



WDC
NETWORKS



APRESENTAÇÃO DE RESULTADOS

2T23

11 de Agosto de 2023



IGC-NM B3

IGC B3

ITAG B3

2T23

Aviso Legal

As afirmações contidas neste documento relacionadas a perspectivas sobre os negócios e de crescimento da WDC Networks são baseadas exclusivamente nas expectativas da Diretoria sobre o futuro dos negócios. Essas expectativas dependem, substancialmente, das condições de mercado, do desempenho da economia brasileira, do setor e dos mercados internacionais e, portanto, sujeitas à mudança sem aviso prévio.

Todas as variações aqui apresentadas são calculadas com base nos números sem os arredondamentos. O presente relatório de desempenho inclui dados contábeis e não contábeis tais como operacionais, financeiros pro forma. Os dados não contábeis não foram objeto de revisão por parte dos auditores independentes da Companhia.

Destques 2T23



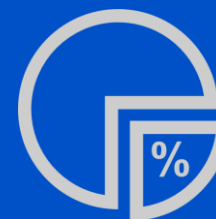
Lucro Líquido 2T23
R\$3,5 milhões
(+R\$9,9 milhões vs. 1T23)



EBITDA 2T23
R\$68,6 milhões
(+19,3% vs. 1T23)



Redução de SG&A 2T23
-27,1% vs. 2T22



Margem EBITDA 2T23
31,2%
(+7,2 p.p. vs. 1T23)



33,4% do Market-share de novos assinantes de fibra
(0,6 milhão de 1,7 milhão)



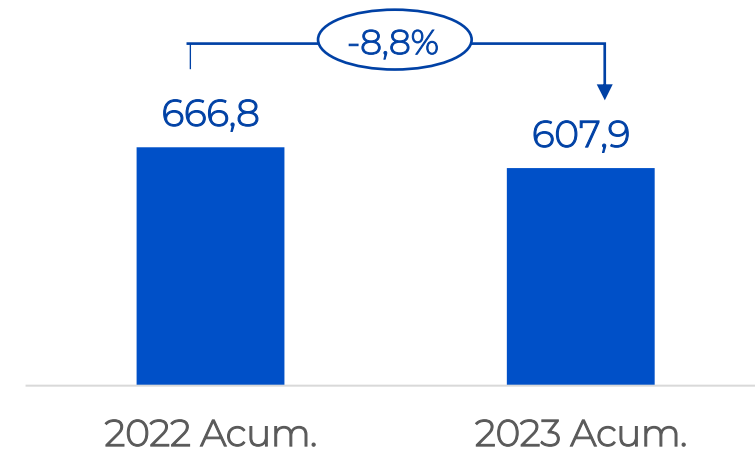
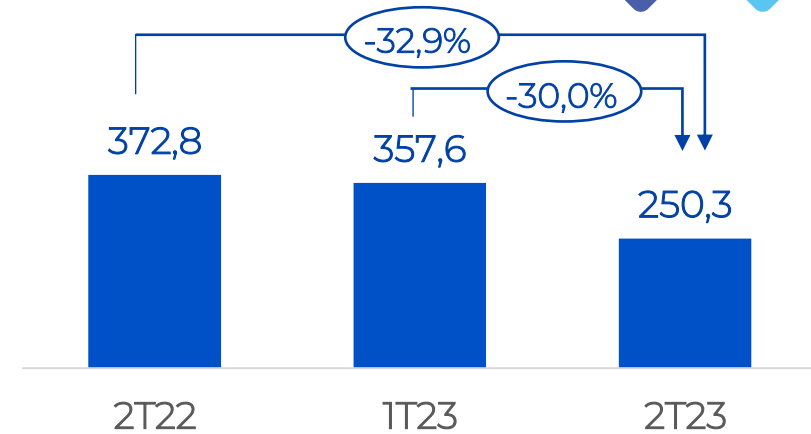
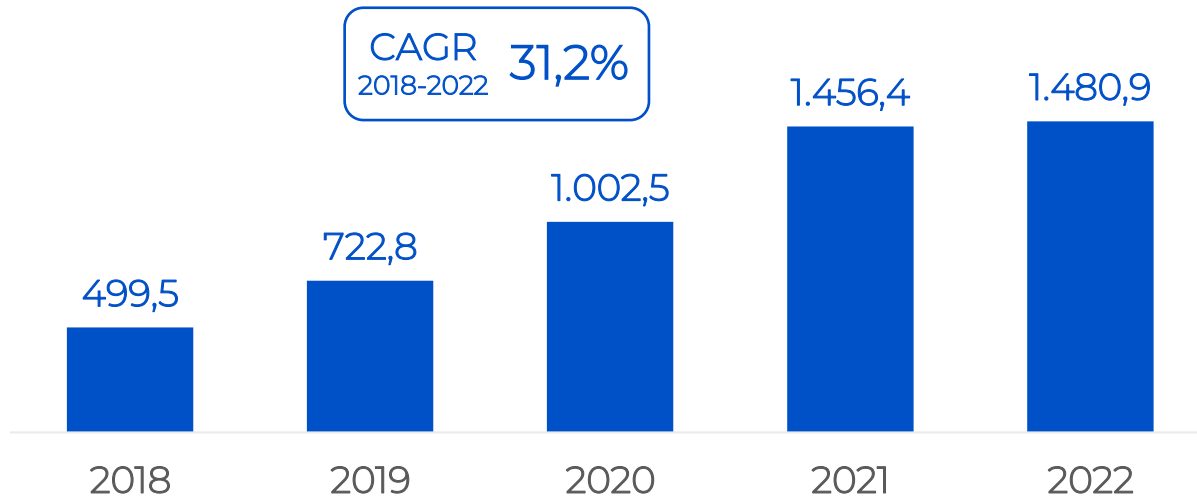
Receitas Futuras Contratadas
R\$865,9 milhões
(+35,3% vs. 2T22)



Vendas Totais | (R\$ milhões)

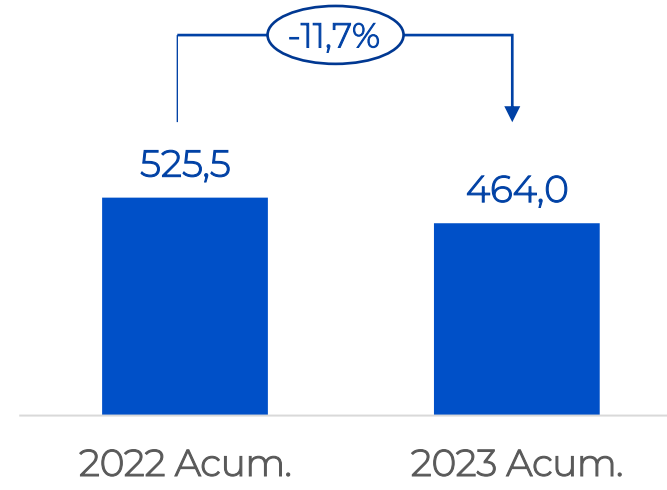
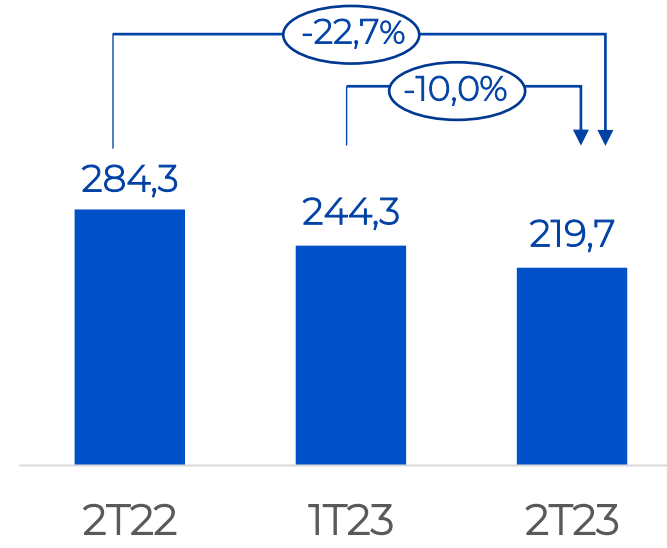
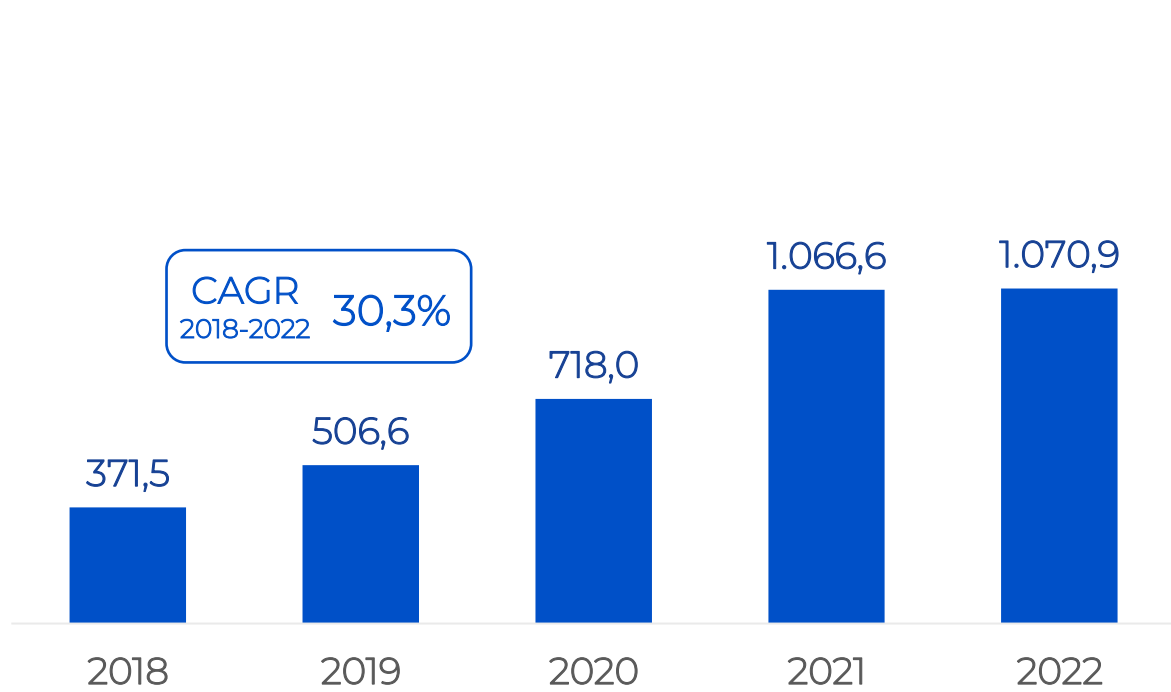


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Receita Líquida | (R\$ milhões)



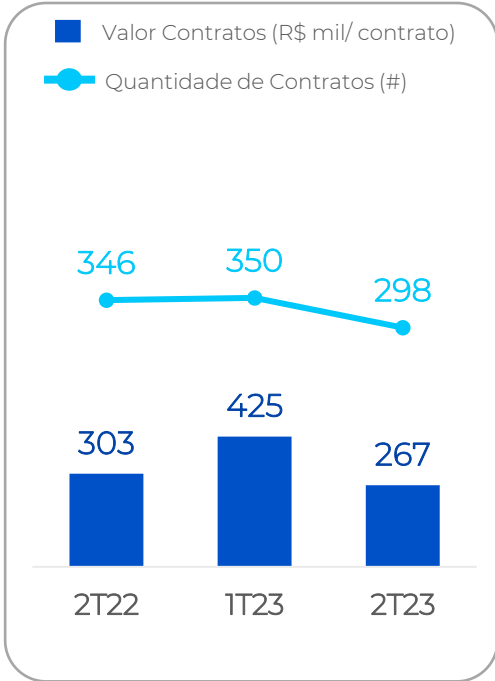


Desempenho TaaS

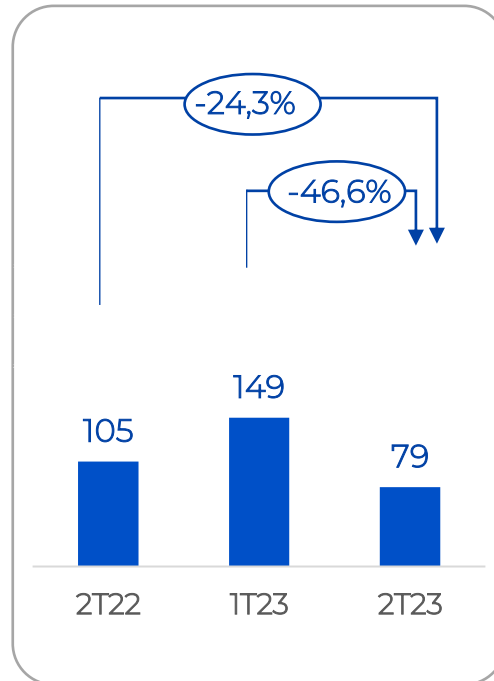


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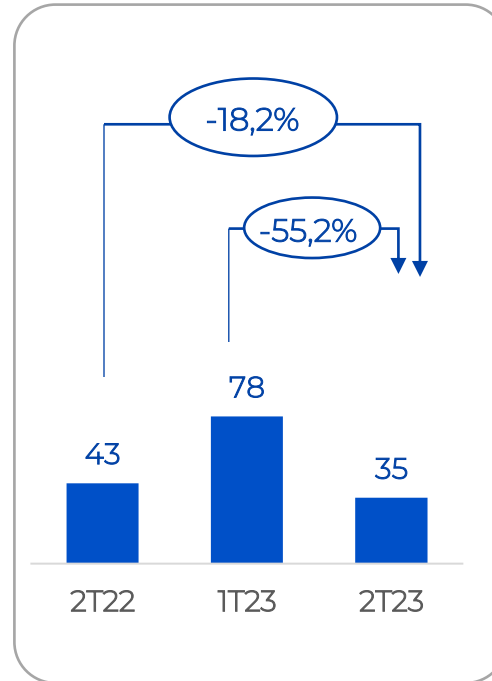
Quantidade e Valores de Novos Contratos



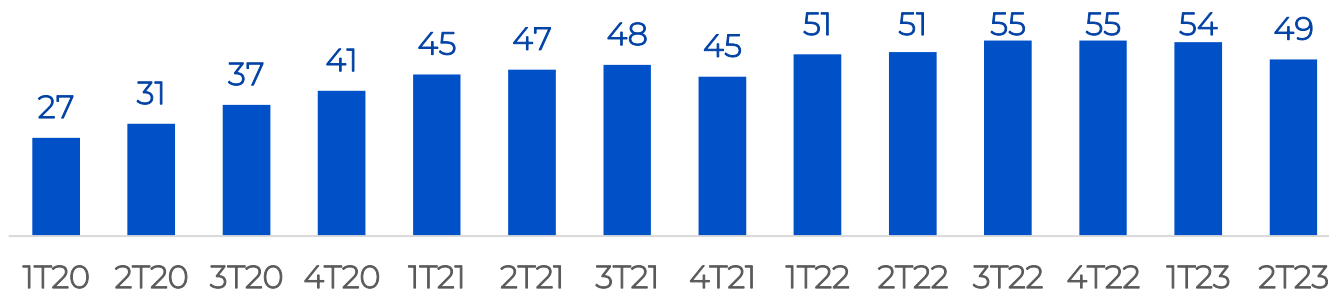
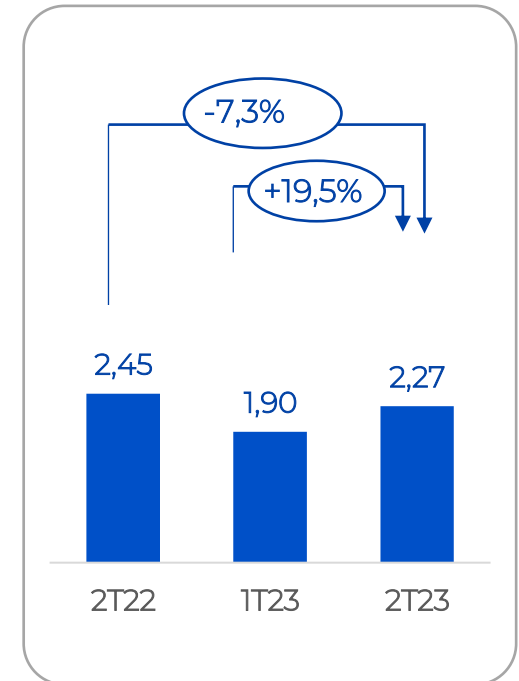
TaaS (VGV Locações) (R\$ milhões)



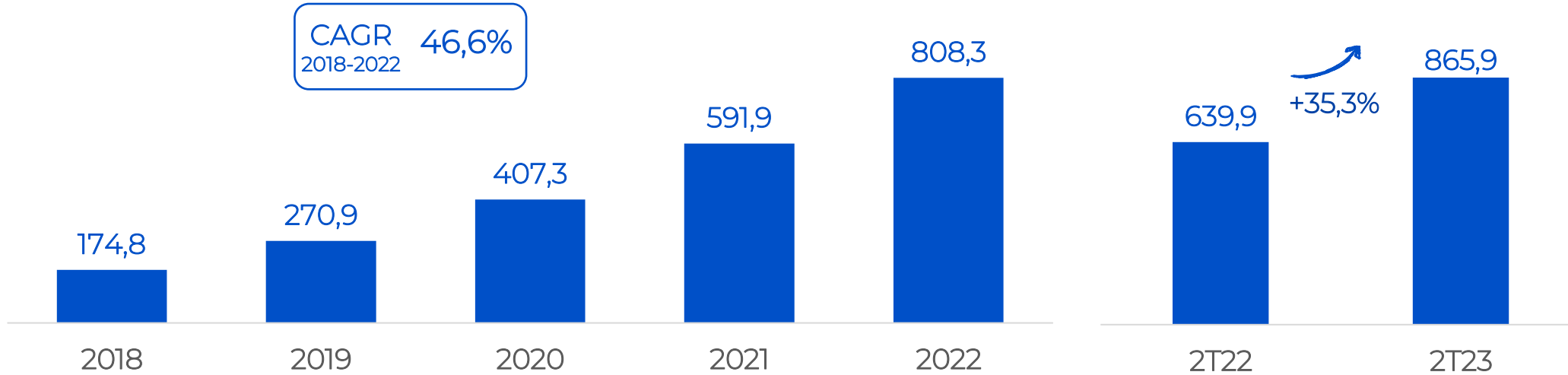
Capex (R\$ milhões)



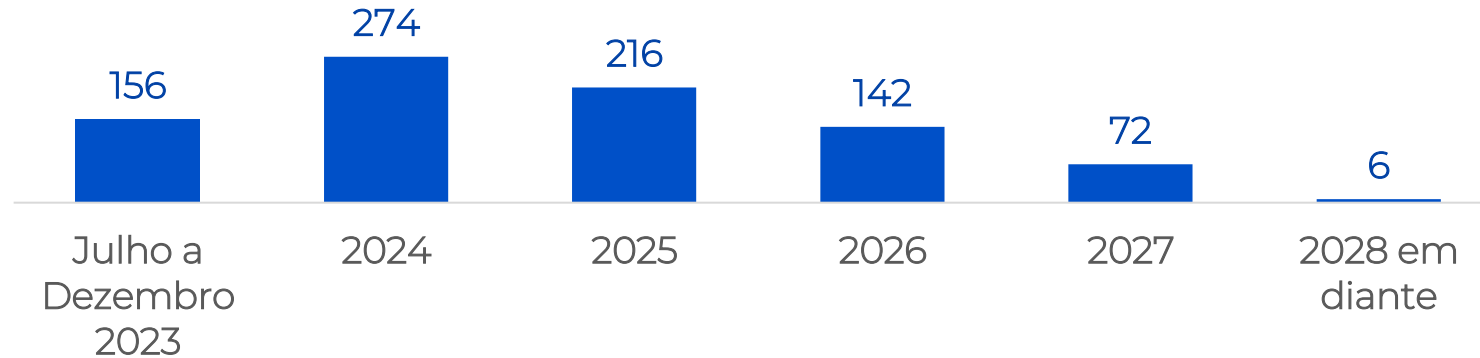
Mark-Up TaaS (TaaS VGV Locações / Capex)



Receitas Futuras Contratadas | (R\$ milhões)



Cronograma de Receitas Futuras Contratadas



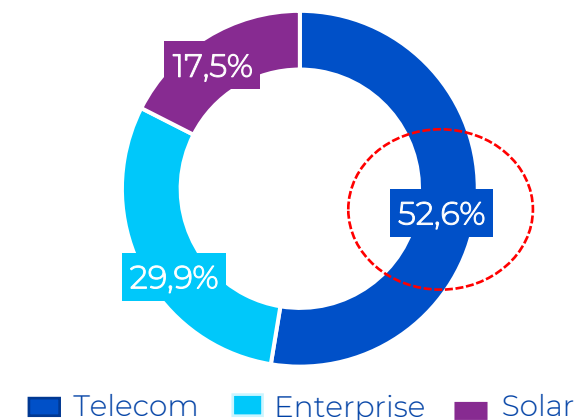
Destaques

- ❖ Aumento de *market share* no Telecom alcançando **33,4%** no semestre
- ❖ ISPs com problemas de vendas de novos assinantes (*Churn* alto)
- ❖ Movimento de consolidação dos grandes ISPs
- ❖ Redução da venda de pequenos ISPs

Ações

Oferta de novos Data Centers
Foco no aumento da capilaridade
Oferta de VAS

TELECOM (R\$ milhões)	2T23	2T22	Δ %	1T23	Δ %	Acum 2023	Acum 2022	Δ %
Vendas Totais	131,7	158,9	-17,1%	201,4	-34,6%	333,1	294,4	13,1%
Receita Líquida	119,8	116,6	2,8%	123,5	-3,0%	243,3	218,2	11,5%
Lucro Bruto	27,7	33,4	-17,0%	29,2	-5,3%	56,9	64,4	-11,6%
Margem Bruta	23,1%	28,6%	-5,5 p.p.	23,7%	-0,6 p.p.	23,4%	29,5%	-6,1 p.p.



Destaques

- ❖ Manutenção da Margem Bruta em 33,1%
- ❖ **Áudio e Vídeo cresce 32,8% em vendas** neste semestre

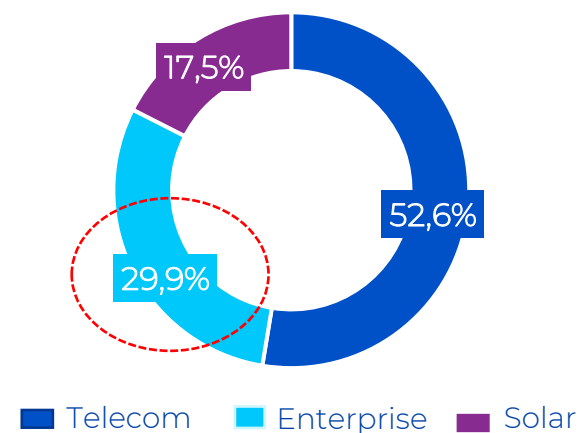
Ações

Aumento dos canais de Telefonia IP

Perspectiva de crescimento de Painel LED para mídia Out-Of-Home e varejo

Expansão da equipe de vendas

ENTERPRISE (R\$ milhões)	2T23	2T22	Δ %	1T23	Δ %	Acum 2023	Acum 2022	Δ %
Vendas Totais	74,8	101,1	-26,0%	82,7	-9,6%	157,5	164,8	-4,4%
Receita Líquida	60,0	71,0	-15,4%	59,0	1,7%	119,0	126,6	-6,0%
Lucro Bruto	19,9	23,9	-16,8%	17,0	16,5%	36,9	39,8	-7,3%
Margem Bruta	33,1%	33,6%	-0,5 p.p.	28,9%	4,2 p.p.	31,0%	31,4%	-0,4 p.p.





Solar | (R\$ milhões e %)

Mercado segue com baixo volume de vendas



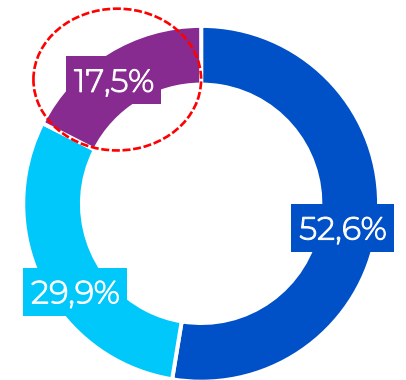
Destaques

- ❖ Mercados de Varejo e Projetos afetados
- ❖ Redução de despesas para equilibrar as margens baixas
- ❖ Volta de projetos em usinas, com parecer de acesso aprovados

Ações

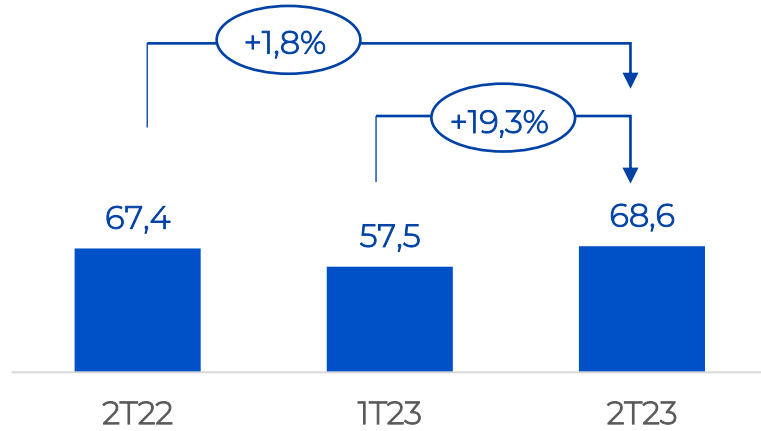
Transferência CD Extrema (MG) para Salvador (BA)
 Venda por Cartão de Crédito em até 21x
 Início venda de EaaS – forma alternativa ao varejo

SOLAR (R\$ milhões)	2T23	2T22	Δ %	1T23	Δ %	Acum 2023	Acum 2022	Δ %
Vendas Totais	43,8	112,9	-61,2%	73,5	-40,4%	117,4	207,6	-43,5%
Receita Líquida	39,9	96,7	-58,8%	61,7	-35,4%	101,6	180,7	-43,8%
Lucro Bruto	4,1	12,3	-66,7%	3,8	7,2%	7,9	25,3	-68,7%
Margem Bruta	10,3%	12,7%	-2,4 p.p.	6,2%	4,1 p.p.	7,8%	14,0%	-6,2 p.p.

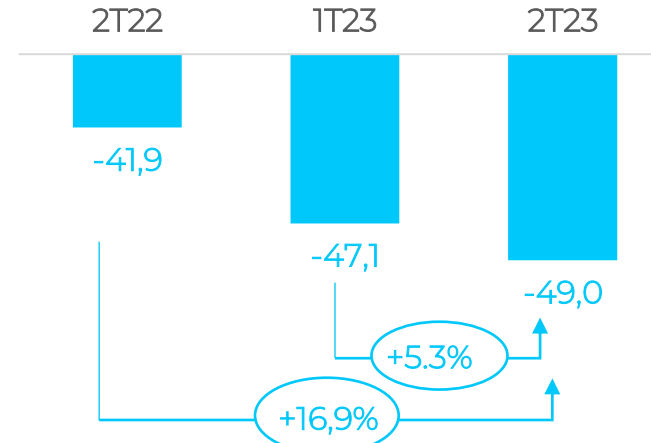


■ Telecom ■ Enterprise ■ Solar

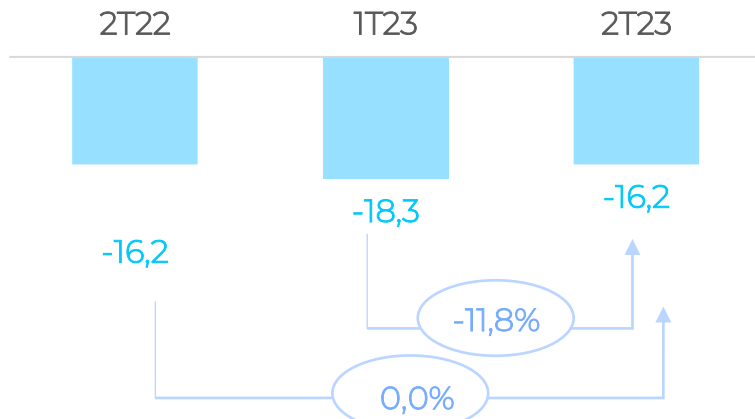
EBITDA Ajustado (R\$ milhões)



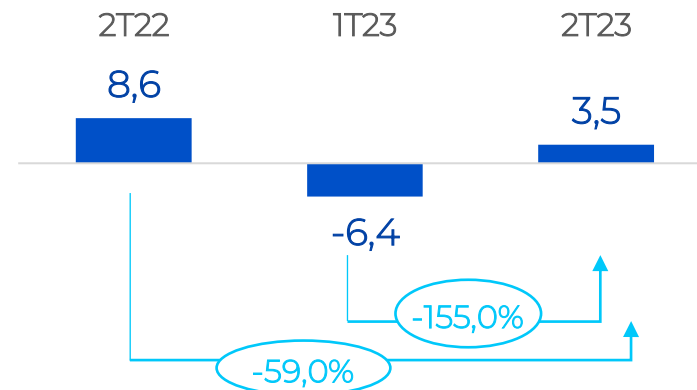
Depreciação & Amortização (R\$ milhões)



Resultado Financeiro (R\$ milhões)



Lucro Líquido Ajustado (R\$ milhões)



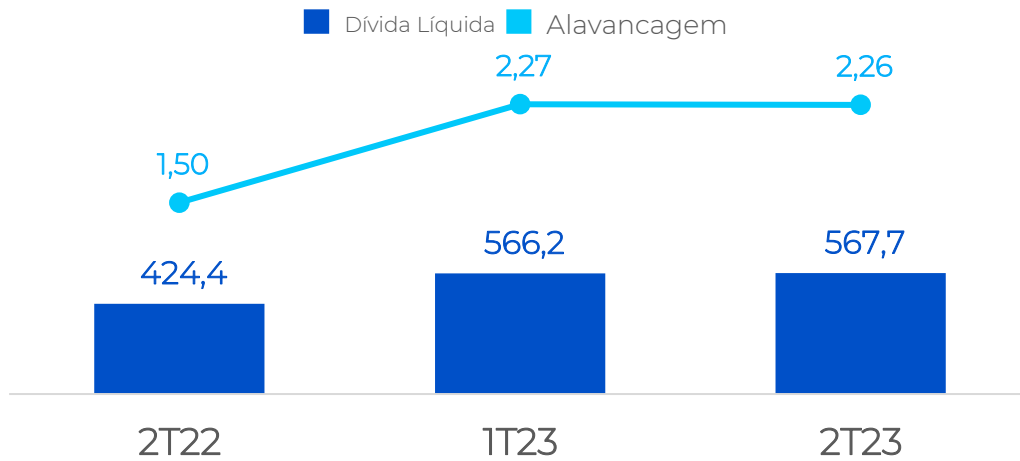


Dívida Líquida e alavancagem

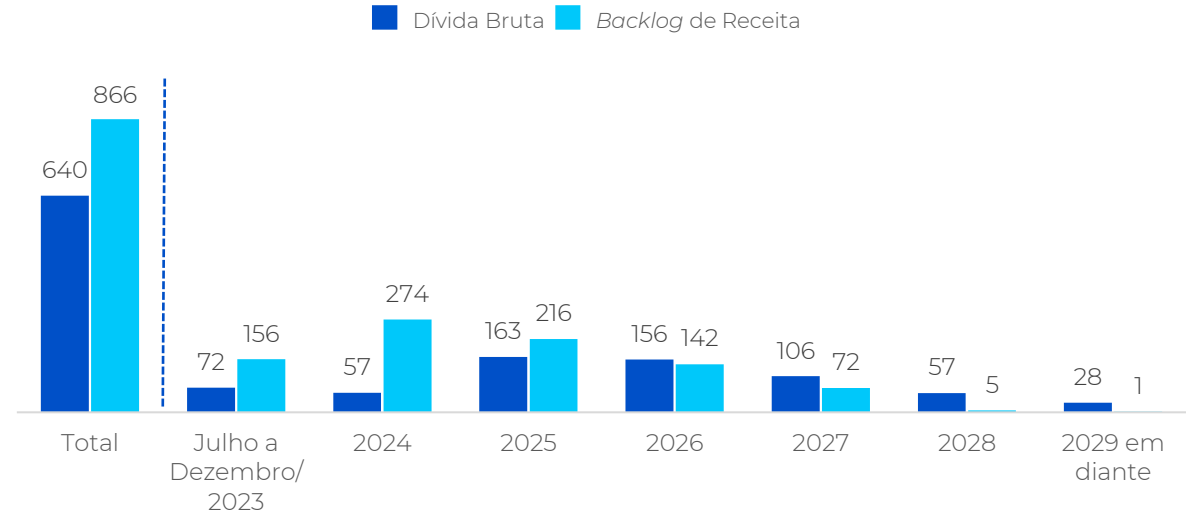


Dívida Líquida e Alavancagem

(R\$ Milhões) | (Dívida Líquida / EBITDA Ajustado)



Amortização da Dívida Bruta e Cobertura da Receita Futura Contratada (R\$ Milhões)

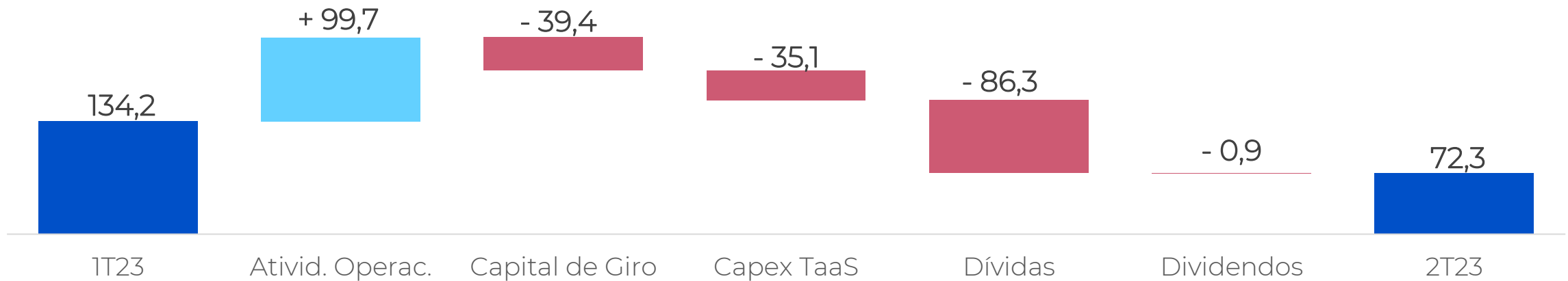


Endividamento (R\$ Milhões)	2T22	1T23	2T23
Dívida Bruta	953,9	700,4	640,0
Caixa e Aplicações	(529,5)	(134,2)	(72,3)
Dívida Líquida	424,4	566,2	567,7
Backlog de Receita TaaS	639,9	872,1	865,9
Cobertura s/ Dívida Líq.	1,51x	1,54x	1,53x

- Receitas Futuras Contratadas superam a Dívida Bruta Total em R\$226 milhões, o que mostra a disciplina com os principais compromissos futuros
- Redução de 33% da Dívida Bruta vs. 2T22, sem captação de novas dívidas, melhorando o Resultado Financeiro



Fluxo de Caixa | (R\$ milhões)



- ❖ Menos Capital de Giro, privilegiando a venda do estoque
- ❖ Amortização de dívidas para redução das despesas financeiras
- ❖ A atividade operacional do 2T23 foi 10% superior ao 1T23

Redução das taxas de juros devem estimular o mercado

TELECOM

Mercado em nova fase

- *Consolidação dos grandes ISPs*
- *Baixa capacidade de endividamento e investimento*
- *Busca por novas receitas*
- *Melhoria da disponibilidade das redes*

ENTERPRISE

Novos ciclos de crescimento

- *Segurança Eletrônica para pequenos e médios projetos*
- *Novos produtos em cyberssegurança*
- *Mais oferta de conectividade no canal*
- *Avanço da digitalização visual do varejo*
- *Mídia Out-Of-Home com maior aderência ao Painel de LED*

SOLAR

Novos patamares de volumes

- *Retorno de alguns projetos de usinas com novo referencial de preços*
- *Entrada do Modelo de Negócios EaaS (Energy as a Service)*

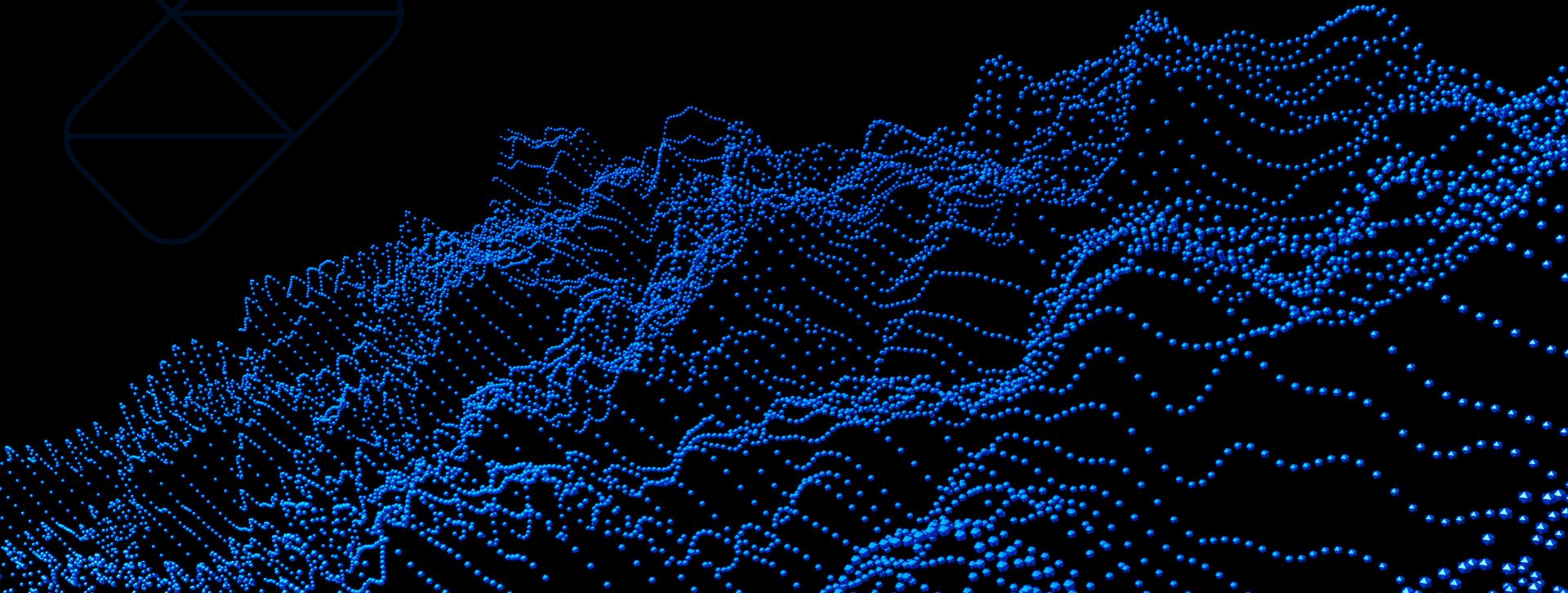
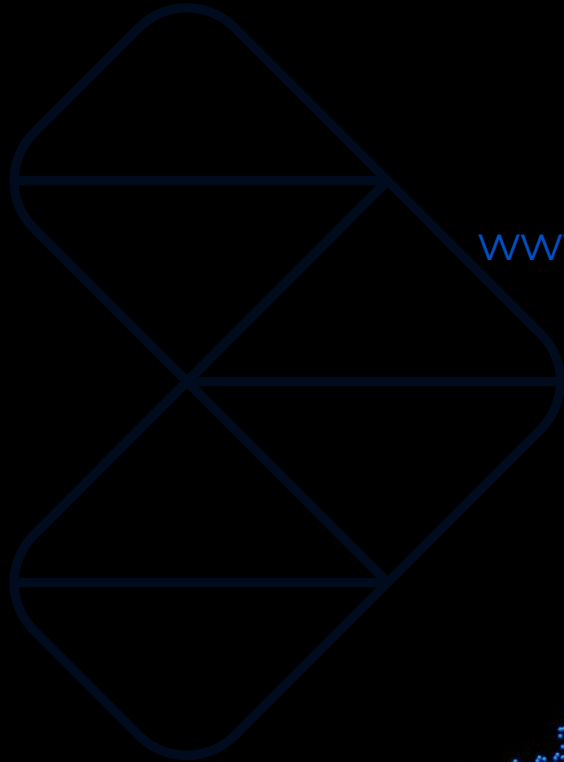
Obrigado e Q&A!

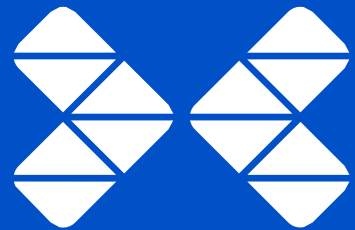


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EARNINGS CALL PRESENTATION

2Q23

August 11th, 2023

IGC-NM B3

IGC B3

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2Q23

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 2Q23



Net Income 2Q23

R\$3.5 million

(+R\$9.9 million vs. 1Q23)



EBITDA 2Q23

R\$68.6 million

(+19.3% vs. 1Q23)



SG&A Reduction 2Q23

-27.1% vs. 2Q22



EBITDA Margin 2Q23

31.2%

(+7.2 p.p. vs. 1Q23)



33.4% market share of new
fiber subscribers

(0.6 million of 1.7 million)

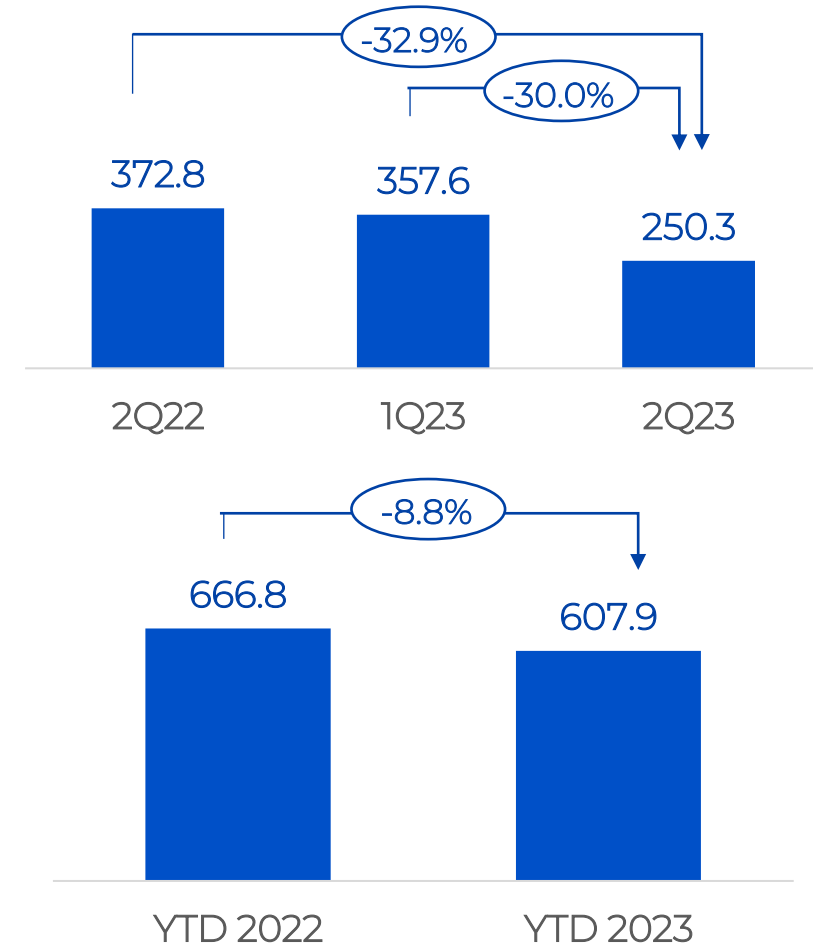
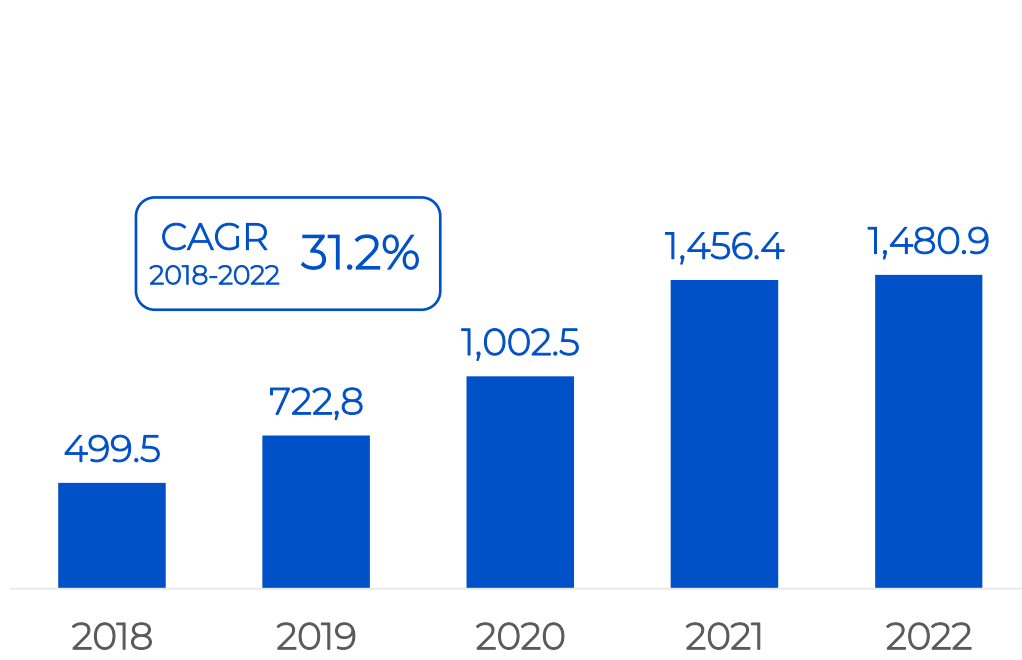


Contracted Future Revenues

R\$865.9 milion

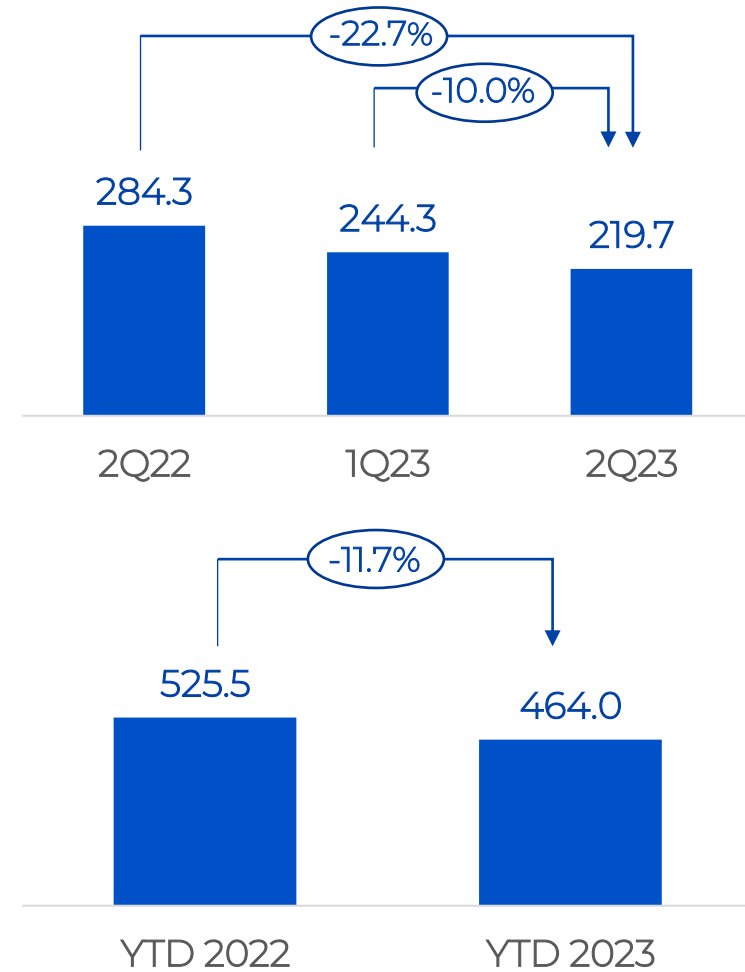
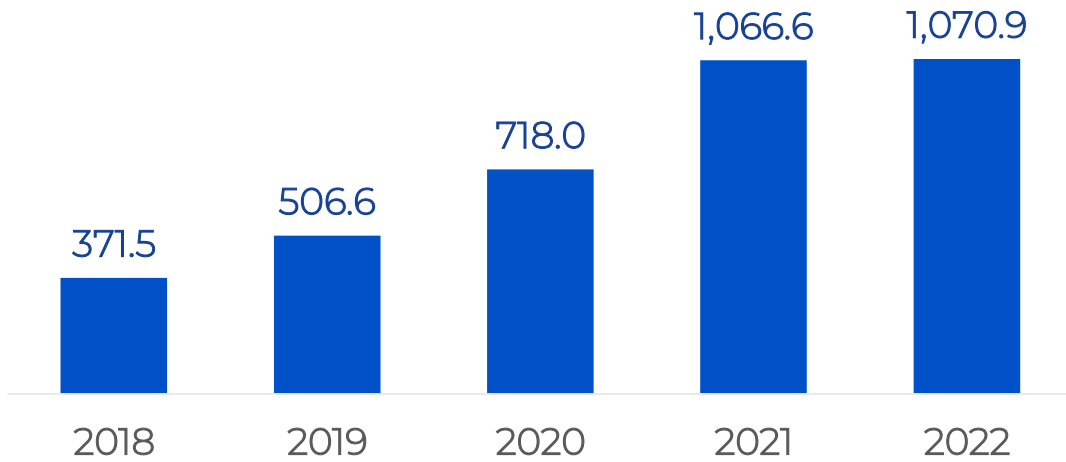
(+35.3% vs. 2Q22)

Consolidated Total Sales | (R\$ million)





Net Revenues | (R\$ million)





TaaS Performance

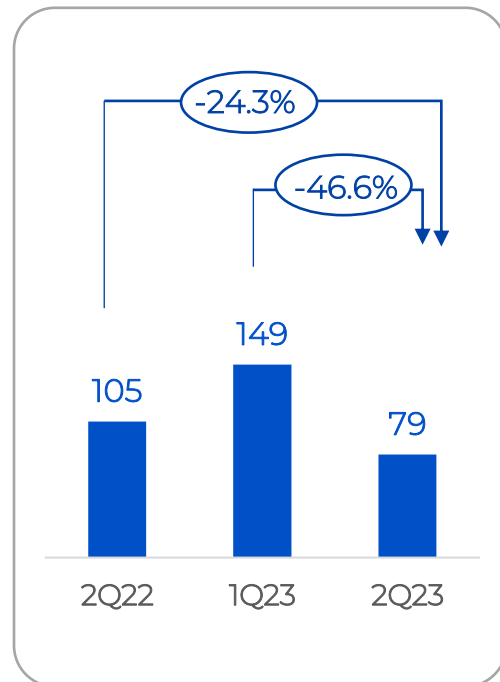


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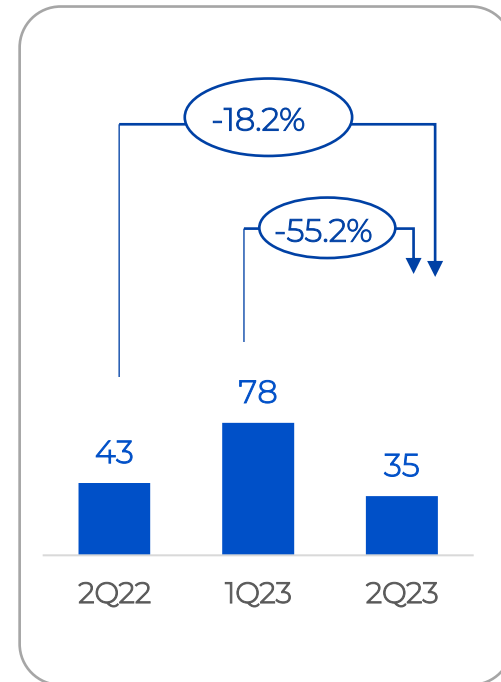
Quantity and Values of New Contracts



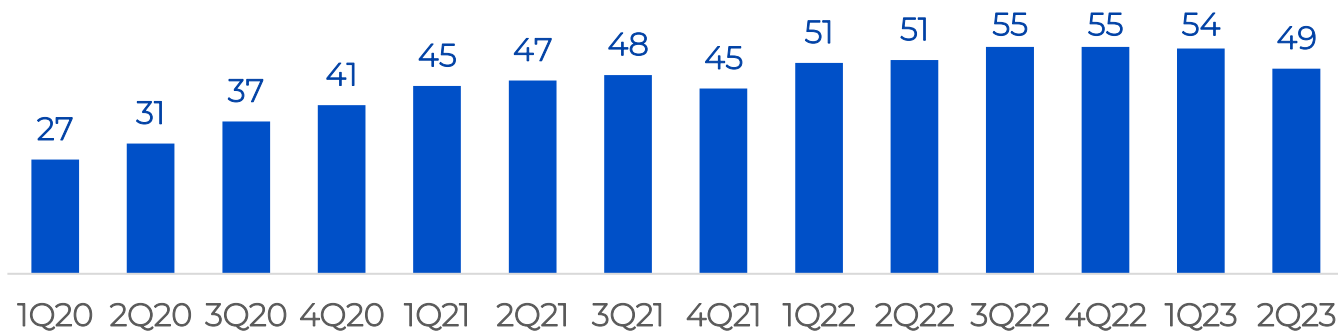
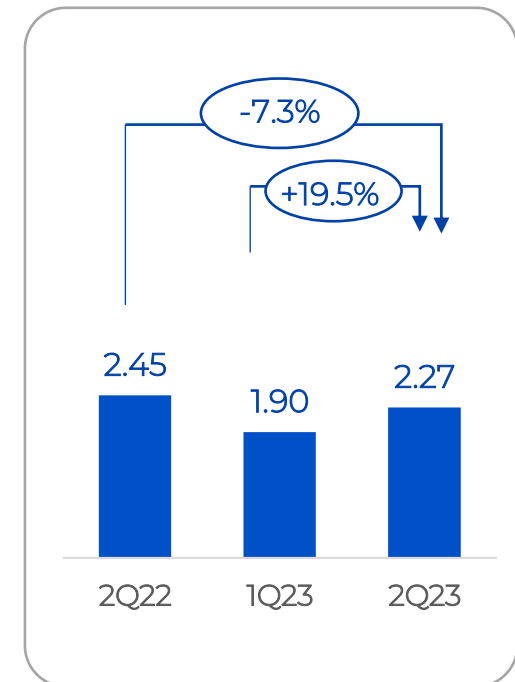
TaaS (TCV Rentals) (R\$ million)

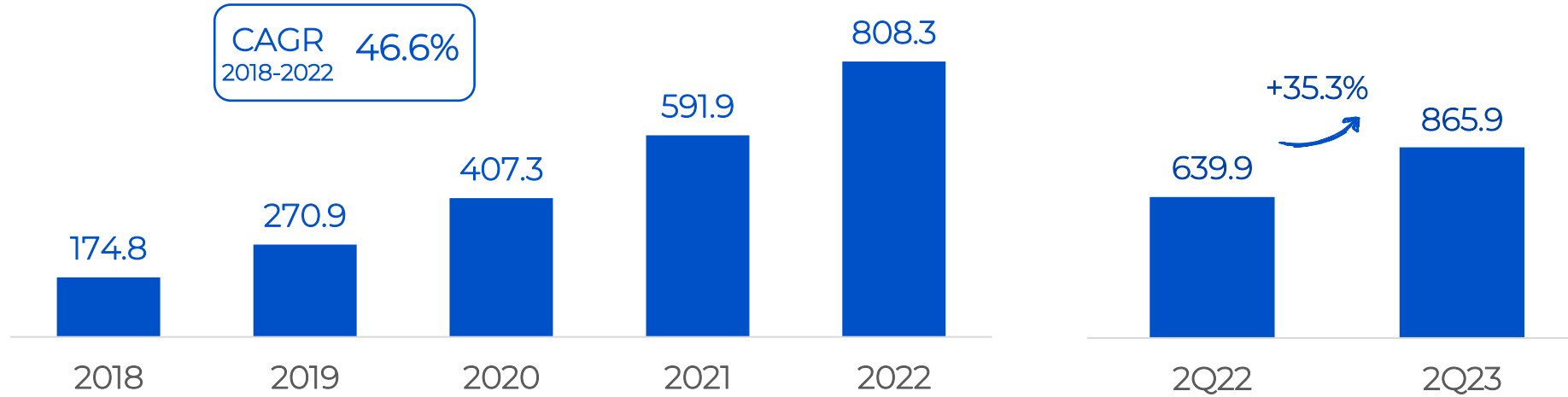


Capex (R\$ million)

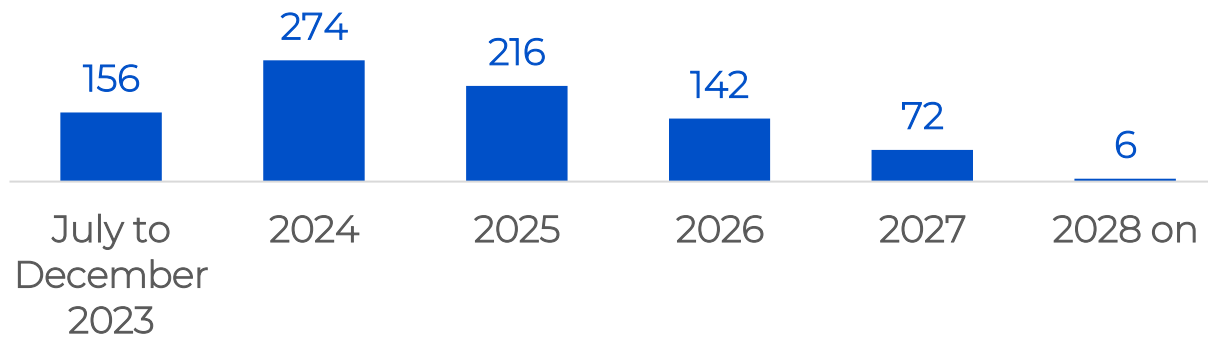


Mark-Up TaaS (TaaS TCV Rentals/ Capex)





Contracted Future Revenues Schedule



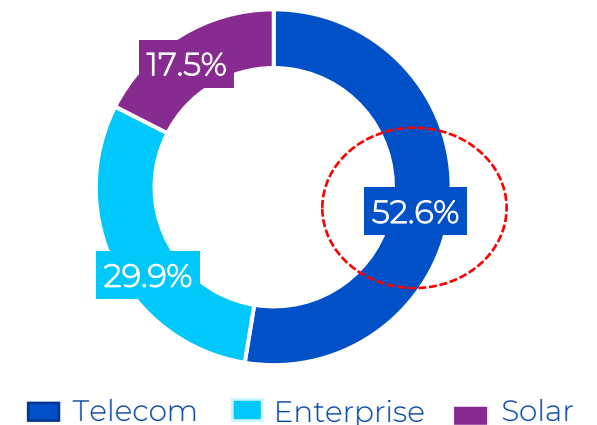
Highlights

- ❖ Telecom *market share* increase reaching **33.4%** in 6M23:
- ❖ ISPs facing new subscriber sales issues (high churn)
- ❖ Consolidation movement of large ISPs
- ❖ Reduction of small ISPs sales

Actions

New Data Centers deals
Focus on increasing capillarity
Offer of VAS

TELECOM (R\$ million)	2Q23	2Q22	Δ %	1Q23	Δ %	YTD 2023	YTD 2022	Δ %
Total Sales	131.7	158.9	-17.1%	201.4	-34.6%	333.1	294.4	13.1%
Net Revenue	119.8	116.6	2.8%	123.5	-3.0%	243.3	218.2	11.5%
Gross Income	27.7	33.4	-17.0%	29.2	-5.3%	56.9	64.4	-11.6%
Gross Margin	23.1%	28.6%	-5.5 p.p.	23.7%	-0.6 p.p.	23.4%	29.5%	-6.1 p.p.





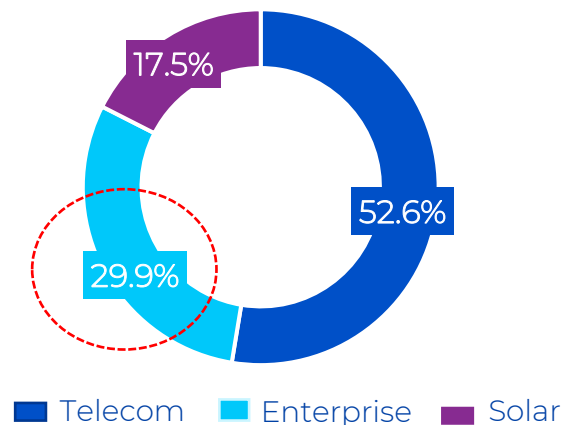
Highlights

- ❖ Maintenance of **Gross Margin** at **33.1%**
- ❖ **Audio and Video** grows **32.8%** in sales in the 6M23

Actions

Increase in IP telephone services channels
 Out-Of-Home & Retail LED Display Growth
 Outlook
 Sales team expansion

ENTERPRISE (R\$ million)	2Q23	2Q22	Δ %	1Q23	Δ %	YTD 2023	YTD 2022	Δ %
Total Sales	74.8	101.1	-26.0%	82.7	-9.6%	157.5	164.8	-4.4%
Net Revenue	60.0	71.0	-15.4%	59.0	1.7%	119.0	126.6	-6.0%
Gross Income	19.9	23.9	-16.8%	17.0	16.5%	36.9	39.8	-7.3%
Gross Margin	33.1%	33.6%	-0.5 p.p.	28.9%	4.2 p.p.	31.0%	31.4%	-0.4 p.p.





Solar | (R\$ million and %)

Market continues with low sales volume



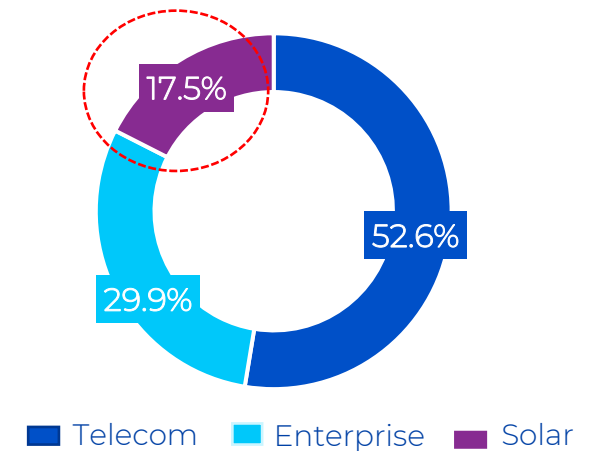
Highlights

- ❖ Affected Retail Markets and Projects
- ❖ SG&A reduction to balance low margins
- ❖ Return of projects in plants, with approved access report

Actions

- Transfer CD Extrema (MG) to Salvador (BA)
- Sale by Credit Card up to 21x
- Start selling EaaS – an alternative way to retail

SOLAR (R\$ million)	2Q23	2Q22	Δ %	1Q23	Δ %	YTD 2023	YTD 2022	Δ %
Total Sales	43.8	112.9	-61.2%	73.5	-40.4%	117.4	207.6	-43.5%
Net Revenue	39.9	96.7	-58.8%	61.7	-35.4%	101.6	180.7	-43.8%
Gross Income	4.1	12.3	-66.7%	3.8	7.2%	7.9	25.3	-68.7%
Gross Margin	10.3%	12.7%	-2.4 p.p.	6.2%	4.1 p.p.	7.8%	14.0%	-6.2 p.p.

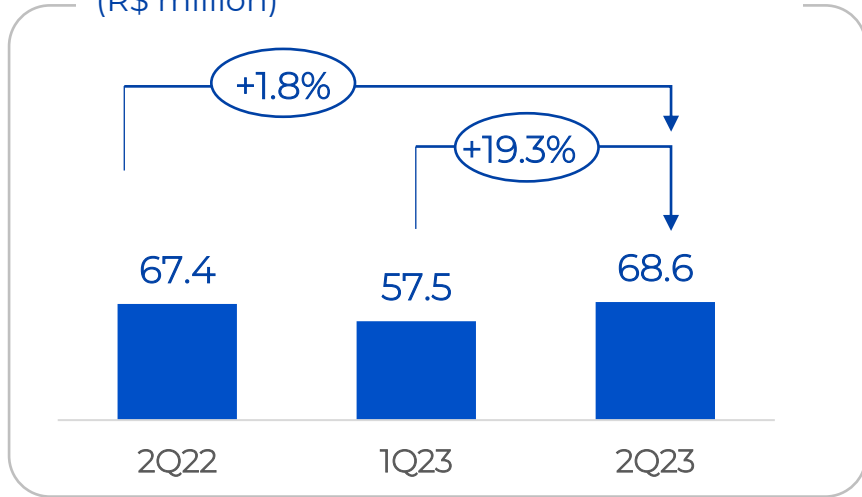




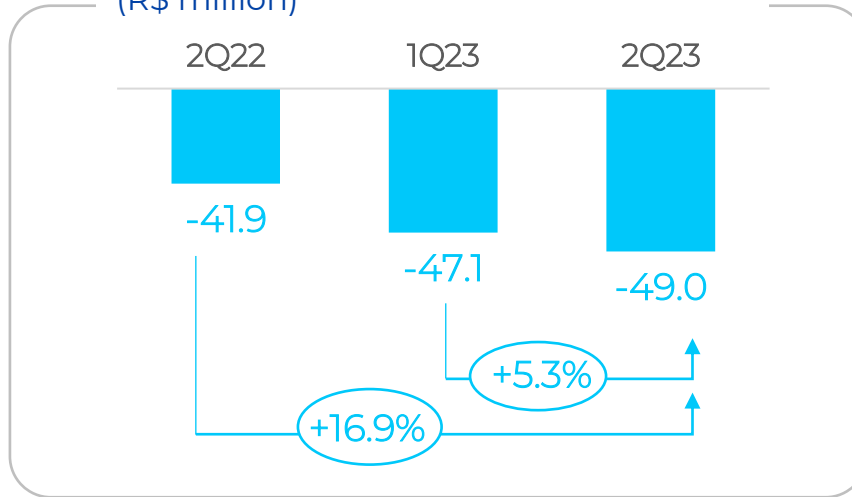
Financial Results & Net Income



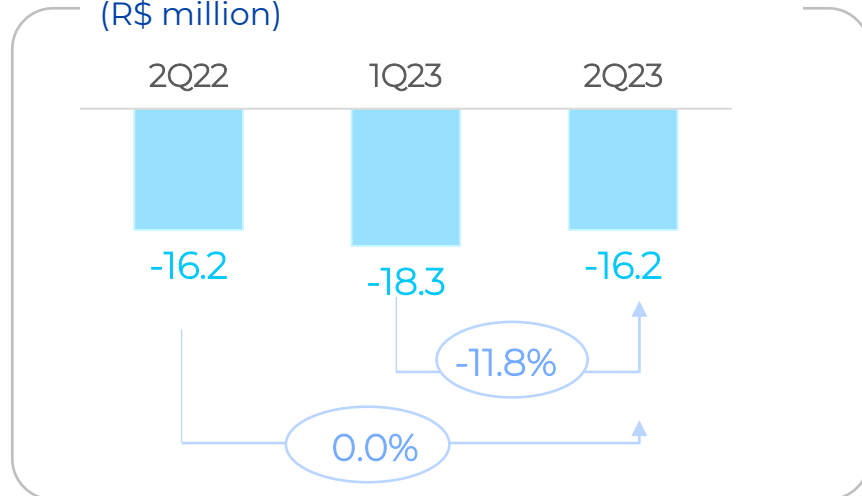
Adjusted EBITDA (R\$ million)



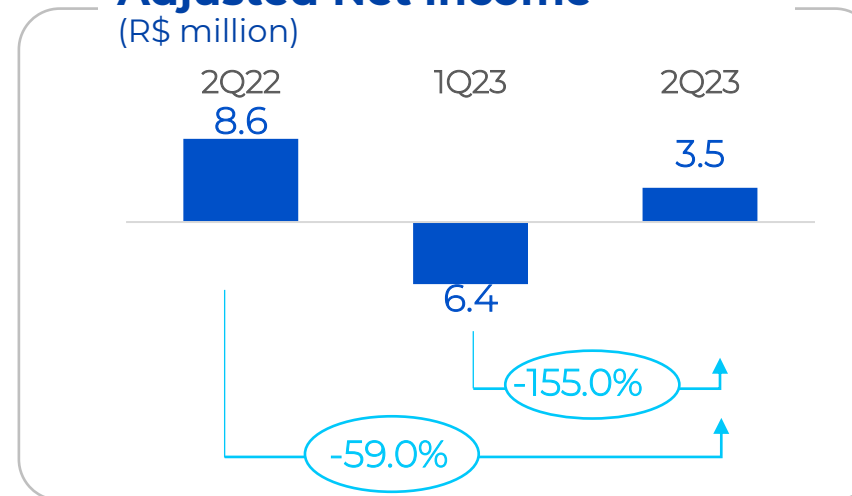
Depreciation & Amortization (R\$ million)



Financial Results (R\$ million)



Adjusted Net Income (R\$ million)



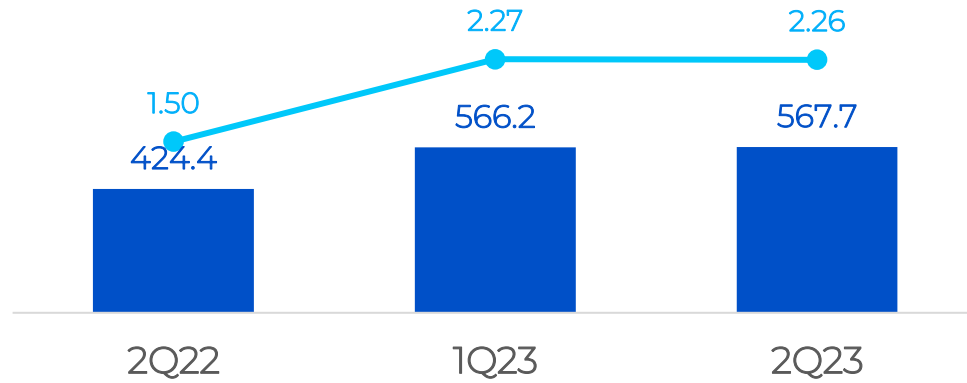


Net Debt & leverage



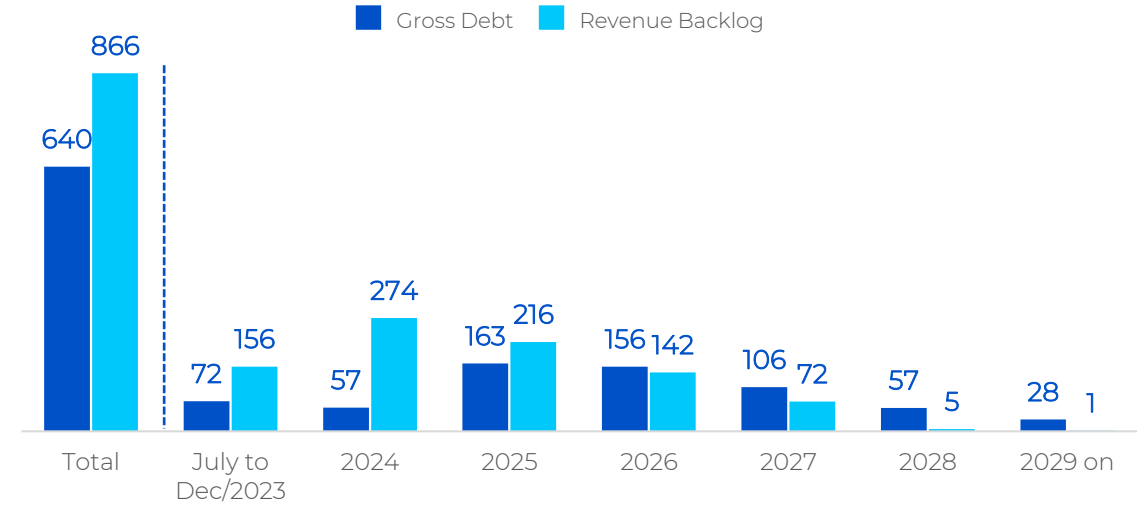
Net Debt e Leverage

(R\$ Millions) | (Net Debt / Adjusted EBITDA)



Indebtedness (R\$ Millions)	2Q22	1Q23	2Q23
Gross Debt	953.9	700.4	640.0
Cash and Financial Investments	529.5	134.2	72.3
Net Debt	424.4	566.2	567.7
TaaS Revenue Backlog	639.9	872.1	865.9
Backlog Hedge on Net Debt	1.51x	1.54x	1.53x

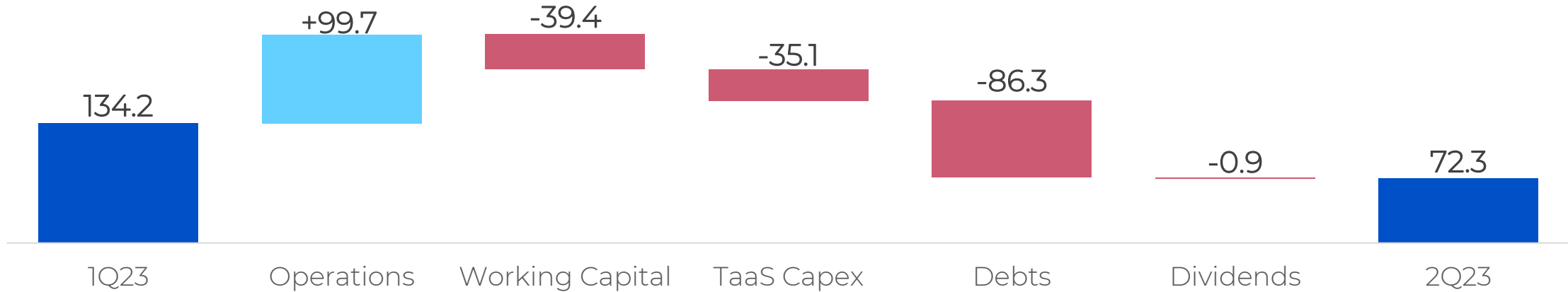
Gross Debt Amortization and Revenue Backlog Coverage (R\$ Million)



- Contracted Future Revenues exceed Total Gross Debt by R\$226 million, which shows the discipline with the main future commitments
- 33% reduction in Gross Debt vs. 2Q22, without raising new debts, improving the Financial Result



Cash Flow | (R\$ millions)



- ❖ Less Working Capital, favoring the inventory sale
- ❖ Debt amortization to reduce financial expenses
- ❖ Operations in 2Q23 was 10% higher than in 1Q23

(1) Working Capital: inventories, advances to suppliers, vendors and accounts receivable
(2) Debts: payment of loans/financing (principal + interest) and settlement of derivatives

Lower interest rates should stimulate the sector

TELECOM

New phase of the market

- *Consolidation of large ISPs*
- *Low capacity of indebtedness and investment*
- *Search for new revenues*
- *Improved network availability*

ENTERPRISE

New growth cycles

- *Electronic Security for small and medium projects*
- *New products in cybersecurity*
- *More connectivity offer on the channel*
- *Advancing on the retail visual digitization*
- *Out-Of-Home Media with greater adhesion to the LED Panel*

SOLAR

New volume levels

- *Return of projects in plants with new price reference*
- *New Business Model: EaaS (Energy as a Service)*

Thanks and Q&A!



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