



Results Webcast 2Q24

Investor Relations
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.

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 dedicated to creating high-capacity connections around the world.

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

Padtec scaling the future: what we have already done in 2024

Equipment

- Partnership with new commercial channels to offer solutions aimed at IP networks (switches and routers)
- Launch of **LightPad Max**: the new generation of transponders disaggregated dual transponder with two-line interfaces of up to 1.2 Tb/s and a total capacity of 2.4 Tb/s per unit, for use over medium, long, and ultra-long distances
- Installation of a **pluggable** manufacturing unit (coherent transceivers with high transmission capacity): initially equipment will be directed to internal use

Services, Software & Platforms

- Partnership with **Trusted Data** to add solutions to the data center market
- Launch of **Smart Workspot** (a software for organizing field teams WFM – Workforce Management) and **Inovatec** ((a technological consultancy service)
- Partnership with **Satelital** to offer a complete solution for the construction and maintenance of submarine and sub-river networks in Latin America
 - Padtec and Satelital were selected as the main suppliers of the submarine solution for a festoon network that will be implemented connecting Belém (in Pará state) to Fortaleza (in Ceará state)

Partnerships:

Switches & routers



Submarine Systems



Mobile networks 4G/5G



Data centers



Launch

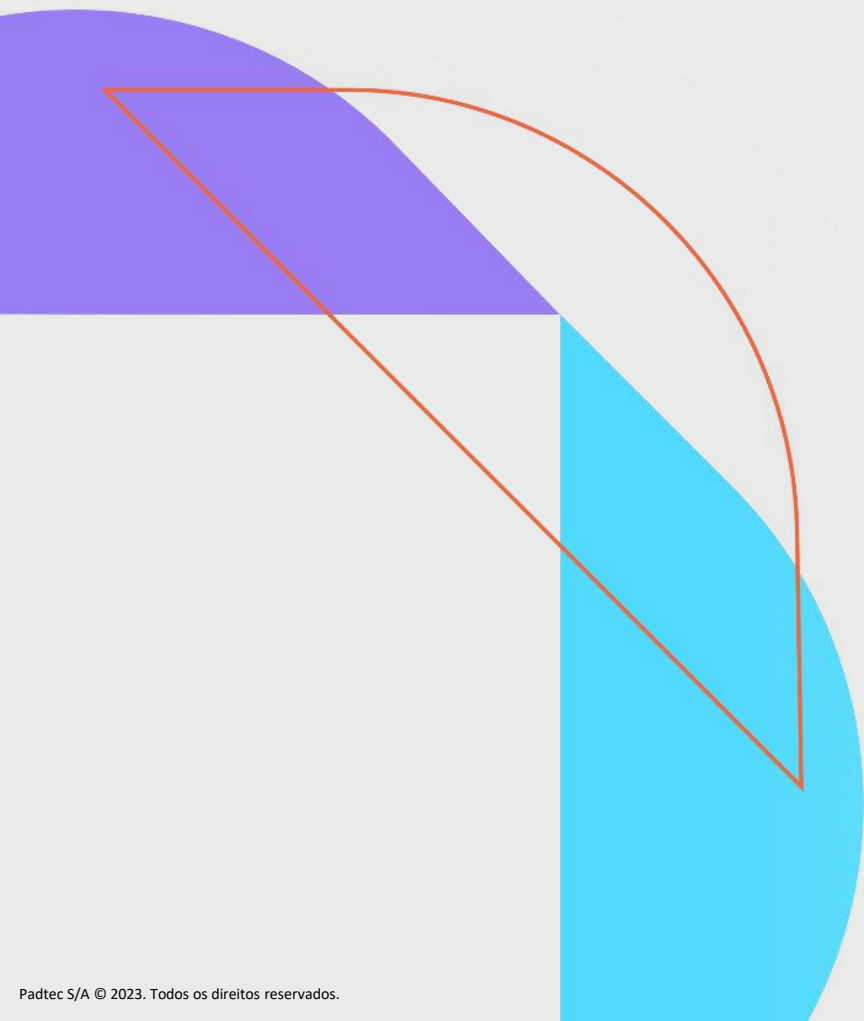
LightPad Max Platform

TM2400G-NK

Disaggregated dual transponder (2,4 Tb/s)

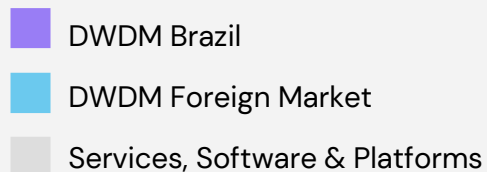
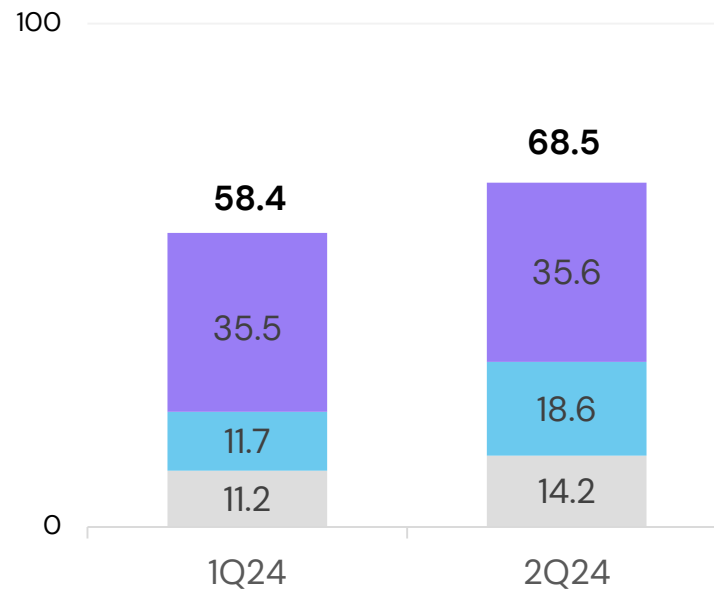
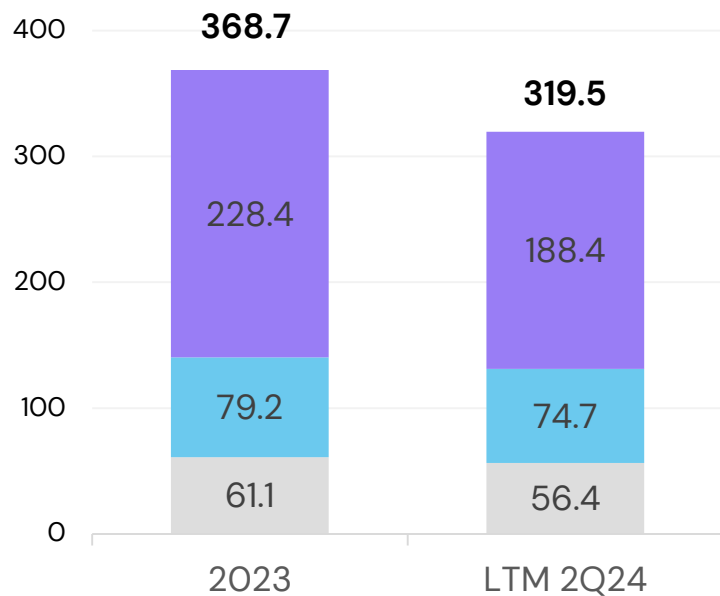


Financial Results 2Q24



Financial Results

Net Revenues (R\$MM)

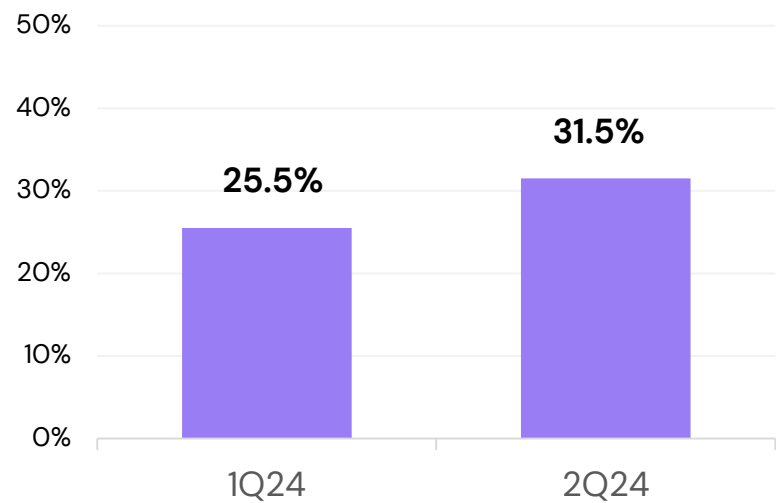
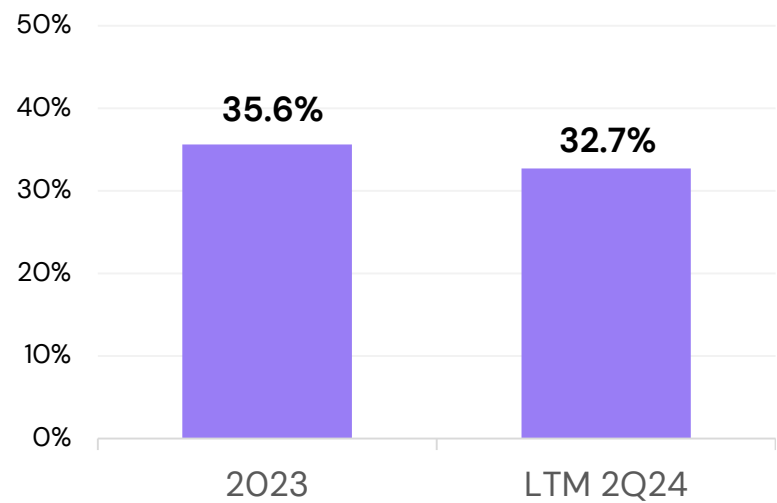


LTM 2Q24 corresponds to the result of the last twelve months



Financial Results

Gross Margin (%)

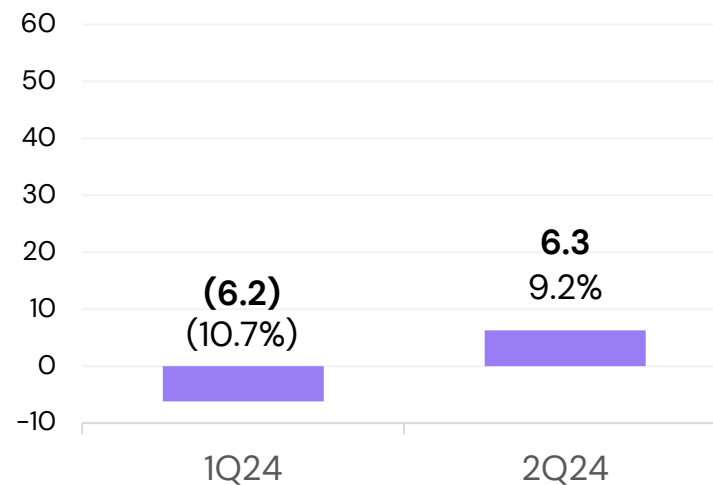
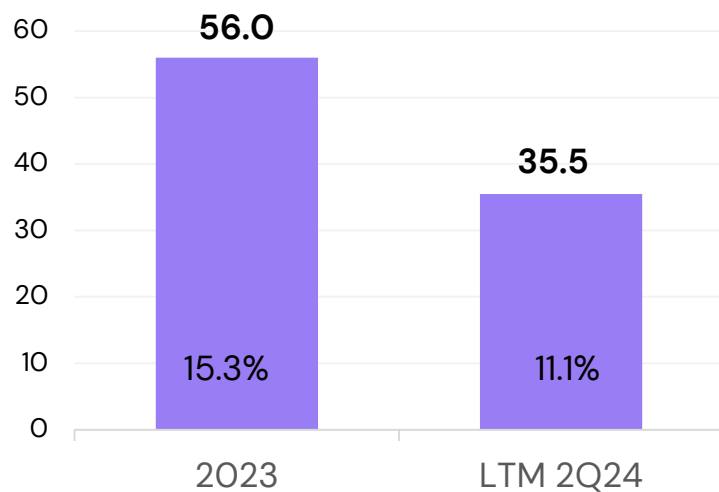


LTM 2Q24 corresponds to the result of the last twelve months



Financial Results

EBITDA (R\$MM); EBITDA margin (%)

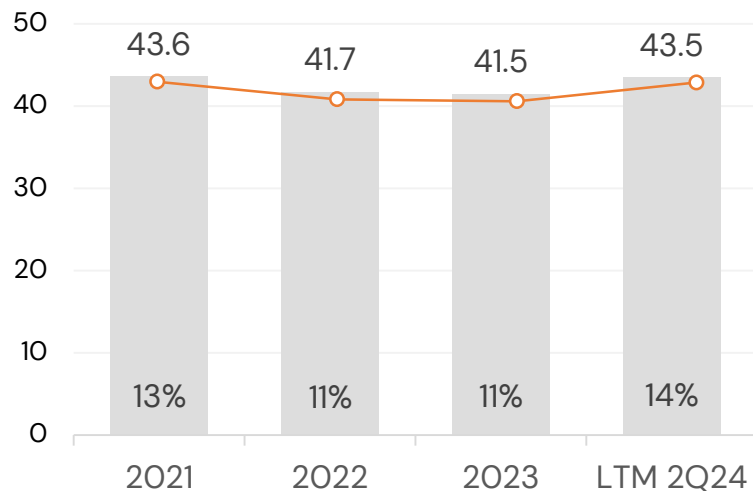


LTM 2Q24 corresponds to the result of the last twelve months

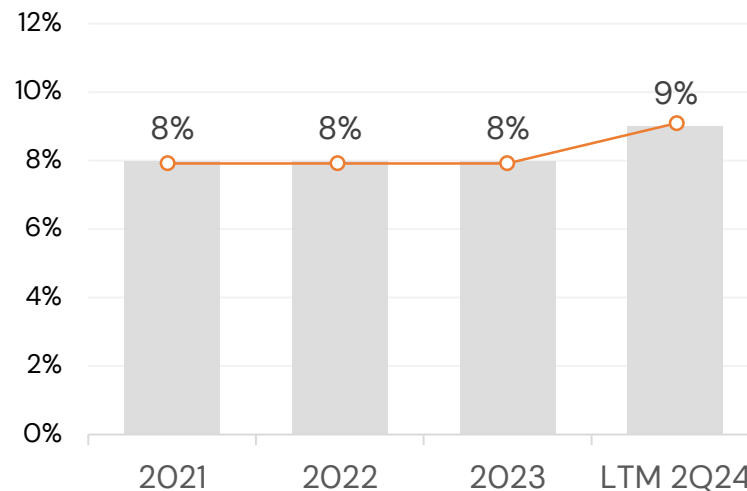


Financial Results

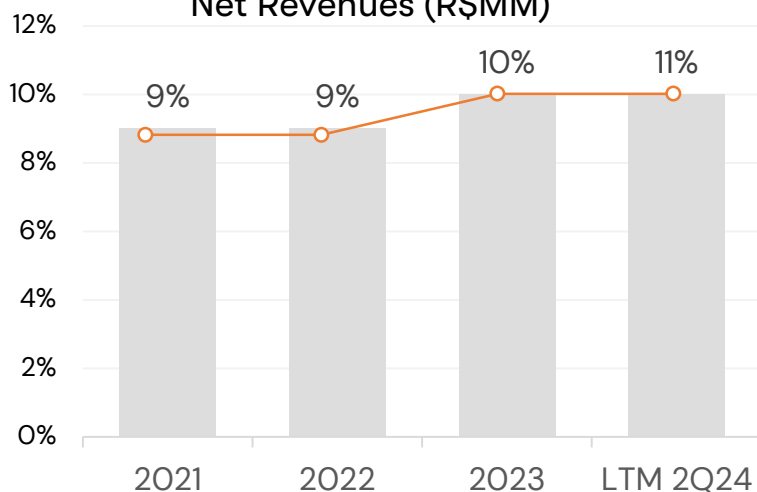
R&D x Net Revenues (R\$MM)



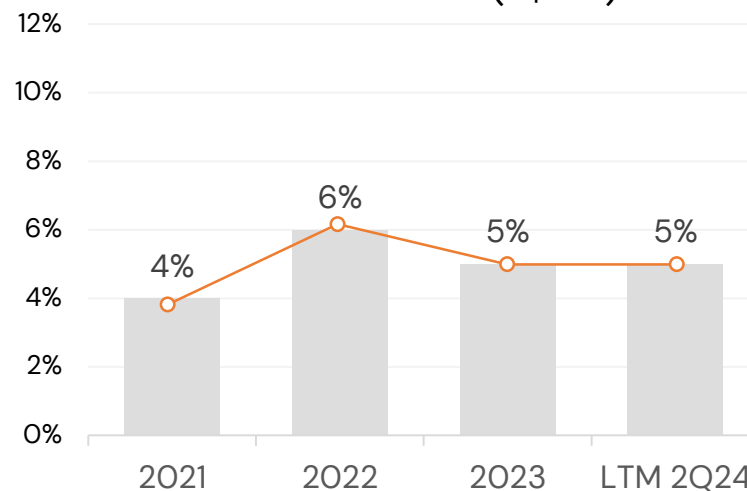
Administrative Expenses x Net Revenues (R\$MM)



Sales Expenses x Net Revenues (R\$MM)



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

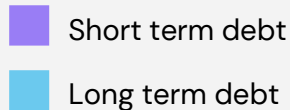
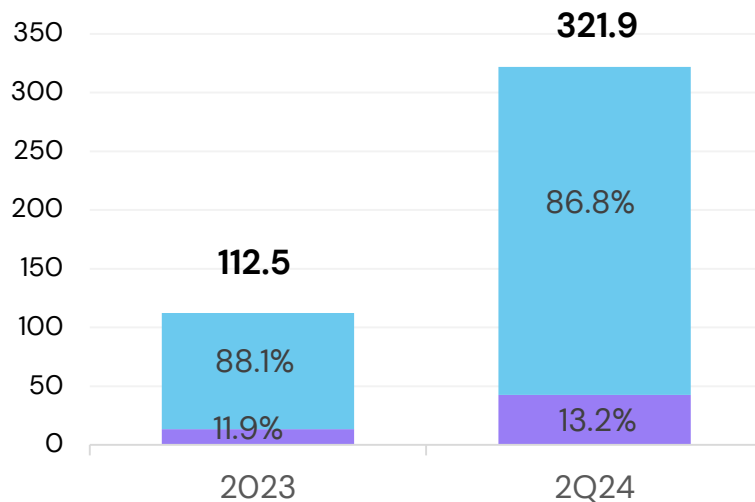


LTM 2Q24 corresponds to the result of the last twelve months

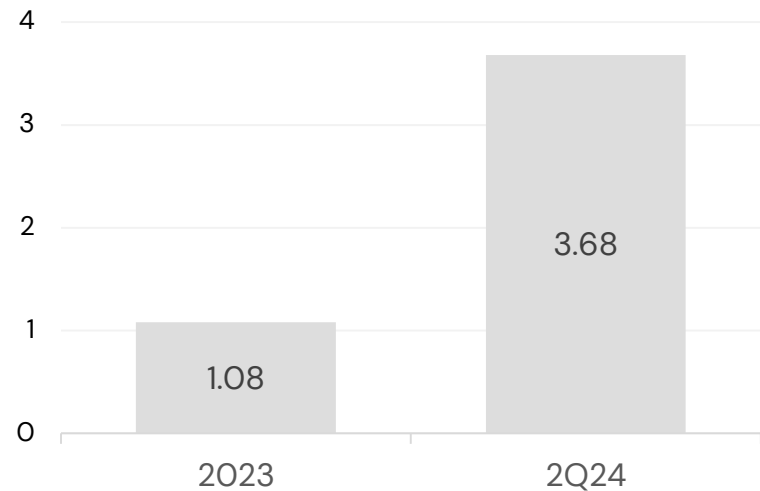
* Does not consider exchange variation.

Financial Results

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



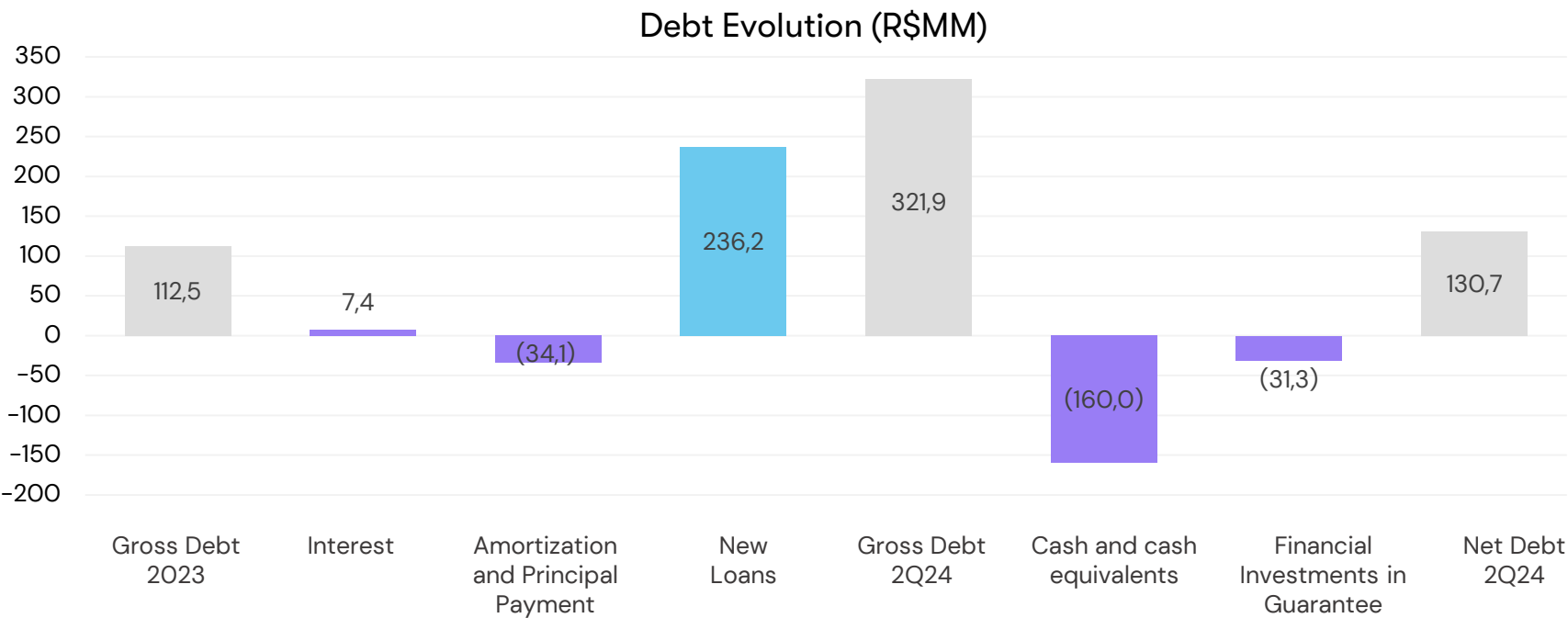
Net Debt / LTM EBITDA¹ (X)



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

- Debt restructuring carried out at the beginning of 2024: extension of maturity dates
- Increased cash resources result in greater liquidity and capacity to support organic growth
- 87% in long-term obligations, average funding cost of **7.93% p.a.** in 2Q24

Financial Results



Growth opportunities



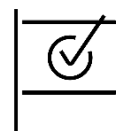
International expansion

- 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

padtec



padtec