



Results Webcast 2024

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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.

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Padtec goes where
no one else does_

Padtec offers products and services that bring people closer and connect them, contributing to the development of society, the economy, and a more sustainable world.

As it approaches its 24th anniversary, the company plays a key role in developing advanced solutions for high-capacity data transmission.

Paving the future: what we did in 2024

1Q24



Partnership with Parallel Wireless to offer 5G network solutions.

Launch of a **pluggable transceivers** factory, initially intended for internal use

Organizational restructuring, resulting in cost reduction

2Q24



Launch of the first product from the **LightPad Max** platform (rated by customers as the best equipment on the market)

Launch of the new line of **coherent pluggables** (400 Gb/s)

Partnership with **Trusted Data** to offer solutions to the data center market

Partnership with **Satelital**: return to the subsea and subfluvial network market in Latin America

Launch of digital solutions: **Smart Workspot** and **Inovatec**

3Q24



Opening of the **Premium Services unit** in Colombia – the first outside Brazil

Partnership with new commercial channels for the provision of IP network solutions (**switches and routers**)

Partnerships with Kubos Tecnologia, from **Colombia**, and Hayex Technology, from **Peru**, focusing on international expansion

4Q24



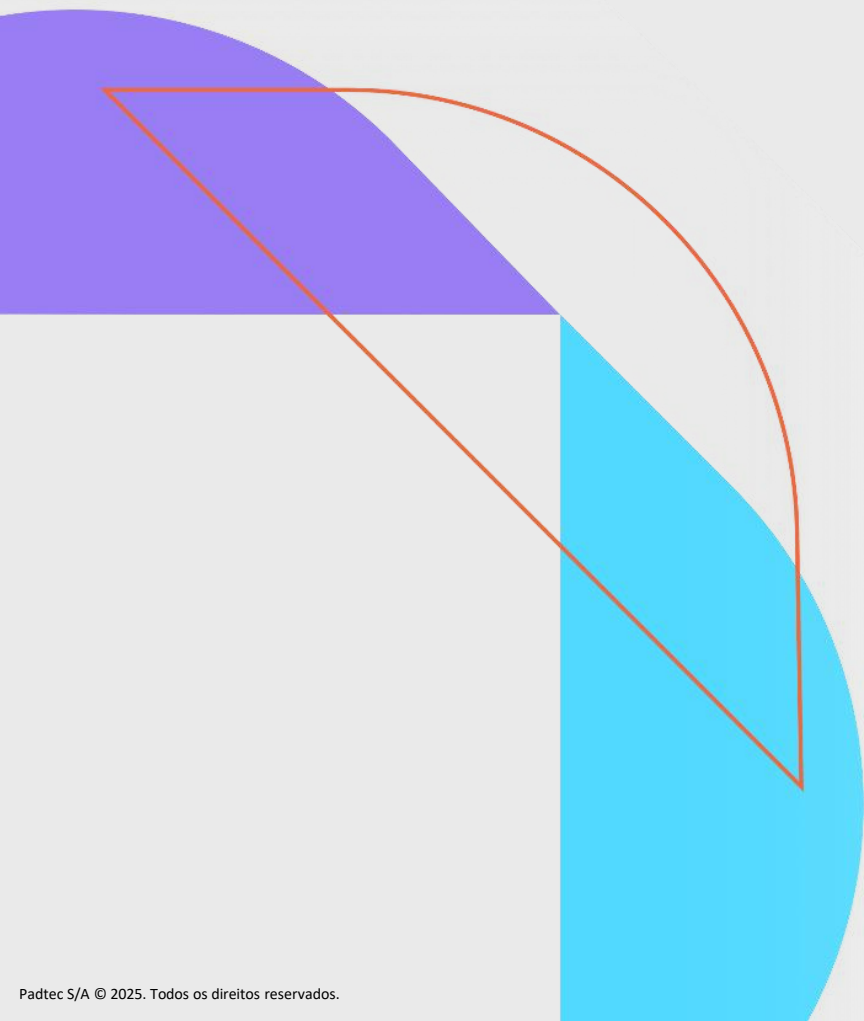
Launch of the **ASON Control Plan** (network control software): a solution that adds automation and intelligence to optical network management

And the future?

In 2025, Padtec's focus will be on its YoY growth, diversifying revenue sources, and intensifying the development of the international market (opening of a new branch in Mexico)

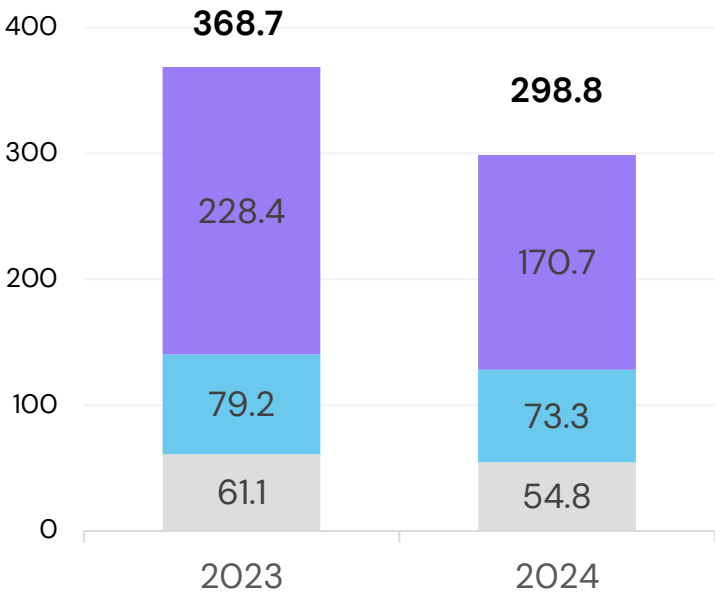
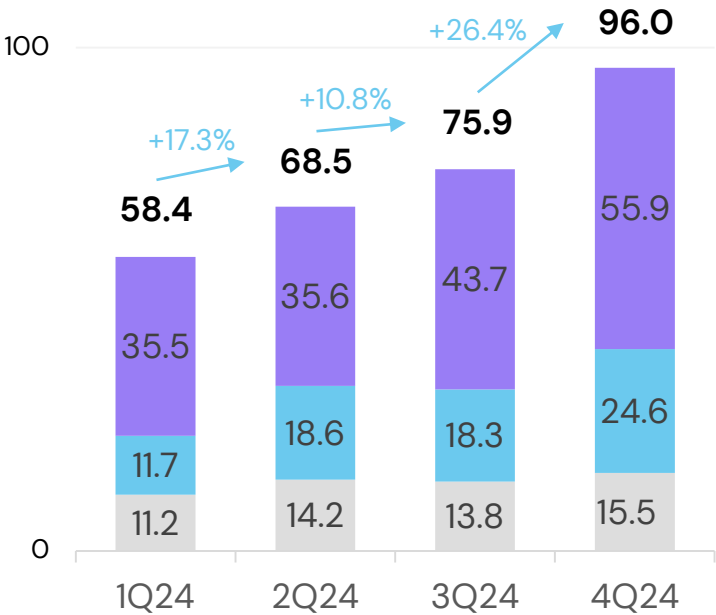


2024 Financial Results



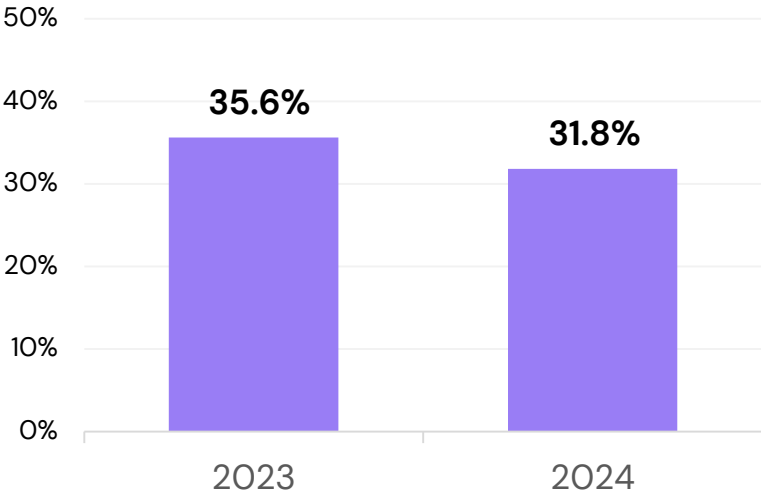
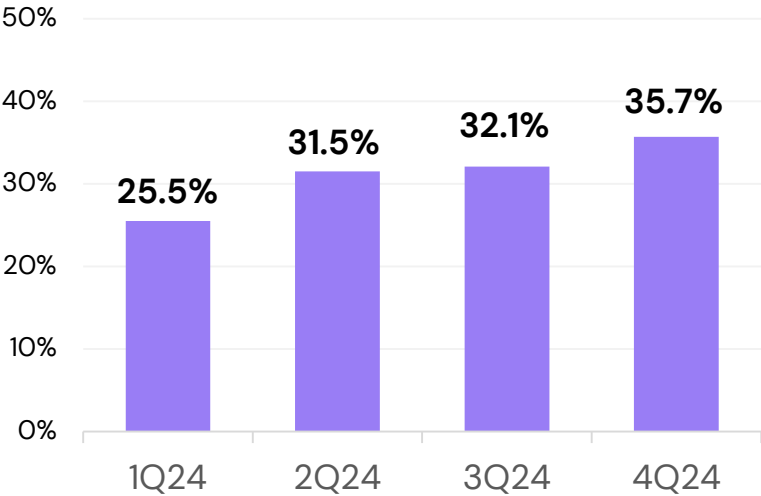
Financial Results

Net Revenues (R\$MM)



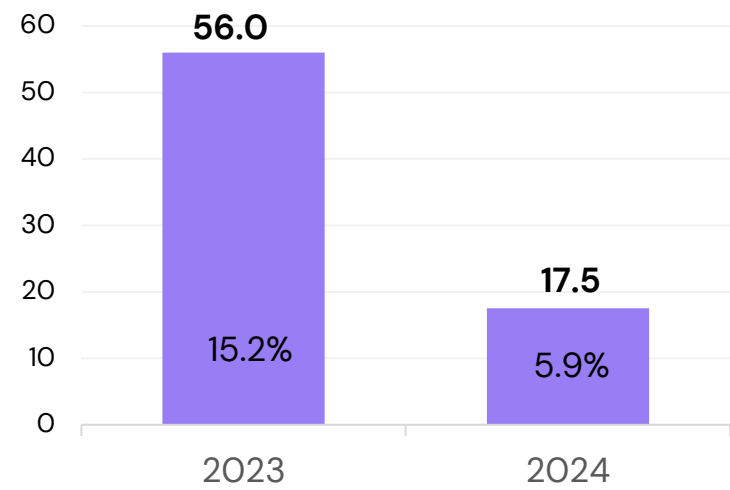
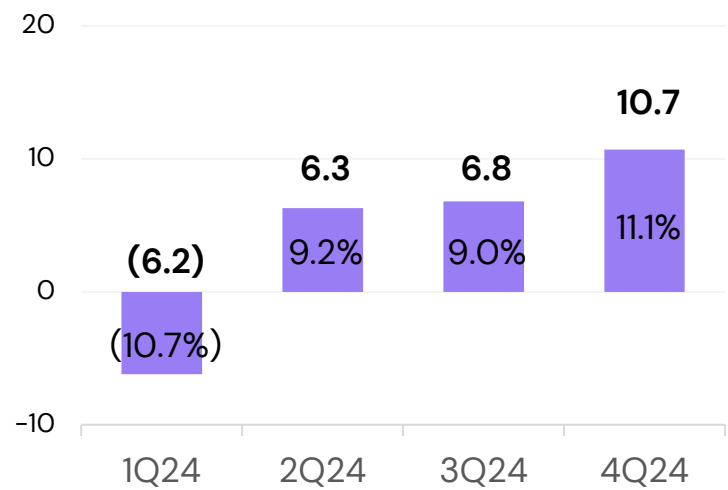
Financial Results

Gross Margin (%)



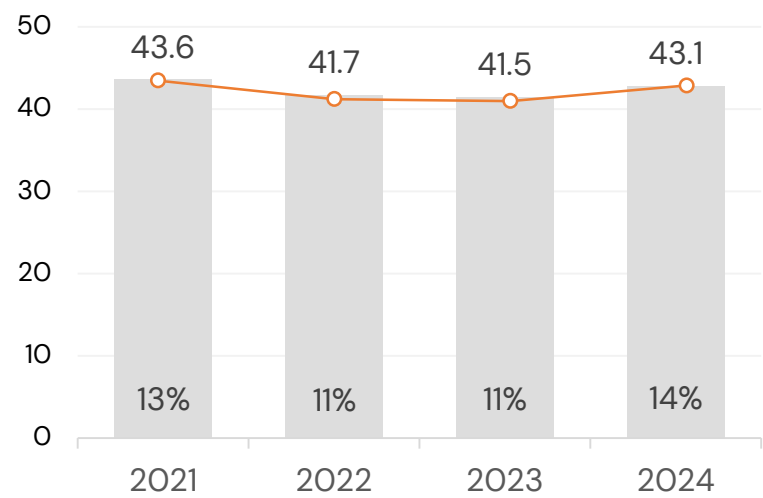
Financial Results

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

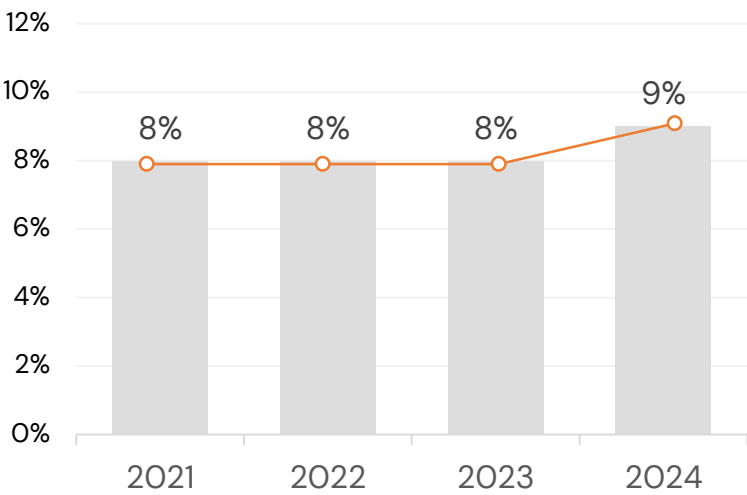


Financial Results

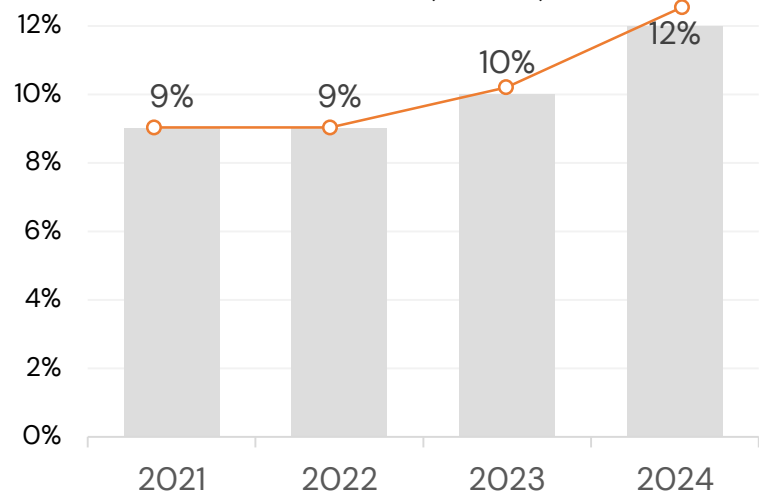
R&D x Net Revenues (R\$MM)



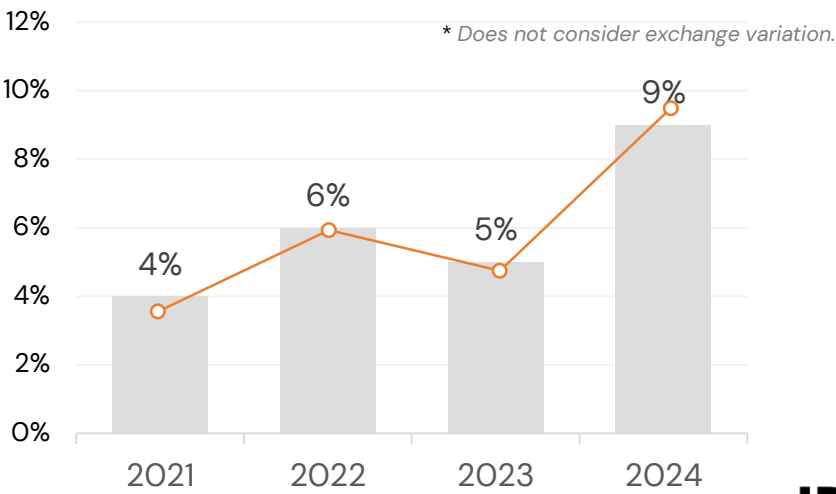
Administrative Expenses x Net Revenues (R\$MM)



Sales Expenses x Net Revenues (R\$MM)

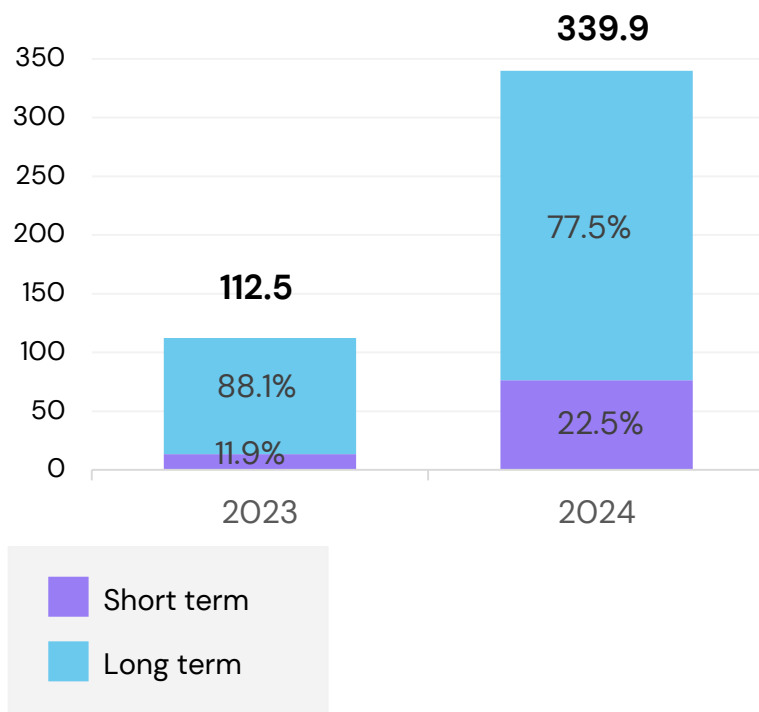


Financial Expenses x Net Revenues* (R\$MM)

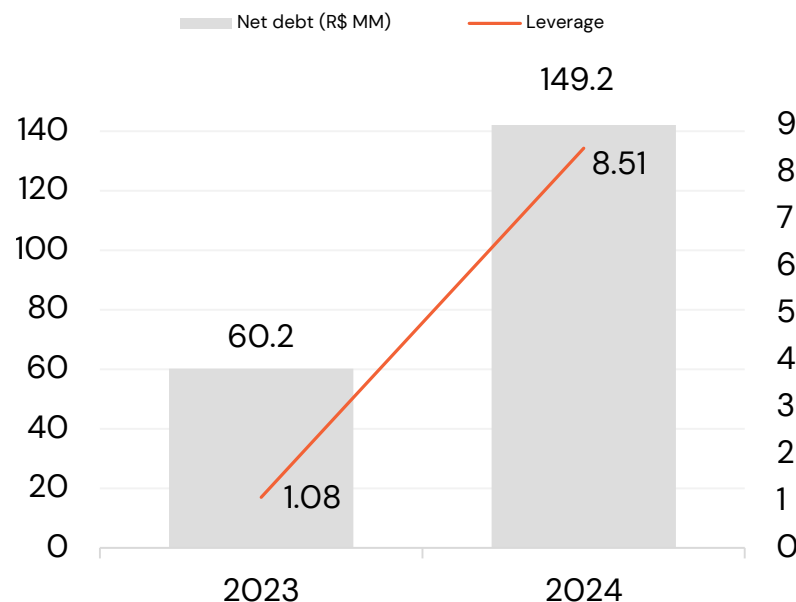


Financial Results

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



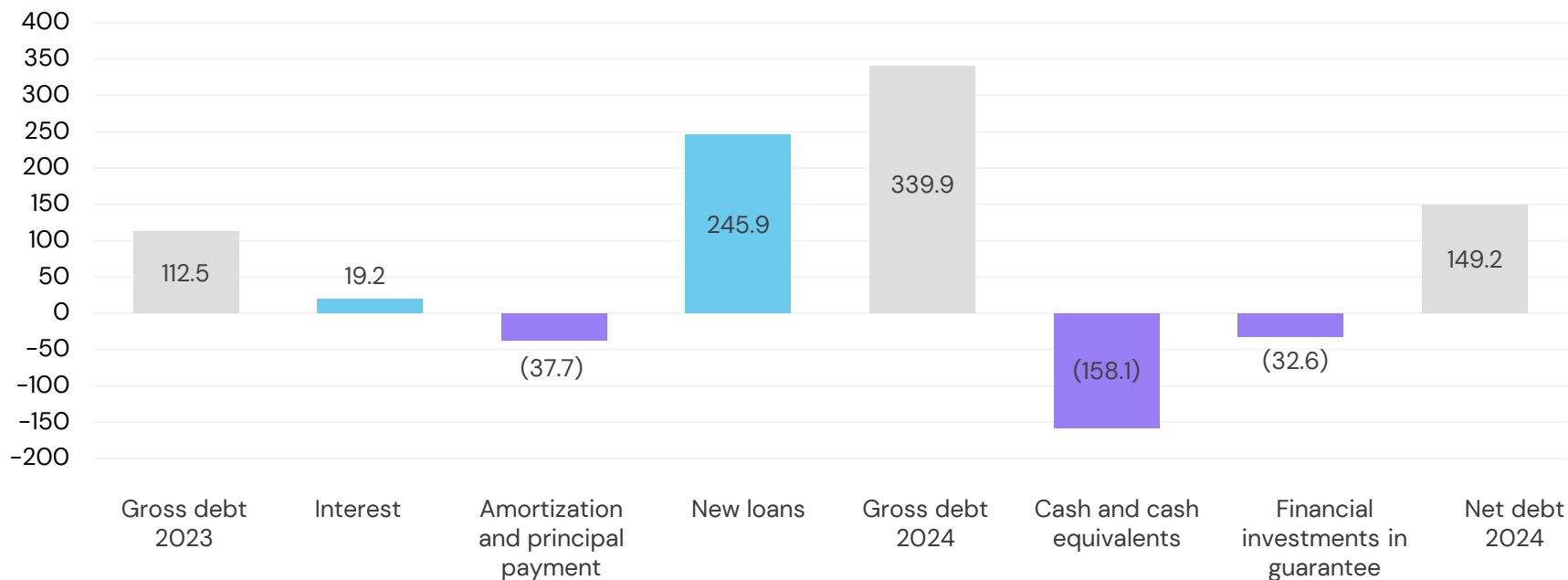
Net Debt / LTM EBITDA¹ (X)



- The effects of the Covid-19 pandemic, customer financing, and the restructuring of Padtec's workforce resulted in higher cash consumption
- Cash availability results in greater liquidity and capacity to support organic growth
- 78% in long-term obligations, average funding cost of **8.4% p.a.** in 2024

Financial Results

Debt Evolution (R\$MM)



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