

Padtec

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Disclaimer

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.

Any changes in these assumptions and factors could lead to practical results that differ from current expectations. These forward-looking statements should not be fully relied upon. Forward-looking statements reflect only opinions as of the date they were made and presented.

The Company is not required to update them in the light of new information or new developments. The Company is not responsible for transactions that are carried out or for investment decisions that are made based on these projections and estimates. Finally, the pro forma financial information contained in this material is unaudited and, therefore, may differ from the final audited results.

Our story

Who we are?

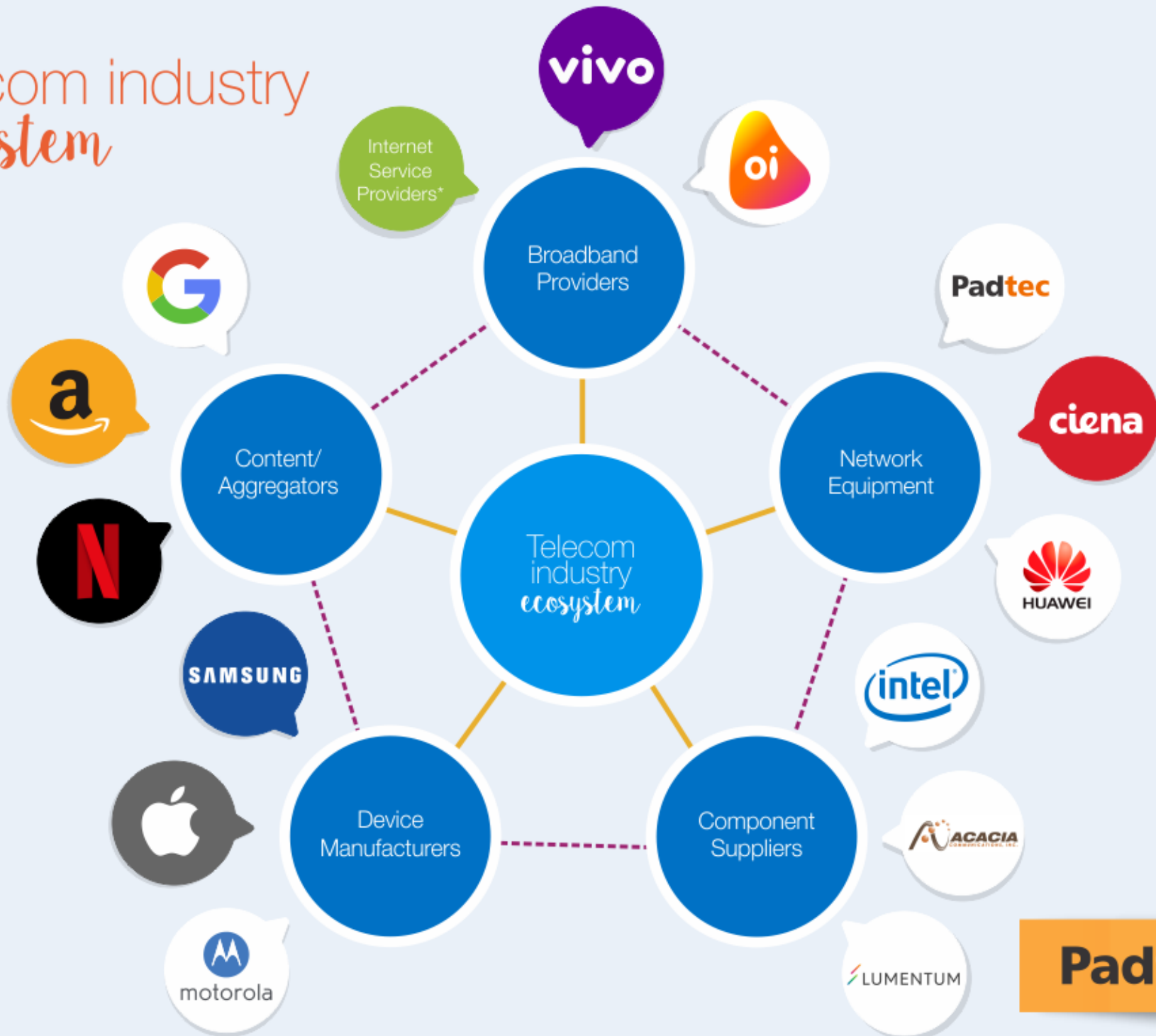
- Brazilian multinational listed on B3 - Novo Mercado (Sao Paulo stock exchange: PDTC3);
- Operations started in August, 2001, as a spin-off of CPqD (Largest Telecom Research and Development Center in Latin America);
- 20 years in the telecom market with bona fide set of customers;
- 700+ employees in 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

Padtec

Telecom industry ecosystem

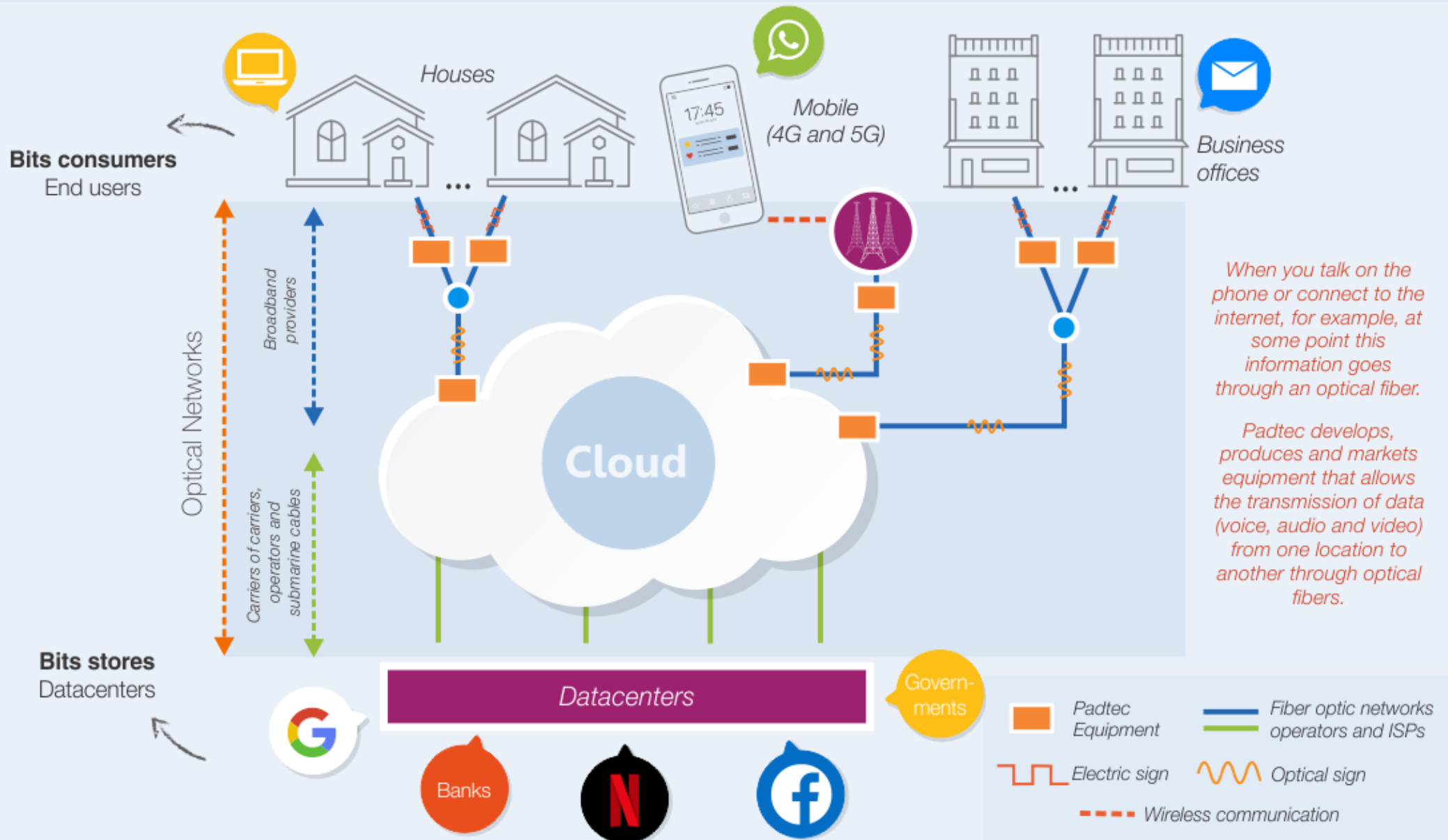


*Small providers.

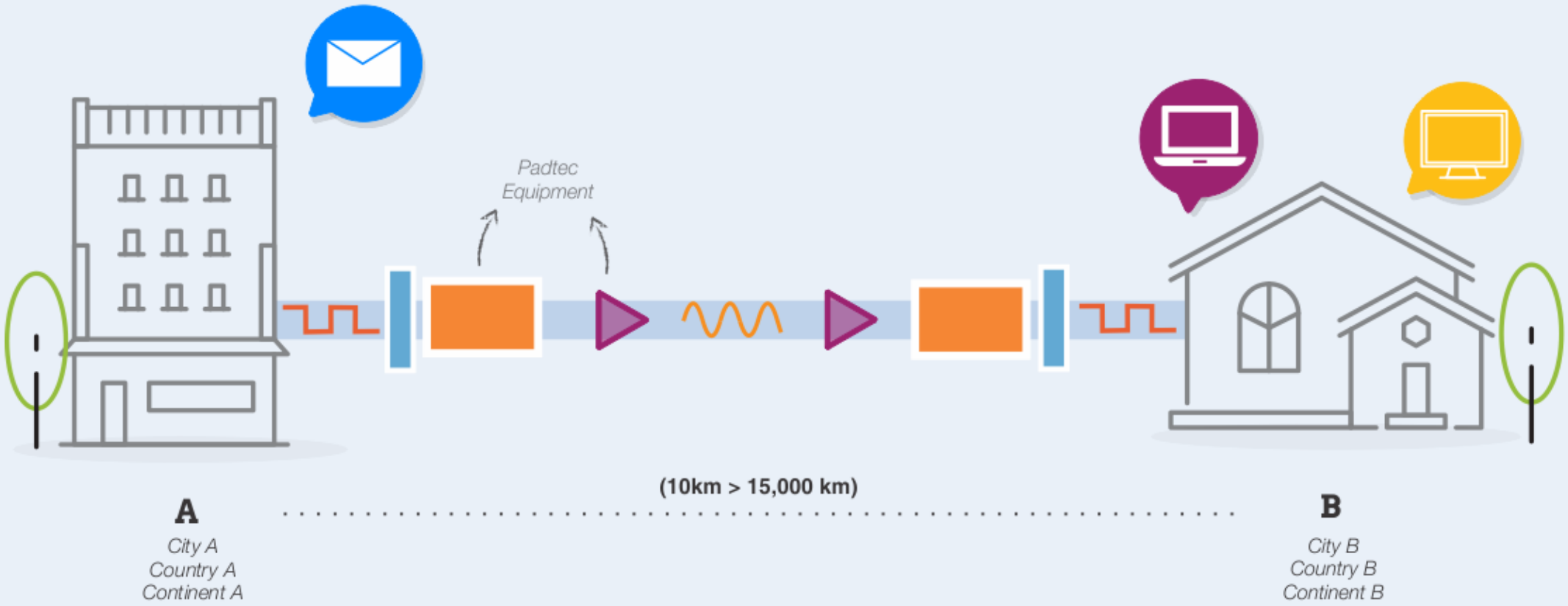


The *smartly* connected world we make

Padtec



The *smartly* connected world we make



 Electric sign  Optical sign  Transponders  Optical amplifiers  Routers



Customer portfolio

Fixed and mobile service providers



Regional Service Providers



Carriers of Carriers



Global carriers



Utilities, Oil&Gas e Integrators



Data Center e Multimedia





Governmental and research institutions



More than
200,000
km of DWDM backbone
in GALA region

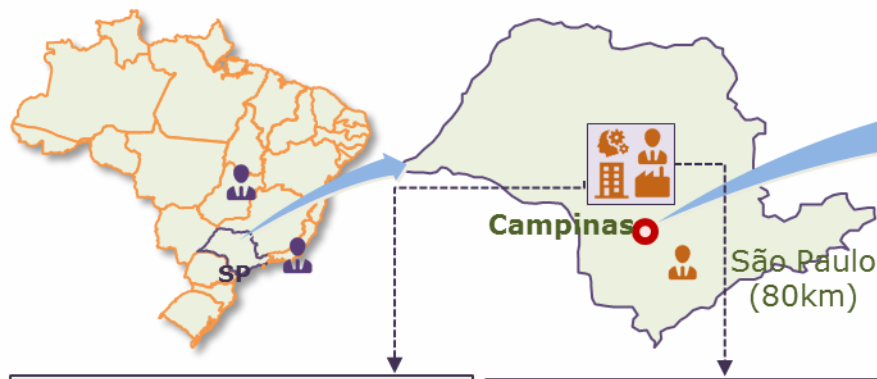
Networks with Padtec solutions

-  Metro networks in important cities in the Americas
-  Backbone Networks



Company Overview: Strategic Location

Padtec is strategically located in one of the largest technological hubs of Latin America



Campinas Metropolitan Region



Technological Hub

- 1 **Padtec**
- 2 Renowned university in Latin America in engineering and technology fields
- 3 University with importante R&D institute
- 4 Manufacturer os electronic products for the technology industry
- 5 Viracopos International Airport. One of Latin America's most developed airports
- 6 Largest manufacturer of 3C products in the world
- 7 Second largest manufacturer of 3C products in the world
- 8 One of the largest players in the communications equipment industry
- 9 Amongst the largest developers and manufactures of technology products in the world
- 10 Amongst the largest developers and manufactures of technology products in the world



Label

- Administrative office
- R&D Center
- Manufacturing plant
- Commercial office

Padtec headquarters is inside CPqD's Campus, known as of one of the most advanced ICT R&D centers in Latin America.

Our human network

Innovation&People



700+
people



480+
in the headquarters
(Campinas, Sao Paulo)



220+
in several cities in
Brazil, Argentina,
Colombia and USA

86%
is the
engagement
index of the
company's employees
Source: Opine! 2021
(Padtec Climate Survey)

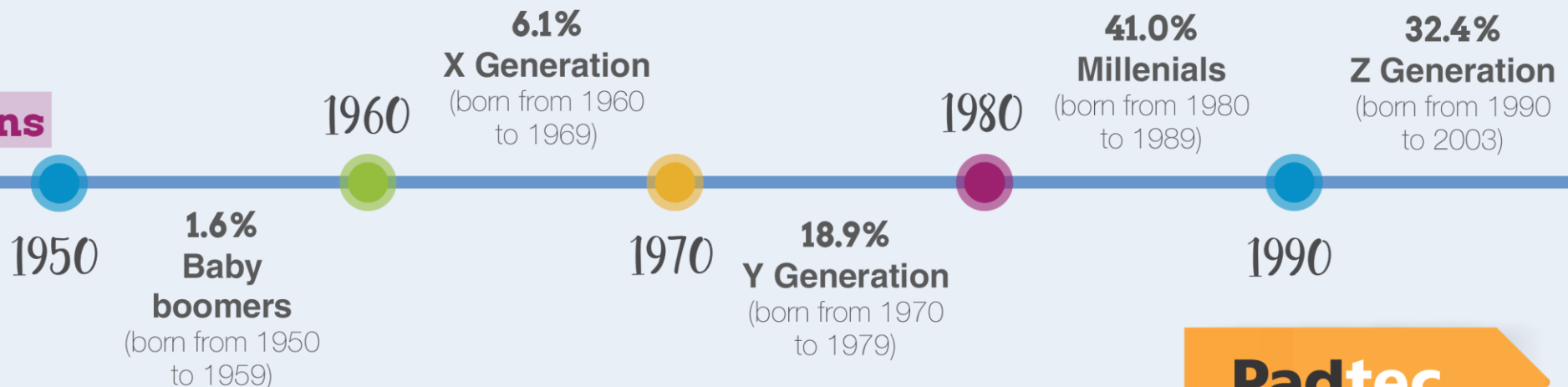


52%
with college degree
2% with PhDs and
masters degrees

25%
are engineers

19%
are women
vs. 81% are men

Generations



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The future we make

2001 - 2021



The destination is the world.

2001

Padtec starts operations in August 2001, spin-off originating from CPqD optical communication laboratories.

2004-2006

Padtec focuses its operations on expanding the company and growing revenue. The company consolidates itself as one of the largest suppliers of optical equipment in the world and wins an auction for the construction of Telebras' national backbone.

2010-2013

Padtec connects Brazil and the world at the 2014 World Cup, launches into the sea with the Sea Trial of its submarine repeater and deploys a subfluvial system for the Brazilian Army in Rio Negro (Manaus).

2014-2015

Padtec completes 16 years of innovation with the delivery of the underwater optical network to Google. The company hires a new management team and increases investments in operational efficiency, adopting the Lean methodology.

2015-2016

Padtec triples its EBITDA margin and reduces its financial cycle. The company also launches new transmission platforms synchronized with the industry's technology cycle with the support of agile methodology.

2017-2018

Padtec successfully concludes the sales of its Submarine Systems division and its OTN Switching business unit to major multinationals in the sector. In 2020, the company becomes publicly traded listed on B3 (Sao Paulo stock exchange - ticker: PDTC3), structuring itself to grow even more.

2019-2021



Vocation for the future.



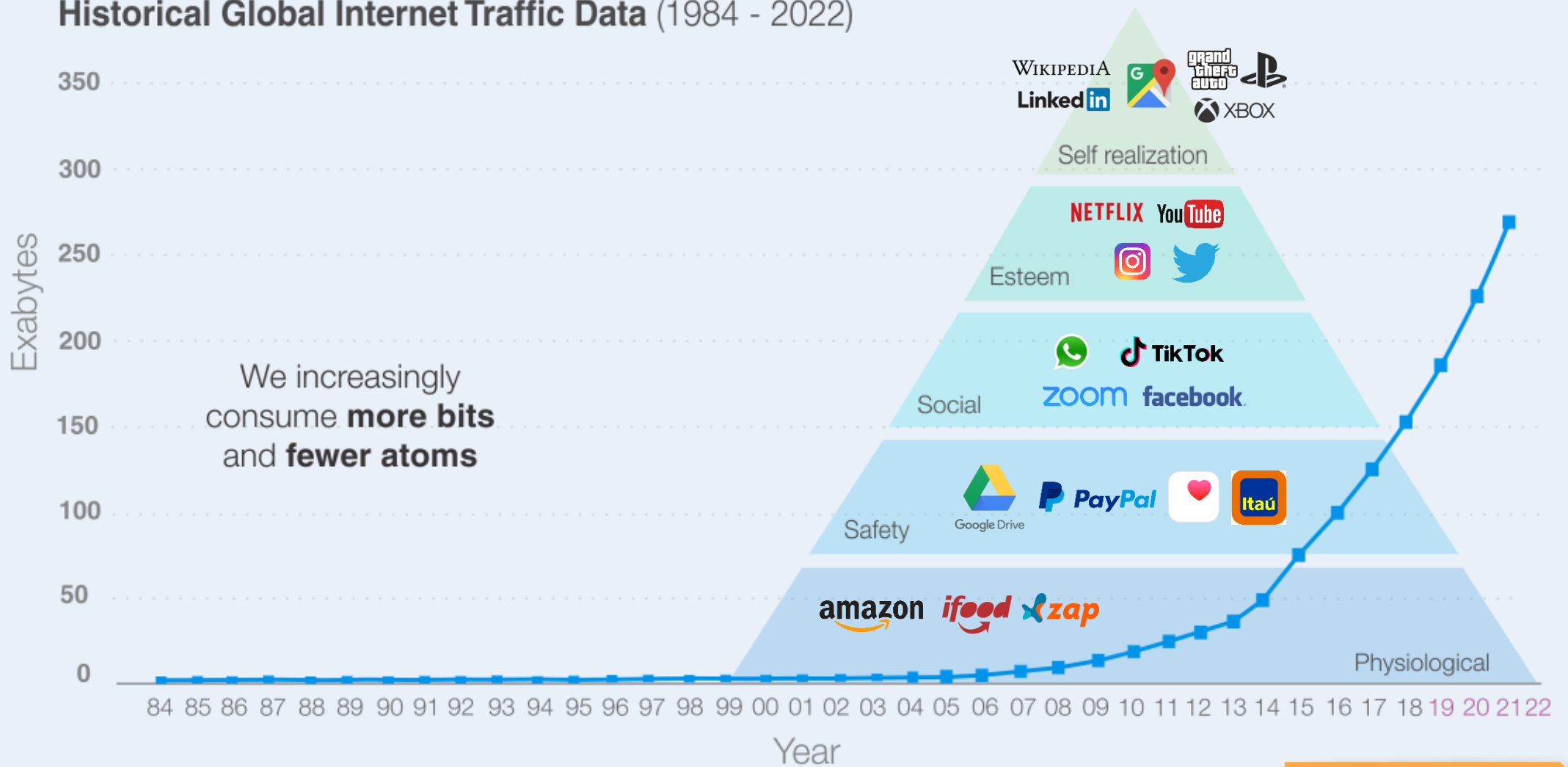
A new decade.

The future we make.

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Data traffic drives *optical transmission*

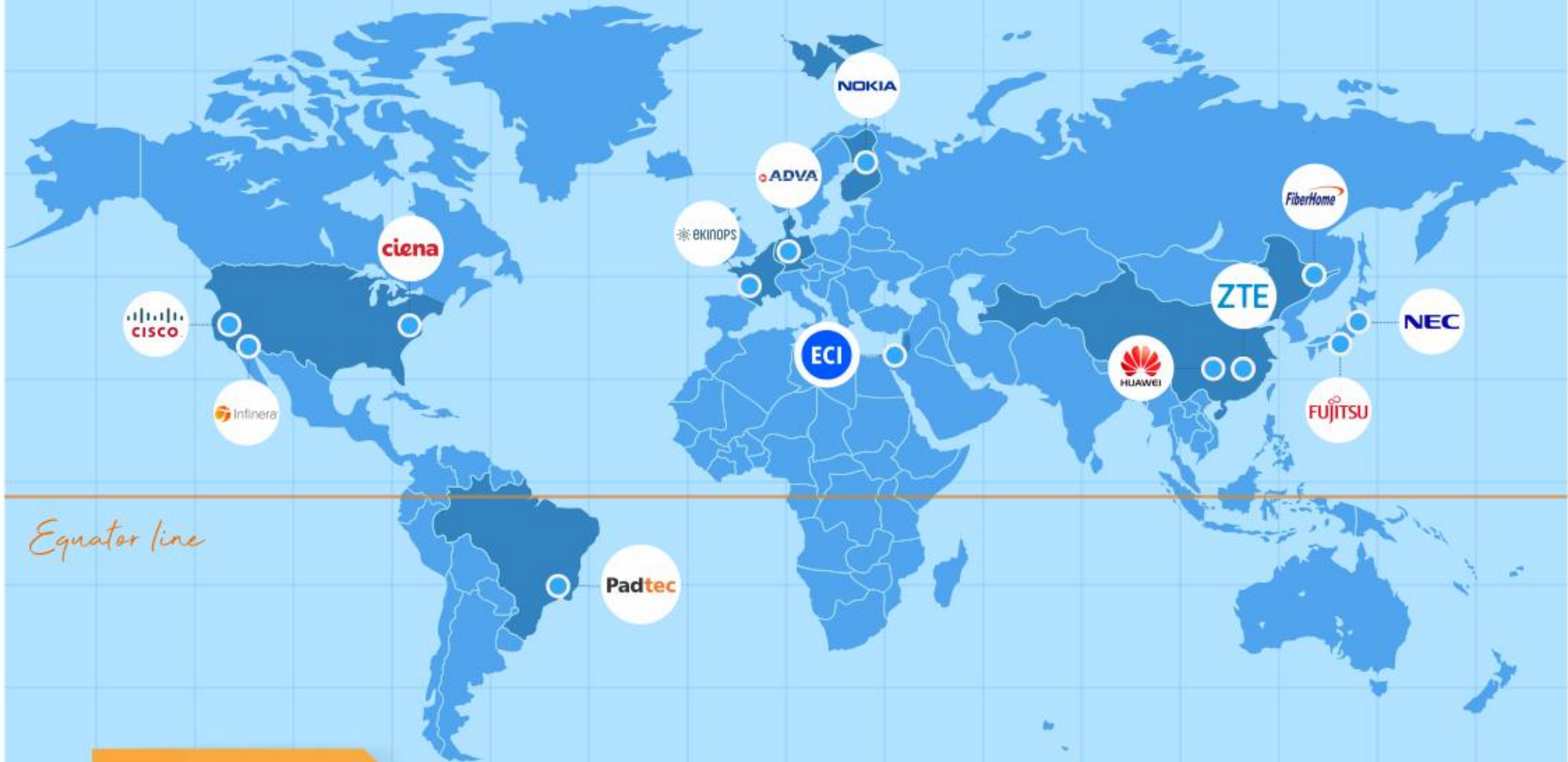
Historical Global Internet Traffic Data (1984 - 2022)



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



Geopolitics of the DWDM market



Equator line



This map was made by Padtec

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

Premium services

Points Of Presence (POPs)

Network Operation and Maintenance (O&M)

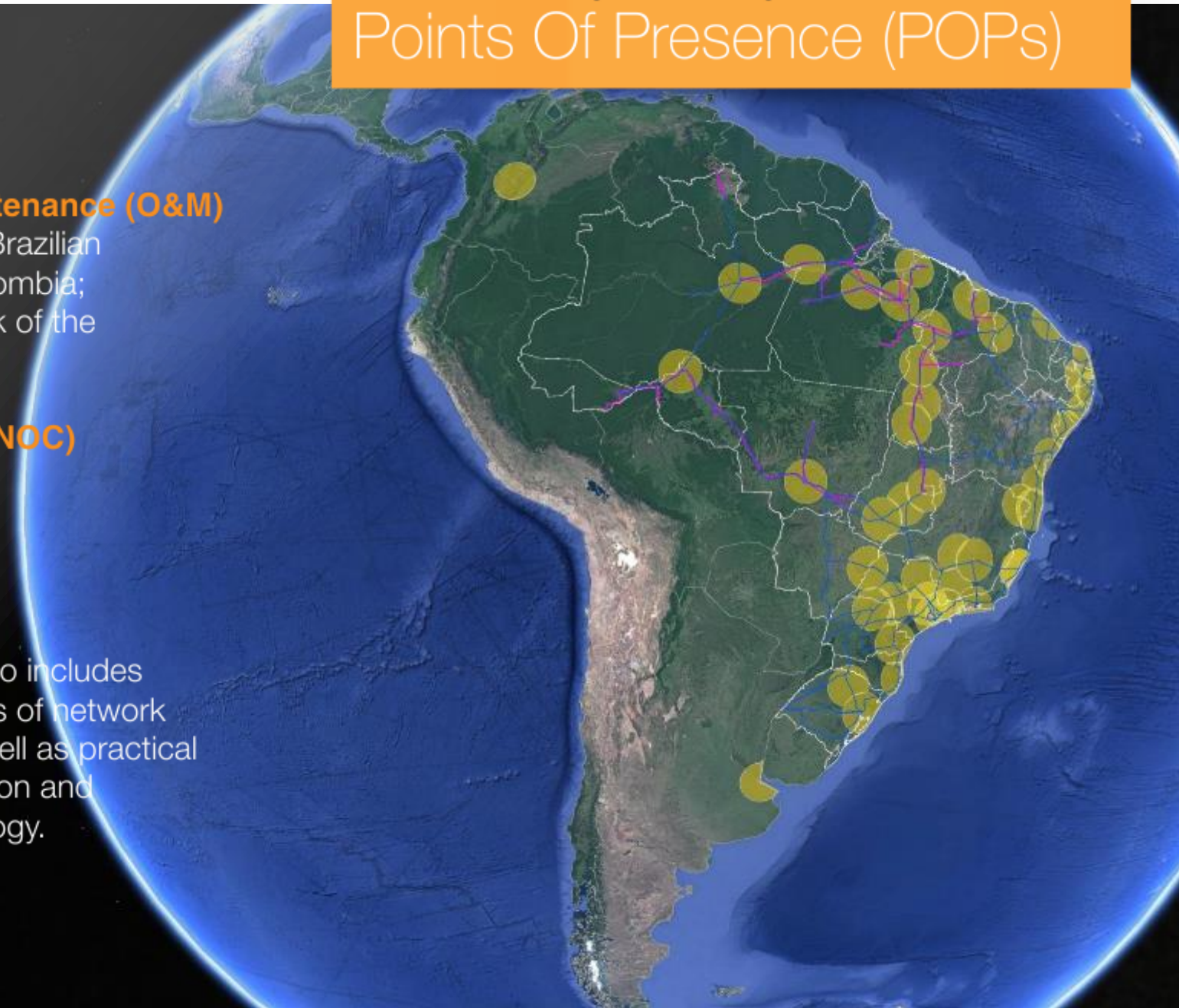
- More than **40 POPs** all over Brazilian territory, in Argentina and Colombia;
- 4H SLA for support to any link of the monitored networks;

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.





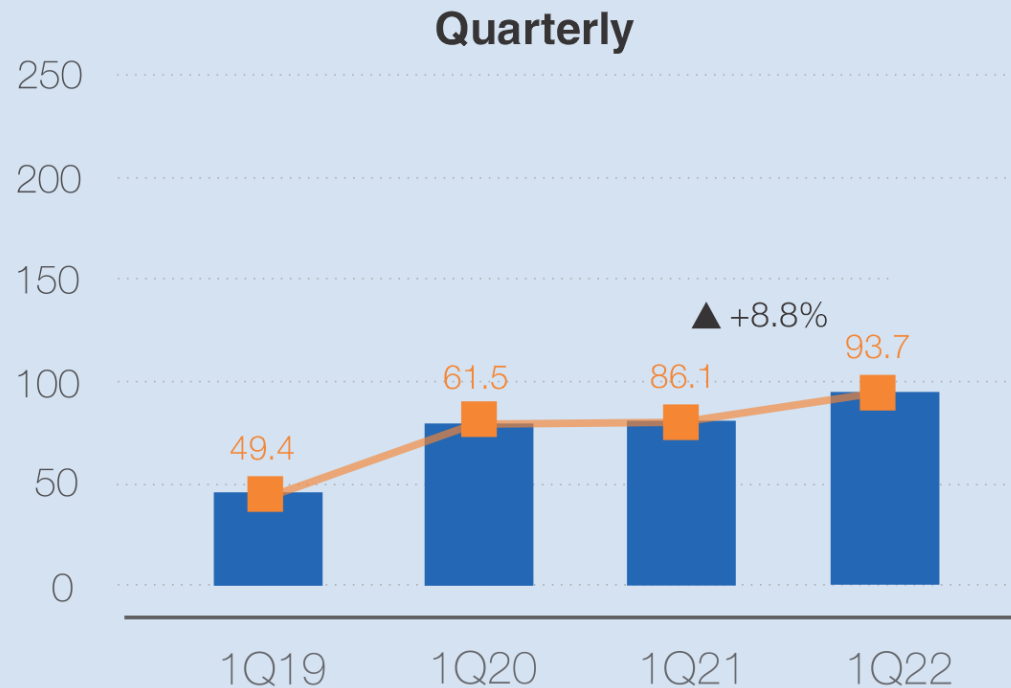
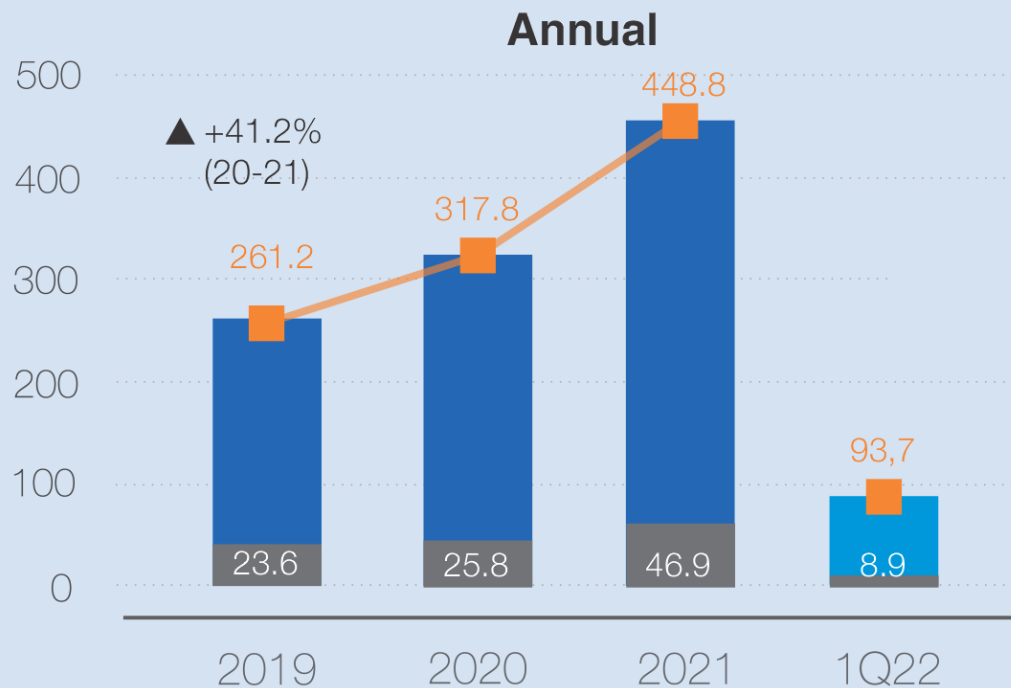
Financial Results

2019 - 1Q22

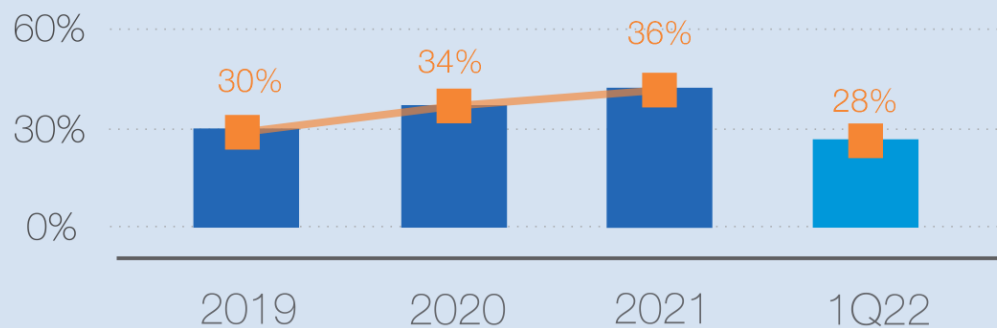
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Financial Results

Gross revenues (R\$MM)

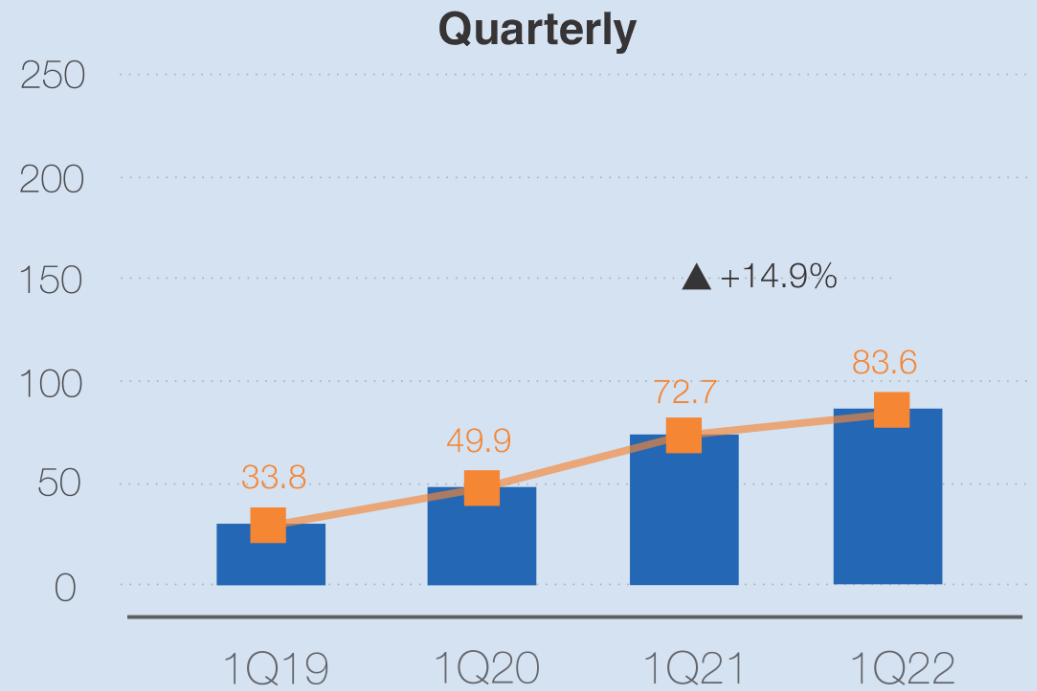
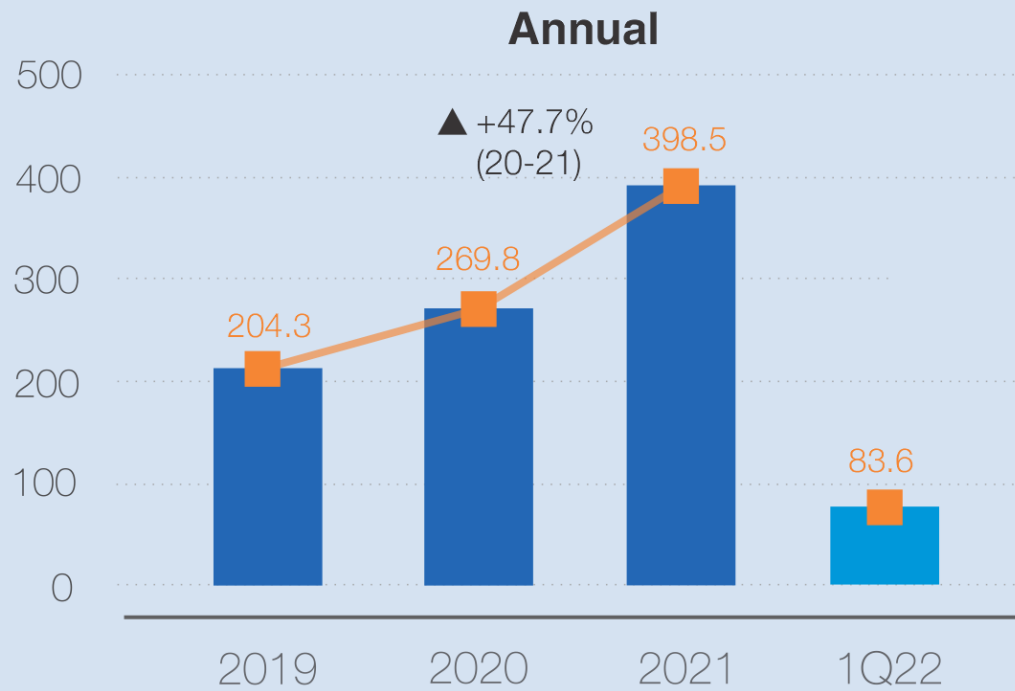


Gross margin (%)



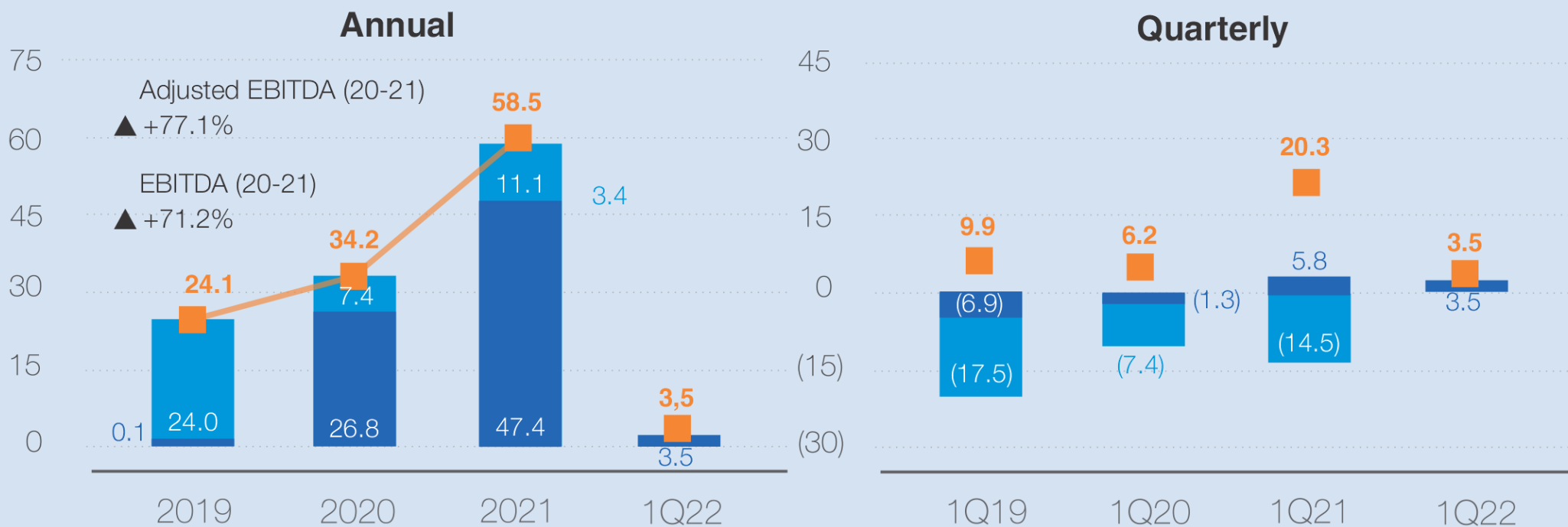
Financial Results

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



Financial Results

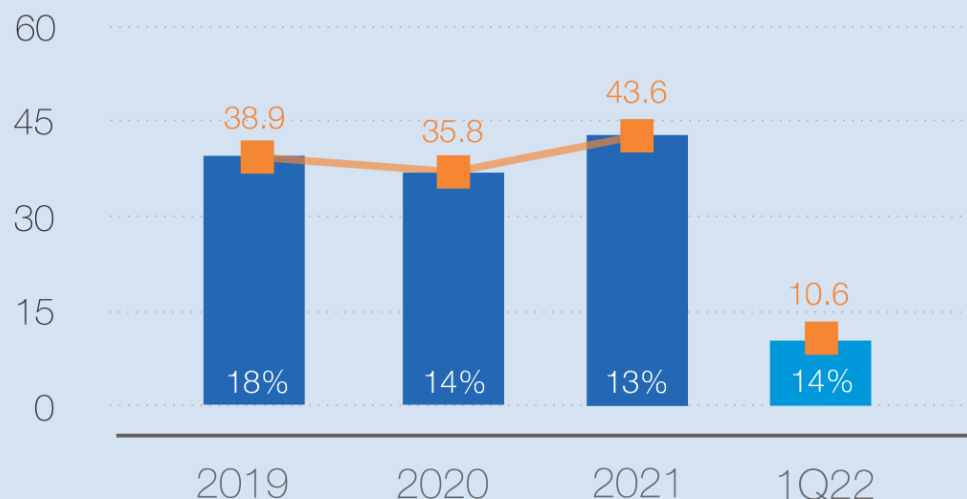
EBITDA (R\$MM)



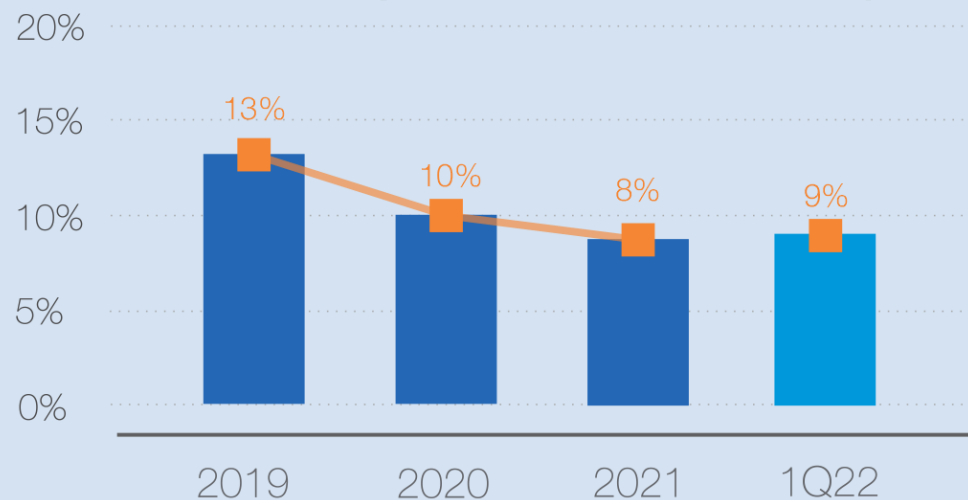
■ Adjusted EBITDA
 ■ Non-recurring effects
 ■ EBITDA

Financial Results

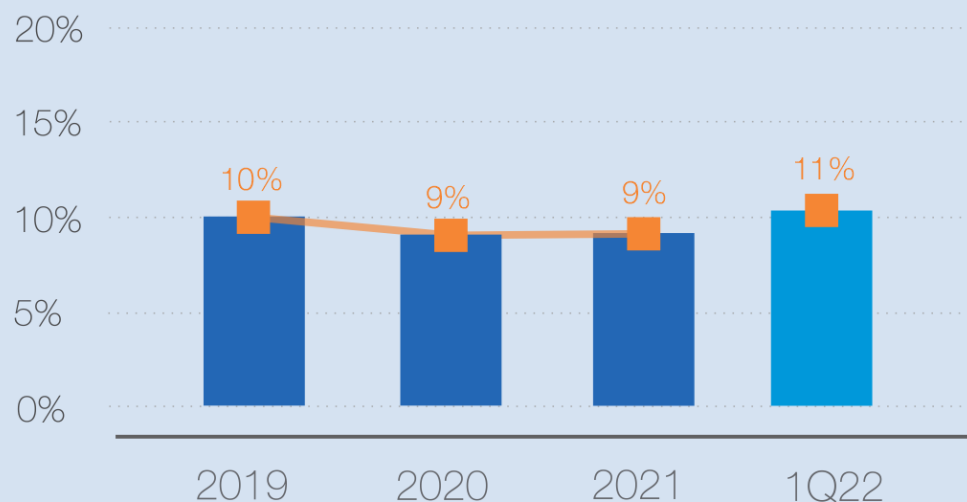
R&D x Net Revenues (R\$MM)



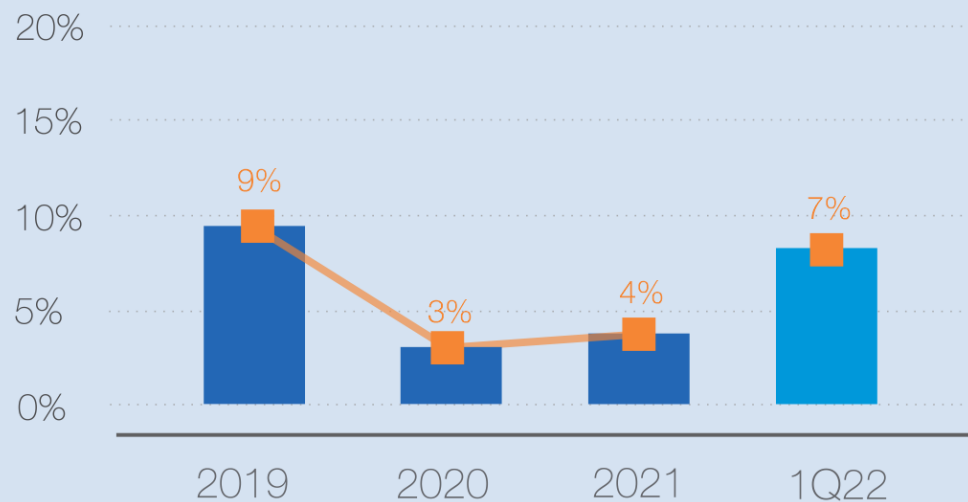
Administrative Expenses x Net Revenues (R\$MM)



Sales Expenses x Net Revenues (R\$MM)



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



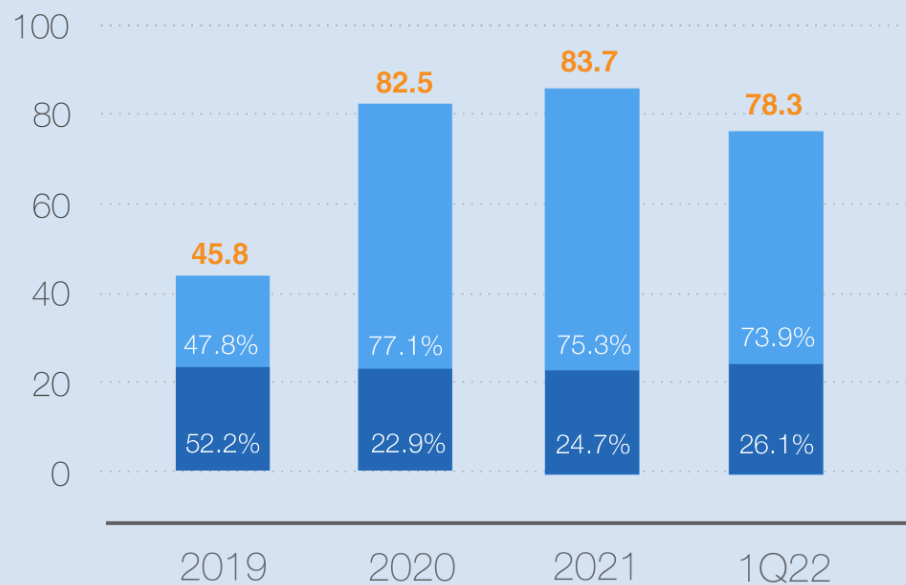
Combined data since January 2019

*does not consider exchange variation

Financial Results

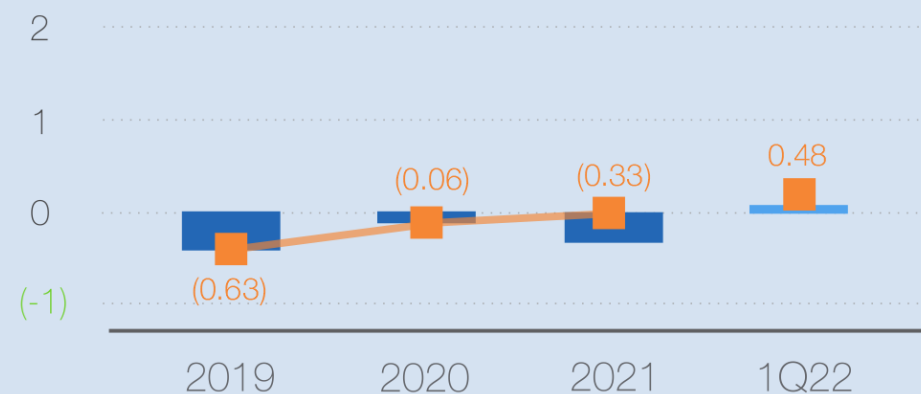
Solid capital structure and profitability preservation guarantee the resources for growth acceleration

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



Short term debt Long term debt

Net Debt/Adjusted EBITDA



Financial Results

Debt evolution (R\$MM)

