU Solar) and the longer New TaaS Agreements' Term (leases). In 2021, the Consolidated Gross Margin was 27.6% vs. 33.3% in 2020 (-5.6 p.p.).

In the Telecommunication segment, the segmented Gross Margin stood at 33.6% in 4Q21 vs. 40.7% in 4Q20 (-7.1 p.p.). In 2021, the Telecommunication's Gross Margin was 35.2%, a contraction of 3.6 p.p. vs. 2020, still due to the impact caused by the increase in the New Agreements' Term.

In the Corporate segment, there was a reduction of 4.1 p.p. in Gross Margin in 4Q21 (from 27.9% in 4Q20 to 23.8% in 4Q21). In 2021, the Gross Margin of the Corporate was 21.0%, showing a reduction of 3.7 p.p. vs. 2020. This impact is mainly due to the product mix, with a greater share of the BU Solar, which has lower margins.





+4.2%

vs. 4Q20

#### Adjusted EBITDA

| Adjusted EBITDA (In BRL million, except when indicated)  | 4Q21  | 4Q20  | Δ%        | 2021  | 2020  | Δ%        |
|--|-------|-------|-----------|-------|-------|-----------|
| Telecommunication  | 53.0  | 55.4  | -4.3%     | 225.1 | 196.9 | 14.3%     |
| Adjusted EBITDA Margin (% Telecommunication Net Revenue) | 49.5% | 48.8% | 0.8 p.p.  | 44.7% | 44.7% | 0.0 p.p.  |
| Corporate  | 22.1  | 16.7  | 32.4%     | 53.2  | 34.5  | 54.2%     |
| Adjusted EBITDA Margin (% Corporate Net Revenue)         | 13.1% | 17.1% | (-4 p.p.) | 9.5%  | 12.4% | -3.0 p.p. |
| Consolidated Adjusted EBITDA                             | 75.1  | 72.1  | 4.2%      | 278.3 | 231.4 | 20.3%     |
| Adjusted EBITDA Margin (% Net Revenue)                   | 27.2% | 34.1% | -6.9 p.p. | 26.1% | 32.2% | -6.1 p.p. |

WDC's Consolidated Adjusted EBITDA for 4Q21 was BRL 75.1 million, a growth of 4.2% vs. 4Q20. The Corporate segment was the main responsible for this growth with greater maturity of both BUs (Enterprise and Solar) and higher volumes. In 2021, the Consolidated Adjusted EBITDA was BRL 278.3 million, a growth of 20.3% vs. 2020, due to higher volumes in both segments.

In the Telecommunication segment, the Adjusted EBITDA was BRL 53.2 million in 4Q21, a reduction of 3.0% vs. 4Q20. In 2021, Telecommunication's Adjusted EBITDA was BRL 225.1 million, a growth of 14.3%. The main factor that contributed to the growth was higher volumes in the sale of products with better margins.

In the Corporate segment, Adjusted EBITDA was BRL 22.1 million in 4Q21, a growth of 32.4% vs. 4Q20. In the year, we reached a historic mark of BRL 53.2 million, a growth of 54.2% vs. 2020, mainly driven by BU Solar sales volume growth







#### Adjusted EBITDA Margin

Consolidated Adjusted EBTIDA Margin was 27.2% in 4Q21 vs. 34.1% in 4Q20 (-6.9 p.p.) due to the change in the revenue mix (greater share of the BU Solar). In 2021, the Consolidated Adjusted EBITDA Margin was 26.1% vs. 32.2% in 2020 (-6.1 p.p.). also impacted by the mix effect, in which the Corporate segment represented 19.1% in 2021 vs. 14.9% in 2020 of the Consolidated Adjusted EBITDA.

In the Telecommunication segment, the Adjusted EBITDA Margin was 49.5% in 4Q21 vs. 48.8% in 4Q20 (+1.5 p.p.). In 2021, the Adjusted EBITDA Margin was 44.7%, the same level as in 2020.

In the Corporate segment, the Adjusted EBITDA Margin was 13.1% in 4Q21 vs. 17.1% in 4Q20. In 2021, the Adjusted EBITDA Margin was 9.5%, a contraction of 3.0 p.p. vs. 2021. The main reasons that justify this reduction are the same as those mentioned in the Gross Income section.

#### Adjusted EBITDA reconciliation

| Adjusted EBITDA reconciliation (In BRL million, except when indicated) | 4Q21  | 4Q20  | Δ%        | 2021  | 2020  | Δ%        |
|--|-------|-------|-----------|-------|-------|-----------|
| Consolidated EBITDA  | 74.9  | 70.0  | 7.1%      | 271.9 | 219.7 | 23.7%     |
| EBITDA Margin (% Net Revenue)  | 27.1% | 33.1% | -5.9 p.p. | 25.5% | 30.6% | -5.1 p.p. |
| (+) IPO expenses   | 0.2   | 0.0   | n.a       | 6.9   | 0.0   | n.a       |
| (+) Share-Based Variable Compensation Expense                          | 0.0   | 2.1   | -100.0%   | 7.3   | 11.4  | -36.5%    |
| (-) Excluding ICMS Credit on PIS/COFINS Base (17-20)                   | 0.0   | 0.0   | n.a       | (7.7) | 0.0   | n.a       |
| (+) Pre-Operational Expenses   | 0.0   | 0.0   | n.a       | 0.0   | 0.3   | -100.0%   |
| (+) Non-recurring Expenses and Revenues                                | 0.2   | 2.1   | -89.4%    | 6.5   | 11.7  | -45.0%    |
| Consolidated Adjusted EBITDA   | 75.1  | 72.1  | 4.2%      | 278.3 | 231.4 | 20.3%     |
| Adjusted EBITDA Margin (% Net Revenue)                                 | 27.2% | 34.1% | -6.9 p.p. | 26.1% | 32.2% | -6.1 p.p. |

**IPO expenses:** Considering the IPO, we recognized expenses of BRL 6.9 million. All estimated expenses were reported in the preliminary and final prospectus.

Share-Based Variable Compensation Expense: As mentioned in note 20 of the 2nd quarter ITR, also in the FSs from 2017 to 2020, WDC maintained a share-based variable compensation program until the IPO date. Upon completion of the IPO, the program will be paid for and finalized. WDC replaced the program with a Stock Options program as described in its Reference Form available on the IR website (<a href="https://www.ri.wdcnet.com.br">www.ri.wdcnet.com.br</a>) and CVM.

Exclusion of ICMS Credit on PIS/COFINS Base: exclusion of credit base in the amount of BRL 7.7 million realized in the result in 2021.

**Pre-Operational Expenses:** Non-recurring pre-operating expenses arising from the launching of Casa Conectada in 2020





#### Financial Income

| Financial Income<br>(In BRL million, except when indicated) | 4Q21   | 4Q20   | Δ%      | 2021   | 2020   | Δ%      |
|---|--------|--------|---------|--------|--------|---------|
| Foreign Exchange Variation                                  | (9.2)  | 6.8    | -235.2% | (5.1)  | 4.1    | -226.1% |
| Financial Revenue   | 12.6   | 4.9    | 158.1%  | 25.0   | 9.3    | 168.2%  |
| Financial Expense and Derivative Instruments                | (15.0) | (15.9) | -5.2%   | (60.0) | (45.4) | 32.3%   |
| (+/-) Financial Income                                      | (11.6) | (4.2)  | 178.7%  | (40.2) | (32.0) | 25.5%   |

The Net Foreign Exchange Variation (Assets and Liabilities) represented an expense of BRL 9.2 million in 4Q21, mainly justified by the depreciation of the BRL against other foreign currencies that affect the liabilities of international suppliers and inventory assets that have not yet been nationalized. This effect is temporary as it will be nullified by the pricing of our sales related to foreign currencies. In 2021, the Net Foreign Exchange Variation represented an expense of BRL 5.1 million, despite the BRL depreciation in the period.

WDC's Financial Revenue was at BRL 12.6 million in 4Q21, compared to BRL 4.9 in 4Q20. This variation is a consequence of the increase in the Company's cash position over the period resulting from the initial offering of shares held in July 2021, and the greater occurrence of fines and interest payments from defaulting customers of approximately BRL 1.6 million. In 2021, the Financial Revenue was BRL 25.0 million, 168.2% higher than in 2020.8/1/2

The Financial Expenses and Derivative Instruments in 4Q21 amounted to BRL 15.0 million, 5.2% lower than in 4Q20. Such variations are a consequence of the Company's total indebtedness in the different periods, of the contracted indexes (CDI and IPCA), and on the other hand, the positive effect of the renegotiation and prepayment of debts made throughout 2021. In 2021, the Financial Expenses and Derivative Instruments amounted to BRL 60.0 million, 32.3% higher than in 2020, of which BRL 8.3 million referred to adjustments to the present value of accounts receivable and suppliers due to increases occurred in the Selic rate throughout the year.

The Net Financial Result in 4Q21 was an expense of BRL 11.6 million, compared to an expense of BRL 4.2 million in 4Q20. In 2021, the Net Financial Result was an expense of BRL 40.2 million vs. BRL 32.0 million in the same period of the previous year.



### Adjusted Net Income

| Reconciliation of Adjusted Net Income (In BRL million, except when indicated) | 4Q21   | 4Q20   | Δ%        | 2021    | 2020   | Δ%        |
|---|--------|--------|-----------|---------|--------|-----------|
| Net Revenue   | 276.1  | 211.6  | 30.5%     | 1,066.6 | 718.0  | 48.5%     |
| EBIT  | 37.1   | 42.7   | -13.1%    | 134.5   | 123.3  | 9.1%      |
| EBIT Margin (% Net Revenue)   | 13.4%  | 20.2%  | -6.7 p.p. | 12.6%   | 17.2%  | -4.6 p.p. |
| (+/-) Financial Income  | (11.6) | (4.2)  | 178.7%    | (40.2)  | (32.0) | 25.5%     |
| (-) Provision for IR and CSLL   | (1.3)  | (10.4) | -87.5%    | (21.9)  | (20.7) | 5.6%      |
| Net Income  | 24.2   | 28.2   | -14.2%    | 72.5    | 70.6   | 2.6%      |
| Net Margin (% Net Revenue)  | 8.8%   | 13.3%  | -4.6 p.p. | 6.8%    | 9.8%   | -3.0 p.p. |
| (+) IPO expenses  | 0.2    | 0.0    | n.a.      | 6.9     | 0.0    | n.a.      |
| (+) Share-Based Variable Compensation Expense                                 | 0.0    | 2.1    | -100.0%   | 7.3     | 11.4   | -36.5%    |
| (-) Excluding ICMS Credit PIS/COFINS Base (17-20)                             | 0.0    | 0.0    | n.a.      | (7.7)   | 0.0    | n.a.      |
| (+) Pre-Operational Expenses  | 0.0    | 0.0    | n.a.      | 0.0     | 0.3    | -100.0%   |
| (-) IR and CSLL reversal  | (O.1)  | (0.7)  | -89.4%    | (2.2)   | (4.0)  | -45.0%    |
| (+) Non-recurring Expenses and Revenues and IR and CSLL                       | 0.2    | 1.4    | -89.4%    | 4.3     | 7.7    | -45.0%    |
| Adjusted Net Income   | 24.3   | 29.6   | -17.8%    | 76.7    | 78.3   | -2.1%     |
| Adjusted Net Income Margin (% Net Revenue)                                    | 8.8%   | 14.0%  | -5.2 p.p. | 7.2%    | 10.9%  | -3.7 p.p. |

The Adjusted Net Income in 4Q21 was BRL 24.3 million, a contraction of 17.8% vs. 4Q20. In 2021, adjusted Net Income totaled BRL 76.7 million, a contraction of 2.1% vs. 2020.

The Adjusted Net Income Margin was 8.8% in 4Q21, a contraction of 5.2 p.p. vs. 4Q20 and expansion of 3.3 p.p. vs. 3Q21, as a consequence of the effects mentioned above. In 2021, the Adjusted Net Income Margin reached 7.2%, vs. 10.9% in 2020.





# ♦ Cash Flow

| Consolidated Statement of Cash Flows (In BRL million, except when indicated)          | 4Q21    | 2021    | 2020    | Δ%    |
|---|---------|---------|---------|-------|
| Cash Flow From Operating Activities   | 7.1     | (29.4)  | 124.1   | -124% |
| Net income for the period   | 24.2    | 72.5    | 70.6    | 3%    |
| Adjustments reconcile profit or loss for the period to cash from operating activities | 44.0    | 235.5   | 182.4   | 29%   |
| Assets decrease (increase)  | (60.0)  | (264.2) | (108.7) | 146%  |
| Liabilities increase (decrease)   | (1.1)   | (81.4)  | (20.2)  | 245%  |
| Cash Flow From Investment Activities  | (75.5)  | (465.4) | (270.4) | 72%   |
| Cash flow from financing activities   | (68.4)  | 494.9   | 155.8   | 218%  |
|   |         |         |         |       |
| Effect of Foreign Exchange Variation on Cash and Cash Equivalents                     | 0.8     | 0.8     | 0.0     |       |
|   |         |         |         |       |
| Change in the Company's Net Cash  | (136.0) | 0.7     | 9.6     | -93%  |
| Cash and Cash Equivalents at the end of the period                                    | 38.5    | 38.5    | 37.8    | 2%    |

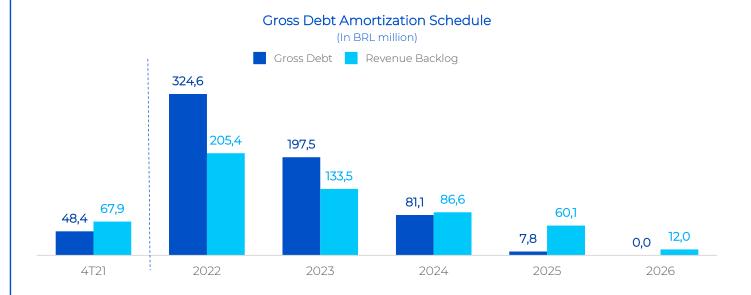
In 4Q21, the variation in WDC's Net Cash was negative BRL 135.9 million (consumption) mainly due to financing activities (debt amortization) and Investment activities (Capex TaaS). WDC ended 2021 with BRL 337.0 million in cash and cash equivalents and Short-Term Investments making for the operational cash.



## Indebtedness

| Indebtedness<br>(In BRL million, except when indicated) | 4Q21    | 3Q21    | Δ%     |
|---|---------|---------|--------|
| (+) Loans, financing, and debentures                    | 596.5   | 668.5   | -10.8% |
| Current   | 326.7   | 318.0   | 2.7%   |
| Non-current   | 269.9   | 350.5   | -23.0% |
| (+/-) Derivative Financial Instruments, Net             | (6.9)   | (7.8)   | -12.0% |
| Assets  | (15.6)  | (16.4)  | -4.8%  |
| Liabilities   | 8.7     | 8.5     | 1.9%   |
| Gross Debt  | 589.6   | 660.6   | -10.7% |
| (-) Cash (Cash and Equiv.) and CP Investments           | (337.0) | (436.9) | -22.9% |
| Net Debt  | 252.6   | 223.8   | 12.9%  |
| Adjusted LTM EBITDA                                     | 278.3   | 275.3   | 1.1%   |
| Net Debt / Adjusted LTM EBITDA                          | 0.91    | 0.81    | 11.7%  |

The Net Debt on the Adjusted EBITDA (LTM) was at 0.91x in 4Q21. This level reflects a healthy level in management's view, considering that the *Future Revenue Backlog* in the amount of BRL 591.9 million represents a coverage of 2.3x the total Net Debt.





## 

| ROIC (In BRL million, except when indicated)  | 4Q21    | 3Q21    | 2020   | 2019   |
|---|---------|---------|--------|--------|
| EBIT (LTM)                                    | 134.5   | 140.1   | 123.3  | 53.0   |
| (-) Provision for IR and CSLL (LTM)           | (21.9)  | (30.9)  | (20.7) | (0.5)  |
| Operating Profit after Taxes (NOPAT) = (A)    | 112.6   | 109.2   | 102.6  | 52.5   |
| (+) Equity                                    | 629.5   | 616.2   | 130.0  | 74.2   |
| (+) Gross Debt                                | 589.6   | 660.6   | 510.5  | 360.1  |
| (+) Cash (Cash and Equiv.) and CP Investments | (337.0) | (436.9) | (89.8) | (32.4) |
| Invested Capital                              | 882.1   | 839.9   | 550.6  | 401.9  |
| Average Invested Capital 4Q21 and 4Q20 = (B)  | 716.4   | 697.5   | 476.2  | 292.9  |
| ROIC = (A/B)                                  | 15.7%   | 15.7%   | 21.5%  | 17.9%  |

In 4Q21, the Return on Invested Capital (ROIC1) remained stable at 15.7%.

<sup>&</sup>lt;sup>1</sup>The invested capital (ROIC) is the sum of capital invested in the Company's operating activities, comprising the Equity and Gross Debt, Cash and cash equivalents and short-term investments. We understand that the average of invested capital between the current and previous period better reflects the Company's performance due to the accelerated growth





# Exhibits

### Statements of Income

| Consolidated Statement (In BRL thousands, except when indicated) | 4Q21             | 4Q20             | Δ%            | 2021               | 2020               | Δ%             |
|--|------------------|------------------|---------------|--------------------|--------------------|----------------|
| Sales Gross Revenue  | 251,797          | 185,664          | 35.6%         | 975,509            | 608,975            | 60.2%          |
| TaaS (VGV Leases)  | 99,638           | 111,299          | -10.5%        | 480,886            | 393,508            | 22.2%          |
| Total Sales  | 351,435          | 296,963          | 18.3%         | 1,456,396          | 1,002,483          | 45.3%          |
| Sales Gross Revenue  | 251,797          | 185,664          | 35.6%         | 975,509            | 608,975            | 60.2%          |
| Lease Gross Revenue  | 72,936           | 68,618           | 6.3%          | 288,930            | 255,427            | 13.1%          |
| Gross Revenue  | 324,733          | 254,281          | 27.7%         | 1,264,439          | 864,402            | 46.3%          |
| (-) Tax levy on Revenues   | (44,078)         | (37,727)         | 16.8%         | (175,682)          | (133,794)          | 31.3%          |
| (-) Returns  | (4,526)          | (4,978)          | -9.1%         | (22,175)           | (12,563)           | 76.5%          |
| Net Revenue  | 276,128          | 211,576          | 30.5%         | 1,066,582          | 718,045            | 48.5%          |
| (-) CMV  | (200,012)        | (138,018)        | 44.9%         | (771,722)          | (479,047)          | 61.1%          |
| Gross Income   | 76,116           | 73,559           | 3.5%          | 294,860            | 238,998            | 23.4%          |
| Gross Margin (% Net Revenue)                                     | 27.6%            | 34.8%            | -7.2 p.p.     | 27.6%              | 33.3%              | -5.6 p.p.      |
| (-) Personnel Expenses   | (12,542)         | (13,230)         | -5.2%         | (58,808)           | (53,022)           | 10.9%          |
| (-) Commercial Expenses  | (17,278)         | (12,405)         | 39.3%         | (72,340)           | (41,415)           | 74.7%          |
| (-) General and Administrative Expenses                          | (6,300)          | (4,032)          | 56.2%         | (27,817)           | (15,569)           | 78.7%          |
| (+/-) Other operating income/expenses                            | (2,890)          | (1,183)          | 144.3%        | (1,396)            | (5,698)            | -75.5%         |
| . Conservation and repair<br>. Consumption expenses              | (590)<br>(1,500) | (302)<br>(1,436) | 95.5%<br>4.4% | (2,241)<br>(4,522) | (1,603)<br>(3,501) | 39.8%<br>29.2% |
| . Other expenses   | (1,500)          | (1,450)          | -244.2%       | 5,367              | (5,501)            | -1002.6%       |
| (-) Operating expenses   | (39,010)         | (30,850)         | 26.5%         | (160,362)          | (115,704)          | 38.6%          |
| EBIT   | 37,106           | 42,709           | -13.1%        | 134,499            | 123,294            | 9.1%           |
| EBIT Margin (% Net Revenue)                                      | 13.4%            | 20.2%            | -6.7 p.p.     | 12.6%              | 17.2%              | -4.6 p.p.      |
| (+) Depreciation and amortization                                | 37,797           | 27,254           | 38.7%         | 137,382            | 96,417             | 42.5%          |
| EBITDA   | 74,904           | 69,963           | 7.1%          | 271,880            | 219,711            | 23.7%          |
| EBITDA Margin (% Net Revenue)                                    | 27.1%            | 33.1%            | -5.9 p.p.     | 25.5%              | 30.6%              | -5.1 p.p.      |
| (+) Non-recurring Expenses and Revenues                          | 228              | 2,145            | -89.4%        | 6,457              | 11,733             | -45.0%         |
| Adjusted EBITDA  | 75,132           | 72,108           | 4.2%          | 278,338            | 231,444            | 20.3%          |
| Adjusted EBITDA Margin (% Net Revenue)                           | 27.2%            | 34.1%            | -6.9 p.p.     | 26.1%              | 32.2%              | -6.1 p.p.      |
| (+/-) Financial Income   | (11,629)         | (4,170)          | 178.9%        | (40,193)           | (32,014)           | 25.5%          |
| (-) Provision for IR and CSLL                                    | (1,297)          | (10,365)         | -87.5%        | (21,852)           | (20,693)           | 5.6%           |
| Net Income   | 24,180           | 28,174           | -14.2%        | 72,454             | 70,587             | 2.6%           |
| Net Margin (% Net Revenue)                                       | 8.8%             | 13.3%            | -4.6 p.p.     | 6.8%               | 9.8%               | -3.0 p.p.      |
| (+) Non-recurring Expenses and Revenues and IR and CSLL          | 151              | 1,416            | -89.4%        | 4,262              | 7,744              | -45.0%         |
| Adjusted Net Income  | 24,331           | 29,590           | -17.8%        | 76,715             | 78,331             | -2.1%          |
| Adjusted Net Margin (% Net Revenue)                              | 8.8%             | 14.0%            | -5.2 p.p.     | 7.2%               | 10.9%              | -3.7 p.p.      |





## Statement of financial position

| Consolidated Statement of Financial Position (In BRL thousands, except when indicated) | 4Q21      | 3Q21      | Δ%   | 2020    | 2019    |
|--|-----------|-----------|------|---------|---------|
| Assets   |           |           |      |         |         |
| Current Assets   |           |           |      |         |         |
| Cash and cash equivalents  | 38,465    | 174,451   | -78% | 37,785  | 28,228  |
| Short-term investments   | 298,522   | 262,416   | 14%  | 52,046  | 4,130   |
| Accounts receivables, net  | 163,719   | 187,426   | -13% | 162,581 | 111,374 |
| Recoverable taxes  | 49,010    | 57,841    | -15% | 22,762  | 11,338  |
| Derivative financial instruments   | 6,480     | 7,252     | -11% | 8,088   | 366     |
| Inventories  | 259,361   | 201,458   | 29%  | 138,780 | 167,805 |
| Advances to suppliers  | 73,721    | 60,784    | 21%  | 34,927  | 11,014  |
| Prepaid Expenses   | 1,113     | 1,530     | -27% | 183     | 0       |
| Total Current Assets   | 890,391   | 953,159   | -7%  | 457,152 | 334,255 |
| Non-Current Assets   |           |           |      |         |         |
| Accounts receivables, net  | 95,691    | 83,213    | 15%  | 43,590  | 11,820  |
| Judicial Deposits  | 109       | 110       | 0%   | 0       | 0       |
| Derivative financial instruments   | 9,091     | 9,101     | 0%   | 6,122   | 0       |
| Deferred taxes   | 17,496    | 15,809    | 11%  | 15,231  | 9,610   |
| Right-of-use assets  | 3,001     | 3,240     | -7%  | 5,313   | 4,452   |
| Property, plant and equipment, net   | 419,205   | 413,675   | 1%   | 345,930 | 239,253 |
| Net intangible assets  | 56,852    | 54,674    | 4%   | 37,972  | 16,365  |
| Total Non-Current Assets   | 601,445   | 579,822   | 4%   | 454,158 | 281,500 |
| Total Assets   | 1,491,836 | 1,532,981 | -3%  | 911,310 | 615,755 |
| Liabilities  |           |           |      |         |         |
| Current Liabilities  |           |           |      |         |         |
| Suppliers  | 199,444   | 161,498   | 23%  | 149,074 | 104,973 |
| Personnel, social charges and benefits   | 8,318     | 10,898    | -24% | 24,269  | 11,173  |
| Taxes payable  | 2,050     | 17,172    | -88% | 8,907   | 5,046   |
| Loans, financing, and debentures   | 326,680   | 318,017   | 3%   | 195,861 | 117,718 |
| Derivative financial instruments   | 7,175     | 7,013     | 2%   | 0       | 2,731   |
| Lease Liabilities  | 2,228     | 2,083     | 7%   | 2,650   | 1,885   |
| Other liabilities  | 45,409    | 46,450    | -2%  | 68,086  | 42,056  |
| Total Current Liabilities  | 591,304   | 563,131   | 5%   | 448,846 | 285,582 |
| Non-Current Liabilities  |           |           |      |         |         |
| Loans, financing, and debentures   | 269,856   | 350,468   | -23% | 328,808 | 239,969 |
| Other liabilities  | 1,206     | 1,724     | -30% | 3,697   | 15,993  |
| Total Non-Current Liabilities  | 271,062   | 353,690   | -23% | 332,505 | 255,962 |
| Equity   |           |           |      |         |         |
| Capital stock  | 297,591   | 298,030   | 0%   | 86,666  | 86,666  |
| Capital reserves   | 236,632   | 236,632   | 0%   | 10,000  | 10,000  |
| Retained earnings  | 94,427    | 33,225    | 184% | 33,225  | 7,360   |
| Other liabilities  | 820       | 48,273    | -98% | 68      | -29,815 |
| Total Equity   | 629,470   | 616,160   | 2%   | 129,959 | 74,211  |
| Total Liabilities and Equity   | 1,491,836 | 1,532,981 | -3%  | 911,310 | 615,755 |





## Statement of Cash Flow

| Consolidated Statement of Cash Flows (In BRL million, except when indicated)          | 4Q21          | 2021         | 2020         | Δ%        |
|---|---------------|--------------|--------------|-----------|
| Cash Flow From Operating Activities   | 7.1           | (29.5)       | 124.1        | -124%     |
| Net Income for the period   | 24.2          | 72.5         | 70.6         | 3%        |
| Adjustments reconcile profit or loss for the period to cash from operating activities | 44.0          | 235.5        | 182.4        | 29%       |
| Depreciation and amortization   | 37.8          | 137.4        | 96.4         | 42%       |
| Expected credit losses  | 5.2           | 25.9         | 14.7         | 77%       |
| Provision for inventory obsolescence  | (1.0)         | (0.9)        | 4.1          | -121%     |
| Provision for legal and others proceedings, net                                       | (O.O)         | (O.O)        | (O.1)        | -91%      |
| Mark-to-market of derivatives   | (8.4)         | (13.0)       | (16.6)       | -21%      |
| Income from short-term investments  | (5.5)         | (8.1)        | (0.3)        | 2957%     |
| Interest and foreign exchange variation expenses                                      | 10.2          | 56.5         | 50.7         | 11%       |
| Expenses for adjustment to the present value  | 3.8           | 8.3          | 0.4          | 1873%     |
| Write-off of property, plant and equipment and intangible assets                      | 0.1           | 0.4          | 0.9          | -60%      |
| Share-based compensation expenses   | 0.0           | 7.3          | 11.4         | -37%      |
| Provision for current income and social contribution taxes                            | 3.5           | 24.1         | 26.3         | -9%       |
| Deferred income tax and social contribution   | (1.7)         | (2.3)        | (5.6)        | -60%      |
| Assets decrease (increase)  | (60.0)        | (267.8)      | (108.7)      | 146%      |
| Accounts receivable   | 2.1           | (87.6)       | (98.1)       | -11%      |
| Recoverable taxes   | 8.8           | (26.2)       | (11.4)       | 130%      |
| Inventories   | (58.8)        | (120.6)      | 24.9         | -584%     |
| Advances to suppliers   | (12.5)        | (37.1)       | (23.9)       | 55%       |
| Prepaid expenses  | 0.4           | (0.9)        | (0.2)        | 408%      |
| Derivatives Settlement  | (0.2)         | 4.7          | 0.0          |           |
| Liabilities increase (decrease)   | (1.1)         | (69.7)       | (20.2)       | 245%      |
| Suppliers   | 40.5          | 56.3         | 44.1         | 28%       |
| Taxes payable   | (6.6)         | (13.2)       | (1.1)        | 1078%     |
| Personnel, social charges and benefits  | (2.6)         | (23.2)       | 1.7          | -1488%    |
| Deferred revenue  | (1.0)         | (7.5)        | (15.1)       | -50%      |
| Related parties   | (O.1)         | (0.1)        | 0.3          | -125%     |
| Other liabilities   | (11.2)        | (11.7)       | 18.3         | -164%     |
| Payment of interest   | (0.2)         | (52.5)       | (47.1)       | 11%       |
| Payment of income tax and social contribution   | (19.8)        | (17.7)       | (21.3)       | -17%      |
| Cash Flow From Investment Activities  | (75.5)        | (465.4)      | (270.4)      | 72%       |
| Acquisition of property, plant and equipment and intangible assets                    | (44.9)        | (227.0)      | (222.7)      | 2%        |
| Short-term investments  | (303.7)       | (564.2)      | (136.2)      | 0%        |
| Short-term investments  | 273.1         | 325.8        | 88.6         | 268%      |
| Cash flow from financing activities   | (68.4)        | 494.9        | 155.8        | 218%      |
| Entry of new loans and debentures   | 0.0           | 275.5        | 281.0        | -2%       |
| Payment of loans and financing (principal)  | (75.1)        | (200.0)      | (117.2)      | 71%       |
| Payment of lease obligations  | (0.7)         | (3.1)        | (3.1)        | -2%       |
| Dividends and interests on capital paid   | 0.0           | (15.0)       | (4.8)        | 213%      |
| Increase in capital and reserves - IPO, net of emission expenses                      | (219.2)       | 210.9        | 0.0          |           |
| Effect of Foreign Exchange Variation on Cash and Cash Equivalents                     | 0.8           | 0.8          | 0.0          |           |
| Change in the Company's Net Cash  | (136.0)       | 0.7          | 9.6          | -93%      |
| Cash and cash equivalents at the beginning of the year                                | 174.5<br>38.5 | 37.8<br>38.5 | 28.2<br>37.8 | 34%<br>2% |
| Cash and cash equivalents at the end of the period                                    | 28.5          | 38.5         | 37.8         | ۷%        |

# #Easy

# Talk to IR

