

# Results Webcast

3Q2021

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# Disclaimer

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*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.*

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The world *smartly* connect world we make

**Global provider** of high-capacity & state-of-the-art optical transport systems  
*(focus at the magnitude and complexity of connectivity using Brazil as a reference)*

**Brazilian multinational and pioneer company** that believes in access to connectivity for all  
*(eg: promotion of internet access in remote and inland regions when others companies did not seek this market)*

**20 years on the road:** Padtec celebrates the milestone of building the future in the present, accelerating scientific and technological development in Brazil and worldwide

**Close customer service** and commitment to the client's success as differential factors in offering products and services to high-capacity networks  
*(eg: credit lines for smaller companies, broadening the value perception)*

**Leadership** in the high capacity data connectivity market in Brazil and growing global presence

**Padtec**

5G – the fifth generation for mobile and broadband networks

# Ready to seize opportunities

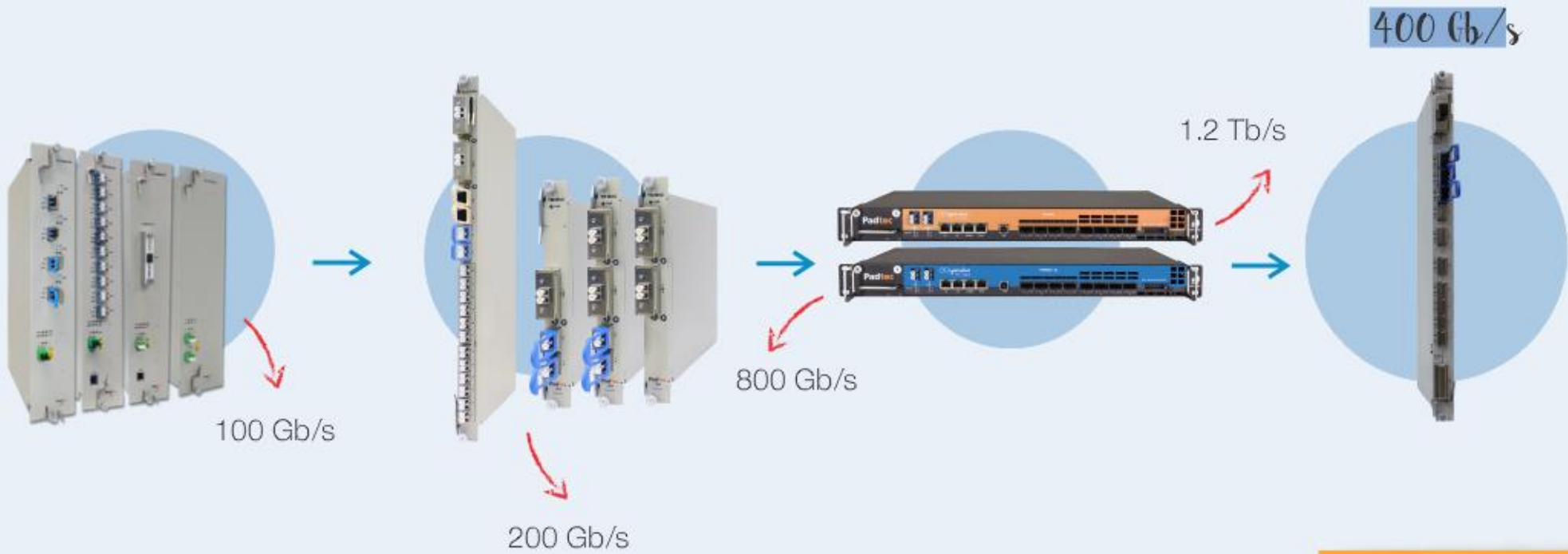
- *5G will trigger a new CapEx cycle for telcos, reaching ~US\$15.5bn in LatAm;*
- *It will require large bandwidth of new spectrum, surpassing all past generations by four-fold;*
- *Padtec's equipment will be indispensable to ease both CapEx and OpEx for these cos.*





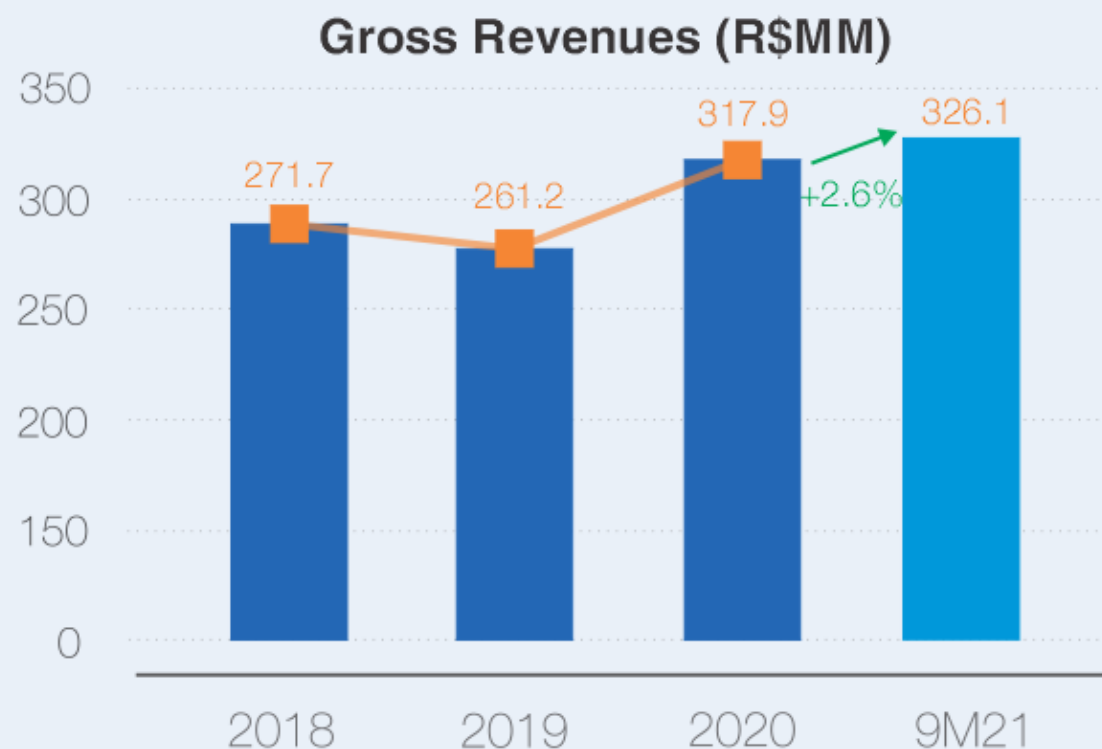
## Research & Development

## Padtec Transponders



# Financial Results

Revenue keeps growing and reaches a new record



**9M2021**

**+55.0%**

**R\$ 326.1 mi**

(vs. R\$ 210.4 mi in 9M20)

**3Q2021**

**+42.1%**

**R\$ 120.4 mi**

(vs. R\$ 84.8 mi in 3Q20)

# Financial Results

Solid margins ensure the Company's profitability



**9M2021**

**+1.8 p.p.**

**35.8%**

(vs. 34.0% in 9M20)

**3Q2021**

**36.3%**

(in line with the  
3Q20)

# Financial Results

Solid margins ensure the Company's profitability



Adjusted EBITDA

Effect of the sale of technological platforms and other adjustments

EBITDA

Adjusted EBITDA

9M2021

**+112.9%**

**R\$ 34.0 mi**

(vs. R\$ 16.0 mi in 9M20)

3Q2021

**+13.2%**

**R\$ 12.8 mi**

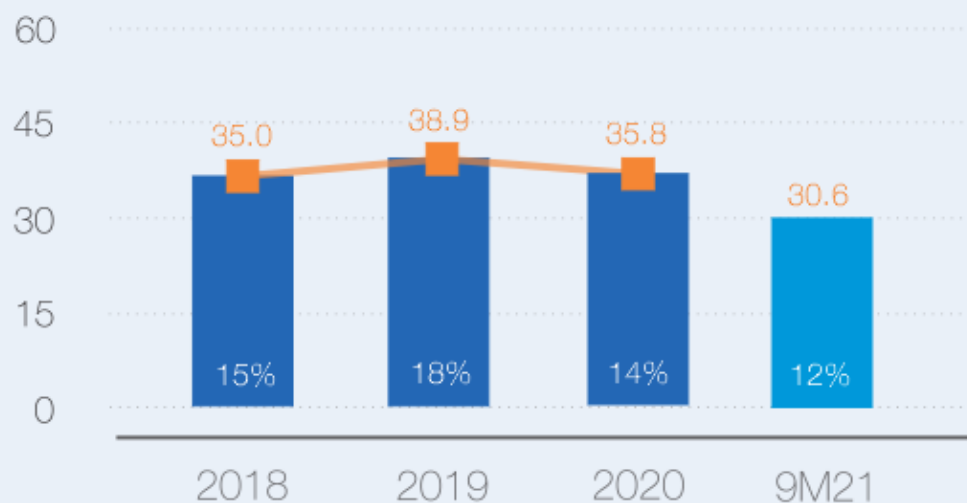
(vs. R\$ 10.8 mi in 3Q20)

Combined data since January 2018.

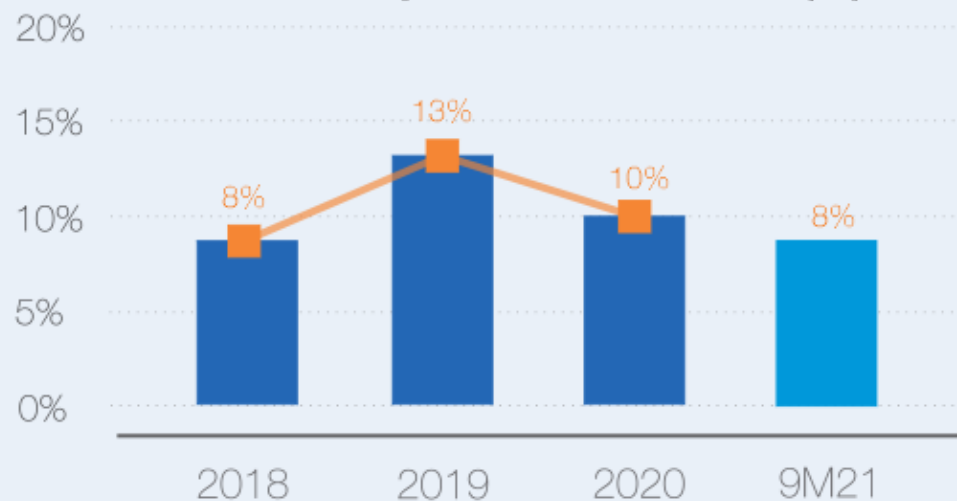


# Financial Results

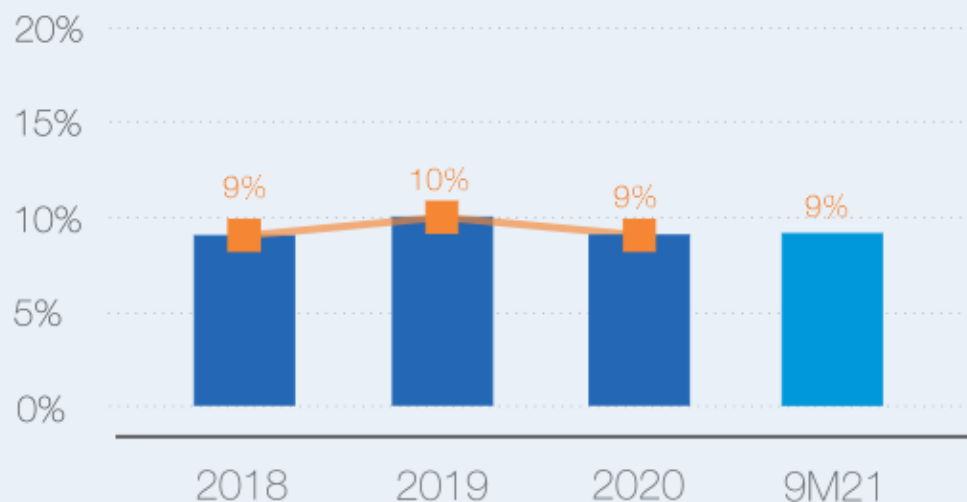
## R&D x Revenues (R\$MM)



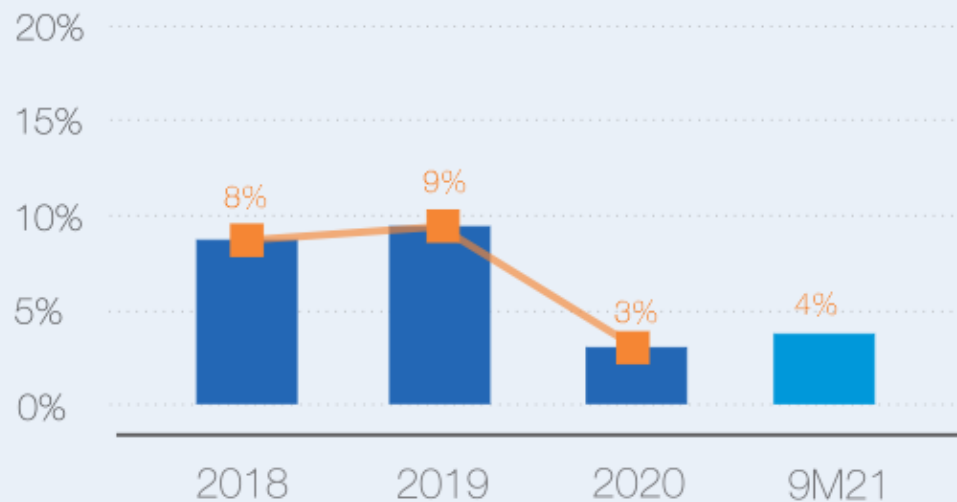
## Administrative Expenses x Revenues (%)



## Sales Expenses x Revenues (%)



## Financial Expenses x Revenues\* (%)



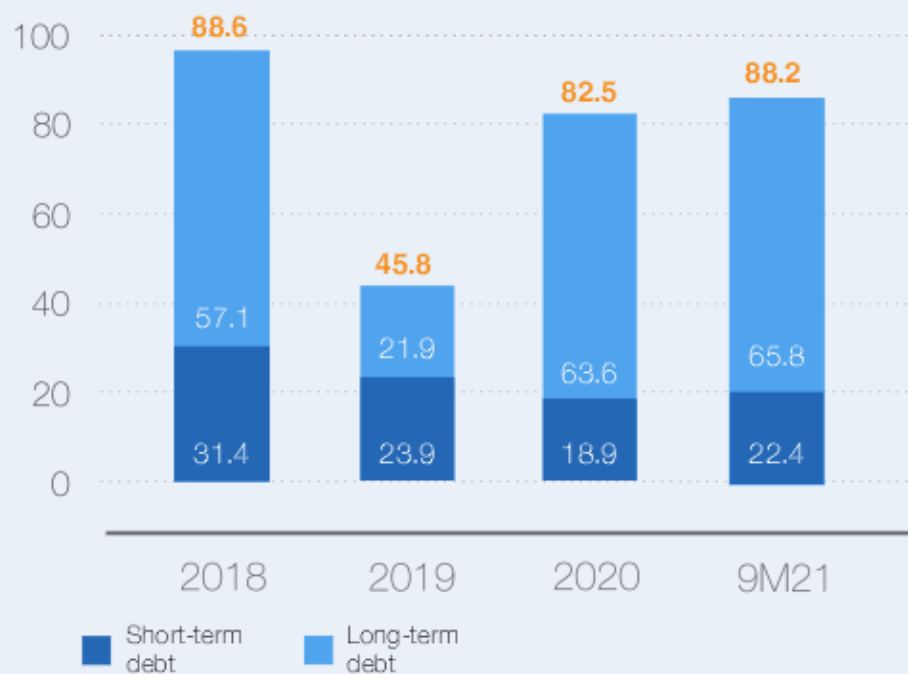
Combined data since January 2018.

\*Does not consider exchange variation.

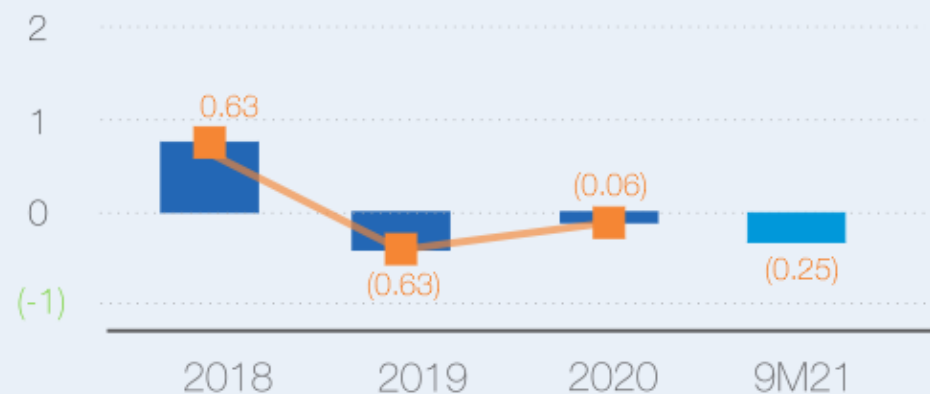
# Financial Results

The solid capital structure, combined with the maintenance of profitability in the period, guarantees the financial resources to maintain the growth acceleration

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



Net Debt / Adjusted EBTIDA



# Financial Results

Debt Evolution (R\$ million)

