

The background of the entire page is a satellite-style image of the Earth, showing continents and oceans. Overlaid on this image is a complex network of glowing white and yellow lines that represent a global communication or data network. The lines are most dense over the Americas and Europe, with many lines radiating from specific points on the landmasses.

**PDTC**  
B3 LISTED NM

**Padtec**

**Fact Sheet**

Padtec Holding S.A.  
(B3:PDTC3)

**Investor Relations**  
+55 19 2104.9703  
ri@padtec.com.br

## Fact Sheet

Padtec Holding S.A.  
B3: PDTC3



### Networks with Padtec solutions

-  Metro networks in major cities in the Americas
-  Backbone networks

More than

# 200,000

kilometers of illuminated optical networks in the Americas and equipment sold to more than 16 countries.

### The intelligently connected world that we make

Offering to the market advanced data transmission solutions in fiber optic networks, based on DWDM technology and fully developed in Brazil, has been the focus of Padtec, the largest manufacturer of optical transport systems in Latin America.

### Qualified team with high expertise in developed technologies

Recognized commercial and management teams with a strong presence in the markets in which Padtec operates, with close relationships with its customers at the most diverse levels of decision. Highly qualified professionals: more than 50% have higher education, about 30% have a degree in engineering and 5% with a PhD, typical figures of a company that develops high technology.

### Leadership in the Brazilian DWDM market

About 20% market share in the domestic market, more than two decades of dedication and excellence in the sector, deep knowledge in fiber optic technology. According to a survey by RTI magazine in 2019, Padtec was the brand with the best recognition in the industry as a DWDM supplier.

### Innovative solutions

Able to increase data transmission capacity in fiber optic networks by hundreds of times, Padtec's technology is constantly evolving, the result of intense research and development work.

[padtec.com.br](http://padtec.com.br)



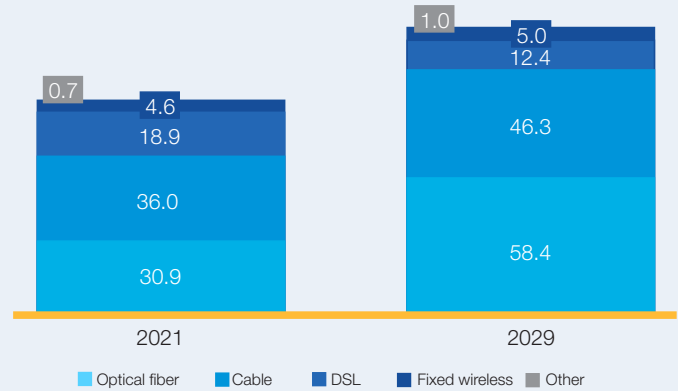
# Padtec

## International expansion

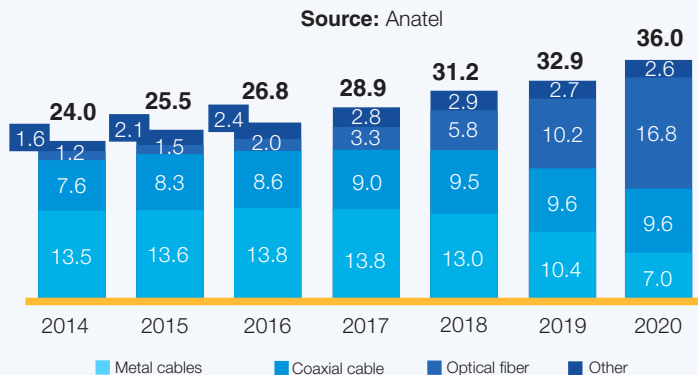
With a focus on Latin America, Padtec's revenues outside Brazil had a CAGR of 19% between 2018 and 2020, reflecting the company's strong investments in geographic diversification and increased exposure to other countries in the Americas.

S&P Global Market Intelligence ("S&P") predicts that FTTH ("Fiber To The Home") broadband will grow 21.9% in 2021, reaching 30.9 million subscribers in Latin America and the Caribbean by the end of the year and 58.4 million in 2029.

Growth of FTTH broadband  
Source: S&P Global Market Intelligence



Millions of broadband subscriptions by technology in Brazil in 2020  
Source: Anatel

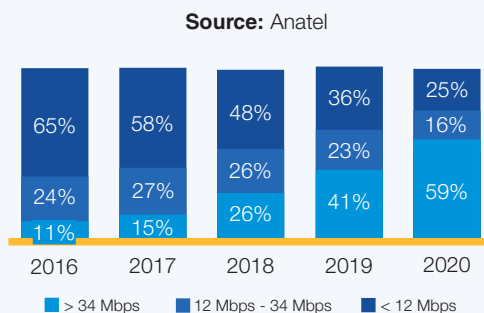


## Diversification of the product portfolio

Focus on the development of new solutions and products, anticipating the new technologies that are expected for the telecommunications market in the coming years. With each commercial negotiation, Padtec seeks to increase the recurrence and dependence on its solutions, increasing the loyalty of its customers and the possibilities for long-term growth.

The arrival of the fifth generation of mobile connections (the 5G) will result in a transformational journey with several growth options for Padtec. In the new large investment cycle of telecommunications companies, Padtec equipment is indispensable.

Evolution of broadband speed adopted in Brazil in 2020  
Source: Anatel

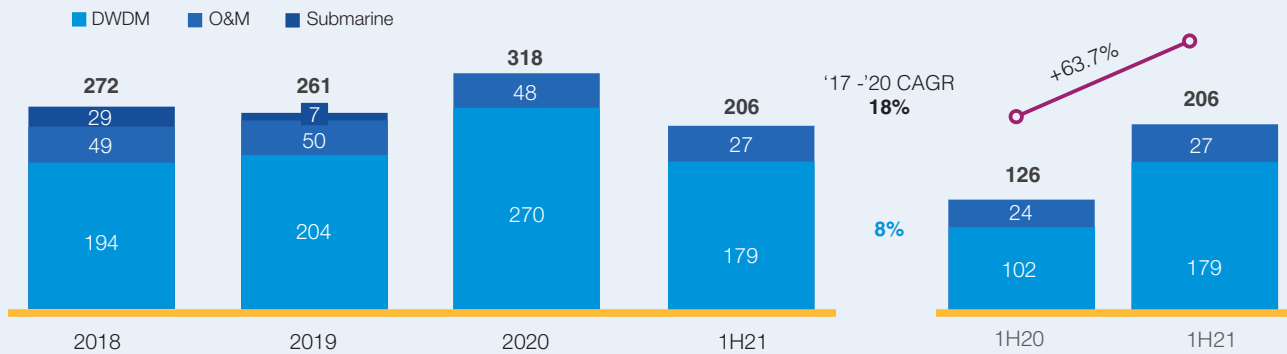


## Evolution of broadband speed adopted in Brazil in 2020

To expand its customer base and gain greater loyalty, Padtec already carries out financing operations and has a team dedicated to credit analysis and a Credit Committee in operation since 2019. Due to the low credit supply to Internet Service Providers (ISPs), it has already structured a Network as a Service (NaaS) offering model, which will be a milestone in the competitiveness of its offers, increasing the predictability and recurrence of revenue.

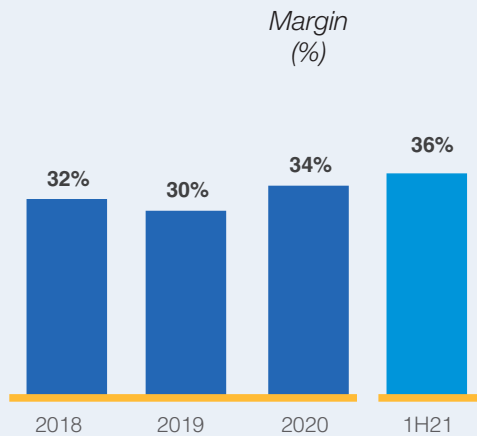
## Strong growth in its core business...

Gross revenue by segment (R\$MM)

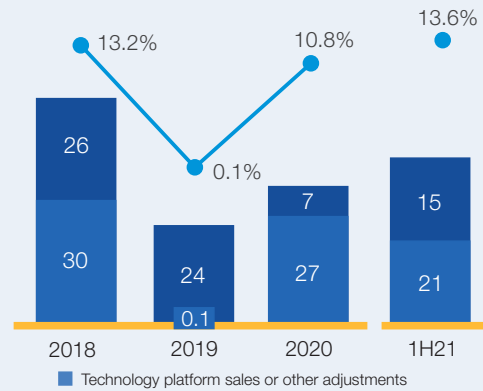


Padtec has sold its Submarine Systems division and its OTN Switching Business Unit to focus its operations on its core business: terrestrial optical systems based on DWDM technology.

## ...margins positively impacted by the strategy

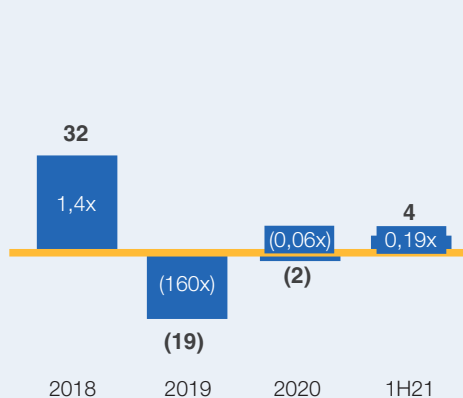


Managerial EBITDA and Margin (R\$MM; %;)



## ... and a solid capital structure

Net Debt and Net Debt/Managerial EBITDA (R\$MM; x;)



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

