



Earnings Presentation 4Q and 12M 2022

January 27, 2023

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Speakers

José Orlandini
CEO



Gonzalo Soto
CFO





AGENDA

2022 Highlights

4Q and 12M 2022 Results
Commercial Results
Conclusions and Perspectives

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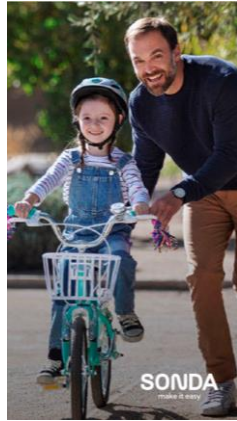
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2022 Highlights

¡SONDA renews his corporate image!

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We launched our new corporate image, which reflects our growth and strengthens our position in the region.



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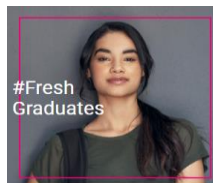
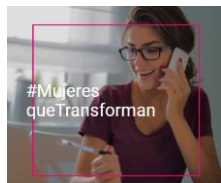
¡SONDA is ratified for the sixth consecutive year!

Corporate Strategy of
Large Projects

**+US\$ 330 million
IN SALES**



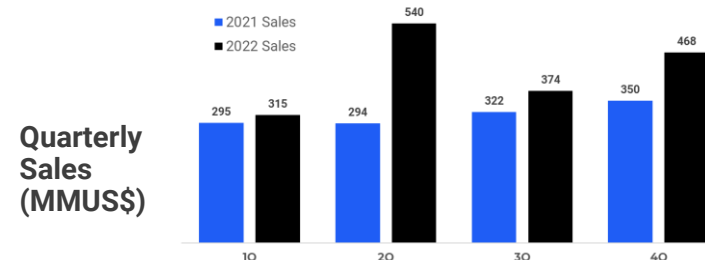
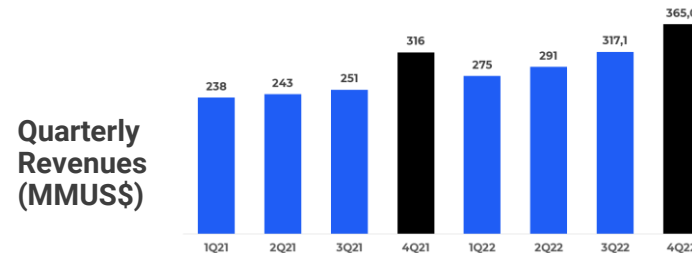
Talent Management and Attraction



2022-2024 Strategic Plan Execution

- Full Verticalization
- Expansion to the USA
- Strategy of Large Projects
- Digital Business Model
- Startups Ecosystem
- Clusters Organization

Results Allow us to be Optimistic for 2023



2022 Consolidated Sales
US\$ 1,696 MM
+ 34.4% YoY

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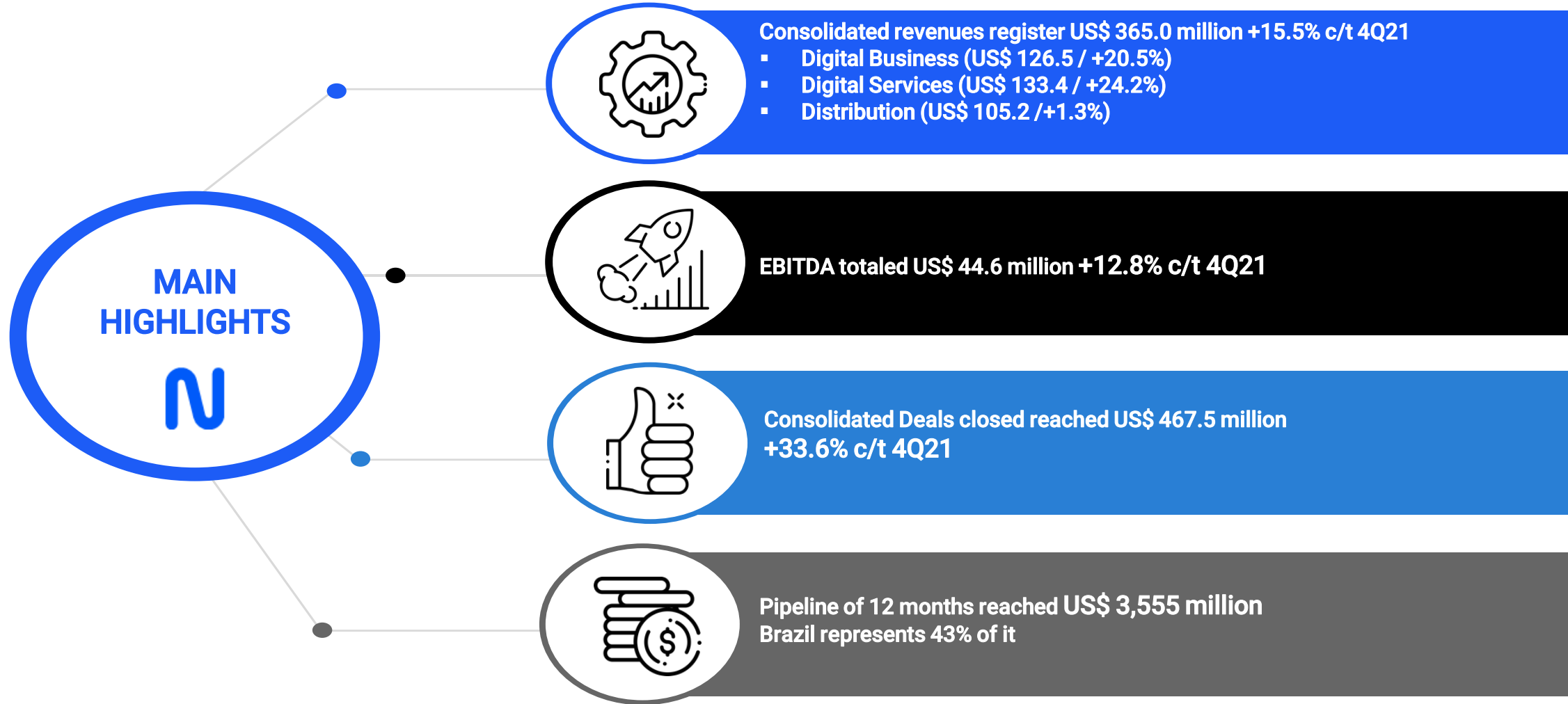
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4Q and 12M 2022 Results

4Q 2022 Highlights



4Q and 12M 2022 Results

Revenues and EBITDA 4Q 2022



CONSOLIDATED REVENUES

U\$ 365.0 million

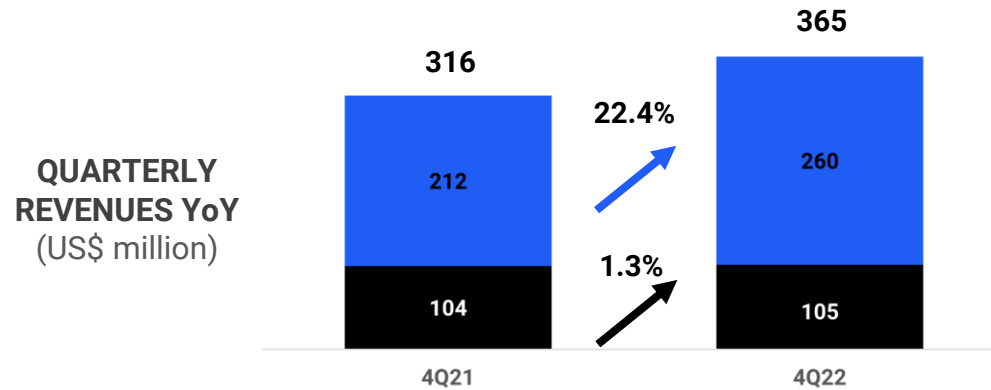
U\$ 259.8 million
(Core Business)



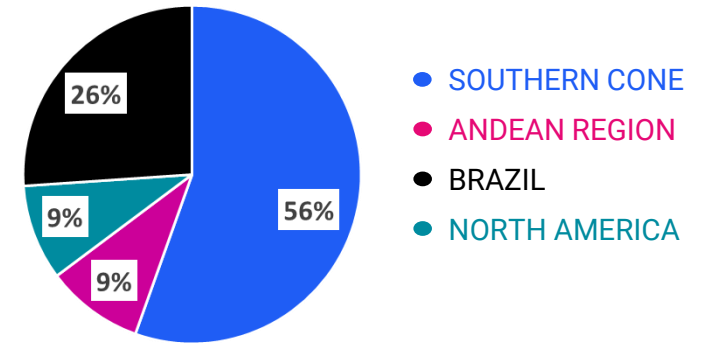
REVENUE GENERATION

● CORE BUSINESS

● DISTRIBUTION BUSINESS



CONSOLIDATED REVENUES CONTRIBUTION BY REGION



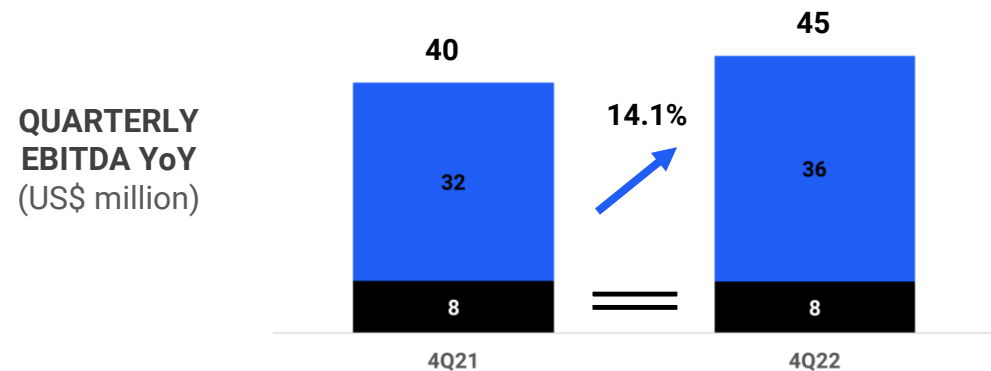
CONSOLIDATED EBITDA

US\$ 44.6 million

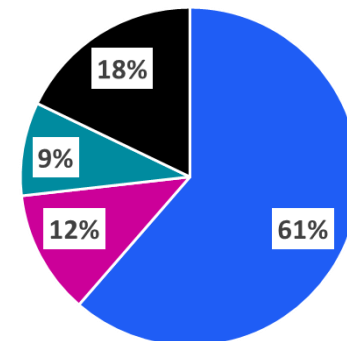
U\$ 36.3 million
(Core Business)



EBITDA GENERATION

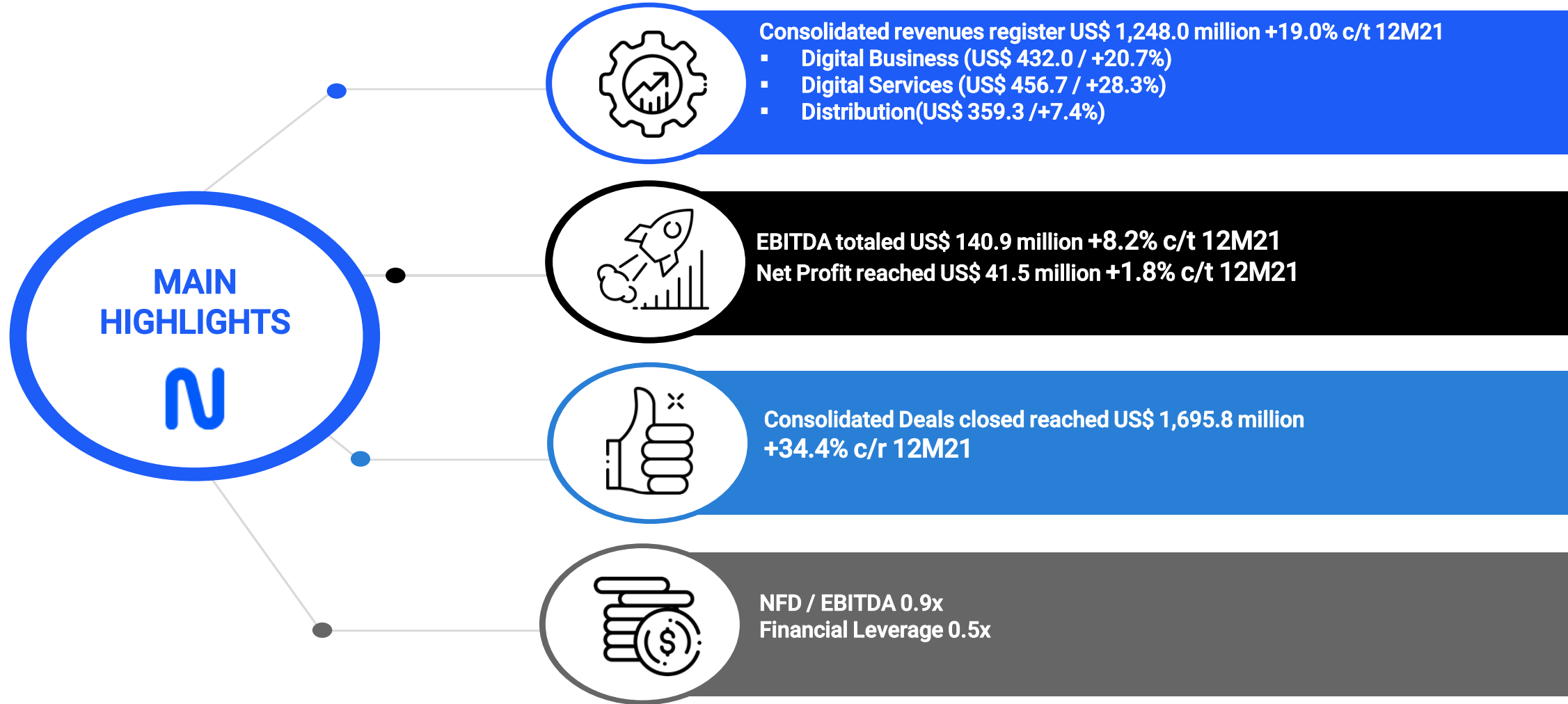


CONSOLIDATED EBITDA CONTRIBUTION BY REGION



4Q and 12M 2022 Results

12M 2022 Highlights



4Q and 12M 2022 Results

Revenues by Geography

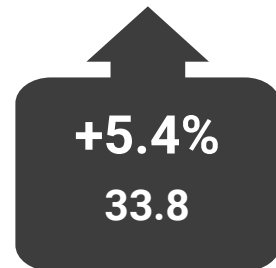
Reporting Currency compared to same period 2021

Geographies (US\$ million)

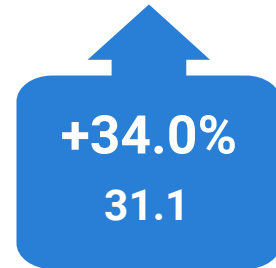
4Q22



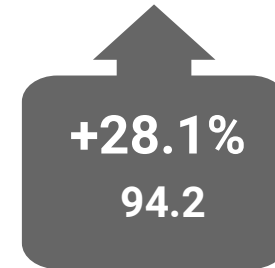
Southern Cone Region



Andean Region



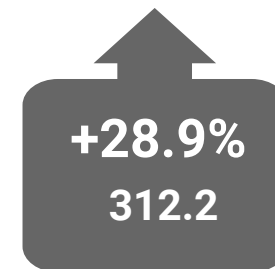
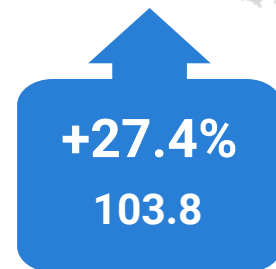
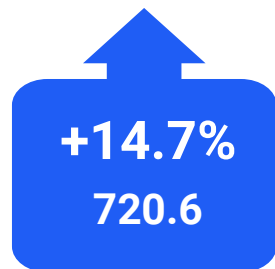
North America



Brazil



12M22



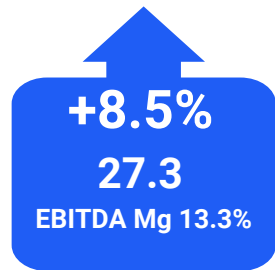
4Q and 12M 2022 Results

EBITDA by Geography

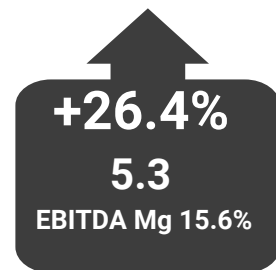
Reporting Currency compared to same period 2021

Geographies (US\$ million)

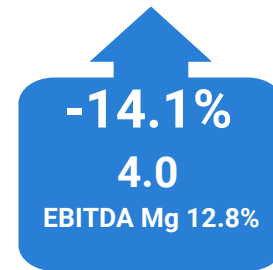
4Q22



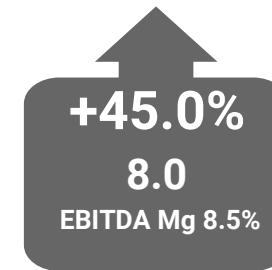
Southern Cone Region



Andean Region



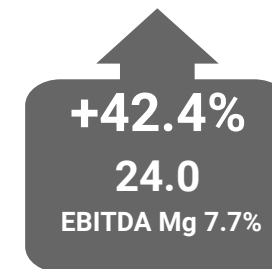
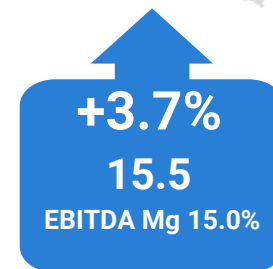
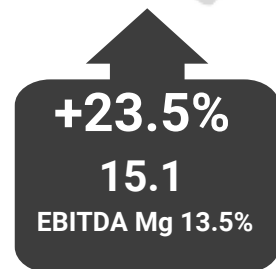
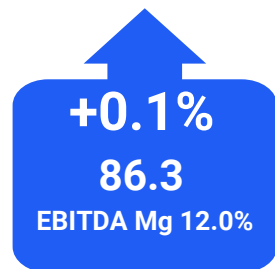
North America



Brazil



12M22





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Commercial Results

Highlights

CONSOLIDATED
BUSINESS CLOSINGS
4Q22

**US\$ 467.5
million**

CORE
BUSINESS
**US\$ 365.4
million**

DISTRIBUTION
BUSINESS

**US\$ 102.1
million**

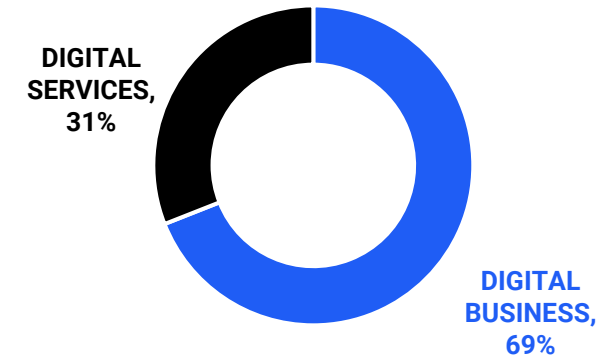
CORE BUSINESS CLOSINGS 4Q22



CORE BUSINESS CLOSINGS (US\$ MM)
BY REGION

	4Q22	12M22
	Δ % YoY	Δ % YoY
SOUTHERN CONE	118.8	+20.4%
ANDEAN REGION	40.7	+38.8%
NORTH AMERICA	77.4	+125.9%
BRAZIL	128.5	+62.2%
TOTAL	US\$ 365.4 MILLION	+51.3%
		+52.7%

BY BUSINESS LINE



BUSINESS CLOSINGS HIGHLIGHTS

- ❖ 80% correspond to new contracts
- ❖ Businesses closed in 2022 with a high component of innovation and digital transformation and with a high impact on people's quality of life
- ❖ Large Projects has allowed the company to leverage its ability to participate and win large integration projects

Commercial Results

Highlights

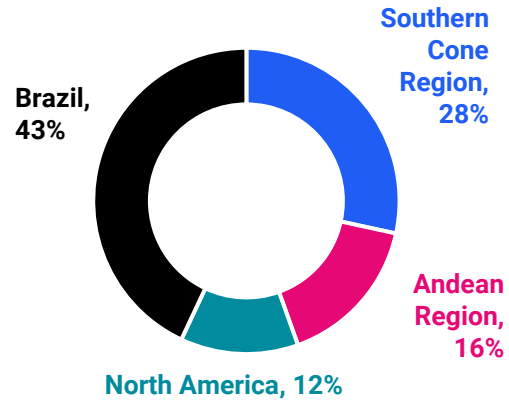


COMMERCIAL OPPORTUNITIES "PIPELINE"

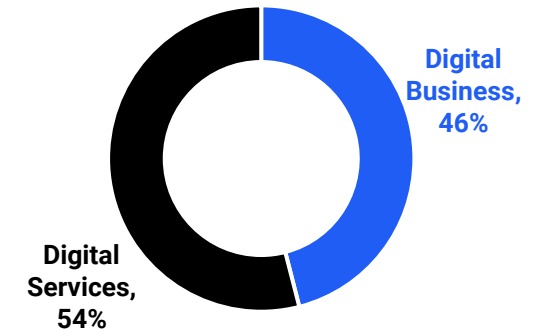
US\$ 3,555 million



PIPELINE CONTRIBUTION (US\$ MM) BY REGION

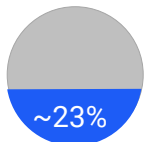


BY BUSINESS LINE



COMMERCIAL OPPORTUNITIES BY SIZE RANGE

Range US\$ Millions	Pipeline				
	Southern Cone	Andean Region	North America	Brazil	Total
0 - 25	844	507	368	1,019	2,738
> 25	165	67	75	510	817
Total	1,010	573	443	1,529	3,555



Opportunities of +
US\$ 25 million



PIPELINE HIGHLIGHTS

- ❖ Smart Cities & Mobility opportunities reached ~US\$ 700 MM
- ❖ Cloud & Data Center reached ~US\$ 580 MM
- ❖ Digital Applications Service & Digital Business Offerings opportunities totaled ~US\$ 280 MM.



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Conclusions and Perspectives

2022 Highlights

- Dynamism in Core Business Commercial Activity (+52.7% YoY)
 - 2 digit growth in Core Business in all geographies
 - Relevants integration projects closed in focus markets
- Strong Revenue Growth (+19% YoY)
 - 2 digit growth in all geographies
- Significant improvement in Brazil's results

Future Perspectives

- Optimism for 2023 and 2024: Despite the challenging scenario in the region, the historic closings of 2022 leave us with a solid base of revenues
- Focus in developing the US market (organic and inorganic)
- Continue promoting Digital Business in vertical solutions
- Promote high-value services in the Digital Services business line
- Keep focus on Corporate Strategy of Large Projects



APPENDICES



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Financial Position

SONDA Consolidated

US\$ Millions	dec-22	▲ nov-22	▲ dec-21
Cash and Cash Equivalents	172.7	0.0	0.0
Other Current Financial Assets	8.2	0.0	0.0
Trade Accounts Receivable and Others	359.0	(9.0)	1.2
Accounts Receivable from Related Companies	9.5	6.4	6.1
Inventories	86.6	53.6	60.7
Other Current Assets	57.3	(3.5)	5.6
Current Assets	693.2	47.6	73.6
Intangible Assets and Goodwill	252.4	(10.5)	13.3
Property, Plant and Equipment	146.9	(5.6)	(11.3)
Non-current receivables	83.7	(4.6)	4.0
Other Non-currents Assets	138.3	8.0	30.0
Non-Current Assets	621.3	(12.7)	36.0
Total Assets	1,314.5	34.9	109.6

SONDA Consolidated

US\$ Millions	dec-22	▲ nov-22	▲ dec-21
Net Cash Flow From Operating Activities	68.5	22.1	(32.2)
Net Cash Flow From Investing Activities	(46.6)	(17.6)	(13.7)
Net Cash Flow From Financing Activities	(53.7)	(16.8)	44.2
Effect of the variation in exchange rate over Cash & Equivalent	(1.8)	(4.8)	(18.0)
Cash and Cash equivalent at the beginning of the period	206.3	0.0	(13.9)
Cash and Cash equivalent at the end of the period	172.7	(17.1)	(33.6)

Financial Position

SONDA Consolidated

US\$ Millions	dec-22	▲ nov-22	▲ dec-21
Current Financial Liabilities	100.8	(12.4)	16.2
Trade Accounts Payable and Others	157.8	(6.2)	9.4
Accounts Payable from Related Companies	8.3	5.3	8.3
Other Current Liabilities	117.3	(1.7)	14.2
Current Liabilities	384.2	(15.1)	48.1
Non-Current Financial Liabilities	234.9	(0.7)	10.8
Other Non-Current Liabilities	80.4	(10.7)	(8.2)
Non-Current Liabilities	315.3	(11.4)	2.7
Equity Attributable to Owners of The Company	607.5	(17.2)	24.9
Minority Interest	7.6	(0.2)	3.8
Total equity	615.0	(17.3)	28.8
Total Liabilities and Shareholders Equity	1,314.5	(43.8)	79.5

Posición Financiera

Financial Metrics Dec-22

- NFD / EBITDA -> 1.1x
- Financial Leverage -> 0.5x
- Financial Expenses Coverage -> 6.1x
- Acid Ratio -> 1.6x

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SANTIAGO / JANUARY 27, 2023 / FOURTH QUARTER EARNING PRESENTATION