



Earnings Presentation 2Q 2022

July 29, 2022



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- Results 2Q 2022
- Strategic Pillars
- Conclusions and Perspectives
- Appendices



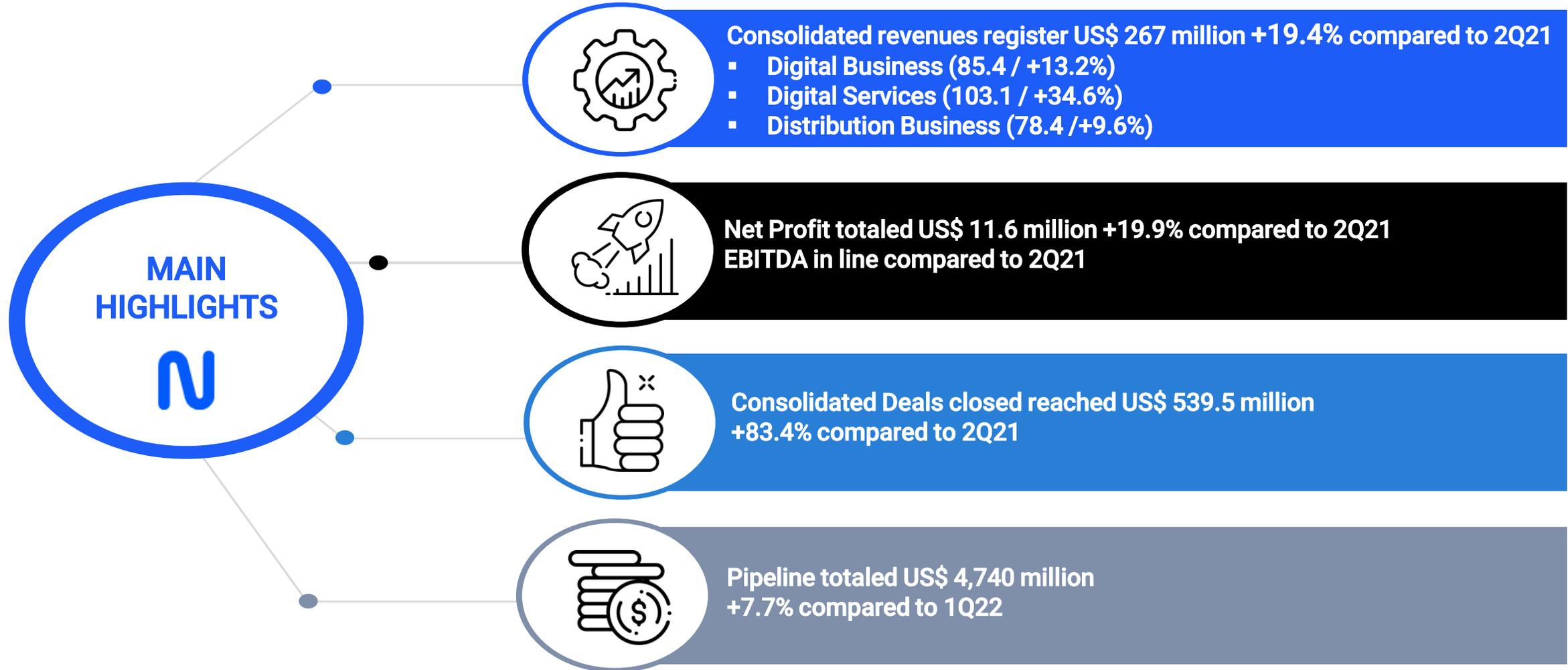
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Results 2Q 2022

Second quarter highlights



Results 2Q 2022

Financial Highlights



CONSOLIDATED REVENUES

U\$ 267 million

U\$ 189 million
(Core Business)

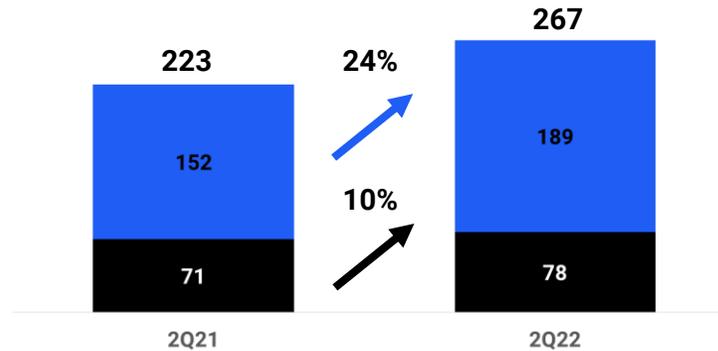


REVENUES GENERATION

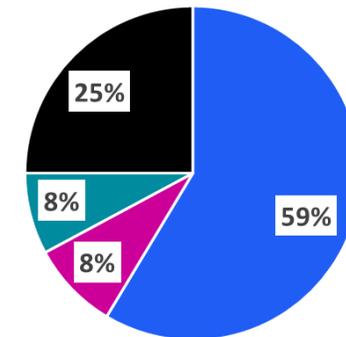
● CORE BUSINESS

● DISTRIBUTION BUSINESS

QUARTERLY REVENUES YoY
(US\$ million)



CONSOLIDATED REVENUES CONTRIBUTION BY REGION



- SOUTHERN CONE
- ANDEAN REGION
- BRAZIL
- NORTH AMERICA



CONSOLIDATED EBITDA

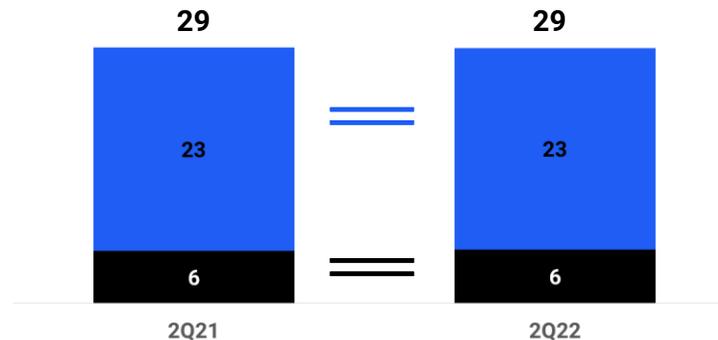
US\$ 29 million

U\$ 23 million
(Core Business)

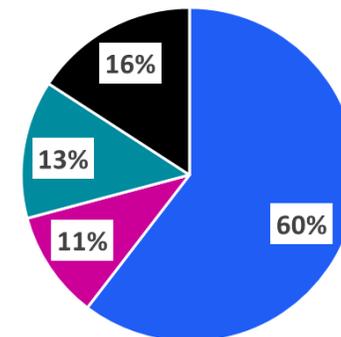


EBITDA GENERATION

QUARTERLY EBITDA YoY
(US\$ million)



CONSOLIDATED EBITDA CONTRIBUTION BY REGION

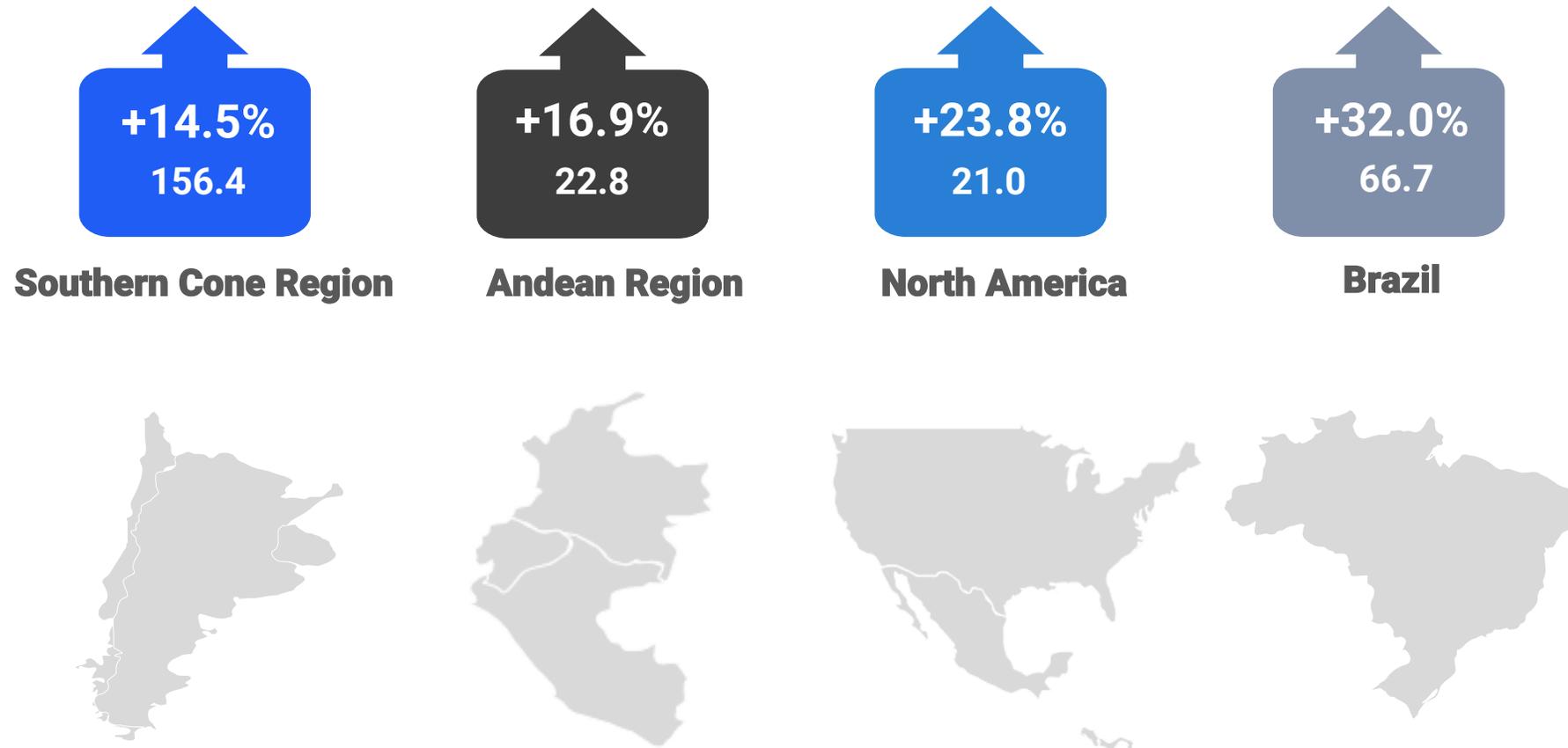


Results 2Q 2022

Revenues by Region

Reporting Currency compared to 2Q21

Regions (US\$ million)



Results 2Q 2022

EBITDA by Region

Reporting Currency compared to 2Q21

Regions (US\$ million)



Southern Cone Region

EBITDA Margin 11.3%
-280 basis points 2Q21



Andean Region

EBITDA Margin 13.4%
In line with 2Q21



North America

EBITDA Margin 16.7%
-80 basis points 2Q21



Brazil

EBITDA Margin 6.9%
-100 basis points 2Q21



Results 2Q 2022

Commercial Highlights

CONSOLIDATED BUSINESS CLOSINGS

US\$ 539.5 million

CORE BUSINESS
US\$ 449.3 million

DISTRIBUTION BUSINESS

US\$ 90.2 million

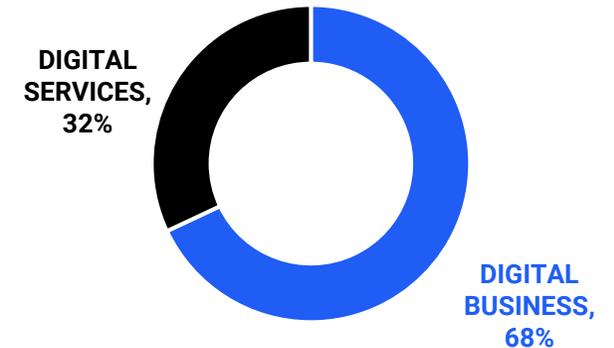
CORE BUSINESS CLOSINGS



CORE BUSINESS CLOSINGS (US\$ MM) BY REGION

Region	US\$ MM	Δ % YoY	1H22 to 1H21 Δ % YoY
SOUTHERN CONE	129.0	+100.3%	+49.2%
ANDEAN REGION	39.9	+118.6%	+74.7%
NORTH AMERICA	37.5	+110.6%	+71.5%
BRAZIL	242.9	+149.1%	+84.3%
TOTAL	449.3	+126.9%	+69%

BY BUSINESS LINE



BUSINESS CLOSINGS HIGHLIGHTS

- ❖ ~80% correspond to new contracts
- ❖ Contracts awarded, in signing process for US\$36 million
- ❖ Mega Deals closings reached ~US\$ 200 million in the quarter

Results 2Q 2022

Commercial Highlights

Strategic Contracts Awarded



PPP Infovía Digital
Mato Grosso do Sul State - Brazil

➤ **Mato Grosso do Sul State Digitization**



Contract term



30 years



Bosque Iluminado
Forestal Arauco

➤ **Connectivity, Security, Productivity and Sustainability in the Forestry Operation**



Contract term



8 years

Results 2Q 2022

Commercial Highlights

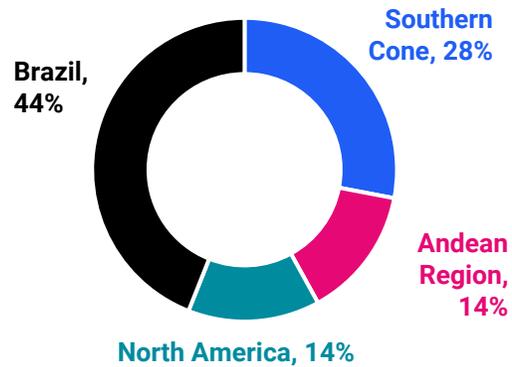


COMMERCIAL OPPORTUNITIES "PIPELINE"

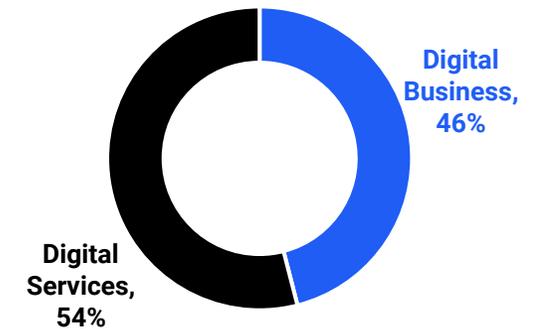
US\$ 4,740 million
+7.7%
compared to 1Q22



PIPELINE CONTRIBUTION (US\$ MM) BY REGION



BY BUSINESS LINE



COMMERCIAL OPPORTUNITIES BY RANGE

Range	Pipeline				
	Southern Cone	Andean Region	North America	Brazil	Total
US\$ Millions					
0 - 25	1,072	555	545	1,417	3,589
> 25	250	106	107	688	1,150
Total	1,322	661	652	2,105	4,740



PIPELINE HIGHLIGHTS

- ❖ Smart Cities & Mobility opportunities reached ~US\$ 1 Billion
- ❖ Cloud & Data Center reached ~US\$ 600 MM
- ❖ Digital Application Services reached ~US\$ 400 MM.



Opportunities of +
US\$ 25 million



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Results 2Q 2022
Strategic Pillars
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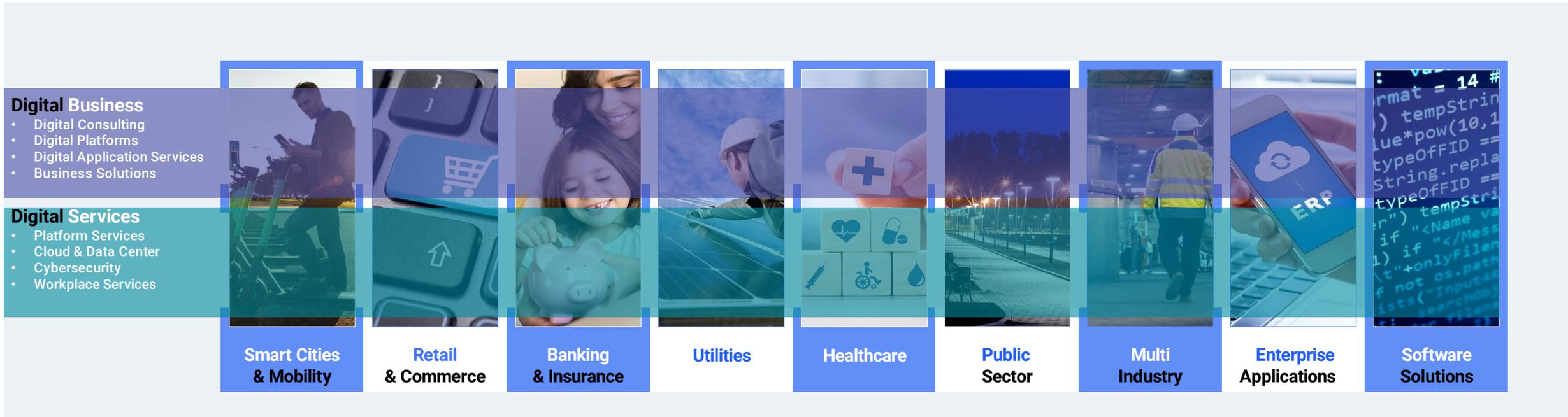
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Strategic Pillars

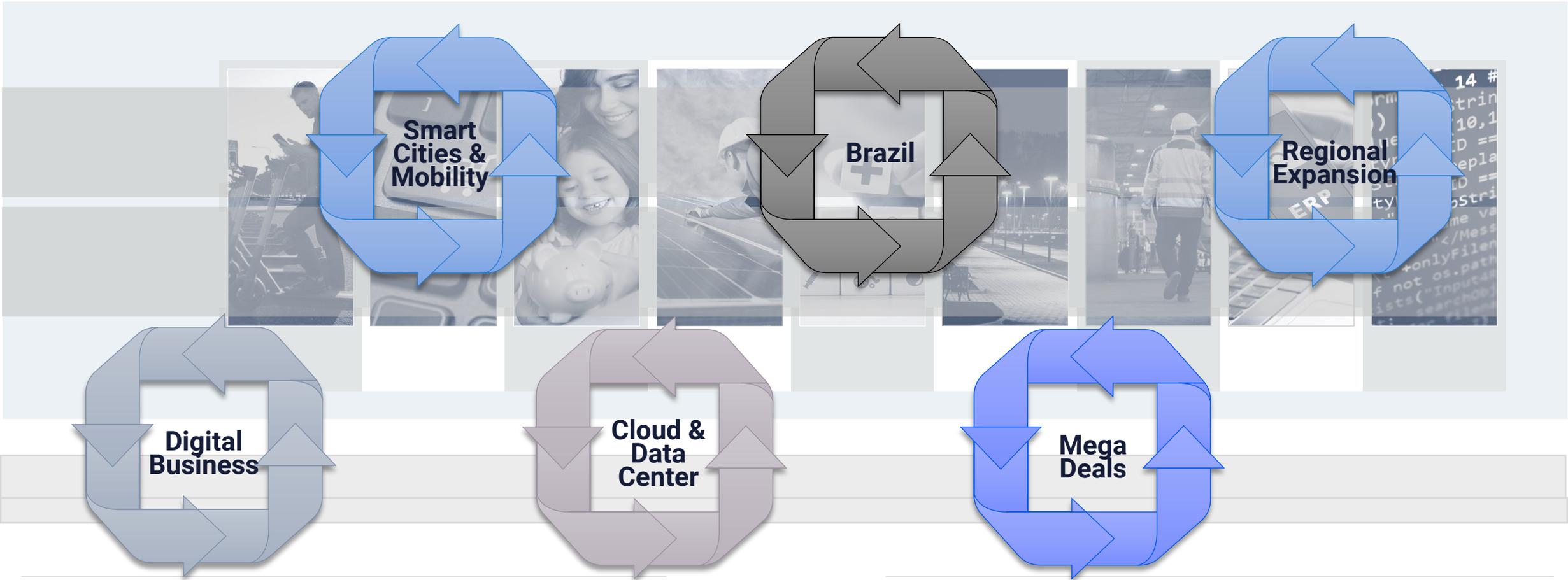
Organization: **Verticalization** as a way to reach our customers



MEGA DEALS

Strategic Pillars

Drivers of Growth and Profitability





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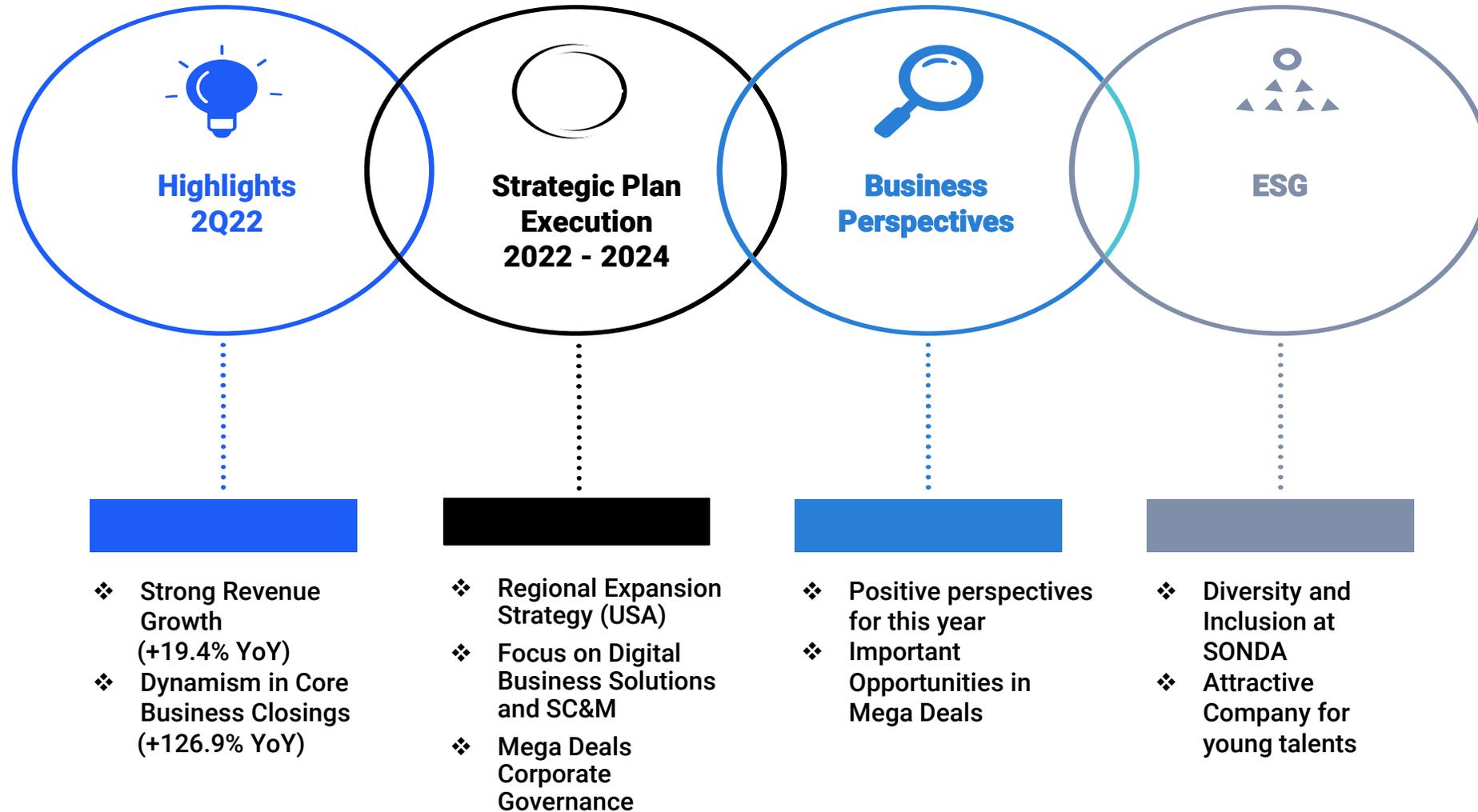
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Conclusions y Perspectives





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Results Summary

Quarter	Revenues			EBITDA			EBITDA Margin	
Millions US\$	Real	Chg. 22/21		Real	Chg. 22/21		Real	Chg. 22/21
	2Q22	▲ \$	▲ %	2Q22	▲ \$	▲ %	2Q22	▲ bp
Southern Cone Region	78.0	12.9	19.9%	11.5	(1.8)	-13.4%	14.7%	-570bp
Andean Region	22.8	3.3	16.9%	3.0	0.4	16.9%	13.4%	0bp
North America	21.0	4.0	23.8%	3.5	0.5	17.6%	16.7%	-80bp
Brazil	66.7	16.2	32.0%	4.6	0.6	15.1%	6.9%	-100bp
Core Total	188.5	36.4	24.0%	22.7	(0.2)	-0.9%	12.0%	-300bp
Distribution	78.4	6.9	9.6%	6.2	0.2	2.8%	7.9%	-50bp
Consolidated Total	266.9	43.3	19.4%	28.8	(0.0)	-0.1%	10.8%	-210bp

Accumulated	Revenues			EBITDA			EBITDA Margin	
Millions US\$	Real	Chg. 22/21		Real	Chg. 22/21		Real	Chg. 22/21
	jun-22	▲ \$	▲ %	jun-22	▲ \$	▲ %	jun-22	▲ bp
Southern Cone Region	154.0	26.5	20.8%	25.6	(0.4)	-1.5%	16.6%	-370bp
Andean Region	44.2	3.5	8.5%	6.0	0.8	14.9%	13.5%	70bp
North America	40.0	5.7	16.4%	7.3	0.6	8.5%	18.2%	-130bp
Brazil	124.2	27.0	27.8%	7.4	0.6	8.8%	5.9%	-110bp
Core Total	362.5	62.6	20.9%	46.2	1.5	3.5%	12.7%	-220bp
Distribution	157.1	15.3	10.8%	10.3	(1.6)	-13.7%	6.5%	-190bp
Consolidated Total	519.6	78.0	17.7%	56.4	(0.1)	-0.1%	10.9%	-190bp

Financial Position

SONDA Consolidated

US\$ Millions

	jun-22	▲ dec-21
Cash and Cash Equivalents	162.2	(27.2)
Other Current Financial Assets	10.0	(5.7)
Trade Accounts Receivable and Others	323.6	43.2
Accounts Receivable from Related Companies	1.1	(1.0)
Inventories	91.9	30.4
Other Current Assets	51.3	3.8
Current Assets	640.1	43.5
Intangible Assets and Goodwill	251.2	31.7
Property, Plant and Equipment	147.1	1.8
Non-current receivables	83.4	10.3
Other Non-currents Assets	120.5	20.9
Non-Current Assets	602.2	64.8
Total Assets	1,242.3	108.3

SONDA Consolidated

US\$ Millions

	jun-22	▲ jun-21
Net Cash Flow From Operating Activities	(4.8)	(31.8)
Net Cash Flow From Investing Activities	(16.4)	(6.1)
Net Cash Flow From Financing Activities	(13.5)	34.4
Effect of the variation in exchange rate over Cash & Equivalent	7.5	4.5
Cash and Cash equivalent at the beginning of the period	189.4	(12.8)
Cash and Cash equivalent at the end of the period	162.2	(11.7)

Financial Position

SONDA Consolidated

US\$ Millions

	jun-22	▲ dec-21
Current Financial Liabilities	96.4	18.7
Trade Accounts Payable and Others	130.2	(6.1)
Accounts Payable from Related Companies	3.0	3.0
Other Current Liabilities	104.6	10.0
Current Liabilities	334.3	25.7
Non-Current Financial Liabilities	213.3	7.5
Other Non-Current Liabilities	89.2	7.9
Non-Current Liabilities	302.5	15.5
Equity Attributable to Owners of The Company	602.4	67.5
Minority Interest	3.1	(0.3)
Total equity	605.5	67.2
Total Liabilities and Shareholders Equity	1,242.3	108.3

Highlights

- NFD / EBITDA -> 1.2x
- Financial Leverage -> 0.5x
- Financial Expenses Coverage -> 7.3x
- Acid Ratio -> 1.6x

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SANTIAGO / 29 JULY, 2022 / SECOND QUARTER EARNING PRESENTATION