

Padtec



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Our story

Who we are?

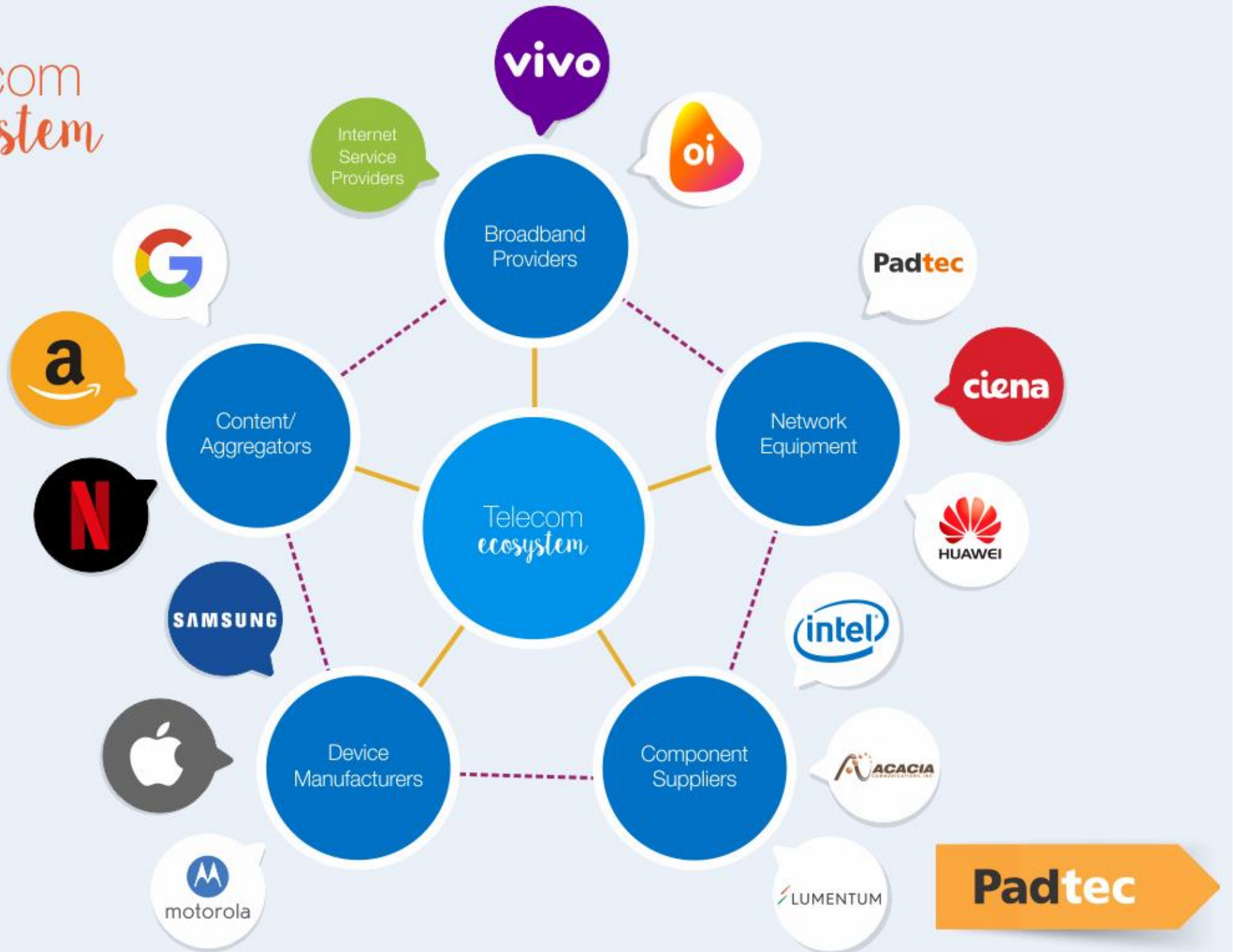
- Public company listed on B3 (Sao Paulo stock exchange: PDTC3);
- Operations started in August, 2001, as a spin-off of CPqD (Largest Telecom Research and Development Center in Latin America);
- 19 years in the telecom market with bona fide set of customers;
- 600+ employees in Brazil, Argentina, Colombia and USA;
- Global player with strong footprint in Latin America;
- Controls all aspects (development, manufacturing and deploying) of DWDM Optical Transport;
- Strong operation and maintenance (O&M) capabilities;
- Successful player in a very large market (Terrestrial + Submarine = \$14B yearly);
- Provides the products and technology that are enablers of data traffic hyper growth driven by:
 - Streaming and cloud services;
 - Broadband service providers;
 - Migrating from 4G to 5G;

Southern CALA 
Northern CALA 
North America 

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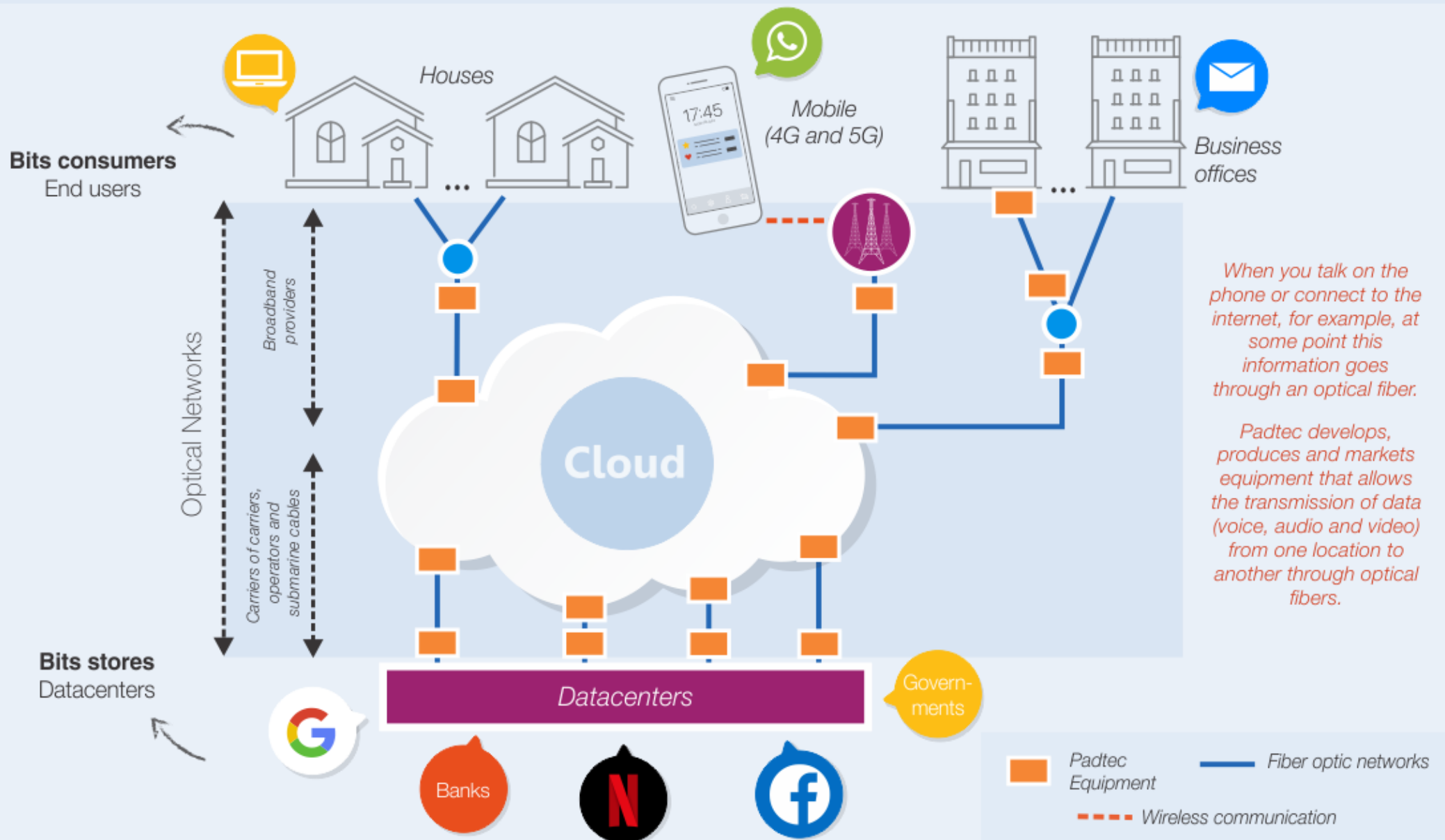


Telecom ecosystem

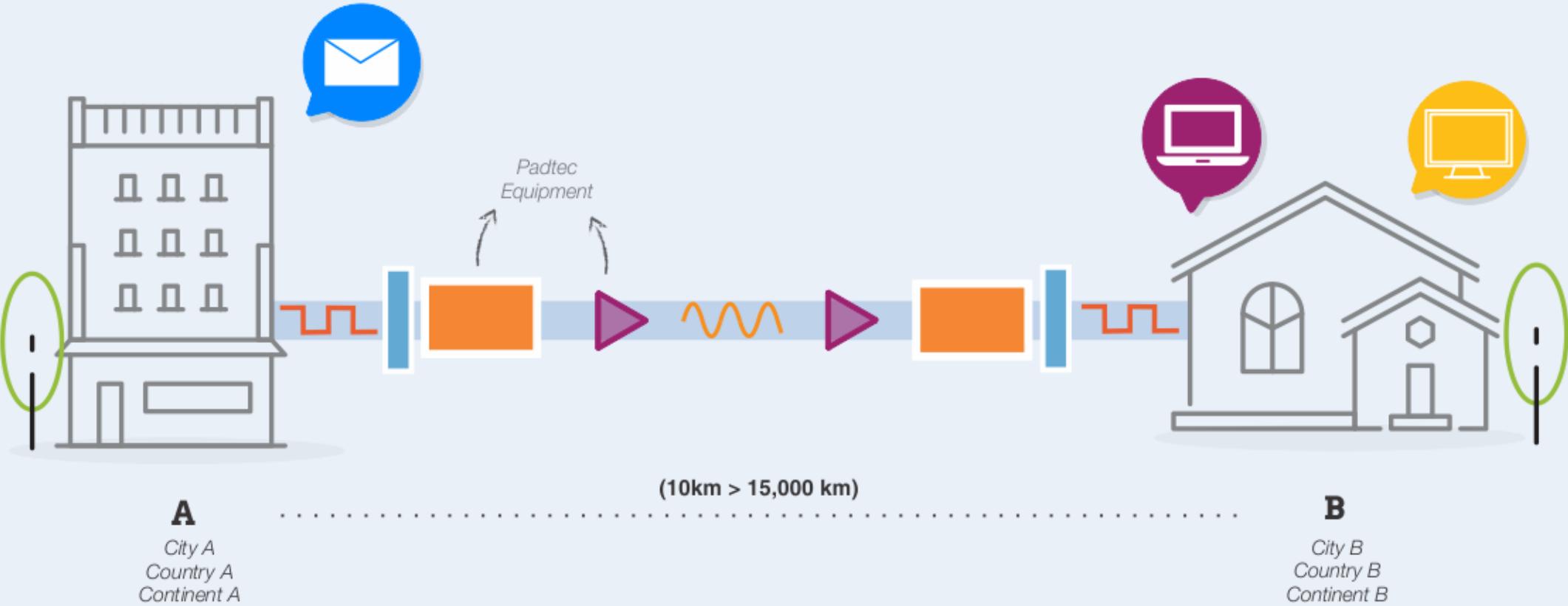


The *smartly* connected world we make

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The *smartly* connected world we make

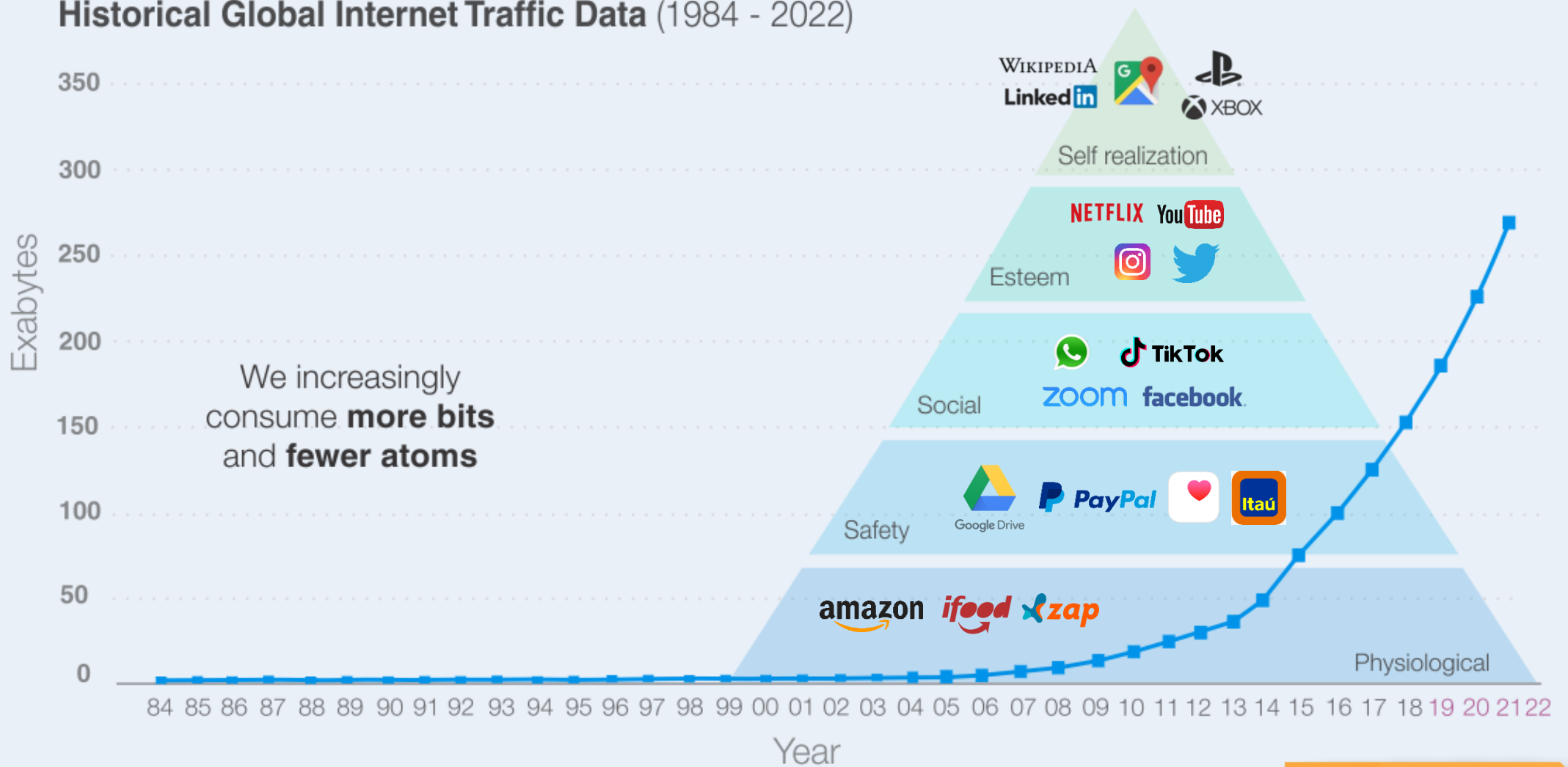


 Electric sign  Optical sign  Transponders  Optical amplifiers  Routers



Data traffic drives *optical transmission*

Historical Global Internet Traffic Data (1984 - 2022)



Sources: Cisco Visual Networking Index: Forecast and Methodology, 2017-2022; Maslow Hierarchy Of Needs;

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Customer portfolio

Net Promoter Score
54%

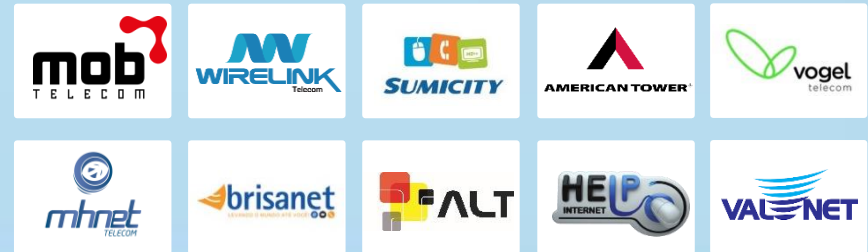
More than
200,000

km of DWDM backbone
in CALA region

Fixed and
mobile service
providers



Regional
Service
Providers



Carriers of
Carriers



Global
carriers



Utilities,
Oil&Gas e
Integrators



Data Center e
Multimédia



Governmental
and research
institutions



Business Units

Optical networks



- LightPad Platform
- OTN Switch
- Optical Time-Domain Reflectometer (OTDR)
- Submarine Line Terminal Equipment (SLTE)

Premium services



- Operation & Maintenance (O&M)
- Network Operations Center (NOC)
- Training Center

Premium services

Points Of Presence (POPs)

Network Operation and Maintenance (O&M)

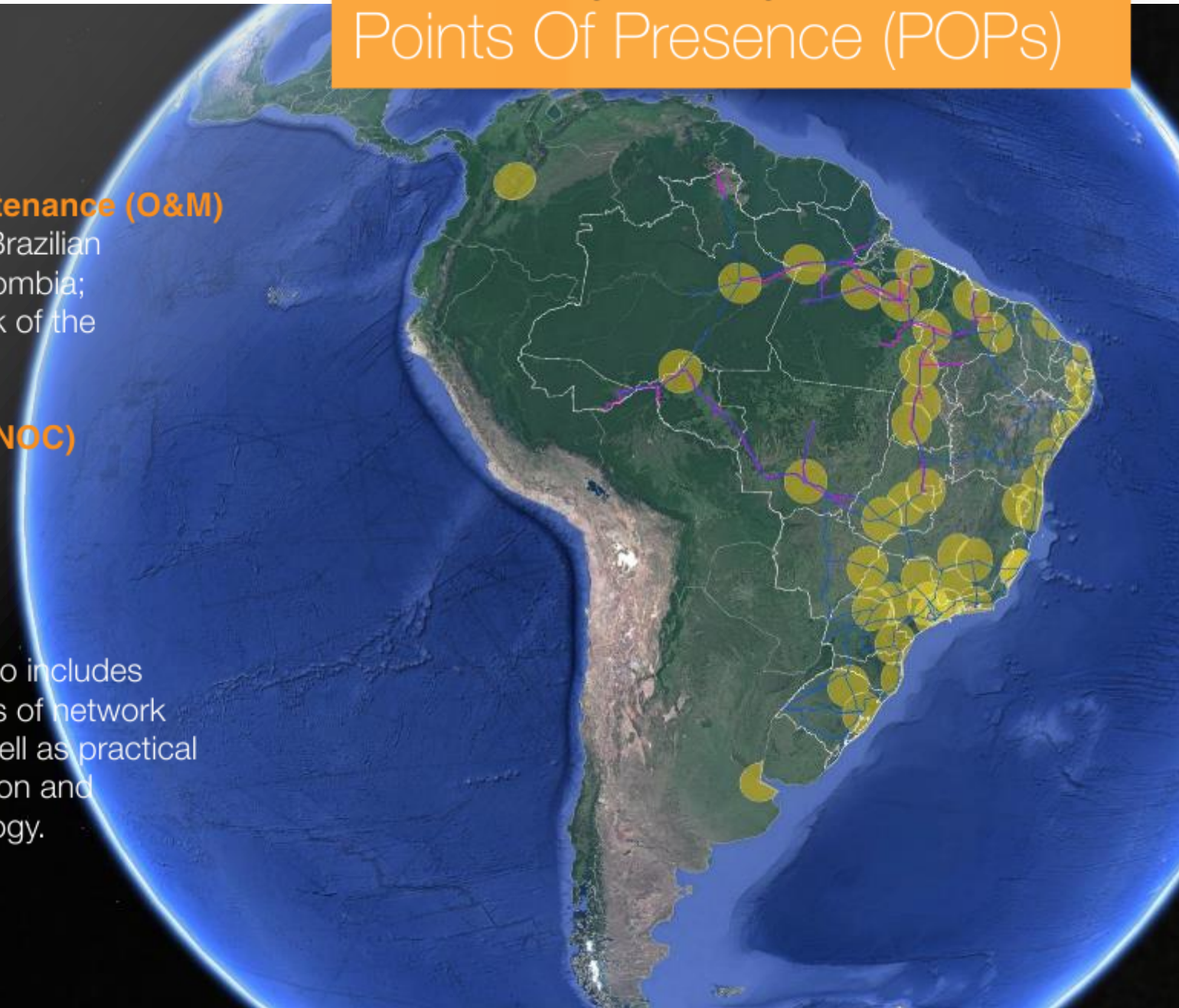
- More than **40 POPs** all over Brazilian territory, in Argentina and Colombia;
- 4H SLA for support to any link of the monitored networks;

Network Operations Center (NOC)

- Operation 24x7;
- Performance reports;
- Risk mitigation;

Training Center

Padtec's diverse training portfolio includes theoretical courses - in the areas of network planning and engineering - as well as practical courses - in the areas of operation and maintenance of DWDM technology.





Financial results

2017 - 2020

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2020 vs. 2019

Customers and Revenue



DWDM equipment
represents **85%**
and Services
Premium **15%**.

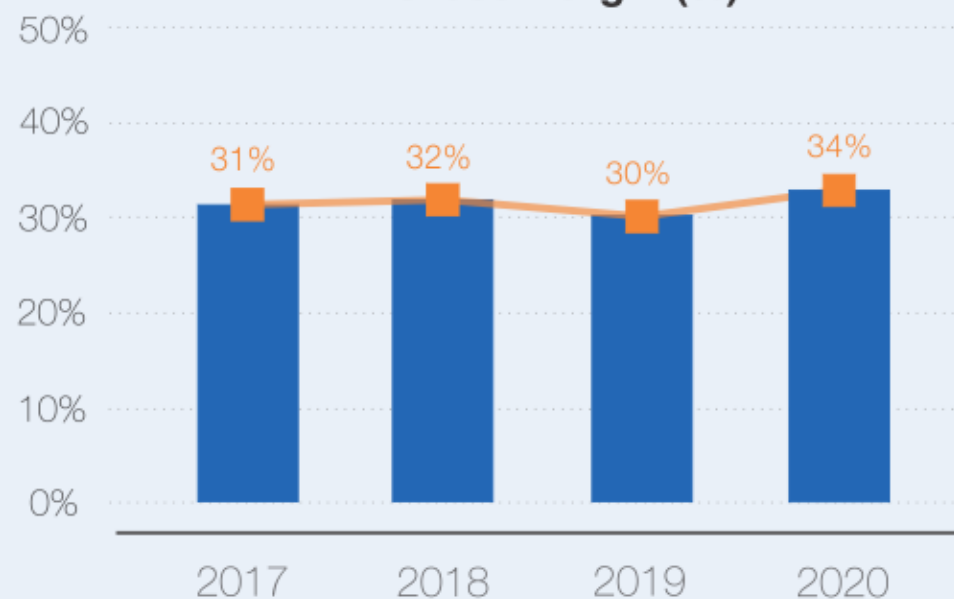


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Gross Revenue (R\$M)



Gross Margin (%)



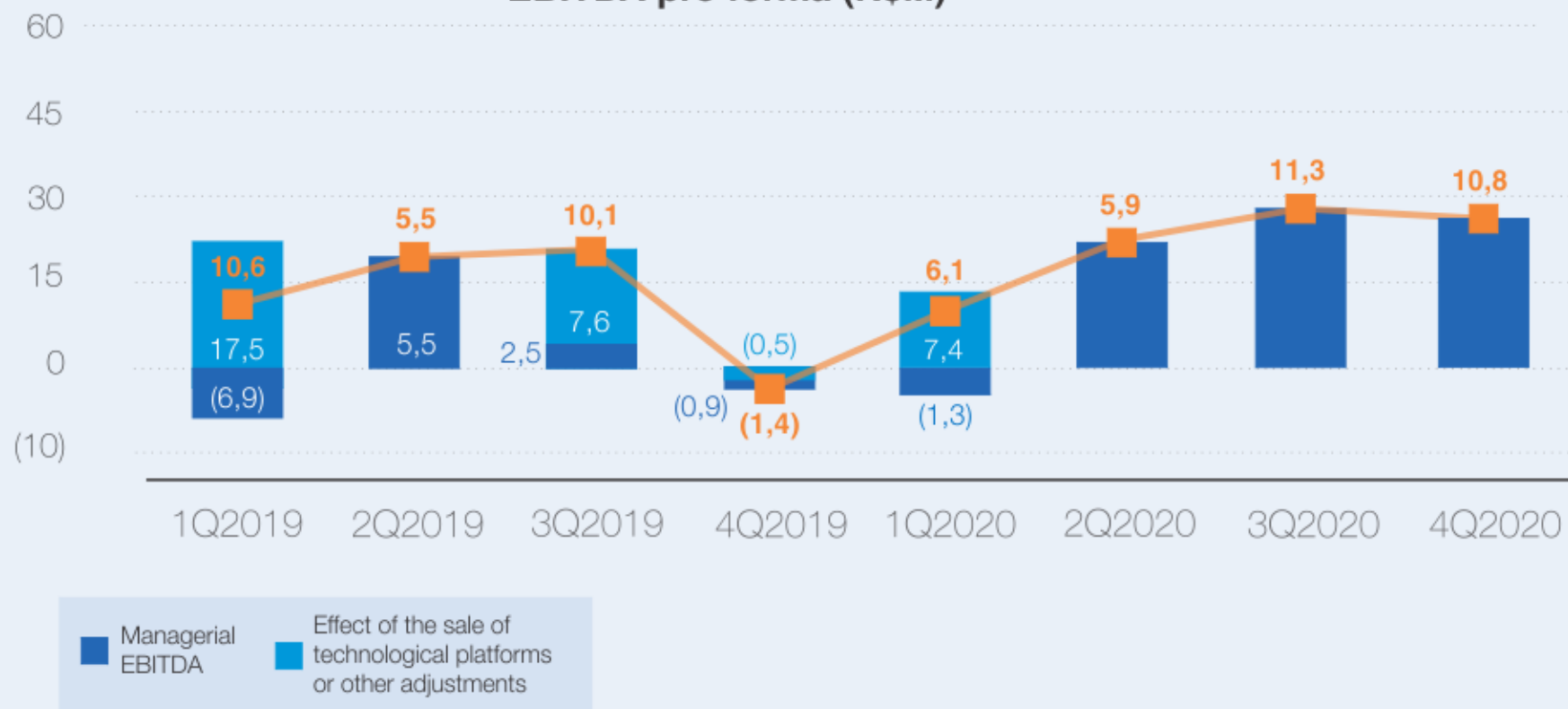
EBITDA pro forma (R\$M)



*For the purposes of a better comparison, Padtec S.A. has been considered a wholly owned subsidiary of Padtec Holding S.A. since January 2019.

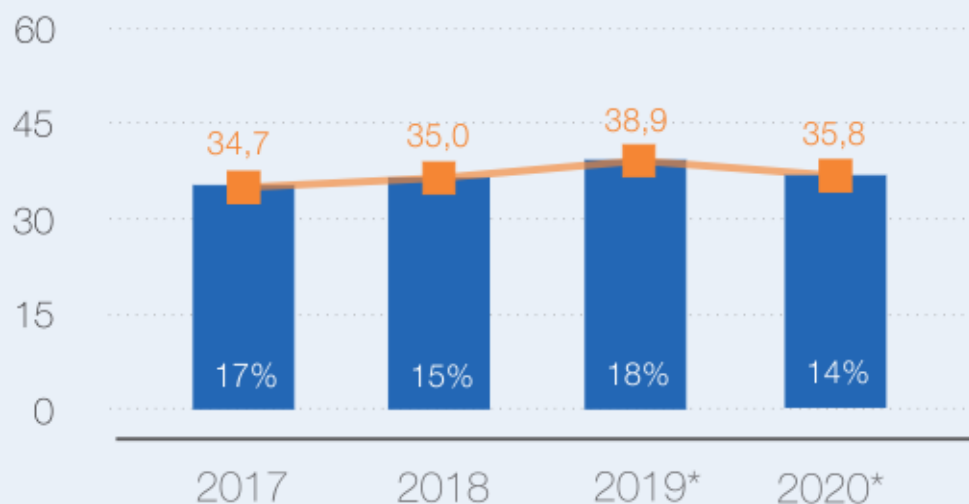
■ Managerial EBITDA
 ■ Effect of the sale of technological platforms or other adjustments

EBITDA pro forma (R\$M)

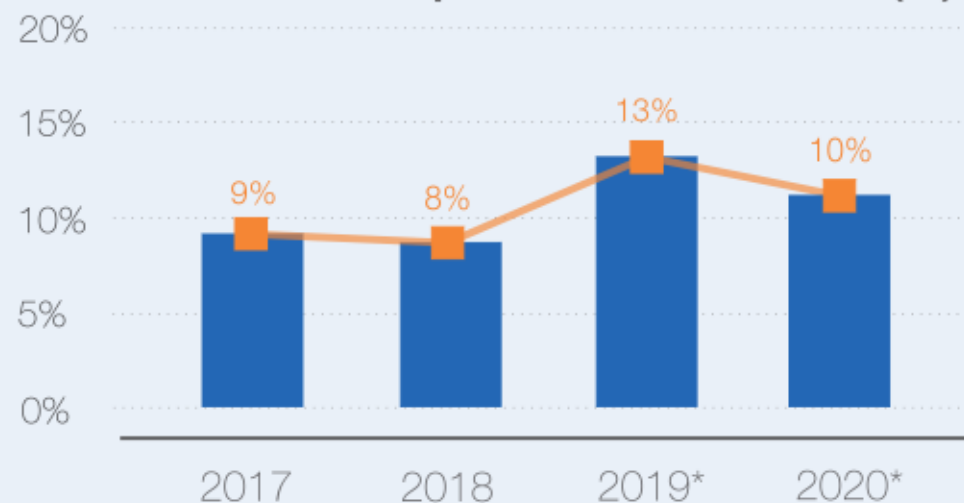


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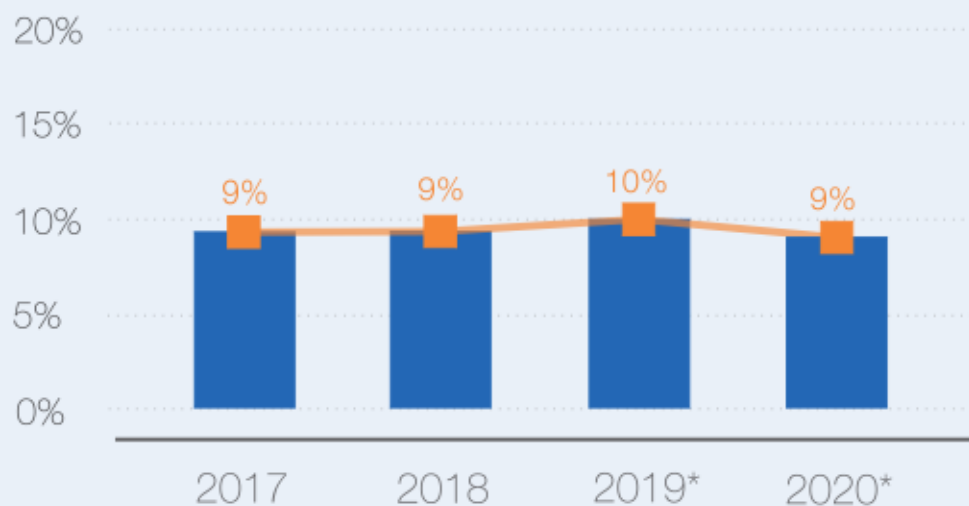
R&D x Net Revenue (R\$M)



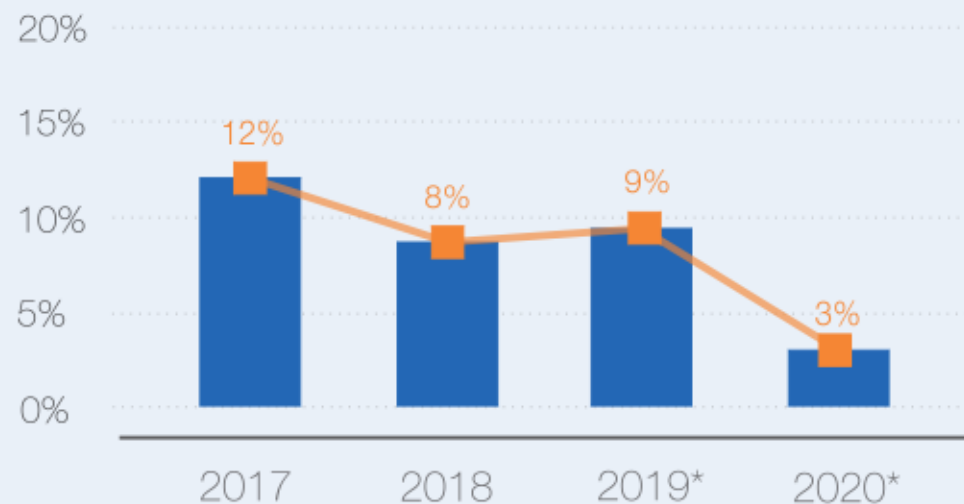
Administrative Expenses x Net Revenue (%)



Sales Expenses x Net Revenue (%)

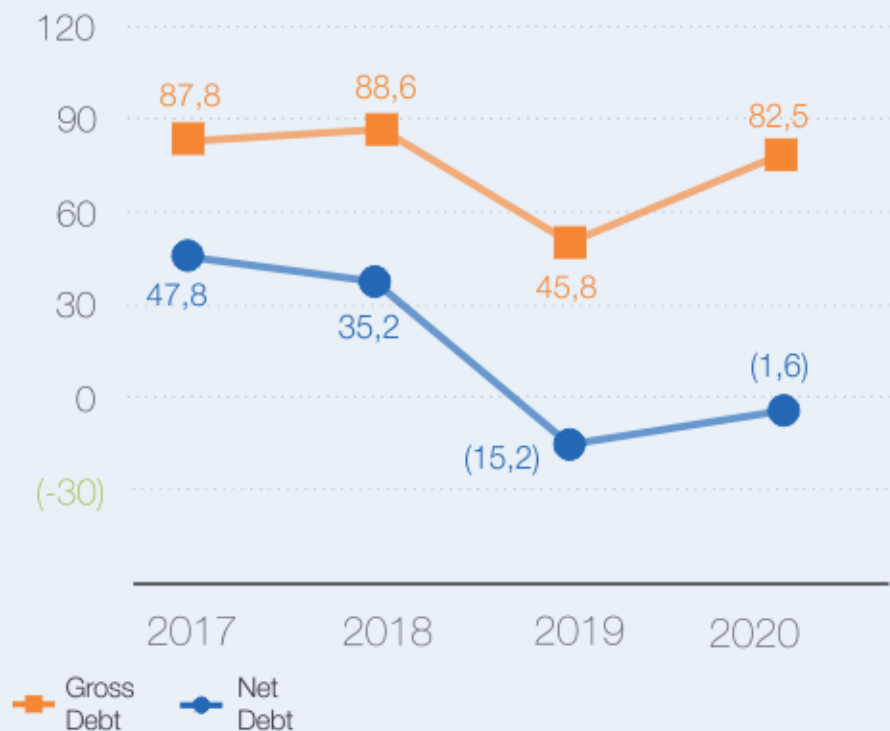


Financial Expenses x Net Revenue (%)



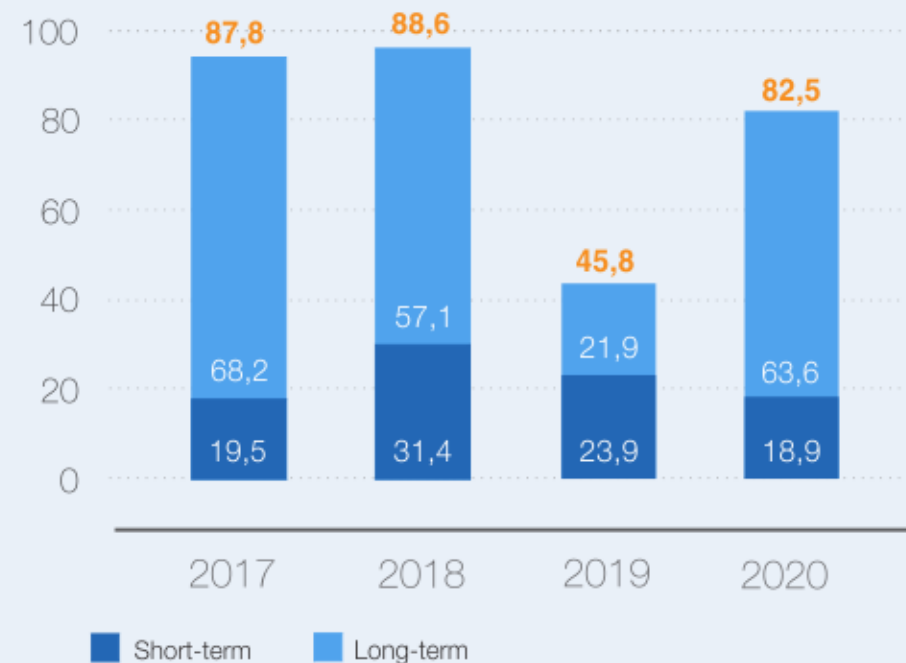
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Gross Debt vs. Net Debt* (R\$M)

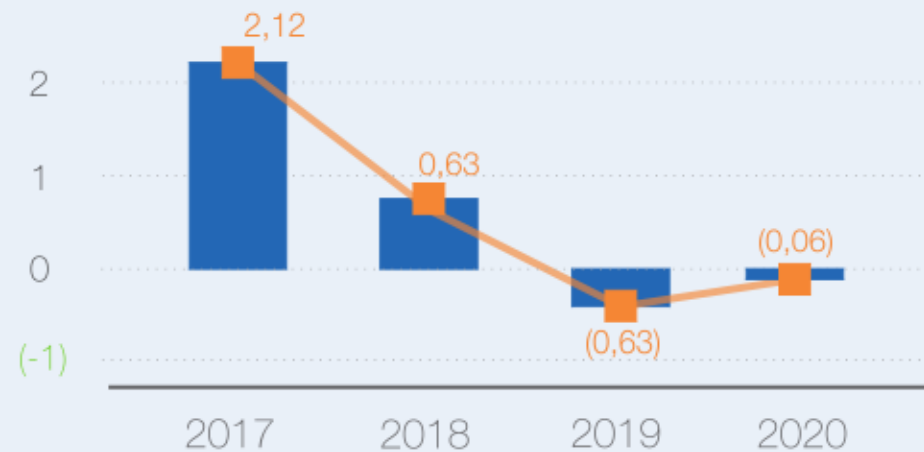


(1) Considers Ideiasnet S.A. since 01/06/2020.

Debt Profile: Long vs. Short Term (R\$M)



Net Debt / EBTIDA pro forma



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