



padtec

# Fact Sheet

Padtec Holding S.A.

Investor Relations  
+55 19 2104-9703  
[ri@padtec.com.br](mailto:ri@padtec.com.br)







USA



Colombia



Fortaleza



Peru



Brasília



Campinas



São Paulo



Rio de Janeiro



Chile



Argentina

## We transform technology so that technology can transform the world\_

Padtec is a Brazilian multinational company that strives to bring high-capacity connections to life throughout Brazil, the Americas and around the world. From the small town to the bustling metropolis. For every person, for every type of business. With over 20 years of history, we are honored to work together with our customers to offer services capable of bringing people together. By this collaboration and living and breathing technology, we go where no one else goes. We venture to use our knowledge to design new futures and keep up with a world in constant evolution. This is our way of leveraging connections to create new realities.



### Headquarters

**Campinas, São Paulo (Brazil)**  
Rua Doutor Ricardo Benetton Martins, 1.000  
Polo II de Alta Tecnologia  
Tel.: 19 2104-9600



### CEO

**Carlos Raimar Schoeninger**



### National offices

São Paulo – Rio de Janeiro – Brasília – Fortaleza – Curitiba



### International offices

Argentina – Chile – Colombia – USA – Peru



**R\$ 365.7 mi**

Net revenue (2022)



**PDTC3**

B3



**690+**

Employees

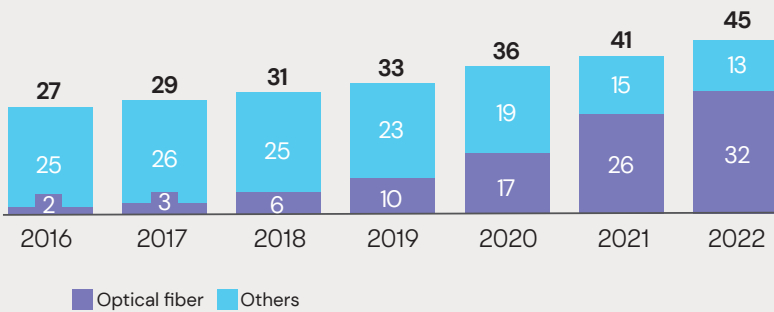


# Growth opportunities\_

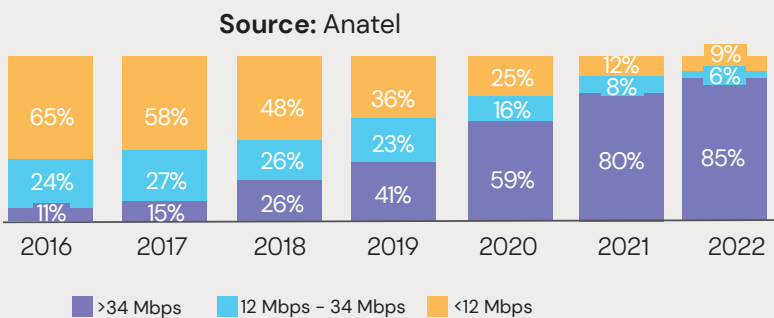
## International expansion

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.

Millions of broadband subscriptions by technology in Brazil  
Source: Anatel



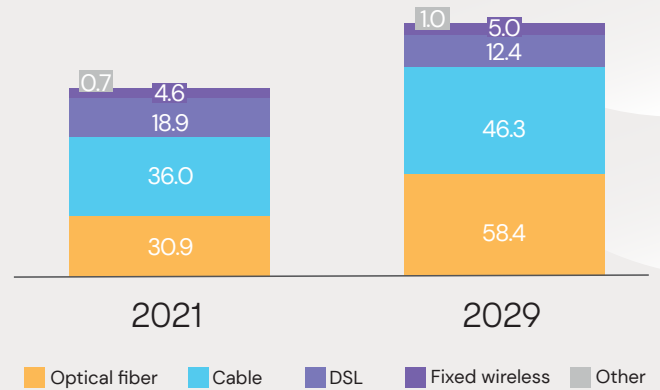
Evolution of broadband speed adopted in Brazil  
Source: Anatel



## 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.

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



## 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.

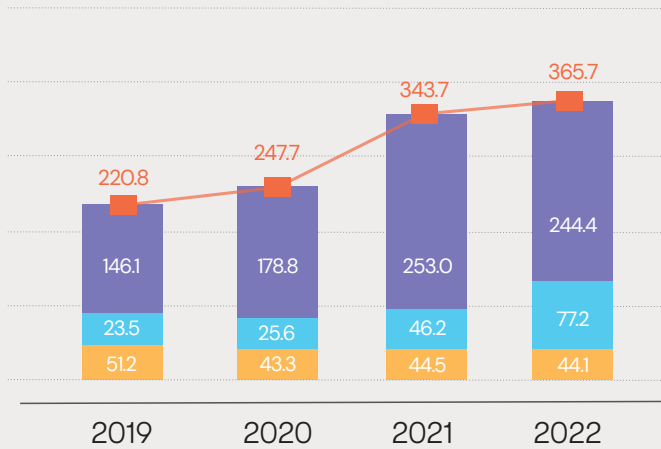
The arrival of the fifth generation of mobile connections (the 5G) will result in a transformational journey with several growth options for Padtec. In the new large investment cycle of telecommunications companies, Padtec equipment is indispensable.



# Financial highlights\_

## Strong growth in its core business...

Net revenue (R\$MM)



Total Net Revenue CAGR (19–22)

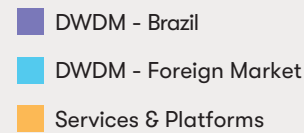
▲ +18.3%

DWDM Brazil CAGR (19–22)

▲ +18.7%

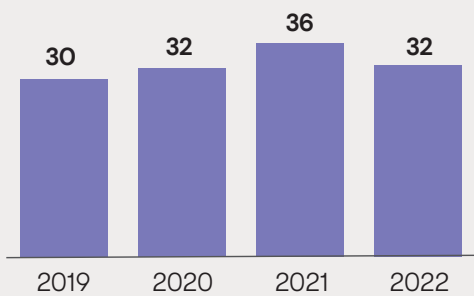
DWDM Foreign Market CAGR (19–22)

▲ +48.7%

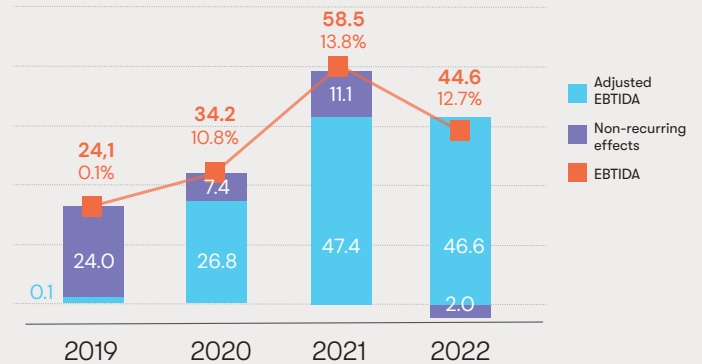


## margins positively impacted by the strategy\_

Margin (%)

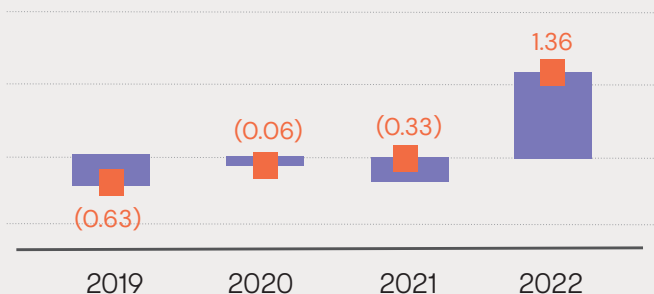


EBITDA (R\$MM); Adjusted EBITDA (R\$MM)<sup>1</sup>; Adjusted EBITDA Margin (%)



## and a solid capital structure\_

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



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

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

