



padtec



padtec.com



Padtec goes where no one else goes_

by bringing high-capacity connections to life.
From Brazil to the Americas, from the smallest
to the largest business, we are where you are.

padtec.com





With a history that spans more than 20 years, _

we are honored to be a Brazilian multinational company that works alongside our customers to offer services that bring people together.

We live and breathe technology_

using our expertise to design new futures. We leverage connections and create new realities in a world that does not stop evolving.



Padtec by the numbers

R\$ 368.7 mi

Net revenue (2023)



R\$ 56.0 mi

EBITDA (2023)



PDTCC3

B3



720+

Employees
(december/2023)



Headquarters

Campinas, São Paulo (Brazil)

Rua Doutor Ricardo Benetton Martins, 1.000
Polo II de Alta Tecnologia
Tel.: +55 19 2104-9600



CEO

Carlos Raimar Schoeninger



National offices

São Paulo – Rio de Janeiro – Brasília – Fortaleza – Curitiba



International offices

Argentina – Chile – Colômbia – USA – Peru



EUA



Colômbia



Peru



Fortaleza



Brasília



Campinas



Rio de Janeiro



São Paulo



Curitiba



Chile



Argentina



We transform technology so that technology can transform the world_



Brazilian multinational

with more than two decades of experience in the Telecom market;



Global supplier

with a strong presence in Latin America;



It operates in a global market

worth US\$14 billion per year.



Develops, manufactures and markets

solutions for high-capacity broadband networks, based on DWDM technology;



Service Unit

for communication networks, today with more than 40 points of presence in Brazil, Argentina and Colombia.



Leaders

The people that drive our connections



CEO AND INVESTOR
RELATIONS DIRECTOR

**Carlos Raimar
Schoeninger_**

With a Master in Business Administration from Fundação Getúlio Vargas (FGV), Raimar has over 20 years of experience in executive positions in the telecommunications, electromechanics, oil products and food sectors.

In the telecom sector, he held senior positions in large companies such as Telefônica Vivo and Globenet. Raimar, who has served on Padtec's Board of Directors as an independent member since 2016, took over the leadership of the company in 2021



VP OF EQUIPMENT
OPERATIONS

**Argemiro
Sousa_**

An Electronic Engineer who graduated from the University of São Paulo (USP) and has a Master's Degree in Electrical, Electronics and Communications Engineering from Unicamp, Argemiro took over Padtec's Business Leadership in 2008. The executive has more than 30 years of experience in the telecommunications, working in large companies in the segment, such as Alcatel-Lucent.



Leaders

The people that drive our connections



CEO OF PADTEC AMERICA AND
SVP OF INTERNATIONAL
OPERATIONS

**Manuel
Andrade_**

An Electronic Engineer with a Master's degree in Computer Science from IME (Instituto Militar de Engenharia), Manuel has more than 30 years of experience, working in countries in the Americas, Asia and Europe. Prior to his arrival at Padtec, Manuel held the position of vice president at large companies in the telecommunications sector – such as Xtera, ECI, Westell and Moddata. He has served as CEO of Padtec SA from 2015 to 2020.



VP OF PLATFORMS
AND SOLUTIONS

**Alexandre
Piovesan_**

A Systems Analyst graduated from the Pontifical Catholic University of Campinas (PUC), with an Executive MBA in Business Management from the Getúlio Vargas Foundation (FGV), the director has more than 30 years of experience in the areas of operations and services, working in large companies in the telecommunications sector – including Embratel.



Leaders

The people that drive our connections



CHIEF LEGAL COUNSEL
AND COMPLIANCE OFFICER

Patricia
Iqueda_

A lawyer who graduated from the University of São Paulo (USP), Iqueda has more than 15 years of experience in the legal field, working for large companies in the telecommunications sector, such as Vivo and Oi.



CFO

Ramon
Cabral_

Business Administrator with an MBA in Financial Management, Controllershship and Auditing from Fundação Getúlio Vargas (FGV), Ramon Cabral Pereira has more than 10 years of experience in the financial area, working in companies from different sectors of the economy.



Leaders

The people that drive our connections



CEO AND INVESTOR
RELATIONS DIRECTOR

Carlos Raimar
Schoeninger_

With a Master in Business Administration from Fundação Getúlio Vargas (FGV), Raimar has over 20 years of experience in executive positions in the telecommunications, electromechanics, oil products and food sectors.



VP OF EQUIPMENT
OPERATIONS

Argemiro
Sousa_



CEO OF PADTEC
AMERICA AND SVP
OF INTERNATIONAL
OPERATIONS

Manuel
Andrade_



VP OF PLATFORMS
AND SOLUTIONS

Alexandre
Piovesan_



CHIEF LEGAL COUNSEL
AND COMPLIANCE
OFFICER

Patricia
Iqueda_



CFO

Ramon
Cabral_



Values



Exceed expectations

Our bar is set high. We always look ahead, investing in excellent, long lasting and exceptional solutions.



Working together to increase knowledge

In our universe, everything depends on teamwork. We value our collective intelligence, as diverse as the challenges we solve.



Respect people, respect the future

We exist to improve people's lives. Respect, accessibility, honesty, transparency and ethics in relations are our values; to make an increasingly positive impact on the sector is our goal.



Challenge the complexity

Whether it's a new technology or service, special requirements or network performance, or even the analysis of a large volume of information, our industry seems complex – and it is.

But for us, it is an opportunity to take on and overcome challenges.



Create value for everyone

Each part of our ecosystem should benefit from our actions, improve their outcomes, differentiate themselves and retain their customers.

The world connects and both society and the economy win.

In short: we connect Brazil and the world and our shareholders receive the return they deserve.



History



2001



Padtec starts_

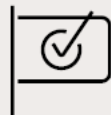
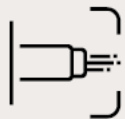
as a spin-off from CPQD's optical communication laboratories, manufacturing and supplying long distance DWDM systems.

Padtec acquires important clients_

and begins its expansion throughout Brazil.



2002 - 2006



2010 - 2013



It completes a decade of operations_

with more than 100,000 km of backbone networks installed throughout South America and attracts a new investor: BNDESPar, the BNDES' shareholding arm. It also opens its commercial office in the United States.

Padtec connects Brazil and the world_

in the greatest World Cup of all times, performs the Sea Trial of its submarine repeater in the Caribbean Sea and implements a system with sub-fluvial cable in the Rio Negro, in Manaus.Negro, en Manaus.



2014 - 2016



2017 - 2019



Delivers its first deployment of an underwater optical network to Google_

Padtec completes the sale of the subsea systems division and its OTN Switching business unit to important multinationals in the sector.

Padtec completes the merger of its shares into Padtec Holding_

to raise capital on the stock exchange and expand its investments in the development of cutting-edge technology and expansion into new markets. Enters the switches and routers market.



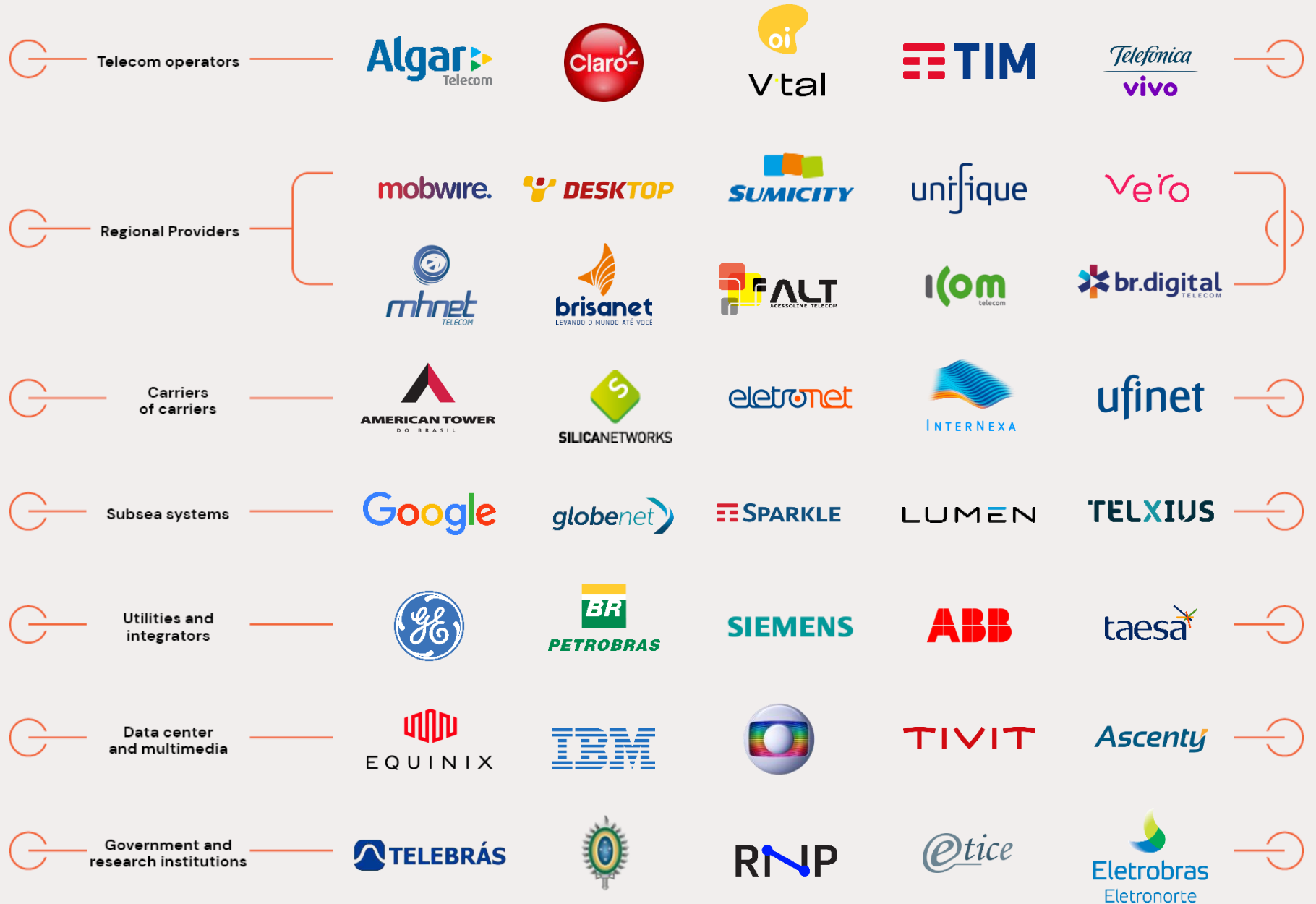
2020 - 2022






Customer portfolio

We've said it before and we'll say it again: from Brazil to the Americas, from the smallest to the biggest business, we're where you are.



Made by people, for people




720+ 

employees and interns working in person, hybrid or fully remote

510+ 

employees at the company's headquarters in Campinas

210+ 

Employees spread throughout Brazil, Argentina, Colombia, Chile and the USA

86%

is the engagement rate of the company's employees*

68%

of employees with college

4%

with completed doctorate and master's degrees

25%

of the company's employees are engineers

22%

of employees are women

29%

of women in leadership positions

Generations**

1.4%

Baby boomers
(born between 1940 and 1959)

26.5%

Generation X
(born between 1960 and 1979)

63.4%

Generation Y
(born between 1980 and 1999)

8.7%

Generation Z
(born between 2000 and 2010)

* Source: Padtec Climate Survey 2023

** Definition by Sidnei Oliveira

Data from december/2023

A man and a woman in business attire are looking at a laptop together in a server room. The man is on the left, wearing a light blue shirt, and the woman is on the right, wearing a dark blue blazer and glasses. They are both smiling. The background is filled with server racks and blue lighting. The text "Business Units" is overlaid in the center in a large, white, sans-serif font.

Business Units

Understand how we create
new realities.



Business units



Optical Networks

- LightPad i6400G Platform
- DCI transponders (up to 600Gb/s per channel)
- ROADMs up to 9 degrees
- EDFA, Raman and hybrid amplifiers
- LightPad OTDR Platform
- Switches and routers

Platforms and solutions

- Smart Site
- Network Operation and Maintenance
- Network Management
- Description
- Spaas (Spare Part as a Service)
- Fiber Monitoring
- Training center
- Site Survey





Optical networks

Business units

LightPad i6400G Platform

**LightPad i6400G: a platform for
the most diverse solutions**

Our platform delivers a carrier-class solution for high-capacity multi-service transport across diverse network architectures.

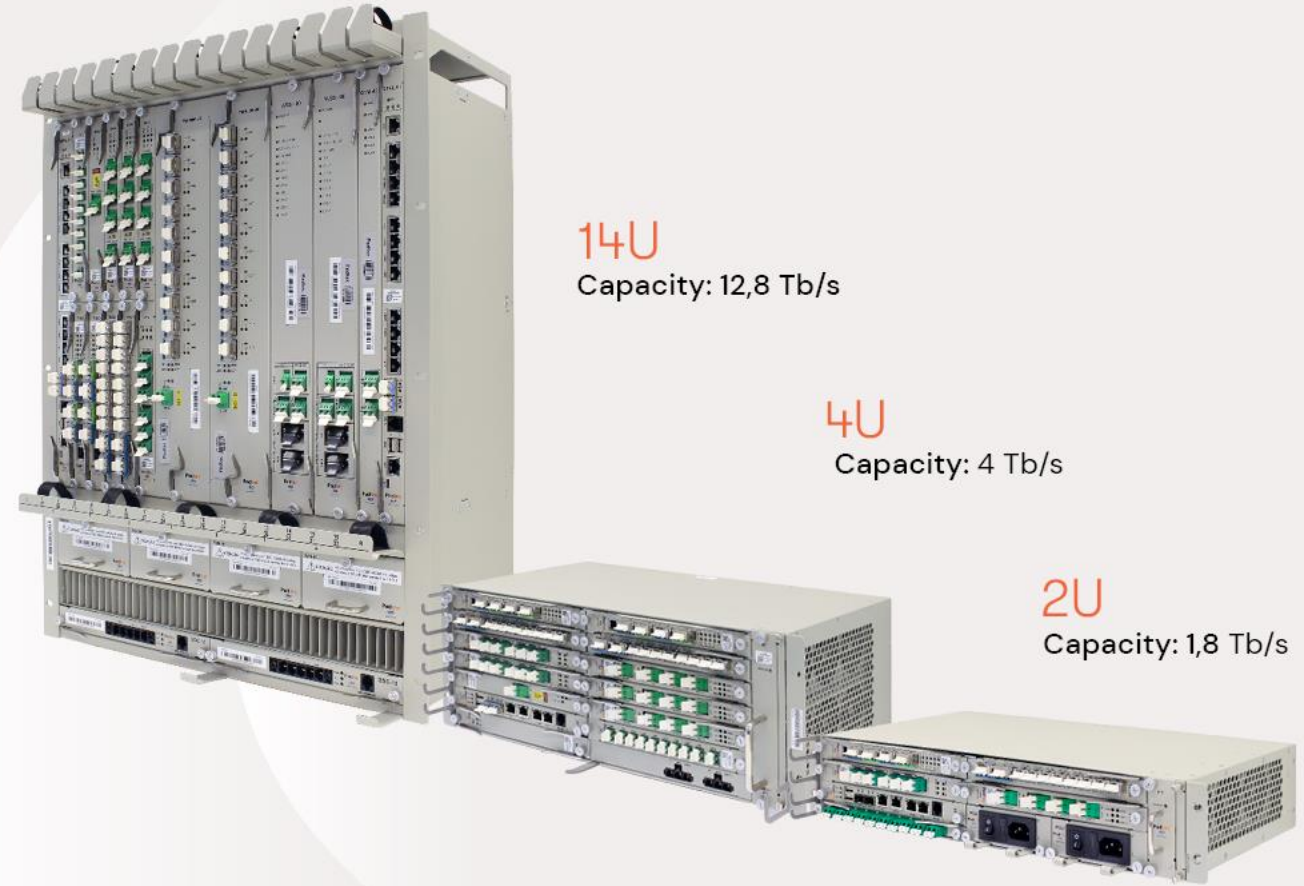


Applications

- Terrestrial and submarine backbones
- Metro and aggregation networks
- DCI and SAN extension scenarios

Technologies

- DWDM (*Dense Wavelength Division Multiplexing*)
- ROADM WSS (*Wavelength Selective Switch*)
- OTN (*Optical Transport Network*)
- ODU-XC (*ODU cross-connect*)



14U
Capacity: 12,8 Tb/s

4U
Capacity: 4 Tb/s

2U
Capacity: 1,8 Tb/s



Optical networks

LightPad i6400G Platform

Product family



Muxponder Dual 400G TMD400G

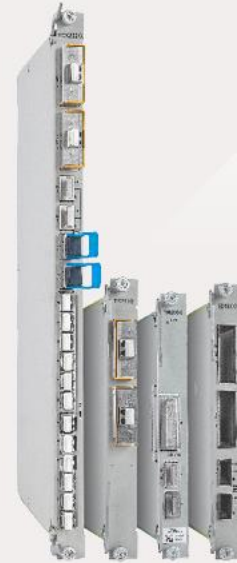
Network Interfaces

- 2x CFP2-DCO 400G
- Rate configurable from 100 Gb/s to 400 Gb/s
- Client Interfaces
- QSFP28 SR or LR
- Up to 8x 100G
- Port activation by license
- 4x100G dual muxponder application
- ALO protection features (Auto Laser Off), Loopback y OSNC



Combiner 200G TCX200G-9A

- Line interfaces
- CFP2-DCO, applications:
 - 1x CFP2 200G
 - 2x CFP2 100G
- Client Interfaces
- QSFP+
- 2x QSFP+/QSFP28 up to 100G
- Protocols: 4x10G/40G/100G
- SFP+ client interfaces
- 12x SFP+ up to 16G

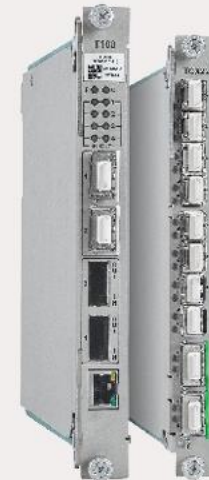


Business units

Linecards

100/200 Gb/s

- Muxponder 200G (2x100G)
- Regenerador 100/200G (2x100G)
- Dual 100G ((2x100G))



Linecards

10Gb/s

Applications

- Dual Terminal
- Protected ring (x-connect)

Operation mode

- 2x OTU2
- 3x OTU1

Functionalities

- OSNC protection (route)
- ALO for use with optical switch



Optical networks

Business units

Passive solutions

Mux/Demux

Low Loss

- Low loss Mux/Demux developed specifically for this application
- Network design and performance guaranteed by Padtec
- Possibility of using amplifiers for link extension



Mux/Demux

48 channels with and without VOA

Complete portfolio for Add/Drop channels.

Mux/Demux from 4 to 96 channels

- Standalone mechanics
- Options with VOA
- Colorless Options
- 2, 4 and 8 channel OADMS



Passive Box

- Entry solution for DWDM technology
- Colored SFP+ for use directly with switches and routers



OADM

Optical/Add-Drop/Multiplexer





Optical networks

Business units

Amplifiers

High performance, low noise figure



Amplifiers EDFA



Raman and ROPA

C Band EDFA

- 18 dBm family

C+ Band

- EDFA 21 dBm
- Raman 29 dBm
- Hybrid EDFA + Raman

Hybrid R2

- Super compact Hybrid Amplifier with integrated Transmit EDFA, Receive EDFA and Raman stages

Special solutions

- Raman 33 dBm
- ROPA C+
- ROPA optimized for few channels

Optical switches

OPS-Hx (Optical Protection System)

Characteristics

- Switching time <15 ms
- Route monitoring
- Single and Multimode Models
- One or two switching units on the same module





Optical networks

Business units

ROADM



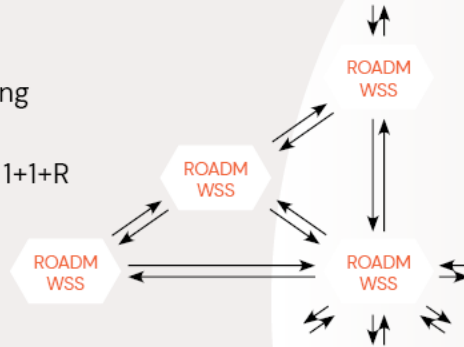
Wavelength Selective Switch
WSS9-9A and WSS4-9A

Functionalities

- End-to-end provisioning
- Automatic EQ
- Protection 1+1, 1+R and 1+1+R

Architecture:

- Directed
- Directionless
- Colorless
- FlexGrid



Wavelength Selective Switch
WSS2-HA

- 2 degrees
- Characteristics:**
- Ring topology
 - Low insertion loss
 - Embedded OCM
 - Protection and restoration ready



OCM-HR
High Resolution - Optical
Channel Monitoring

- Power monitoring and OSNR of DWDM channels
- 8 independent monitoring ports
- Compatible with FlexGrid channels
- Applications for networks without WSS or at WSS nodes





Optical networks

Business units

DCI Generation

Padtec Muxponders 1200G and 800G

If you have Padtec technology,
capacity is included.

The TM1200G and TM800G muxponders
are ideal for very high capacity applications
in short, medium and long distance DWDM



TM1200G

- Transmission rates from 100 Gb/s to 600 Gb/s
- Configurable modulations: DP-QPSK to DP-64QAM
- Transmission capacity of 38.4Tbps in the C+ Band
- Support for Fine Tuning
- Compatible with MicroMux module
- 27% SD-FEC* for "Ultra High Gain"
- Maximum power consumption: 340W



TM800G

- Transmission rates from 100 Gb/s to 400 Gb/s
- Configurable modulations: DP-QPSK to DP-16QAM
- Transmission capacity of 25.6Tbps in the C+ Band
- Support for Fine Tuning
- Compatible with MicroMux module
- 27% SD-FEC* for "Ultra High Gain"
- Maximum power consumption: 340W



Optical networks

Business units

Dual 400G Transponder

Standalone transponder with up to 400 Gb/s (per optical channel)
ideal for point-to-point applications
or traditional DWDM solutions

TMD400G-SD

- Standalone mechanics with low rack space requirements (1RU height)
- Low cost coherent solution from 100G to 400G
- Used in single wavelength point-to-point systems
- Traditional DWDM application
- Network interface based on the new 400G ZR standard
- Entry level solution with built-in supervisor





Optical networks

Business units

LightPad OTDR Optical Time-Domain Reflectometer

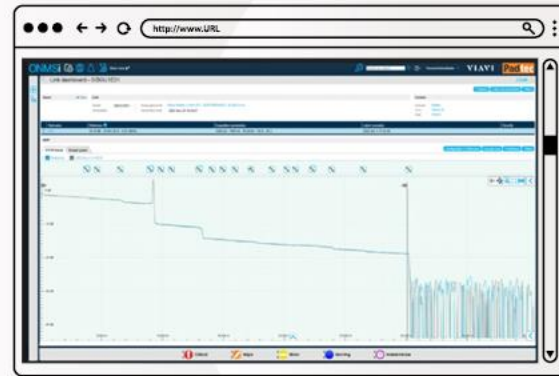
Monitoring, in real time, the status of your network.

The latest generation product, which is part of VIAVI's OTDR OTU-5000 series, remotely and automatically monitors the integrity of optical fibers.

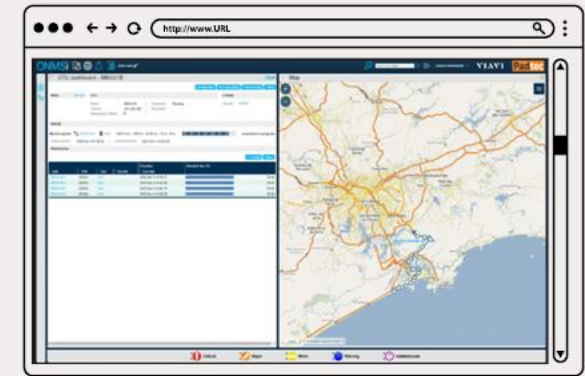
- Unit with 3 slots for OTDR or WDM filters
- Number of fibers monitored: 4, 8 or 16
- Low power consumption (10W)
- Range of ~120 km (Dynamic Range: 39 dB)
- Monitoring of active or dark fibers
- Network operating band 1260 nm to 1580
- Graphical interface with conventional OTDR traces



Monitoring Software



Monitoring chart example





Switch and router platform

Business units

Access networks S9510-28DC



Responsible for providing direct connectivity to residential and corporate users, the access infrastructure provided by the partnership between Padtec and **UfiSpace** features open access routers that are temperature resistant, compact and easy to maintain.

- 2 doors 100/400G QSFP-DD
- 2 doors 40/100G QSFP28
- 24 doors SFP28 10/25G
- 800 Gb/s switching capacity

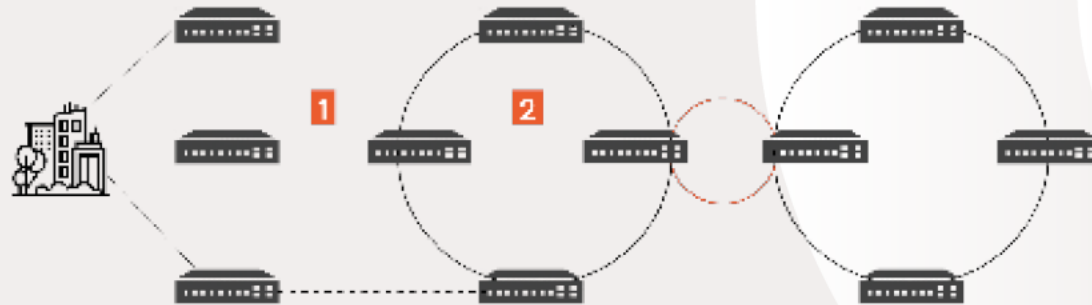
Aggregation networks S9600-56DX



The aggregation systems delivered by the partnership between Padtec and **UfiSpace** use switching techniques and advanced routing, to aggregate traffic from multiple access points, effectively directing you to the highest capacity aggregation nodes.

- 8 doors QSFP-DD 40/100/400G
- 48 doors QSFP28 de 40/100G
- 4 doors 1/10/25G SFP28
- 4,8 Tb/s switching capacity

1 S9500 Family
2 S9600 Family



Network Operating Systems

The functionalities are enabled through **OcNOS (IPInfusion software)**.

Funcionalidades:

- Routing (Layer 3)
- Multiprotocol Label Switching (MPLS)
- Layer 2 VPN (L2VPN)
- Layer 3 VPN (L3VPN)
- Virtual Extensible LAN (VxLAN)
- Segment Routing (SR)



Optical networks

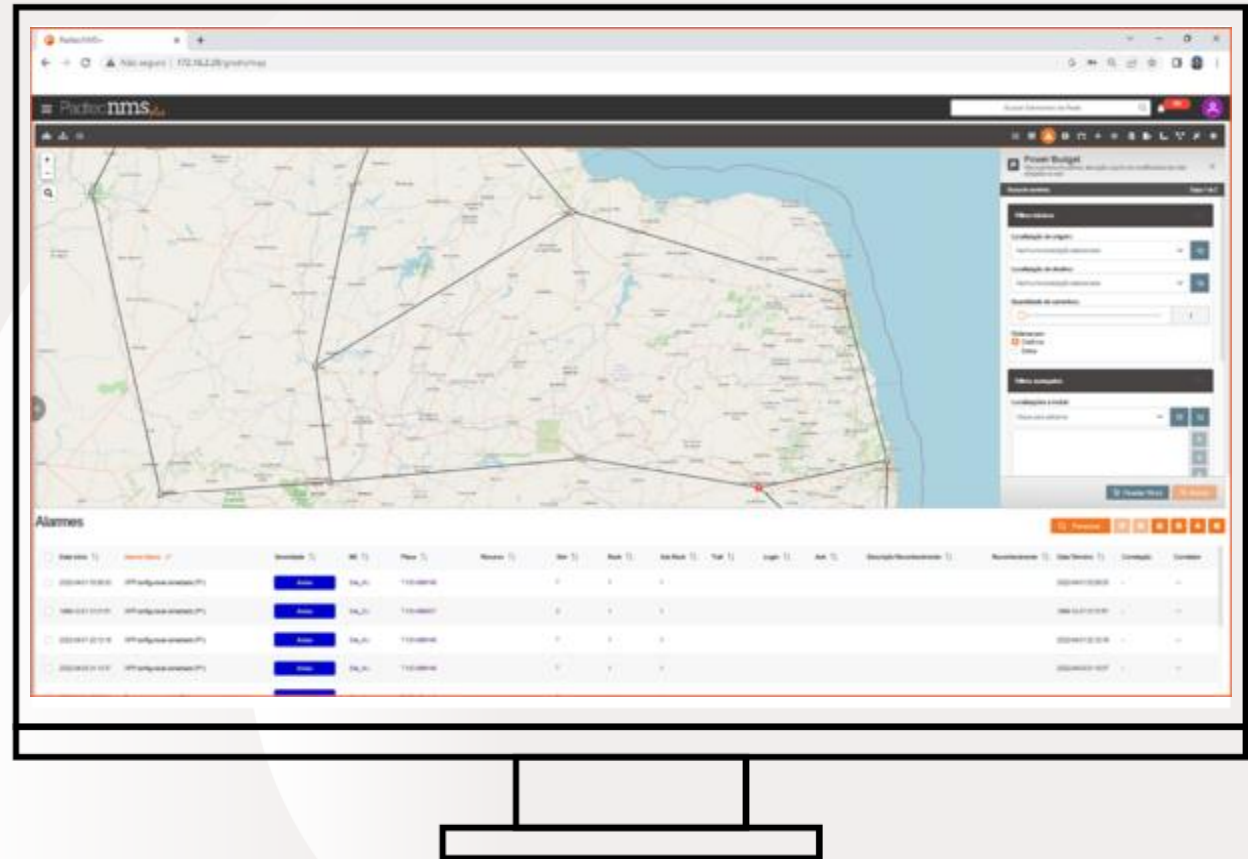
Business units

Padtec NMS+

It's never been easier to manage your network

Comprehensive web management platform for DWDM networks.

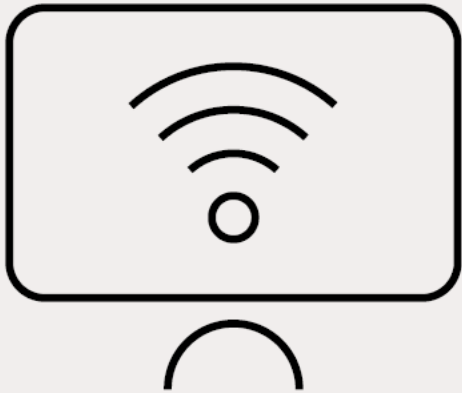
- Web interface for board management
- New platform administration tools
- Supports high availability platforms
- Graphical interface for managing geolocated networks
- Addition of new provisioning features and restoration services
- External authentication support
- Displays a list of correlated alarms
- Web based





Services and solutions

Business units



Smart Site

Monitor your network sites wherever you are: with this service, operators and ISPs, can remotely monitor and control, in real time, the elements that make up the infrastructure of their network environments.



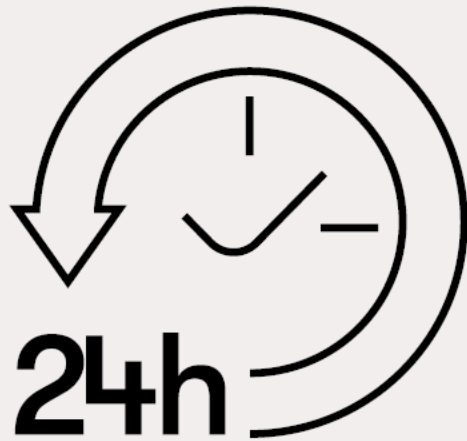
Network Operation and Maintenance

- More than 40 MCs (Maintenance Centers) throughout Brazil, Argentina and Colombia;
- Four-hour service agreements (SLA) for the start of service in any section of a monitored network.



Services and solutions

Business units

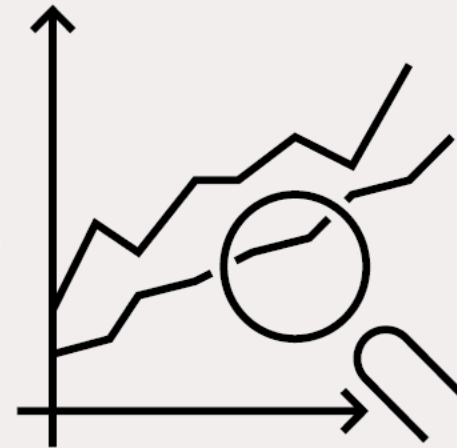


Network Management (NOC)

Padtec is always with you.

To fully monitor and manage routes, built with different technologies, in real time, Padtec also offers network operation and maintenance services from its Network Operations Center (or NOC).

- 24x7 operation;
- Performance Reports;
- Real-time monitoring.



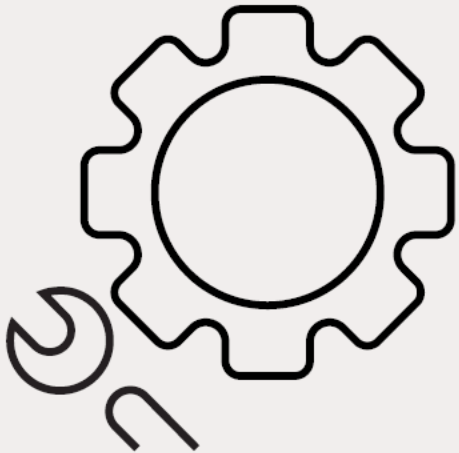
Characterization

For systems already in operation, the fiber characterization service helps plan expansions or even identify bottlenecks that are affecting the network's competitiveness.



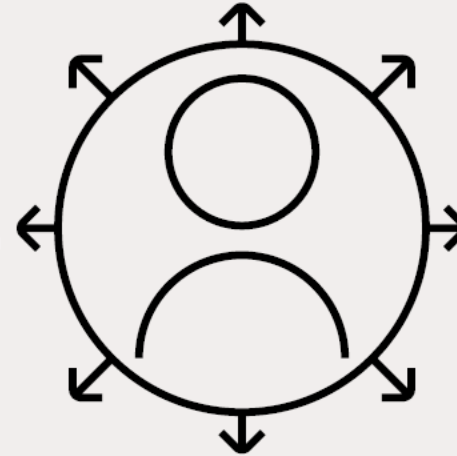
Services and solutions

Business units



Spaas - Spare Part as a Service

Service for contracting spare parts for immediate replacement in cases of original equipment failure.



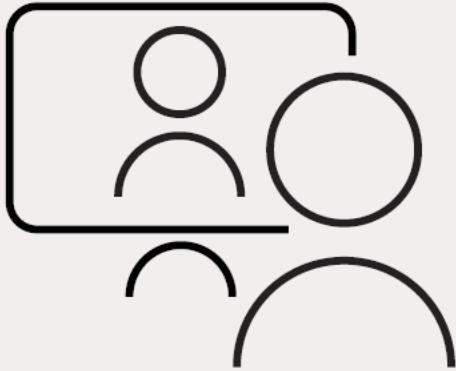
Fiber Supervision

Through its NOC, Padtec offers the supervision of both the monitoring systems and the fiber itself, providing information on degradation events, and precise geolocation of faults, in addition to attenuation history.



Services and solutions

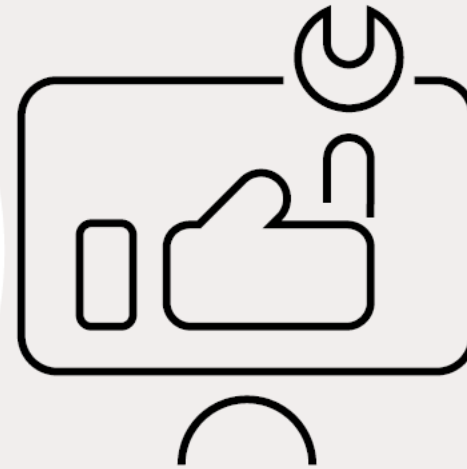
Business units



Training center

Basic and advanced modules for entry level and ongoing training.

Padtec's varied training portfolio includes theoretical courses in the areas of network planning and engineering and practical courses in the areas of operation and maintenance of DWDM networks.



Site Survey

In order to carry out comprehensive and detailed mapping of a site's capacity and network equipment, Padtec offers technical inspection services.



Services and solutions

Business units



Smart Site

Monitor your network sites wherever you are: with this service, operators and ISPs, can remotely monitor and control, in real time, the elements that make up the infrastructure of their network environments.



Network Operation and Maintenance

- More than 40 MCs (Maintenance Centers) throughout Brazil, Argentina and Colombia;
- Four-hour service agreements (SLA) for the start of service in any section of a monitored network.



Characterization

For systems already in operation, the fiber characterization service helps plan expansions or even identify bottlenecks that are affecting the network's competitiveness.



Network Management

Padtec is always with you.

To fully monitor and manage routes, built with different technologies, in real time, Padtec also offers network operation and maintenance services from its Network Operations Center (or NOC).

- 24x7 operation;
- Performance Reports;
- Real-time monitoring.



Spas – Spare Part as a Service

Service for contracting spare parts for immediate replacement in cases of original equipment failure.



Fiber Supervision

Through its NOC, Padtec offers the supervision of both the monitoring systems and the fiber itself, providing information on degradation events, and precise geolocation of faults, in addition to attenuation history.



Training center

Basic and advanced modules for entry level and ongoing training.

Padtec's varied training portfolio includes theoretical courses in the areas of network planning and engineering and practical courses in the areas of operation and maintenance of DWDM networks.



Site Survey

In order to carry out comprehensive and detailed mapping of a site's capacity and network equipment, Padtec offers technical inspection services.



Latest results

2023



Net Revenue

R\$ 368.7 mi

+0.8% (2023 x 2022)



Revenues from the international market

R\$ 79.2 mi

+2.5% (2023 x 2022)



Gross Margin

35.6%



R&D x Net revenue

R\$ 41.5 mi

(11% of net revenue)



EBITDA

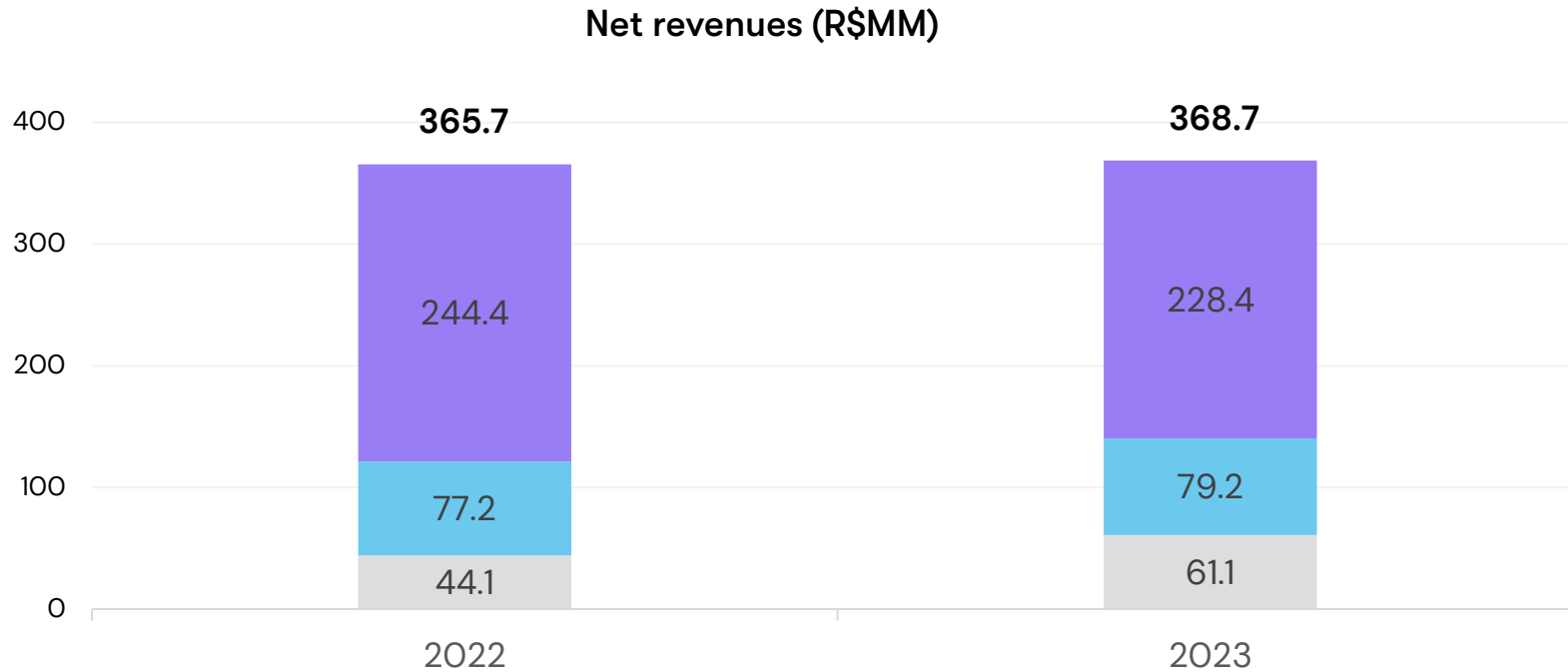
R\$ 56.0 mi

+25.7% (2023 x 2022)



Financial Results

Stable revenue evolution. Significant growth of 38.5% in the Services, Software, and Platforms unit, maintenance of the international growth trend, and a slowdown in the evolution of the local market in Brazil.

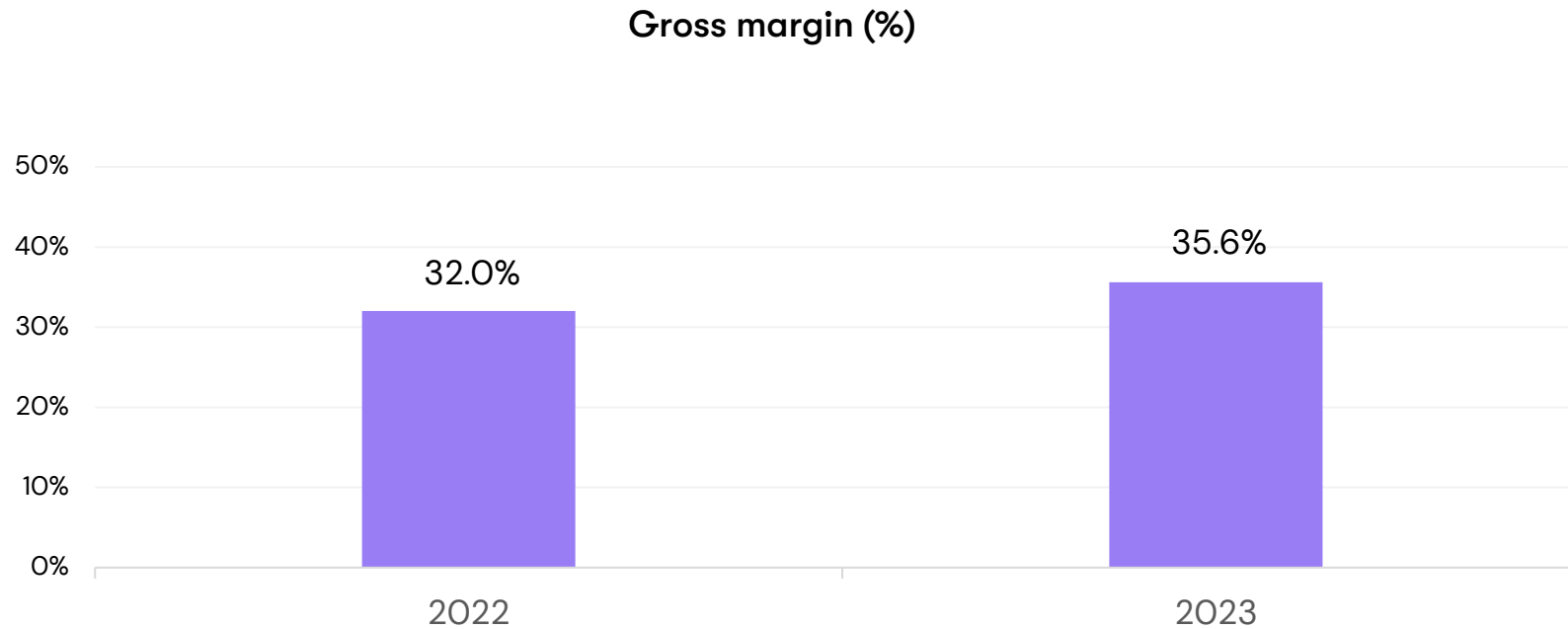


- DWDM Brazil – CAGR 2020/2023: 8.6%
- DWDM Foreign Market – CAGR 2020/2023: 45.7%
- Services, Softwares & Plataforms – CAGR 2020/2023: 11.9%

Financial Results

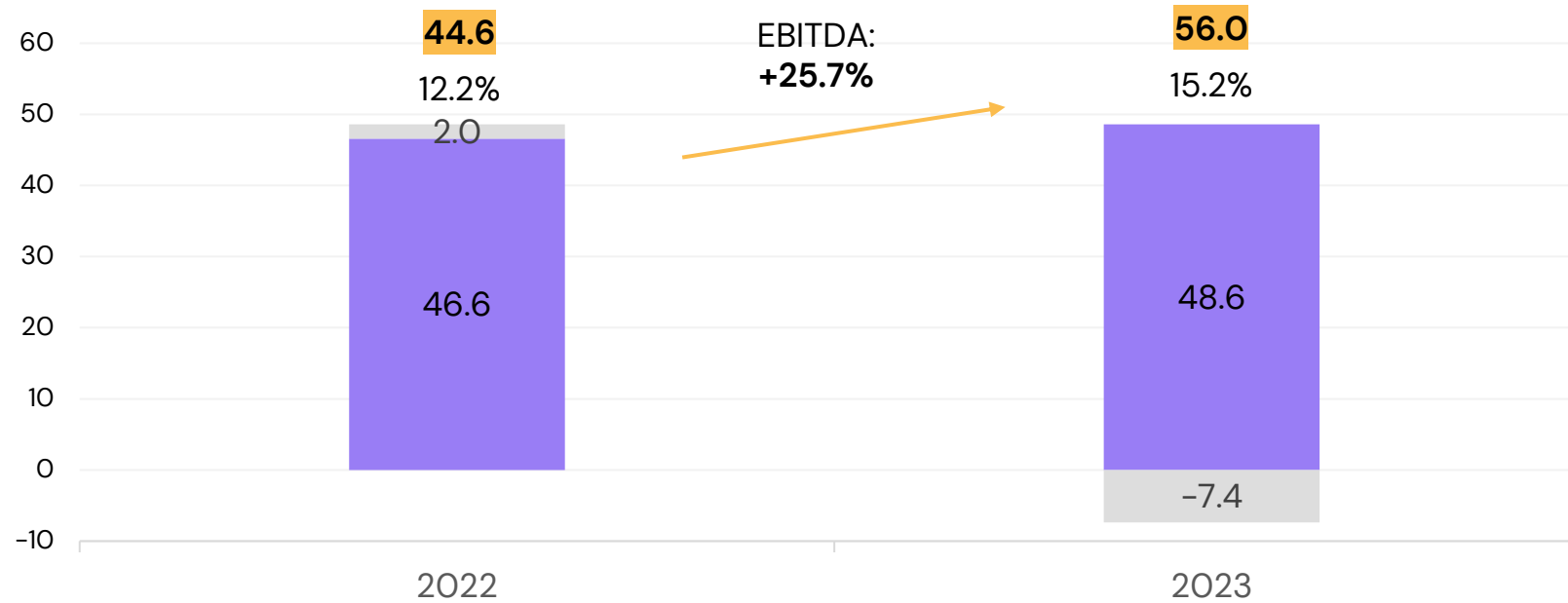
2023: a year of focus on profitability.

Control of production costs, improvement in the acquisition of components, optimization of development costs and contract profitability management were the drivers of the increase in gross margin.



Financial Results

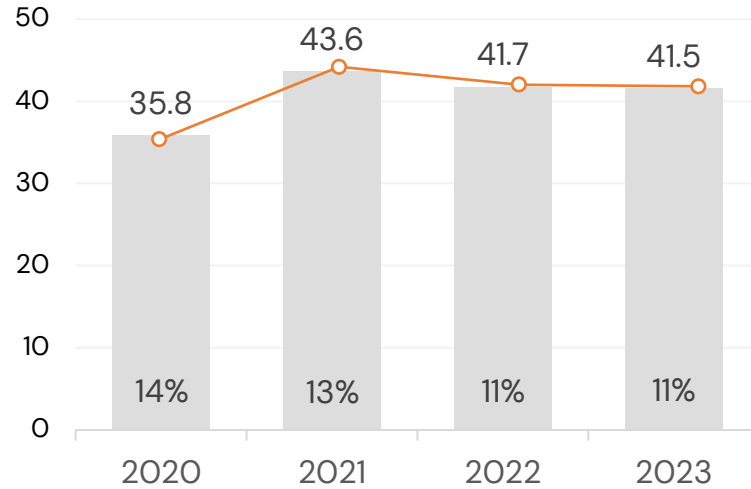
EBITDA (R\$ MM); Adjusted EBITDA (R\$MM); EBITDA Margin (%)



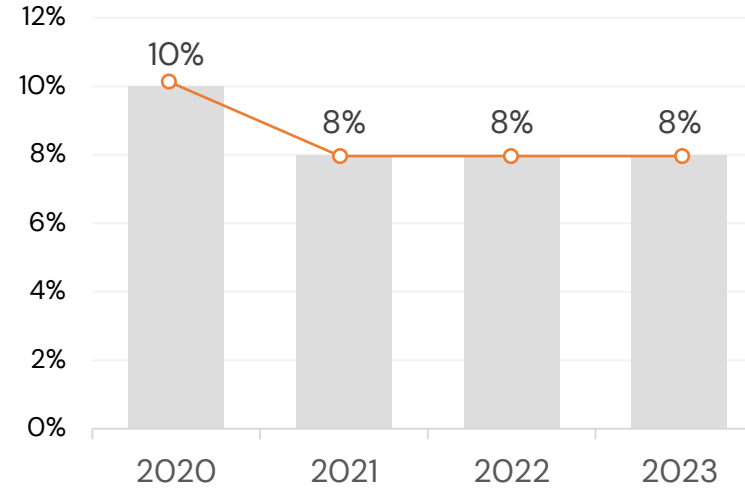
- EBITDA
- Adjusted EBITDA
- Nonoperational effects

Financial Results

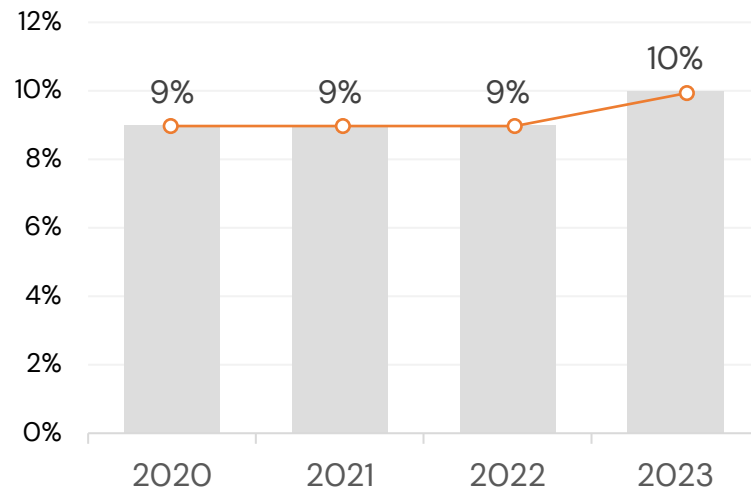
R&D x Net Revenues (R\$MM)



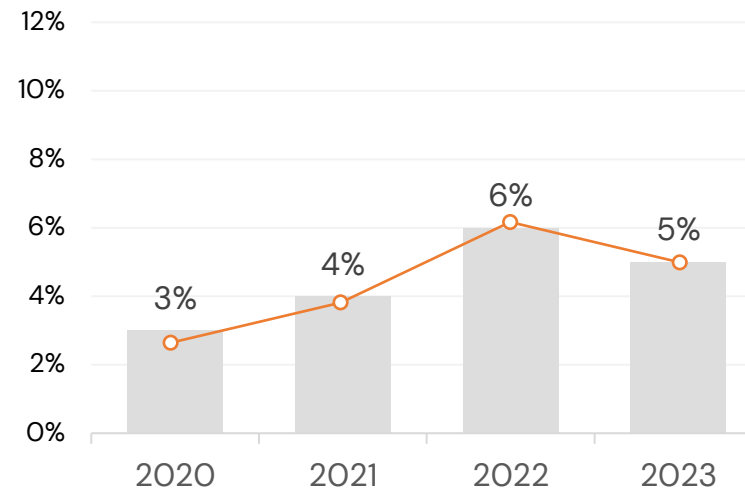
Administrative Expenses x Net Revenues (R\$MM)



Sales Expenses x Net Revenues (R\$MM)



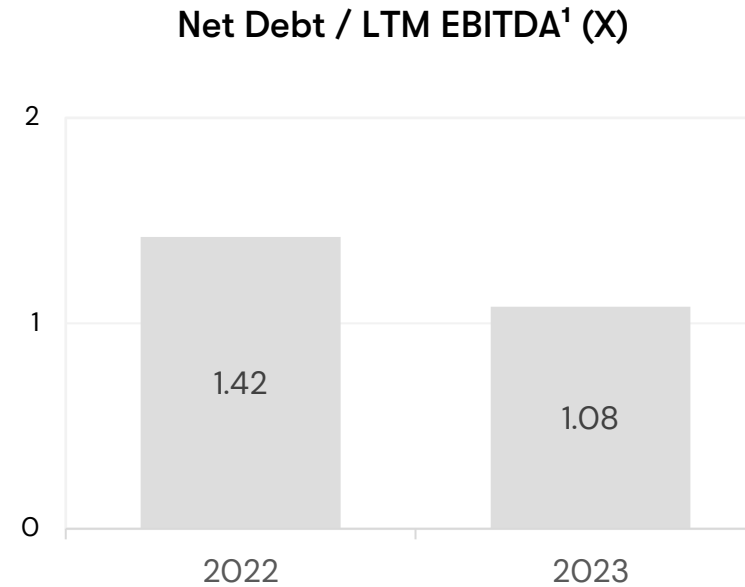
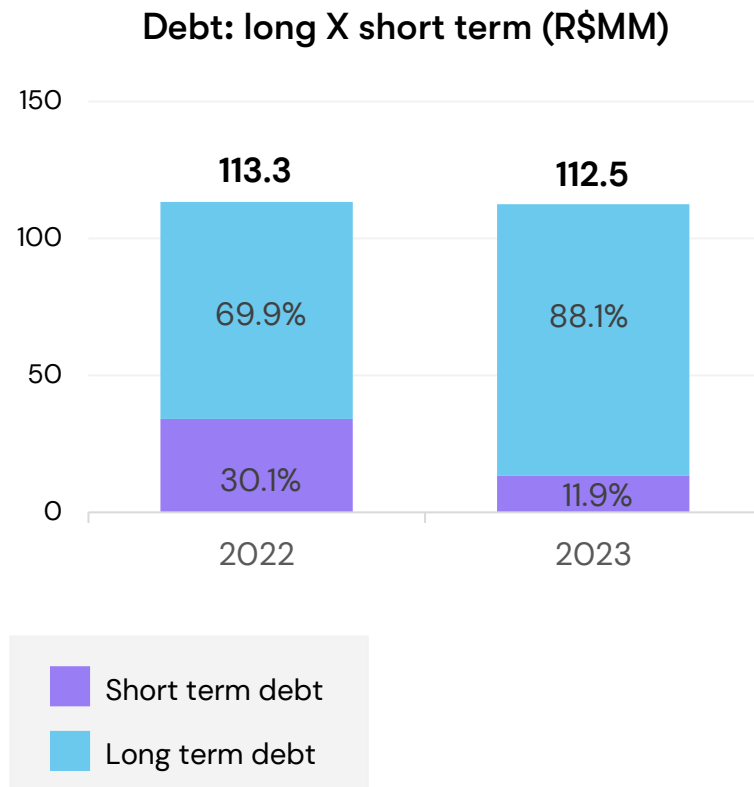
Financial Expenses x Net Revenues* (R\$MM)



*Não considera variação cambial.

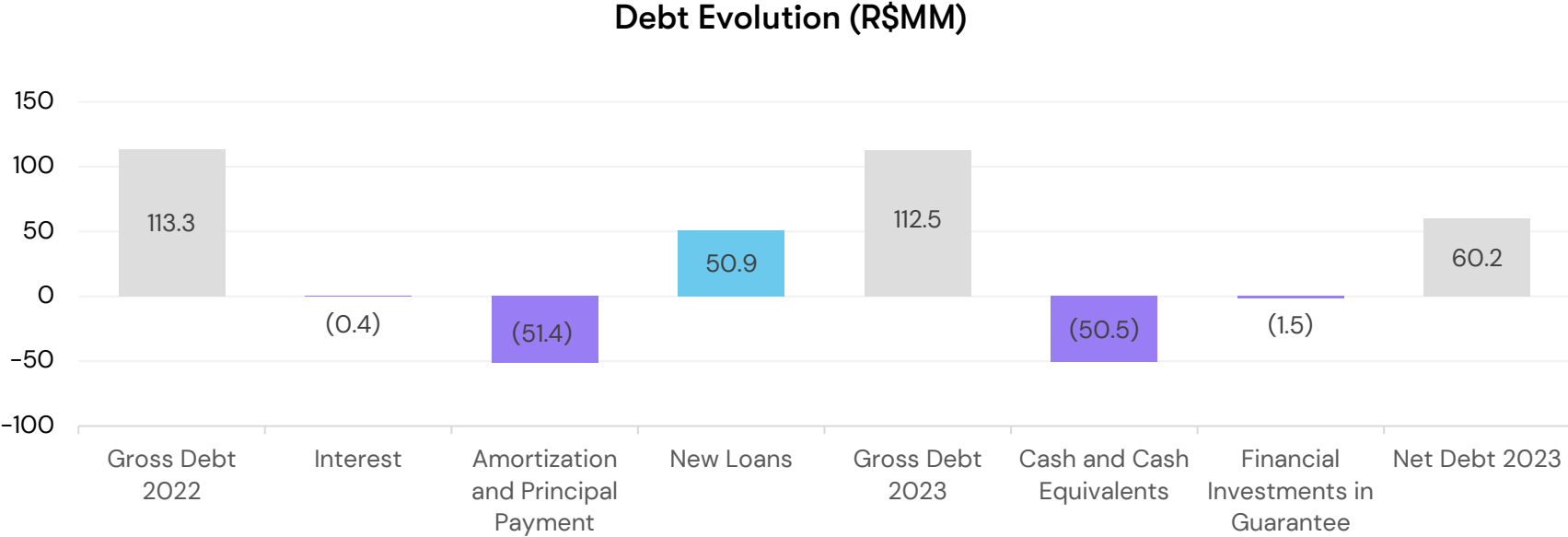
Financial Results

Debt restructuring successfully concluded in 2Q23
More than 90% in long-term, average funding cost **5.7%** p.a. in 2023



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

Financial Results



Financial Results

Solid economic-financial balance

	2022	2023
Net Results (R\$ thousand)	9.754	15.413
Net Results per share (R\$)	0,12	0,19
Dividends distribution proposal (R\$ thousand)	-	3.674
Dividends distribution proposal per share (R\$)	-	0,046

	2022-2023
Gross Profit	+12.3%
EBITDA	+25.7%
Net Results	+58.0%
Net Debt / LTM EBITDA	1.08



padtec.com

padtec

transform

Driving connections to create new realities

revolutionize