



padtec

Webcast Results 1Q2023

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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.

Padtec is a Brazilian multinational_

which aims to give life to high-capacity connections. We want to offer the market our best, whether inside or outside Brazil, for both largest and smallest companies.

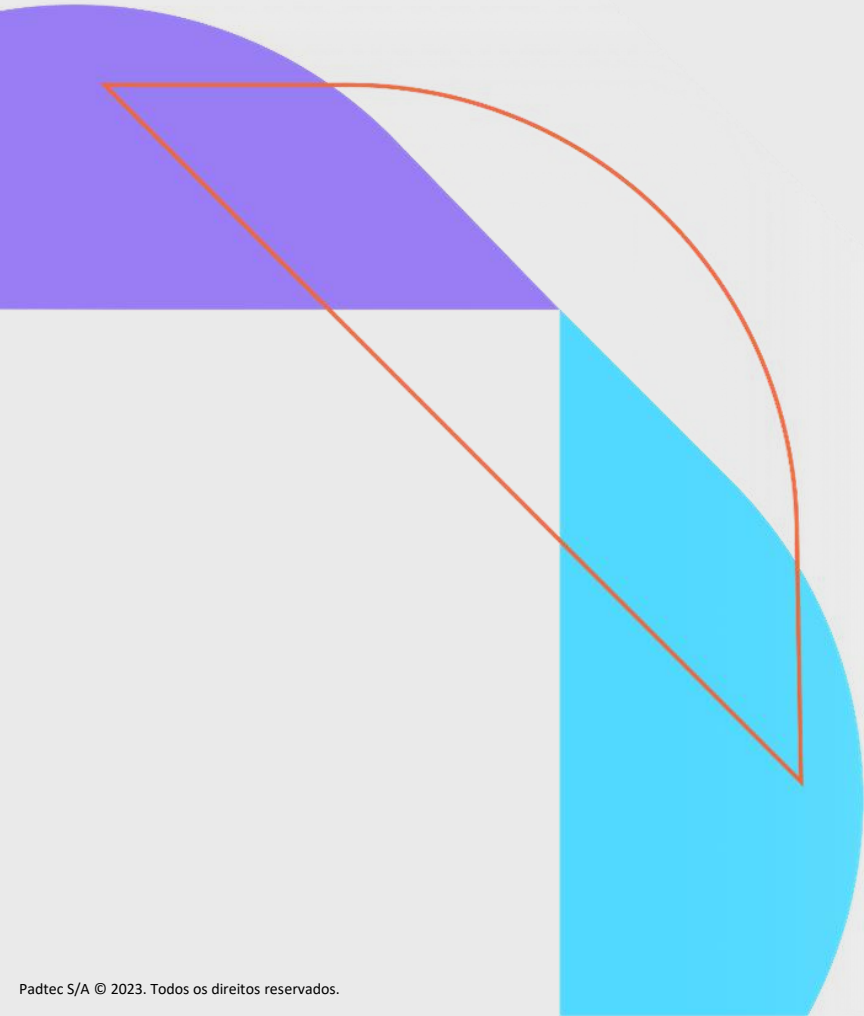
With more than 20 years of history,

_we are proud to know that we work alongside our customers offering services that bring people together, connecting everyone



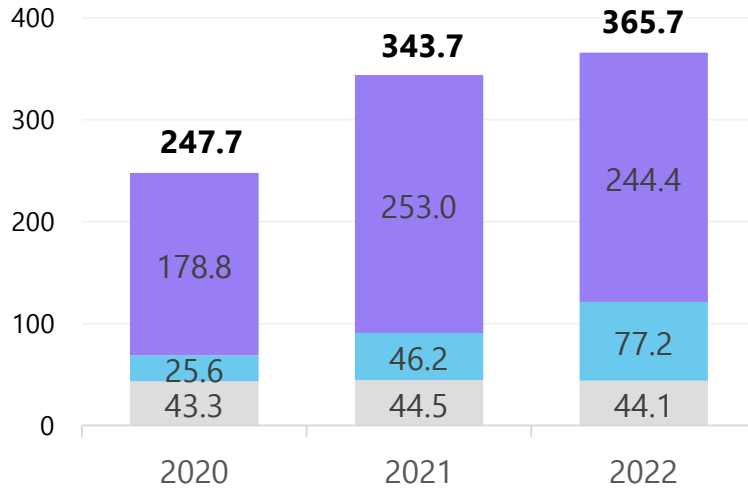
Financial Results

1Q2023

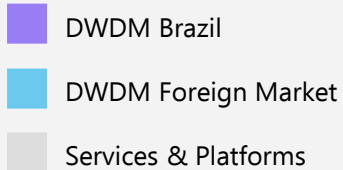
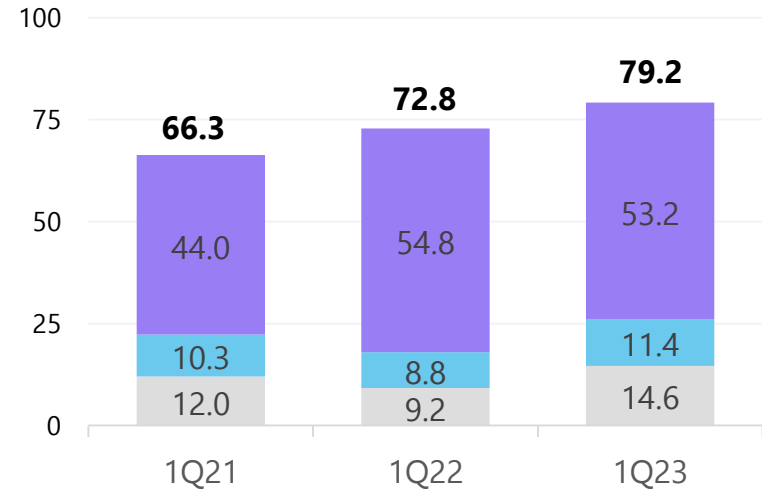


Financial Results

Net Revenues - Annual (R\$MM)



Net Revenues - Quarterly (R\$MM)



Total Net Revenues CAGR (20-22)
+21.5%

DWDM Brazil CAGR (20-22)
+16.9%

Foreign Market DWDM CAGR (20-22)
+73.7%

Net Revenues (1Q22-1Q23)
+8.8%

Net Revenues - Foreign Market DWDM (1Q22-1Q23)
+29.2%

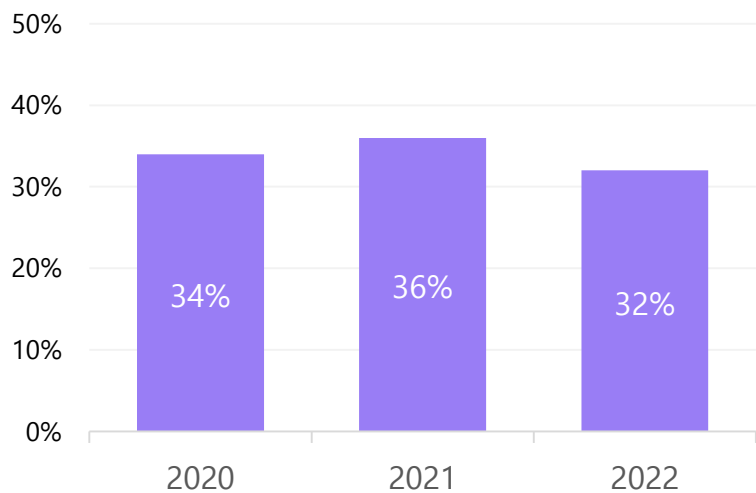
Net Revenues - Services & Platforms (1Q22-1Q23)
+58.7%

Combined data since January 2020.

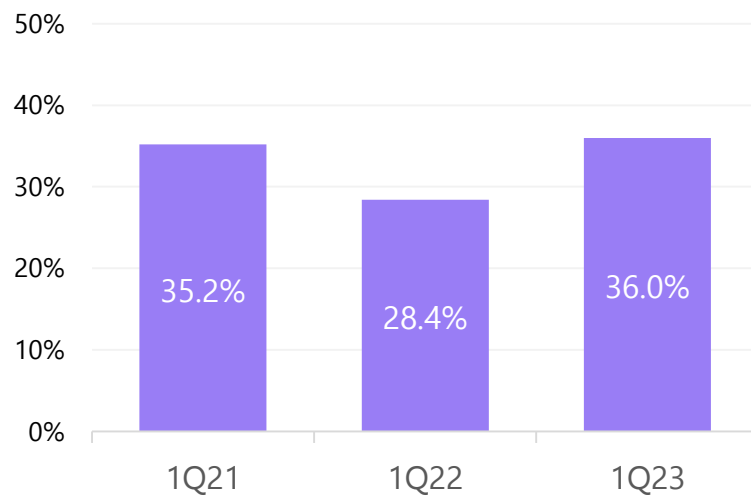


Financial Results

Gross Margin - Annual (%)



Gross Margin - Quarterly (R\$MM)

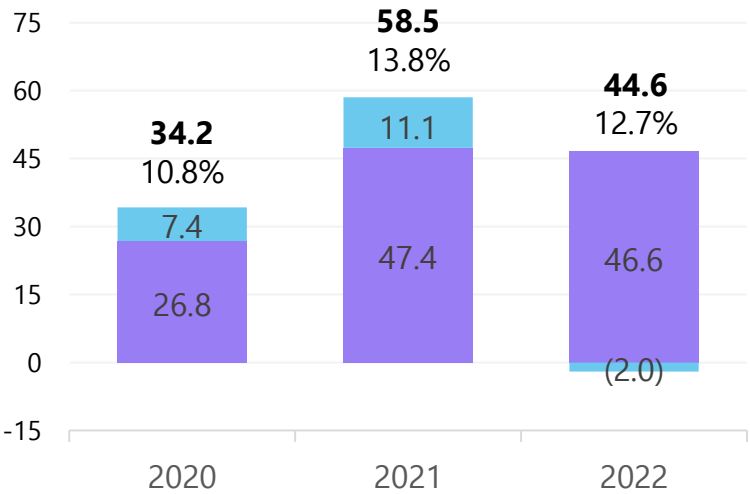


Combined data since January 2020.

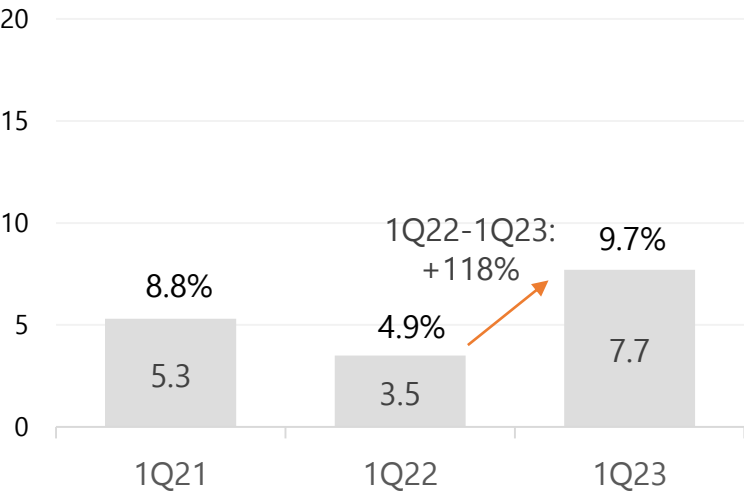


Financial Results

Annual: EBITDA (R\$ MM); Adjusted EBITDA (R\$MM); Adjusted EBITDA Margin (%)



Quarterly: EBITDA (R\$ MM); Adjusted EBITDA (R\$MM); Adjusted EBITDA Margin (%)



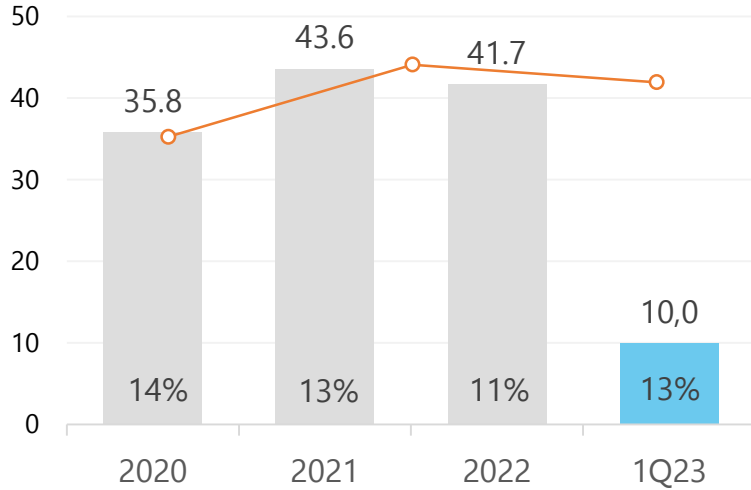
- Adjusted EBITDA
- Non recurring effects

Combined data since January 2020.

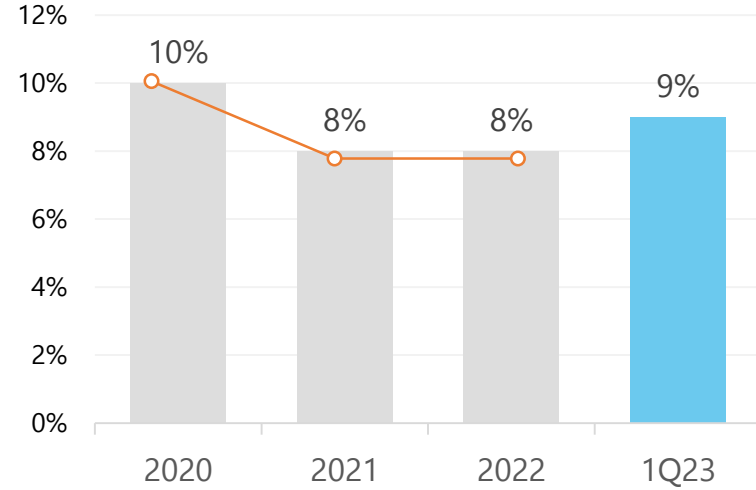


Financial Results

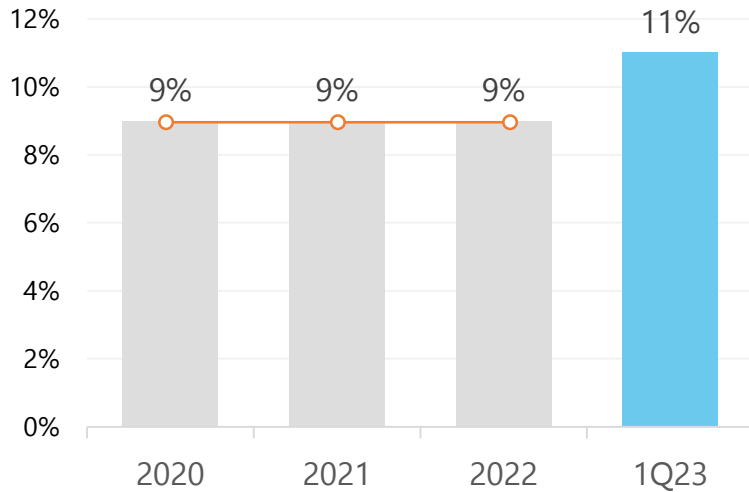
R&D x Net Revenues (R\$MM)



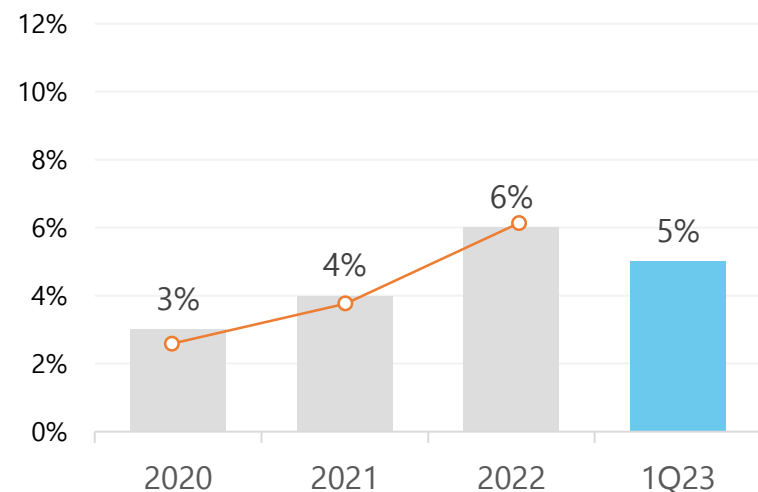
Administrative Expenses x Net Revenues (R\$MM)



Sales Expenses x Net Revenues (R\$MM)



Financial Expenses x Net Revenues* (R\$MM)



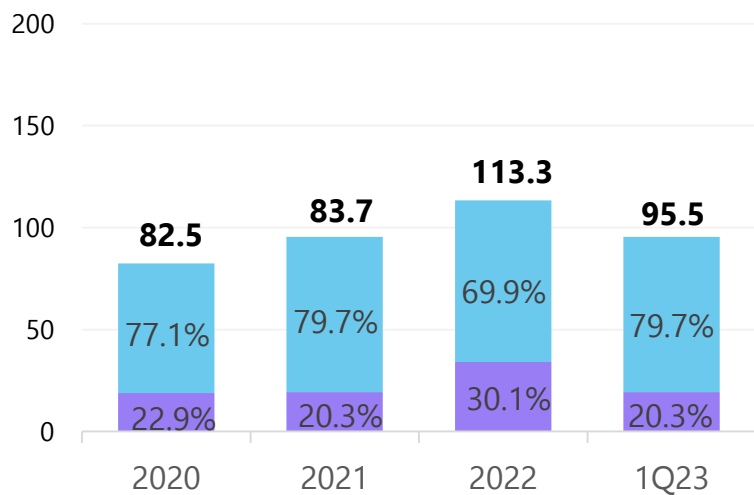
*Does not consider Exchange variation.



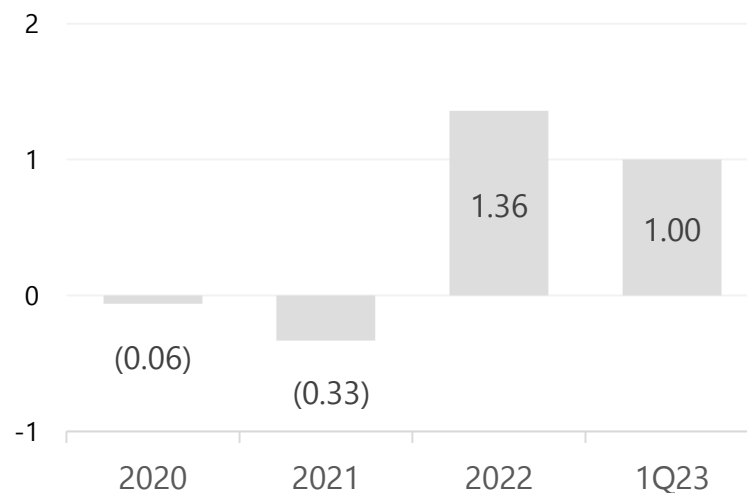
Financial Results

Solid and conservative capital structure with a low cost and extended profile

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



Net Debt / LTM Adjusted EBITDA¹ (R\$MM)



■ Short term debt
■ Long term debt

April 2023:

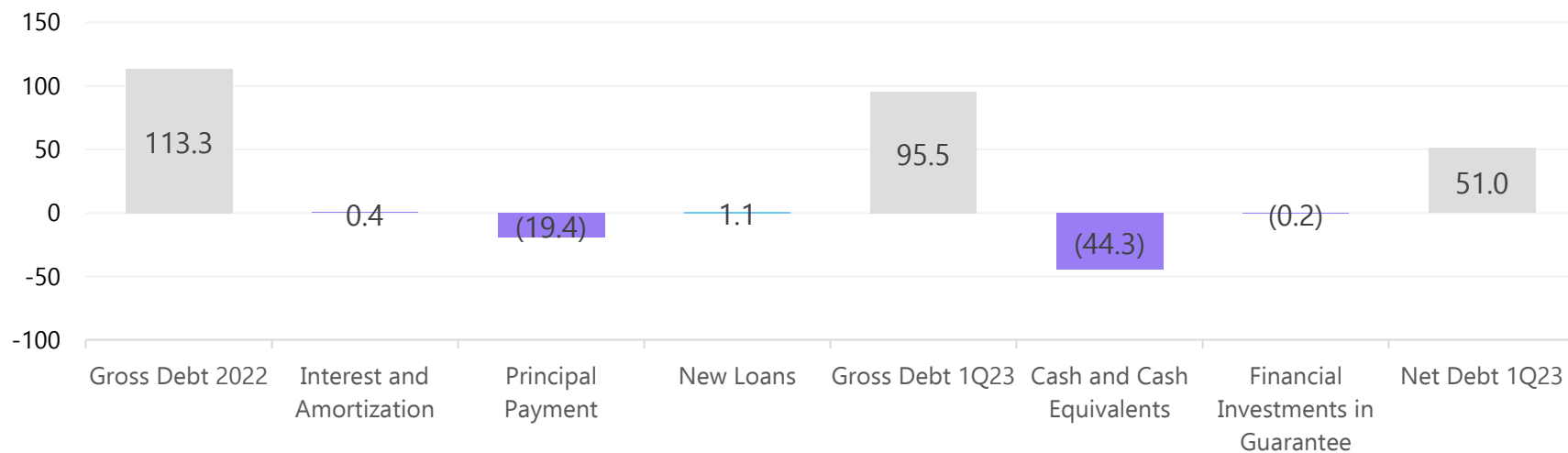
- Conclusion of debt restructuring;
- Significant reduction in financial cost, extension of payment terms and improvement in short-term liquidity.

¹ Adjusted LTM EBITDA corresponds to the sum of the Adjusted EBITDA recorded in the last twelve months.



Financial Results

Debt Evolution (R\$MM)



Growth Opportunities



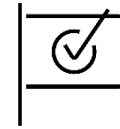
International Expansion

- Increase market share
- Expand sales in the North American market
- Enter markets in EMEA and sub-Saharan Africa
- Reinforce financing structures form international clients



Growth in the customer base, loyalty and totalization

- Financing for local (Brazil) and International clients
- Best-in-class support including fast delivery
- Spare Part as a Service (SPaaS) and Leasing
- Launch of new software to improve the performance of operators



Increase the range of products and services offered

- Make the Platforms and Solutions unit even more strategic
- Accelerate Smart Site sales and evolve in the concepts of Smart Infra and Smart Ops
- Launch of new software for critical mission and signing of new contracts for NOC and specialized services
- Solutions through partnerships and/or acquisitions of other companies

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