

# Results **Webcast**

3Q2022

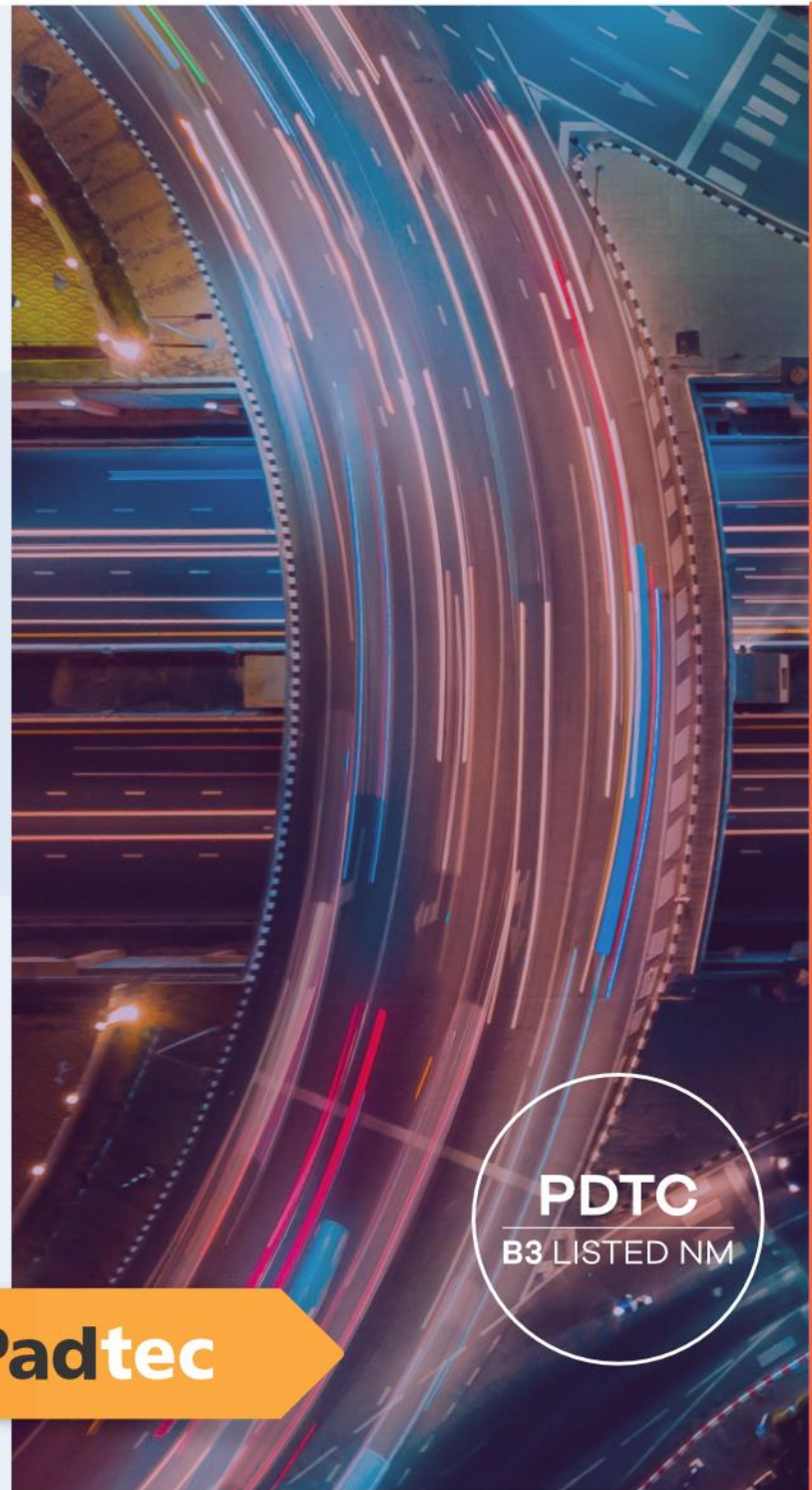
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**Padtec**

**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.*

*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 *smartly* connected world we make

**Global provider** of high-capacity optical transport systems, telecom platforms, critical infrastructure and specialized services (such as NOC)

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

**Brazilian multinational and pioneer company:** our purpose is to make high quality internet accessible to everyone

*through increased data transmission capacity and low latency in fiber optic networks*

In total, Padtec has illuminated more than **300,000 kilometers** of optical networks in the Americas and has signed more than 50 critical mission service contracts

Padtec: a connection tool that goes beyond geographic borders and helps build a more **active society**

Connectivity enables the implementation of new technologies, share data and information, optimizing available natural resources

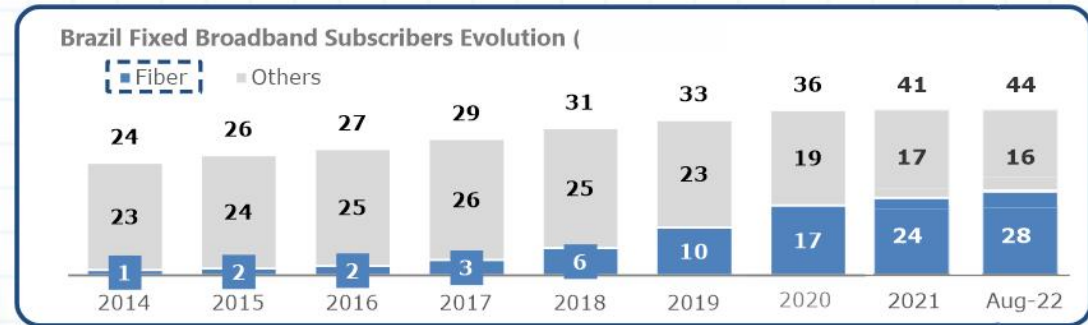
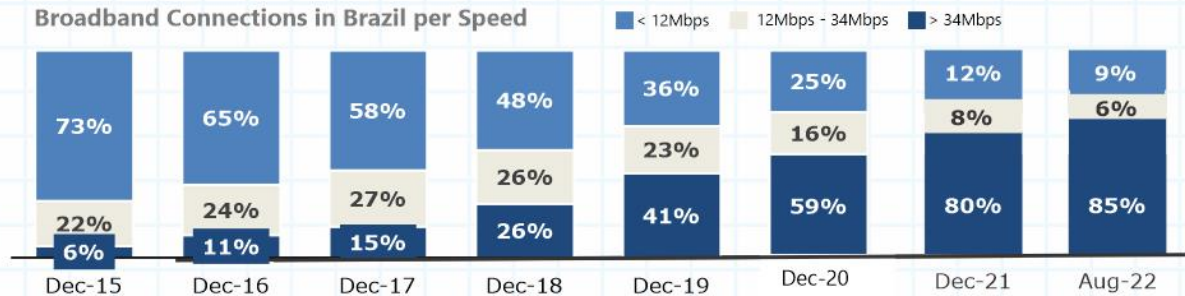
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# What we do?

Provide connectivity in an expanding market with a unique value proposition



## Demand for increasing broadband speeds



### Fixed Broadband (Brazil)

Fixed broadband accesses	43.673
Competitives	21.579
Fiber	28.059
Competitives Fiber	17.567
Speed > 34Mbps	37.211

### Mobiles Phones (Brazil)

Mobile Phones	259.009
5G	4.065
4G	203.384
3G	27.095
2G	24.464

Sources: Anatel; Teleco;



# Padtec

Transforming  
the way the  
world  
connects,  
entertains and  
does business



## Highlights

- ✓ **Acceleration** of demand for Padtec equipment in domestic and international markets
  - ✓ Revenues\* from the **foreign market**: +156% in 9M22 (R\$66.4 million) compared to 9M21 (R\$26.0 million)
  - ✓ Company's own financing structures help maintain sales growth
  - ✓ **New geographic frontier**: partnership with Zanecom to offer DWDM solutions in Sub-Saharan Africa
- ✓ Launch of **Smart Site**: a platform for remote management of telecom sites
  - ✓ Renewal of relevant contract in the Premium Services vertical
  - ✓ Solid capital structure with low cost and long profile

*\*Net Revenues*

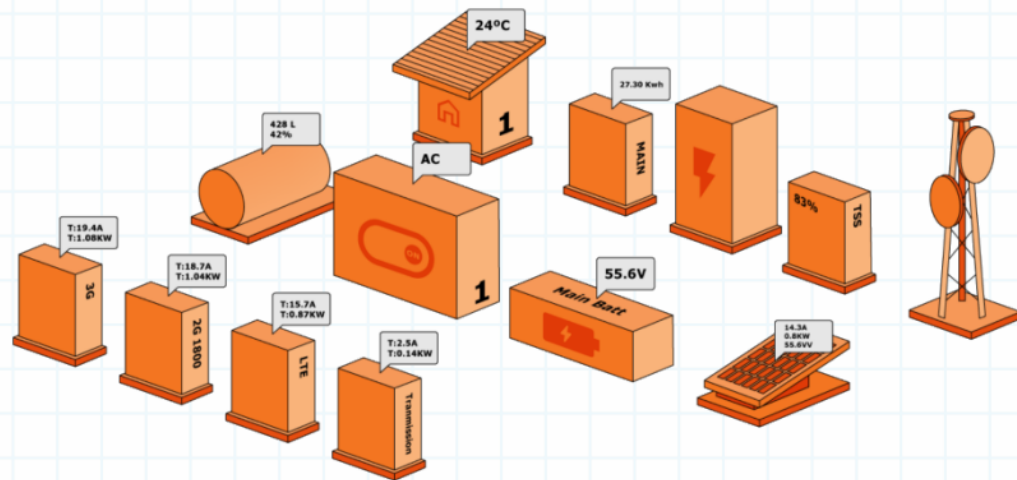


# Launch of Smart Site

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

**Padtec**

- 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



# Delivery model to customers

## Turn Key

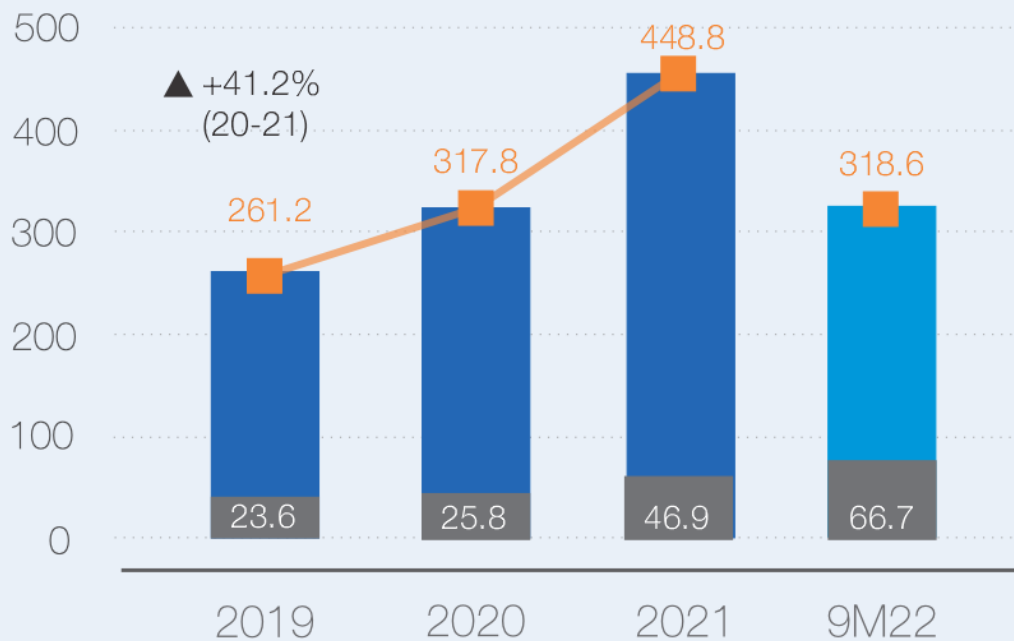


## Simple Acquisition

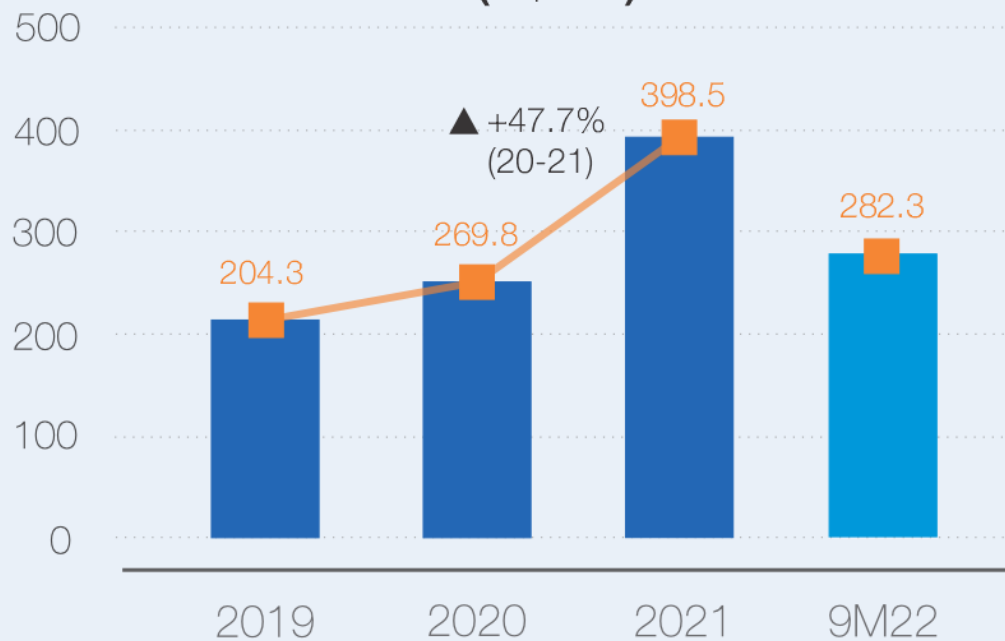


# Financial Results

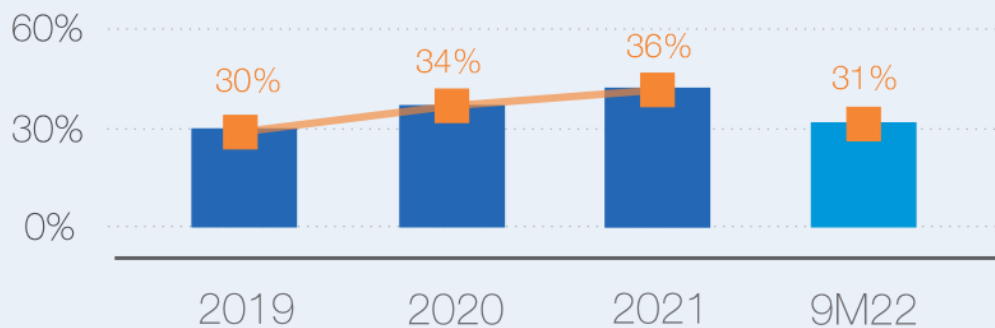
## Gross Revenues (R\$MM)



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



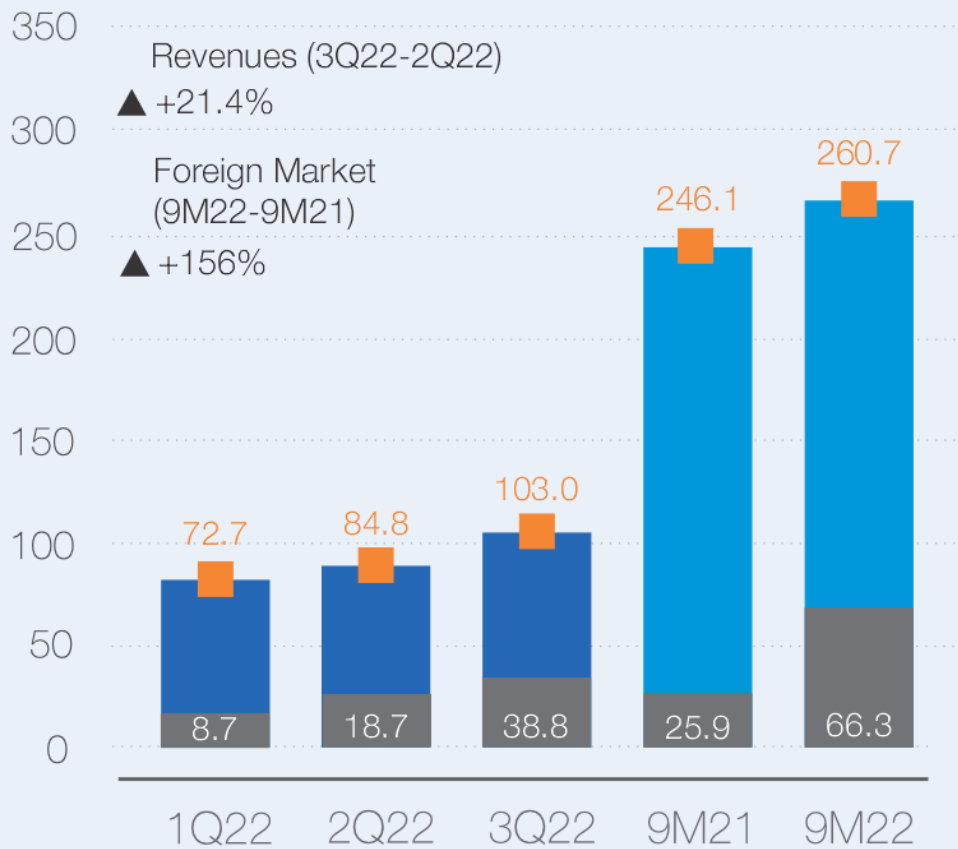
## Gross Margin (%)



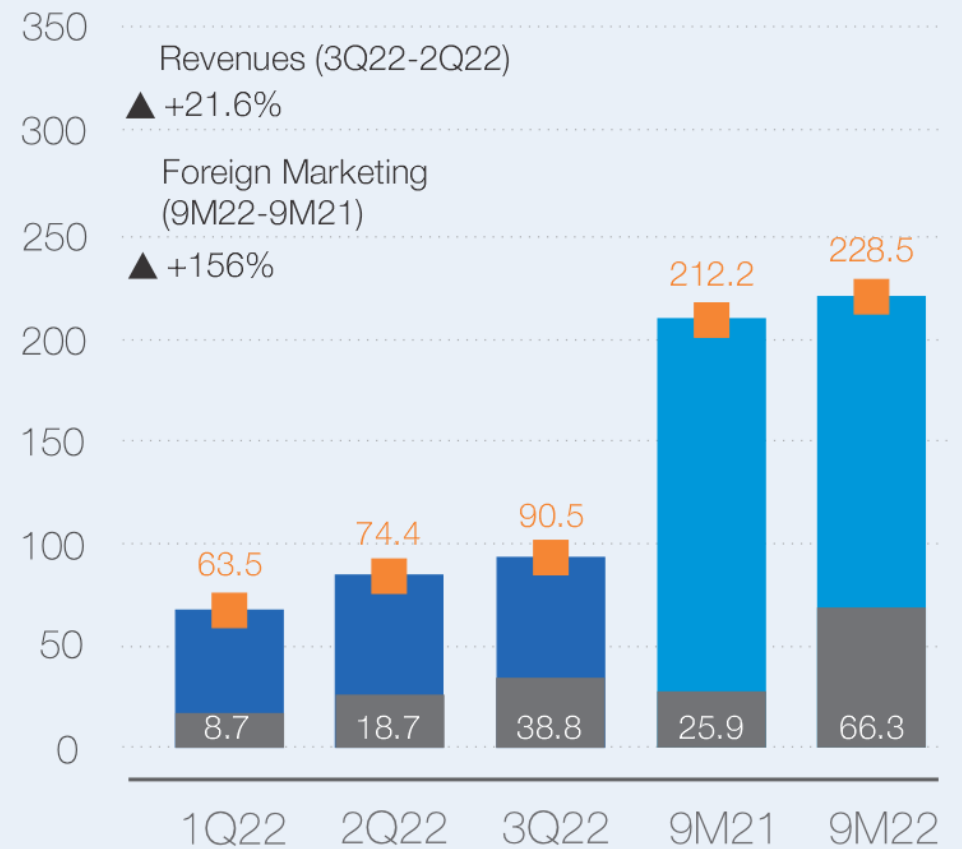


# Financial Results

## Net Revenues (R\$MM)



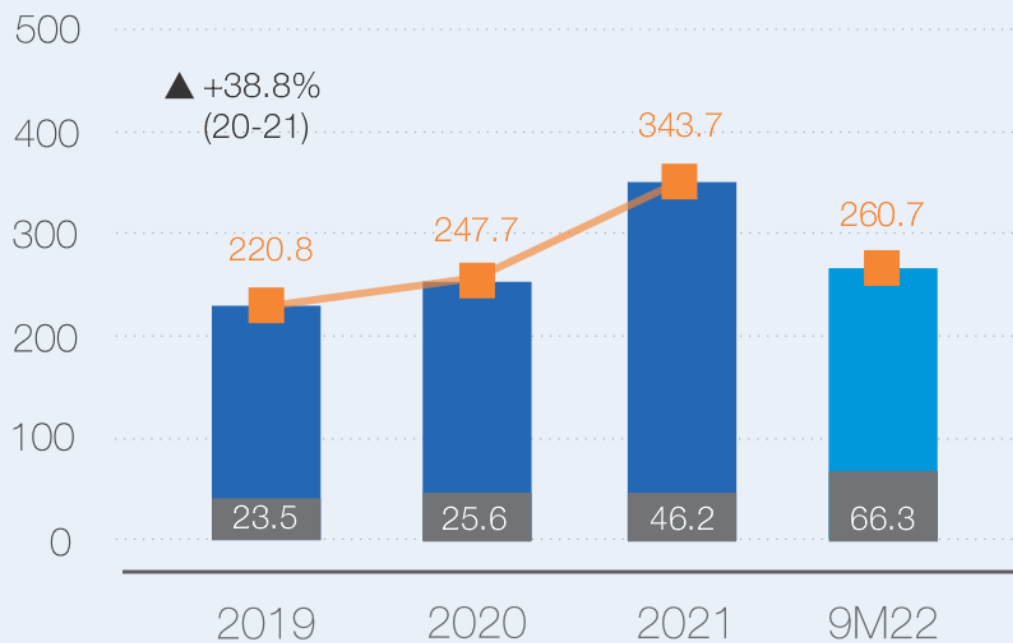
## Net Revenues - DWDM Business Unit (R\$MM)



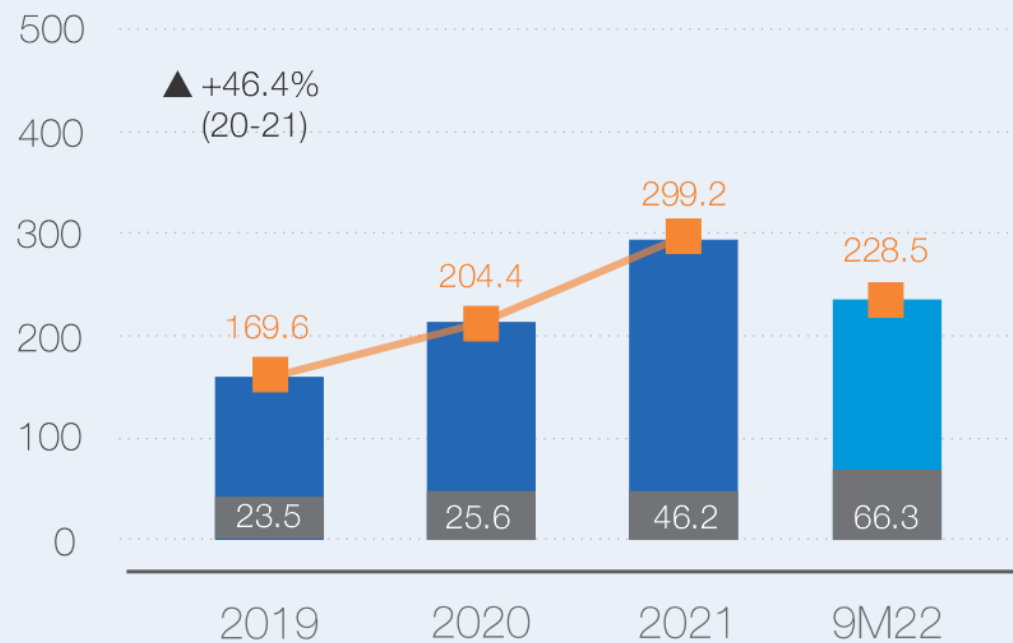
Foreign Market

# Financial Results

## Net Revenues (R\$MM)



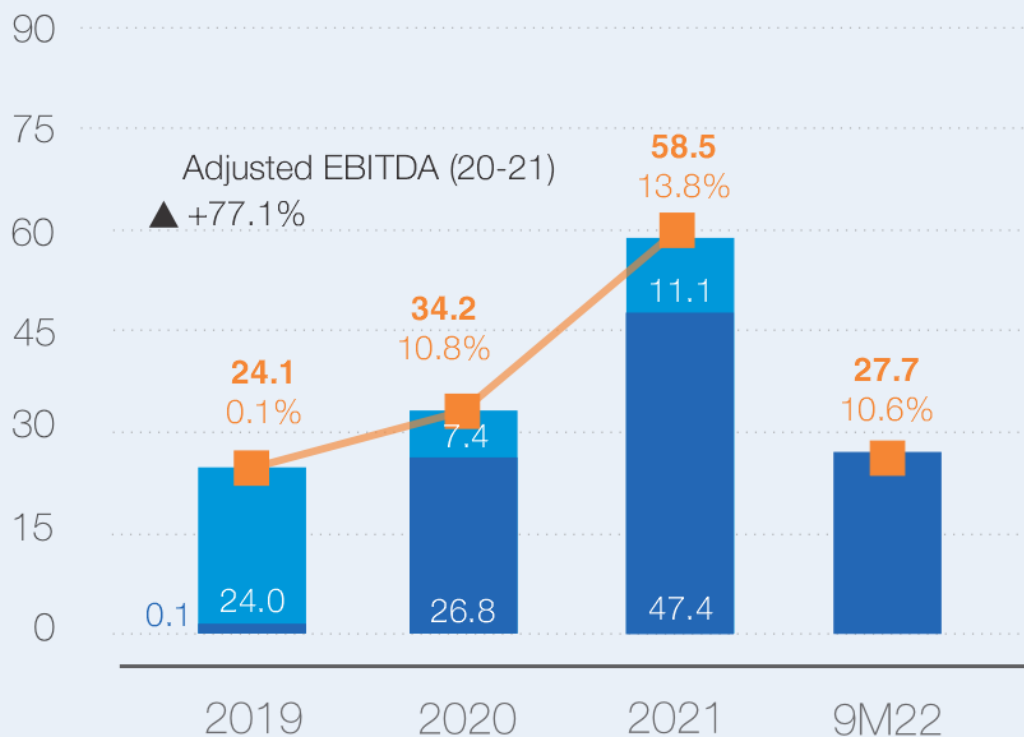
## Net Revenues - DWDM Business Unit (R\$MM)



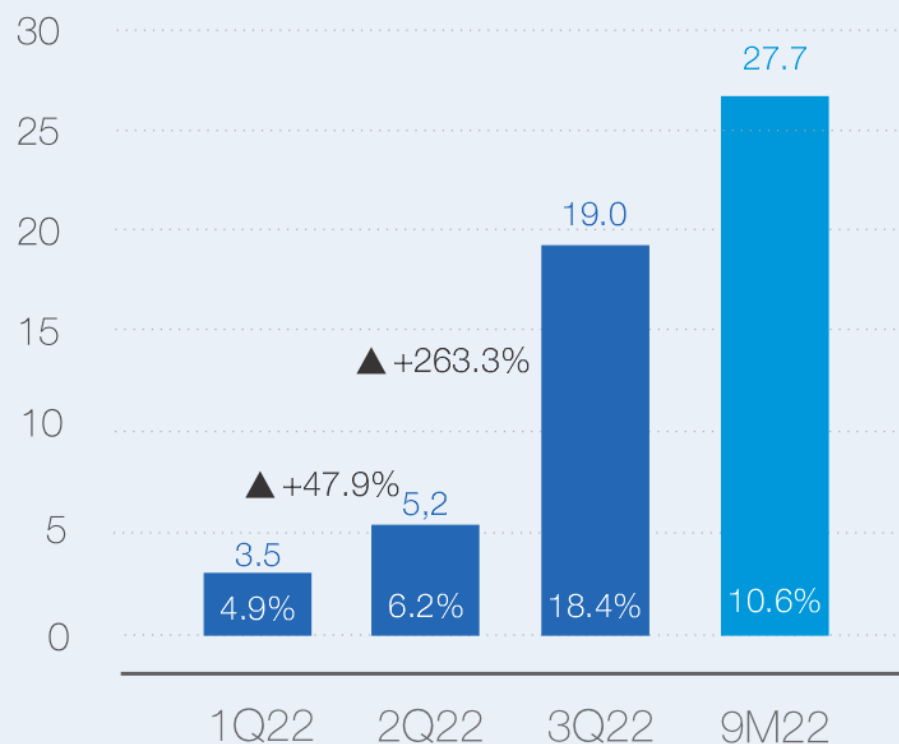
■ Foreign Market

# Financial Results

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



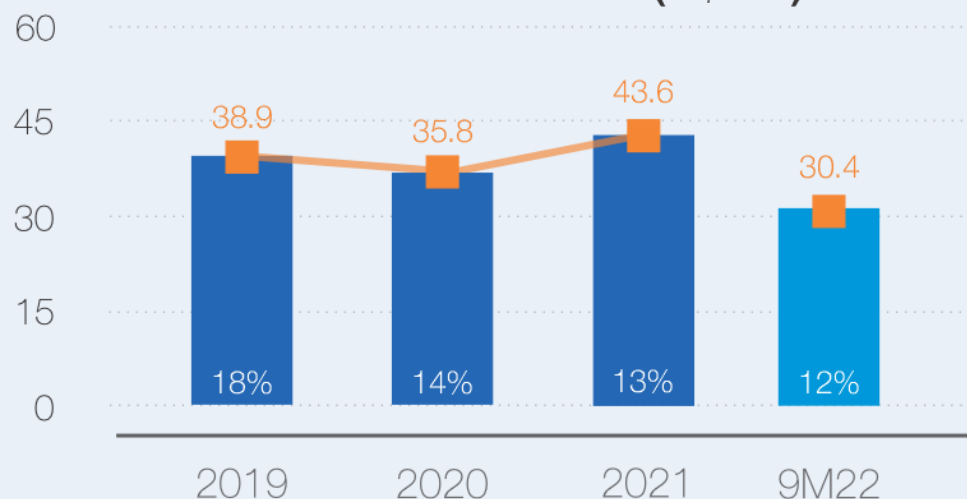
**Adjusted EBITDA (R\$MM);  
Adjusted EBITDA Margin (%)**



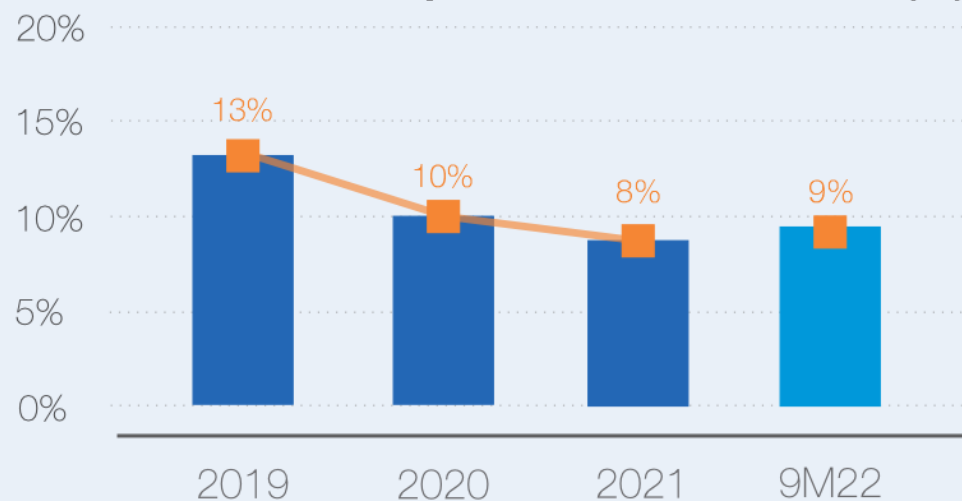
Adjusted EBITDA    Non-recurring effects    EBITDA

# Financial Results

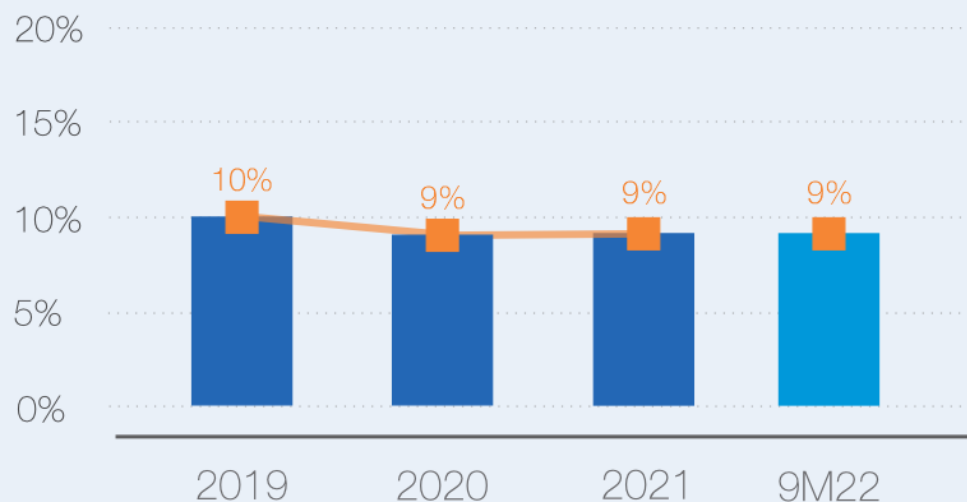
## R&D x Net Revenues (R\$MM)



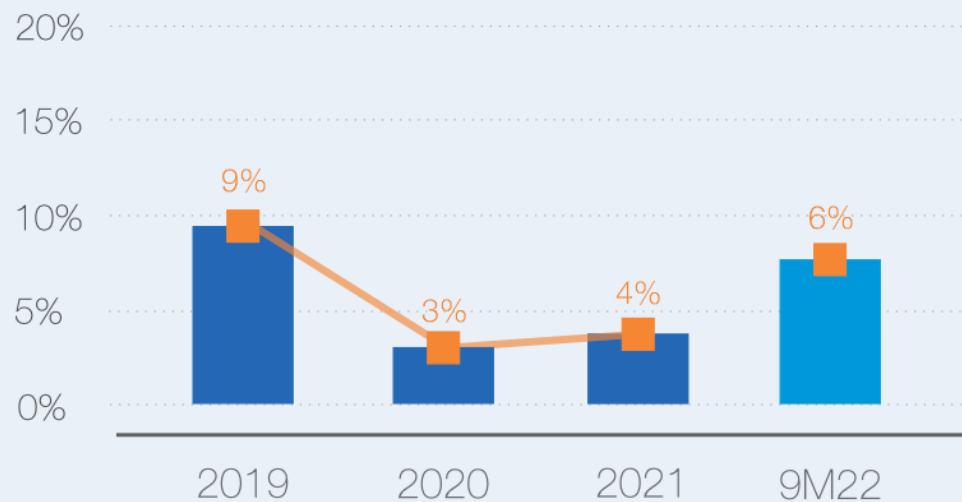
## Administrative Expenses x Net Revenues (%)



## Sales Expenses x Net Revenues (%)



## Financial Expenses x Net Revenues\* (%)



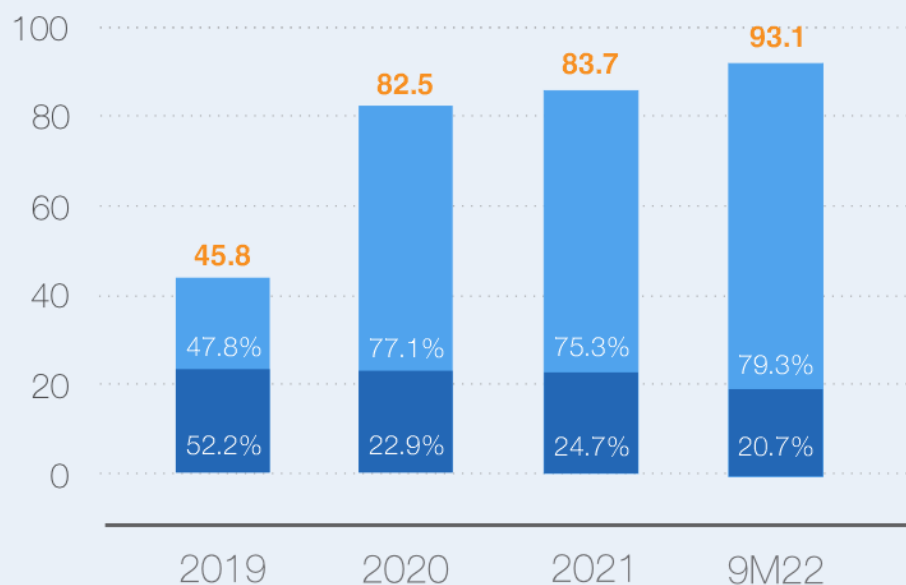
Combined data since January/2019.

\*Does not consider exchange variation.

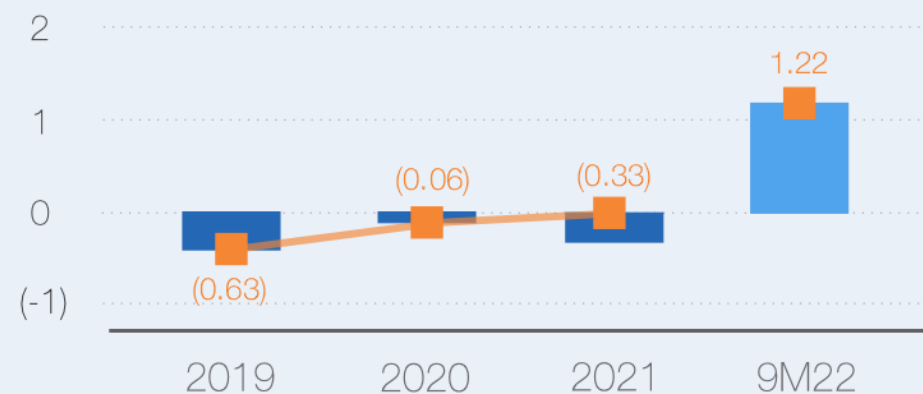
# Financial Results

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

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



Net Debt / Adjusted LTM EBITDA<sup>1</sup>



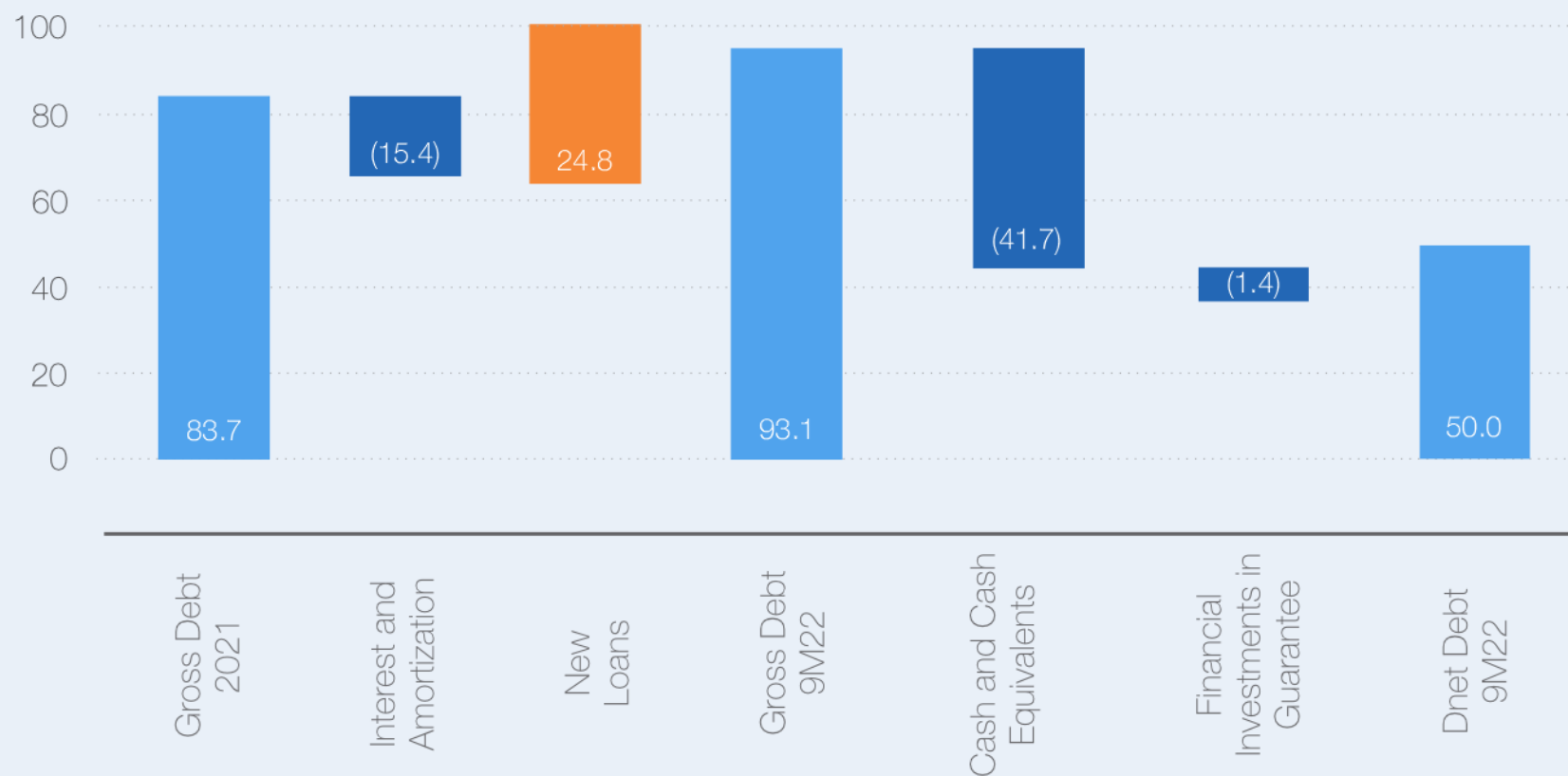
Short term debt Long term debt

<sup>1</sup>Adjusted LTM EBITDA corresponds to the sum of the Adjusted EBITDA recorded in the last twelve months.



# Financial Results

Debt evolution (R\$MM)



# Closing remarks

- Sales acceleration in 3Q22
- Expansion of presence in the international market
- Consistent results in Brazil and abroad
- New products and platforms
- Support for operators and internet service providers to evolve their networks to fiber optics, in addition to 3G and 4G mobile networks to 5G

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For a *smartly* connected world.

[padtec.com](http://padtec.com)

