

PDTC
B3 LISTED NM

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?

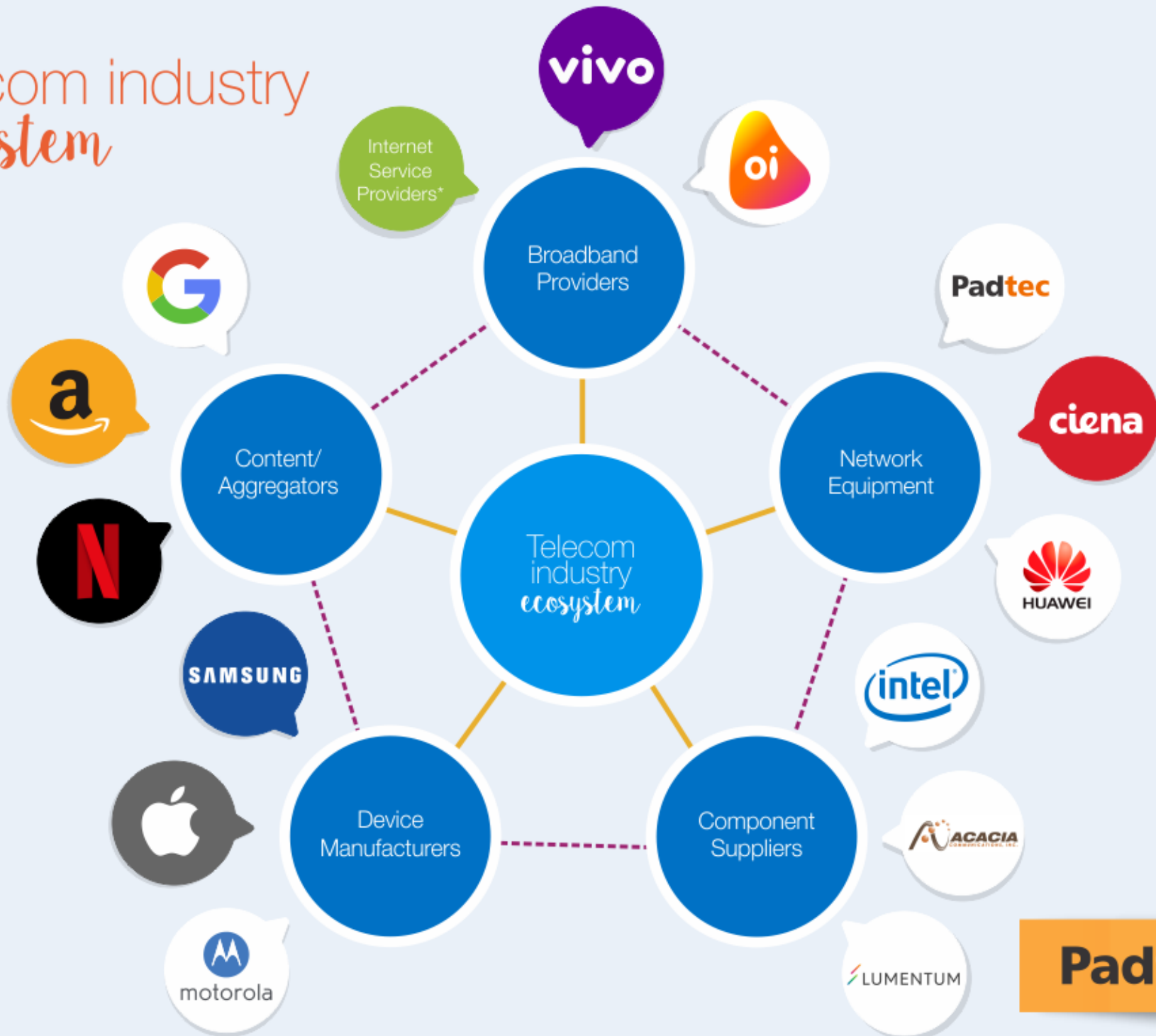
- Brazilian multinational listed on B3 - Novo Mercado (Sao Paulo stock exchange: PDTC3);
- Operations started in August, 2001, as a spin-off of CPqD (Largest Telecom Research and Development Center in Latin America);
- 20 years in the telecom market with bona fide set of customers;
- 700+ employees in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

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Telecom industry ecosystem

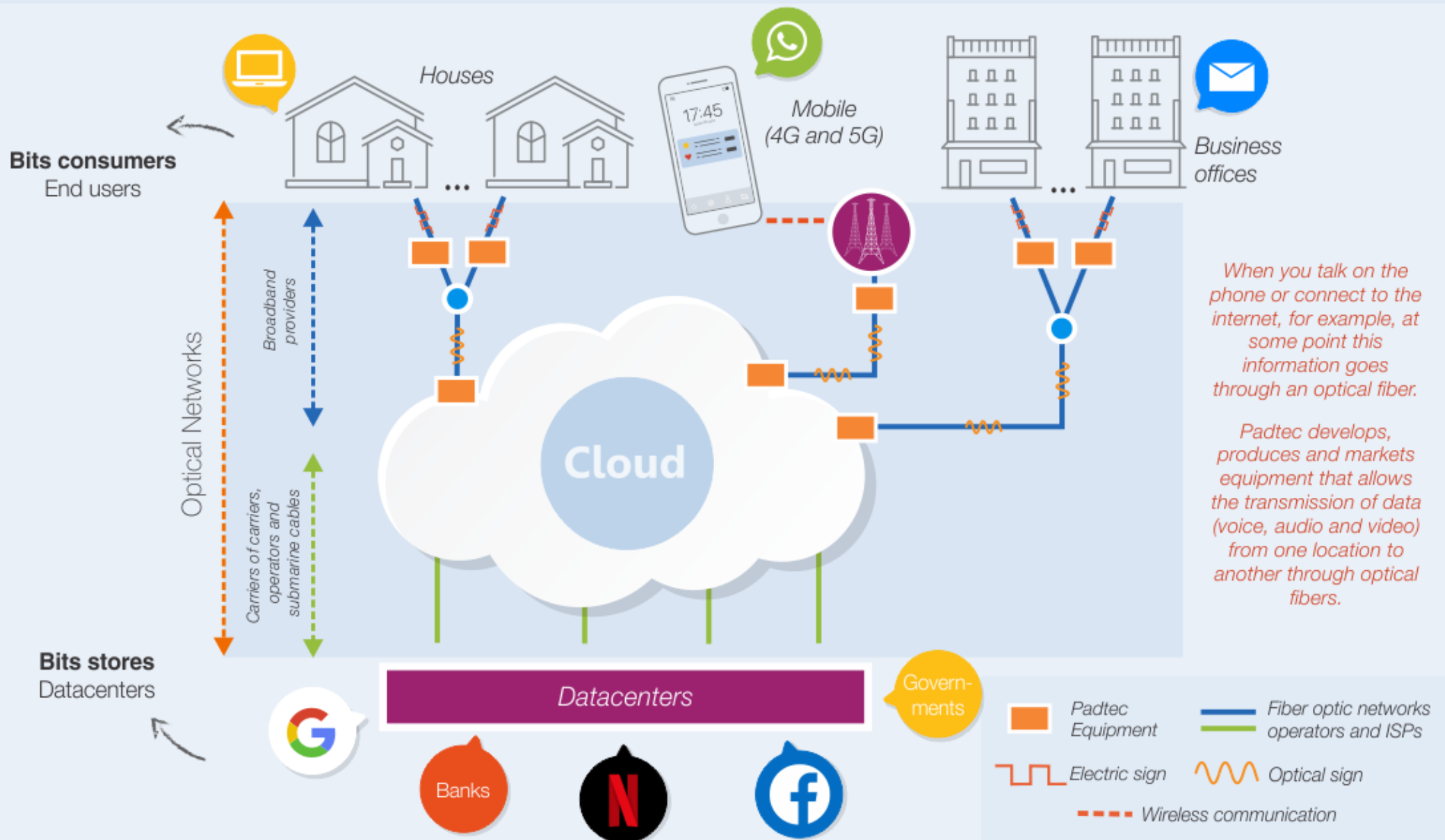


*Small providers.

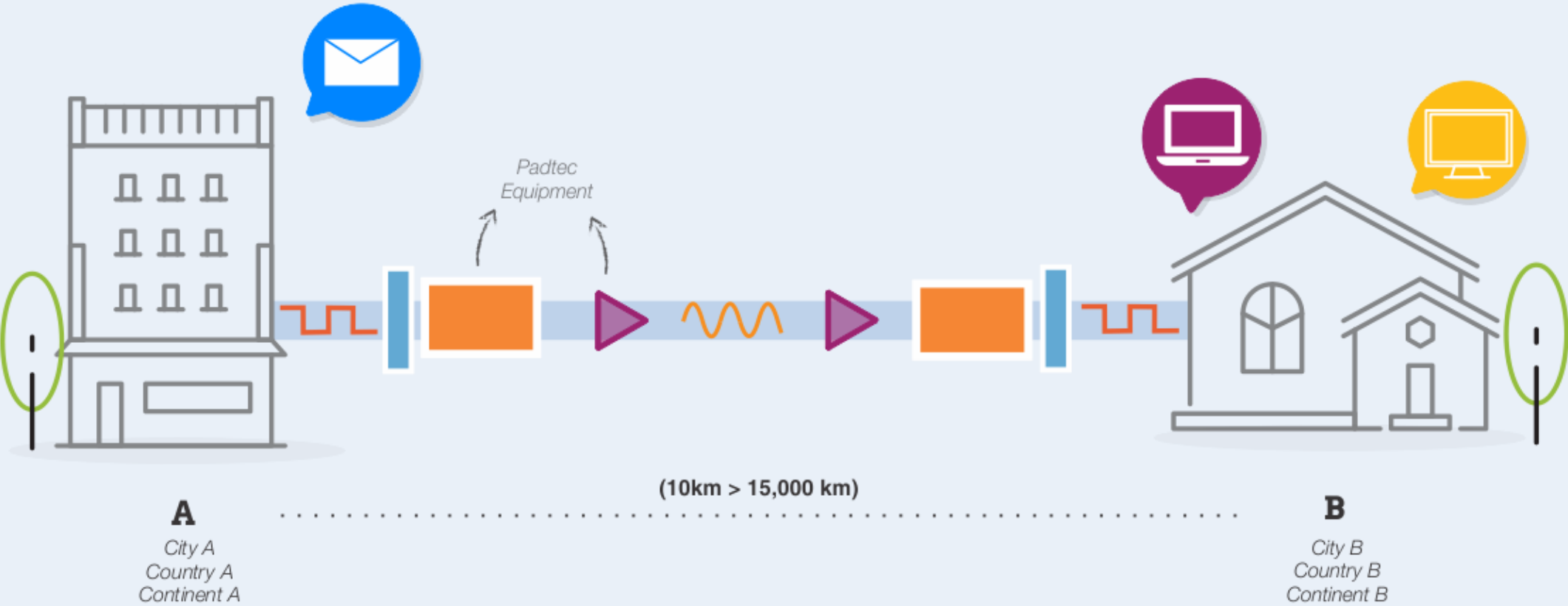


The *smartly* connected world we make

Padtec



The *smartly* connected world we make





 Electric sign  Optical sign  Transponders  Optical amplifiers  Routers



Customer portfolio

More than
300,000
km of DWDM backbone
in CALA region

Networks with Padtec solutions

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

Fixed and mobile service providers



Regional Service Providers



Carriers of Carriers



Global carriers



Utilities, Oil&Gas e Integrators



Data Center e Multimedia

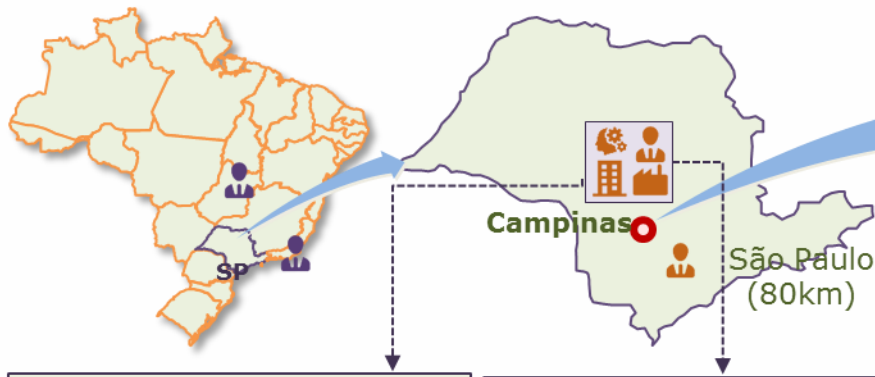


Governmental and research institutions



Company Overview: Strategic Location

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



Campinas Metropolitan Region



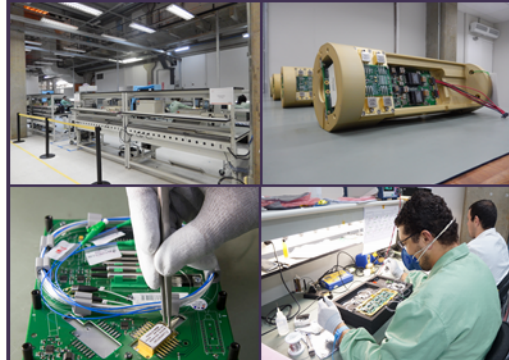
Technological Hub

- 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

Headquarters



Manufacturing plant



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



700+
people



490+
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: Opinel 2021
(Padtec Climate Survey)



57%
with college degree
3% with PhDs and
masters degrees

25%

are engineers

20%

are women
vs. 80% are men

Gerações

1950

1.5%
Baby
boomers
(born from 1950
to 1959)

1960

5.7%
X Generation
(born from 1960
to 1969)

1970

19.2%
Y Generation
(born from 1970
to 1979)

1980

39.1%
Millenials
(born from 1980
to 1989)

1990

34.1%
Z Generation
(born from 1990
to 2003)

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The future we make

2001 - 2022



The destination is the world.

2001

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

Padtec wins important tier 1 customers and starts expanding to the international market.

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.

2019-2022



Vocation for the future.



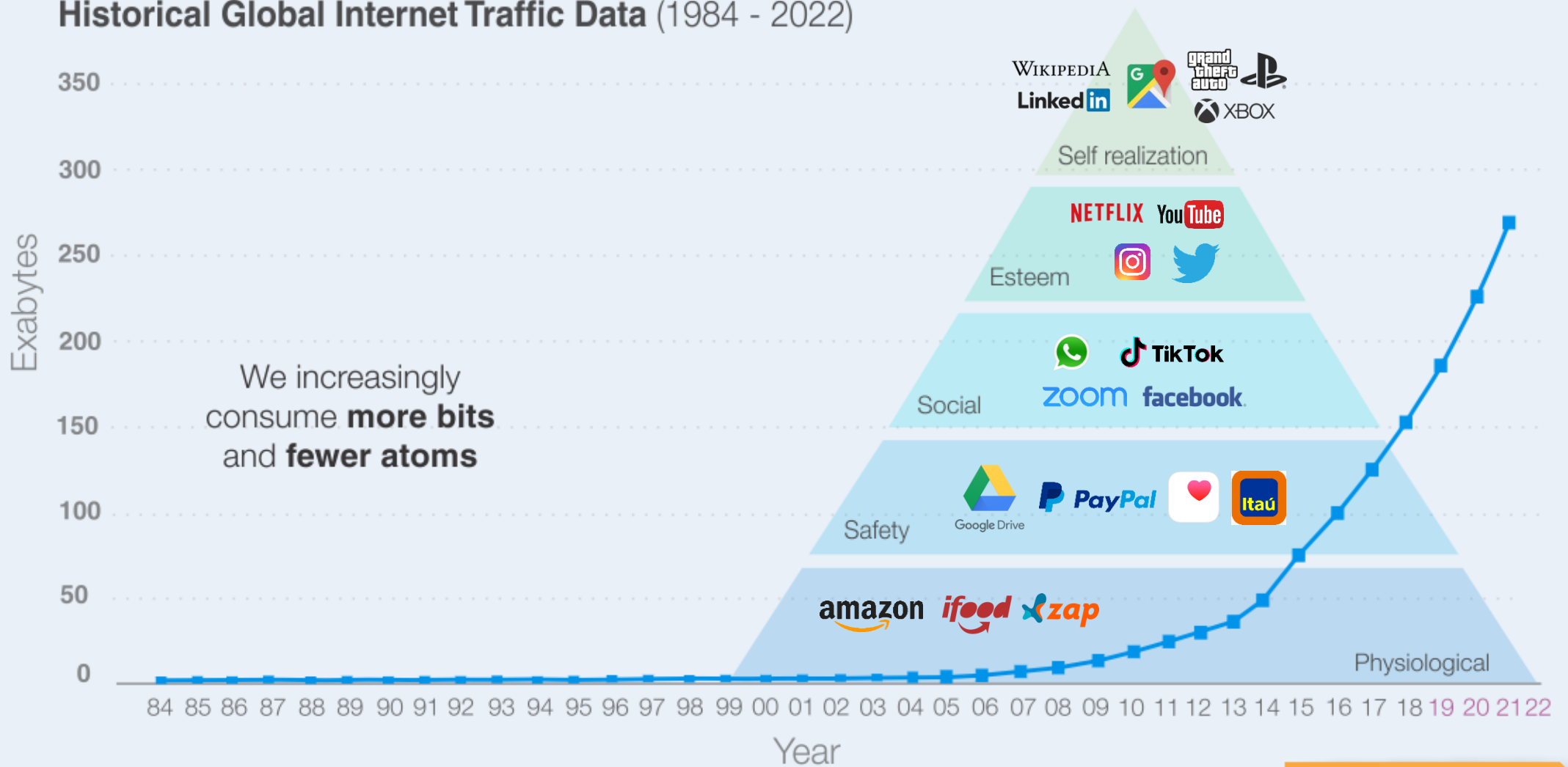
A new decade.

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)

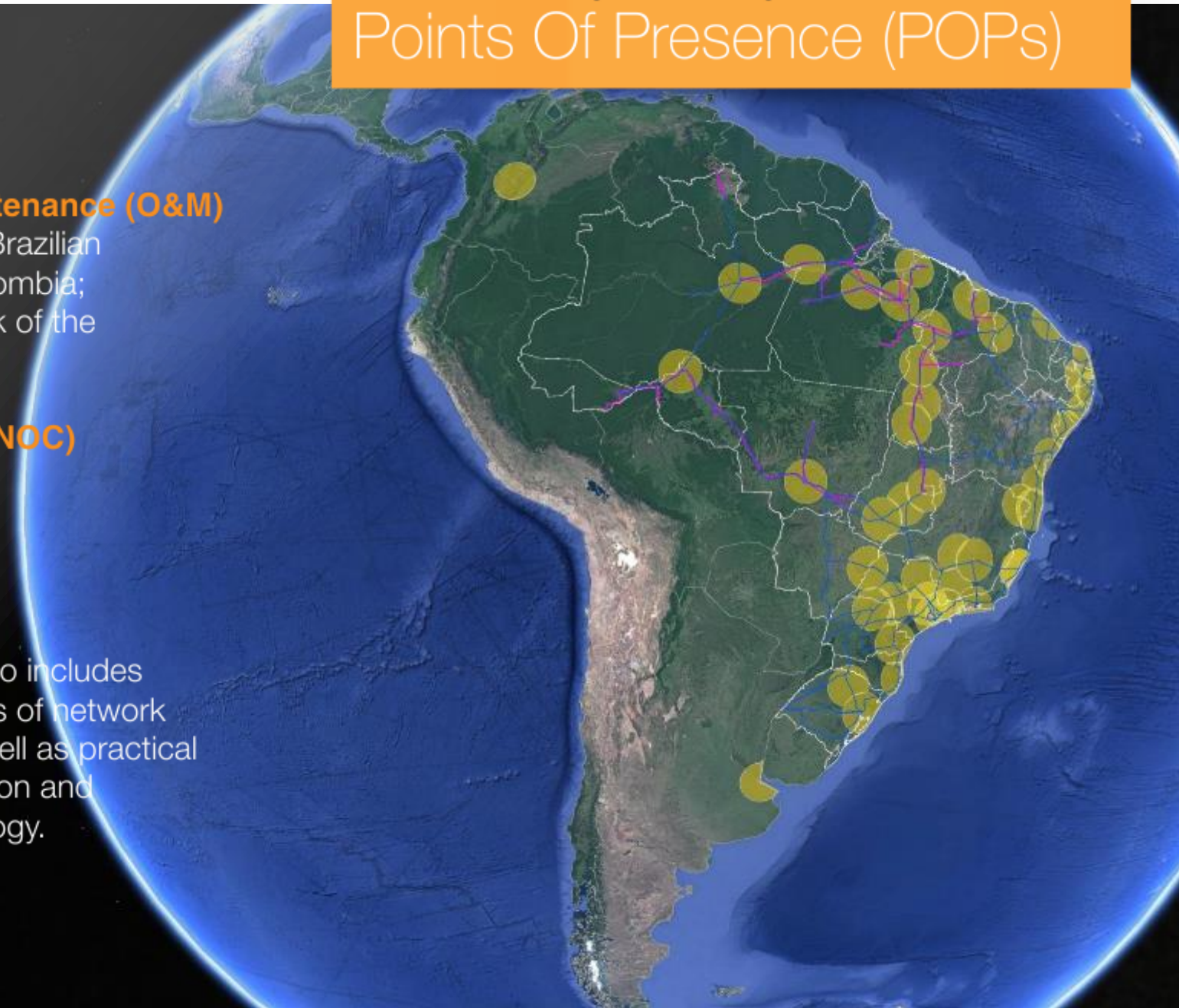
- More than **40 POPs** all over Brazilian territory, in Argentina and Colombia;
- 4H SLA for support to any link of the monitored networks;

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.

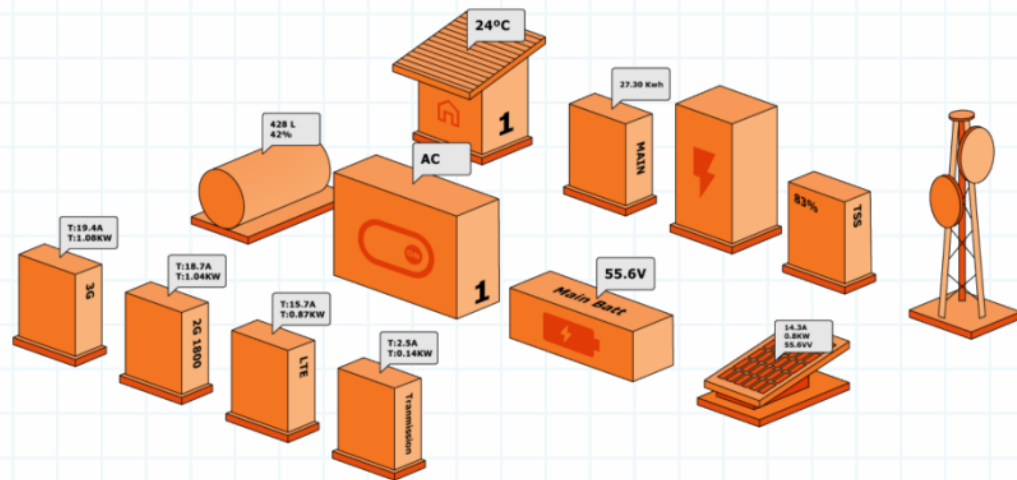


Launch of Smart Site

A cloud platform for remote and real time management of telecom sites, in a centralized way

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- For a monthly fee, the operator or provider can remotely monitor and control **security and energy systems, temperature and humidity**, and even operate the **air conditioning systems** at their sites
- Possibility of using systems (software) and equipment already installed in customers' environments
- Complete and effective tool to deal with the complexities of managing network environments, minimizing the risks of interruption of critical operations
- Smart Site: monitoring in a single web environment, with an intuitive graphical interface





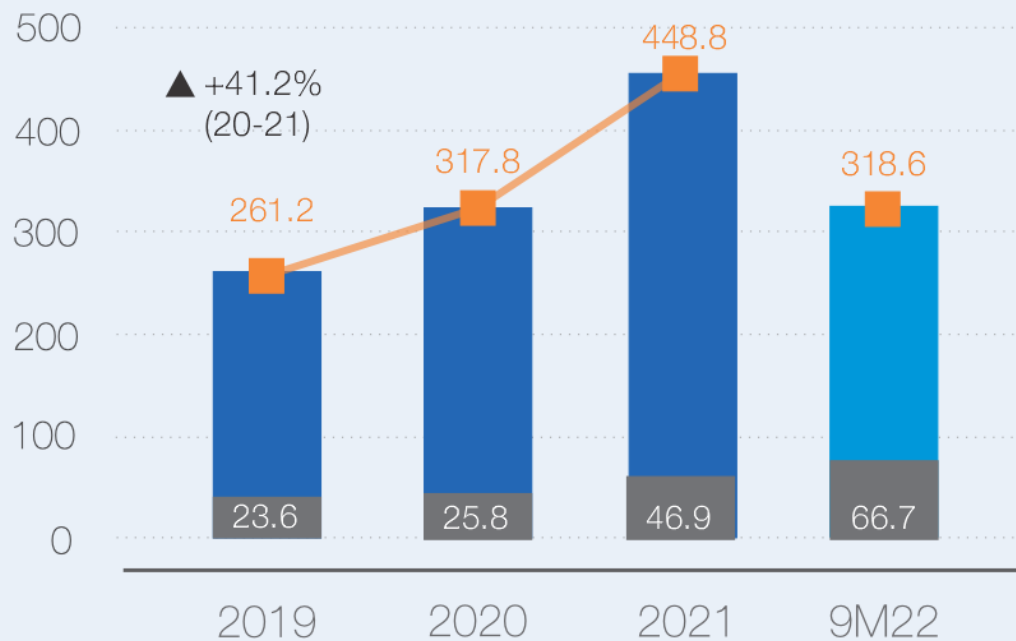
Financial results

2019 - 9M22

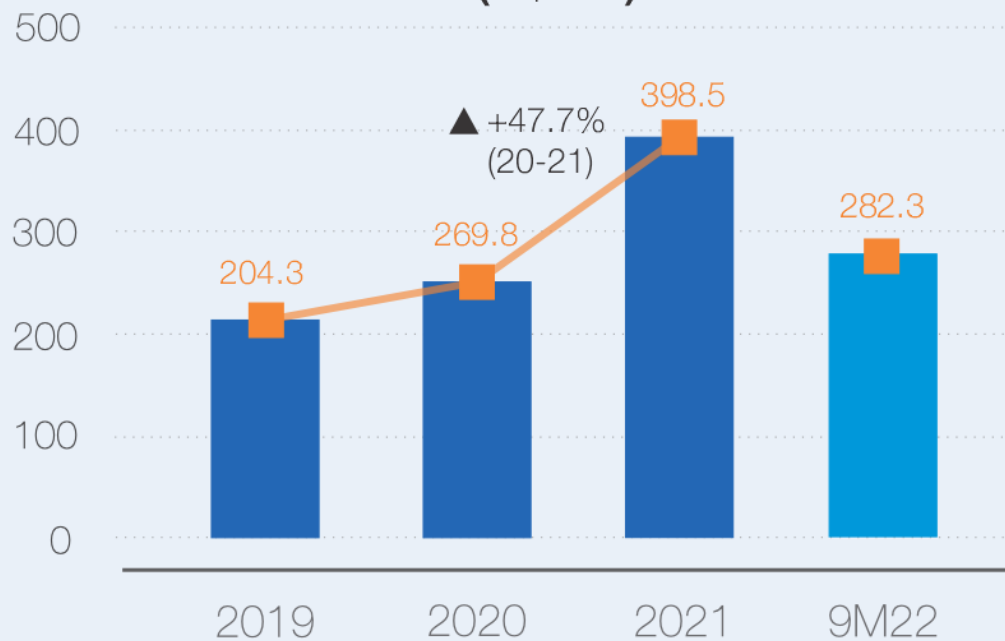
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Financial Results

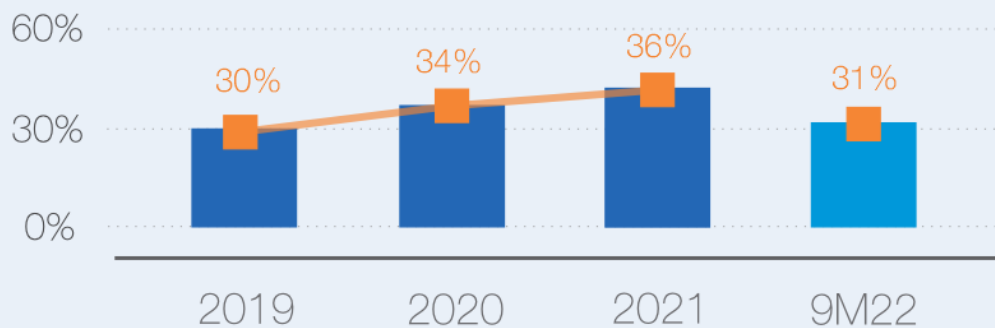
Gross Revenues (R\$MM)



Gross Revenues - DWDM Business Unit (R\$MM)

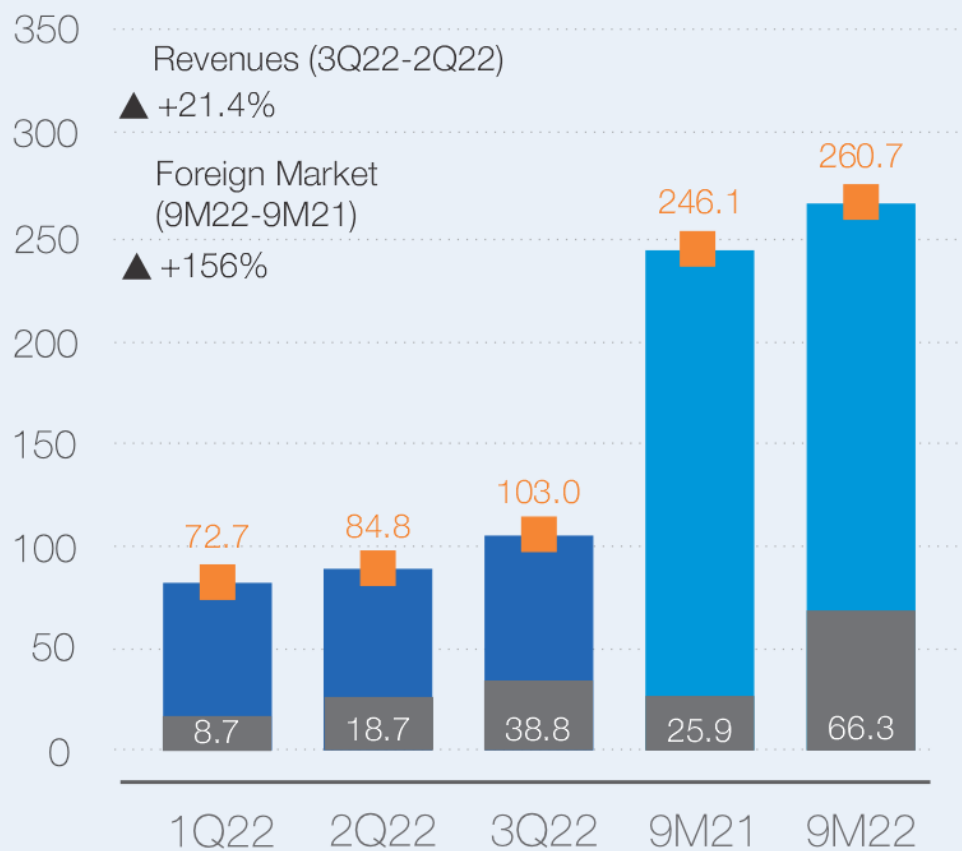


Gross Margin (%)

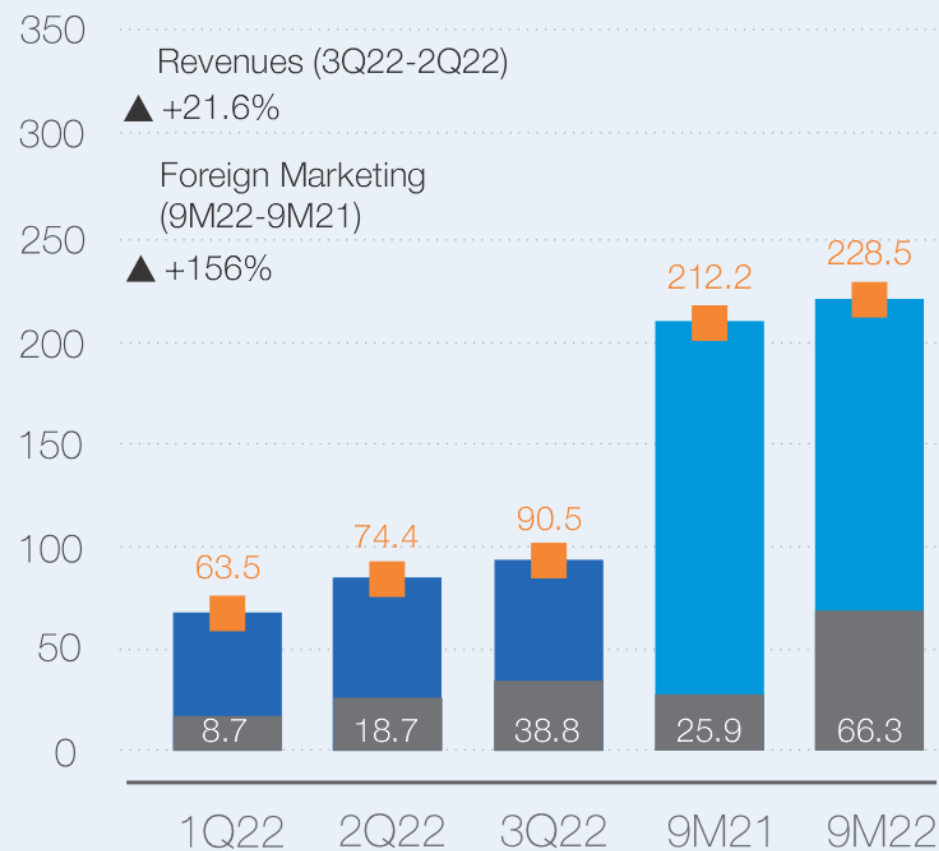


Financial Results

Net Revenues (R\$MM)



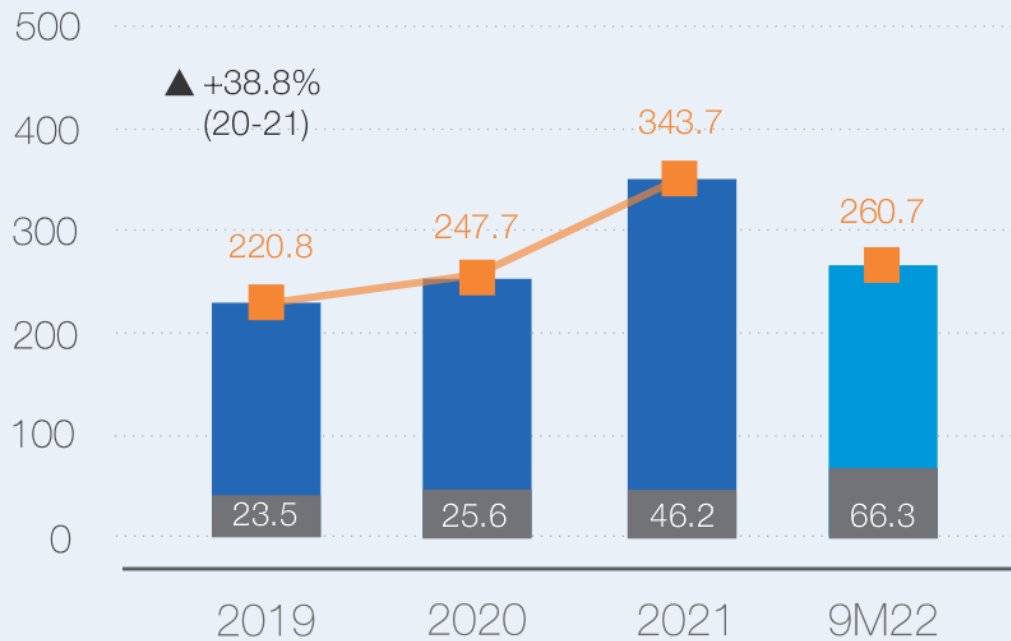
Net Revenues - DWDM Business Unit (R\$MM)



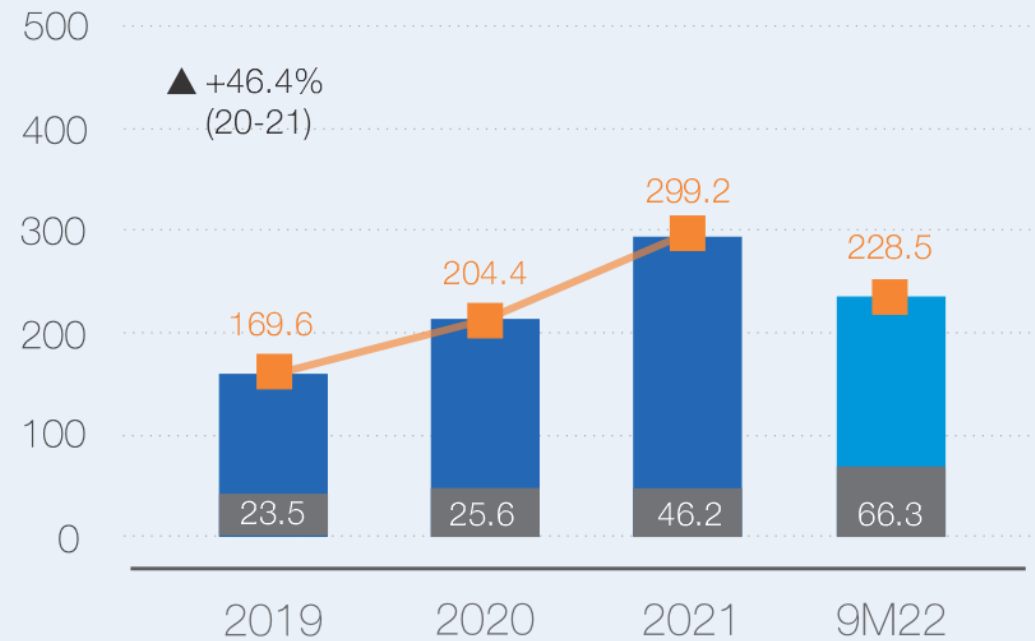
Foreign Market

Financial Results

Net Revenues (R\$MM)



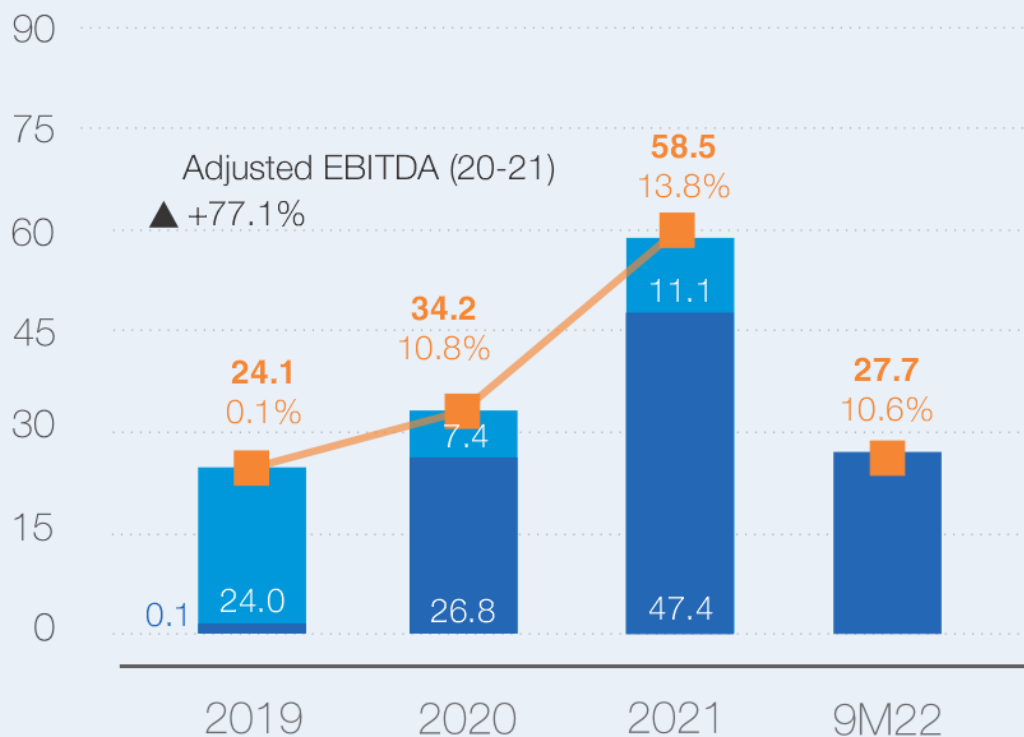
Net Revenues - DWDM Business Unit (R\$MM)



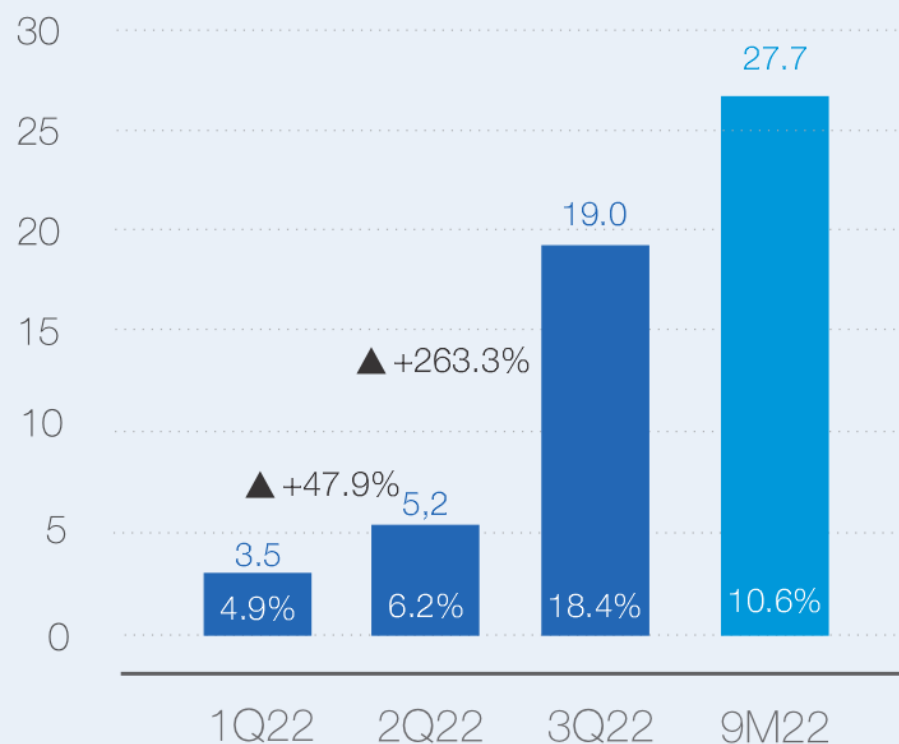
Foreign Market

Financial Results

**EBITDA (R\$MM);
Adjusted EBITDA Margin (%)**



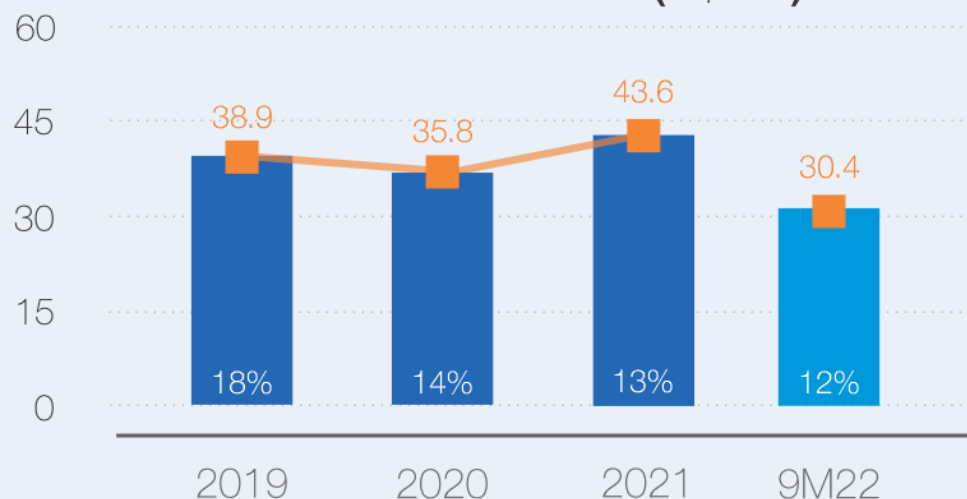
**Adjusted EBITDA (R\$MM);
Adjusted EBITDA Margin (%)**



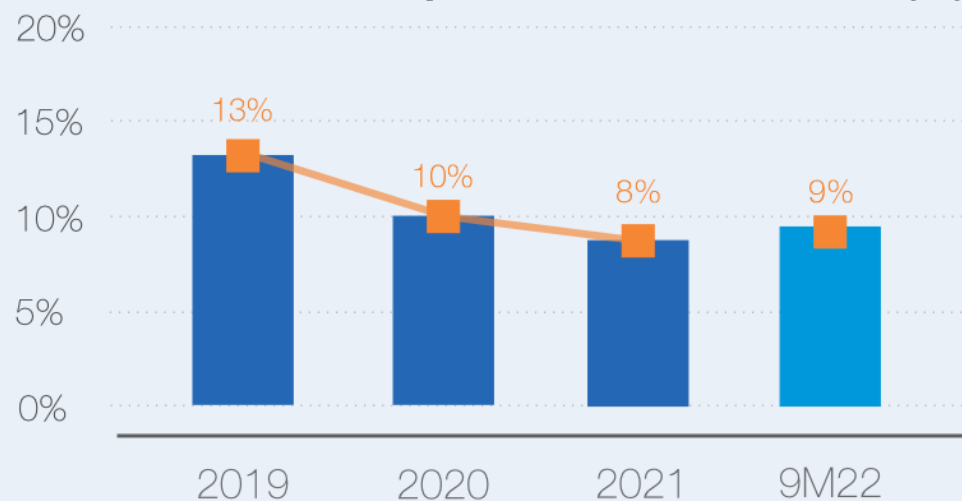
Adjusted EBITDA Non-recurring effects EBITDA

Financial Results

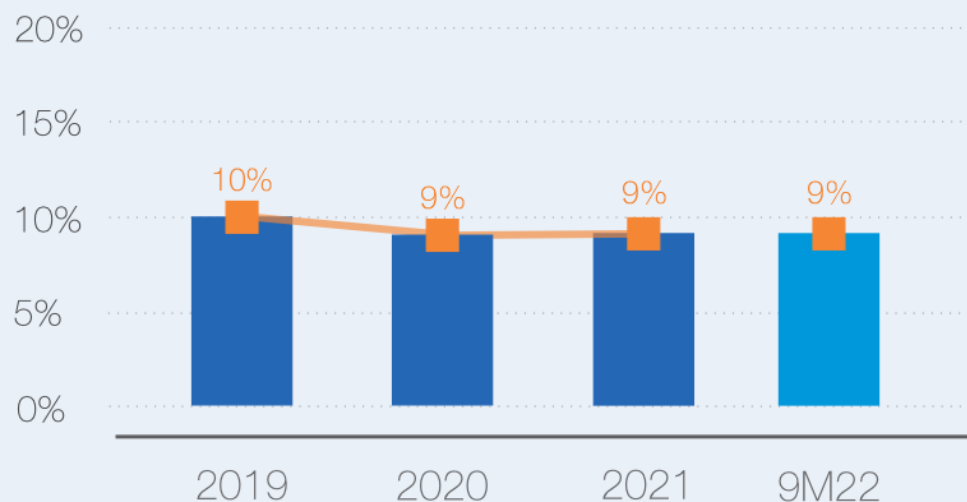
R&D x Net Revenues (R\$MM)



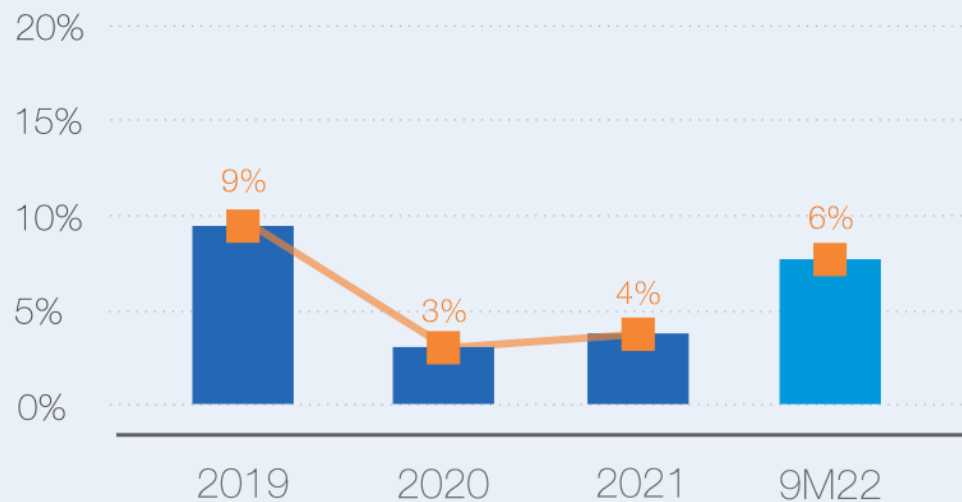
Administrative Expenses x Net Revenues (%)



Sales Expenses x Net Revenues (%)



Financial Expenses x Net Revenues* (%)



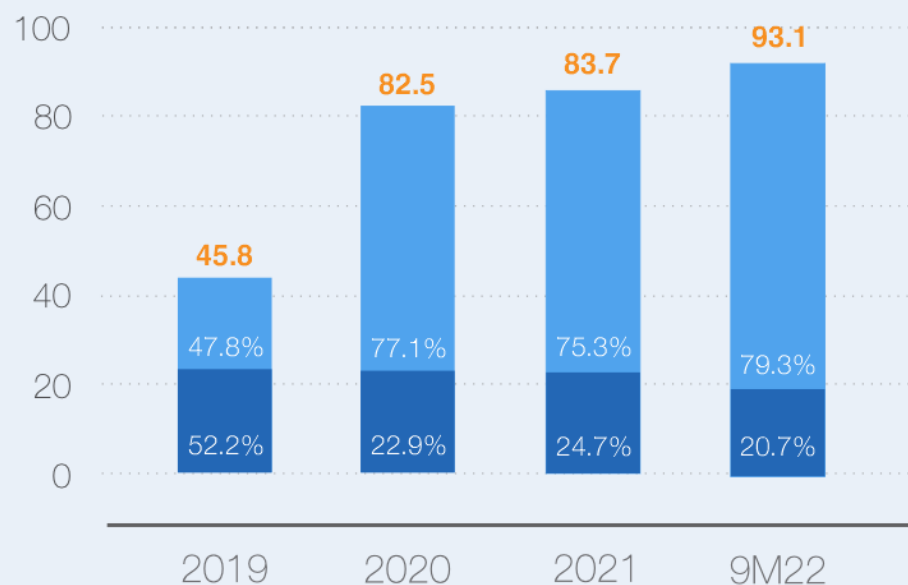
Combined data since January/2019.

*Does not consider exchange variation.

Financial Results

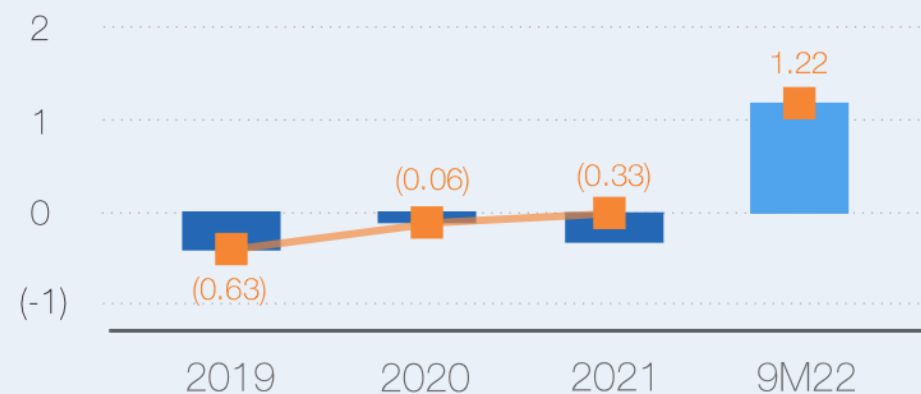
Solid and conservative capital structure with a low cost and extended profile

Debt: Long vs. Short Term (R\$MM)



Short term debt Long term debt

Net Debt / Adjusted LTM EBITDA¹



¹Adjusted LTM EBITDA corresponds to the sum of the Adjusted EBITDA recorded in the last twelve months.

Financial Results

Debt evolution (R\$MM)

