padtec

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*Updated in March/2025

Padtec goes where no one else goes_

by bringing high-capacity connections to life. From Brazil to the Americas, from the smallest to the largest business, we are where you are.

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With a history that spans more than 20 years, _

we are honored to be a Brazilian multinational company that works alongside our customers to offer services that bring people together.

We live and breathe technology_

using our expertise to design new futures. We leverage connections and create new realities in a world that does not stop evolving.

Padtec by the numbers

Headquarters

Campinas, São Paulo (Brazil)
Rua Doutor Ricardo Benetton Martins, 1.000
Polo II de Alta Tecnologia
Tel.: +55 19 2104-9600

CEO

Carlos Raimar Schoeninger

National offices

São Paulo – Rio de Janeiro – Brasília – Fortaleza – Curitiba

International offices

Argentina – Chile – Colômbia – USA – Peru - Mexico

R$ 317.2mi
Net revenue (LTM* 2Q25)

R$ 32.2mi
EBITDA (LTM* 2Q25)

PDTC3
B3

510+
Employees
(July/2025)

Map labels: EUA, Mexico, Colômbia, Peru, Fortaleza, Brasília, Campinas, Rio de Janeiro, São Paulo, Curitiba, Chile, Argentina

*LTM corresponds to the results of the last 12 months

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We transform technology so that technology can transform the world_

Brazilian multinational

with more than two decades of experience in the Telecom market;

Global supplier

with a strong presence in Latin America;

It operates in a global market

worth US$14 billion per year.

Develops, manufactures and markets

solutions for high-capacity broadband networks, based on DWDM technology;

Service Unit

for communication networks, today with more than 40 points of presence in Brazil, Argentina and Colombia.

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Leaders

The people that drive our connections

**CEO AND GLOBAL
SALES DIRECTOR**

Carlos Raimar
Schoeninger_

Master in Administration from Fundação
Getúlio Vargas (FGV), with over 20 years
of experience in executive positions in
various sectors.

**SALES DIRECTOR
FOR THE NATIONAL
MARKET**

Henrique
Graciosa_

**SALES DIRECTOR FOR
THE INTERNATIONAL
MARKET**

Hernán
Yepes_

**CFO AND INVESTOR
RELATIONS DIRECTOR**

Leonardo
Chamsin_

**PRODUCT
DIRECTOR**

Alexandre
Piovesan_

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Values

Exceed expectations

Our bar is set high. We always look ahead, investing in excellent, long lasting and exceptional solutions.

Working together to increase knowledge

In our universe, everything depends on teamwork. We value our collective intelligence, as diverse as the challenges we solve.

Respect people, respect the future

We exist to improve people's lives. Respect, accessibility, honesty, transparency and ethics in relations are our values; to make an increasingly positive impact on the sector is our goal.

Challenge the complexity

Whether it's a new technology or service, special requirements or network performance, or even the analysis of a large volume of information, our industry seems complex – and it is.

But for us, it is an opportunity to take on and overcome challenges.

Create value for everyone

Each part of our ecosystem should benefit from our actions, improve their outcomes, differentiate themselves and retain their customers.

The world connects and both society and the economy win.

In short: we connect Brazil and the world and our shareholders receive the return they deserve.

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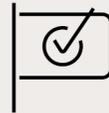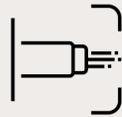# History

2001

Padtec starts_

as a spin-off from CPQD's optical communication laboratories, manufacturing and supplying long distance DWDM systems.

Padtec acquires important clients_

and begins its expansion throughout Brazil.

2002 - 2006

2010 - 2013

It completes a decade of operations _

with more than 100,000 km of backbone networks installed throughout South America and attracts a new investor: BNDESPar, the BNDES' shareholding arm. It also opens its commercial office in the United States.

Padtec connects Brazil and the world _

in the greatest World Cup of all times, performs the Sea Trial of its submarine repeater in the Caribbean Sea and implements a system with sub-fluvial cable in the Rio Negro, in Manaus.Negro, en Manaus.

2014 - 2016

2017 - 2019

Delivers its first deployment of an underwater optical network to Google_

Padtec completes the sale of the subsea systems division and its OTN Switching business unit to important multinationals in the sector.

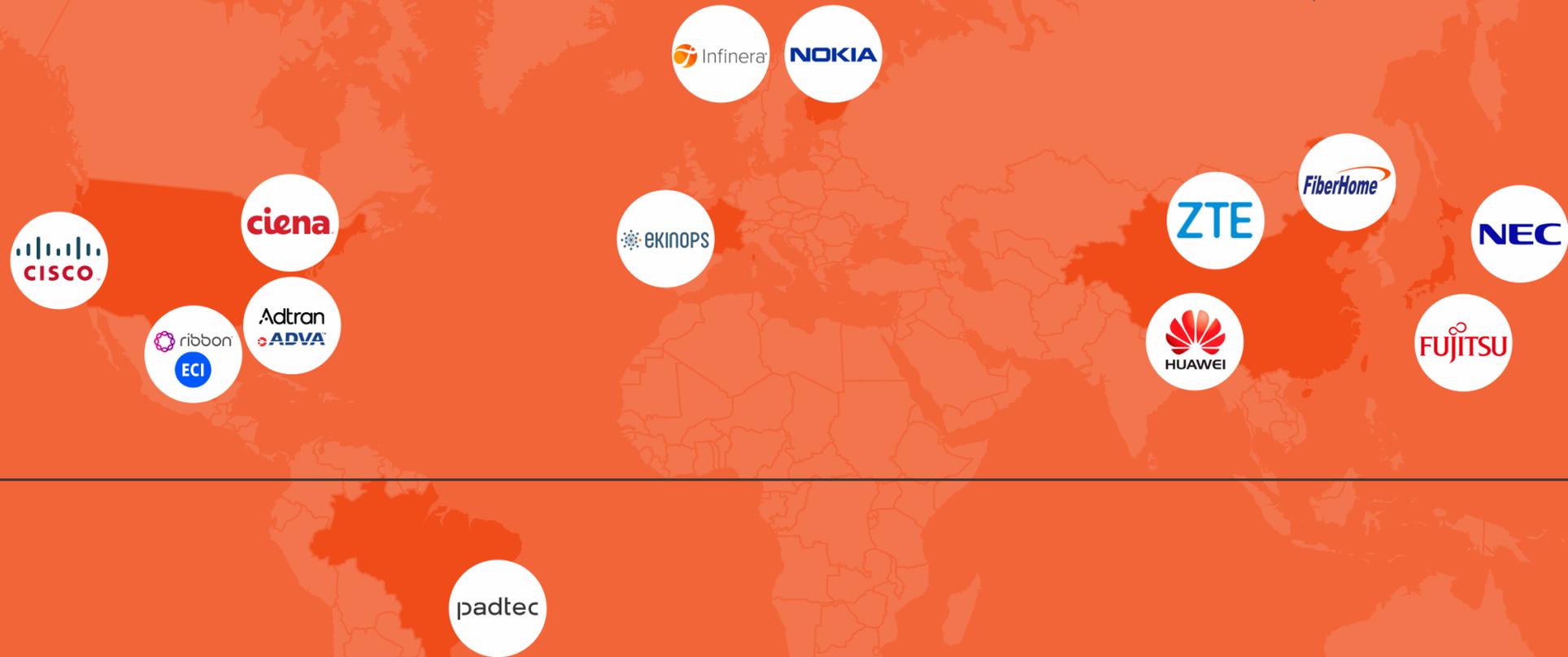**Padtec completes the merger of its shares into Padtec Holding_**

to raise capital on the stock exchange and expand its investments in the development of cutting-edge technology and expansion into new markets. Enters the switches and routers market.

2020 - 2025

Geopolitics of
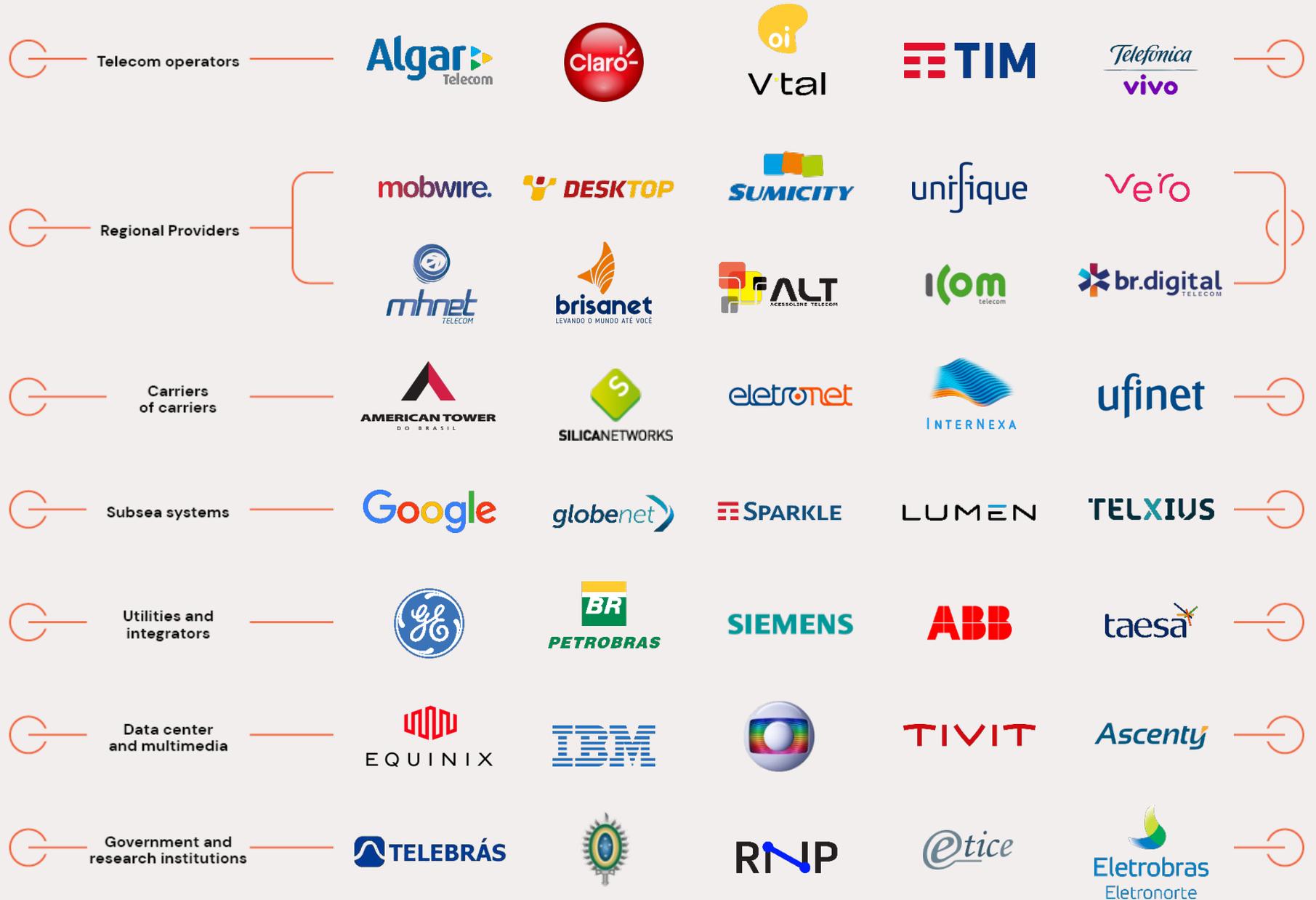# the DWDM market_

Equator Line

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Map prepared by Padtec.

Customer portfolio

We've said it before and we'll say it again: from Brazil to the Americas, from the smallest to the biggest business, we're where you are.

Telecom operators: Algar Telecom, Claro, Oi, Vtal, TIM, Telefónica vivo

Regional Providers: mobwire, DESKTOP, SUMICITY, unifique, Vero, mhnet telecom, brisanet, FALT Acessoline Telecom, IKom telecom, br.digital TELECOM

Carriers of carriers: AMERICAN TOWER DO BRASIL, SILICANETWORKS, eletronet, InterNexa, ufinet

Subsea systems: Google, globenet, SPARKLE, LUMEN, TELXIUS

Utilities and integrators: GE, BR PETROBRAS, SIEMENS, ABB, taesa

Data center and multimedia: EQUINIX, IBM, Globo, TIVIT, Ascenty

Government and research institutions: TELEBRÁS, RNP, etice, Eletrobras Eletronorte

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Made by people, for people

510+ employees and interns working in person, hybrid or fully remote

370+ employees at the company's headquarters in Campinas

140+ Employees spread throughout Brazil, Argentina, Colombia, Chile and the USA

86% is the engagement rate of the company's employees*

57.6% of employees with college

4% with completed doctorate and master's degrees

16% of the company's employees are engineers

25% of employees are women

22.6% of women in leadership positions

Generations**

1% Baby boomers (born between 1940 and 1959)

21% Generation X (born between 1960 and 1979)

65.2% Generation Y (born between 1980 and 1999)

12.8% Generation Z (born between 2000 and 2010)

* Source: Padtec Climate Survey 2023   ** Definition by Sidnei Oliveira   Data from July/2025

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Business Units

Understand how we create new realities.

Business units

Products

- LightPad Platform i6400G
- LightPad Max Platform (2.4T)
- DCI Generation Platform (1.2T)
- 400G Standalone
- Switches and Routers
- QSFP-DD Transceivers
- LightPad OTDR Platform

Services

- Network Maintenance
- Network Management
- Characterization
- SPaaS (Spare Part as a Service)
- Fiber Monitoring
- Training

Digital Solutions

- Smart Site
- Smart Workspot
- InovaTEC

Wet Plant

- River Cable Projects
- Submarine Cable Projects
- Wet Plant O&M

LightPad i6400G Platform

LightPad i6400G: a platform for the most diverse solutions

Our platform delivers a carrier-class solution for high-capacity multi-service transport across diverse network architectures.
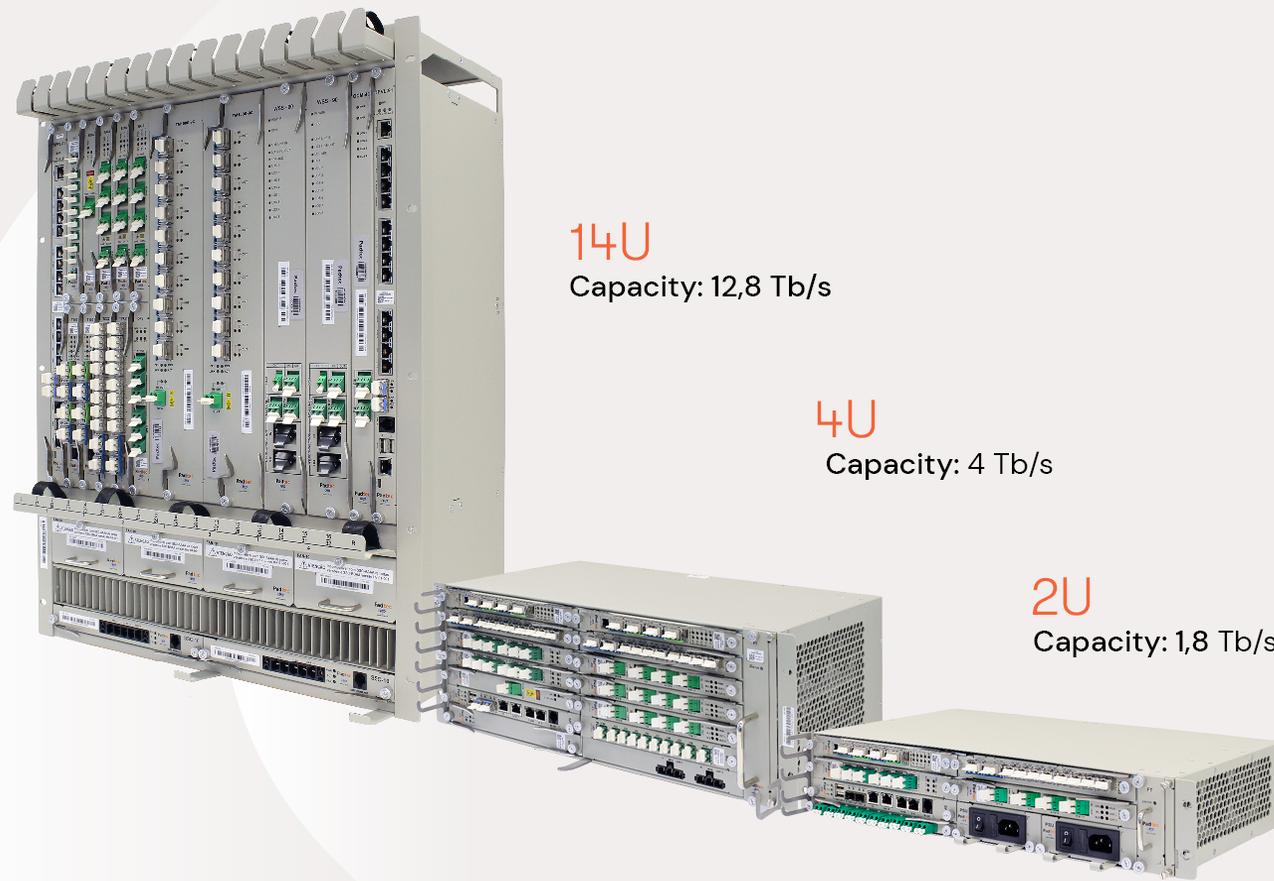
Applications

- Terrestrial and submarine backbones
- Metro and aggregation networks
- DCI and SAN extension scenarios

Technologies

- DWDM (*Dense Wavelength Division Multiplexing*)
- ROADM WSS (*Wavelength Selective Switch*)
- OTN (*Optical Transport Network*)
- ODU-XC (*ODU cross-connect*)

14U
Capacity: 12,8 Tb/s

4U
Capacity: 4 Tb/s

2U
Capacity: 1,8 Tb/s

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Products

LightPad i6400G Platform

Product family

Muxponder Dual 400G
TMD400G

Network Interfaces
- 2x CFP2-DCO 400G
- Rate configurable from 100 Gb/s to 400 Gb/s
- Client Interfaces
- QSFP28 SR or LR
- Up to 8x 100G
- Port activation by license
- 4x100G dual muxponder application
- ALO protection features (Auto Laser Off), Loopback y OSNC

Combiner 200G
TCX200G-9A

- Line interfaces
- CFP2-DCO, applications:
- 1x CFP2 200G
- 2x CFP2 100G
- Client Interfaces
- QSFP+
- 2x QSFP+/QSFP28 up to 100G
- Protocols: 4x10G/40G/100G
- SFP+ client interfaces
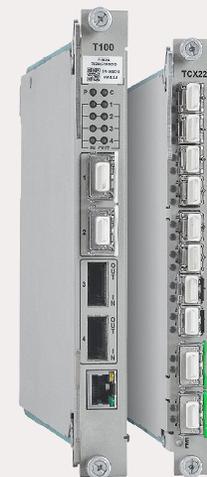- 12x SFP+ up to 16G

Linecards
100/200 Gb/s

- Muxponder 200G (2x100G)
- Regenerador 100/200G (2x100G)
- Dual 100G ((2x100G)

Linecards
10Gb/s

Applications
- Dual Terminal
- Protected ring (x-connect)

Operation mode
- 2x OTU2
- 3x OTU1

Functionalities
- OSNC protection (route)
- ALO for use with optical switch

Products

LightPad i6400G Platform

Passive Solutions

Mux/Demux
Low Loss

- Low loss Mux/Demux developed specifically for this application
- Network design and performance guaranteed by Padtec
- Possibility of using amplifiers for link extension

Mux/Demux
48 channels with and without VOA

Complete portfolio for Add/Drop channels.

Mux/Demux from 4 to 96 channels
- Standalone mechanics
- Options with VOA
- Colorless Options
- 2, 4 and 8 channel OADMS

Passive Box

- Entry solution for DWDM technology
- Colored SFP+ for use directly with switches and routers

OADM
Optical/Add-Drop/Multiplexer

Products

LightPad i6400G Platform

Amplifiers

High performance, low noise figure

Amplifiers EDFA

Raman and ROPA

C Band EDFA

- 18 dBm family

C+ Band

- EDFA 21 dBm
- Raman 29 dBm
- Hybrid EDFA + Raman

Hybrid R2

- Super compact Hybrid Amplifier with integrated Transmit EDFA, Receive EDFA and Raman stages

Special solutions

- Raman 33 dBm
- ROPA C+
- ROPA optimized for few channels

Optical switches

OPS-Hx (*Optical Protection System*)

Characteristics
- Switching time <15 ms
- Route monitoring
- Single and Multimode Models
- One or two switching units on the same module

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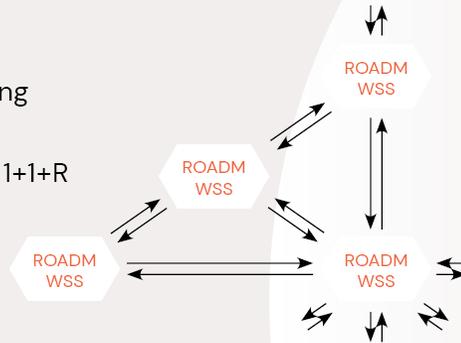# LightPad i6400G Platform
ROADM

Wavelength Selective Switch
WSS9-9A and WSS4-9A

Functionalities
- End-to-end provisioning
- Automatic EQ
- Protection 1+1, 1+R and 1+1+R

Architecture:
- Directed
- Directionless
- Colorless
- FlexGrid

Wavelength Selective Switch
WSS2-HA

- 2 degrees

Characteristics:
- Ring topology
- Low insertion loss
- Embedded OCM
- Protection and restoration ready

OCM-HR
High Resolution - Optical Channel Monitoring

- Power monitoring and OSNR of DWDM channels
- 8 independent monitoring ports
- Compatible with FlexGrid channels
- Applications for networks without WSS or at WSS nodes

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LightPad Max

Double Muxponder 2.4 Tb/s::
• Up to 2x 1.2 Tb/s channels
• Programmable (68 to 138 GBd)

Supervision:
• Ports for DCN, GL and cascading

Lines 2x CIM8::
• 800G
• 1T
• 1,2T

Customers 6x (per Line):
• up to 6x QSFP28
• up to 2x QSFP-DD
• 100G/200G/400G

Energy:
• 2x redundant DC 0/-48V lanes

Removable fans from the rear panel

DCI Generation Platform

Padtec Muxponders 1200G and 800G

If you have Padtec technology, capacity is included.

The TM1200G and TM800G muxponders are ideal for very high capacity applications in short, medium and long distance DWDM

TM1200G

- Transmission rates from 100 Gb/s to 600 Gb/s
- Configurable modulations: DP-QPSK to DP-64QAM
- Transmission capacity of 38.4Tbps in the C+ Band
- Support for Fine Tuning
- Compatible with MicroMux module
- 27% SD-FEC* for "Ultra High Gain"
- Maximum power consumption: 340W

TM800G

- Transmission rates from 100 Gb/s to 400 Gb/s
- Configurable modulations: DP-QPSK to DP-16QAM
- Transmission capacity of 25.6Tbps in the C+ Band
- Support for Fine Tuning
- Compatible with MicroMux module
- 27% SD-FEC* for "Ultra High Gain"
- Maximum power consumption: 340W

Dual 400G Transponder

Standalone transponder with up to 400 Gb/s (per optical channel) ideal for point-to-point applications or traditional DWDM solutions

TMD400G-SD

• Standalone mechanics with low rack space requirements (1RU height)
• Low cost coherent solution from 100G to 400G
• Used in single wavelength point-to-point systems
• Traditional DWDM application
• Network interface based on the new 400G ZR standard
• Entry level solution with built-in supervisor
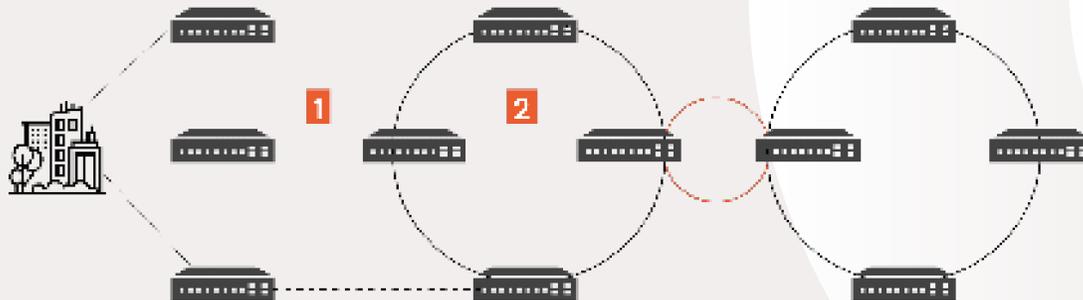
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Products

Switch and router platform

Aggregation networks
S9600-56DX

The aggregation systems delivered by the partnership between Padtec and **UfiSpace** use switching techniques and advanced routing, to aggregate traffic from multiple access points, effectively directing you to the highest capacity aggregation nodes.

- 8 doors QSFP-DD 40/100/400G
- 48 doors QSFP28 de 40/100G
- 4 doors 1/10/25G SFP28
- 4,8 Tb/s switching capacity

Access networks
S9510-28DC

Responsible for providing direct connectivity to residential and corporate users, the access infrastructure provided by the partnership between Padtec and **UfiSpace** features open access routers that are temperature resistant, compact and easy to maintain.

- 2 doors 100/400G QSFP-DD
- 2 doors 40/100G QSFP28
- 24 doors SFP28 10/25G
- 800 Gb/s switching capacity

1 S9500 Family
2 S9600 Family

Network Operating Systems
The functionalities are enabled through OcNOS (**IPInfusion** software).

Funcionalidades:
- Routing (Layer 3)
- Multiprotocol Label Switching (MPLS)
- Layer 2 VPN (L2VPN)
- Layer 3 VPN (L3VPN)
- Virtual Extensible LAN (VxLAN)
- Segment Routing (SR)

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QSFP-DD Transceivers

Now, DWDM extends to routers and switches.

Padtec launches the 400G QSFP-DD module, a high-density pluggable solution compatible with switches and routers from various manufacturers. Ideal for 100G to 400G transmissions, this module is perfect for ROADM systems, simplifying networks and reducing costs. Following the OpenZR+ standard, it offers high performance and interoperability, making it efficient for DCI, regional, and long-distance applications.

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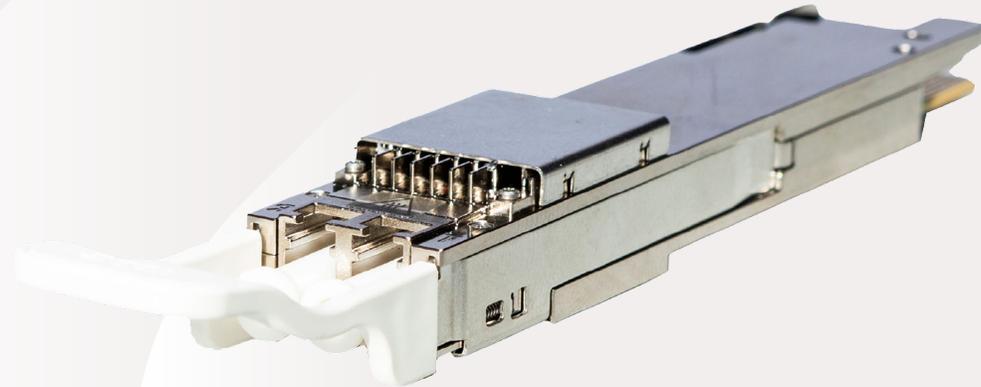
LightPad OTDR Platform
## Optical Time-Domain Reflectometer

Monitoring, in real time, the status of your network.

The latest generation product, which is part of VIAVI's OTDR OTU-5000 series, remotely and automatically monitors the integrity of optical fibers.
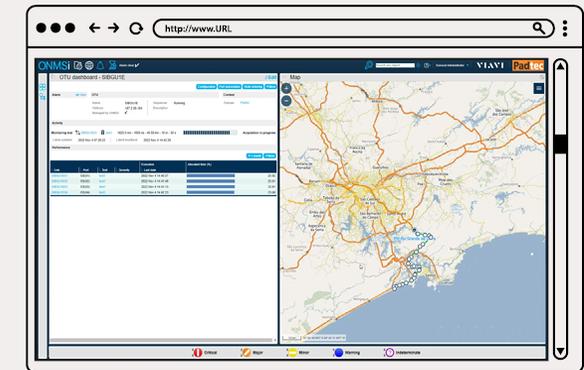
• Unit with 3 slots for OTDR or WDM filters
• Number of fibers monitored: 4, 8 or 16
• Low power consumption (10W)
• Range of ~120 km (Dynamic Range: 39 dB)
• Monitoring of active or dark fibers
• Network operating band 1260 nm to 1580
• Graphical interface with conventional OTDR traces

Monitoring Software
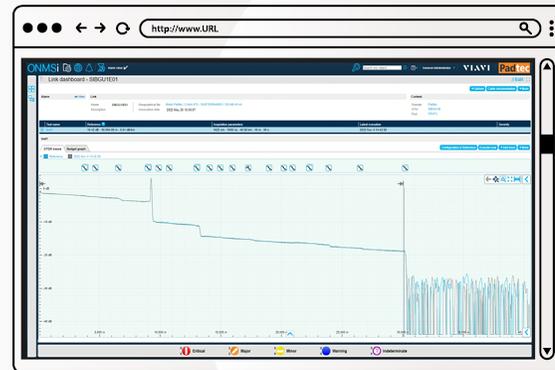
Monitoring chart example

Padtec NMS+

It's never been easier to manage your network

Comprehensive web management platform for DWDM networks.

• Web interface for board management
• New platform administration tools
• Supports high availability platforms
• Graphical interface for managing geolocated networks
• Addition of new provisioning features
and restoration services
• External authentication support
• Displays a list of correlated alarms
• Web based
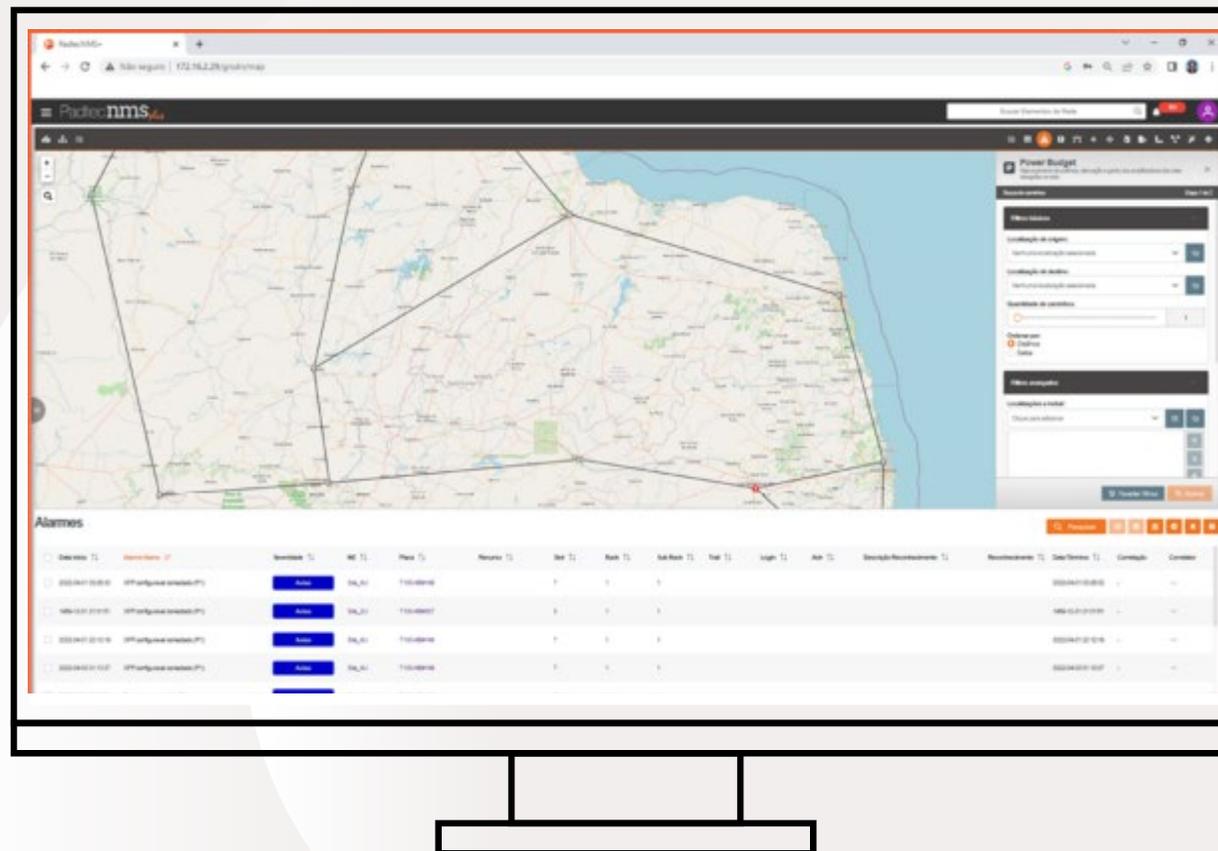
Services

Network Operation and Maintenance

- More than 40 MCs (Maintenance Centers) throughout Brazil, Argentina and Colombia;

- Four-hour service agreements (SLA) for the start of service in any section of a monitored network.

Network Management

Padtec is always with you.

To fully monitor and manage routes, built with different technologies, in real time, Padtec also offers network operation and maintenance services from its Network Operations Center (or NOC).

- 24x7 operation;

- Performance Reports;

- Real-time monitoring.

Characterization

For systems already in operation, the fiber characterization service helps plan expansions or even identify bottlenecks that are affecting the network's competitiveness.

Spaas – Spare Part as a Service

Service for contracting spare parts for immediate replacement in cases of original equipment failure.
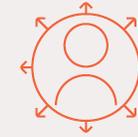
Fiber Supervision

Through its NOC, Padtec offers the supervision of both the monitoring systems and the fiber itself, providing information on degradation events, and precise geolocation of faults, in addition to attenuation history.

Training center

Basic and advanced modules for entry level and ongoing training.

Padtec's varied training portfolio includes theoretical courses in the areas of network planning and engineering and practical courses in the areas of operation and maintenance of DWDM networks.

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Digital Solutions

Smart Site

Monitor your site from anywhere: with the service, operators and ISPs can remotely monitor and control the elements that make up the infrastructure of their network environments in real-time.

InovaTEC

Padtec, through InovaTEC, offers consultancy services to transform the telecommunications sector with innovative digital solutions. InovaTEC develops customized strategies, enhancing efficiency and sustainability with a flexible and agile approach that anticipates future demands.
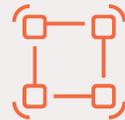
Smart Edge

Smart Edge is a rack-mount data center solution that includes precision air conditioning, environmental sensors, uninterruptible power and fire protection systems, among other features required for a local or edge data center. The solution can also include Smart Site for remote, real-time management of the entire network environment.

Smart Workspot

Developed in-house, the software enables integrated management of teams and response times, and can be customized for each operation. The Smart Workspot includes an app with offline access, ensuring productivity and data updates even in remote locations or areas with limited connectivity.

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Results LTM* 2Q25

Net Revenue

R$ 317.2 mi

Revenues from the international market

R$ 78.0 mi

Gross Margin

34.5%

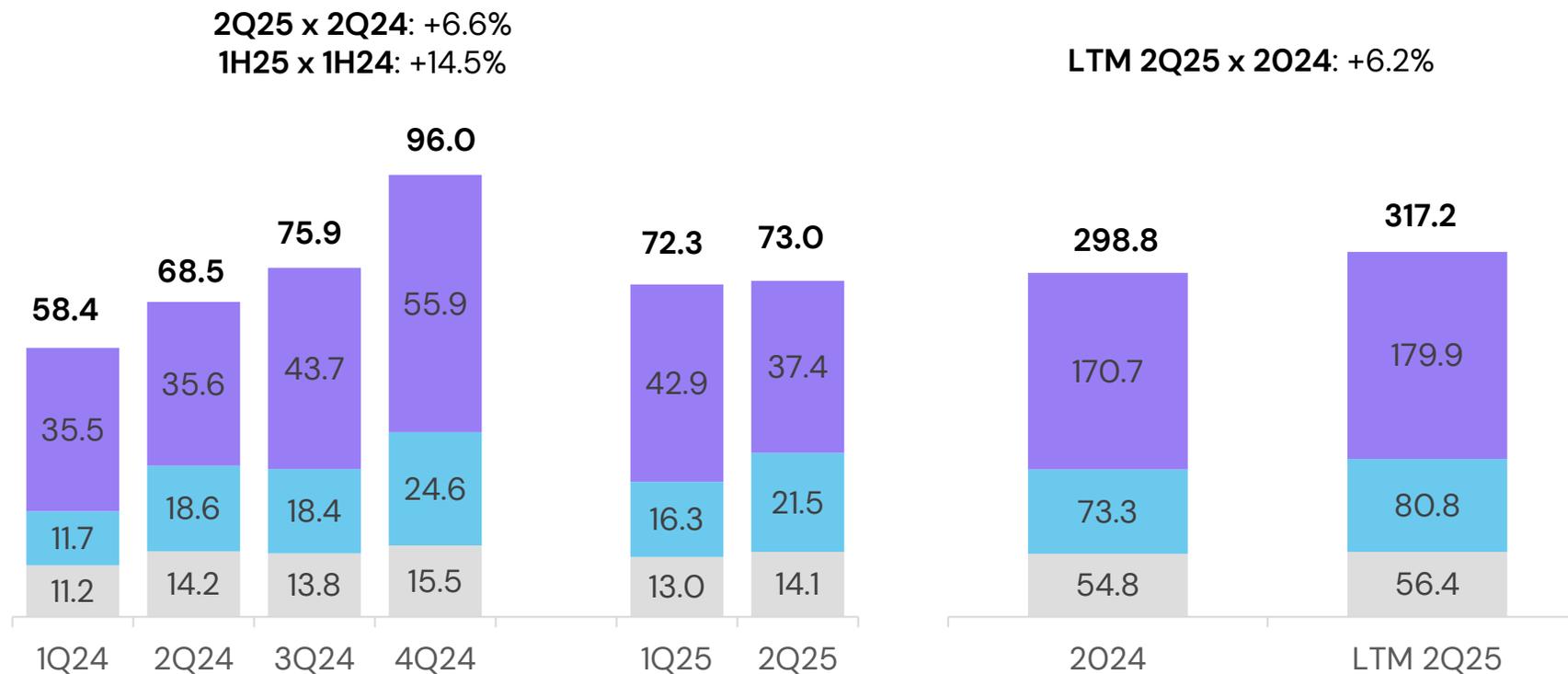**R&D**

R$ 40.6 mi

13% of Net Revenue

EBITDA

R$ 32.2 mi
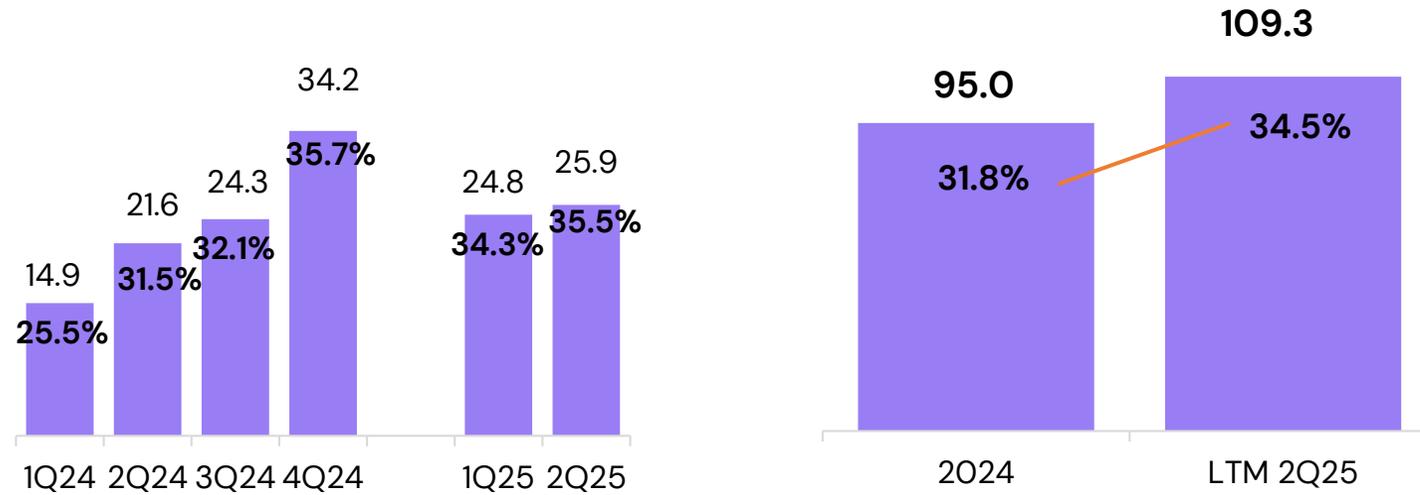
*LTM corresponds to the results of the last 12 months

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Results

Net Revenues (R$MM)

2Q25 x 2Q24: +6.6%
1H25 x 1H24: +14.5%

LTM 2Q25 x 2024: +6.2%

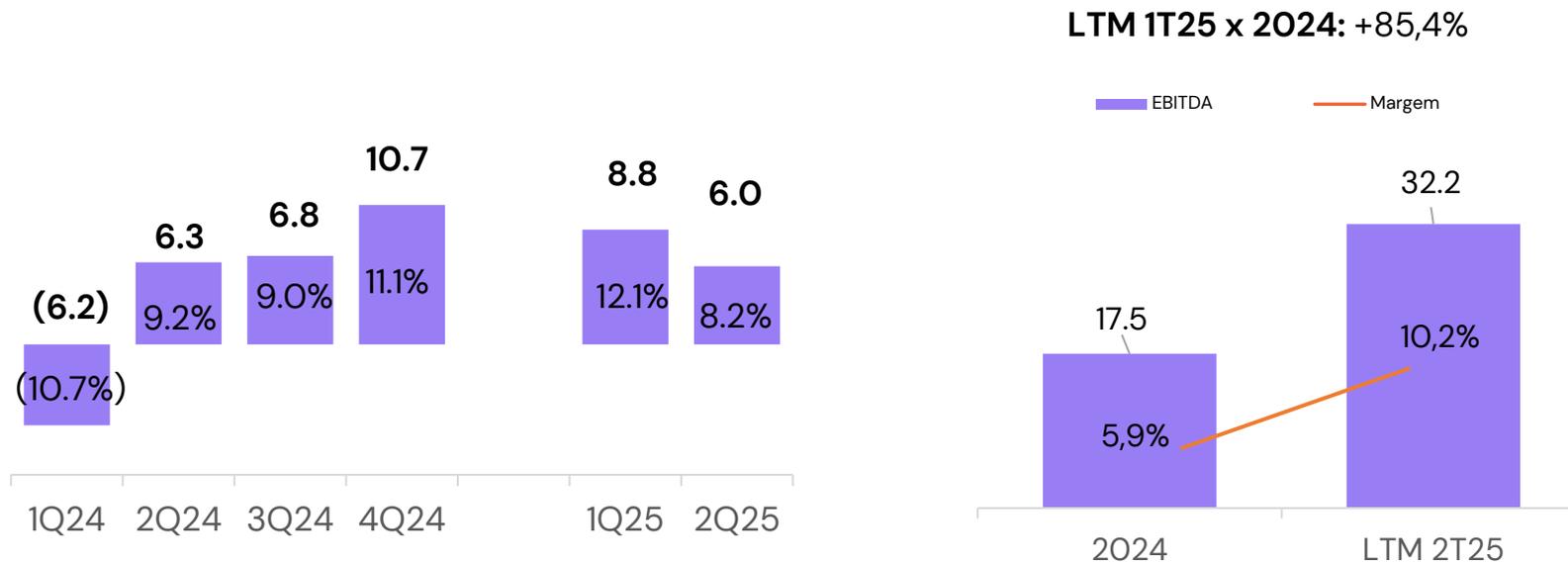|	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	2024	LTM 2Q25
Total	58.4	68.5	75.9	96.0	72.3	73.0	298.8	317.2
Equipment Brazil	35.5	35.6	43.7	55.9	42.9	37.4	170.7	179.9
Equipment Foreign Market	11.7	18.6	18.4	24.6	16.3	21.5	73.3	80.8
Services, Software & Platforms	11.2	14.2	13.8	15.5	13.0	14.1	54.8	56.4

- Equipment Brazil
- Equipment Foreign Market
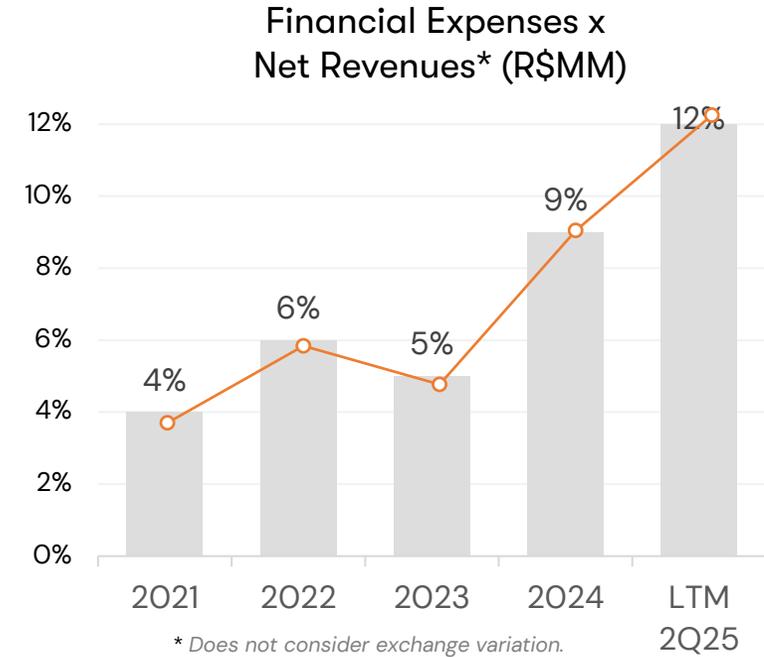- Services, Software & Platforms
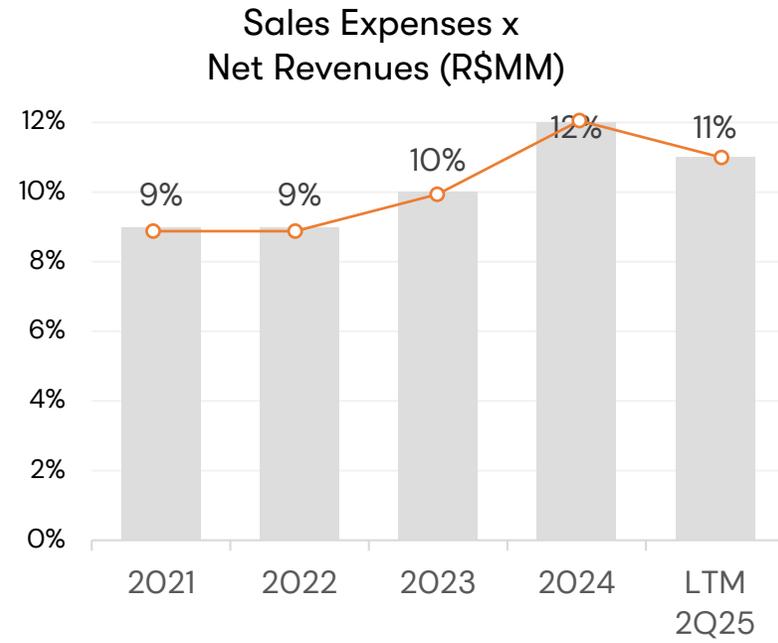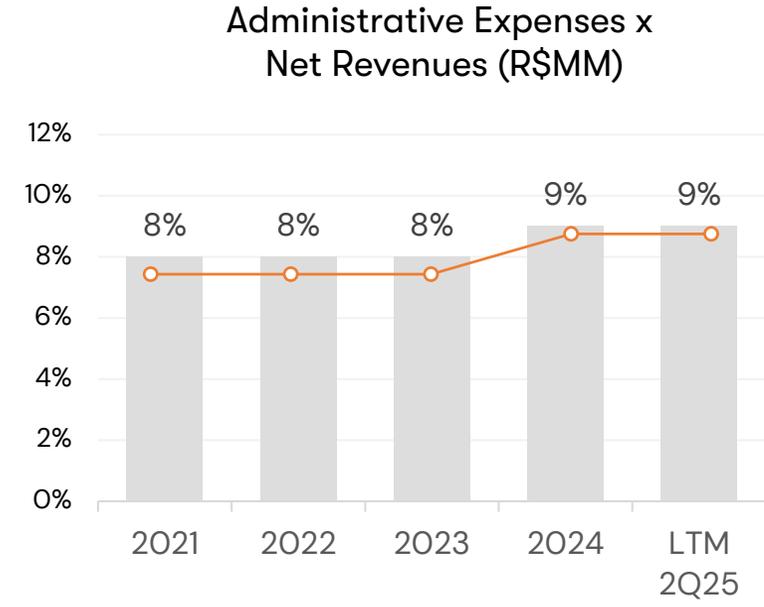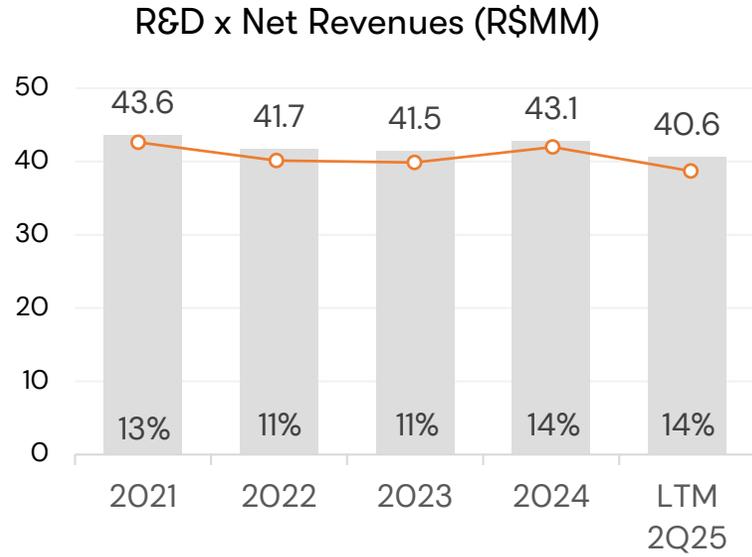
Results

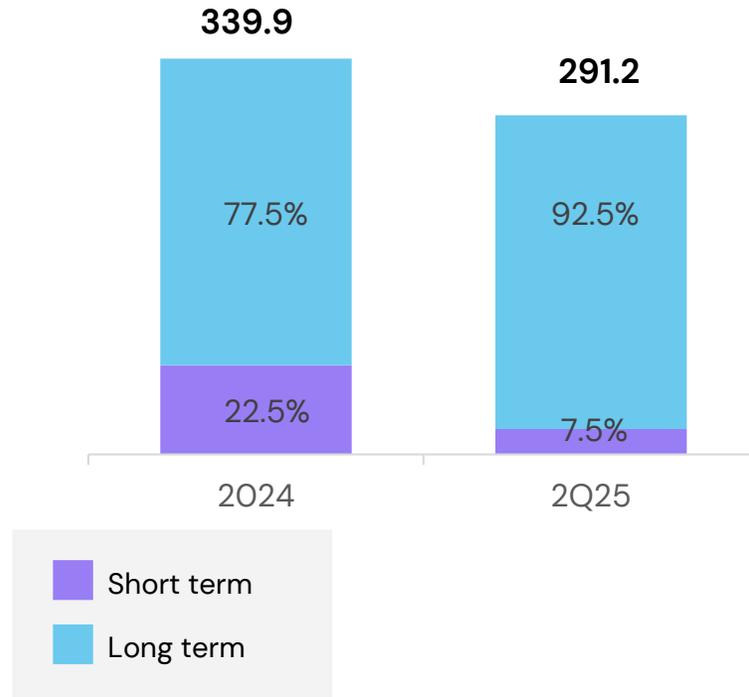## Gross Profit (R$MM); Gross Margin (%)

Results

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

LTM 1T25 x 2024: +85,4%

Legend: EBITDA, Margem

Left chart:
- 1Q24: (6.2), (10.7%)
- 2Q24: 6.3, 9.2%
- 3Q24: 6.8, 9.0%
- 4Q24: 10.7, 11.1%
- 1Q25: 8.8, 12.1%
- 2Q25: 6.0, 8.2%

Right chart:
- 2024: 17.5, 5,9%
- LTM 2T25: 32.2, 10,2%

Results

R&D x Net Revenues (R$MM)

	2021	2022	2023	2024	LTM 2Q25
Value	43.6	41.7	41.5	43.1	40.6
%	13%	11%	11%	14%	14%

Administrative Expenses x Net Revenues (R$MM)

2021	2022	2023	2024	LTM 2Q25
8%	8%	8%	9%	9%

Sales Expenses x Net Revenues (R$MM)

2021	2022	2023	2024	LTM 2Q25
9%	9%	10%	12%	11%

Financial Expenses x Net Revenues* (R$MM)

2021	2022	2023	2024	LTM 2Q25
4%	6%	5%	9%	12%

* Does not consider exchange variation.

Results

Debt: long x short term (R$MM)

339.9

77.5%

22.5%

2024

291.2

92.5%

7.5%

2Q25

- Short term
- Long term

Net Debt / LTM EBITDA[1] (X)

Net Debt (R$ MM) —— Leverage

8.51

149.2

2024

179.2

5.56
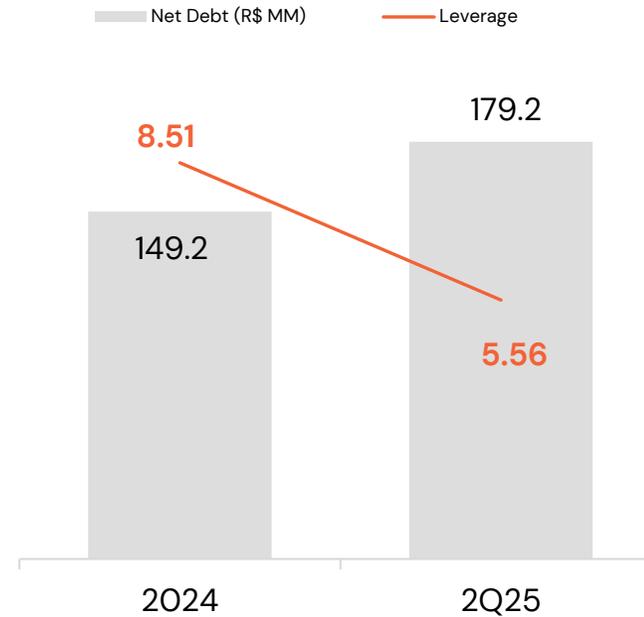
2Q25
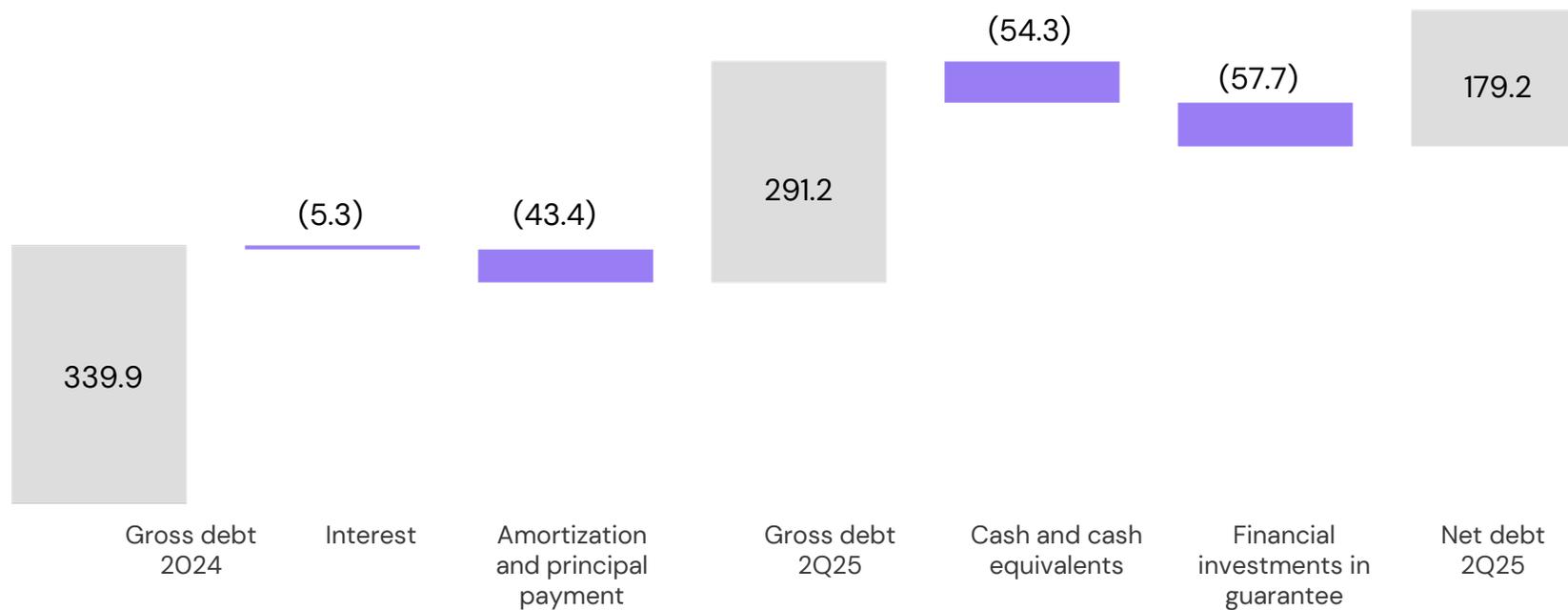
- Cash availability results in greater liquidity and capacity to support organic growth
- 92.5% in long-term obligations, average funding cost of **9.4% p.a.** in 2Q25
- Average payment term of 11 years

Results

Debt Evolution (R$MM)

Gross debt 2024	Interest	Amortization and principal payment	Gross debt 2Q25	Cash and cash equivalents	Financial investments in guarantee	Net debt 2Q25
339.9	(5.3)	(43.4)	291.2	(54.3)	(57.7)	179.2

Growth opportunities

What about the future?_

In 2025, Padtec's focus will be on continuing YoY growth, diversifying revenue sources and intensifying international market development.

International expansion

- Increase market share in the countries where we already operate
- Increase sales in the North American market and in new markets using specialized channels
- Develop channels in EMEA and Sub-Saharan Africa
- Strengthen financing structures for international customers

Growth in the customer base, loyalty and totalization

- Financing for local (Brazil) and international customers
- Best-in-class support including fast delivery
- Spare Part as a Service (SPaaS) services and equipment leasing contracts
- Launch of new products and services, software and platforms to improve operators' performance
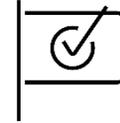
Increase the range of products and services offered

- Make a strong debut in the switches and routers market
- Continue the growth path in the Services, Software and Platforms unit
- Launch of new mission-critical software and enter into 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 sales pipeline for projects for submarine and subfluvial networks

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transform
Driving connections to create new realities
revolutionize