

Results Webcast

1Q2022

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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.

The world *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

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The *smartly* connected world we make

Make high quality internet accessible to all, through increased data transmission capacity and low latency in fiber optic networks

Higher connectivity means less circulation of people and therefore less carbon emissions and a healthier and more productive life



Contribute to our clients' success, training and empowering teams in state-of-the-art technology equipment

Essential in the mission-critical transport and storage of data over short, medium and long distances

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How about our future?

Growth opportunities

International expansion with a focus on LatAm

Amplify market share in LatAm region

Penetrate US and European markets

Financing to international customers

Forfait operations for international sales financing, based on the principle of discounting receivables

Amplify our products portfolio

Strengthen Premium Services unit

Programmable networks for customer cost reduction

Develop innovation initiatives

New financing agreements signed with FINEP

Increase customer base and loyalty

Financing to local customers (Brazil)

Best-in-class support to ISPs

Offer of spare part as a service

Structuring of FIDC BNDES, which will also use Funtel resources

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New patents registered

Commitment to technological innovation

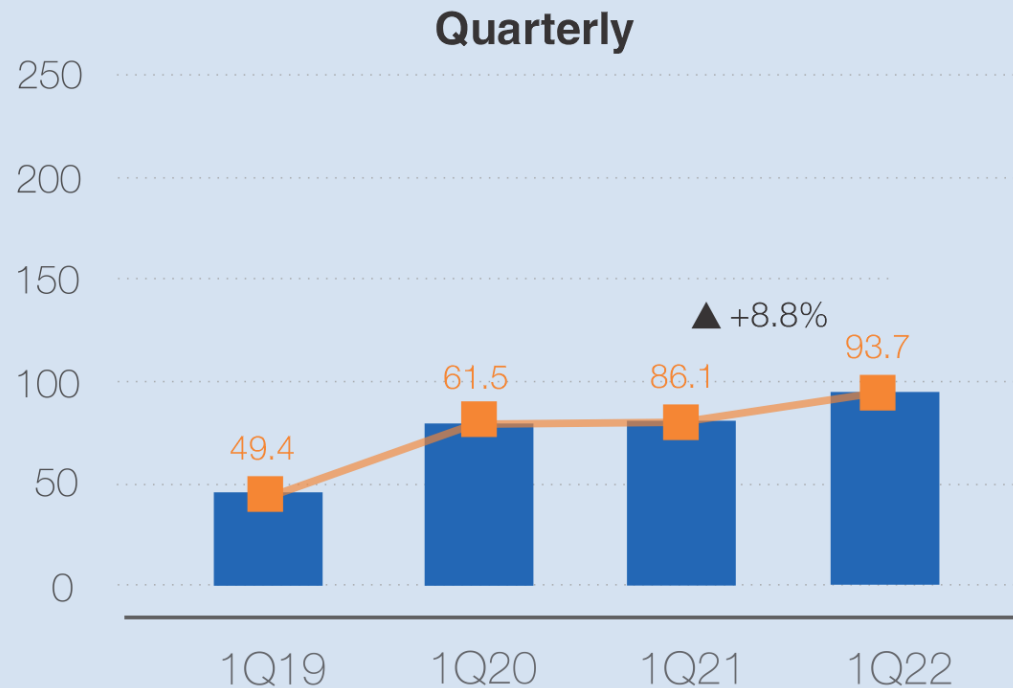
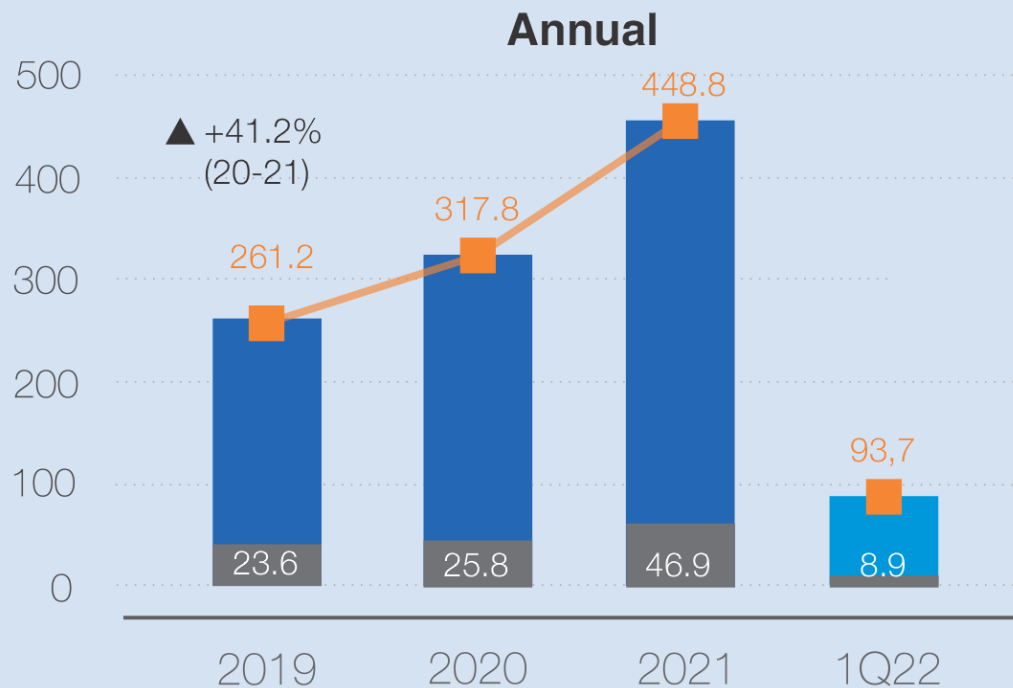
- In 2022, Padtec obtained the registration of three new invention patents at INPI, the Brazilian National Institute of Intellectual Property;
- Therefore, the Company reached **six registered** patents of a total of more than **15 filed**, several of them developed in partnership with Unicamp (the State University of Campinas) and the Fundação CPQD;
- Padtec invests, in average, 13% of its annual revenues in R&D, in 2021 it allocated more than R\$43.6 million;
- More than 140 employees in the R&D teams



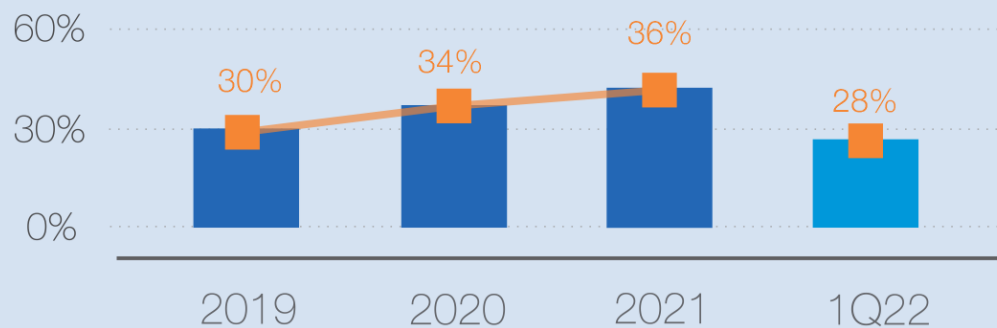
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Financial Results

Gross revenues (R\$MM)



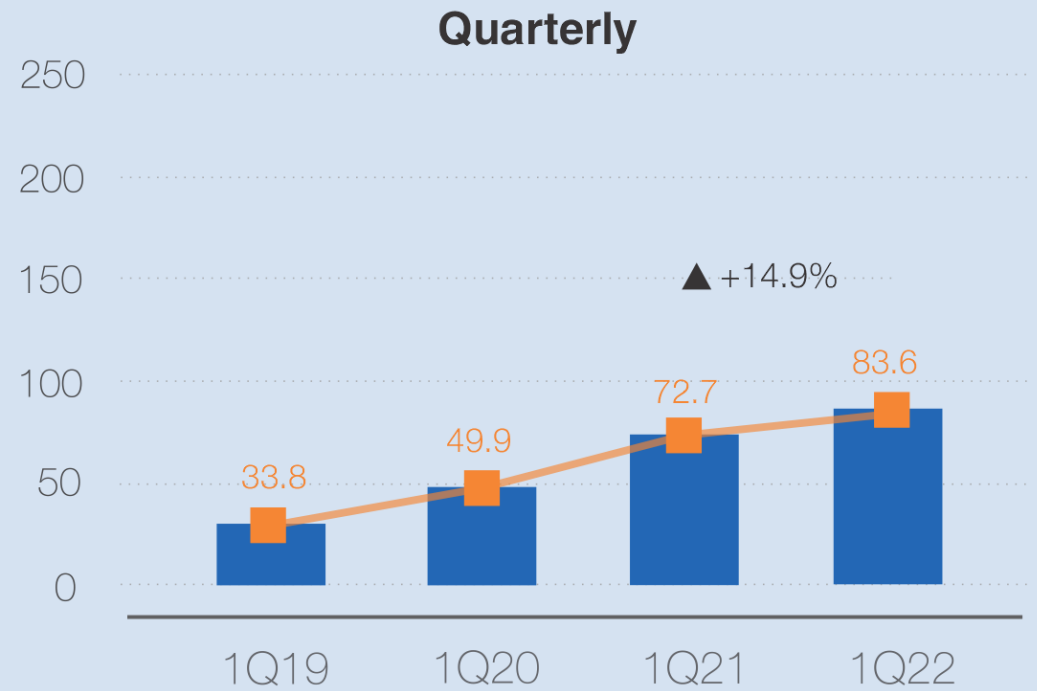
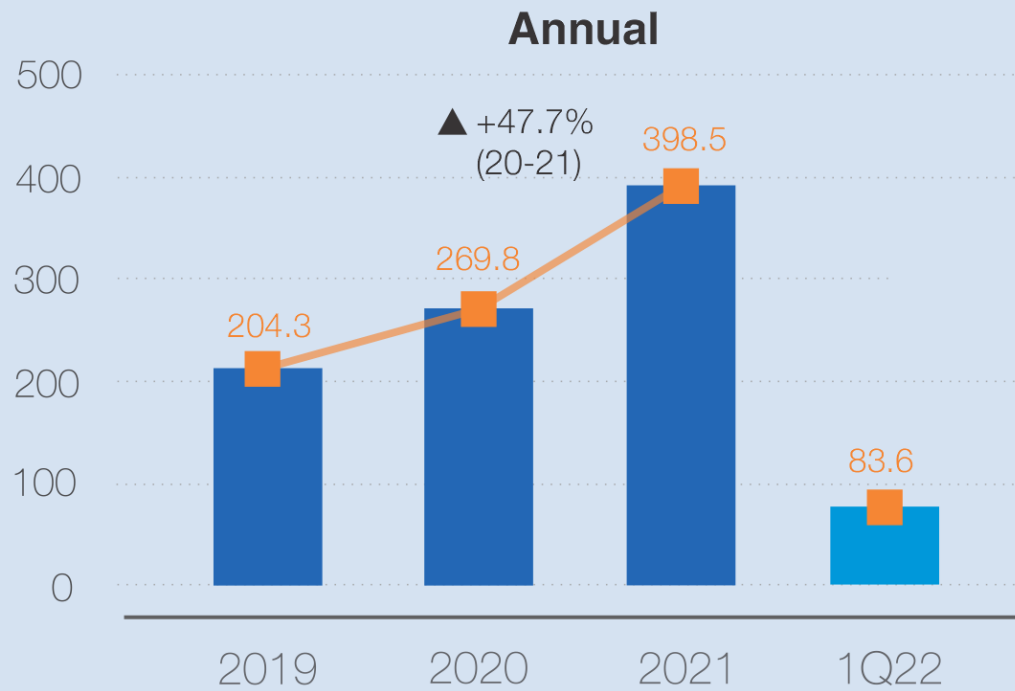
Gross margin (%)



■ Export

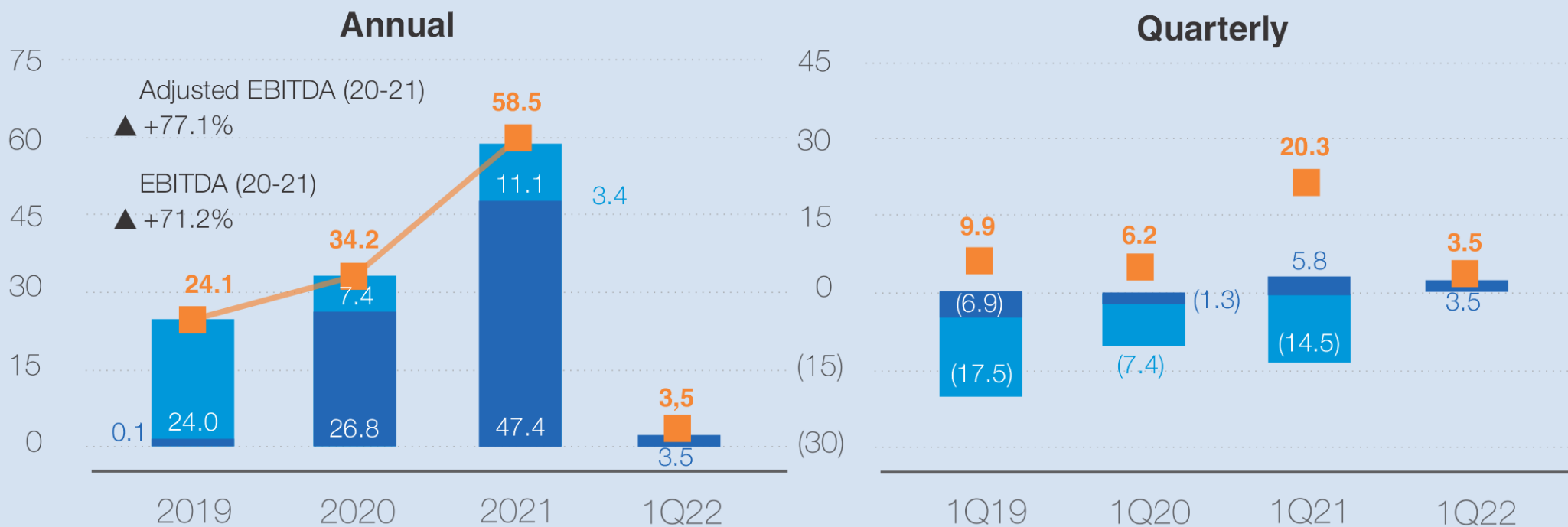
Financial Results

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



Financial Results

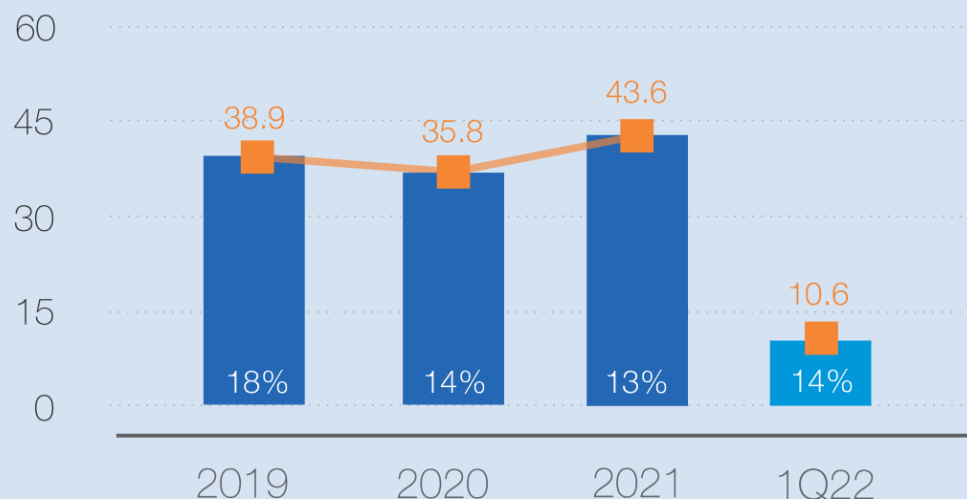
EBITDA (R\$MM)



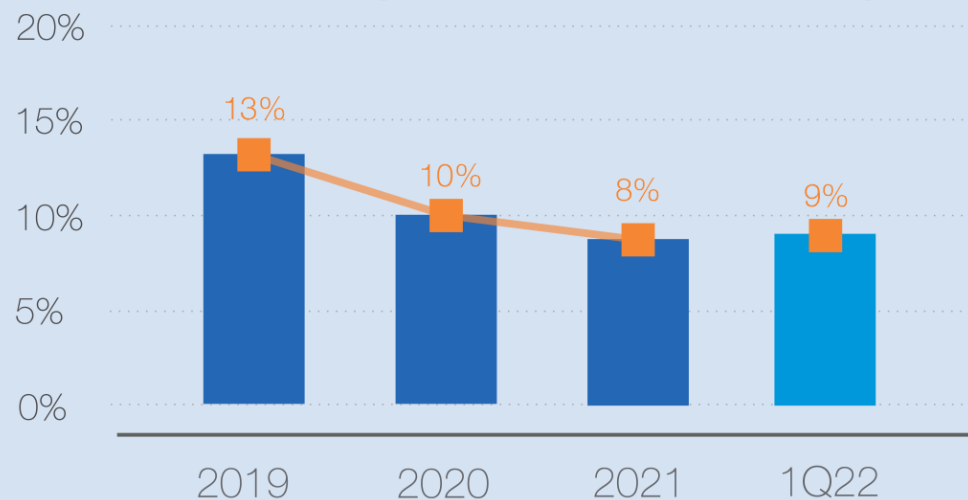
■ Adjusted EBITDA
 ■ Non-recurring effects
 ■ EBITDA

Financial Results

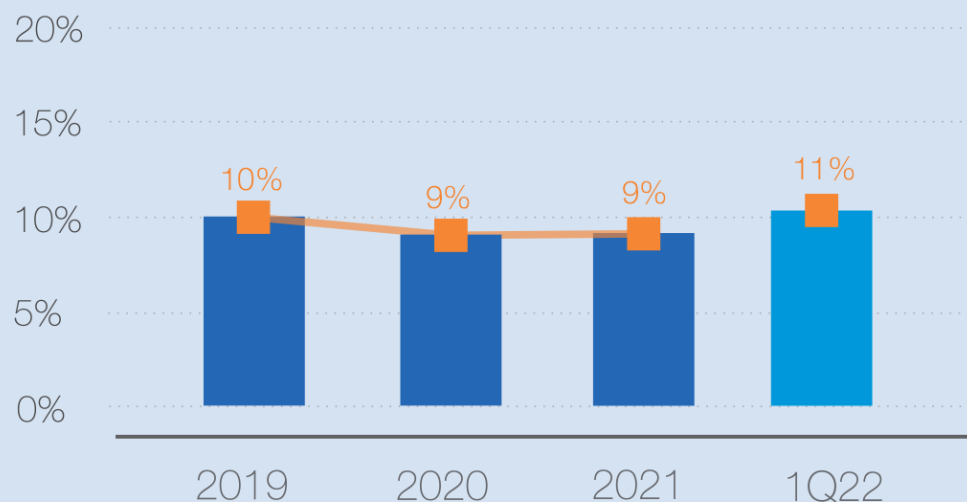
R&D x Net Revenues (R\$MM)



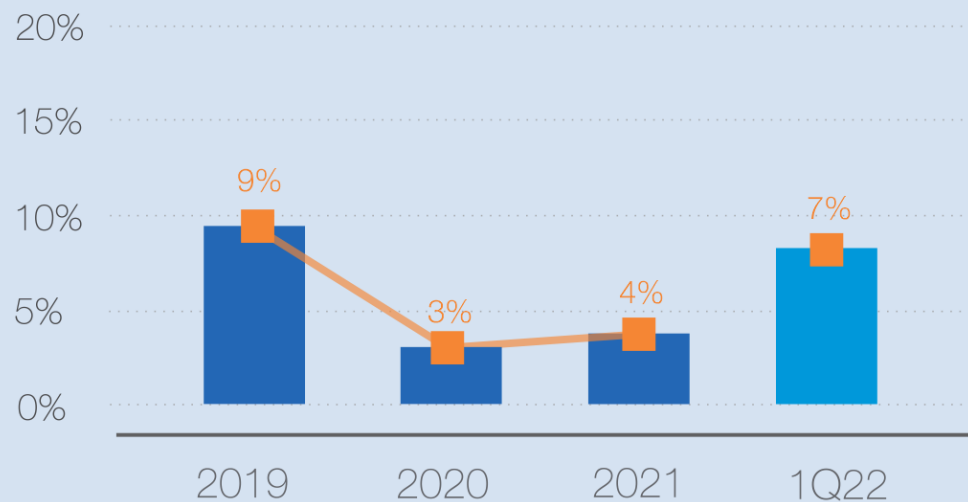
Administrative Expenses x Net Revenues (R\$MM)



Sales Expenses x Net Revenues (R\$MM)



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



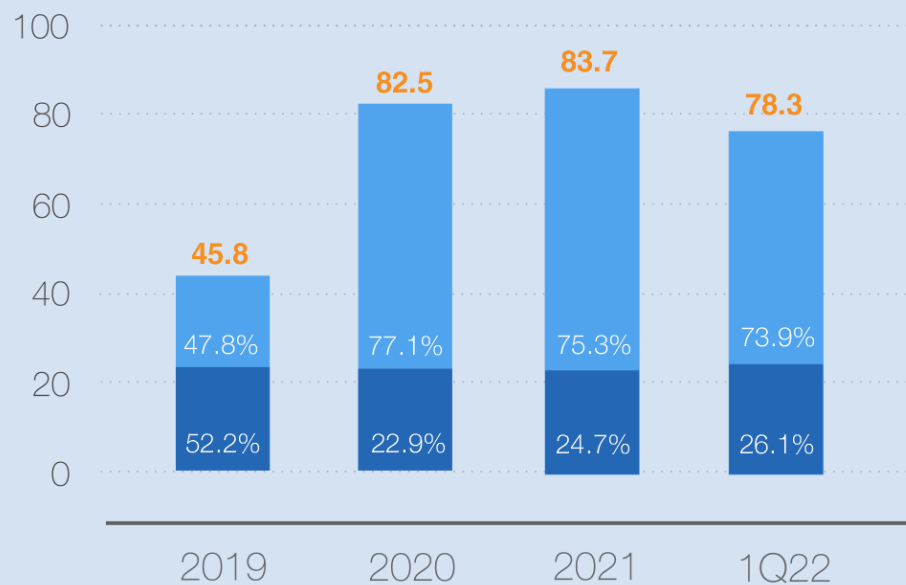
Combined data since January 2019

*does not consider exchange variation

Financial Results

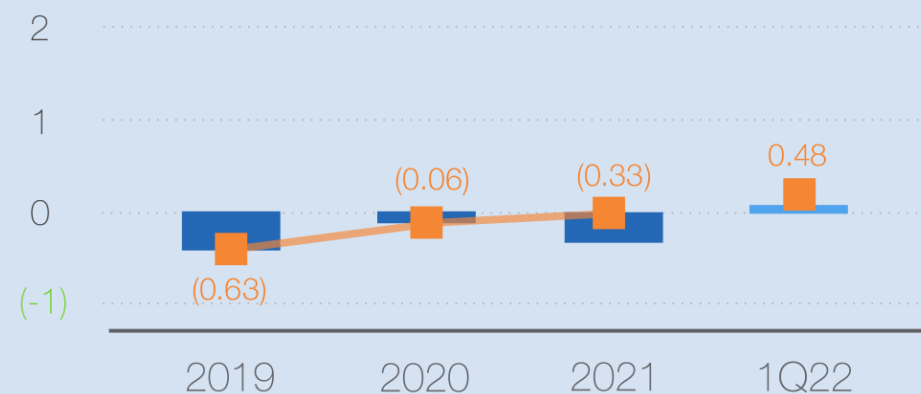
Solid capital structure and profitability preservation guarantee the resources for growth acceleration

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



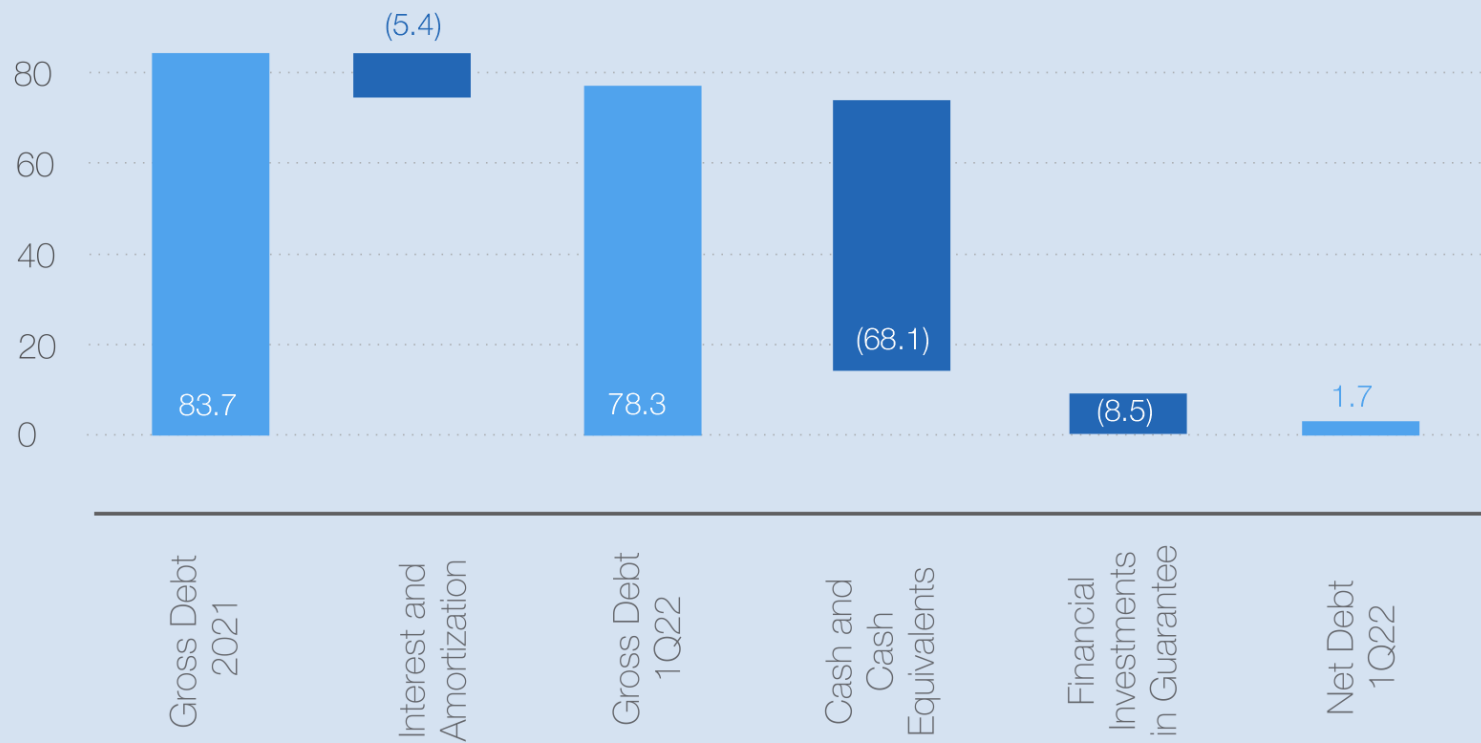
Short term debt Long term debt

Net Debt/Adjusted EBITDA



Financial Results

Debt evolution (R\$MM)



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