

# Results Webcast

2021

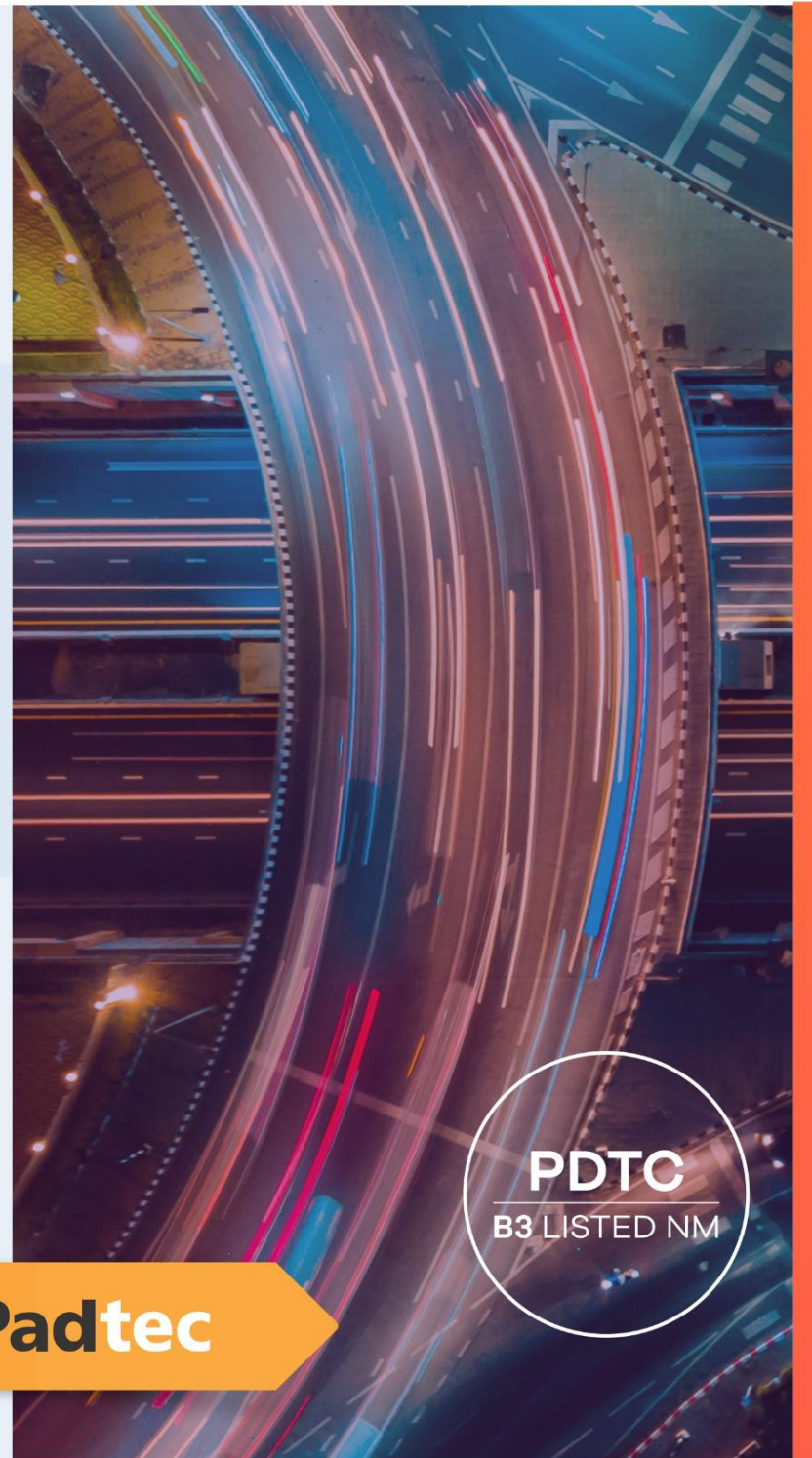
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**Padtec**

**PDTC**  
B3 LISTED NM



# Disclaimer

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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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The *smartly* connect world we make

**Global provider** of high-capacity & state-of-the-art optical transport systems  
*(focus at the magnitude and complexity of connectivity using Brazil as a reference)*

**Brazilian multinational and pioneer company** that believes in access to connectivity for all  
*(eg: promotion of internet access in remote and inland regions when others companies did not seek this market)*

**20 years on the road:** Padtec celebrates the milestone of building the future in the present, accelerating scientific and technological development in Brazil and worldwide

**Close customer service** and commitment to the client's success as differential factors in offering products and services to high-capacity networks  
*(eg: credit lines for smaller companies, broadening the value perception)*

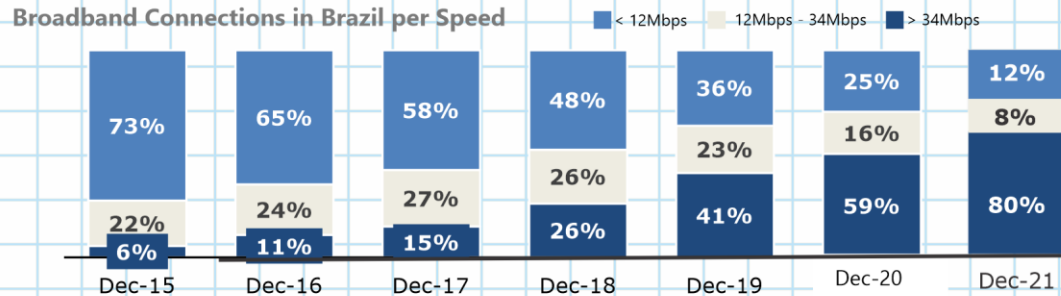
**Leadership** in the high capacity data connectivity market in Brazil and growing global presence

**Padtec**

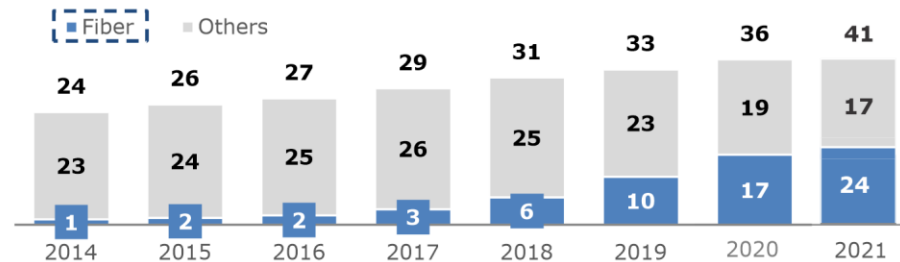
# What we do?

Provide connectivity in an expanding market with a unique value proposition

## Demand for increasing broadband speeds



**Brazil Fixed Broadband Subscribers Evolution (mm)**



### Fixed Broadband (Brazil)

Fixed broadband accesses	40,186
Competitives	18,113
Fiber	23,580
Competitives Fiber	14,173
Speed > 34Mbps	32,107

### Mobiles Phones (Brazil)

Mobile Phones	252,753
5G	1,345
4G	196,222
3G	28,584
2G	27,317

**Padtec**

Sources: Anatel; Teleco;

In the “new normal”, telecommunications and connectivity are key.

# ESG Agenda



## Environmental & Social

- ✓ Environmental Management System **certified ISO 14001:2015** standards (valid until Jan 2025);
- Adoption of **hybrid and totally remote work models** in the post-pandemic of Covid-19;
- ✓ Continuity of the social actions developed under **Padtec Illuminar** program;
- 189** new employees were hired, **59%** of them to increase the Company's workforce. Padtec ended 2021 with **709 employees** (20% women);
- ✓ Net Promoter Score (NPS) reached **55%**, an increase of 13 p.p.;
- ✓ Employees engagement level reached **86%**, the highest level since 2016
- ✓ Implementation of several initiatives with customers: **Padtec Talks**, **Padtec Classroom**, inauguration of the **EAD Studio**, creation of the Satisfaction Committee;
- ✓ Quality Management System maintained its **ISO 9001 certification** until 2Q22;
- ✓ **Padtec S.A. completed 20 years of history and innovation in 2021;**
- ✓ Consolidating itself as a reference company in ESG

# ESG Agenda



## Governance

- ✓ Padtec joined B3's Novo Mercado;
- ✓ Creation of the Chief Legal Counsel and Compliance Officer position;
- ✓ Transformation of the Audit Committee into a Statutory Audit Committee;
- ✓ First Compliance Week held in May;
- ✓ Creation of the Company's Long-Term Incentive and Retention Plan, with the issuance of Phantom Shares;
- ✓ Establishment and review of corporate policies and internal regulations



# Highlights

- Significant market share growth;
- International market expansion;
- Consolidation of the partnership with Televes for expansion in Europe, Asia, the Middle East and North Africa;
- Net Promoter Score (NPS): an increase of 13 p.p., reaching 55%;
- 5G: partnership with Airspan and Trópico;
- Increase in the spectrum of solutions for customers;
- Higher R&D investments;
- Innovative financing structure for clients (FIDC, an investment fund in credit rights (receivables))

Padtec: building the future in the present

# 2021 Highlights

## Partnership with Televés brings Padtec's DWDM technology to EMEA

Through the partnership, DWDM solutions developed by Padtec become part of Televés's product line.

June 25, 2021

International expansion

Connectivity and 5G

NEGÓCIOS

## PADTEC, TRÓPICO E AIRSPAN SE UNEM POR SOLUÇÕES PARA REDES 5G

## Padtec conclui estruturação de fundo de até R\$ 100 milhões com BNDESPar

Por Flávyá Pereira, Valor — São Paulo

FIDC fund structuring

## Novas gerações de equipamentos são destaque da Padtec no encontro de provedores da Abrint

07/12/2021

Além de novos transponders de 400 Gb/s por canal óptico, a empresa também apresenta produto de última geração que adiciona mais flexibilidade às redes DWDM.

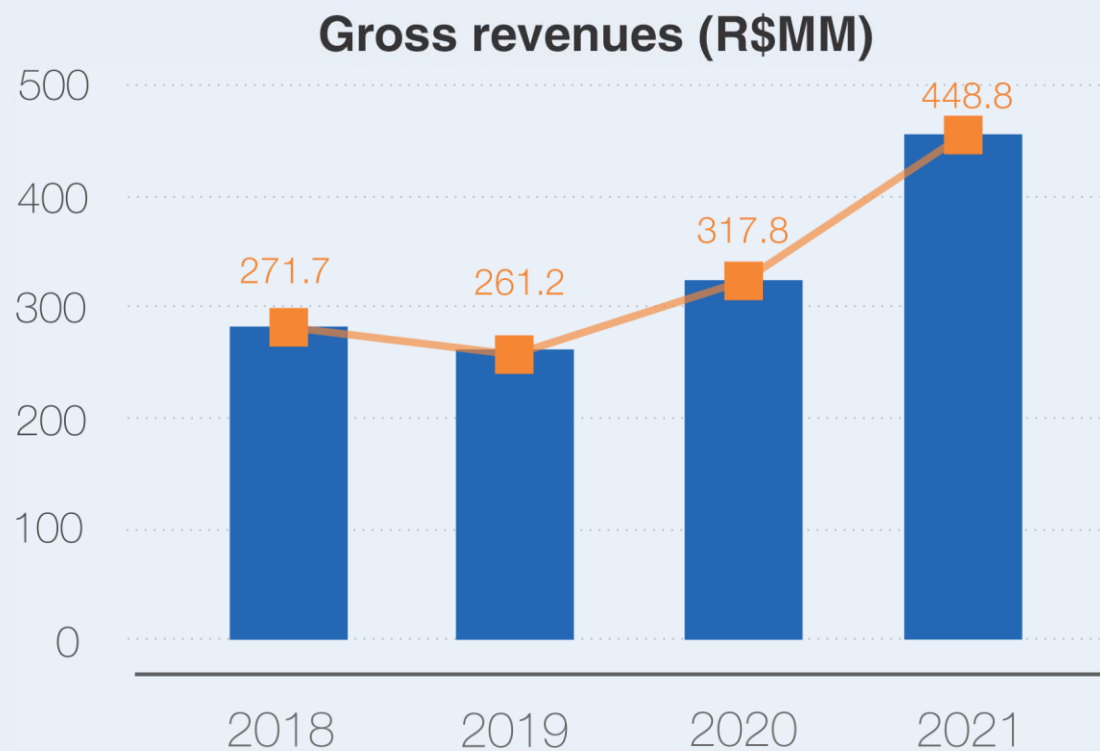
Products release

Padtec



# Financial Results

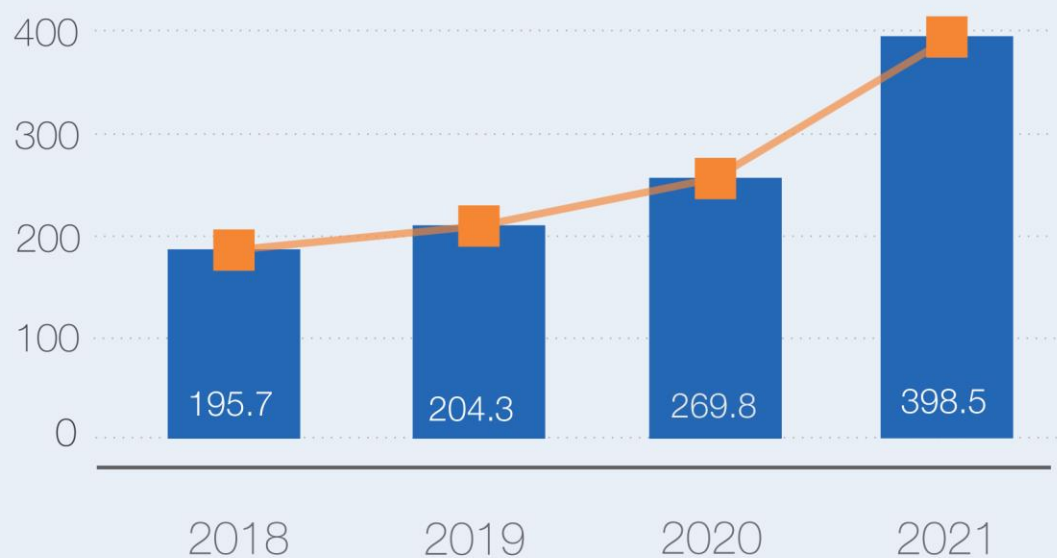
Revenue maintains growth and reaches new record



# Financial Results

The DWDM business unit played an important role in the good results achieved, registering a 47.7% growth

Gross revenues – DWDM business unit (R\$MM)



**CAGR**  
2018-2021  
**+26.8%**

**DWDM**  
**revenues**  
2021 x 2020  
**+47.7%**

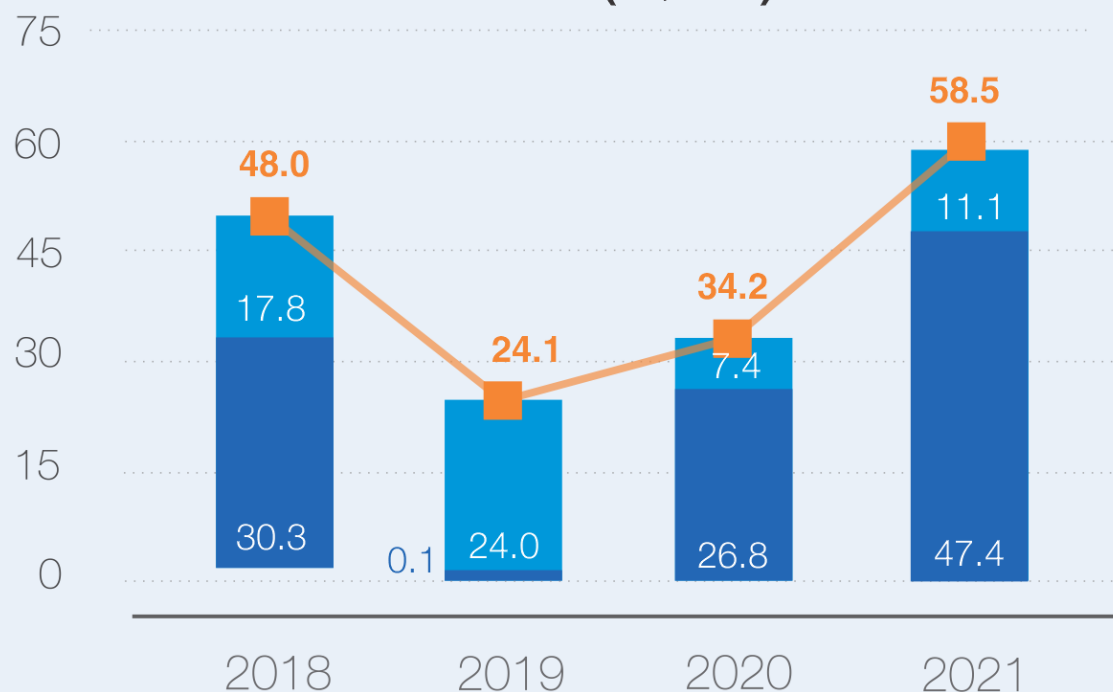
# Financial Results

**Strong margins since 2Q20 point out the Company's good profitability**



# Financial Results

## EBITDA (R\$MM)



■ Adjusted EBITDA   
 ■ Non-recurring effects   
 ■ EBITDA

Adjusted EBITDA

**2020 x 2021**

**+77.1%**

**R\$ 47.4 mi**

(vs. R\$ 26.8k in 2020)

Adjusted EBITDA

**2020 x 2021**

**+71.2%**

**R\$ 58.5 mi**

(vs. R\$ 34.2k in 2020)

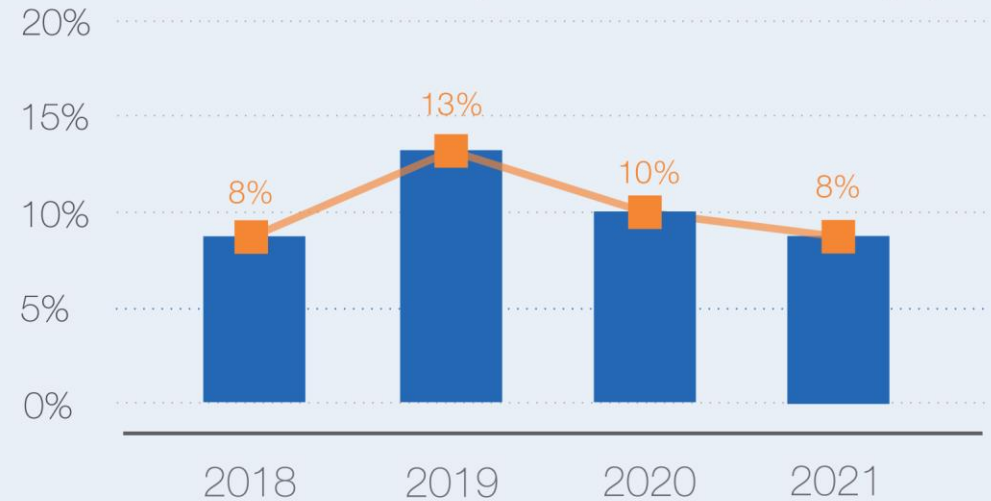
*Combined data since january 2018*

# Financial Results

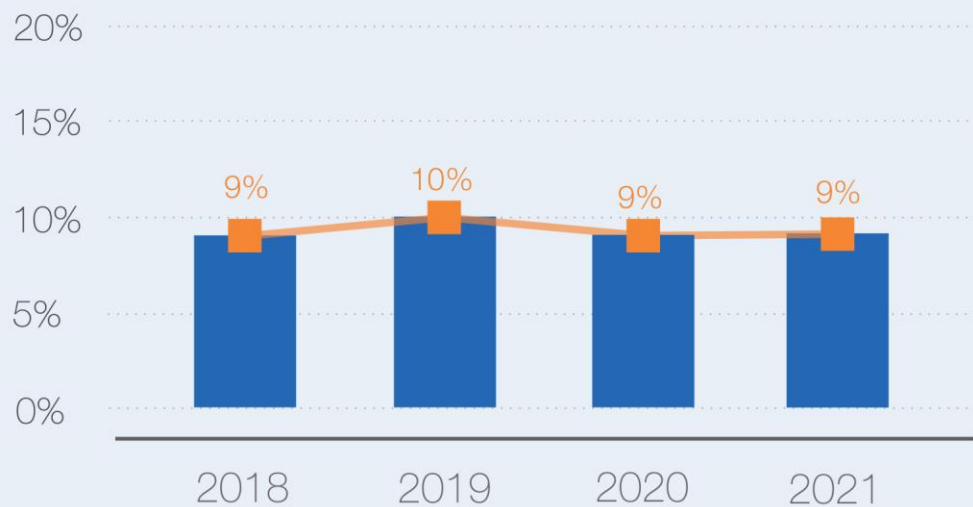
## R&D x Revenues (R\$MM)



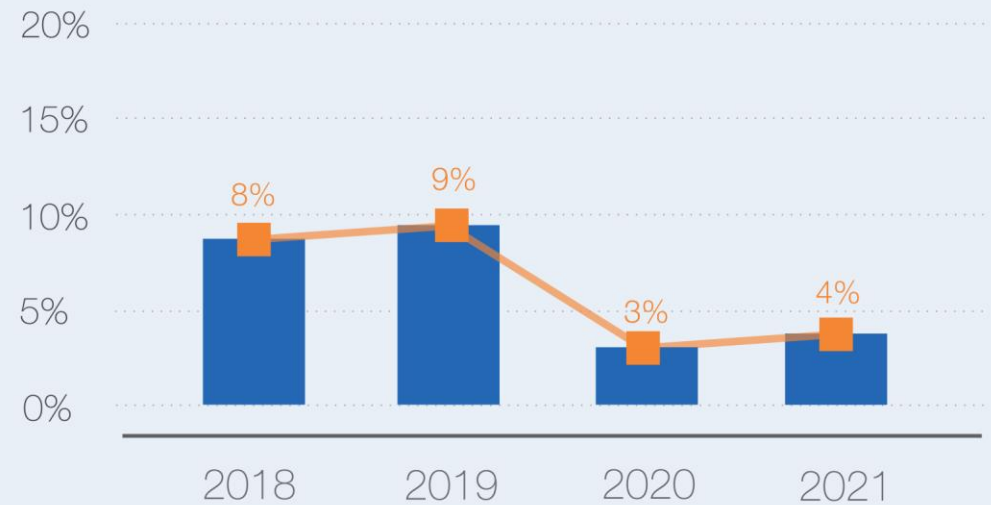
## Administrative Expenses x Revenues (%)



## Sales Expenses x Revenues (%)



## Financial Expenses x Revenues\* (%)



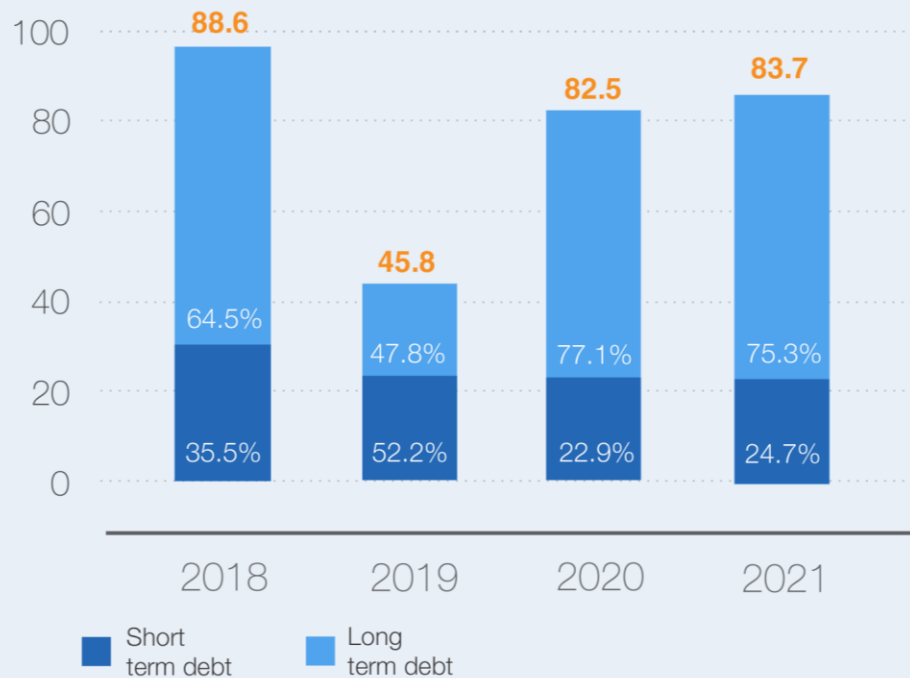
Combined data since January 2018

\*does not consider exchange variation

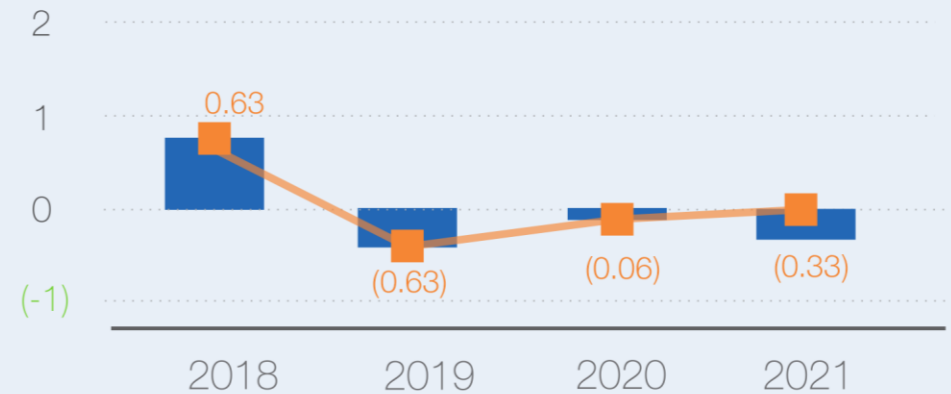
# Financial Results

**Solid capital structure and profitability preservation guarantee the resources for growth acceleration**

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

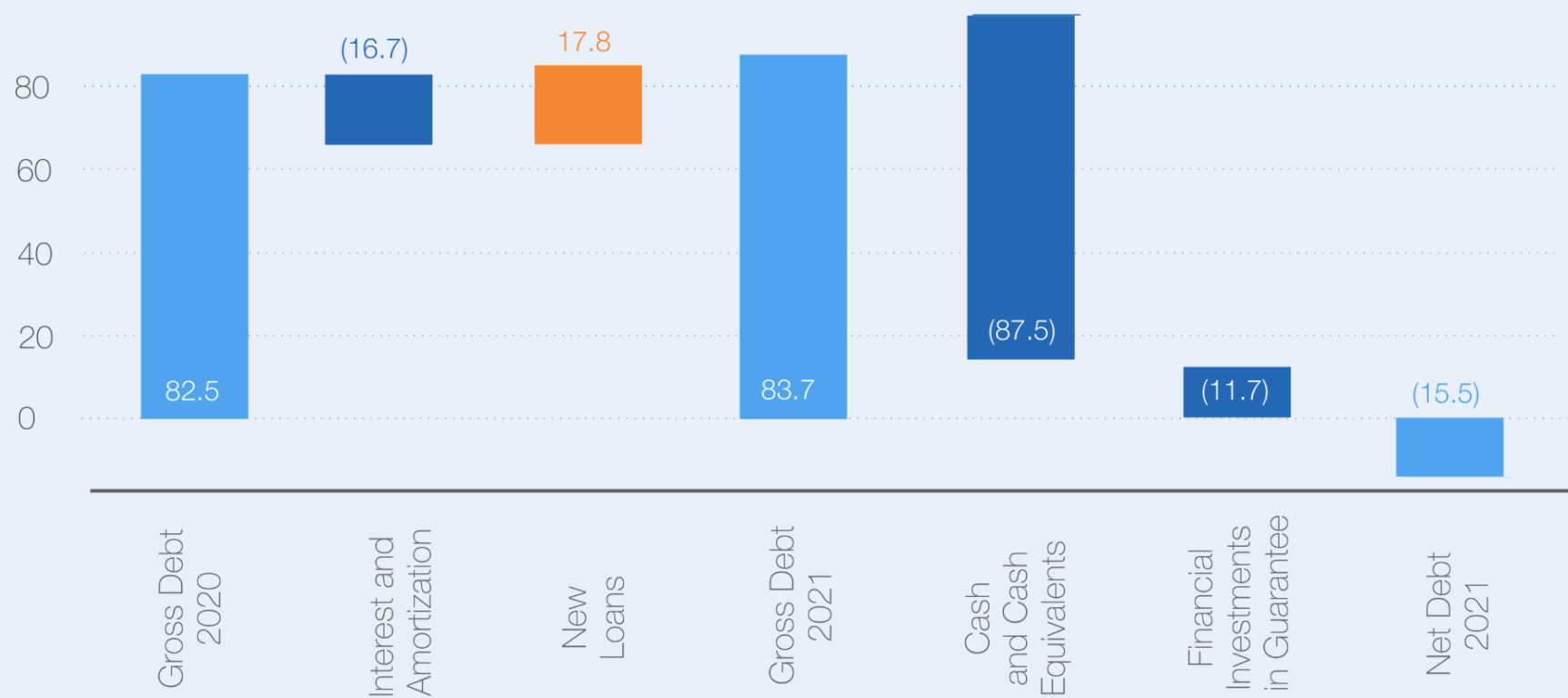


**Net Debt / Adjusted EBITDA**



# Financial Results

Debt evolution (R\$ million)



# Padtec

Por um mundo *inteligentemente* conectado.

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