



# Results Webcast

2020

**PDTC**  
B3 LISTED

**Investor Relations**  
ri@padtec.com.br

padtec.com



**Padtec**

# Why we exist

---

Make **quality internet accessible for everyone** by increasing fiber capacity

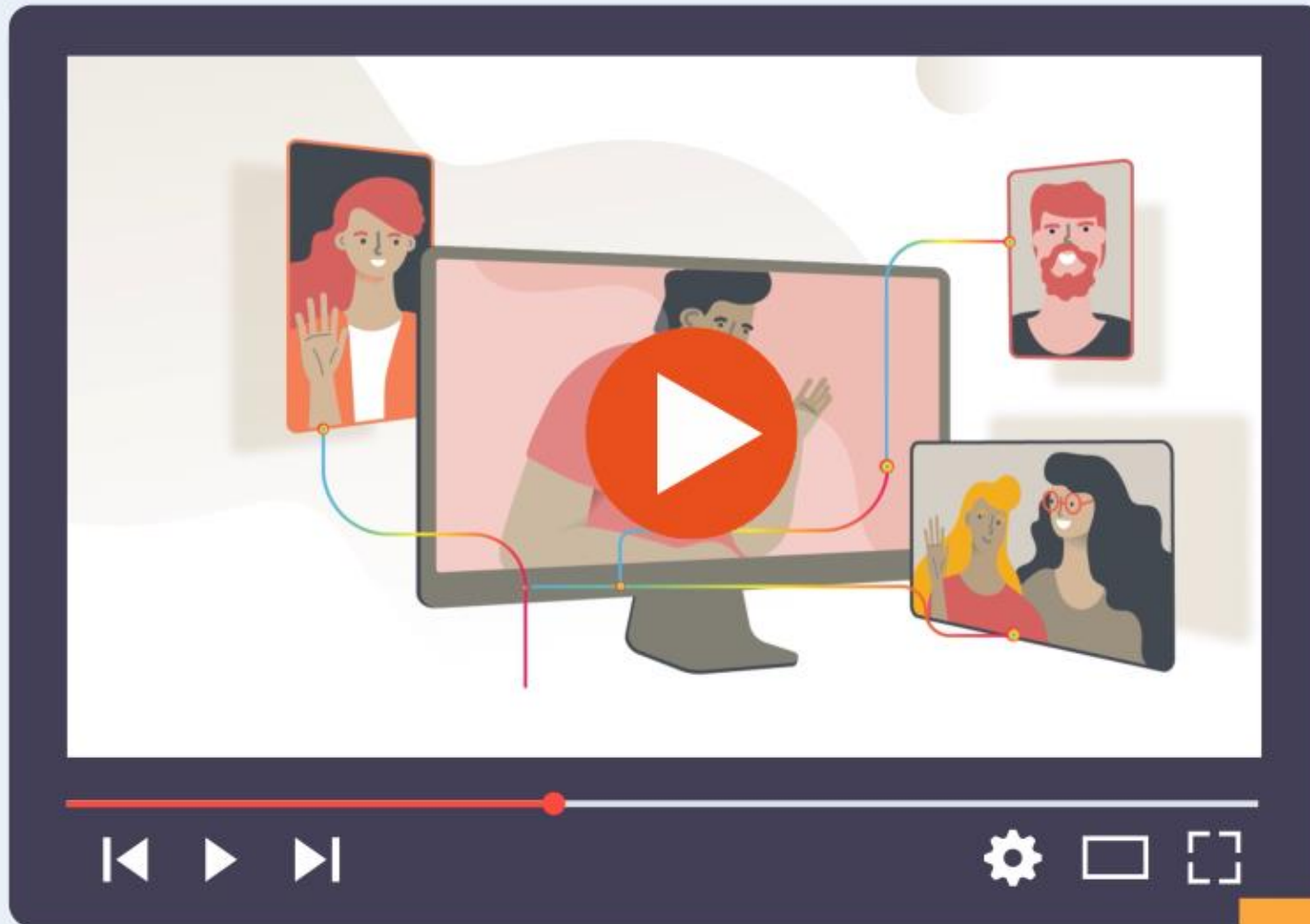
Help clients **build their own optical fiber infrastructure**



Support Brazil and CALA's **massive data traffic increase**

Transfer and store data along **the longest distances**

The *smartly* connected world we make



**Padtec**

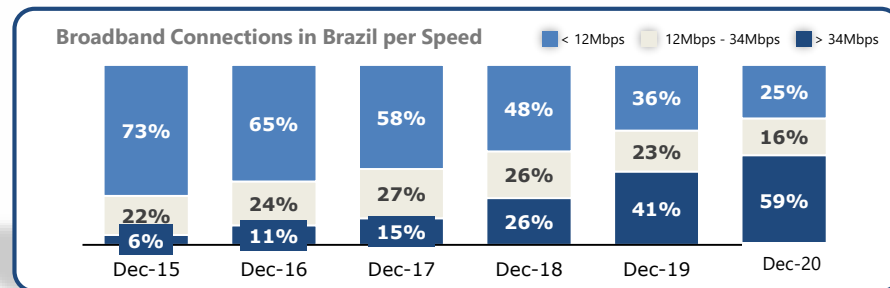
# What is our role in this ecosystem?

Padtec: the connectivity enabler in a booming market with a unique value proposition

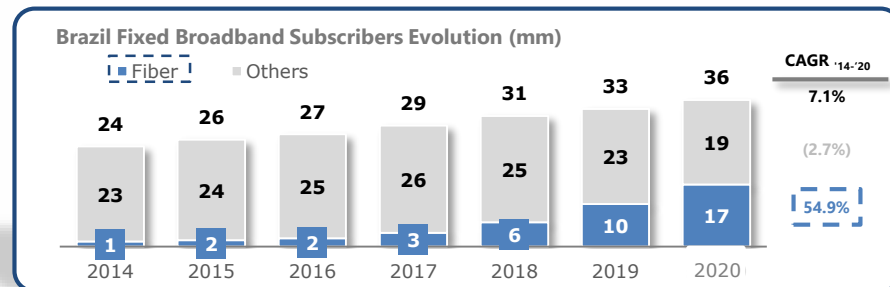
We operate behind the lines as a connectivity enabler

Sole LatAm native Transmission network equipment providers

✓ customers are Demanding Higher Broadband Speeds...



✓ ...and in order to transmit more bits through the impressive fiber networks:...



✓ ...DWDM is the key equipment to achieve that

Most cost effective and scalable way to increase fiber capacity  
(vs. investing in new pair of fiber optical cables)

Fontes: Companhia, Cisco, Anatel

# Ready to seize opportunities risen from 5G

5G could trigger a **new CapEx cycle for telcos**, reaching ~US\$15.5bn in LatAm



It will require large bandwidth of new spectrum, **surpassing all past generations by four-fold**



Padtec's equipment will be **indispensable** to ease both CapEx and OpEx for these COS.





# *Financial results*

2017 - 2020

**Padtec**

2020 vs. 2019

## Customers and Revenue

GROSS  
REVENUE  
R\$ 317.9 millions  
**+25.0%\***

*\*Excluding the Submarine  
Business Unit.*

ACTIVE  
CUSTOMERS  
**+38%**

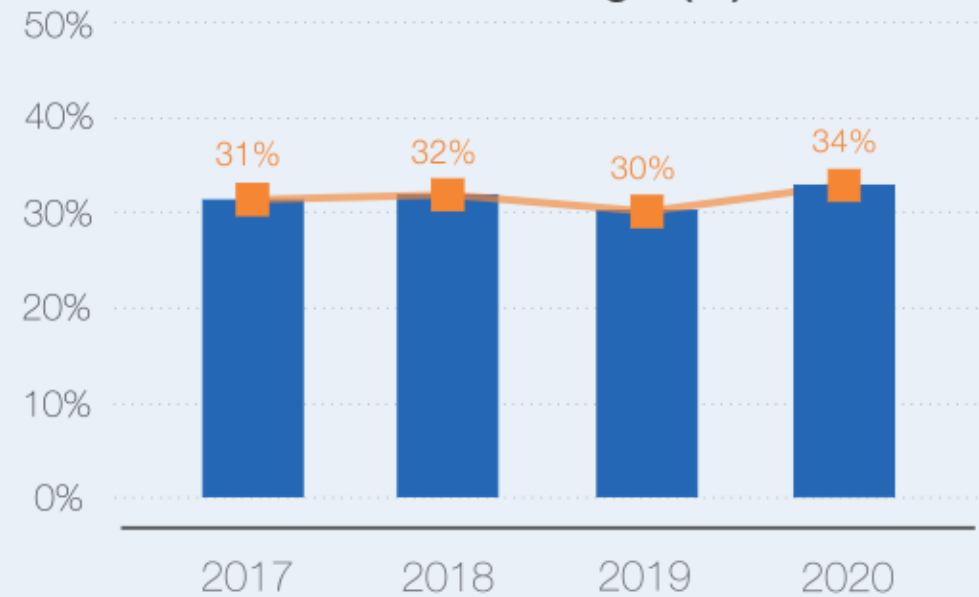
DWDM equipment  
represents **85%**  
and Services  
Premium **15%**.

**Padtec**

### Gross Revenue (R\$M)



### Gross Margin (%)



### EBITDA pro forma (R\$M)

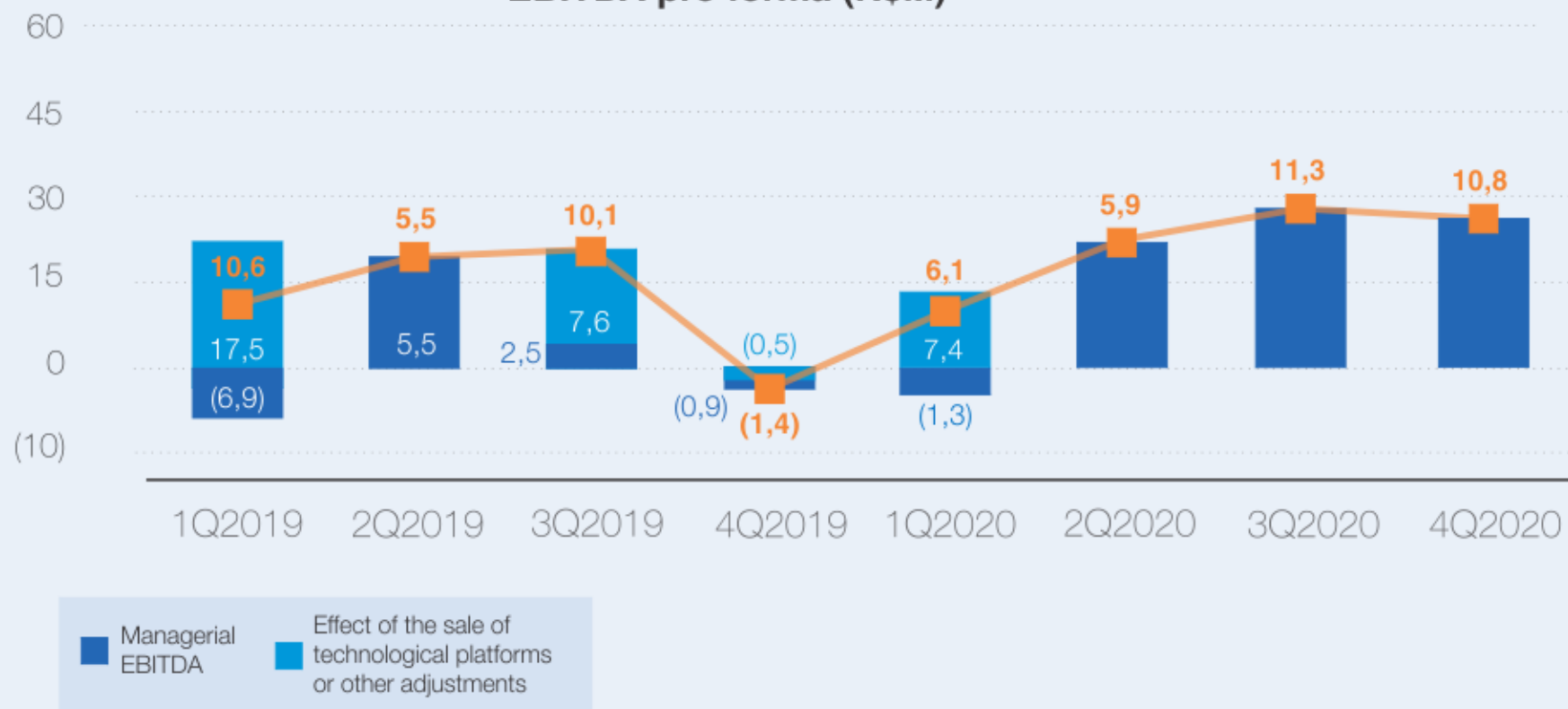


\*For the purposes of a better comparison, Padtec S.A. has been considered a wholly owned subsidiary of Padtec Holding S.A. since January 2019.

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

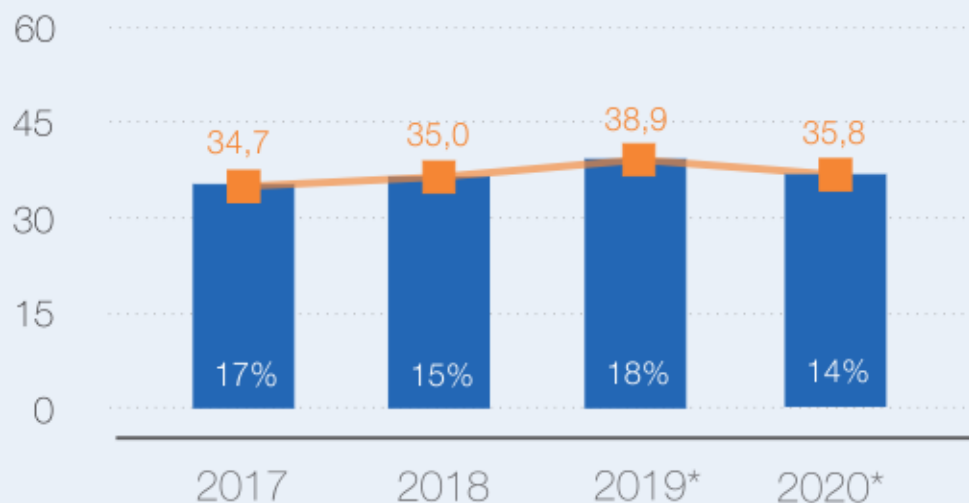


### EBITDA pro forma (R\$M)

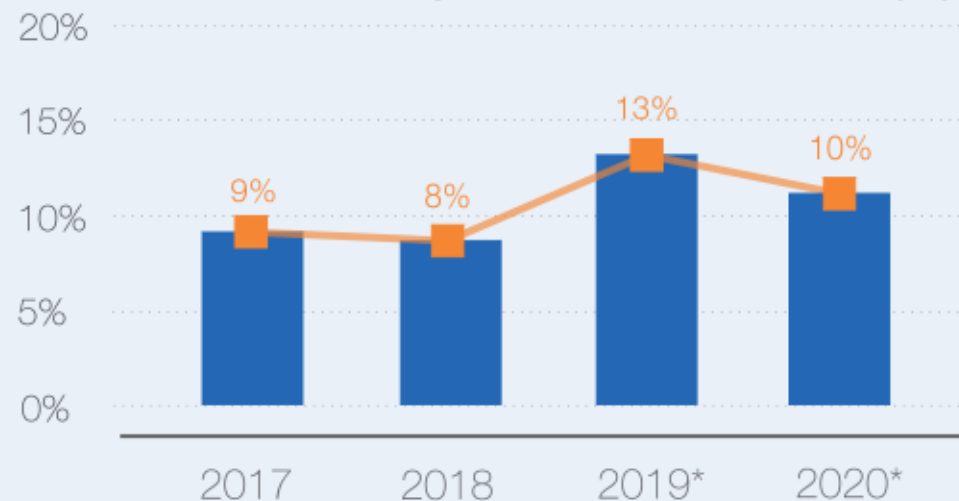


\*For the purposes of a better comparison, Padtec S.A. has been considered a wholly owned subsidiary of Padtec Holding S.A. since January 2019.

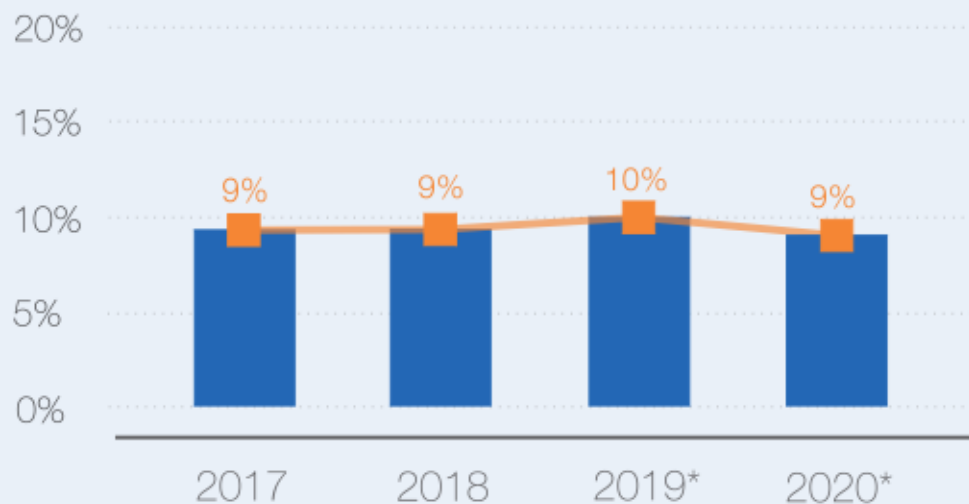
### R&D x Net Revenue (R\$M)



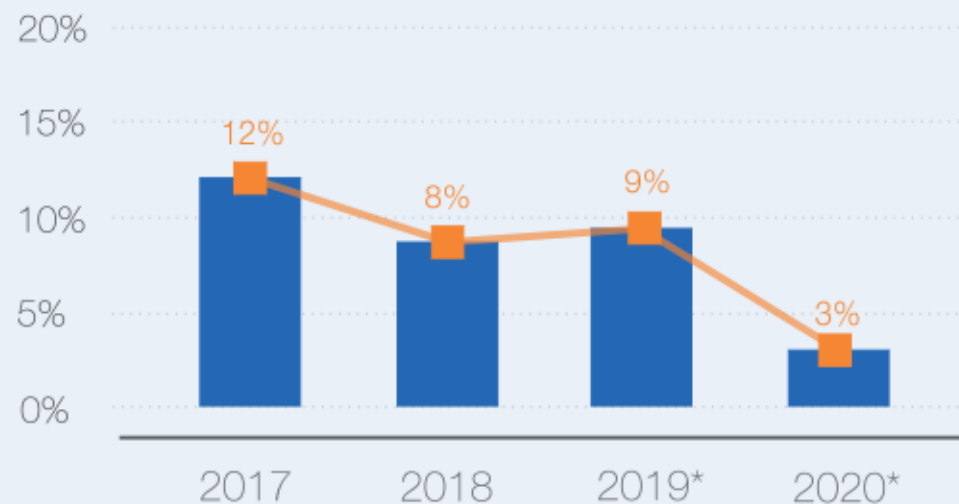
### Administrative Expenses x Net Revenue (%)



### Sales Expenses x Net Revenue (%)

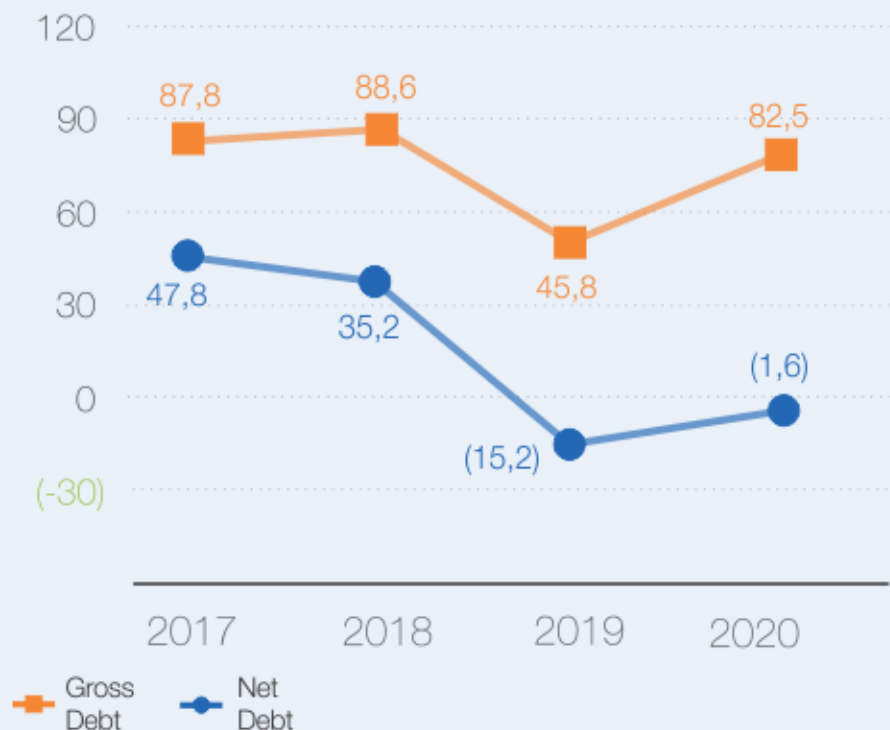


### Financial Expenses x Net Revenue (%)



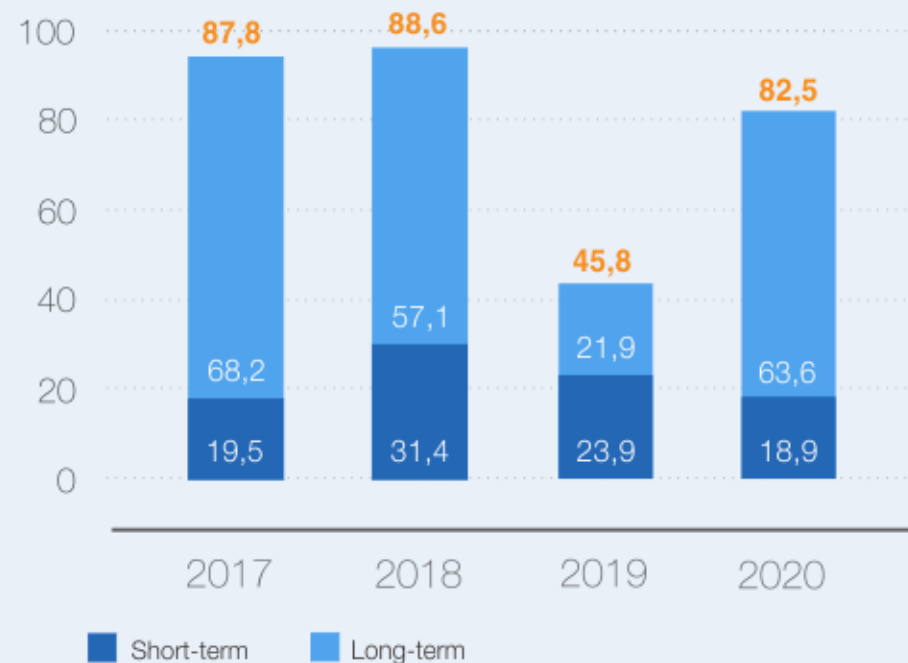
\*For the purposes of a better comparison, Padtec S.A. has been considered a wholly owned subsidiary of Padtec Holding S.A. since January 2019.

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

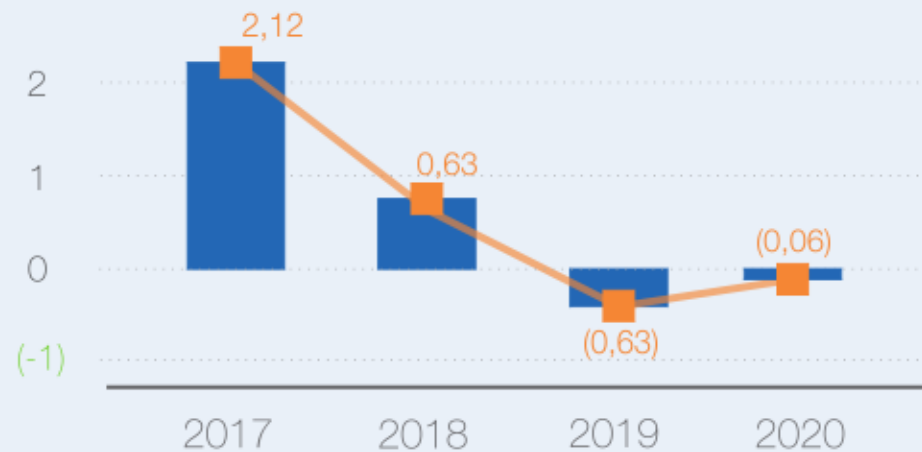


(1) Considers Ideiasnet S.A. since 01/06/2020.

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



### Net Debt / EBTIDA pro forma



# Padtec

Por um mundo *inteligentemente* conectado.

[padtec.com.br](http://padtec.com.br)

