

PRESS RELEASE

Padtec announces partnership with Hayex Technology focused on the Peruvian market

Campinas, SP, March 04, 2024 – PADTEC HOLDING S.A. (“Padtec” or “Company”, B3: PDTC3) informs that its subsidiary Padtec S.A., a leading manufacturer of optical transport systems, announced a strategic partnership that aims to expand its presence in the Latin American market (especially in Peru, where it opened a commercial office last year). The new partner is Hayex Technology (<https://hayex.us/>), a company that distributes and sells network and communications solutions in Latin America and has more than ten years of experience in the Peruvian market.

“We are pleased to officially announce our partnership with Padtec, a company with great experience. Padtec brings together technical skills perfectly aligned with our market objectives”, says Eddy Gonzáles, CEO Latam of Hayex Technology. “We trust in Padtec’s ability to contribute to the continuous improvement of professionals and technicians in the telecommunications industry. In this way, we hope to reach new heights of excellence and innovation in our sector”, he adds.

As a result of the partnership, Hayex will distribute in Peru and other Latin American countries in which it operates all products from Padtec's portfolio, consisting of solutions with DWDM (Dense Wavelength Division Multiplexing) technology for very high-speed optical networks and transmission capacity. In addition, the portfolio includes the line of switches and routers from UfiSpace, a company with which Padtec has a partnership agreement focused on offering an end-to-end solution for communication networks.

“The expansion of Padtec’s presence in Latin America, and in the international market in general, is an important step in the Company’s growth strategy. And the partnership celebrated with Hayex is aligned with this expansion strategy”, says Manuel Andrade, CEO of Padtec North America, and director of International Operations at Padtec. He recalls that the opening of the commercial office in Lima, Peru, in February last year, aimed to accelerate Padtec's growth in that market, which still has a lot of room to advance in optical transmission, mainly due to the growing demand by broadband.

Hernán Yepes, manager of the Padtec office in Colombia and the CALA North region, highlights that Peru is the second country in terms of growth in fiber optic access connections in the world and that Padtec has been consolidating itself as a leading supplier in this market, thanks to the work carried out mainly in the last year. “Currently, the Company has projects in different areas of Peru: in the north and south of the country and coastal areas, mountains, and jungles”, says Yepes. According to him, 286 kilometers of the DWDM network were illuminated in the northern coastal zone, which borders Ecuador, and around 470 kilometers in the south, in Arequipa and Ica. In the Peruvian mountains, 200 kilometers are being lit, between Lima and Junín, and another 206 kilometers in the jungle area in the east, in Ucayali. “In addition, the Company is lighting around 1,162 kilometers of DWDM networks throughout Peru, serving various market segments, such as large operators and ISPs”, he adds.

Campinas

Rua Doutor Ricardo Benetton Martins, 1.000
Parque Il do Polo de Alta Tecnologia
Campinas • SP • CEP 13.086-510

+55 19 2104-9700
+55 19 2104-9703
padtec@padtec.com.br



Headquartered in Campinas, in the interior of São Paulo, Padtec maintains four commercial offices in Latin America: in Argentina, Chile, Colombia, and Peru. "Padtec equipment is present in the networks of the most important telecommunications operators in Latin America", says Manuel Andrade. "With our own offices and partners like Hayex, the intention is to expand our presence in the region, facilitating support for customers' sales and operations", he concludes.

About Padtec (padtec.com)

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.

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