



Corporate Presentation

December 2021



Member of
**Dow Jones
Sustainability Indices**

Powered by the S&P Global CSA

Transforming our Customers' Business

Agenda



1. Company Overview

- 1.1 Promoting the Development of Latin America
- 1.2 SONDA at a Glance
- 1.3 A History of Growth

2. The IT Industry

- 2.1 IT Industry Attractiveness

3. Value Proposition

- 3.1 Strategic Vision
- 3.2 Ecosystem to Add Value
- 3.3 Leveraging Growth

4. Investment Attractiveness

- 4.1 Unique Investment Opportunity in IT Sector in Latin America
- 4.2 Sustainability in Our DNA
- 4.3 A Diversified Business
- 4.4 Technological Disruption at the Service of Our Customers

5. Annexes

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Company Overview



Promoting the Development of Latin America

Our Purpose

Contribute to **improve people's quality of life**, innovating and adding value through technological solutions in order to **develop and transform the businesses** and activities of our **customers**

More than 47 Years modernizing institutions and positively impacting societies!



Energy efficiency and street lighting intelligence



World-class mobility solutions in Latin America



As a result of the pandemic, **digital solutions** in the **retail** industry were accelerated



Smart and automated ports, **improving supply chain security**



Managing the safety and distancing of people



Revolutionizing the food industry, ensuring quality and reducing costs of basic services



Solutions that increase **security** and **customer experience**



Increased productivity and operational continuity



Efficient water management in **agriculture** through machine learning and AI

Learn how we **transform our clients' businesses** in www.sonda.com

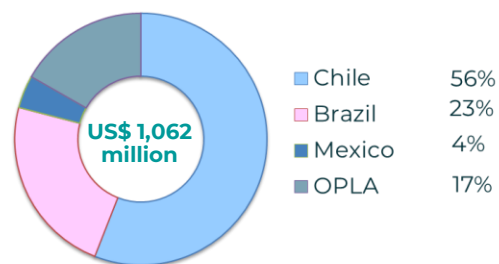
Company Overview

SONDA at a Glance

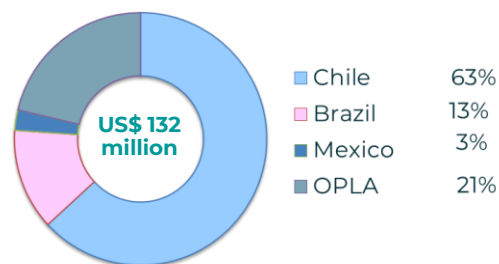


With more than 47 years of history, we are **the leading Latin American company in digital transformation services** in the region.

Revenue Distribution (Dec-21, LTM)



EBITDA Distribution (Dec-21, LTM)



EBITDA Margin LTM: 12.4% (+130bp YoY)



10 Countries



+ 3,000 Cities



+ 5,000 Corporate Clients



+ 13,000 Employees



+ 10,000 IT Professionals

- ✓ ~70% of revenues comes from **multiannual contracts with recurring revenues** (Core Business)

Long run service contracts with average duration +3 years

- ✓ **No client represents more than 5% of total revenues** of the company (Dec-21)

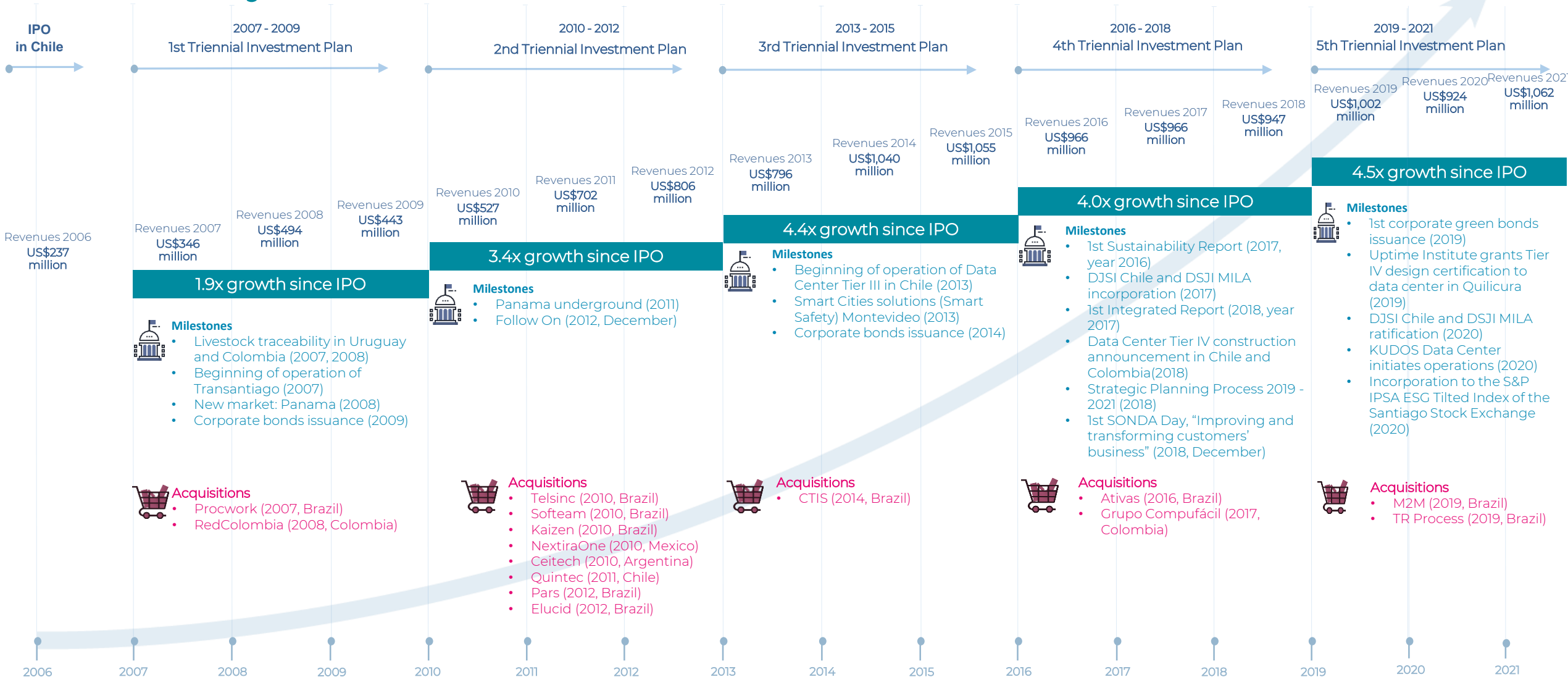
- ✓ Focus on **higher value-added solutions** represents ~88% of Pipeline of new opportunities (Dec-21)

Figures in US\$ were converted using exchange rate = \$ 844.69 / US\$

Company Overview



A History of Growth



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The IT Industry

IT Industry Attractiveness

IT Market Characteristics

- ✓ **Expected size** of the **IT Market** of US\$110 MMM by 2025, with an **objective market** of US\$ 86 MMM
- ✓ **IT Spending Resilience** in the face of economic crisis
- ✓ IT investments **growing more than GDP** in the upcoming years

LATAM Scenario

Trends and Demands for Technologies

- ✓ **Disruptive technologies** boost new solutions
- ✓ Health care crisis **accelerates strategic changes** in companies and institutions
- ✓ **Data usage** growing strongly supporting decision making and **strengthening** the **competitive advantages** of companies
- ✓ **New cybersecurity standards** take more relevance



In the meantime clients...

...Increasingly **requires technological partners that support their strategic guidelines**, understanding their business

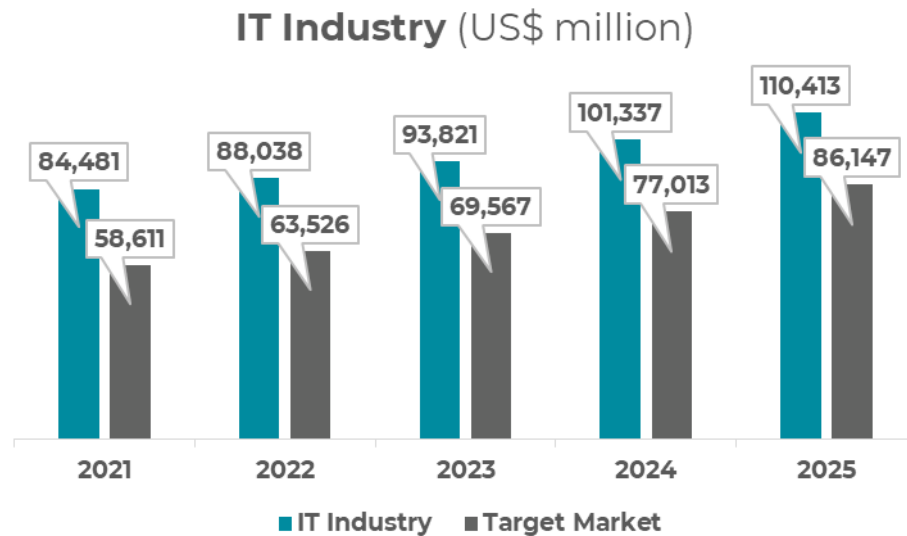
...to be able to provide **tangible solutions** to issues and **business needs**...

...and to **be increasingly efficient and competitive** in their services.

The IT Industry

IT Industry Attractiveness

An IT industry recovering dynamism and presenting **relevant growth** in **disruptive technologies**



IT Spending Outlook in Latin America

- CAGR 21/25 → 10.1% IT Industry Target Market (*Services and Applications*)

New Technologies

- CAGR 21/25 > 12.8% for main solutions:
 - Cloud: +23.7%
 - Security: +10.2%
 - Internet of Things: +21.7%
 - Big Data & Analytics: +13.0%
 - Artificial Intelligence: +22.4%

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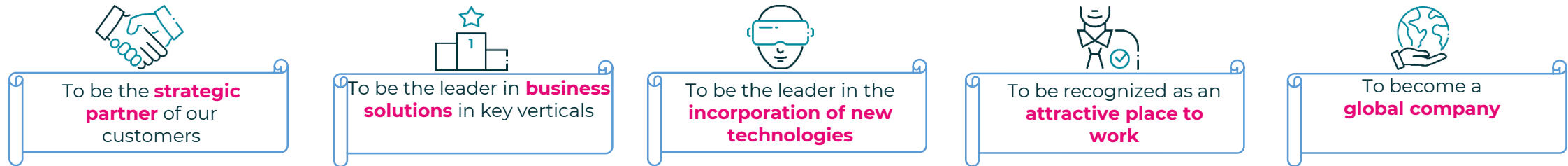
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Value Proposition

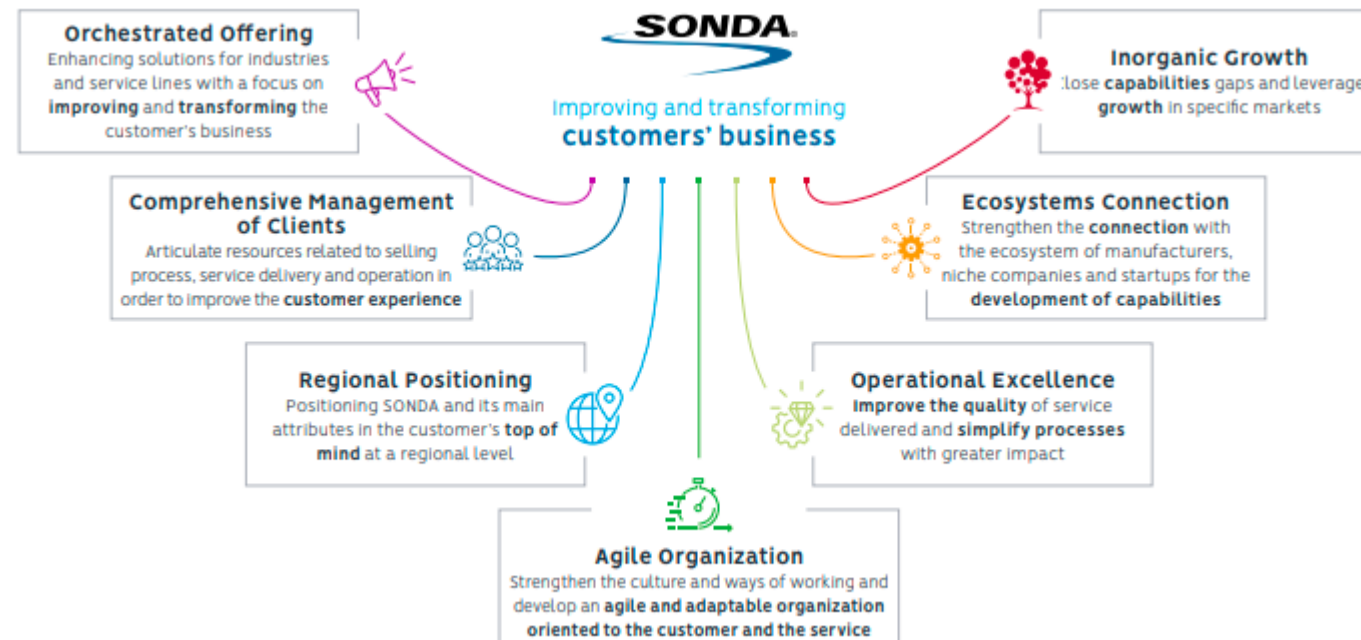
Strategic Vision (2019 – 2021)



At SONDA we have **important aspirations...**



...leveraged in **seven strategic pillars...**



Value Proposition

Strategic Vision



To be the **strategic partner** and **technological ally** that lead and boost the **digital transformation processes** of Latin American organizations...



... allowing us to **improve the quality of life of millions of people** in the region

We have solutions throughout the entire **value pyramid** supporting our clients' **business strategy**

A business model forged on **solid competitive advantages**



We know our clients' business and we support them with the best IT solutions and services



We aim to build close and long-term relationships with our customers



We share the experience, knowledge and best practices acquired throughout the region



We leverage our operation in an extensive and articulated Latin American IT network



We are a One-Stop-Shop provider of IT solutions and services



We are an expert group and passionate about technology, always ready to serve our clients with a genuine vocation for service



We have built non-exclusive and long-term relationships with leading players in the IT industry



Value offer focalized in solutions and services in the field of Digital Transformation: Cybersecurity, Cloud, Consultancy, I&O, AMS, Digital Experience, Digital Automation

Value offer specialized in verticals: Retail, Financial Services, Mobility & Transport, Smart Cities, Utilities, Mining, Education, Health Care, among others





Services and solutions based on the provision of infrastructure, outsourcing of services and applications

Value Proposition

Strategic Vision



We have deepened **verticalization by industries** as a way to reach customers

	Transport 	Retail 	Financial Services 	Government 	
Platform Services	✓	✓	✓	✓	<ul style="list-style-type: none"> IT infrastructure and components Implementation and maintenance
Applications	✓	✓	✓	✓	<ul style="list-style-type: none"> Own and third-party software tools that systematize and automate business processes
IT Services and Solutions	✓	✓	✓	✓	<ul style="list-style-type: none"> AMS, BPO, EUS, SW Factory, MDS, Cloud, Data Center
Digital, Operational and Technological Transformation	✓	✓	✓	✓	<ul style="list-style-type: none"> DX, RPA, Cloud, Cybersecurity, Smart City, Transformational consultancy, Big Data & Analytics
	→ Portfolio with World-Class solutions → Proven expertise in the region → 7% of revenues (dec-21)	→ Replicable solutions and knowledge → In an accelerated transformation process → 10% of revenues (dec-21)	→ 1st in technological consumption → Specialized solutions portfolio → 13% of revenues (dec-21)	→ 3rd in technological consumption → Specialized solutions portfolio → 6% of revenues (dec-21)	

Transform the business model of our customers
Improve our customer's operations

Value Proposition

Ecosystem to Add Value

We rely on an **ecosystem** of **innovation** and **value generation**



Global Partners



Startups and Niche Companies



Innovation Centers and Universities



Open Innovation

- ✓ Open innovation contest "Tech and the City"
- ✓ Cutting edge conversations in technologies: SONDA Talks, SONDA Tech, Pocket Webinars, Cycle of conversations, among others

Value Proposition

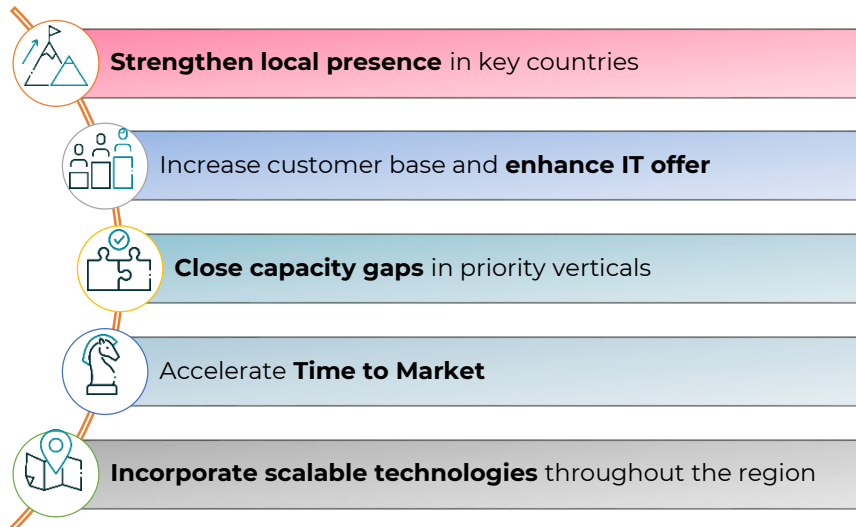
Leveraging Growth



An M&A strategy at the service of our **organic growth**...



M&A Strategy



...that allow us to be the **leader in digital transformation services** in Latin America

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Investment Attractiveness



Unique Investment Opportunity in IT Sector in Latin America



Investment Attractiveness

Sustainability in Our DNA



ESG Highlights

- ✓ Annual preparation of **Integrated Report** (since 2017) under the standards “Global Reporting Initiative”



- ✓ Member of prestigious **sustainability indices**

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MILA & Chile



- ✓ Adherence to the **UN Sustainable Development Goals**

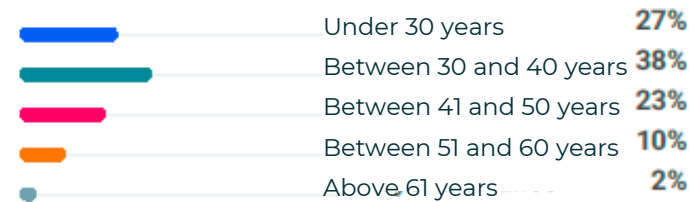


- ✓ **Green Bond** issuance in 2019



- ✓ Employee **Diversity**

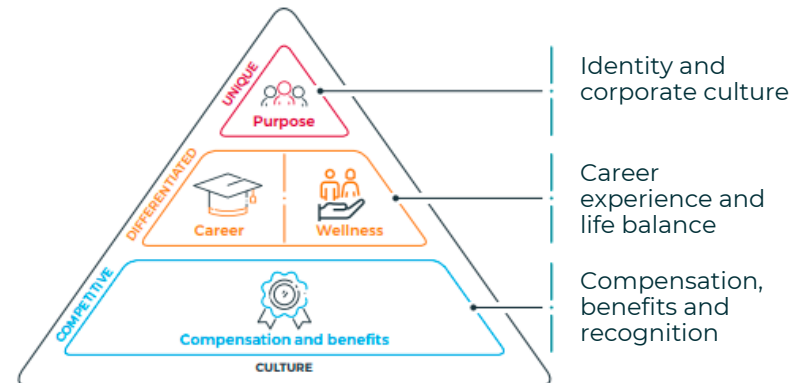
By Age



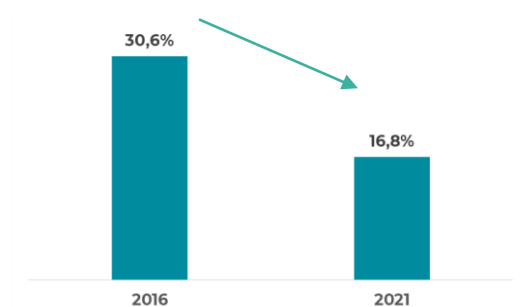
By Gender



- ✓ **Value Proposition to People (PVP)**



- ✓ **Reduction of the gender pay gap**



Investment Attractiveness

Sustainability in Our DNA



Our solutions contribute to the development of **smart cities** and greater **environmental sustainability**



SMART METERING & IoT PLATFORM

Efficient use of water resources

- IoT platform to monitor environmental variables, effluents and rainfall
- Prevent problems caused by environmental or climatic events



SMART FOREST FIRE SAFETY

Early detection of focuses

- Image recognition for early detection of igneous focus in forest formations



SMART CITY TRANSPORT

Transport system automatization

- Improve accuracy and efficiency in fleet management



SMART LIGHTING

Energy saving and intelligence in the luminaire network

- Remote management: Increase savings, in addition to improving security
- *The first critical step towards a smart city is a smart street lighting park*



SMART SAFETY

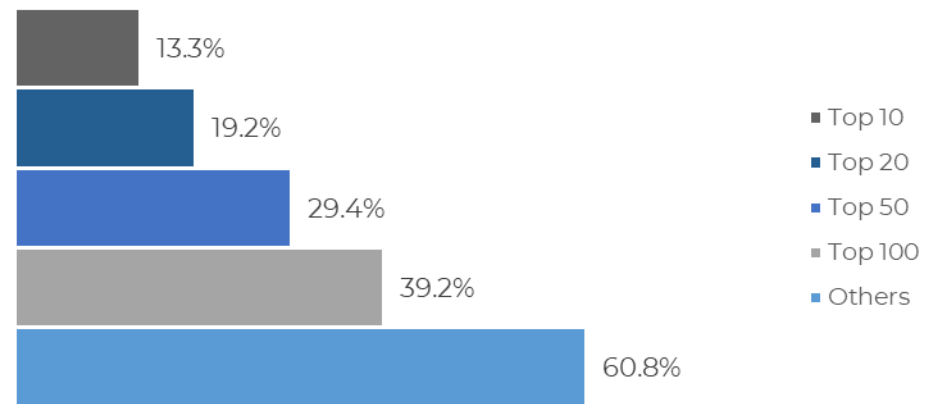
Integrated security solution

- It allows to automatically identify suspicious behavior through the online analysis of the information recorded by video cameras or other devices

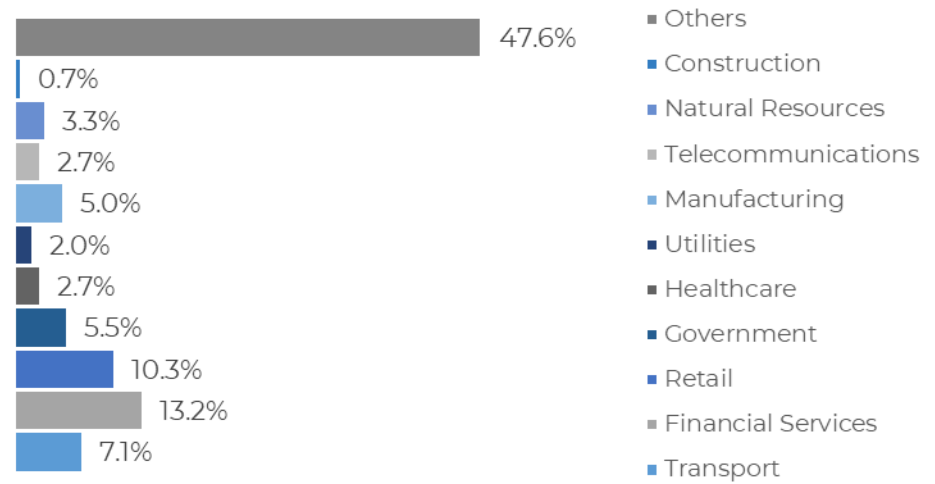
Investment Attractiveness

A Diversified Business

Revenue concentration by customer (2021)



Revenue diversification by industry (2021)



10 Countries



+ 3,000 Cities



+ 5,000 Clients

Investment Attractiveness

Technological Disruption at the Service of Our Customers

We have accelerated **strategic changes** at a corporate level,...

...prioritizing the **disruptive technologies** as an engine of growth and...

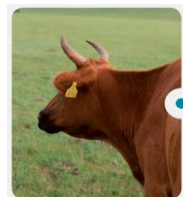
...attending the new **needs of our customers**

Internet of Things (IoT) & Edge Computing



DIGITAL KITCHEN

- Guarantee the quality of food
- Avoid waste
- Reduce electricity costs
- Identify the restaurant heat map
- Reduce fines from watchdogs



CONNECTED COW

- Ensure full traceability of milk
- IoTs placed on the animal, in cooling tanks, trucks and collection stations

Artificial Intelligence



SMART SAFETY

- Automatically identify suspicious behavior by analyzing video cameras or other devices



COGNITIVE COMMAND CENTER

- Intelligence in operations management, monitoring events, service times and team productivity
- Troubles hooting within the expected SLA

Big Data & Analytics



PLD/FT DIGITAL SERVICES

- Prevention of money laundering, fraud and terrorism



RISK ANALYTICS

- Establish a culture to recognize risks, optimize capital / liquidity and comply with regulatory demands

Cloud Computing y RPA



ENTERPRISE CLOUD

- Facilitates operations, providing and managing infrastructure in the cloud
- Cloud management services from your partners



FISCAL BPO

- Automated tax processes with intelligent robots, making processes more agile and efficient

Smart Working



- Connectivity for remote meetings, education or training and creation of online collaboration spaces

Smart Health



- Remote consultations
- Medical centers increase their capillarity

Connected Retail



- Flexible and modern solutions, under the "Sales Advisor" model
- Ability to offer a personalized "customer journey", combining face-to-face and digital channels

Smart Detection



- Protects the health of employees and customers
- Ensuring operational continuity through traceability and facial detection and recognition

Remote 360 Education



- Educational entities obtain a teaching platform and the devices to deliver it remotely
- Expert advice in various matters and cutting-edge methodologies

Investment Attractiveness

Technological Disruption at the Service of Our Customers

...and we invested in critical infrastructure to **enable** on our customers, the **development** of their businesses and their **transformational** processes



KUDOS Maximum stability at your business service

- ✓ Certification **Tier IV** from Uptime Institute
- ✓ **Leed Silver Certification** from the US Green Building Council (USGBC)
- ✓ Electric supply **100% from renewable energy**
- ✓ Technological **waste management**
- ✓ **Maximum reliability** required by companies
- ✓ State-of-the-art technology that enables our clients to achieve **their information security** goals

Supporting them in the adoption of **disruptive and data-intensive technologies** such as :



CLOUD



AUTONOMOUS VEHICLES



ARTIFICIAL INTELLIGENCE



VR & AR



TELEMEDICINE

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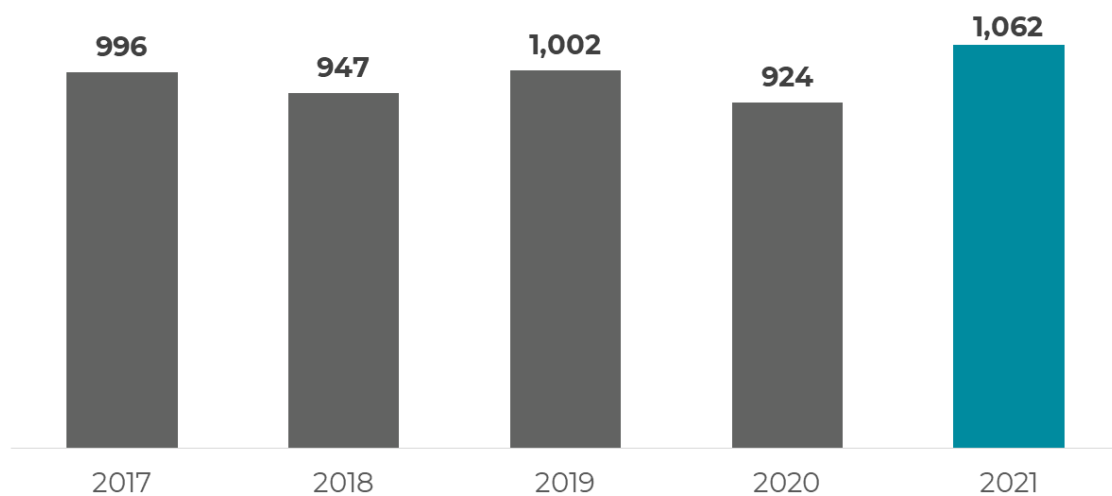
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Annexes

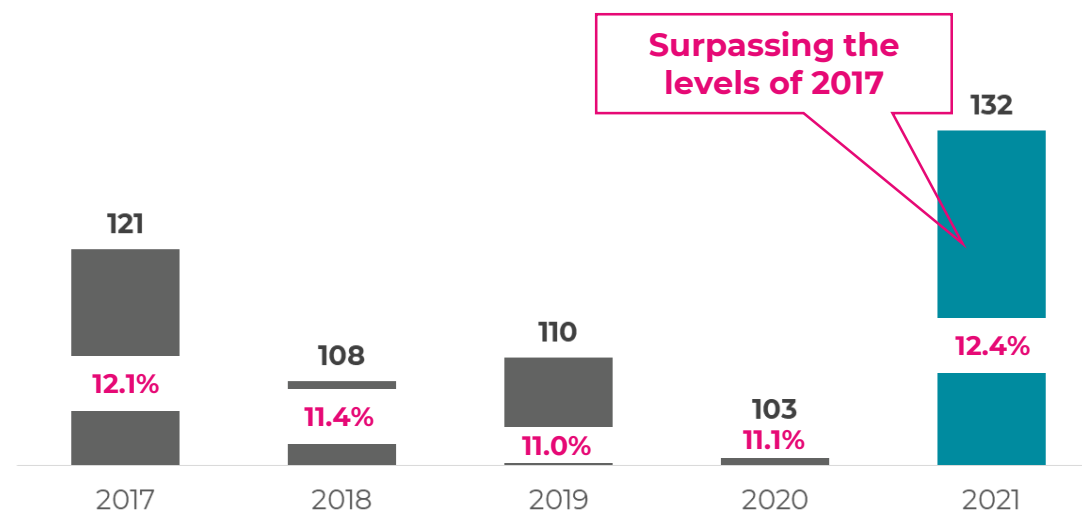
Consolidated Revenues and EBITDA



Consolidated Revenues (US\$ million)



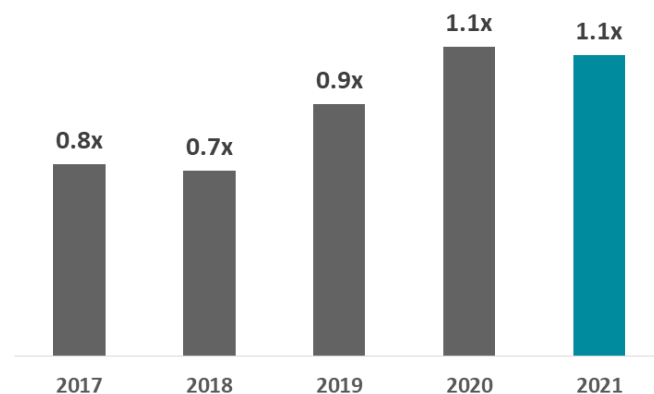
Consolidated EBITDA (US\$ million, EBITDA Mg. %)



Annexes

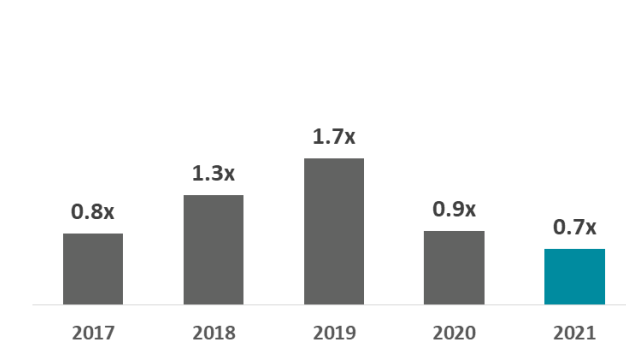
Indebtedness Indicators

Leverage



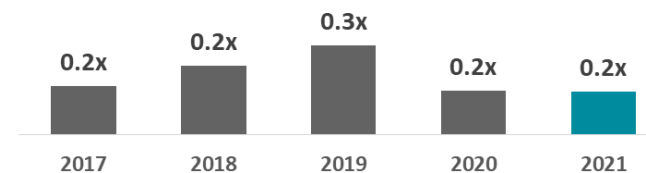
Total Liabilities (average 12M) / Total Equity (average 12M)

NFD / EBITDA



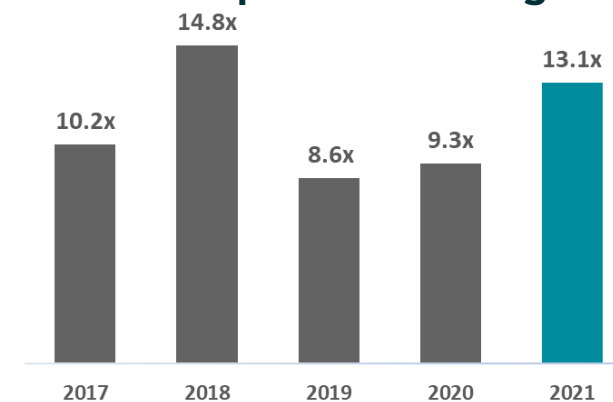
Financial Debt – Cash and Equivalents – Other Current Financial Assets) / EBITDA (LTM) [Financial Debt: Other Current + Non-Current Financial Liabilities]

Net Financial Leverage



(Financial Debt – Cash – Other Financial Assets) / Total Equity (average 12M) [Financial Debt: Other Current + Non-Current Financial Liabilities]

Financial Expenses Coverage



EBITDA (LTM)* / Net Financial Expenses

* Gross Margin + Administration Expenses + Intangible Amortization (excludes amortization of projects)+ Depreciation of the year

Annexes

Financial Statements Summary



Summarized Income Statement

(US\$ million)	2017	2018	2019	2020	2021	Chg. 21 / 20
Revenues	996	947	1,002	924	1,062	15.0%
Gross Profit	172	167	168	152	186	22.7%
Gross Margin	17.3%	17.6%	16.7%	16.4%	17.5%	110bp
Operating Profit	70	66	63	57	86	50.4%
Operating Margin	7.1%	7.0%	6.3%	6.2%	8.1%	190bp
EBITDA	121	108	110	103	132	28.2%
EBITDA Margin	12.1%	11.4%	11.0%	11.1%	12.4%	130bp
Net Income	77	13	27	1	41	-
Net Margin	7.7%	1.3%	2.7%	0.1%	3.9%	380bp

Summarized Balance Sheet

(US\$ million)	2017	2018	2019	2020	2021
Cash and Equivalents	49	58	164	223	209
Current Accounts Receivable	273	285	332	243	312
PP&E	147	145	196	168	160
Intangible Assets and Goodwill	302	295	315	239	242
Other Assets	270	279	287	272	328
Total Assets	1,041	1,063	1,296	1,146	1,251
Total Financial Debt	204	217	376	333	313
Other Liabilities	257	255	287	274	345
Total Liabilities	461	472	663	608	657
Minority Interest	6	5	3	3	4
Equity Attributable to the Owners	573	586	630	535	590
Total Liabilities and Equity	1,041	1,063	1,296	1,146	1,251

Summarized Cash Flow

(US\$ million)	2017	2018	2019	2020	2021
Operating Cash Flow	47	47	68	144	102
Investment Cash Flow	(39)	(3)	(50)	(51)	(33)
Financing Cash Flow	(31)	(35)	84	(25)	(99)
End Period Cash Flow	48	58	164	223	209

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