



Results Webcast 1Q24

Investor Relations
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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.

The Company is not required to update them in the light of new information or new developments. The Company is not responsible for transactions that are carried out or for investment decisions that are made based on these projections and estimates. Finally, the pro forma financial information contained in this material is unaudited and, therefore, may differ from the final audited results.



Padtec goes where
no one else goes_

Founded in 2001, Padtec is a Brazilian multinational company dedicated to creating high-capacity connections all over the world, from the smallest city to the busiest metropolis

We work with our clients to offer services capable of bringing people and businesses closer together, driving new realities through technology and innovation

Paving the future

- **LightPad Max**, the new generation of Padtec transponders: tests carried out in real networks with prototypes showed good results – its launch is scheduled for 1H24
- Installation of a **pluggable** manufacturing unit in an advanced phase: equipment intended for internal consumption
- **Equipment/DWDM BU**: a challenging time in the industry
- **Services, Software & Platforms BU**: new solutions help customers to achieve more efficiency, profitability and contribute to Padtec's growth

Partnerships:

Switches &
routers

ufiSpace

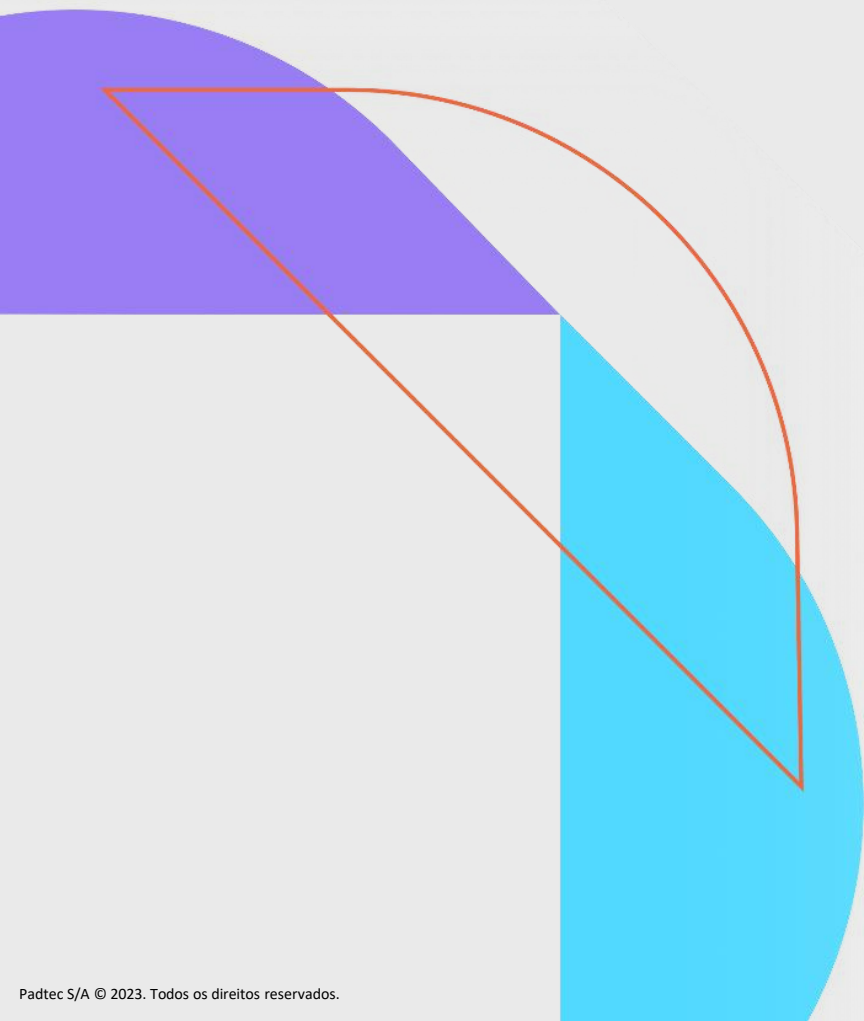
ipinfusion™

ARRCUS
NETWORK DIFFERENT™

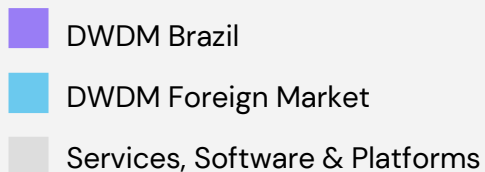
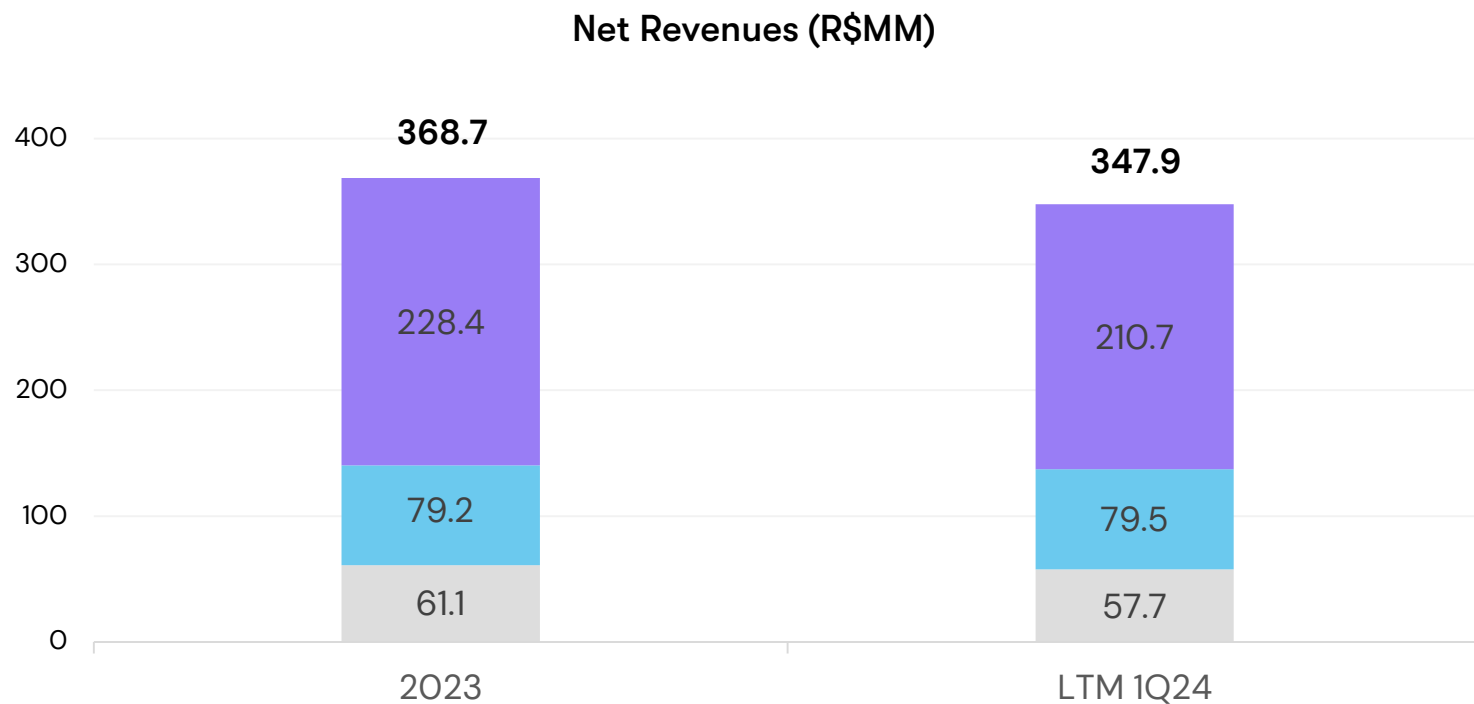
Mobile
networks
4G/5G

Parallel
WIRELESS

Financial Results 1Q24



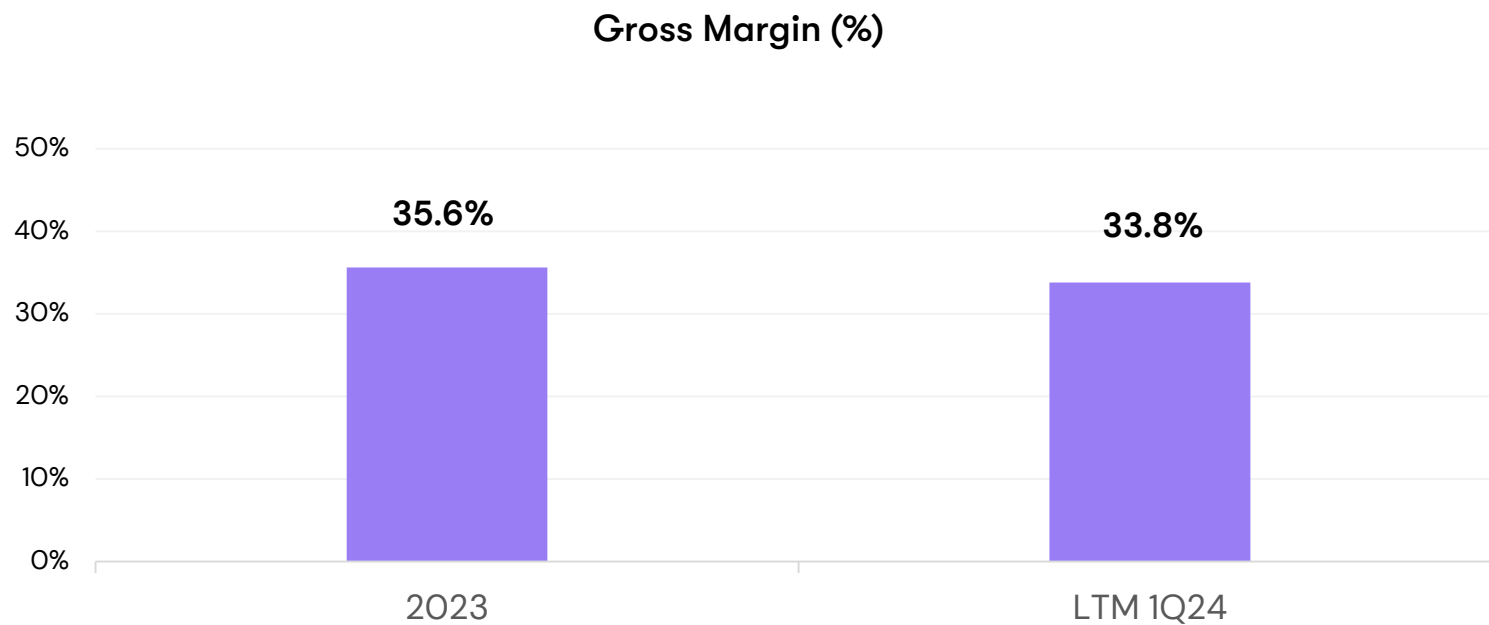
Financial Results



LTM 1Q24 corresponds to the sum of EBITDA recorded in the last twelve months



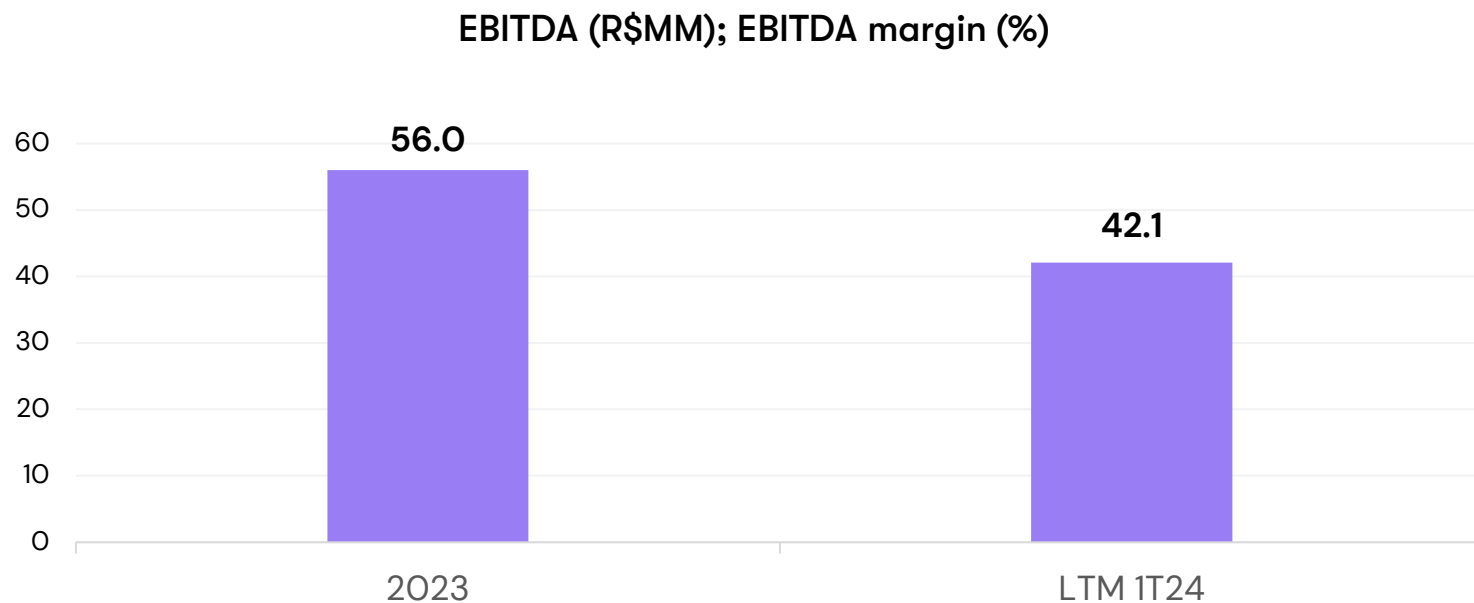
Financial Results



LTM 1Q24 corresponds to the sum of EBITDA recorded in the last twelve months



Financial Results

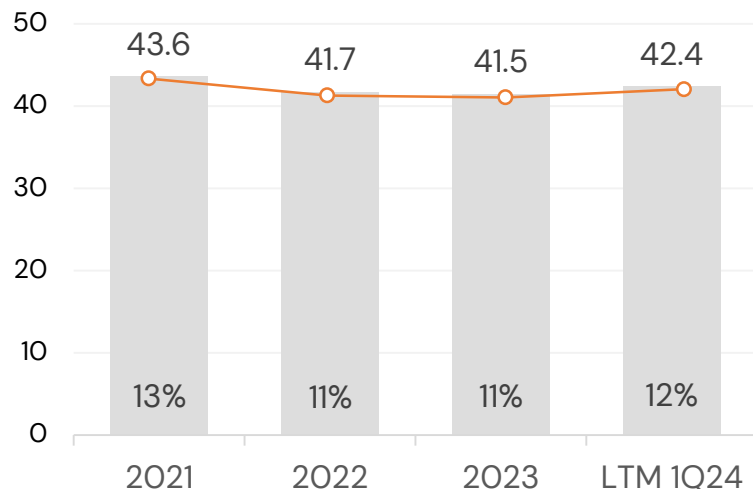


LTM 1Q24 corresponds to the sum of EBITDA recorded in the last twelve months

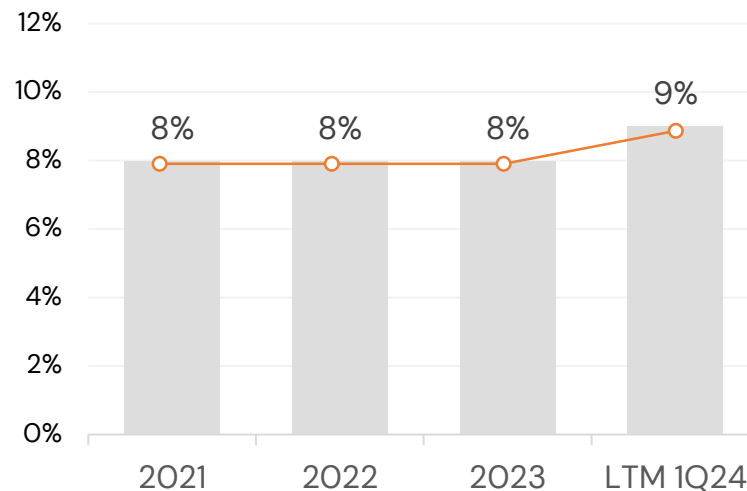


Financial Results

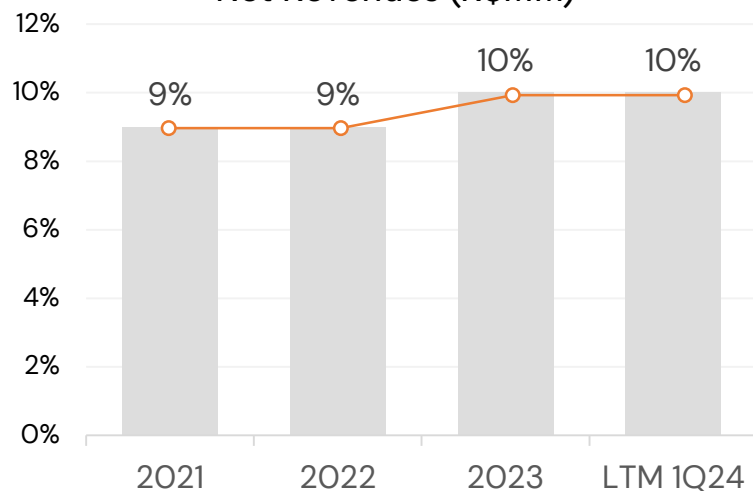
R&D x Net Revenues (R\$MM)



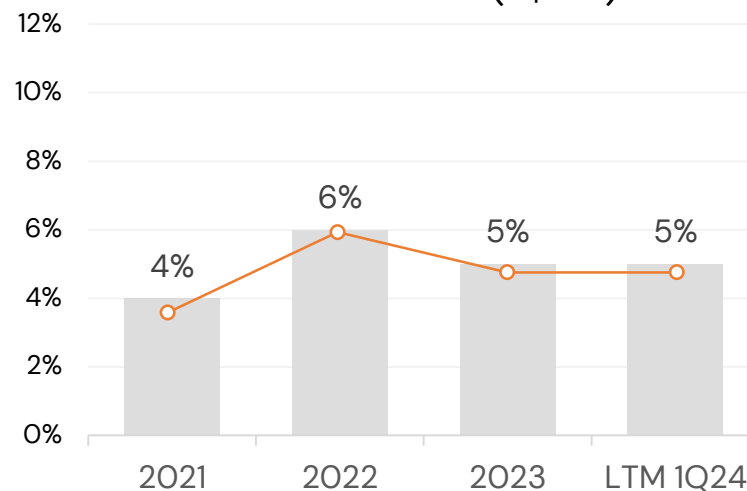
Administrative Expenses x Net Revenues (R\$MM)



Sales Expenses x Net Revenues (R\$MM)



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



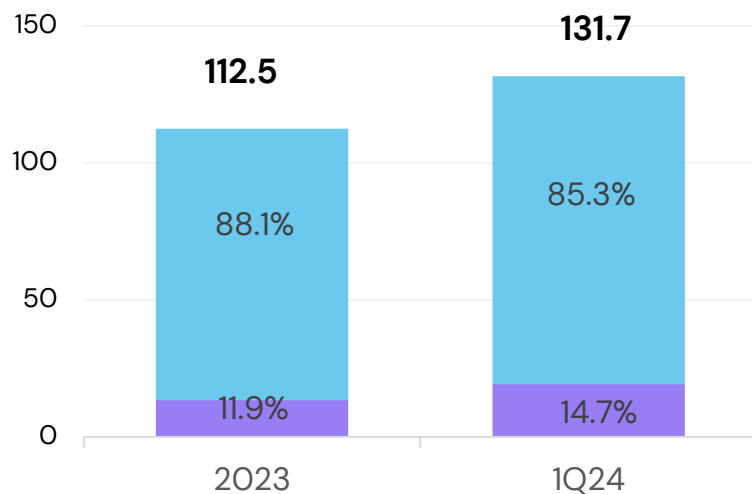
* Does not consider exchange variation.

LTM 1Q24 corresponds to the sum of EBITDA recorded in the last twelve months

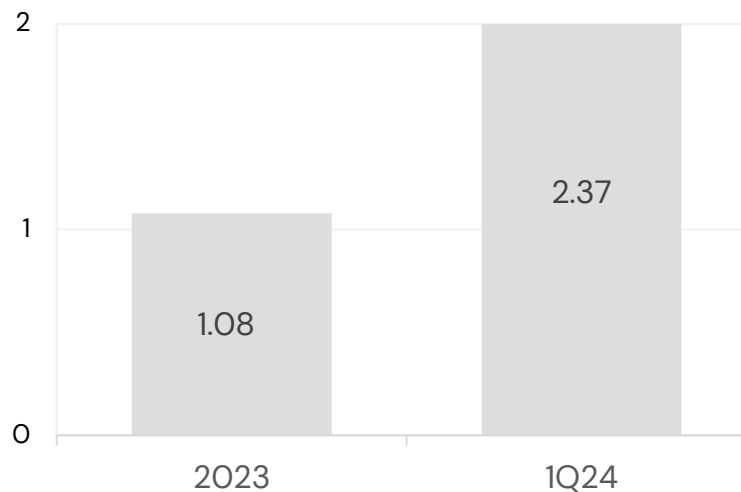
Financial Results

- Debt restructuring conducted at the beginning of 2024
- 85% in the long-term, average funding cost **5.7%** p.a. in 1Q24

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



Net Debt / LTM EBITDA¹ (X)

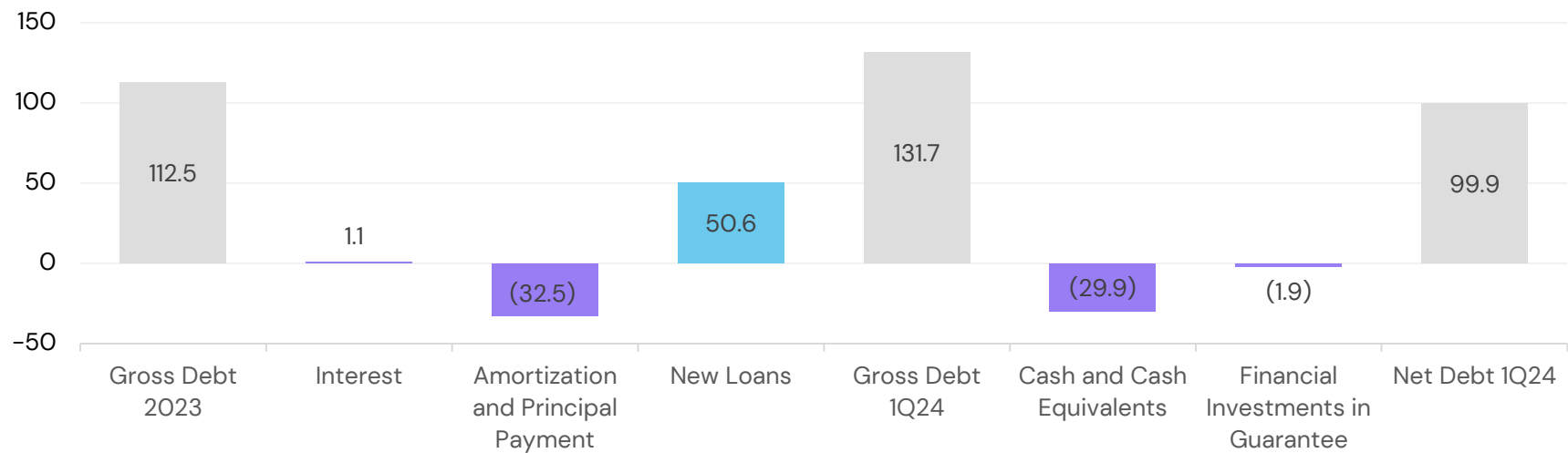


Short term debt
Long term debt

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

Financial Results

Debt Evolution (R\$MM)



Growth opportunities



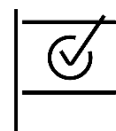
International expansion

- Increase market share in the countries in which we already operate
- Expand sales in the North American market and new markets using specialized channels
- Develop channels in EMEA and Sub-Saharan Africa
- Reinforce financing structures for 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 and equipment rental contracts
- Launch of new software to improve the performance of operators



Increase the range of products and services offered

- Make a strong debut in the switches and routers market
- Continue the path of growth in the Services, Software and Platforms unit
- Accelerate Smart Site sales and evolve the concepts of Smart Infra and Smart Ops
- Launch of new mission-critical software and conclusion of NOC and specialized services contracts
- Solutions through partnerships and/or acquisitions of other companies
- Solutions for the 5G network ecosystem

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