

PRESS RELEASE

Padtec announces alliance with Kubos Tecnologia for the Colombian market

Campinas, SP, March 18, 2024 – PADTEC HOLDING S.A. ("Padtec" or "Company", B3: PDTC3) informs that its subsidiary Padtec S.A., a leading manufacturer of optical transport systems, has signed another strategic partnership in Latin America: with Kubos Tecnologia (www.kubostecnologia.com), a Colombian company that has been providing competitive telecommunications infrastructure and technology solutions for ten years. The alliance aims to reinforce the presence of the Brazilian supplier in the Colombian market, through closer service, mainly to internet providers and customers in the corporate segment.

"With this strategic alliance, Kubos Tecnologia strengthens its portfolio of products and solutions, which allows us to deliver to our customers a complete, end-to-end offer that includes everything from the most complex parts of the external network to the access networks," says Nidia Bautista, LATAM Sales Director at Kubos. "We are very pleased to have the support of a brand like Padtec, given its solidity, its ability to adapt to the market needs, its level of expertise in telecommunications infrastructure solutions, the quality of its human resources, and also its commitment to a competitive and versatile offer of solutions, prepared to meet the challenges currently presented by telecom networks," she adds.

For Padtec, the partnership means a reinforcement of its strategy to operate in the Colombian market – a country in which it maintains a commercial office, located in Medellin. Kubos Tecnologia will act as a distribution channel for all products in Padtec's portfolio, consisting of solutions with DWDM (Dense Wavelength Division Multiplexing) technology for very high-speed optical networks and transmission capacity, as well as switches and routers from UfiSpace – a company with which Padtec has a partnership agreement.

"The alliance with Kubos Tecnologia is fully aligned with Padtec's expansion strategy in Latin America, and in the international market in general," says Manuel Andrade, CEO of Padtec North America and director of International Operations at Padtec. "As part of our international expansion strategy, we recently entered into a partnership with a company in Peru and we will continue to invest in initiatives that can accelerate the expansion and expand Padtec's presence in other countries," he adds.

Headquartered in Campinas, in the state of São Paulo, Padtec maintains four commercial offices in Latin America. In addition to the Colombian office, the others are located in Argentina, Chile, and Peru.

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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