



## **Webcast Results 2023**

Investor Relations  
[ri@padtec.com.br](mailto:ri@padtec.com.br)

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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.*

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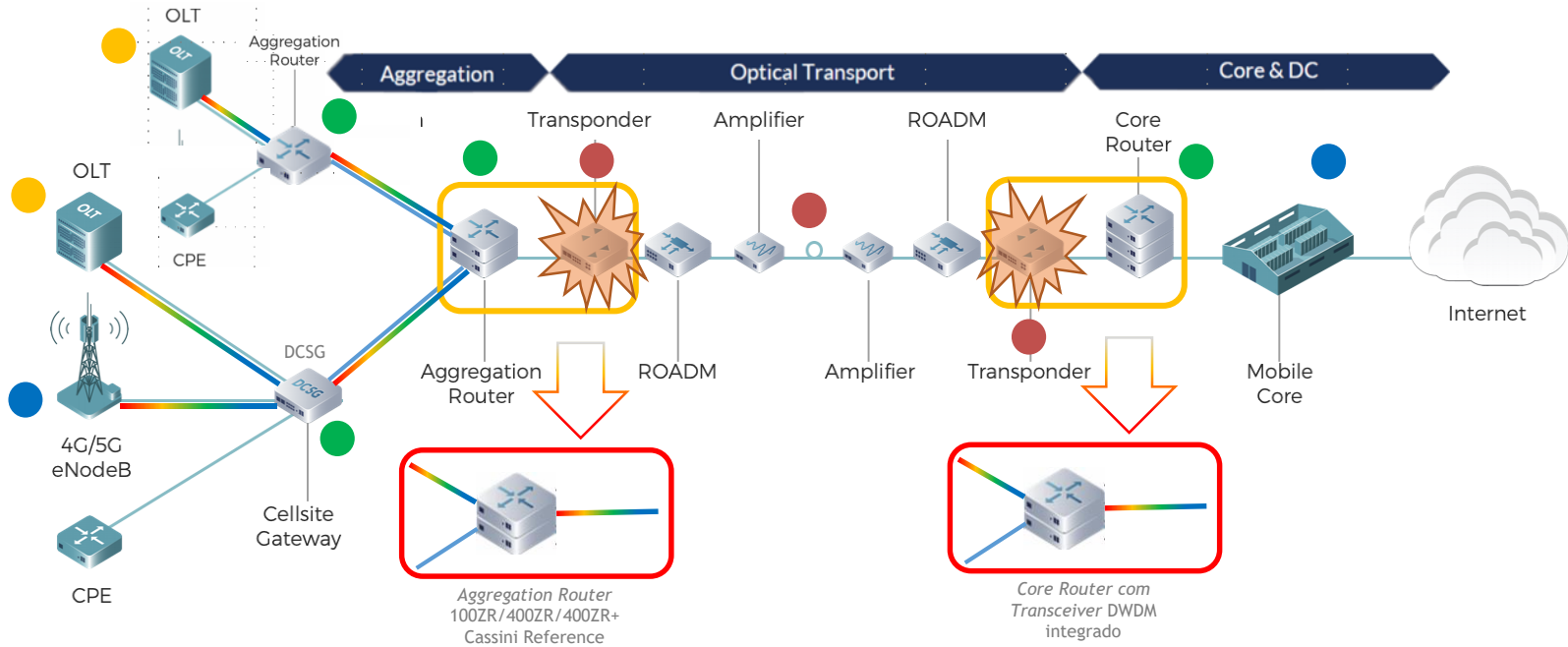
We transform technology  
so technology can  
transform the world\_

Founded in 2001, Padtec is a Brazilian multinational company that aims to enable high-capacity connections throughout Brazil, the Americas and around the world.

Our products, services, and software bring people together and connect them, contributing to the development of society and the economy, the design of new futures, and an increasingly sustainable world.



# Network evolution



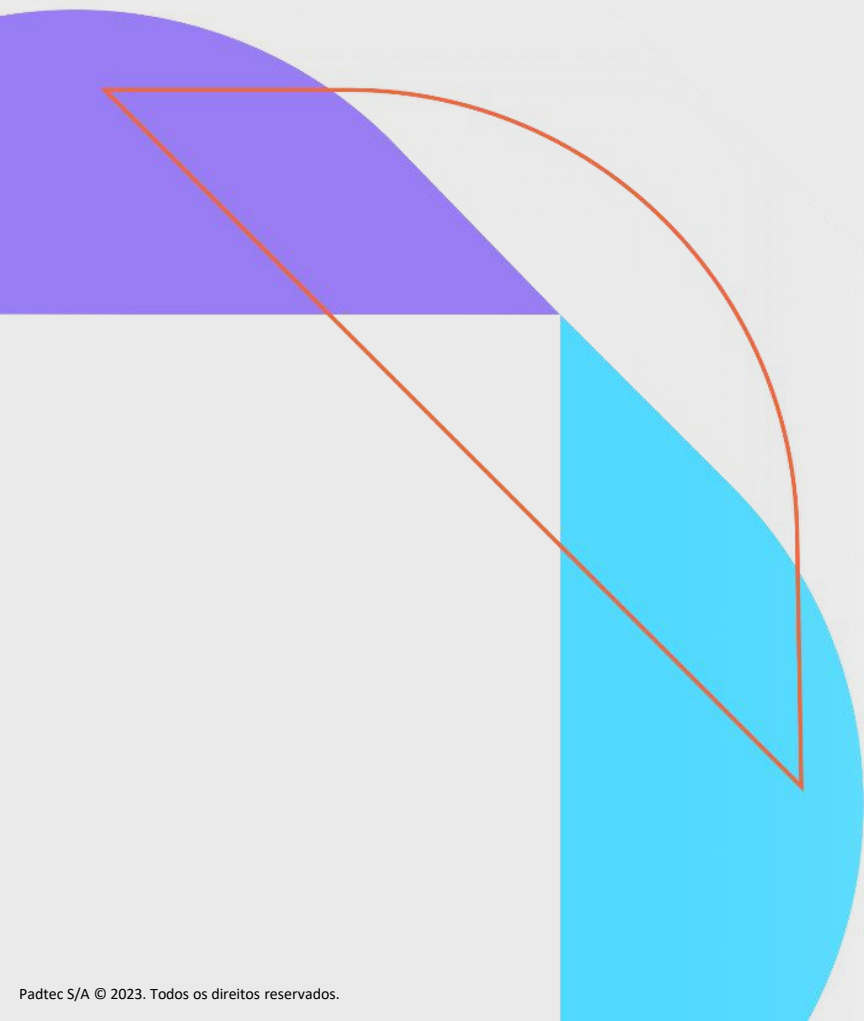
DCSG: Disaggregated Cell Site Gateway

Source: Network Model from TIP Initiative (Facebook & Telcos)  
 OOPT: Open Optical Packet & Transport

Traditional scope of systems suppliers

- 5G (Blue circle)
- GPON (Yellow circle)
- Layer2/3 (Green circle)
- DWDM (Red circle)

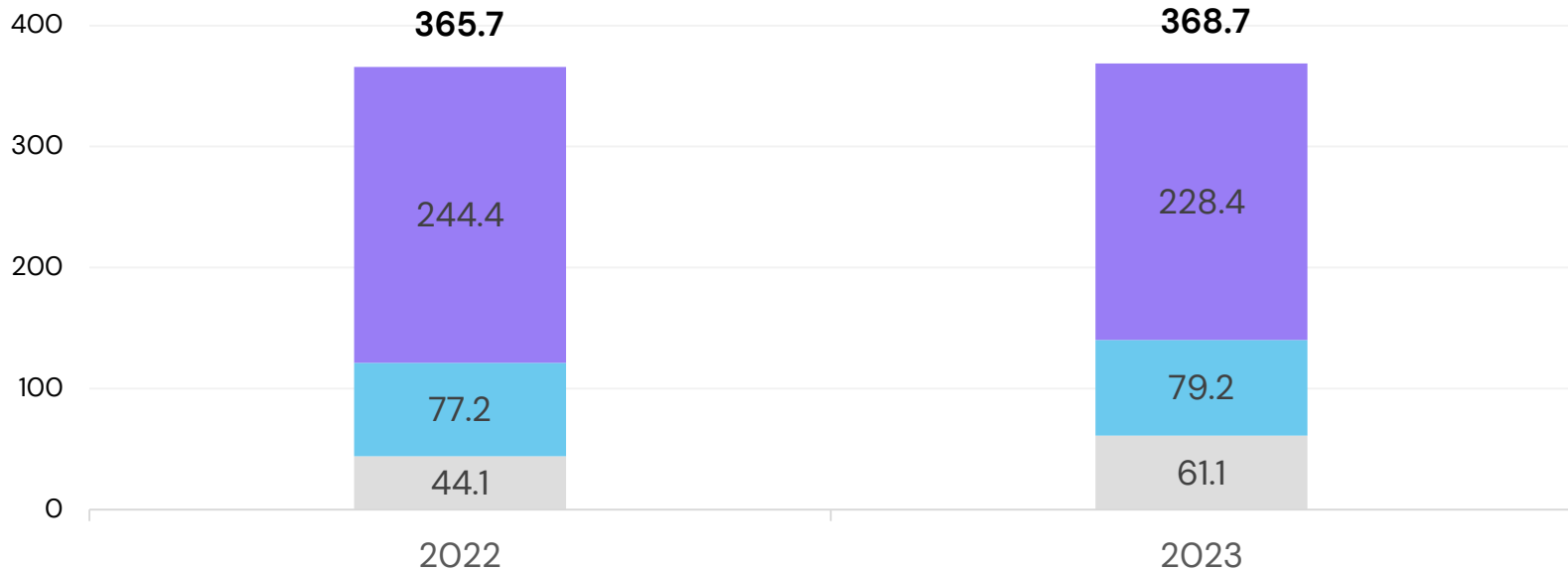
# Financial Results 2023



# 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.

Net revenues (R\$MM)



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

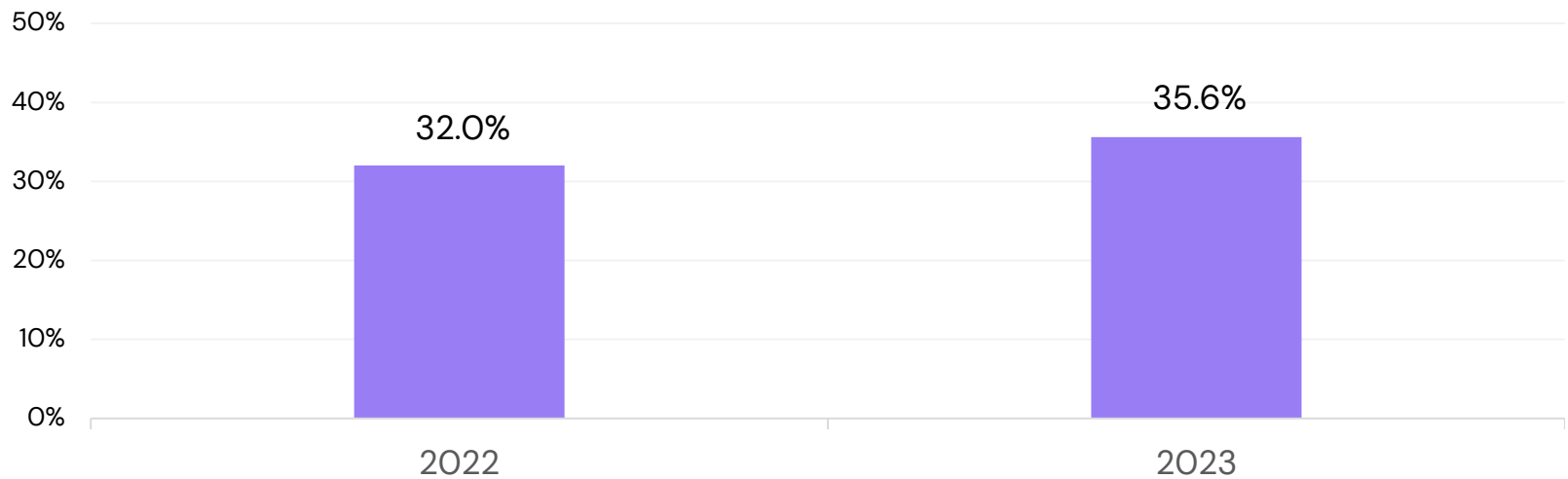


# Financial Results

2023: a year of focus on profitability.

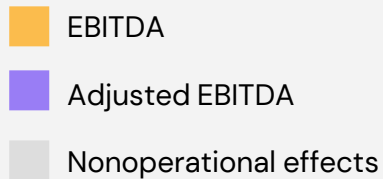
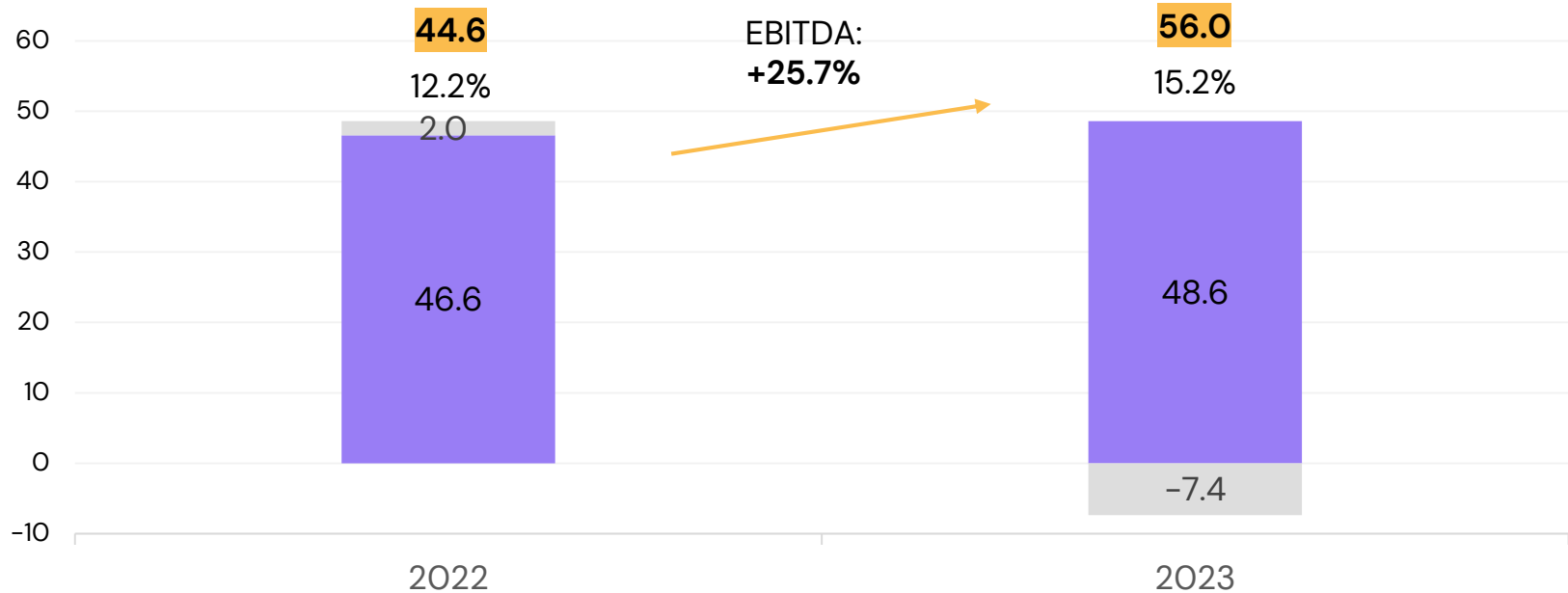
Control of production costs, improvement in the acquisition of components, optimization of development costs and contract profitability management were the drivers of the increase in gross margin.

Gross margin (%)



# Financial Results

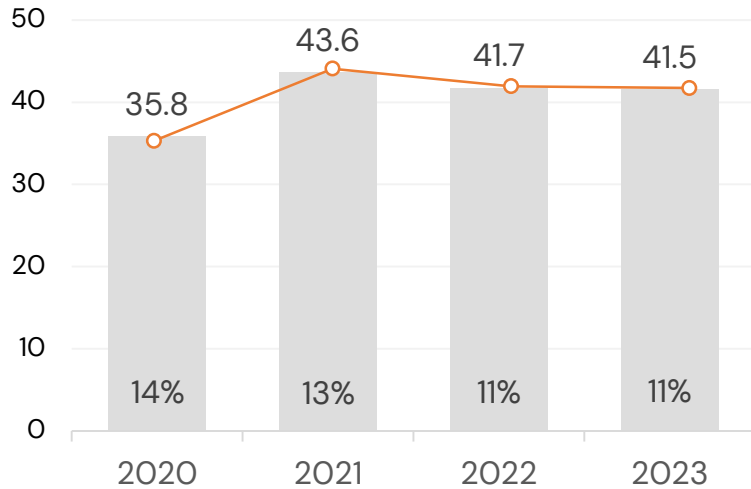
EBITDA (R\$ MM); Adjusted EBITDA (R\$MM); EBITDA Margin (%)



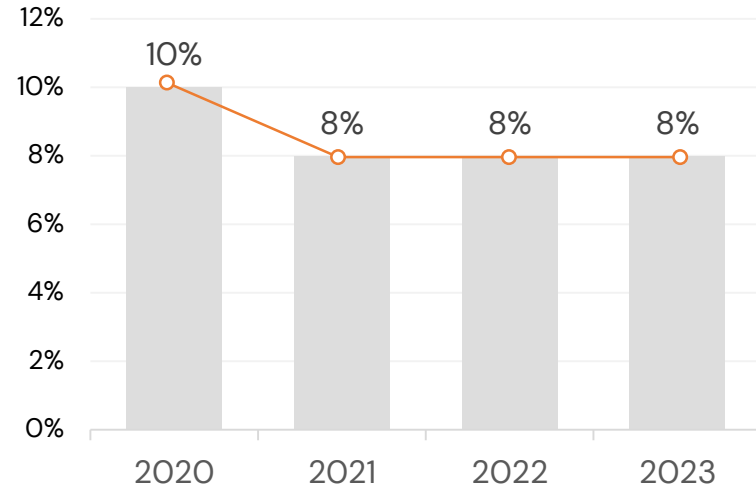


# Financial Results

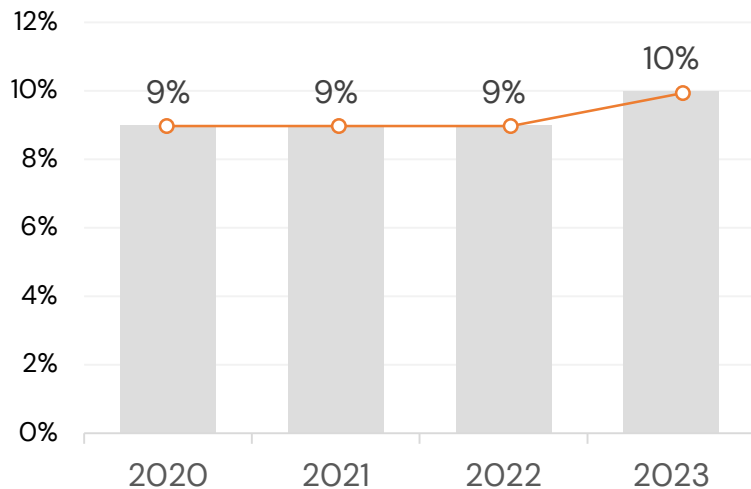
## R&D x Net Revenues (R\$MM)



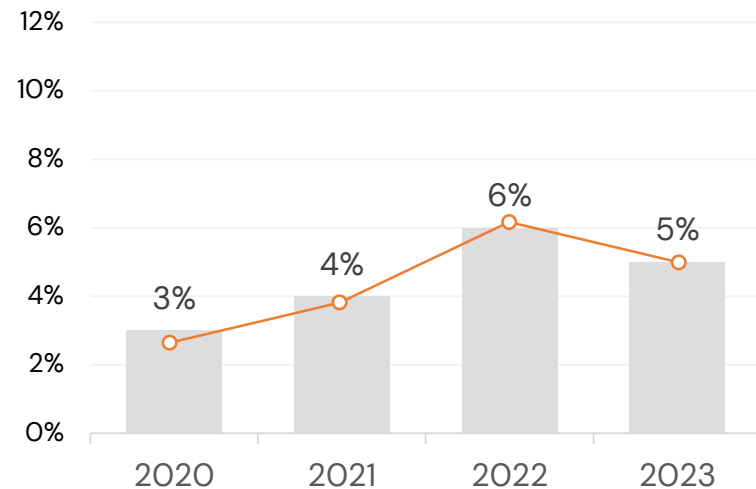
## Administrative Expenses x Net Revenues (R\$MM)



## Sales Expenses x Net Revenues (R\$MM)



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



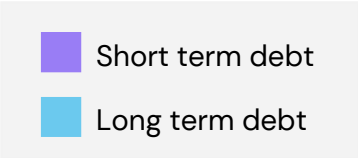
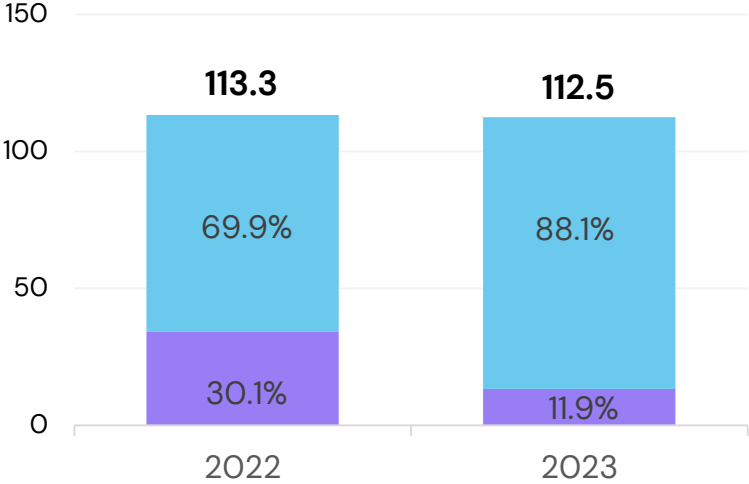
\* Does not consider exchange variation.



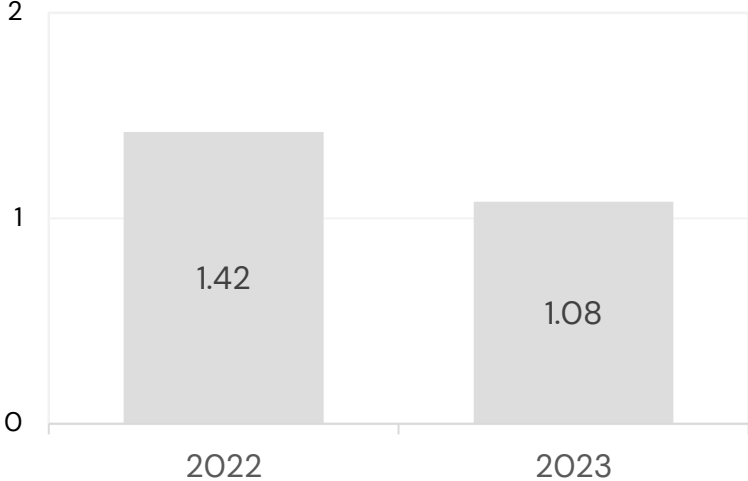
# Financial Results

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

Debt: long X short term (R\$MM)



Net Debt / LTM EBITDA<sup>1</sup> (X)

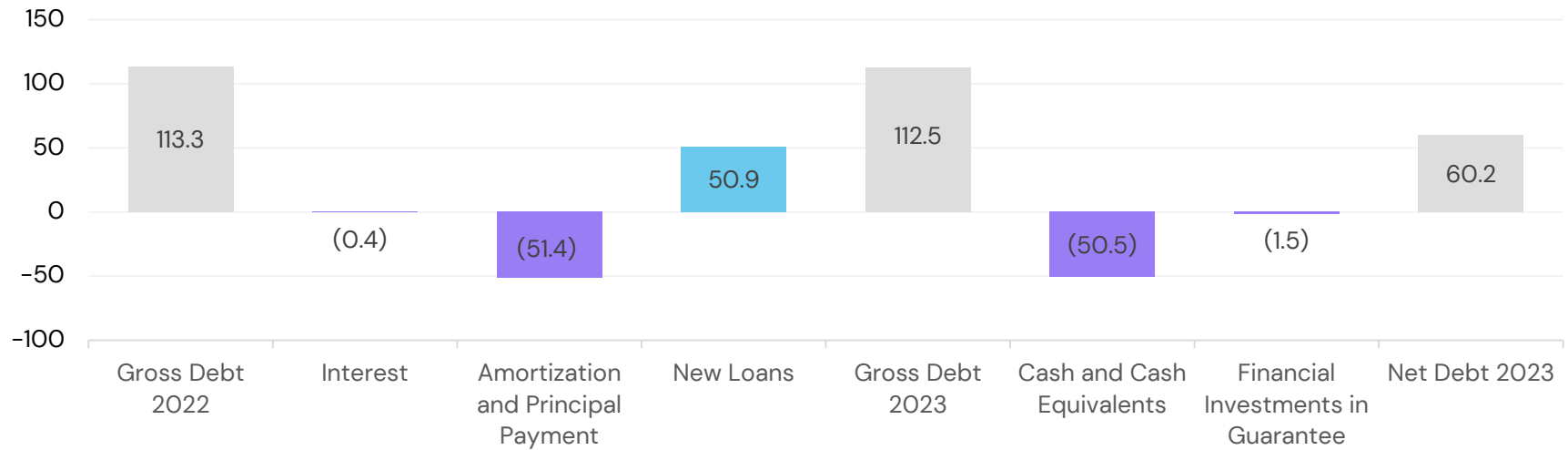


<sup>1</sup> LTM EBITDA corresponds to the sum of the EBITDA recorded in the last twelve months



# Financial Results

## Debt Evolution (R\$MM)



# 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



# Growth opportunities



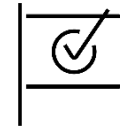
## International expansion

- Increase market share in the countries in which we already operate
- Expand sales in the North American market and new markets using specialized channels
- Develop channels in EMEA and Sub-Saharan Africa
- Reinforce financing structures for international clients



## Growth in the customer base, loyalty and totalization

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



## Increase the range of products and services offered

- Make a strong debut in the switches and routers market
- Continue the path of growth in the Services, Software and Platforms unit
- Accelerate Smart Site sales and evolve the concepts of Smart Infra and Smart Ops
- Launch of new mission-critical software and conclusion of NOC and specialized services contracts
- Solutions through partnerships and/or acquisitions of other companies
- Solutions for the 5G network ecosystem

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