



Results Webcast 3Q24

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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 customers to provide services that bring people and businesses closer, driving new realities through technology and innovation.

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)
- Return to the network market and projects for submarine and sub-river telecommunications networks in Latin America offering a complete solution for construction and operation

Partnerships:

Switches & routers



Submarine Systems



Mobile networks
4G/5G



Data centers



Padtec paves its future with a focus on increase and diversification of its revenues sources

Proximity to the demands of customers and prospects: massive presence at fairs and conferences in Brazil and the Americas



Sales funnel in equipment, subsea & sub-river projects, services and others: reinforced & renewed

Between Jan & Sept/24:

- 12 fairs and congresses in several countries in Latin America, Mexico and the USA
- 4 Padtec Talks aimed at international customers
- 16 in-person sponsored events with customers in Brazil
- 15 events sponsored by Padtec – including editions of Pad Technology Day and Padtec Talks

Continuos evolution: Padtec's general satisfaction level grew for the 7th consecutive year

Net Promoter Score

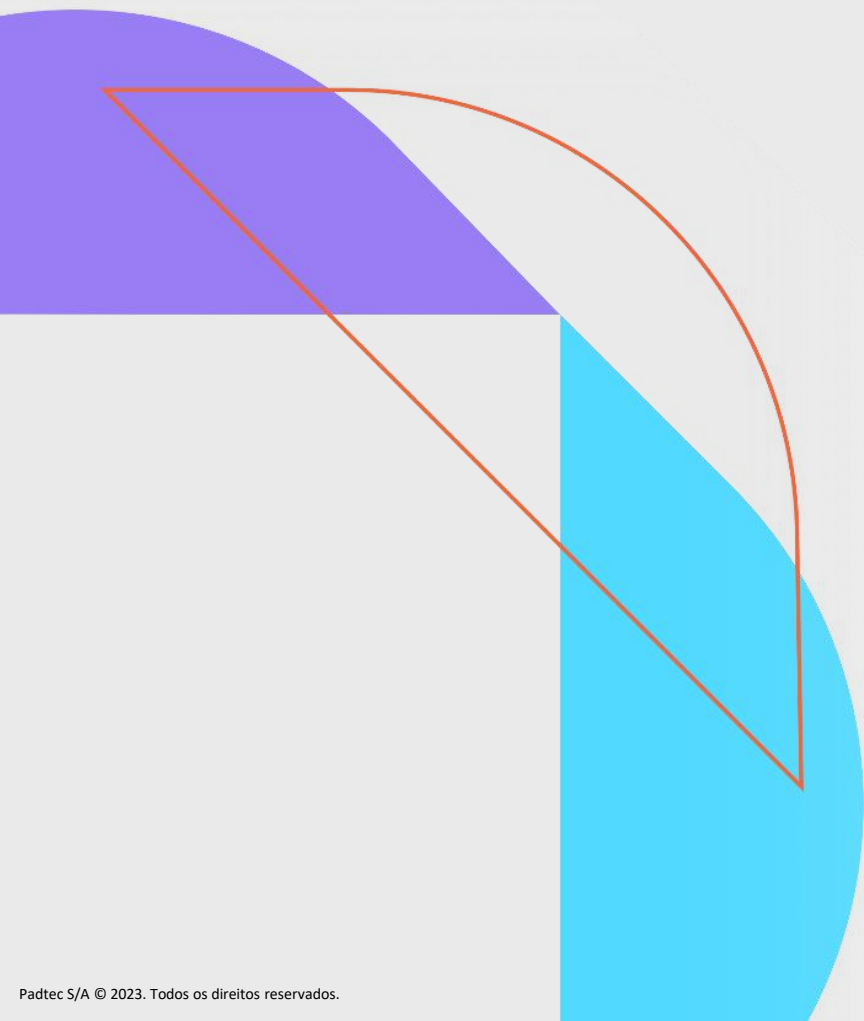
+75*

*Source: Padtec Customer Satisfaction Survey (2024)

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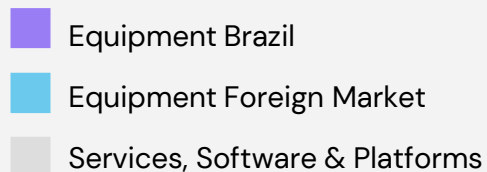
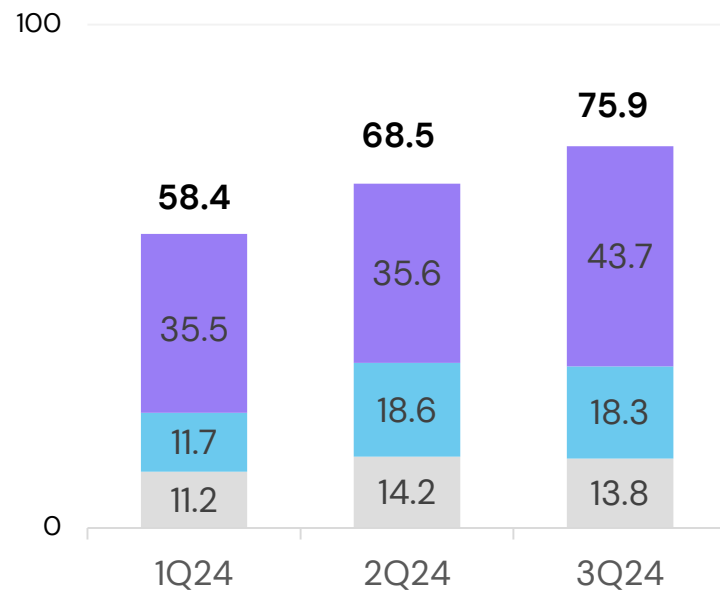
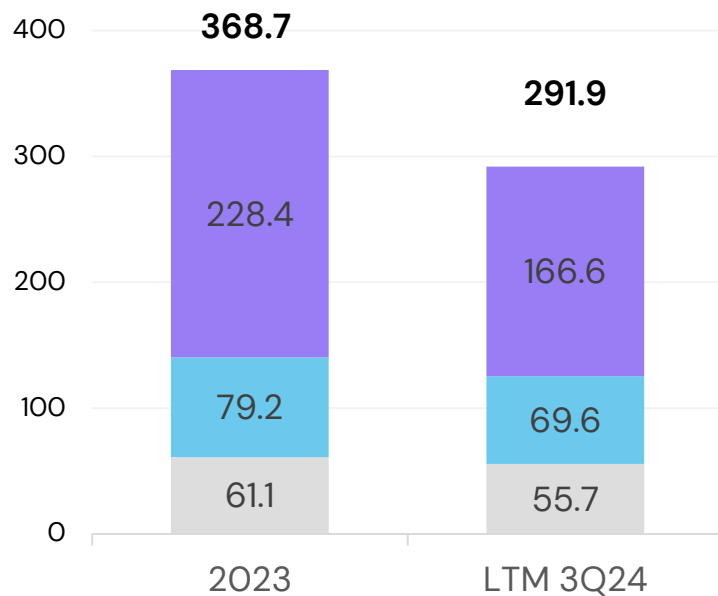
Financial Results

3Q24



Financial Results

Net Revenues (R\$MM)

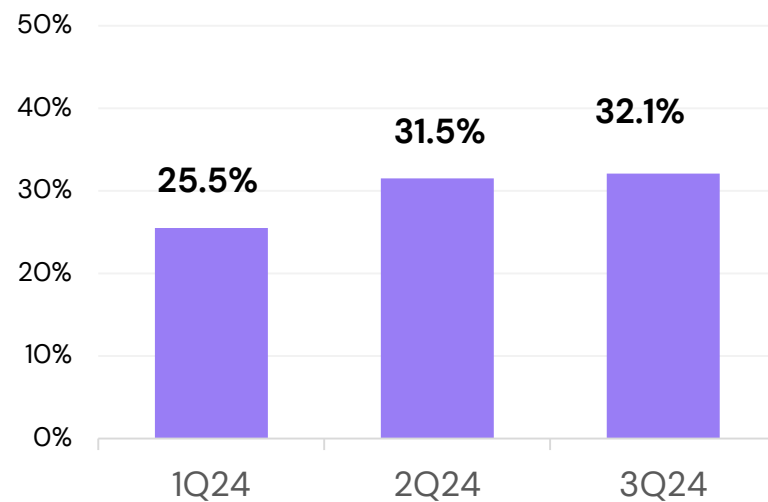
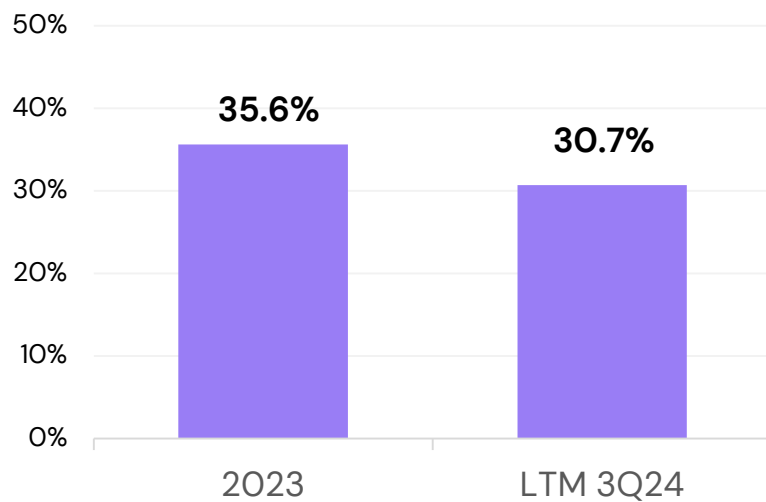


LTM 3Q24 corresponds to the result of the last twelve months



Financial Results

Gross Margin (%)

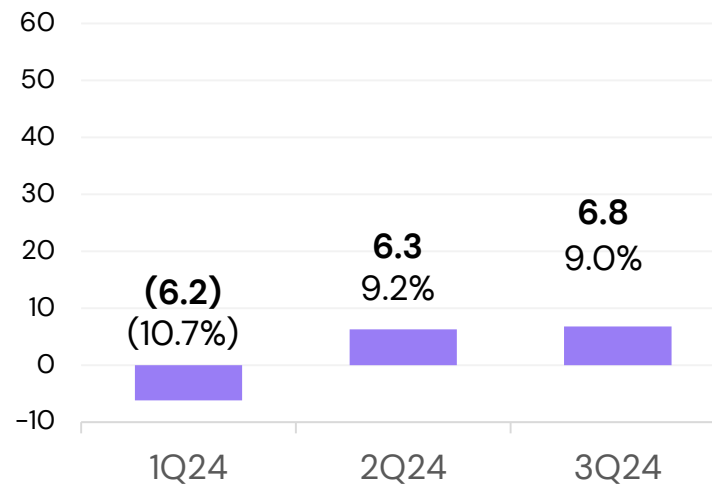
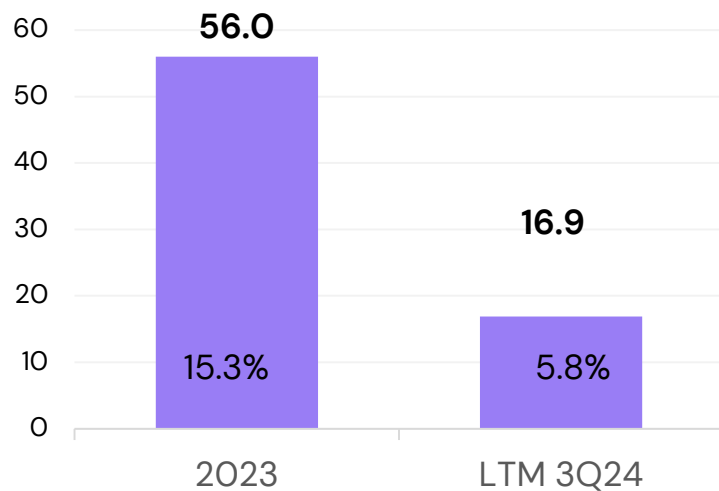


LTM 3Q24 corresponds to the result of the last twelve months



Financial Results

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

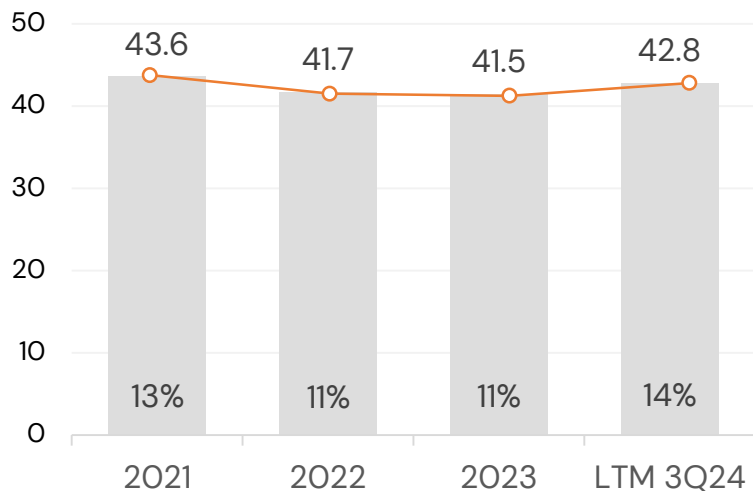


LTM 3Q24 corresponds to the result of the last twelve months

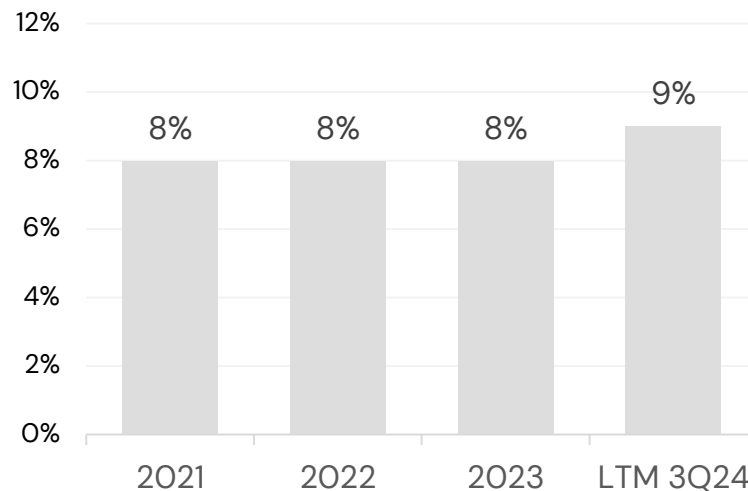


Financial Results

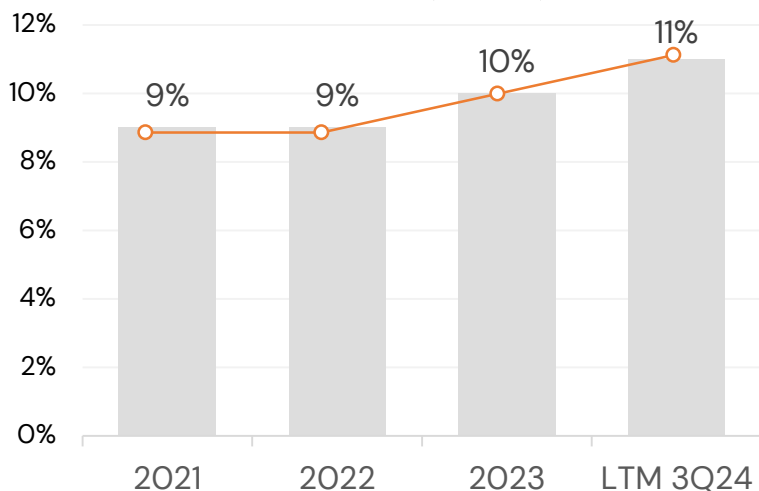
R&D x Net Revenues (R\$MM)



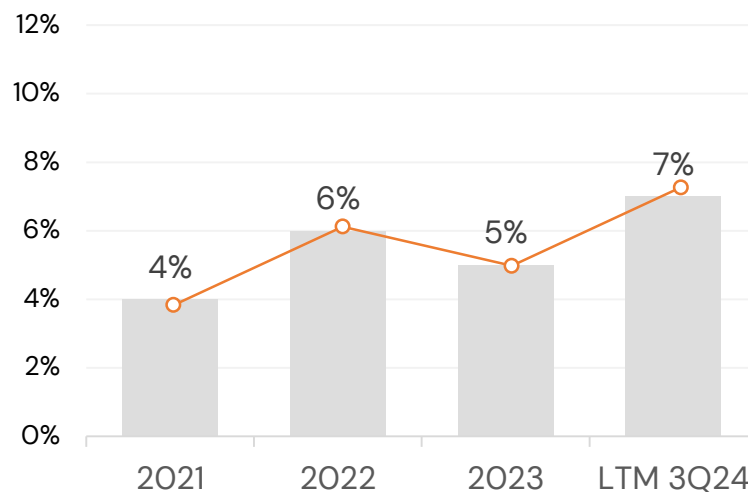
Administrative Expenses x Net Revenues (R\$MM)



Sales Expenses x Net Revenues (R\$MM)



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

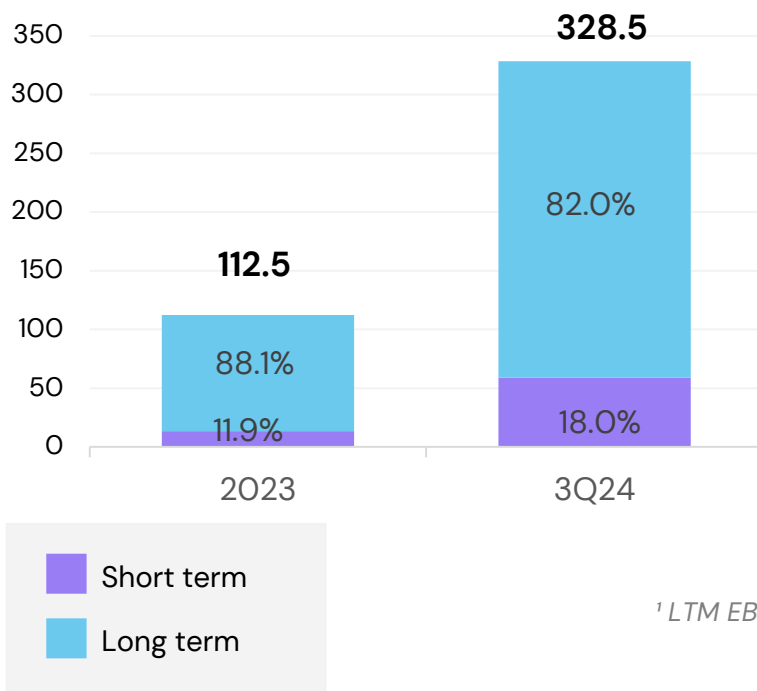


LTM 3Q24 corresponds to the result of the last twelve months

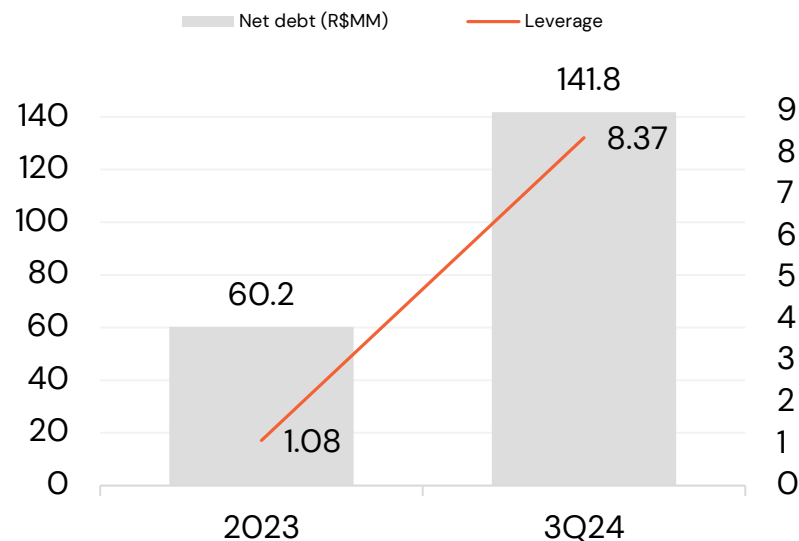
* Does not consider exchange variation.

Financial Results

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



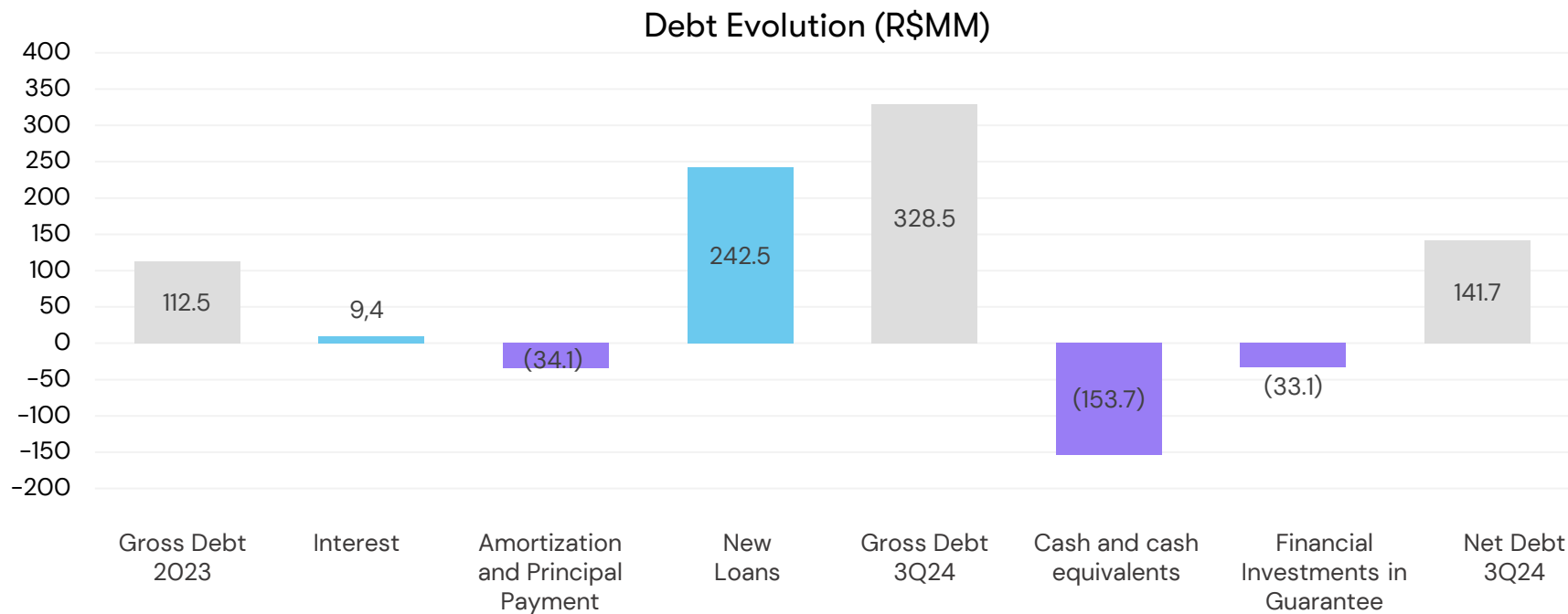
Net Debt / LTM EBITDA¹ (X)



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
- Cash availability results in greater liquidity and capacity to support organic growth
- 82% in long-term obligations, average funding cost of **7.94% p.a.** in 3Q24

Financial Results



Growth opportunities



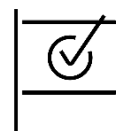
International expansion

- 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
- 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
- Solutions for the Cyber Security and network security markets
- Accelerate sales to the Edge Datacenters market (in partnership announced with TrustedData)
- Materialization of the project sales pipeline for submarine and sub-river networks

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