



PDTC

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Padtec

Fact Sheet

Padtec Holding S.A.
(B3:PDTC3)

Investor Relations

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Fact Sheet

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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 25% have a degree in engineering and 3% with Masters and 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 2020, Padtec, for another year, was placed as “Distinguished Brands in Internet Providers” among DWDM suppliers.

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.

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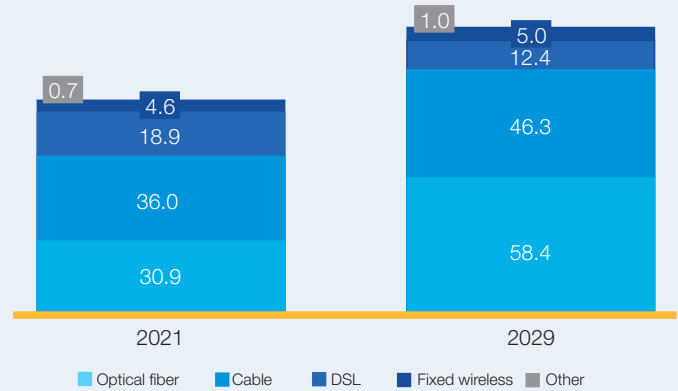


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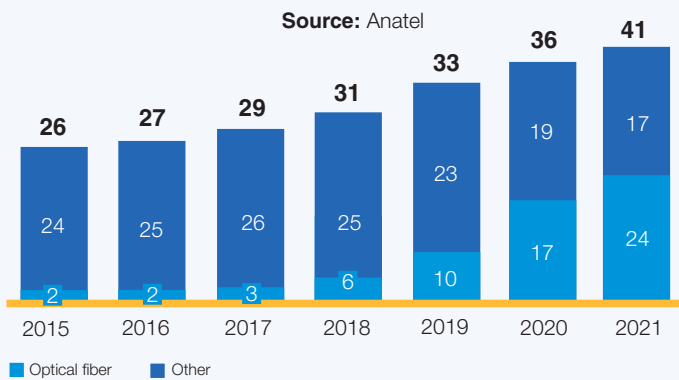
International expansion

With a focus on Latin America, where the Company already operates and has great familiarity and knowledge of the main needs of local customers, Padtec presents a constant growth in the area, with networks installed in 16 countries that together represent 94% of the entire consolidated GDP of the region.

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



Millions of broadband subscriptions by technology in Brazil in 2021
Source: Anatel

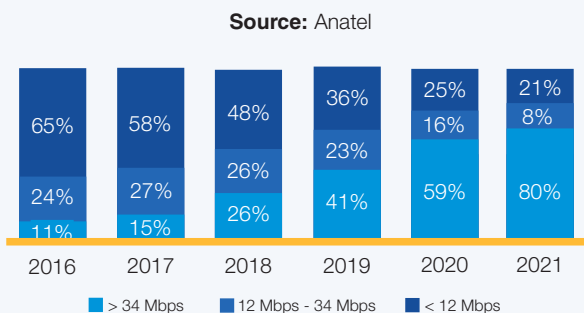


Diversification of the product portfolio

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 2021
Source: Anatel



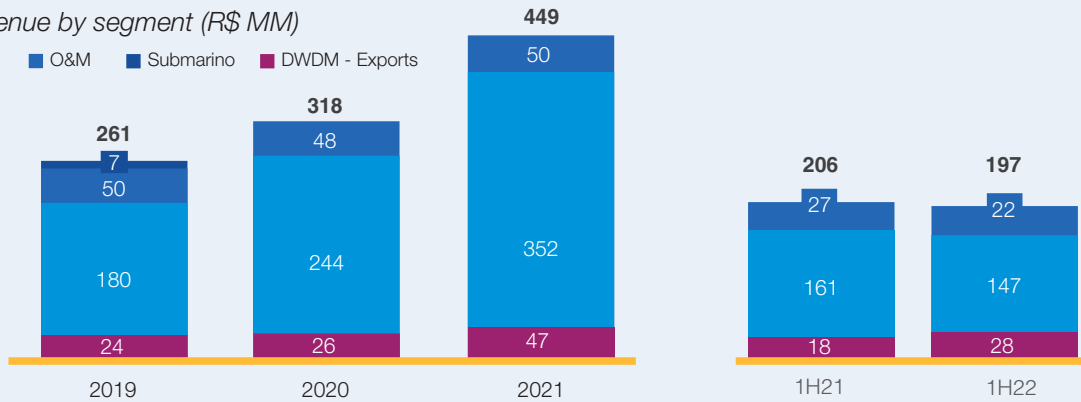
Increase in the customer base by offering financing solutions

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)

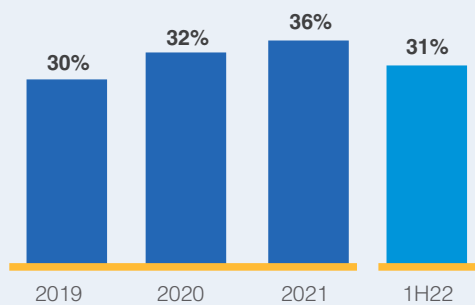
■ DWDM ■ O&M ■ Submarino ■ DWDM - Exports



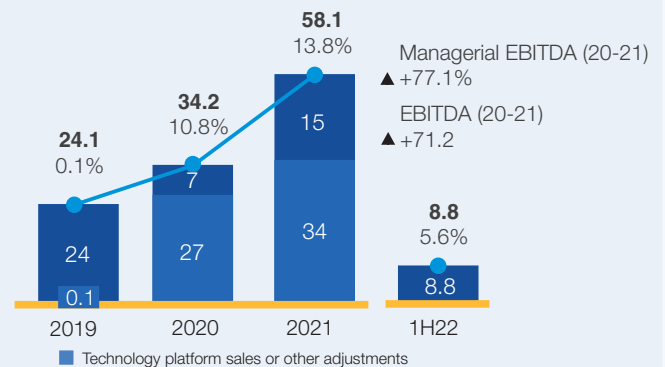
In 2019, Padtec has sold its Submarine Systems division and its OTN Switching Business Unit to focus its operations on its core business: terrestrial optical systems based on DWDM technology.

...margins positively impacted by the strategy

Margin (%)

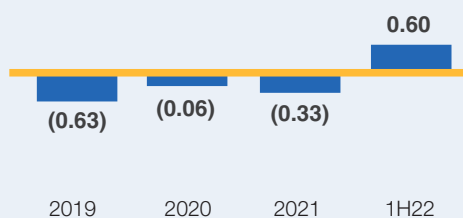


Managerial EBITDA and Margin (R\$MM; %;)



... and a solid capital structure

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



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

