

Results **Webcast**

2022

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Padtec

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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.

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2022 Results Webcast

Transforming how the world
connects, entertains and does business



Padtec

5:30



31:00

HD



Link to the video: www.youtube.com/watch?v=iaBYGuqDL7Y

Padtec

Building the
future in the
present



2022 Highlights

- ✓ **Record net revenue** in 2022: R\$ 365.7 MM
- ✓ Net revenue from the foreign market: **+67%** over 2021 (R\$ 77.2 MM)
- ✓ Adjusted EBITDA of R\$ 46.6 MM, in line with 2021
- ✓ **R\$130 MM** in MRRs already generated for the years 2023 to 2025
- ✓ Launch of transponder with transmission rates of **400 Gb/s** per optical channel
- ✓ New features for Padtec **NMS+** management
- ✓ Partnership with Zanecom to offer DWDM solutions in **sub-Saharan Africa**
- ✓ Launch of **Smart Site** (running PoCs)
- ✓ Creation of the **Directorate of Platforms and Solutions**
- ✓ **Four new invention patents** registered at the INPI



Padtec

Building the future in the present



What we already did in **2023**

- ✓ Open of **Padtec Peru** – expanding our presence in the Americas
- ✓ Launch of the 400 Gb/s standalone **transponder per optical channel** (800 Gb/s in total)
- ✓ **1,000 units sold of the 800 Gb/s transponder** (launched in October 2020)



ESG Agenda

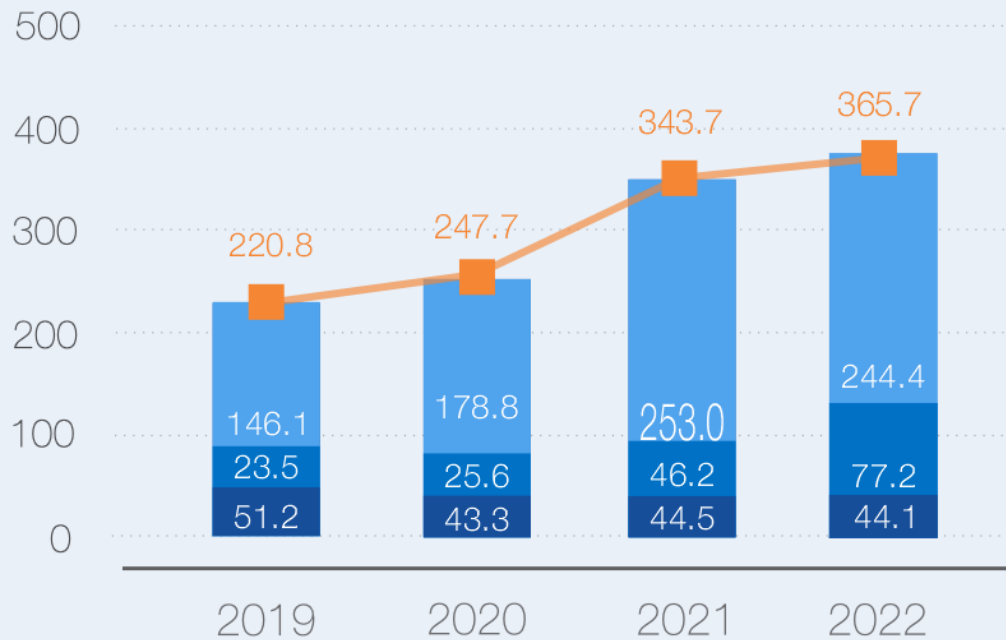


- ✓ **116** new professionals hired, we ended 2022 with **690 employees**;
- ✓ Launch of the **Technical Mentoring Program**;
- ✓ Engagement Index > **80%**;
- ✓ NPS index **55.7%**, same level of loyalty reported in 2021
- ✓ Level of General Satisfaction with Padtec grew for the 5th consecutive year;
- ✓ Participation, in partnership with several companies in the telecommunications sector, in tests with a **5G intelligent luminaire** in Campina Grande city;
- ✓ **Sustainable Spaces** Project;
- ✓ 2022 Editions of **Pad Technology Day** and **Women in Tec**;
- ✓ **Padtec Iluminar**: campaigns together with FEAC Foundation, Padre Haroldo Institute and Gadecamp;
- ✓ **1st place** in the DWDM item of the Outstanding Brands in Internet Service Providers survey carried out by RTI magazine;
- ✓ Environmental Management System according to **ISO 14001:2015**;
- ✓ Recertification of the Quality Management System according to **ISO 9001**;
- ✓ Launch of the **Policy for Donating Scrapped Materials**;
- ✓ 2nd edition of **Compliance Week**

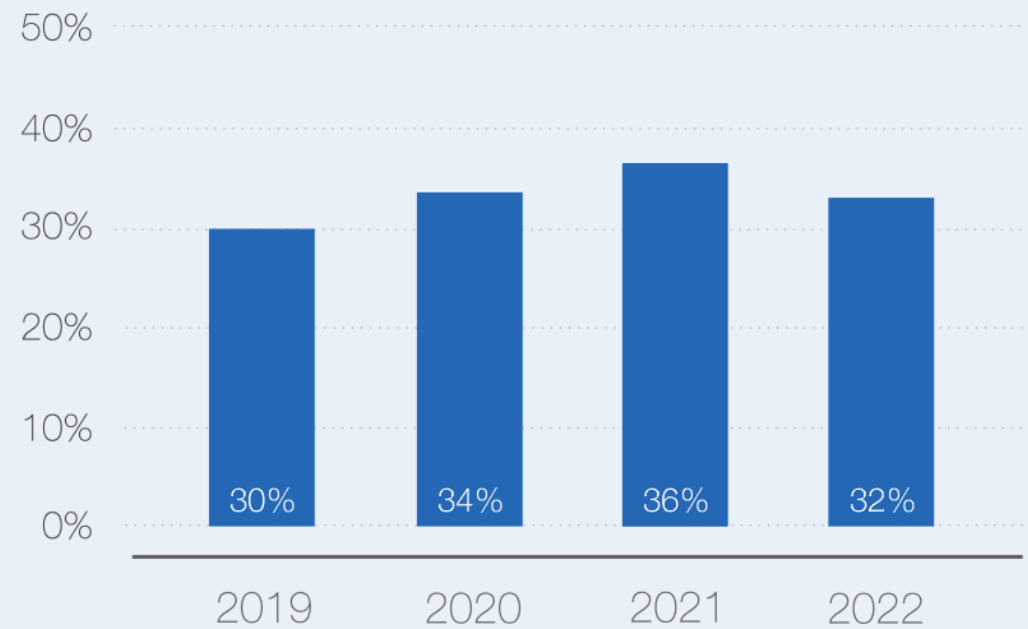
Results

Record revenue in 2022, driven by sales in the foreign market

Total Net Revenue (R\$MM)



Gross Margin (%)



- Brazil DWDM
- International Market DWDM
- Services & Platforms

Total Net Revenue CAGR (19-22)

▲ +18.3%

DWDM Brazil CAGR (19-22)

▲ +18.7%

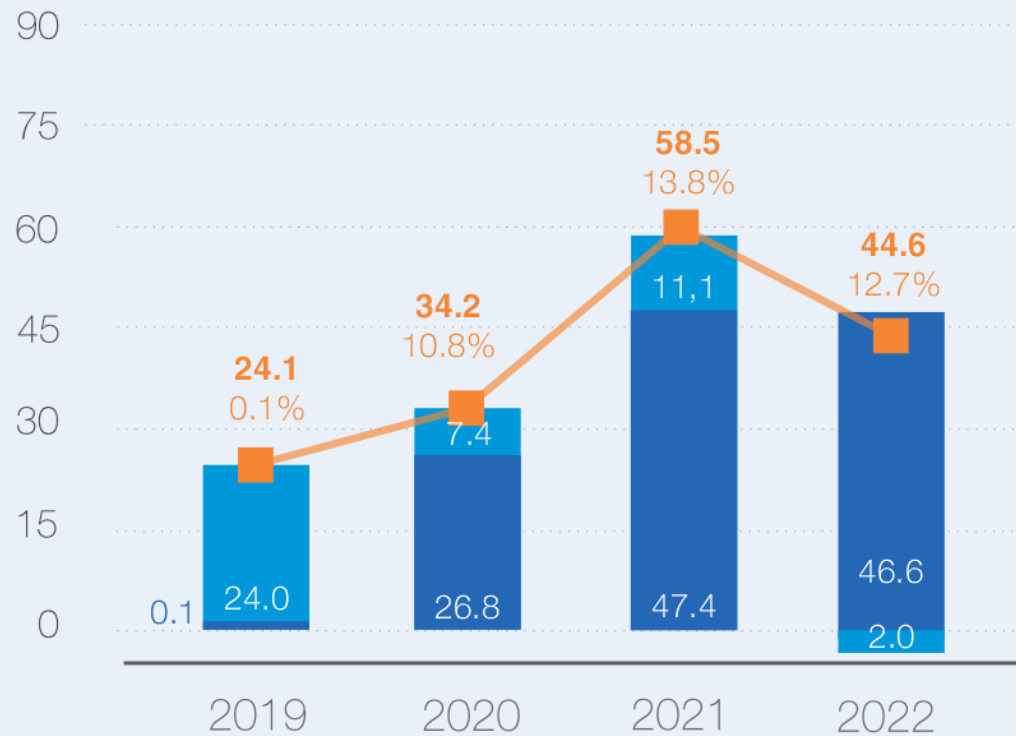
DWDM International Market CAGR (19-22)

▲ +48.7%

Combined data since January 2019

Results

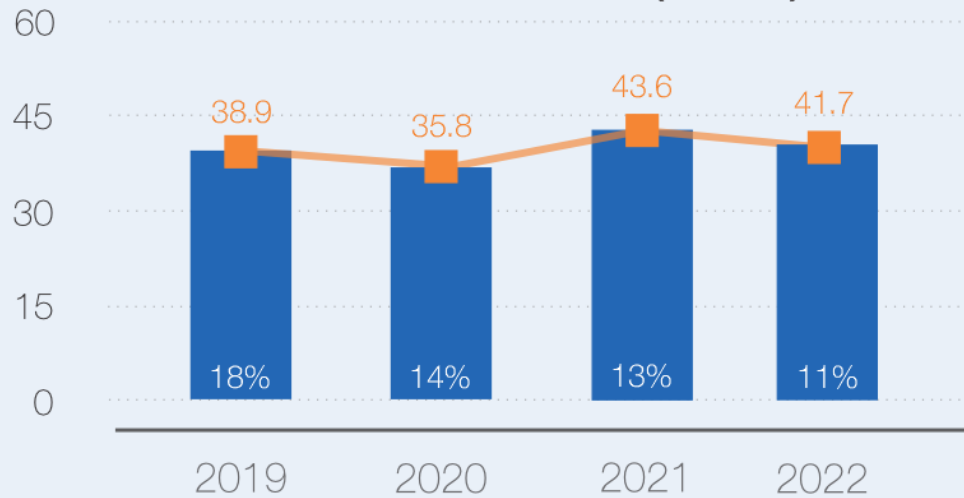
EBITDA (R\$MM); Adjusted EBITDA (R\$MM); Adjusted EBITDA Margin (%)



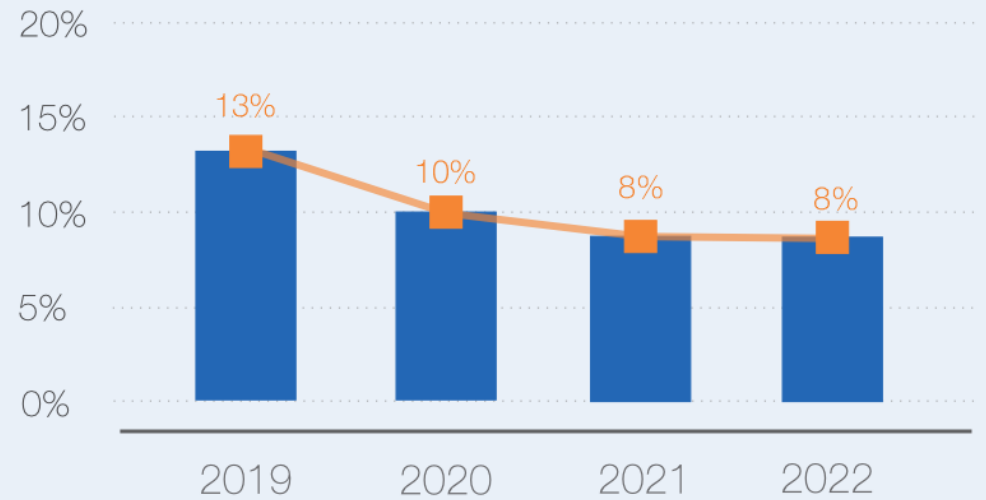
Adjusted EBITDA Non-recurring effects EBITDA

Results

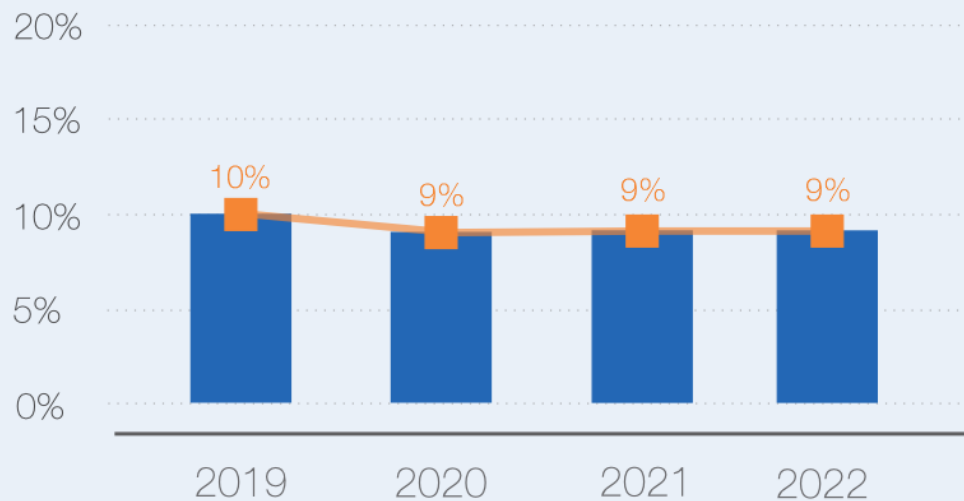
R&D x Net Revenues (R\$MM)



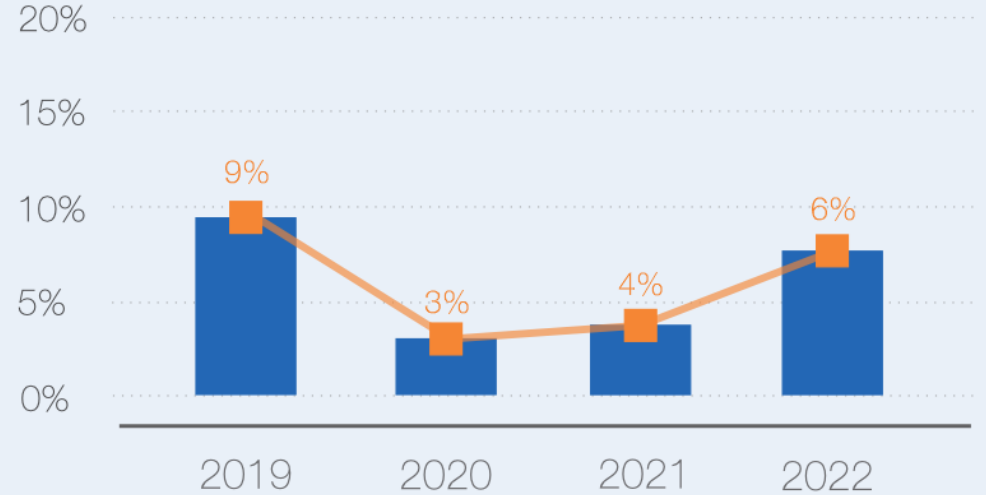
Administrative Expenses x Net Revenues (%)



Sales Expenses x Net Revenues (%)



Financial Expenses x Net Revenues (%)



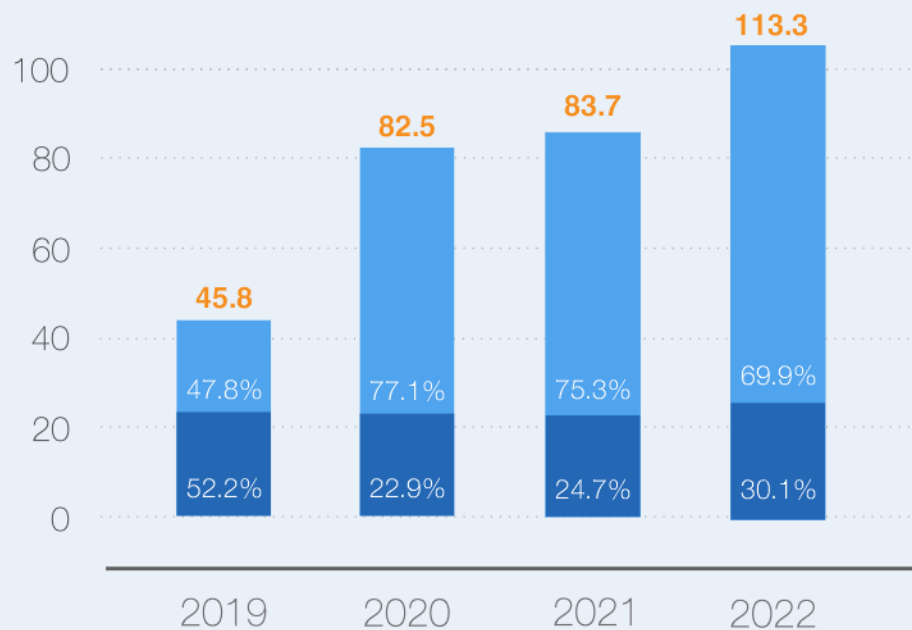
Combined data since January 2019

Does not consider exchange variation.

Results

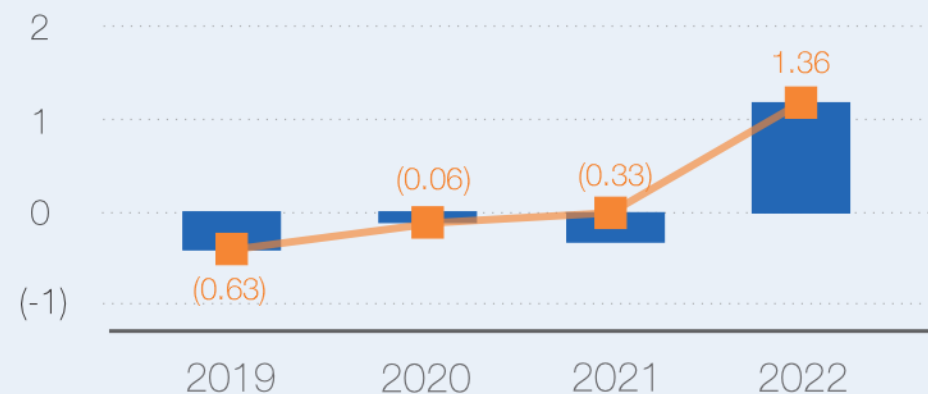
Solid and conservative capital structure with a low cost and extended profile

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



Short Term Debt Long Term Debt

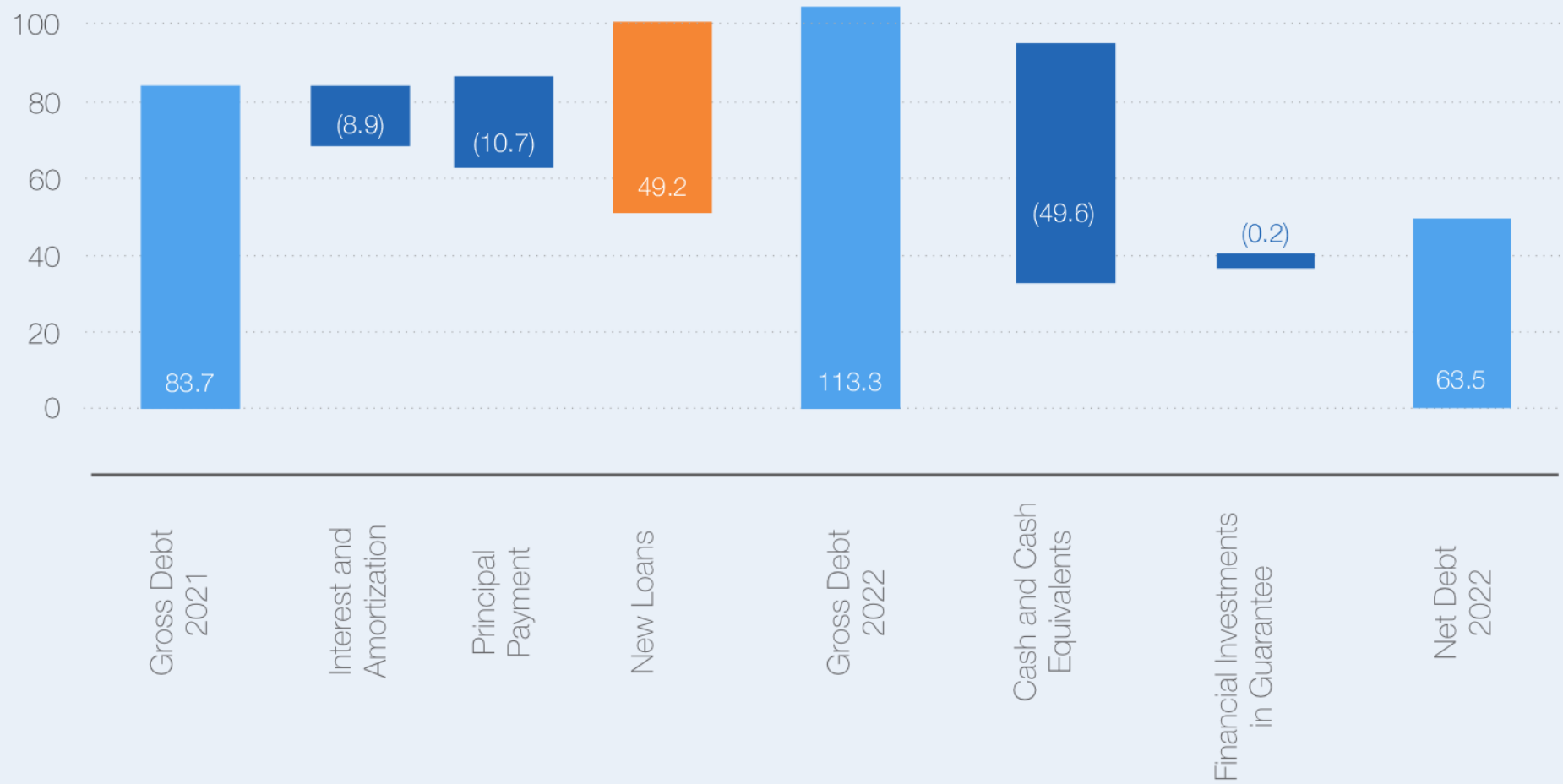
Net Debt / Adjusted LTM EBITDA¹



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

Results

Debt Evolution (R\$MM)



What about the future?

Growth opportunities

International expansion

Increase market share in Latin America

Expand sales in the North American market

Enter markets in EMEA and sub-Saharan Africa

Reinforce financing structures for international clients

Increase the range of products and services offered

Make the Platforms and Solutions unit even more strategic

Accelerate Smart Site sales and evolve in the concepts of SmartInfra and SmartOps

Launch of new software for critical mission and signing of new contracts for NOC and specialized services

Solutions through partnerships and/or acquisitions of other companies

Growth in the customer base, loyalty and totalization

Financing for local (Brazil) and international clientes

Best-in-class support including fast delivery

Spare Part as a Service (SPaaS) and Leasing

Launch of new software to improve the performance of operators

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