



# padtec

## Webcast Results 3Q2023

Investor Relations  
[ri@padtec.com.br](mailto:ri@padtec.com.br)

# 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.*

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

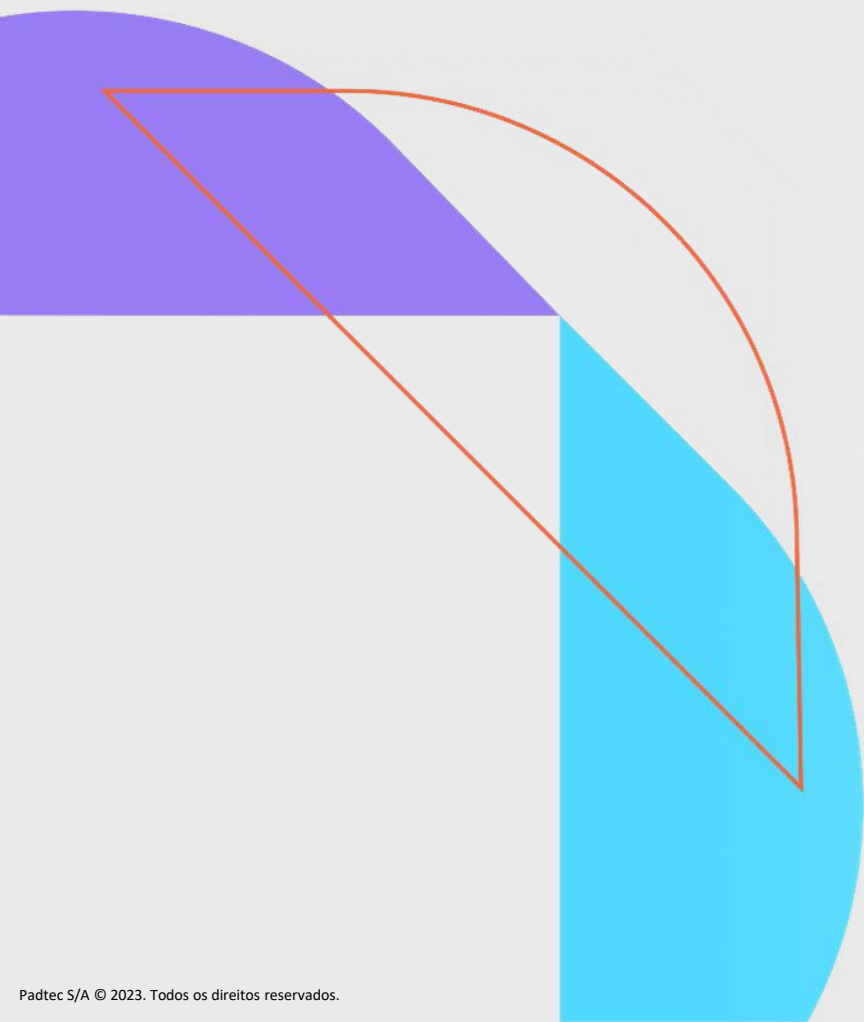
Padtec offers products and services that **bring people closer and connect them**, contributing to the development of society and the economy, shaping new futures and fostering a more sustainable world.

**Leadership in Brazil's high-capacity data connectivity market** with a growing global presence, proximity and partnership with customers.



# Financial Results

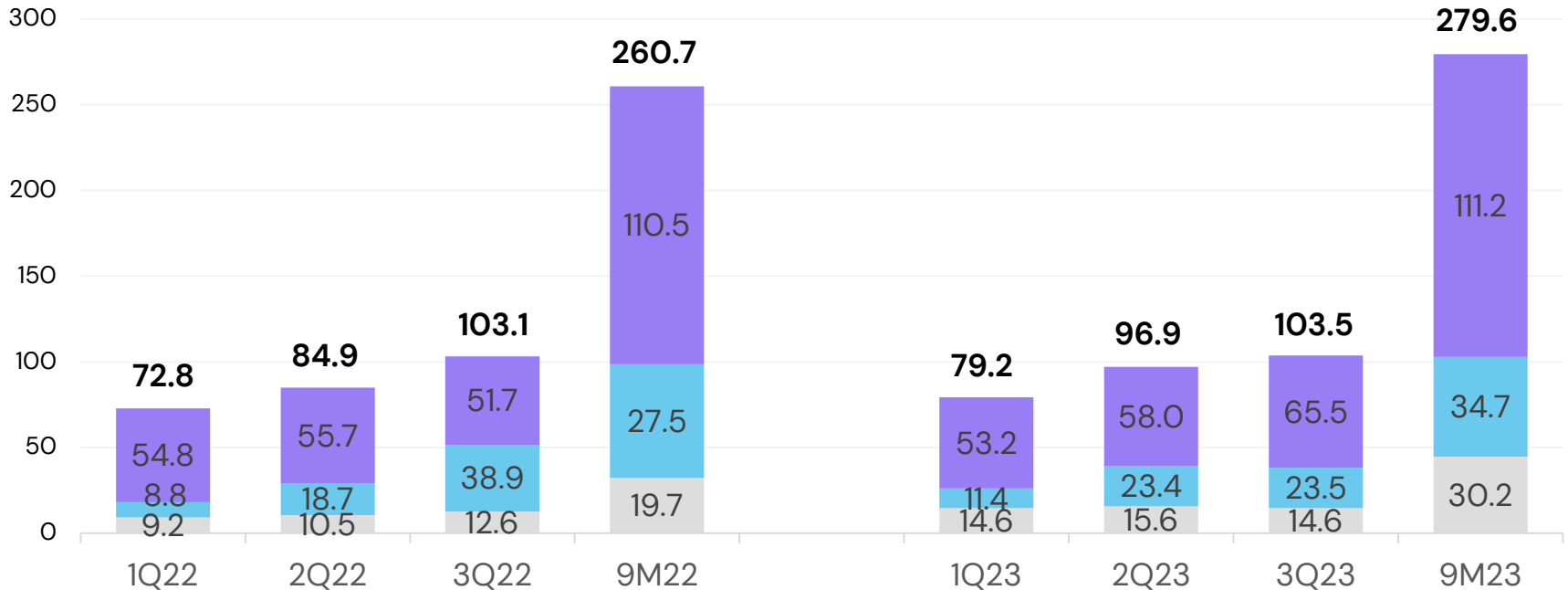
## 3Q2023



# Financial Results

Demand for Padtec solutions in Brazil resumes growth, remaining stable in the foreign market

Net Revenues (R\$MM)



9M23 x 9M22

Total Net Revenues: **+7.2%**

DWDM Brazil: **+8.9%**

DWDM Foreign Market : **(12.3%)**

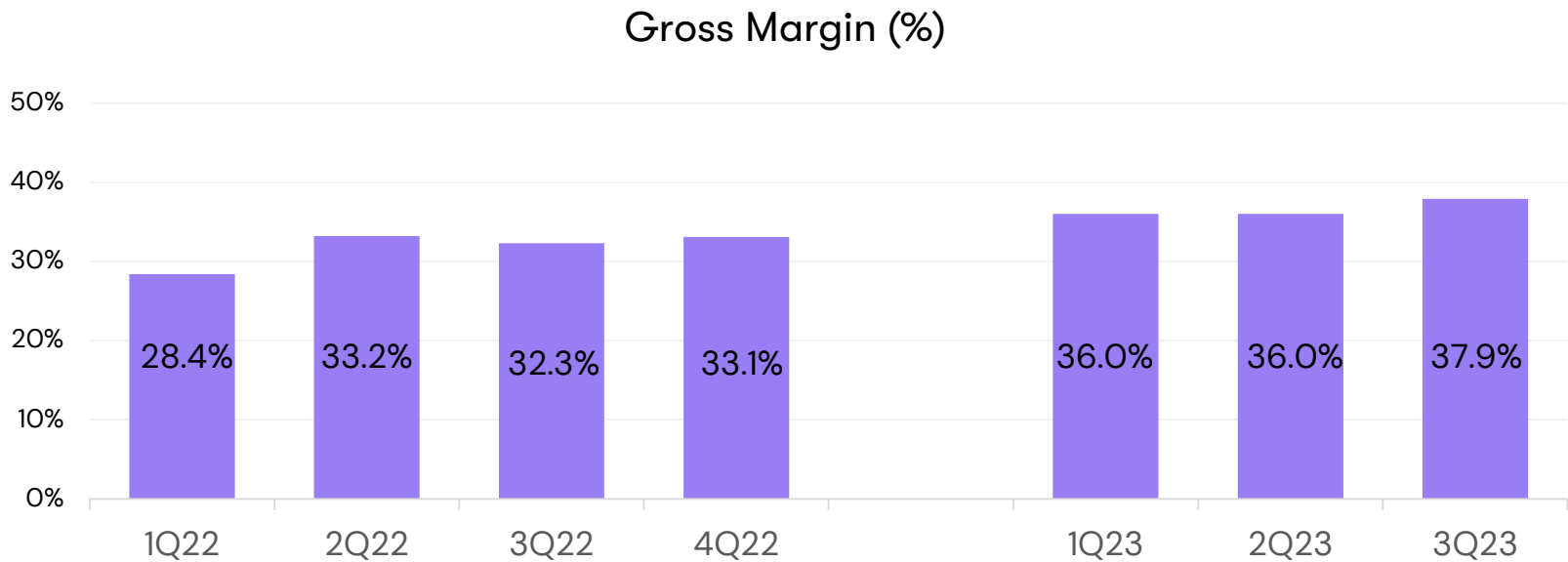
Services, Softwares & Platforms : **+38.8%**

- DWDM Brazil
- DWDM Foreign Market
- Services, Softwares & Platforms



# Financial Results

Focus on profitability, record gross margin<sup>1</sup> in 3Q23: 37.9%  
(9M23: 36.7%)



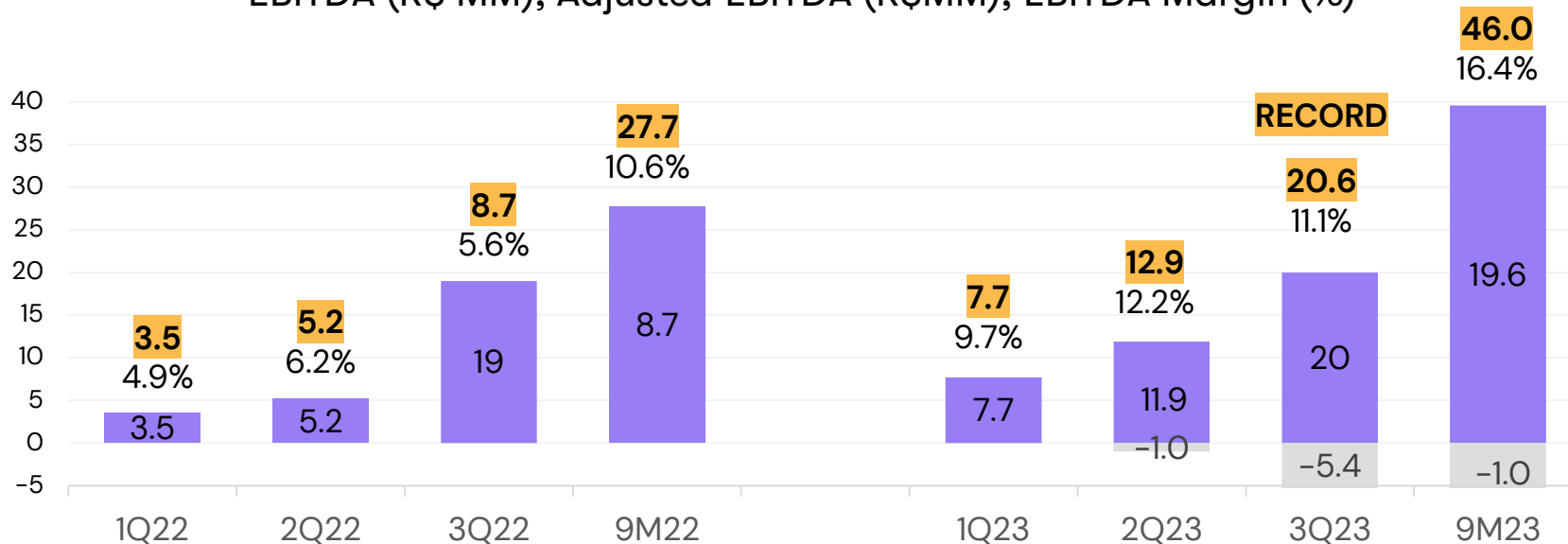
<sup>1</sup> Considers combined consolidated results (Padtec S.A. + Ideiasnet S.A.) since January 2019.



# Financial Results

Record EBITDA<sup>1</sup> in 3Q23: R\$ 25.4 million

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



EBITDA

Adjusted EBITDA

Non operational effects

**EBITDA:**

3Q23 x 2Q23 **+97.2%**

3Q23 x 3Q22 **+33.9%**

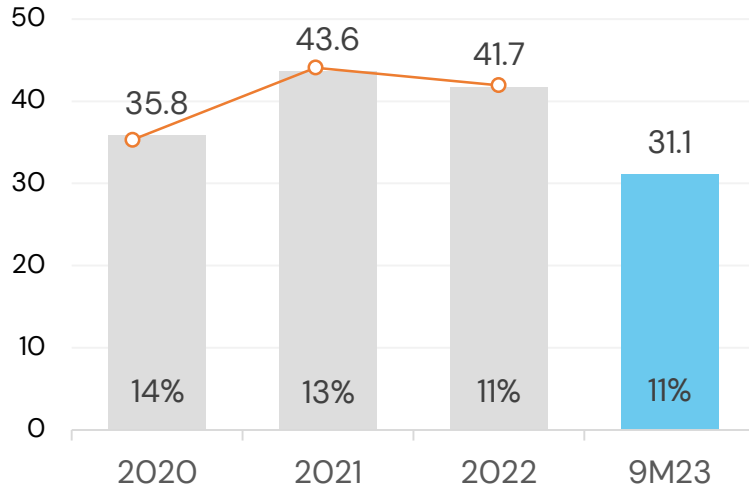
9M23 x 9M22 **+65.8%**

<sup>1</sup> Considers combined consolidated results (Padtec S.A. + Ideiasnet S.A.) since January 2019.

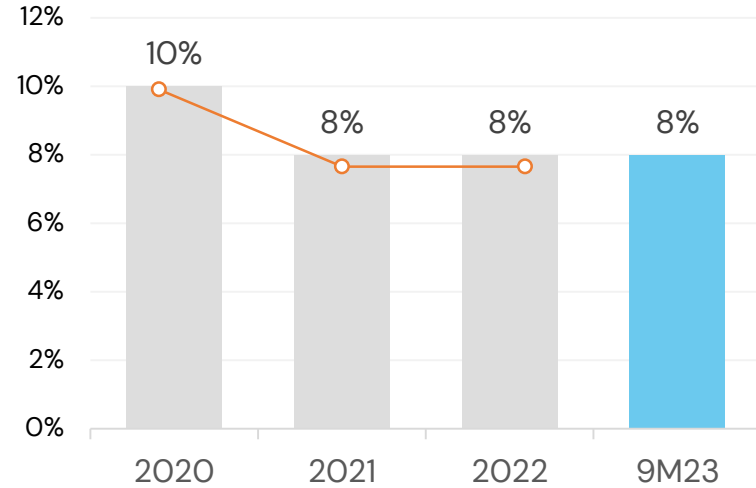


# Financial Results

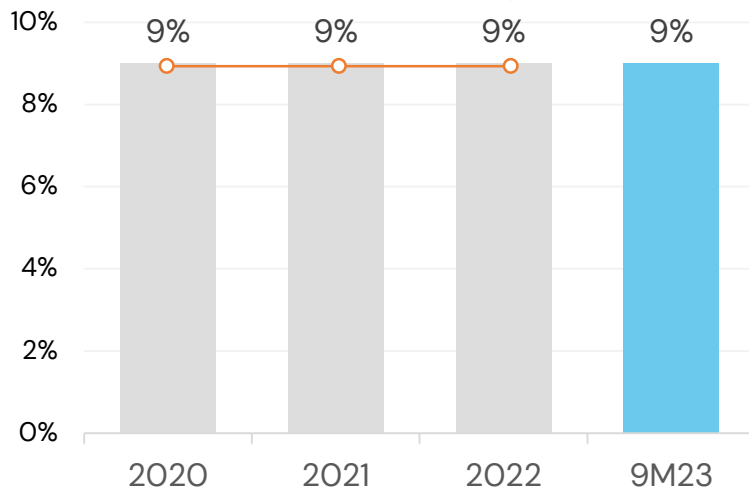
## R&D x Net Revenues (R\$MM)



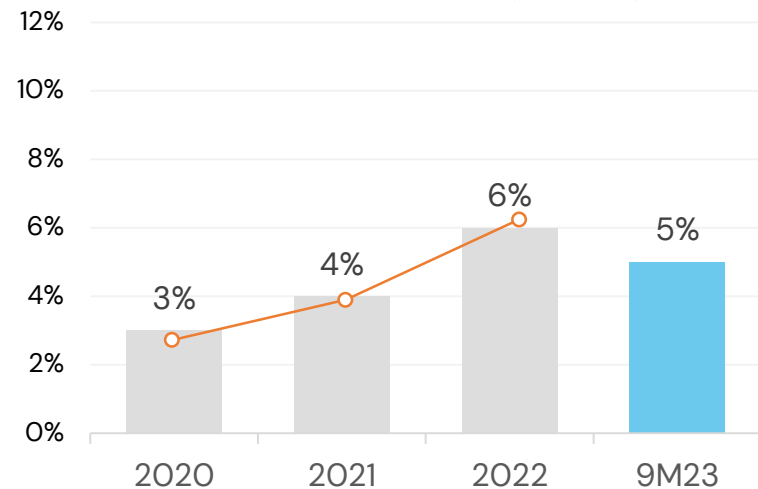
## Administrative Expenses x Net Revenues (R\$MM)



## Sales Expenses x Net Revenues (R\$MM)



## Financial Expenses x Net Revenues\* (R\$MM)



\*Does not consider exchange variation.



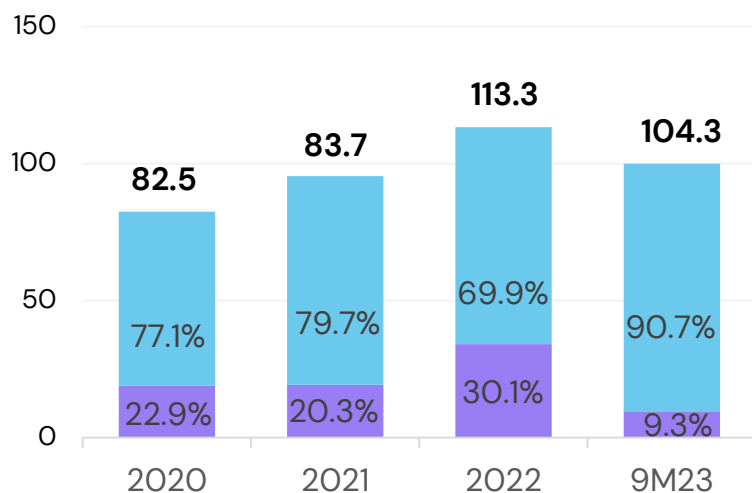


# Financial Results

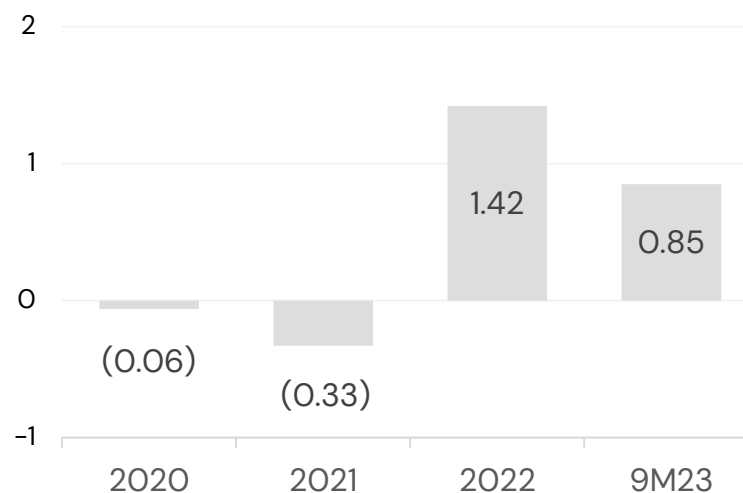
Debt restructuring successfully concluded in 2Q23

More than 90% in long-term, average funding cost: 6.3% p.a.

Debt: long X short term (R\$MM)



Net Debt / LTM EBITDA<sup>1</sup> (X)



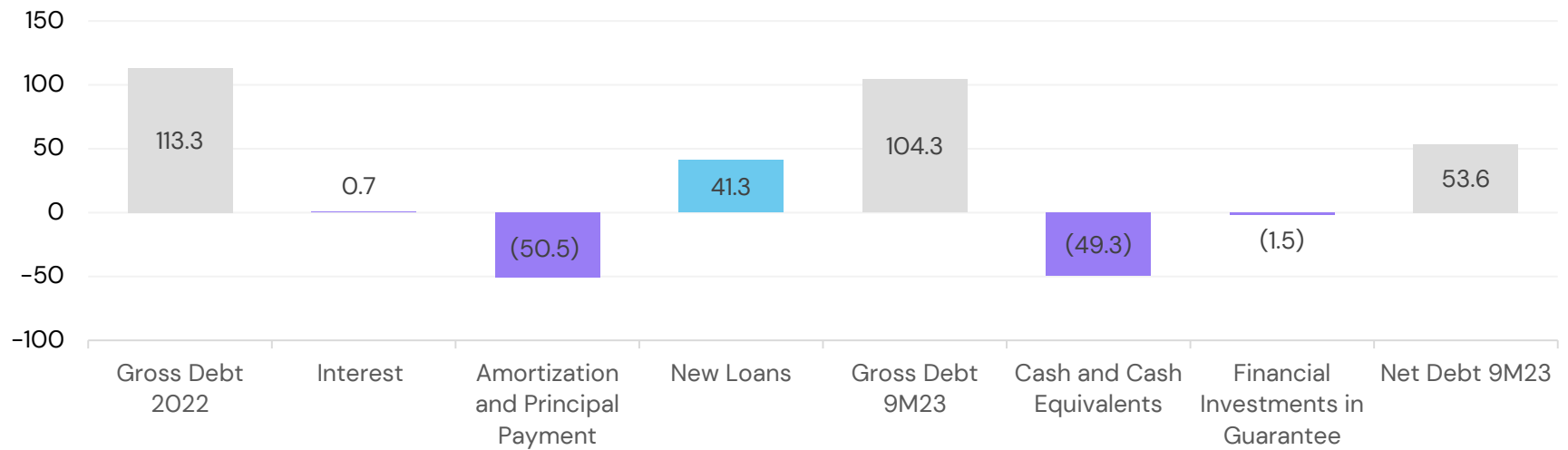
- Short term debt
- Long term debt

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



# Financial Results

## Debt Evolution (R\$MM)



# Growth Opportunities



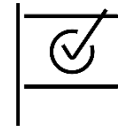
## International Expansion

- Increase market share
- Expand sales in the North American market
- Enter markets in EMEA and sub-Saharan Africa
- Reinforce financing structures form international clients



## Growth in the customer base, loyalty and totalization

- Financing for local (Brazil) and International clients
- Best-in-class fast delivery
- Spare Part as a Service (SPaaS) and Leasing
- Launch of new software to improve the performance of operators



## 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 Smart Infra and Smart Ops
- 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 - agreement with UfiSpace and IP Infusion announced in May/23 for Padtec's entry into the switches and routers market

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