

Results Webcast

1H2021

Investor Relations
ri@padtec.com.br

padtec.com.br



Padtec

PDTC
B3 LISTED NM



Disclaimer

This material may contain projections and/or estimates of future events. The use of the terms "anticipates", "believes", "expects", "estimates", "plans", "anticipates", "projects", among others, is intended to signal possible trends and statements that evidently involve uncertainties and risks, and future results may differ from current expectations. Forward-looking statements are based on a variety of assumptions and factors, including economic, market and industry conditions, as well as operational factors.

Any changes in these assumptions and factors could lead to practical results that differ from current expectations. These forward-looking statements should not be fully relied upon. Forward-looking statements reflect only opinions as of the date they were made and presented.

The Company is not required to update them in the light of new information or new developments. The Company is not responsible for transactions that are carried out or for investment decisions that are made based on these projections and estimates. Finally, the pro forma financial information contained in this material is unaudited and, therefore, may differ from the final audited results.

The *smartly* connected world we make

Global supplier
of high capacity
optical transport
systems

Key provider of
the mission-critical
telecom ecosystem,
data centers and
digital solutions
integrators

Innovative solutions,
diversified product
portfolio, qualified
team with high
expertise in the
technologies
developed

**Proximity and
partnership** with
customers in offering
Premium Services for
high capacity
networks

Leadership in the
high capacity data
connectivity
market in Brazil



TM1200G and TM800G

The *smartly* connected world we make

Make high quality internet accessible to all, through increased data transmission capacity and low latency in fiber optic networks

Higher connectivity means less circulation of people and therefore less carbon emissions and a healthier and more productive life



Contribute to our clients' success, training and empowering teams in state-of-the-art technology equipment

*Distance training studio,
Satisfaction Committee,
Padtec Classroom*

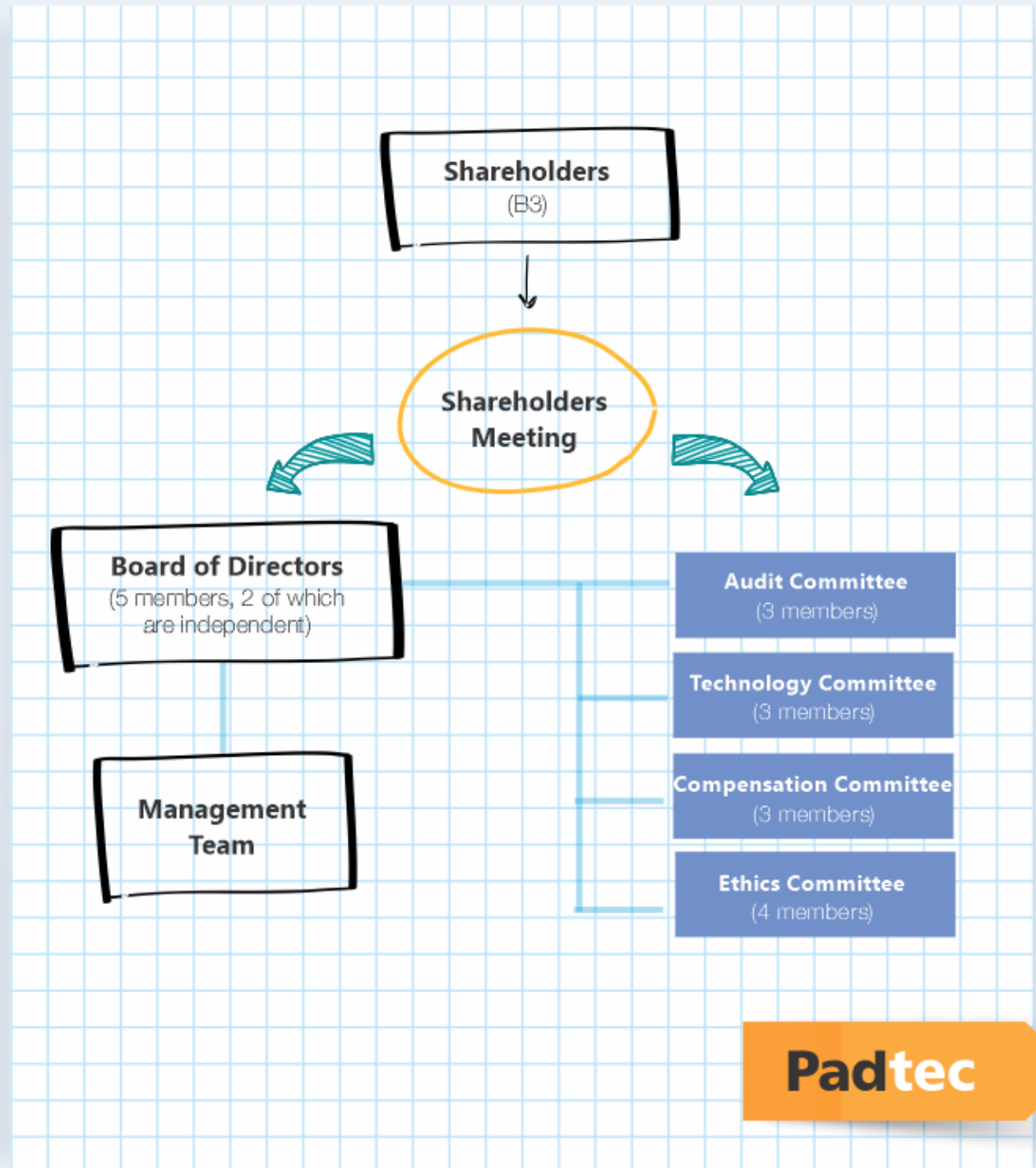
Essential in the mission-critical transport and storage of data over short, medium and long distances

Padtec



Corporate Governance Structure

Padtec joined B3 Novo Mercado in May 2021.



Board of Directors



Antonio Valente
Chairman



Erick Contag
Independent
Member



Christiane Edington
Independent
Member



Sami Haddad
Member



Sebastião Junior
Member

Management team



Carlos Raimar
CEO



Argemiro Sousa
Chief Business Officer



Renato Jordão
CFO & IRO



Roberto Nakamura
Chief Technology Officer



Manuel Andrade
Padtec North
America CEO

Padtec

Corporate Governance



- ✓ Padtec started adapting its governance to the B3 Novo Mercado rules in July 2020
 - ✓ Internal policies and regulations are adherent to the best corporate governance practices
 - ✓ Board of Directors composed of 5 members, 2 of which are independents
 - ✓ Advisory Committees reporting to the Board of Directors
 - ✓ Statutory Audit Committee
 - ✓ Independent Auditors reporting to the Statutory Audit Committee
 - ✓ Integrity Channel accessible by anyone, either if Company employee or not
 - ✓ 1st Compliance Week held in May 2021
- ✓ Padtec joined B3 Novo Mercado in May 2021
 - ✓ Report on Brazilian Corporate Governance Code 2021: of the 54 principles, Padtec is adherent to 47 – 38% more than 2020 - action plans already designed for the 7 principles not yet adhered to



International expansion

Partnership with Televés

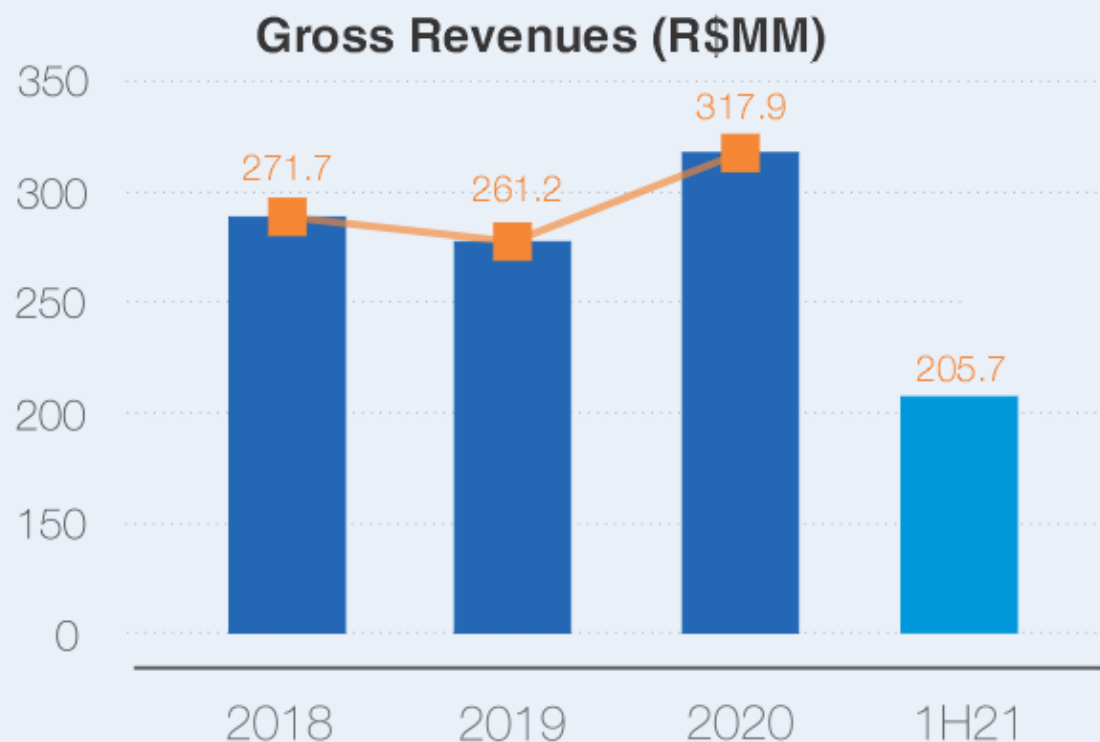
- *Padtec and Televés announced, last June, a partnership to offer DWDM solutions in Europe, Middle East and Africa (EMEA)*
- *Under this partnership, Padtec's solutions will be part of Televés' product line*
- *This agreement is part of Padtec's strategy for the coming years which focuses on expanding its presence in the international market*
- *More than a commercial partnership: it enables both companies to enhance their leverage, their market knowledge, adding their technological and production capabilities*



Padtec

Financial Results

2Q2021: best gross revenue in the Company's recent history



Combined data since January 2018.

1H2021

+63.7%

R\$ 205.7 mi

(vs. R\$ 125.7 mi in 1H20)

1Q2021

+40.1%

R\$ 86.1 mi

(vs. R\$ 61.5 mi in 1Q20)

2Q2021

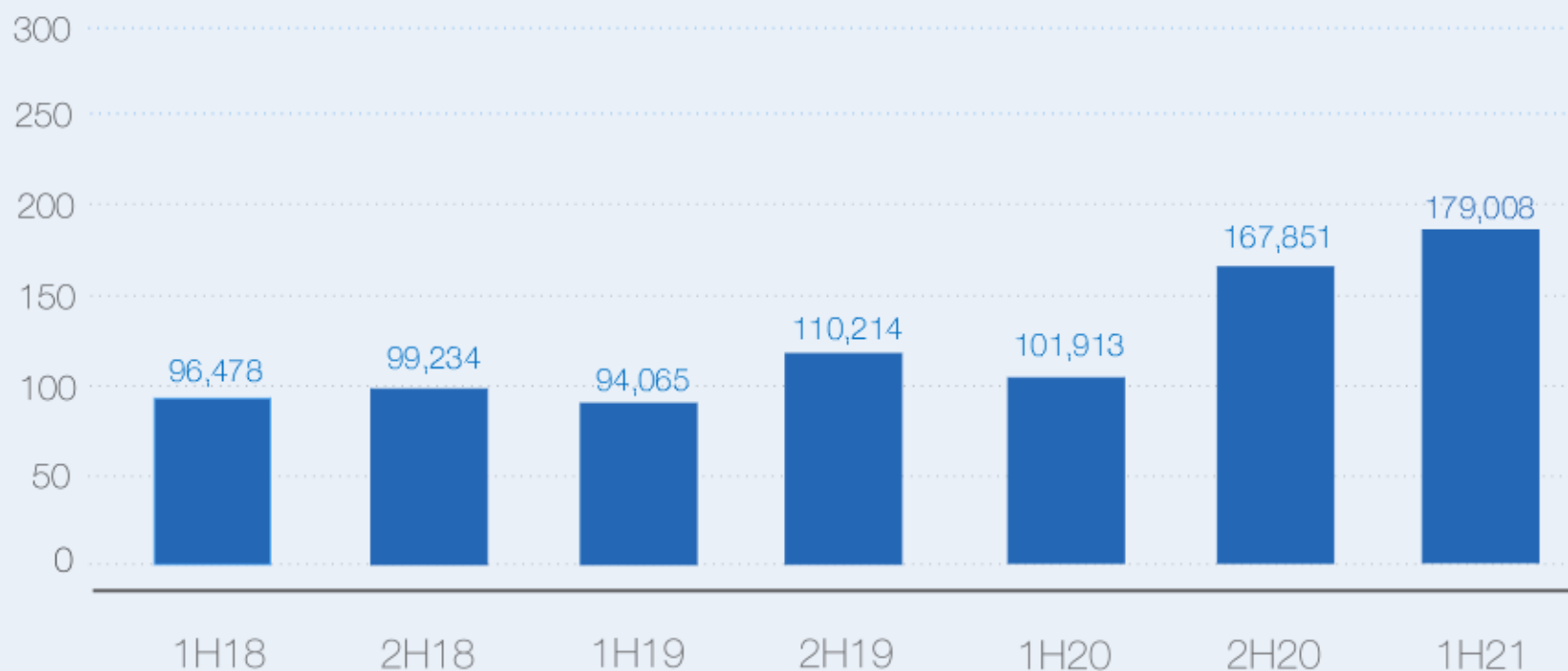
+86.3%

R\$ 119.6 mi

(vs. R\$ 64.2 mi in 2Q20)

Financial Results

Gross Revenue – DWDM (R\$ Thousand)

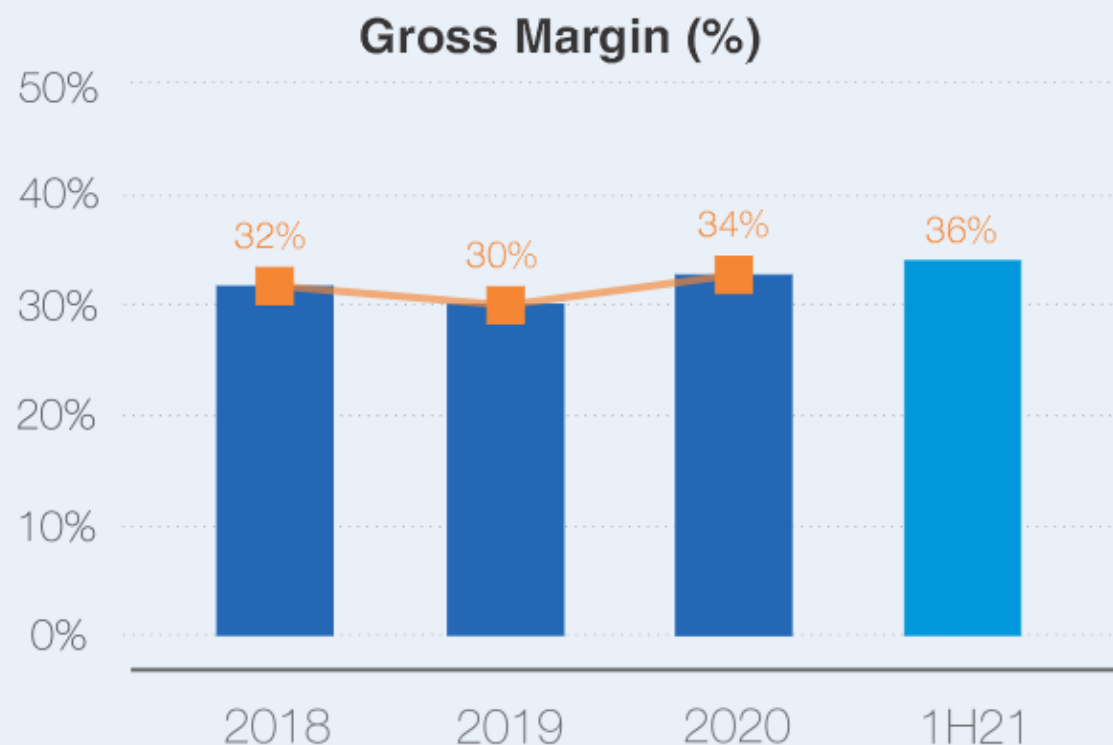


CAGR
1H18-1H21
+22.9%

Growth
1H20-1H21
+75.6%

Financial Results

Margins positively impacted by the strategy...



Combined data since January 2018.

1H2021

+3.0 p.p.

35.5%

(vs. 32.5% in 1H20)

1Q2021

+5.1 p.p.

35.2%

(vs. 30.1% in 1Q20)

2Q2021

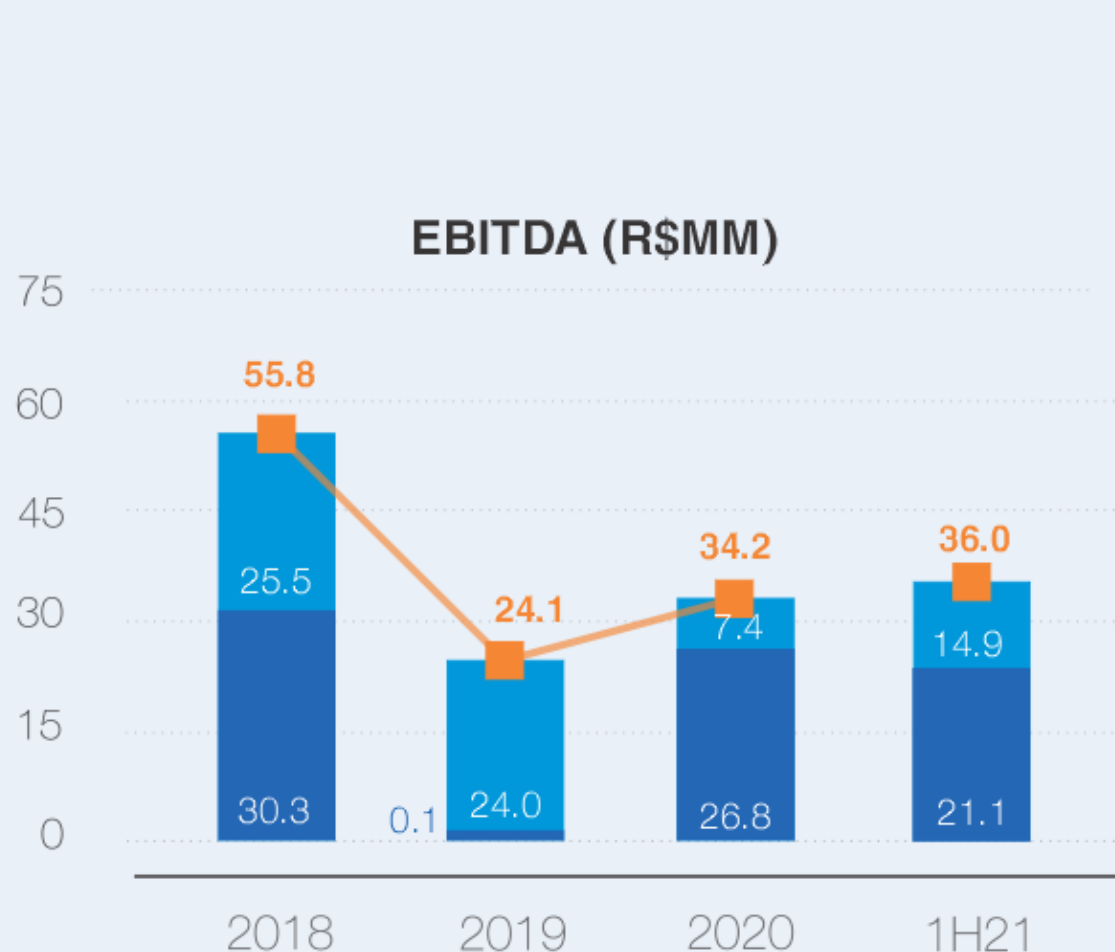
+0.8 p.p.

35.8%

(vs. 35% in 2Q20)

Financial Results

Strong results and value creation for shareholders



Adjusted EBITDA

Effect of the sale of technological platforms and other adjustments

EBITDA

Adjusted EBITDA

1H2021

+357.8%

R\$ 21.1 mi

(vs. R\$ 4.6 mi in 1H20)

1Q2021

n.a.

R\$ 5.8 mi

(vs. (R\$ 1,3 mi) in 1Q20)

2Q2021

+161.2%

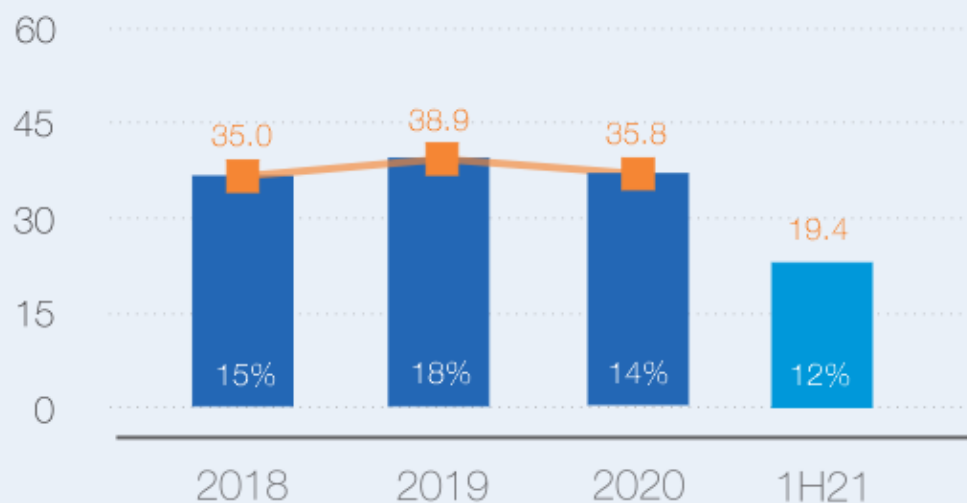
R\$ 15.3 mi

(vs. R\$ 5,9 mi in 2Q20)

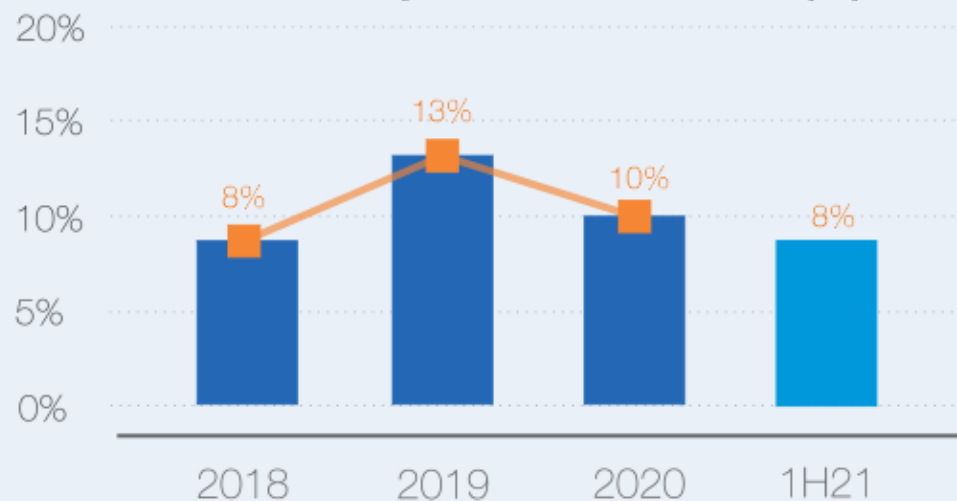
Combined data since January 2018.

Financial Results

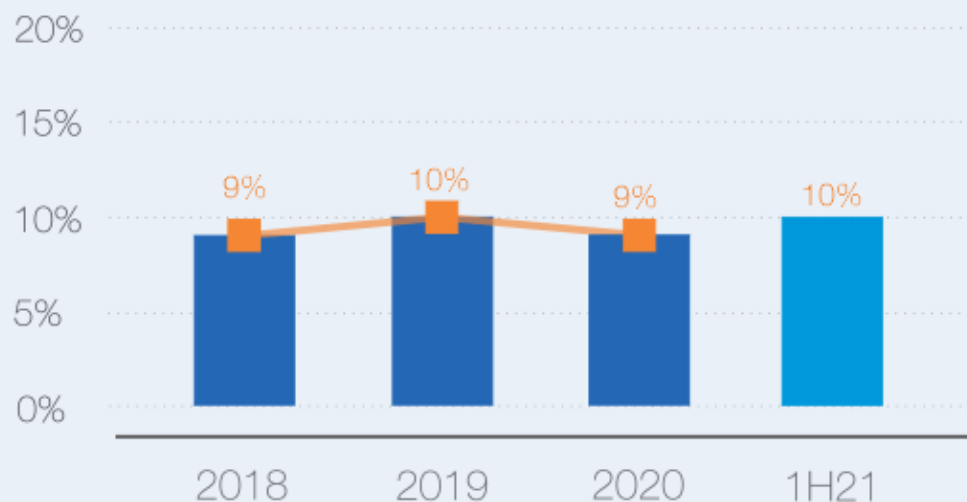
R&D x Revenues (R\$MM)



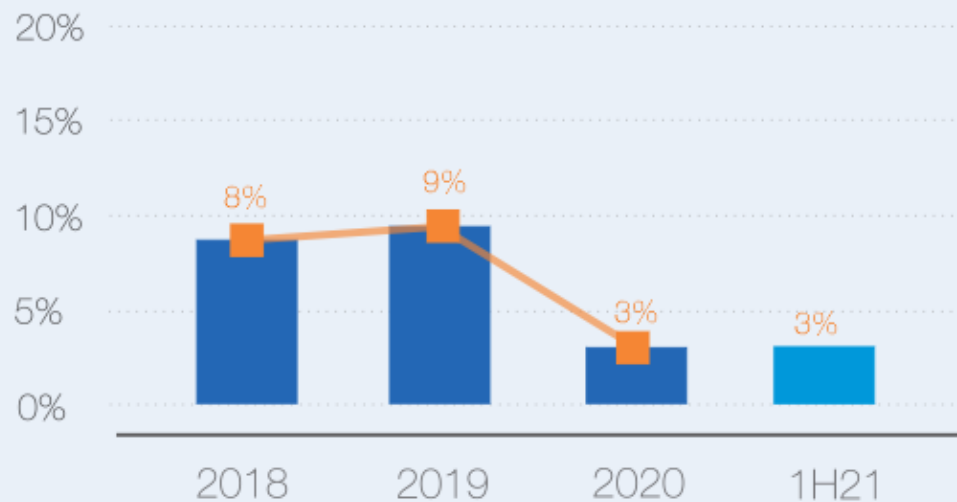
Administrative Expenses x Revenues (%)



Sales Expenses x Revenues (%)



Financial Expenses x Revenues* (%)

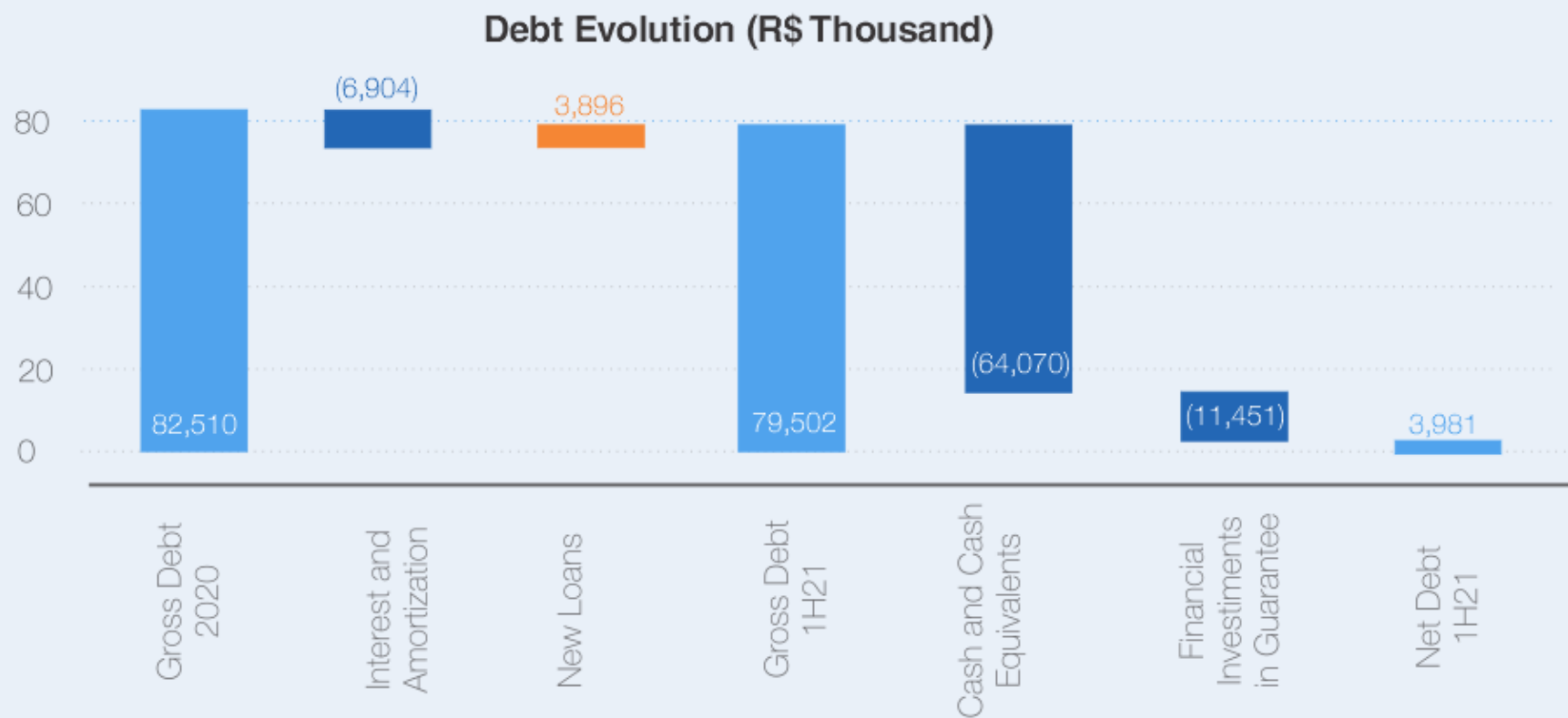


Combined data since January 2018.

*Does not consider exchange variation.

Financial Results

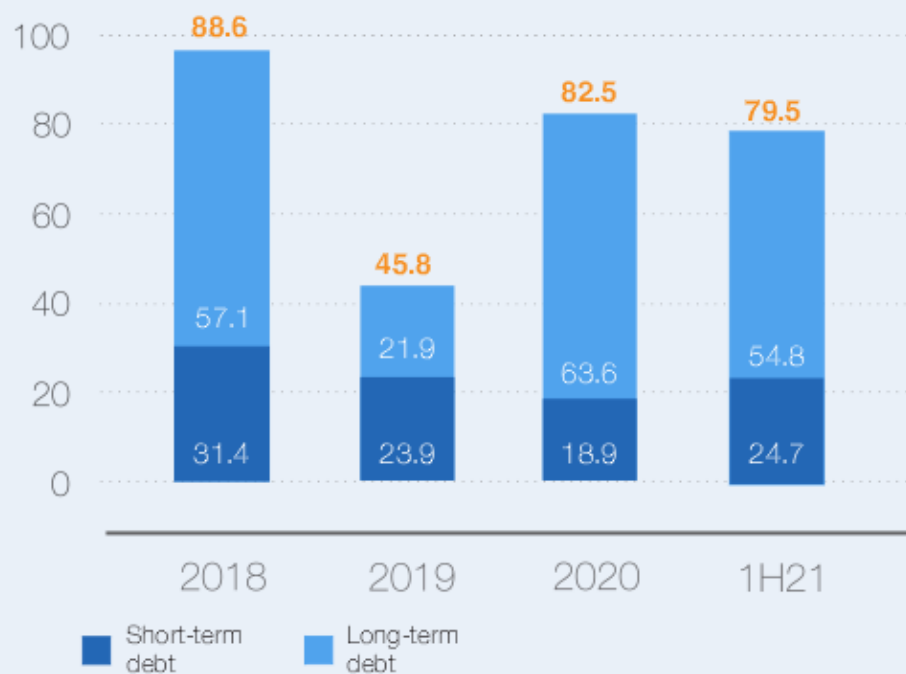
...and a solid capital structure



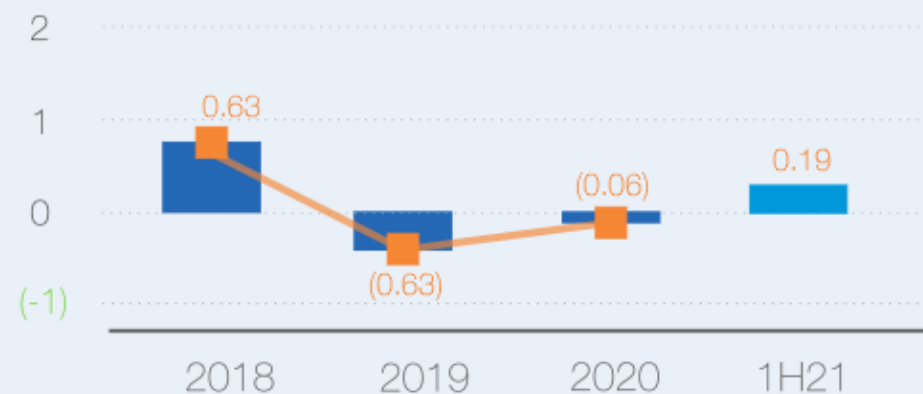
Financial Results

Efficient balance of short-term liquidity and long-term loans

Debt: long vs. short term (R\$MM)



Net Debt / Adjusted EBTIDA



Closing remarks

- Materializing the profitable growth strategy
- Adjusted EBITDA +357.8% 1H2021 x 1H2020
- Gross Revenues +63.7% 1H2021 x 1H2020
- Solid capital structure and short-term liquidity
- Unprecedented adoption of DWDM technology: higher demand for connectivity, growth in data consumption and search for better quality internet
- Continuous evolution of quality and customer satisfaction (creation of Satisfaction Committee)
- Key alliances for international expansion (Televés)
- Ongoing projects aiming our growth in new technological frontiers (5g, etc)