



# Results Webcast

3Q2020

**PDTC**  
B3 LISTED

**Investor Relations**  
ri@padtec.com.br

padtec.com






**Padtec**

# Our story

## Who we are?

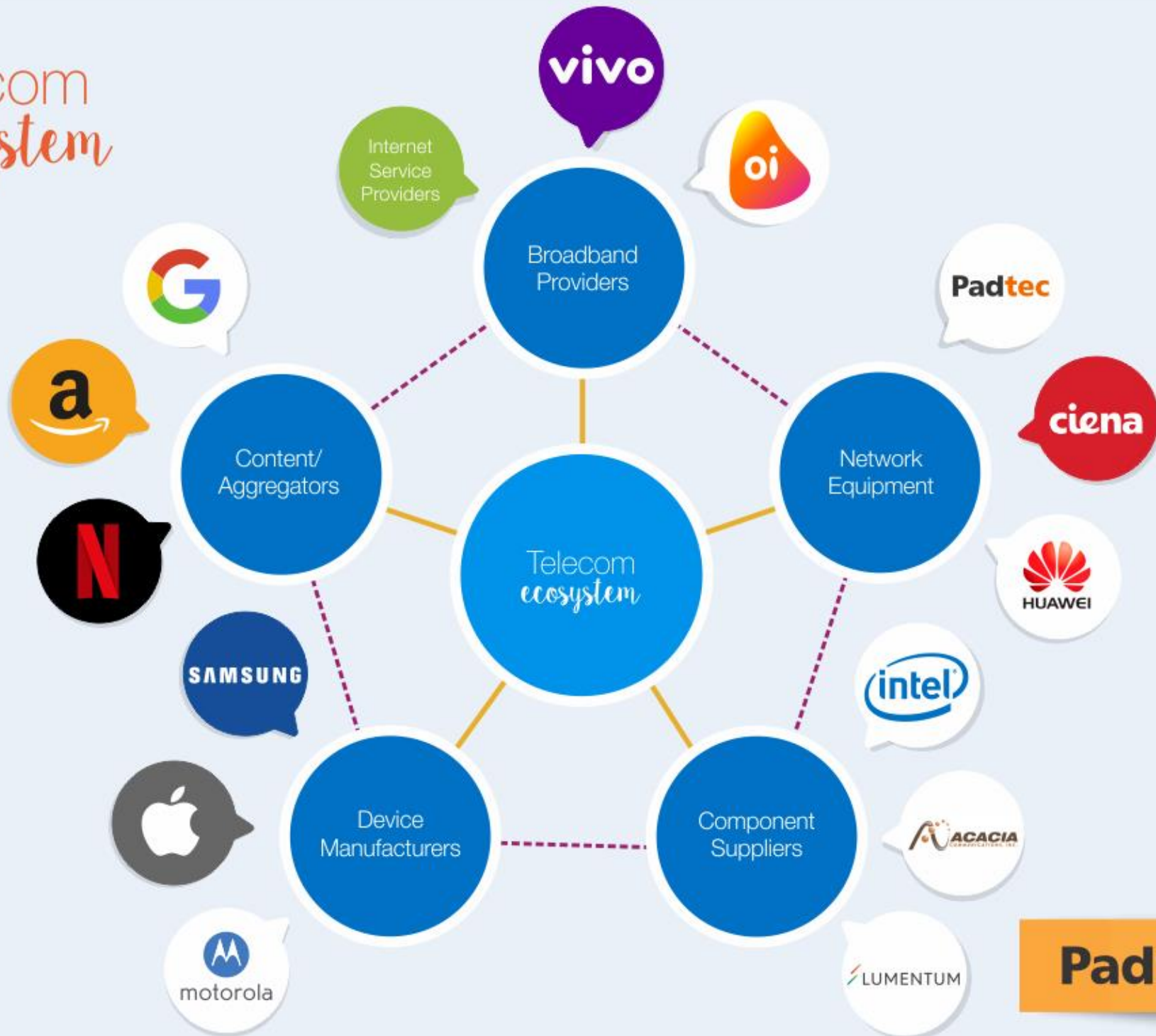
- Public company listed on B3 (Sao Paulo stock exchange: PDTC3);
- Operations started in August, 2001, as a spin-off of CPqD (Largest Telecom Research and Development Center in Latin America);
- 19 years in the telecom market with bona fide set of customers;
- 600+ employees in Brazil, Argentina, Colombia and USA;
- Global player with strong footprint in Latin America;
- Controls all aspects (development, manufacturing and deploying) of DWDM Optical Transport;
- Strong operation and maintenance (O&M) capabilities;
- Successful player in a very large market (Terrestrial + Submarine = \$14B yearly);
- Provides the products and technology that are enablers of data traffic hyper growth driven by:
  - Streaming and cloud services;
  - Broadband service providers;
  - Migrating from 4G to 5G;

Southern CALA   
Northern CALA   
North America 

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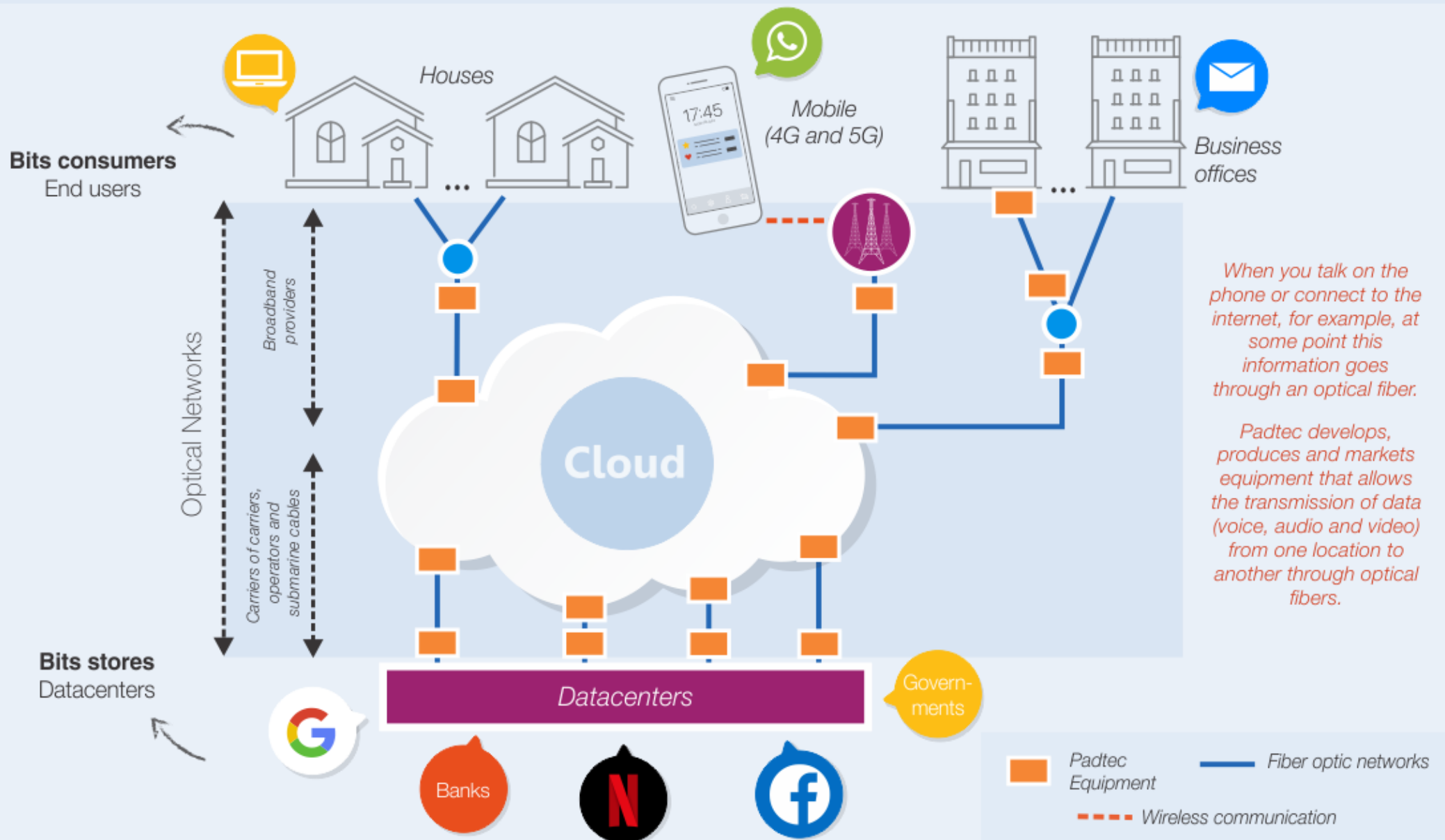


# Telecom ecosystem

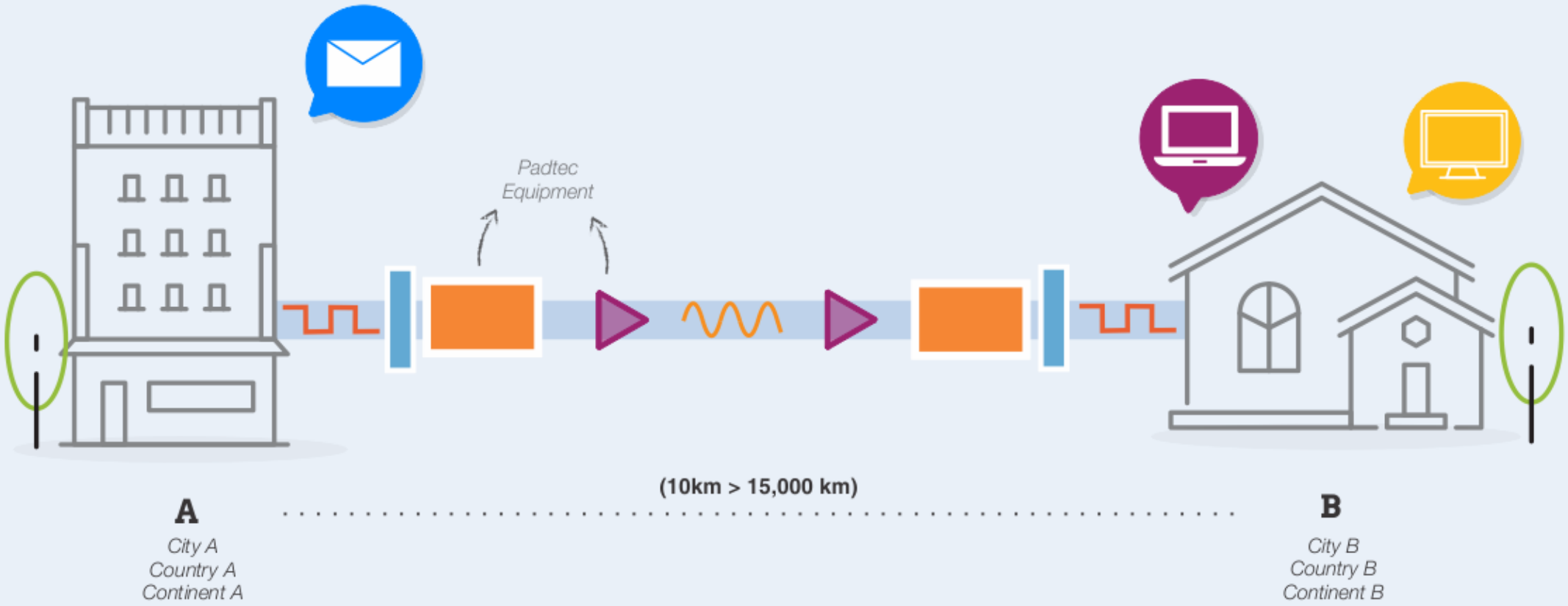


# The *smartly* connected world we make

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# The *smartly* connected world we make

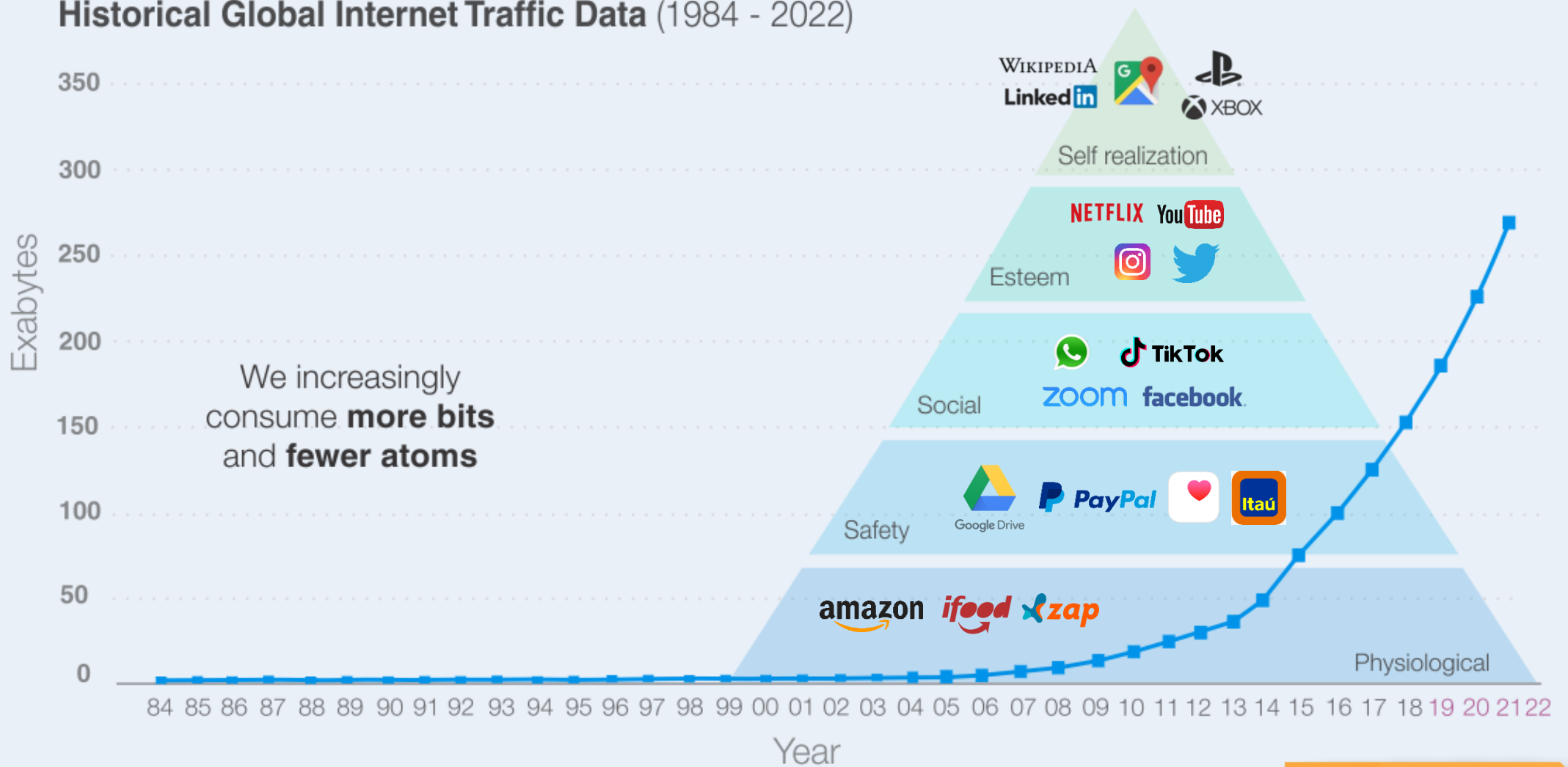


 Electric sign    Optical sign    Transponders    Optical amplifiers    Routers



# Data traffic drives *optical transmission*

## Historical Global Internet Traffic Data (1984 - 2022)



Sources: Cisco Visual Networking Index: Forecast and Methodology, 2017-2022; Maslow Hierarchy Of Needs;

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# Customer portfolio

Net Promoter Score  
54%

More than  
**200,000**

km of DWDM backbone  
in CALA region

Fixed and  
mobile service  
providers



Regional  
Service  
Providers



Carriers of  
Carriers



Global  
carriers



Utilities,  
Oil&Gas e  
Integrators



Data Center e  
Multimédia



Governmental  
and research  
institutions



# Business Units

## Optical networks



- LightPad Platform
- OTN Switch
- Optical Time-Domain Reflectometer (OTDR)
- Submarine Line Terminal Equipment (SLTE)



## Premium services



- Operation & Maintenance (O&M)
- Network Operations Center (NOC)
- Training Center





## Research and Development

**TM1200G Muxponder**  
100 Gbps and 600 Gbps  
per network interface

**Release 2020:**

*Transponders 1.2 Tbps  
and 800 Gbps*



**TM800G Muxponder**  
100 Gbps to 400 Gbps  
per network interface

### *DCI Generation:* Transponders 1.2 Tbps and 800 Gbps

- **Pioneering mechanics:** Only 1RU high and 300 mm deep, this unit supports rack mounting in both datacenters and telecom locations;
- Combination of high data transmission rate with a lower cost per transmitted bit;



# Premium services

## Points Of Presence (POPs)

### Network Operation and Maintenance (O&M)

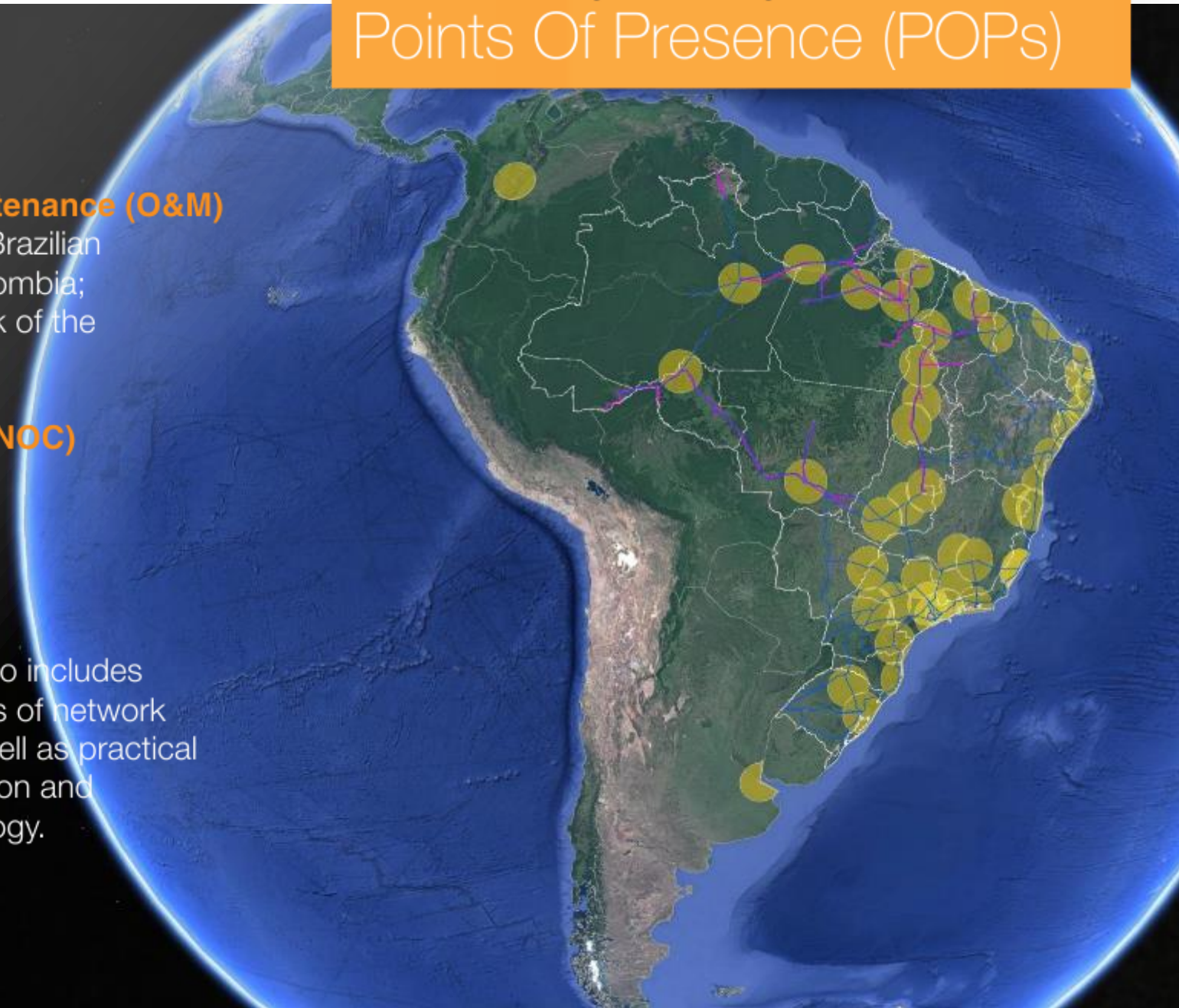
- More than **40 POPs** all over Brazilian territory, in Argentina and Colombia;
- 4H SLA for support to any link of the monitored networks;

### Network Operations Center (NOC)

- Operation 24x7;
- Performance reports;
- Risk mitigation;

### Training Center

Padtec's diverse training portfolio includes theoretical courses - in the areas of network planning and engineering - as well as practical courses - in the areas of operation and maintenance of DWDM technology.





# *Financial results*

2017 - 2020

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9M2020 vs. 9M2019

## Customers and Revenue

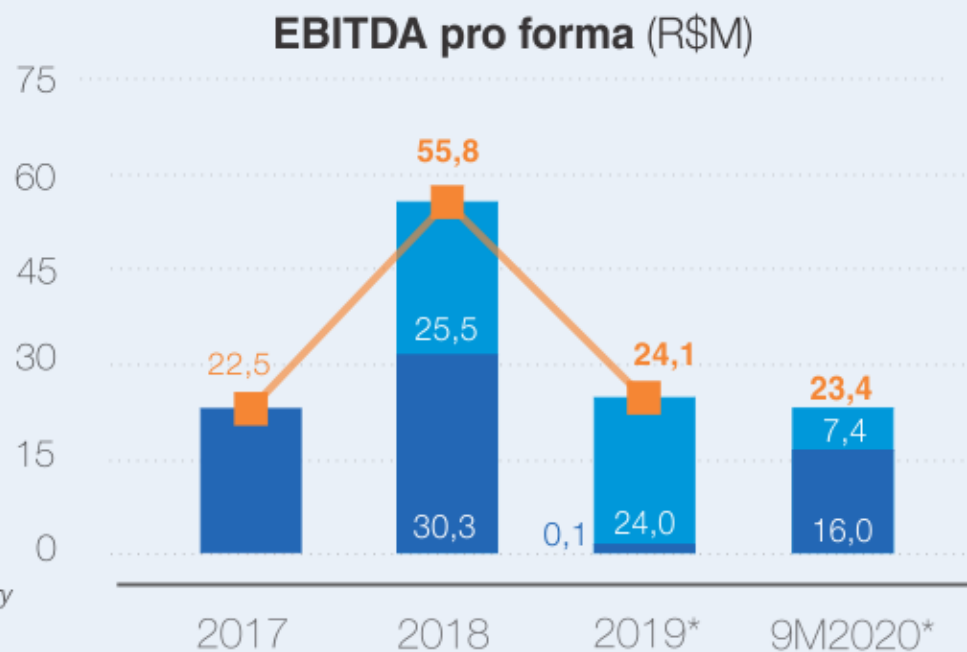
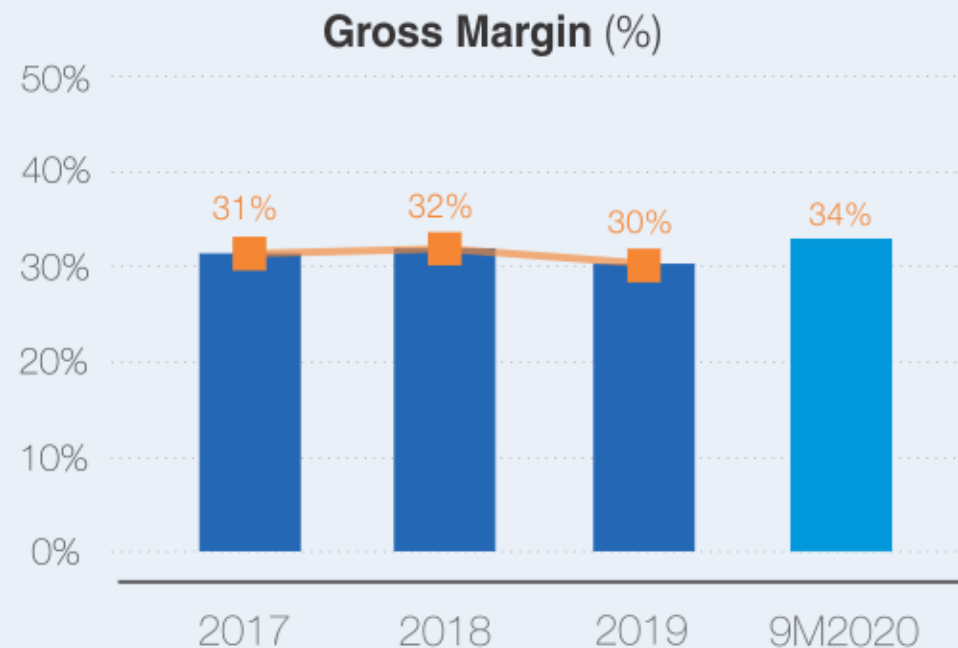
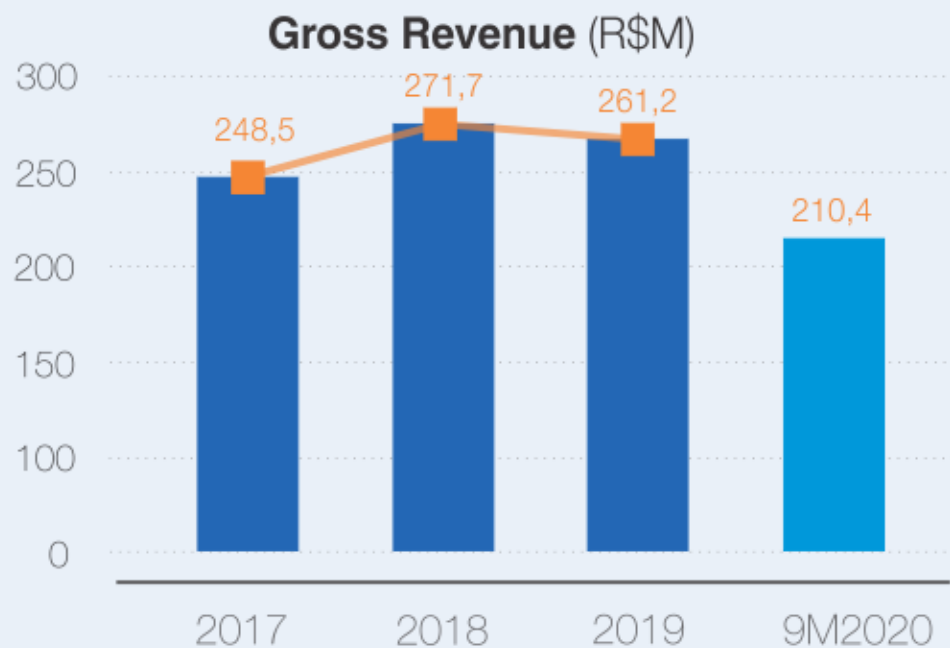


DWDM equipment represents **83%** and Services Premium **17%**.



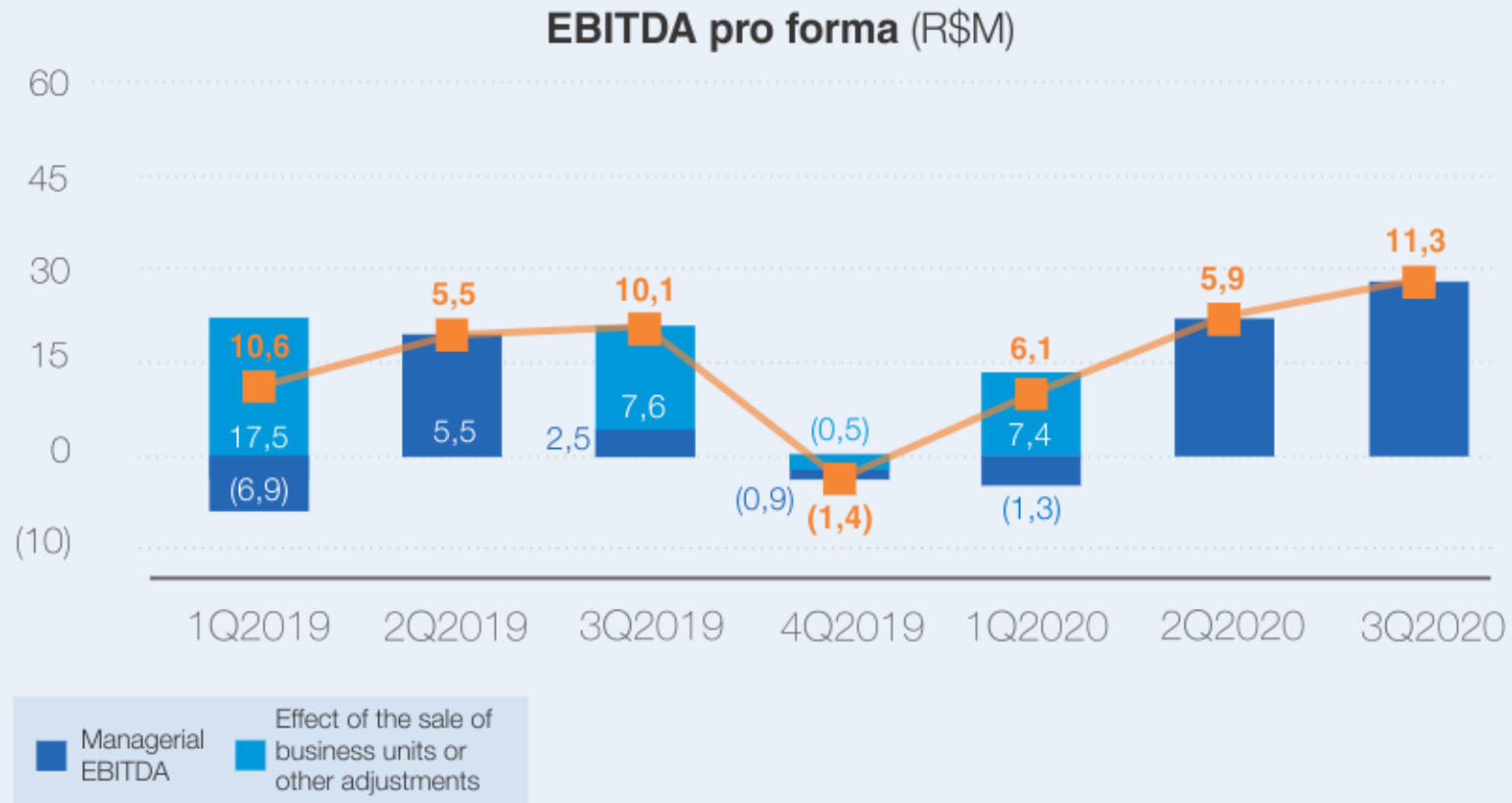
**32.1%** growth in operating revenue, **3Q2020 vs. 2Q2020.**

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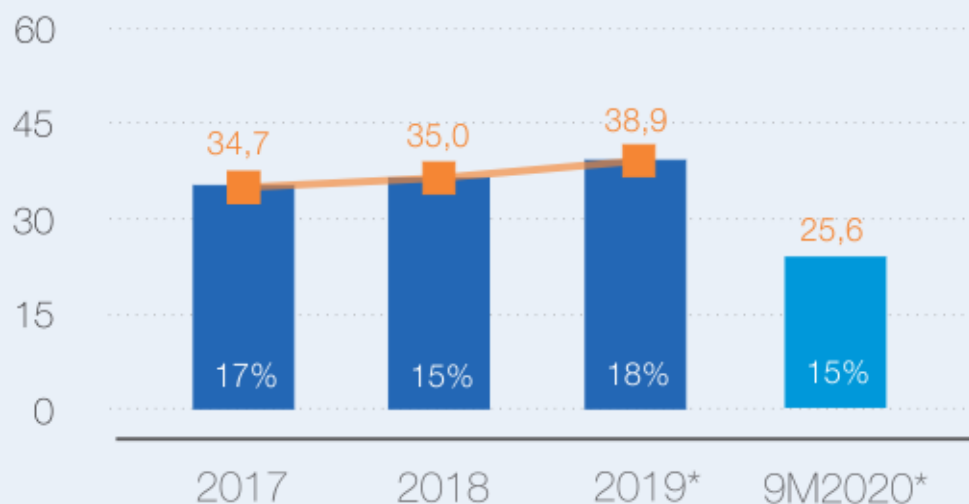
\*For the purposes of a better comparison, Padtec S.A. has been considered a wholly owned subsidiary of Padtec Holding S.A. since January 2019.

■ Managerial EBITDA
 ■ Effect of the sale of business units or other adjustments

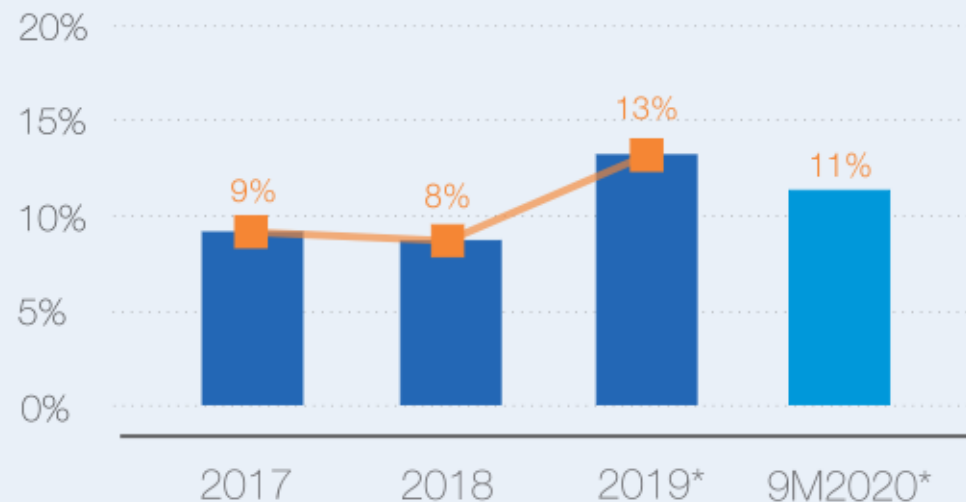


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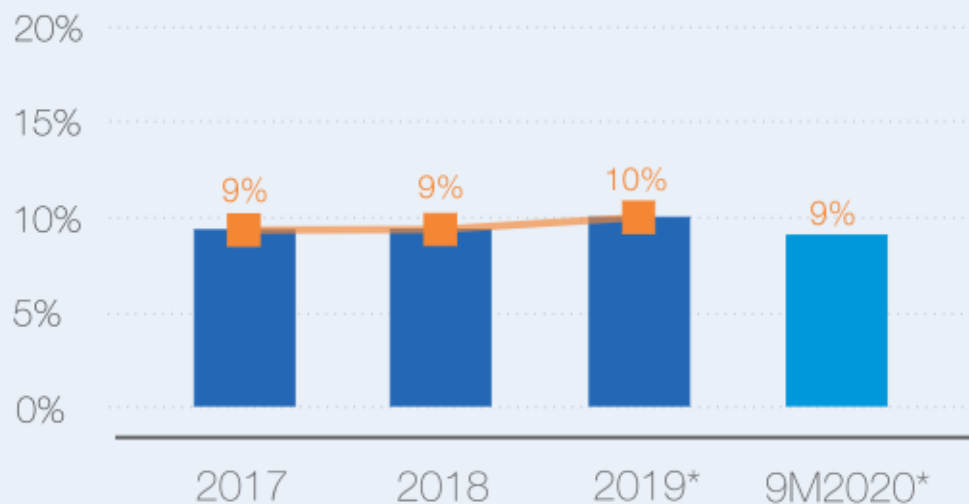
### R&D x Net Revenue (R\$M)



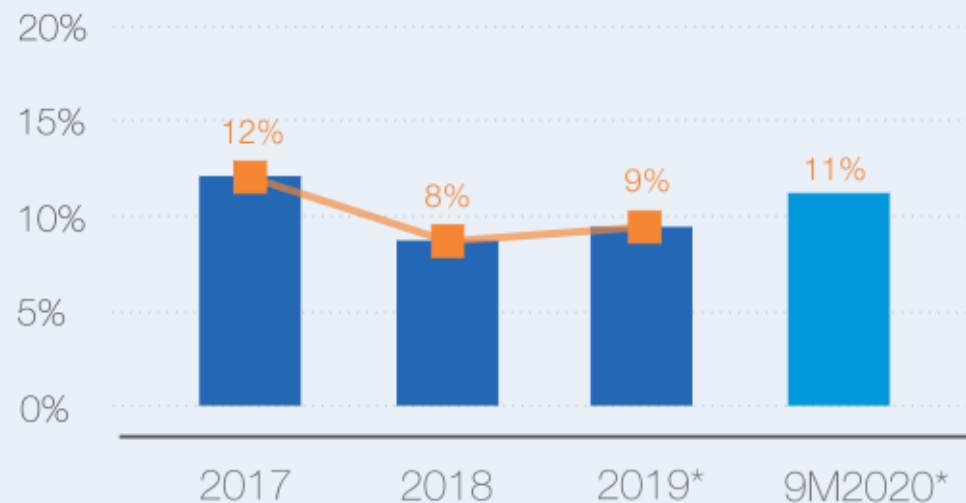
### Administrative Expenses x Net Revenue (%)



### Sales Expenses x Net Revenue (%)

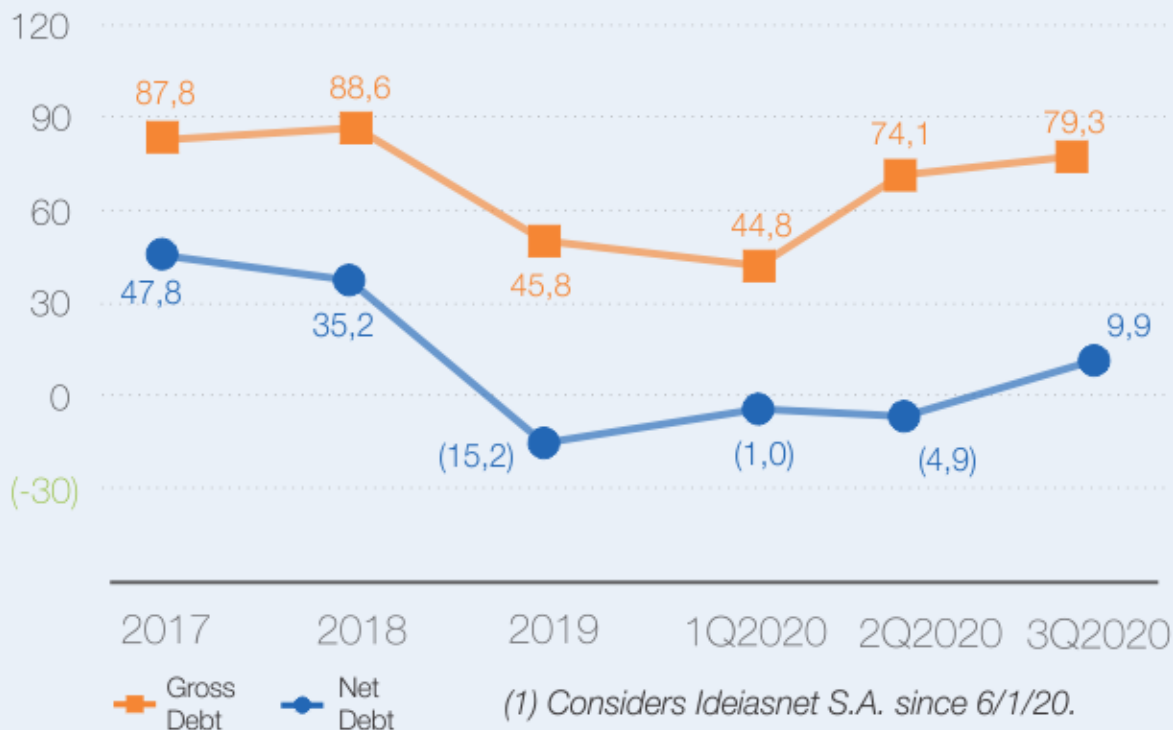


### Financial Expenses x Net Revenue (%)



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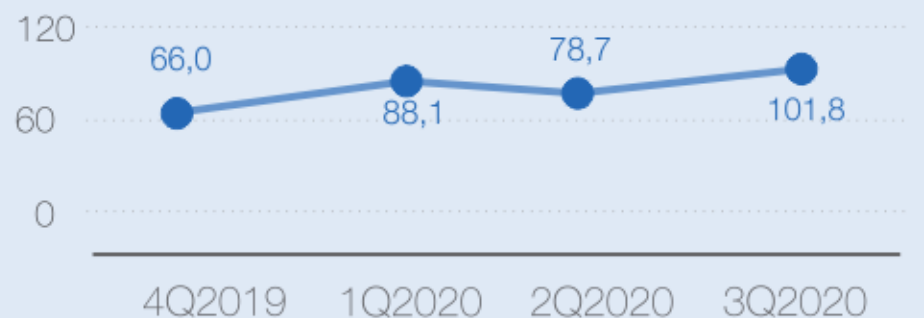
### Gross Debt vs. Net Debt\* (R\$M)



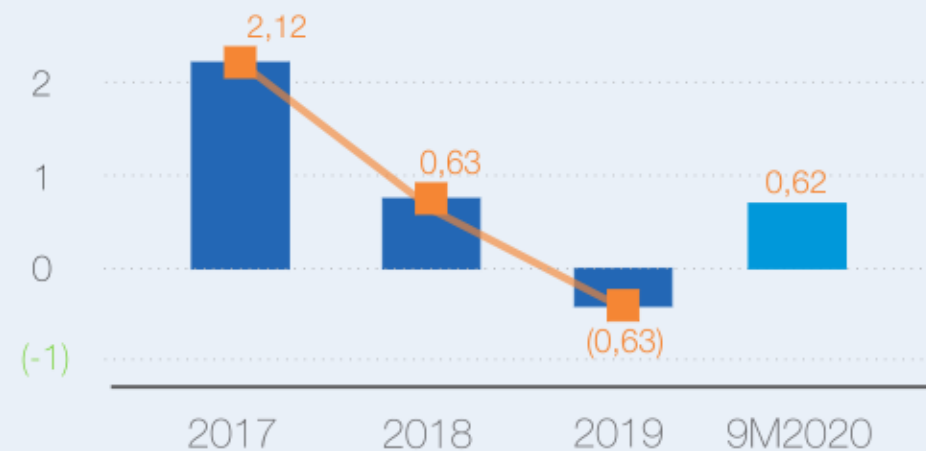
### Debt Profile: Long vs. Short Term (R\$M)



### Accounts Receivable From Customers (R\$M)



### Net Debt / EBITDA pro forma





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