

**WDC**  
NETWORKS

Soluções de A a W

# Institutional Presentation

Base 2024



**LVTC**  
B3 LISTED NM

**IGC-NM B3**

**IGC B3**

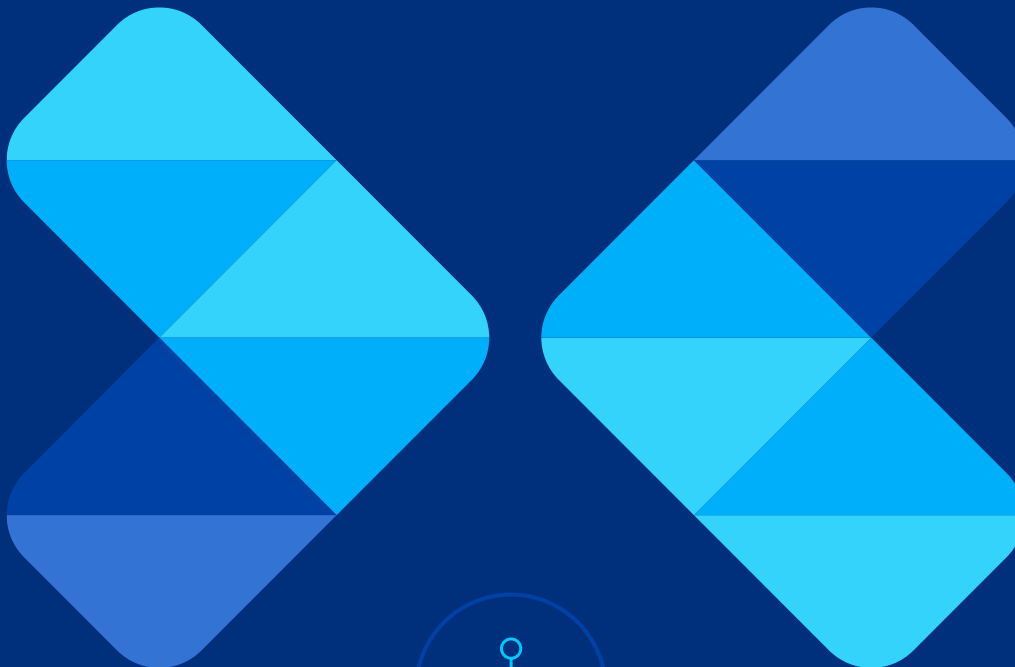
**ITAG B3**





# WDC

## NETWORKS



Quality of living  
people and businesses



Simple,  
Uncomplicated,  
Fast

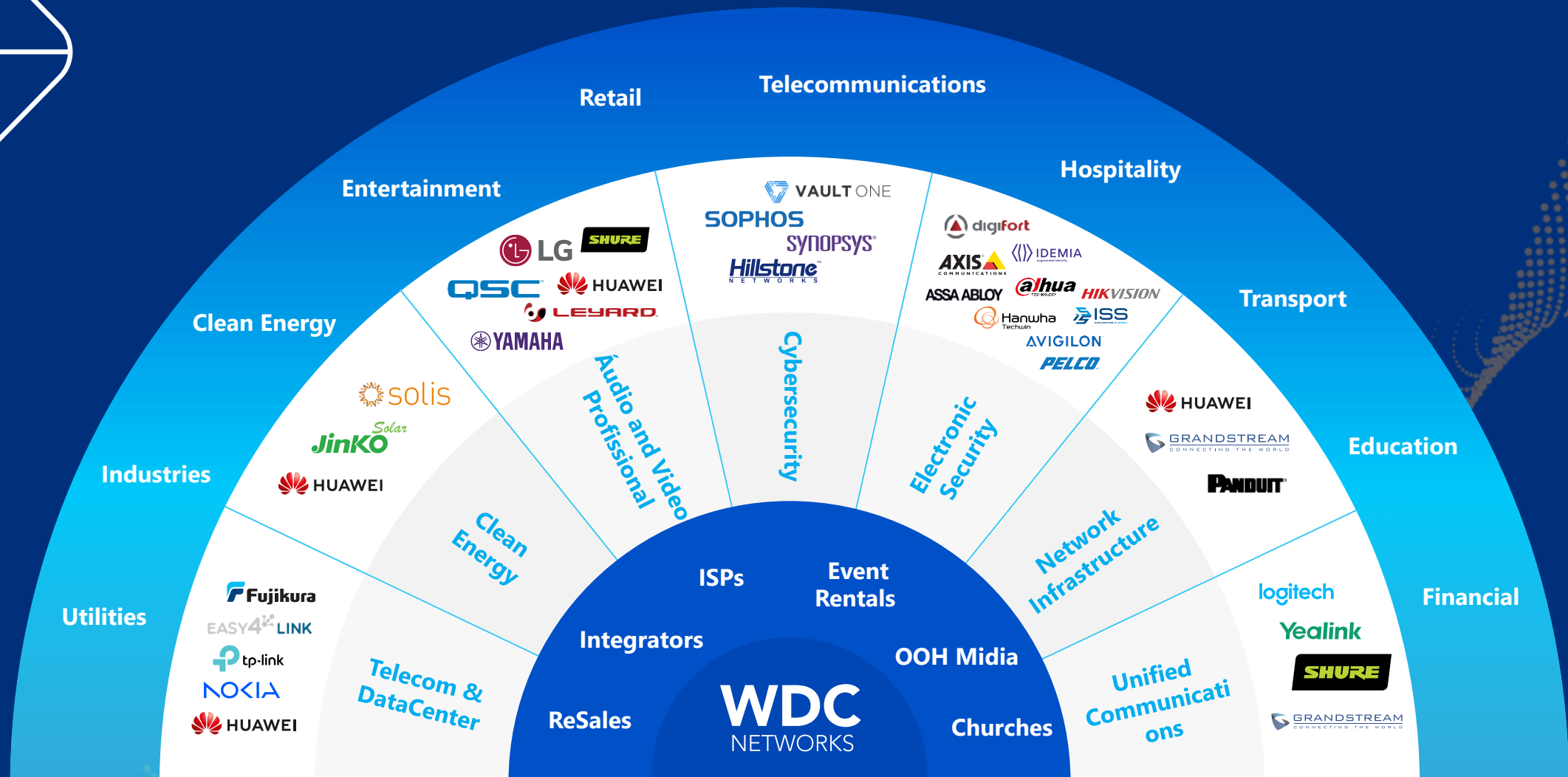


Do and Be Better  
Every Day



# + 20 years of experience

## Project-focused strategy for new verticals



# WHERE WE ARE

Large coverage throughout Brazil, strategic presence in the Americas



**Salvador - BA**  
Distribution Center



**Ilhéus - BA**  
Headquarters  
Factory and  
Distribution Center



**Miami**  
Commercial Office



**Colômbia**  
Commercial Office  
Distribution Center



**Itajaí - SC**  
Distribution Center



**São Paulo - SP**  
Commercial Office  
Training Center  
Show Room

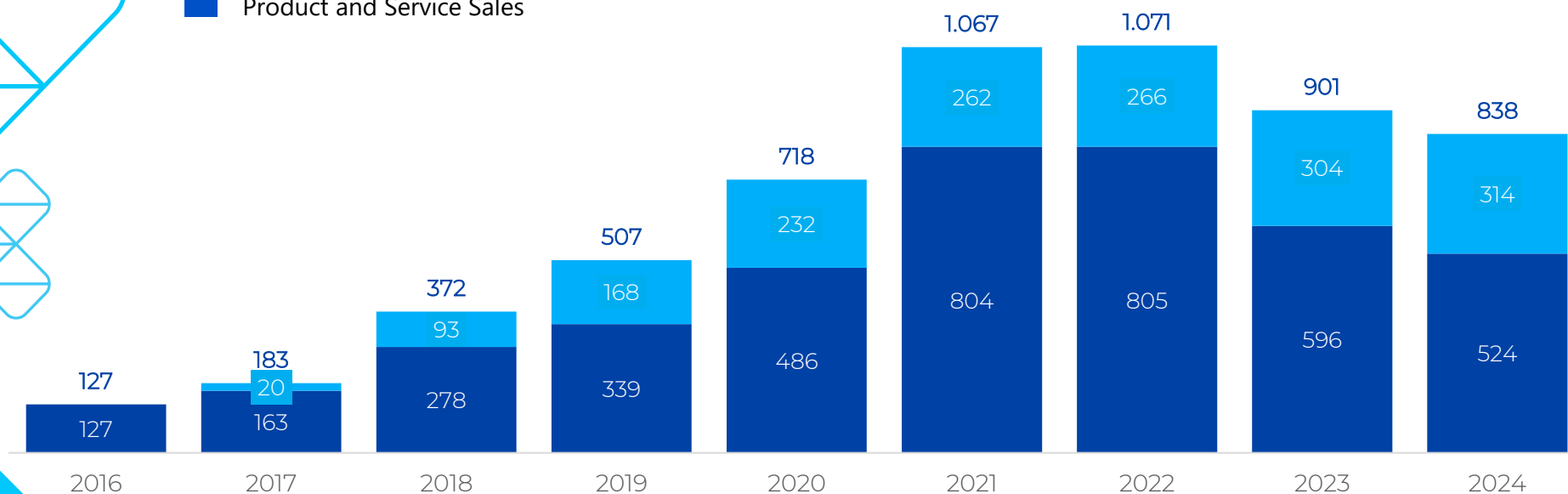


# FINANCIAL PERFORMANCE

## Net Revenue

(BRL million)

- Recurring revenue
- Product and Service Sales



CAGR 2016-2024

**+27%**

**BRL**  
**745mi**

TaaS Contracted  
Future Revenue  
4Q24



# Growth Drivers



**Internationalization  
of the Company**



**Extend our  
portfolio to ISPs**



**Add Managed Services  
to Projects**



**Increased base and  
recurrence of  
integrators**



**New verticals of  
operation**



# ESG | Socio-Environmental Commitment



**Reverse Logistics**



**Water Reuse**



**Mangrove Preservation in  
the State of Bahia**



**More than half of our energy  
(64%) is obtained in a clean  
and sustainable way**



**Collection of Batteries, Caps  
and Plastic**



**Company committed to ESG**

# Shareholding Structure and Solid Governance



## Board of Directors

|   |  |  |  |  |
|---|--|--|--|--|
| <b>Vanderlei Rigatieri</b><br><i>Effective member</i> | <b>Manuel Maria De Sousa</b><br><i>Chairman of the Board</i> | <b>Ruth Rigatieri</b><br><i>Vice-presidente of Board</i> | <b>Roberto Medeiros</b><br><i>Independent Member</i> | <b>Flavio Luz</b><br><i>Independent Member</i> |
|---|--|--|--|--|

## Statutory Audit Committee

|   |  |  |
|---|--|--|
| <b>Flávio Luz</b><br><i>Chairman of the Committee</i> | <b>Roberto Vertamatti</b><br><i>Effective member</i> | <b>Luiz Alberto Falleiros</b><br><i>Effective member</i> |
|---|--|--|



## Shareholding Structure<sup>1</sup>



## Executive Board



**Vanderlei Rigatieri <sup>2</sup>**  
*CEO and Founder*



**Felipe Meldonian<sup>2</sup>**  
Director

CFO and IRD



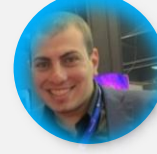
**Bruno Rigatieri<sup>2</sup>**  
Director

Comercial  
(Sales, MKT and Design Center)



**Ruth Rigatieri**  
Director

Human Resources



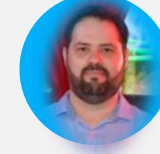
**Paul Raad**  
Director

Products



**Juranilson Jesus**  
Director

Logistics



**Gustavo Momente**  
Director

Information Technology

<sup>1</sup> – Shareholding structure base date 05/31/2025

<sup>2</sup> - Statutory Director

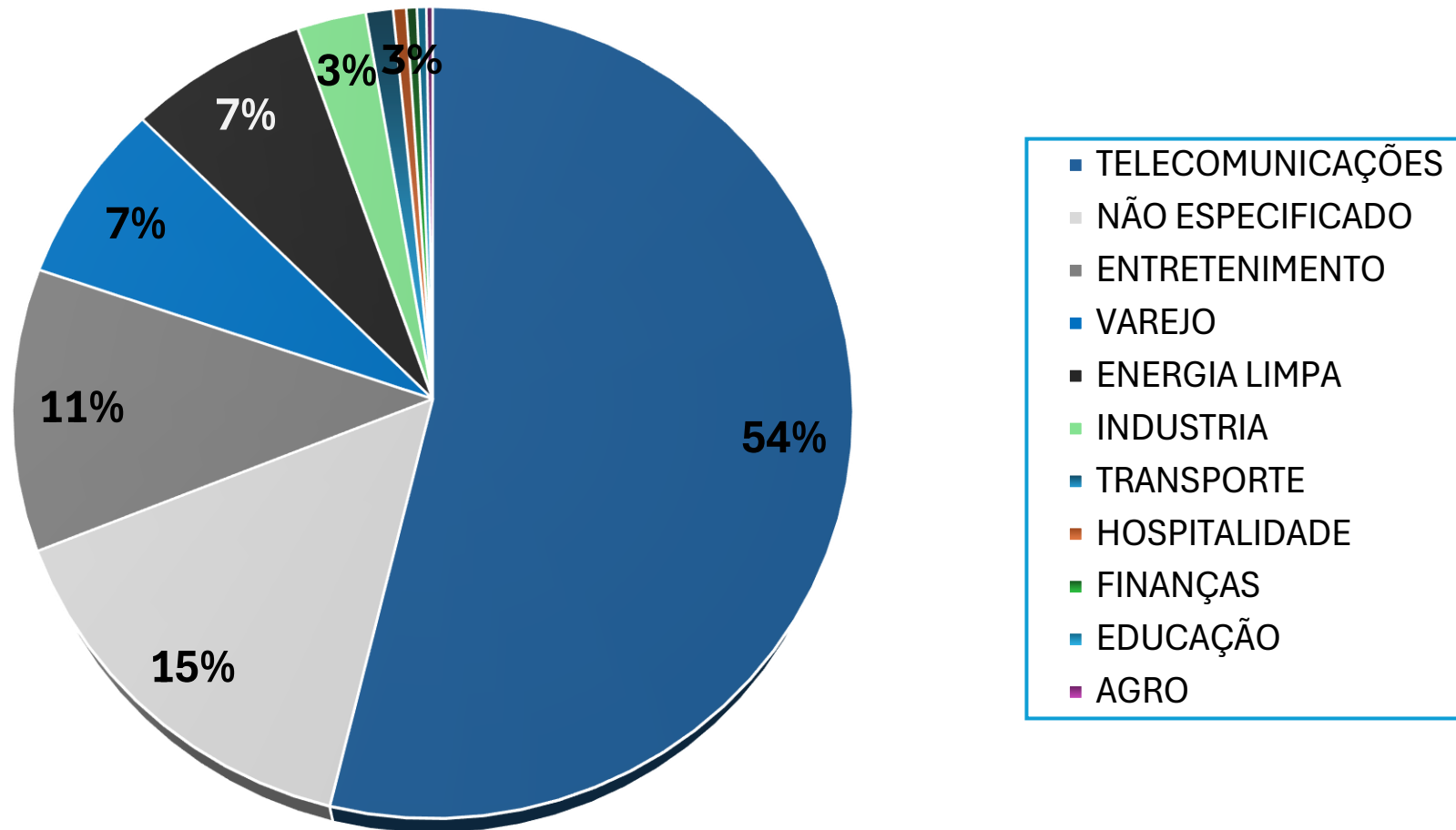


# Performance financeira 2024



# Verticals Net Revenue %

## Customer Breakdown



**Gross Revenue in 2024: R\$ 977.6 million**

# Highlights 2024

## Net Revenue

R\$ 837.9 Million

-7.0% (2024 vs 2023)

## Adj. Gross Profit

R\$ 226.7 Million

+20.4% (2024 vs 2023)

## Adj. EBIT

R\$ 71.0 Million

+100.1% (2024 vs 2023)

## Adj. EBITDA

R\$ 271.4 Million

+17.2% (2024 vs 2023)

## Financial Result

-R\$17.4 Million

vs -R\$52.5 Million in 2023

## Adj. Net Income

R\$36.4 Million

vs -R\$11.9 Million in 2023



**Increasing  
margins**



**Rigor in  
inventory  
management**



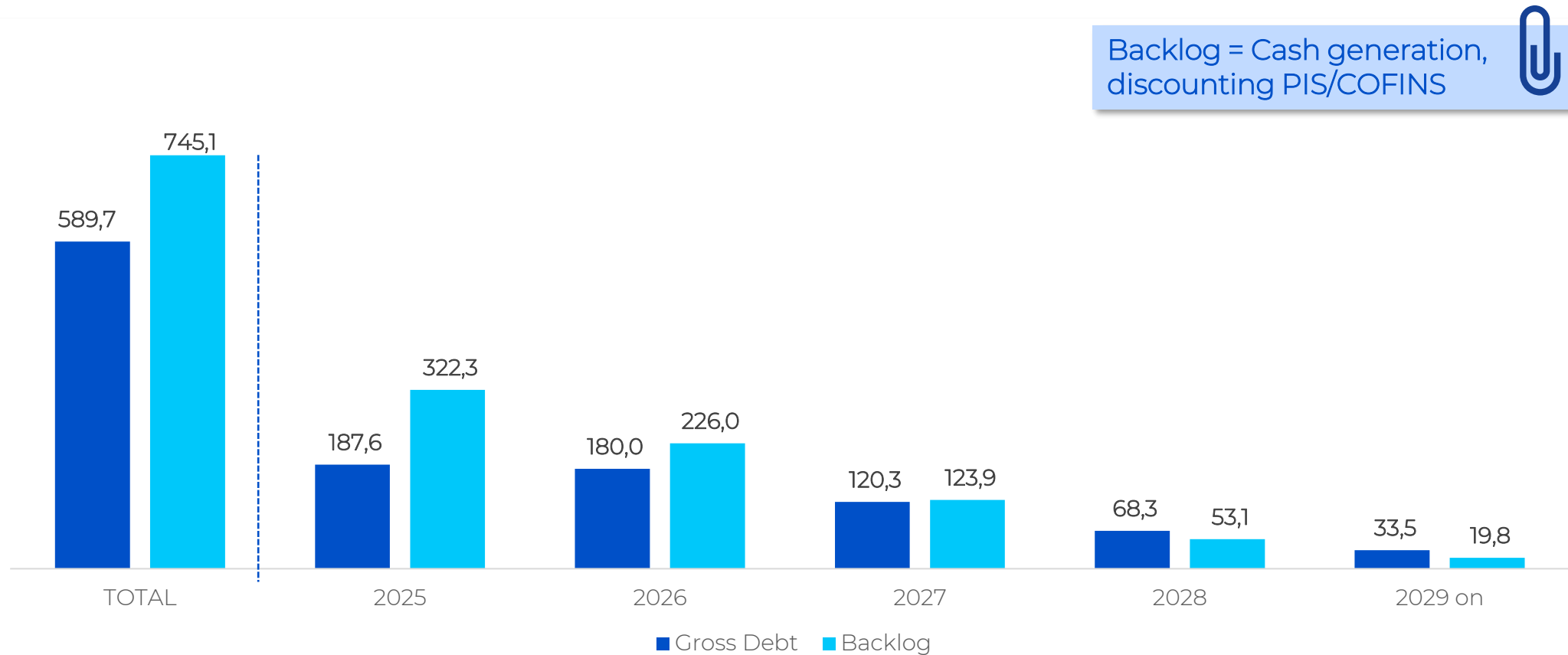
**Controlled  
operating  
expenses**



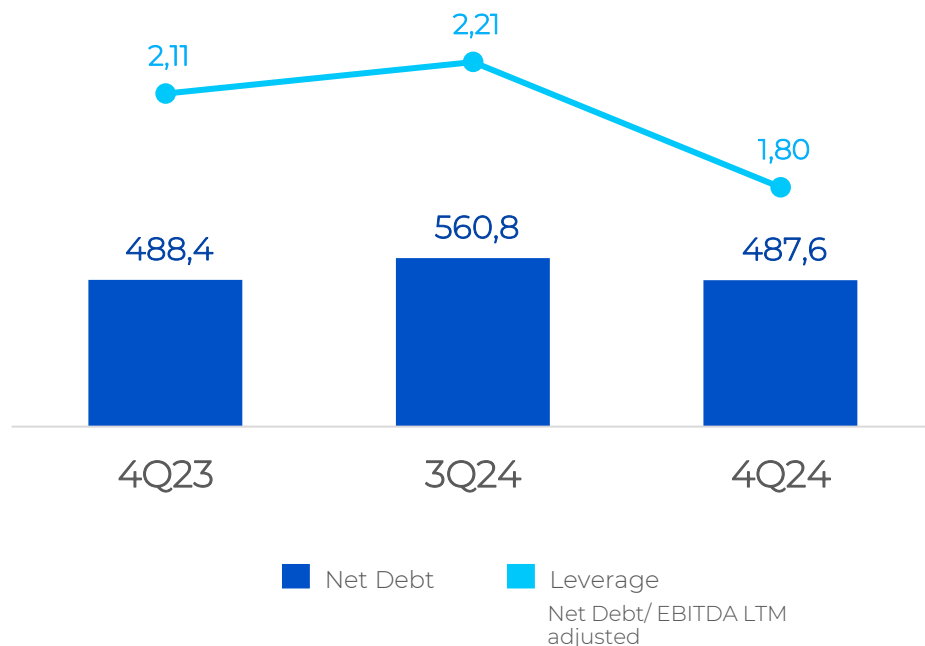
**Efficient  
leverage  
management**

# Backlog x Gross Debt

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



# Leverage (R\$ Million) | (Net debt/ EBITDA)



| Indebtedness (R\$ Millions)    | 4Q23    | 3Q24   | 4Q24    |
|--------------------------------|---------|--------|---------|
| Short term debt                | 71.0    | 129.9  | 189.1   |
| Long term debt                 | 519.4   | 483.7  | 400.6   |
| Gross Debt                     | 590.4   | 613.6  | 589.7   |
| Cash and Financial Investments | (102.0) | (52.8) | (102.0) |
| Net Debt                       | 488.4   | 560.8  | 487.6   |
| TaaS Revenue Backlog           | 874.8   | 839.0  | 745.1   |
| Backlog Hedge on Net Debt      | 1.79x   | 1.50x  | 1.53x   |

- Financial Leverage remains at healthy levels
- Management comfortable with addressing short-term obligations

1 Equipment rental contracts which monthly payments are recognized in the income statement according to the due date and the installments due are called "Revenue Backlog".



# Perspectives



Acquisition of control

# INFINITE CONSULTING

Infinite Consulting has over 10 years of experience and has a specialized workforce in the area of Network and Telecommunications Engineering, focused on providing support to ISPs and operators.]

This acquisition will allow the Company to incorporate managed network services, or MSP (Managed Service Provider), into its portfolio, in accordance with the M&A strategy announced throughout 2024.

Serviços  
Gerenciáveis WDC

Powered by  INFINITE  
[Consulting]



# 2025 Outlook

We are no longer a product-oriented company, we are a company oriented by **verticals and solutions (customer vision)**.

**Increase in more value-added services** for ISPs and Systems Integrators.

We have deactivated the distribution of Solar in retail via integrators.

Starting in 1Q25, we will no longer report the Telecom, Enterprise and Solar segments (**product view**), to align with the new strategy

We will expand our regional penetration with **more Distribution Centers** in new regions.



# Thank you!



**WDC**  
NETWORKS

**Soluções de A a W**

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