

Earnings Presentation

4Q & 12M 2023

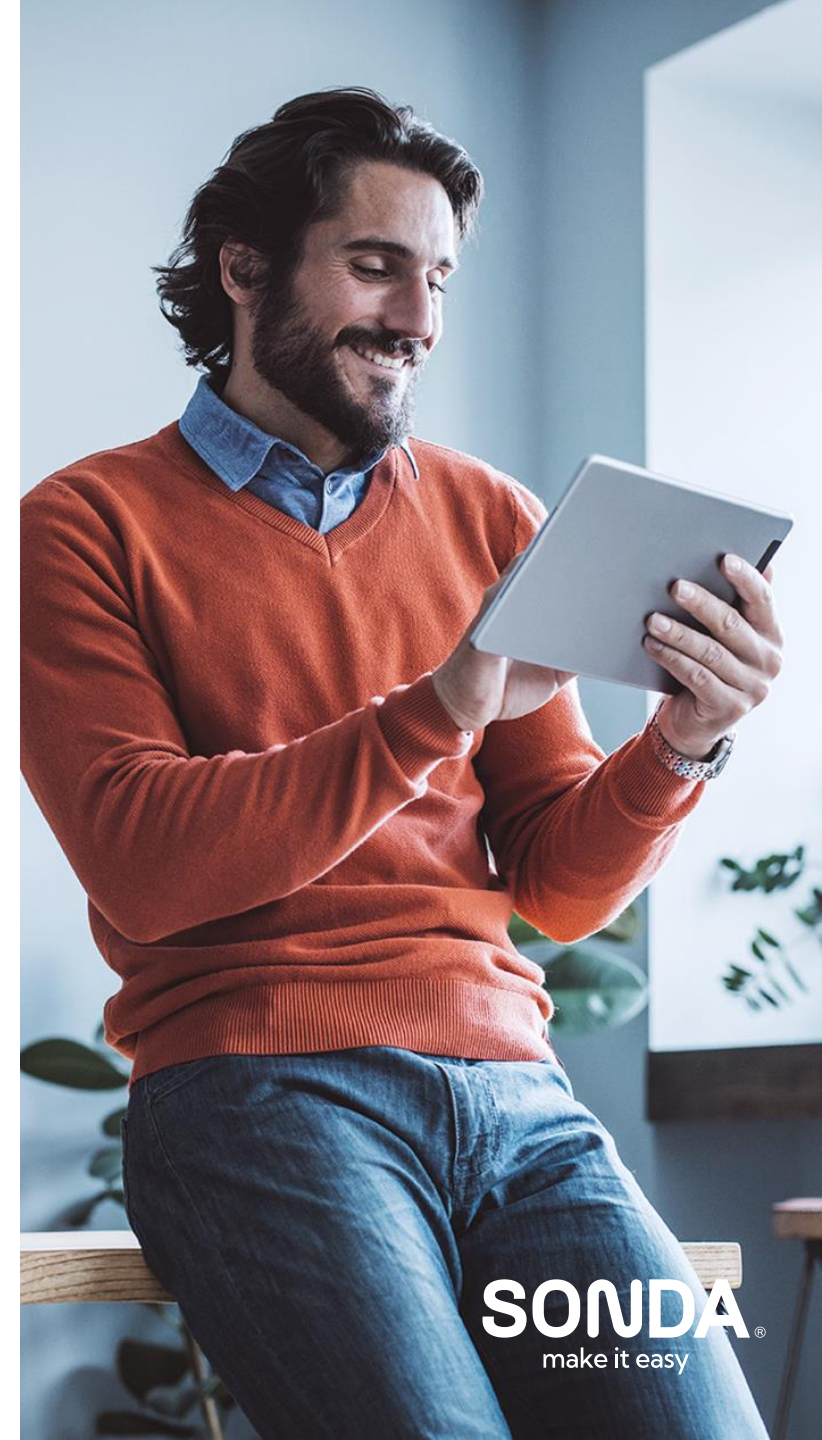
January 26, 2024

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Speakers

José Orlandini
Chairman of the Board



Gonzalo Soto
Chief Financial Officer



Ricardo Scheffer
CEO SONDA Brazil



AGENDA 4Q & 12M 2023

✓ **Highlights 2023**

✓ **Financial Results**

✓ **Commercial Results**

✓ **SONDA Brazil**

✓ **Final Remarks**

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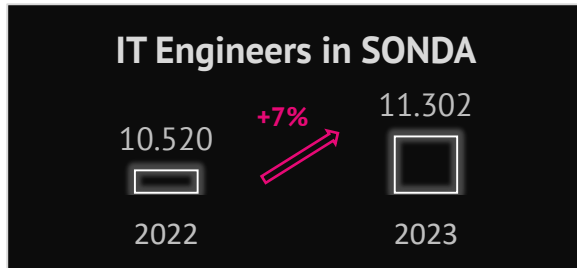


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Highlights 2023

Talent & Diversity at SONDA!

- ✓ The Women Economic Forum (WEF) recognizes us for our role in **promoting women in the IT industry**
- ✓ Strengthening of the **SONDA Company Academy** program, with the PUC agreement.
- ✓ **Fresh Graduates Program:** 1,181 resumes received in 2023 for 12 positions



Closing of significant contracts in the region... US\$ 1,905 // +12% compared to 2023

RED y METRO – Collection System	North Panama Line Consortium - Equipment and Passenger Transport	Petrobras - operation of Data Center and business support areas	Pension Fund Administrator - Core Software, Cybersecurity Services, and Data Center
Ministry of the Interior - Expansion of the Video Surveillance System	Metro Medellín - Implementation of card charging machines.	Vitacura Municipality - Implementation of a platform for security response management and coordination.	Panama Metro - Fare collection service and financial management for lines 1 and 2
Caixa Econômica Federal – Printings BPO	Pension Fund Administrator - Core System implementation	Transcribe – Fleet management and collection system	CODELCO - Support, maintenance of communication networks, and access control

Start of Operations Metrobus, Infovia Digital y Transcribe Contracts

Since 2007, we have been managing **Smart Cities & Mobility** projects.

+300 million

Intensive use of AI to respond to over 300 million travel time queries per month.

+500 million

We **oversee** more than 500 million kilometers on bus routes per month.

+30 million

We **manage** more than 30 million daily trips.

+70 million

Daily Transactions

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SONDA is ratified for the **seventh consecutive year**

In 2023, we continued strengthening the **Startup Ecosystem**

- ✓ **+11 additions in 2023**
- ✓ **Intensive use of AI**

CropX - Water Sustainability (Peru)
Sustainably water consumption management in Pepsico Peru's potato crops, using IoT technology.



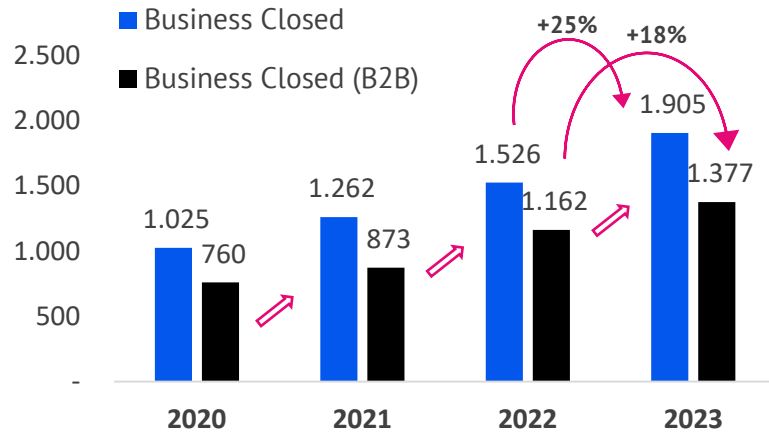
VSaaS - Video Analytics (Peru)
Nominated and finalists in "PERUMIN Hub Innovations that take off"

ANTAH - Vehicle Affinity (Mexico)
We support a significant automotive player in Mexico in the mass distribution of insurance through the Affinity solution of our partner Antah.

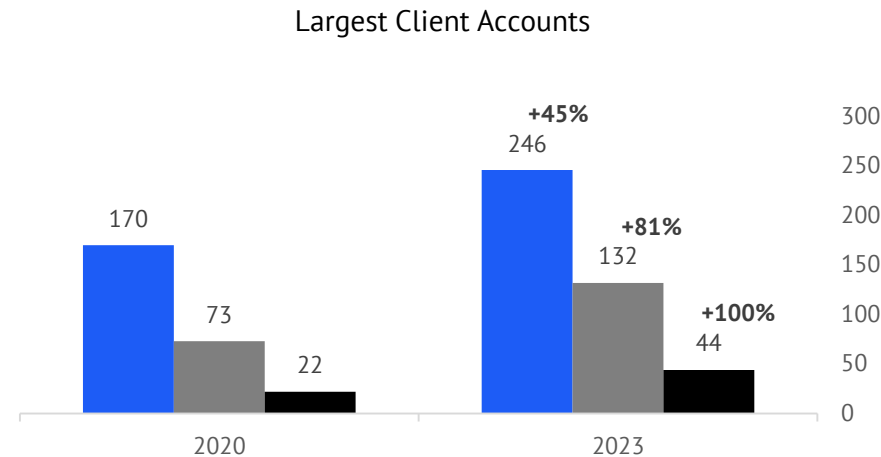
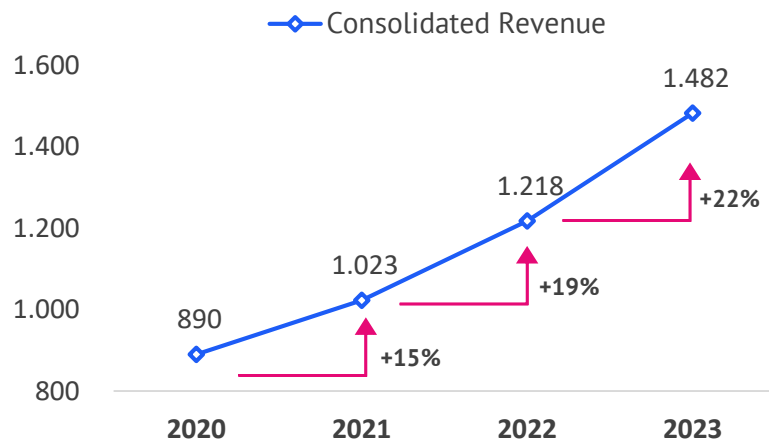
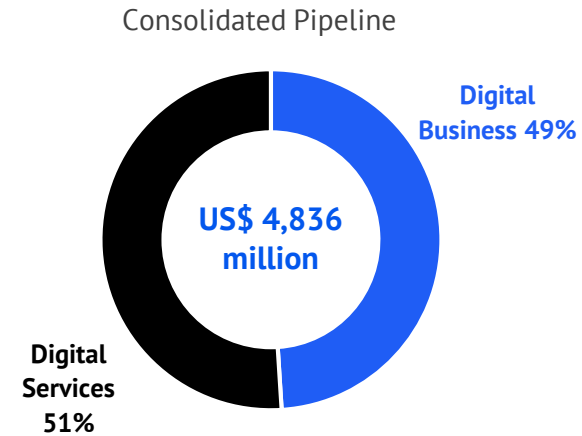


Highlights 2023

Verticalization Strategy materializes in Results (US\$ millions)



*2022 figures exclude Infovia Digital Project (US\$170 million)



Figures in reporting currency converted with exchange rate as of Dec-23.

Amounts aggregated in US\$ million, currency converted with exchange rate as of Dec-23.

Highlights 2023

Summary of 12M2023



Consolidated Revenue reaches US\$ 1,482 million / +21.7% c/t 12M22

Digital Business (US\$ 512 / +26.3%)

Digital Services (US\$ 463 / +3.8%)

B2C (US\$ 507 / +39,3%)



Gross Profit totaled US\$ 231 million / +13,7% c/t 12M22

Operational Income registered US\$ 92 million / +6,3% c/t 12M22

EBITDA totaled US\$ 143 million / +3.7% c/t 12M22




Net Income attributable to the owners reached US\$ 44 million, higher by +7.5% compared to 12M22.



Consolidated closed deals totalize US\$ 1,905 million / +12.3% c/t 12M22

Excluding one-off Infovia Digital deal in Brazil (2Q22), closed deals rose by +24.9%

The 12 month pipeline reaches US\$ 4,836 million / Brazil represents 46% of the opportunities.



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Results: 4Q & 12M 2023

Revenue and EBITDA 4Q 2023



CONSOLIDATED REVENUE

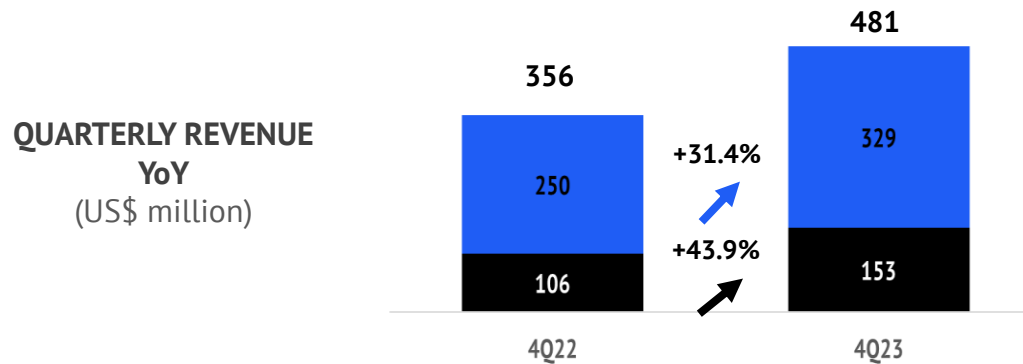
US\$ 481 million

US\$ 329 million (B2B Business)



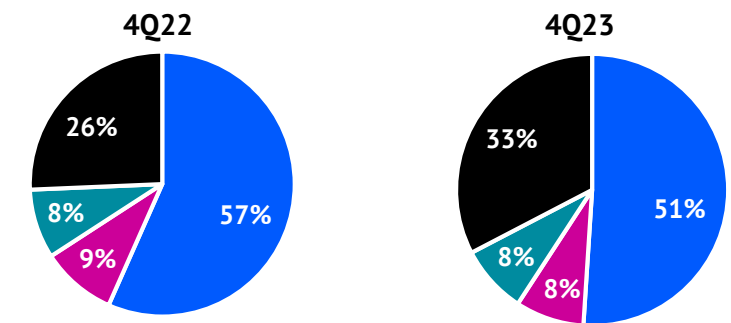
REVENUES GENERATION

● B2B BUSINESS ● B2C BUSINESS



CONSOLIDATED REVENUE CONTRIBUTION BY REGION

● SOUTHERN CONE ● ANDEAN REGION ● BRAZIL ● NORTH AMERICA



CONSOLIDATED EBITDA

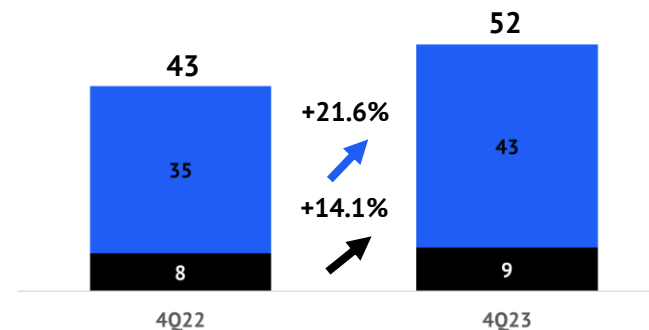
US\$ 52 million

US\$ 43 million (B2B Business)

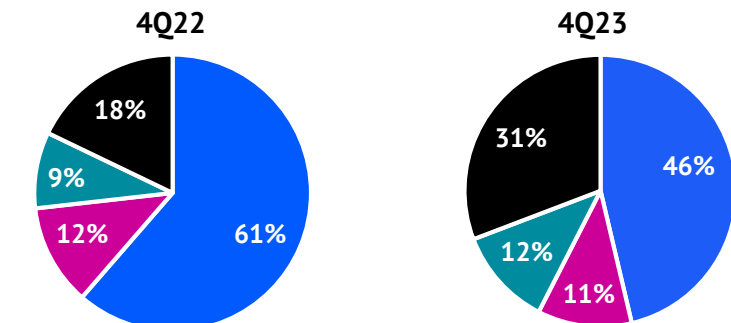


EBITDA GENERATION

QUARTERLY EBITDA YoY (US\$ million)



CONSOLIDATED EBITDA CONTRIBUTION BY REGION

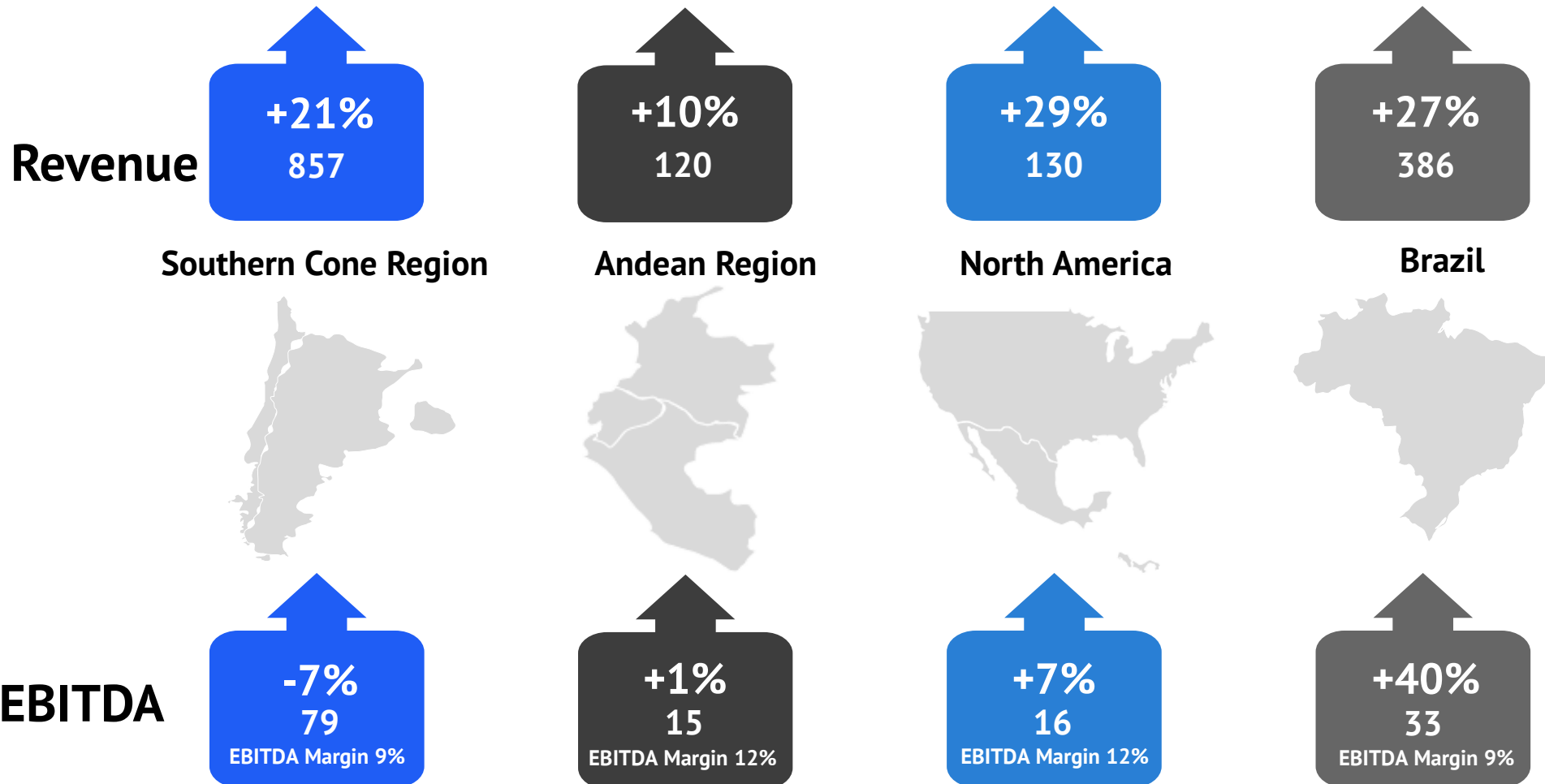


Results: 4Q & 12M 2023

Revenue and EBITDA 12M 2023 by Geography

Reporting Currency compared with same period last year.

Geographies (US\$ million)



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Commercial Results

Sales

CONSOLIDATED BUSINESS CLOSINGS 4Q23

US\$ 628 million

B2B BUSINESS

US\$ 477 million

B2C BUSINESS

US\$ 151 million

CONSOLIDATED BUSINESS CLOSINGS 12M23

US\$ 1,905 million

B2B BUSINESS

US\$ 1,377 million

B2C BUSINESS

US\$ 528 million

B2B CLOSINGS 4Q23 (US\$ million)

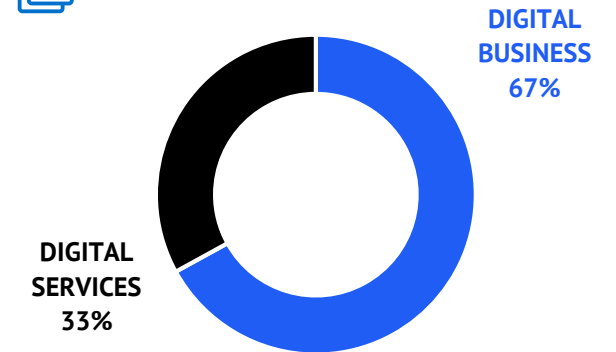


BY GEOGRAPHY

	4Q23	Δ % YoY
SOUTHERN CONE	88,7	-25.3%
ANDEAN REGION	43,1	+6.0%
NORTH AMERICA	48,4	-37.6%
BRAZIL	296,4	+130.7%
TOTAL	US\$ 477 million	+30.4%

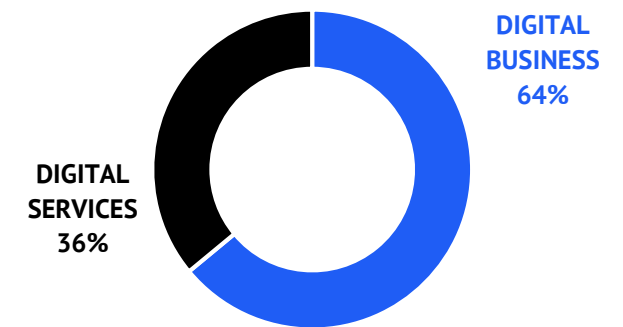


BY BUSINESS LINE



B2B CLOSINGS 12M23 (US\$ million)

	12M23	Δ % YoY
SOUTHERN CONE	507,3	+22.2%
ANDEAN REGION	117,5	-16.3%
NORTH AMERICA	146,7	-17.9%
BRAZIL	605,5	+1.2%
TOTAL	US\$ 1,377 million	+3.4%



* Variations excluding Infovia Digital deal (Brazil 2Q22) -US\$ 170 million

Commercial Results

Pipeline

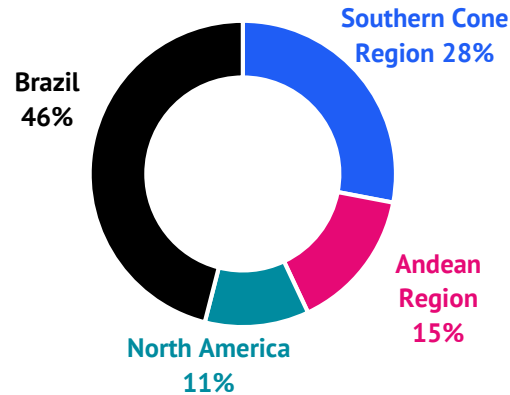


COMMERCIAL OPPORTUNITIES
"PIPELINE"

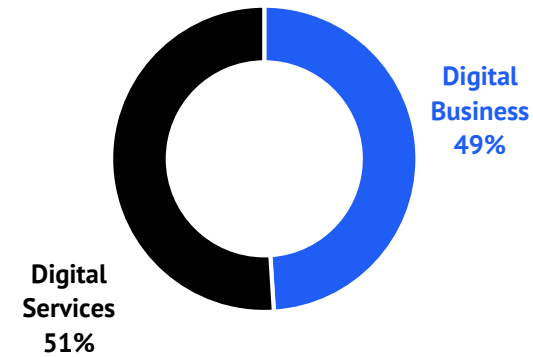
US\$ 4,836
million



PIPELINE CONTRIBUTION BY REGION

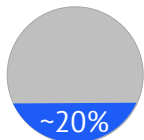


BY BUSINESS LINE



COMMERCIAL OPPORTUNITIES BY SIZE

Range US\$ Millions	Pipeline				
	Southern Cone	Andean Region	North America	Brazil	Total
0 - 25	1,078	687	450	1,664	3,879
> 25	300	28	75	555	957
Total	1,377	715	525	2,218	4,836



+US\$ 25 million
Opportunities



PIPELINE HIGHLIGHTS

- ❖ Smart Cities & Mobility opportunities reached ~US\$ 660 million
- ❖ Cloud & Data Center reached ~US\$ 730 million
- ❖ Digital Applications Service & Digital Business Offerings opportunities totalized ~US\$ 330 million
- ❖ Vertical Sectorial Industry solutions reaches ~US\$ 600 million (Banking & Insurance, Retail & Commerce, Healthcare, and Utilities)



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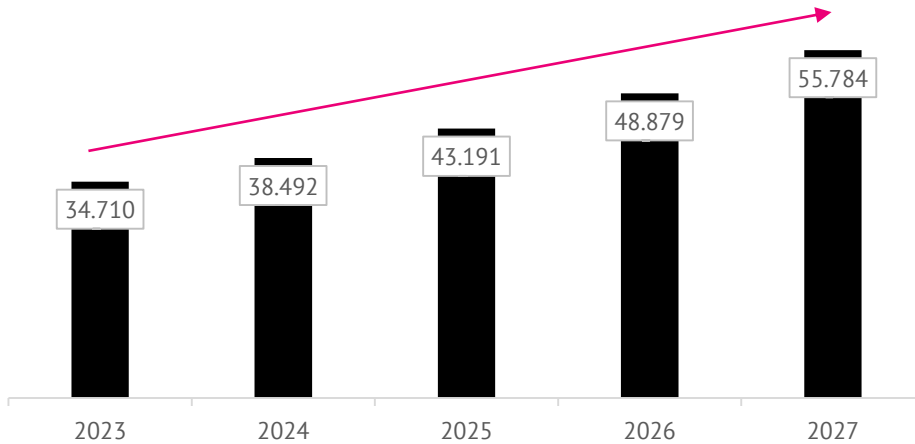
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Target Market

IT spending Outlook in Brazil

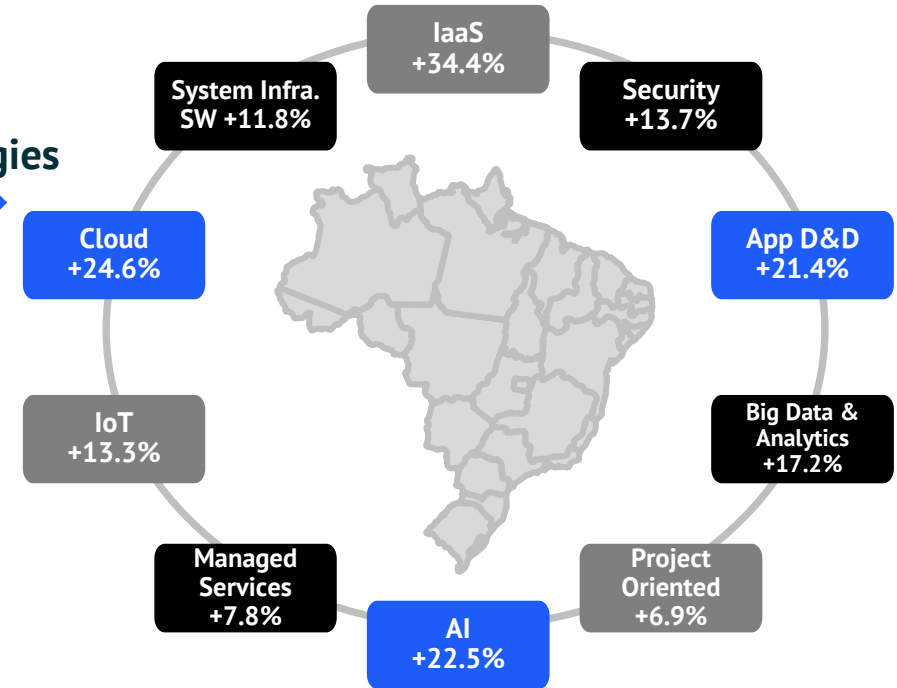
CAGR 23/27 → 12.6%

Target Market IT Industry (Services and Applications)



Main Technologies

CAGR 23/27 →



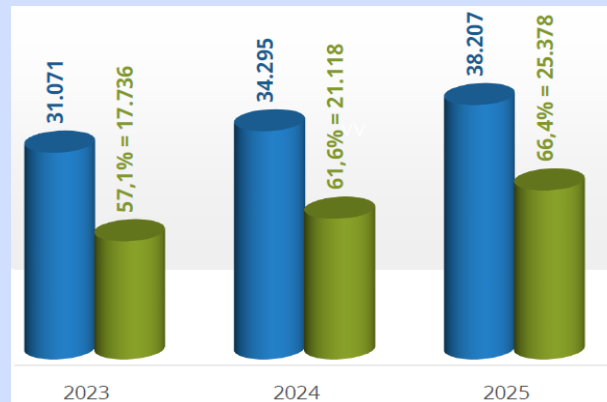
Source: IDC Worldwide Black Book Live Edition and 3rd Platform Edition Sep-23. Values in current million dollars.

IT Market Forecast in DX Spending

CAGR 23/25

IT B2B → +10.9%

DX Spending → +19.6%



DX Spending: Projects that tend to integrate different solutions, considering various cloud elements, primarily hybrid IT environments.

Vision: more than 70% of large organizations already have environments that integrate traditional IT with the cloud.

■ TI B2B
■ DX Spending

Key Focus

Growth

- ➡ Maintain a path of sustained growth accompanied by diversification of revenues.
- ➡ Expansion in verticals and new clients: Agribusiness, Retail, Banking, Health, SC&M and Manufacturing Industry.
- ➡ Enhance the SONDA brand in the local market, along with marketing and sales strategies to drive revenue growth.
- ➡ Continue to accelerate the incorporation of new logos (in 2023, 9% new clients were added to our base).
- ➡ Definition of the account plan for the conversion of additional business in existing customers.
- ➡ Enhance and promote strategic alliances.
- ➡ Additional revenue from Infovia and replicate the business model in other geographies.

Efficiency

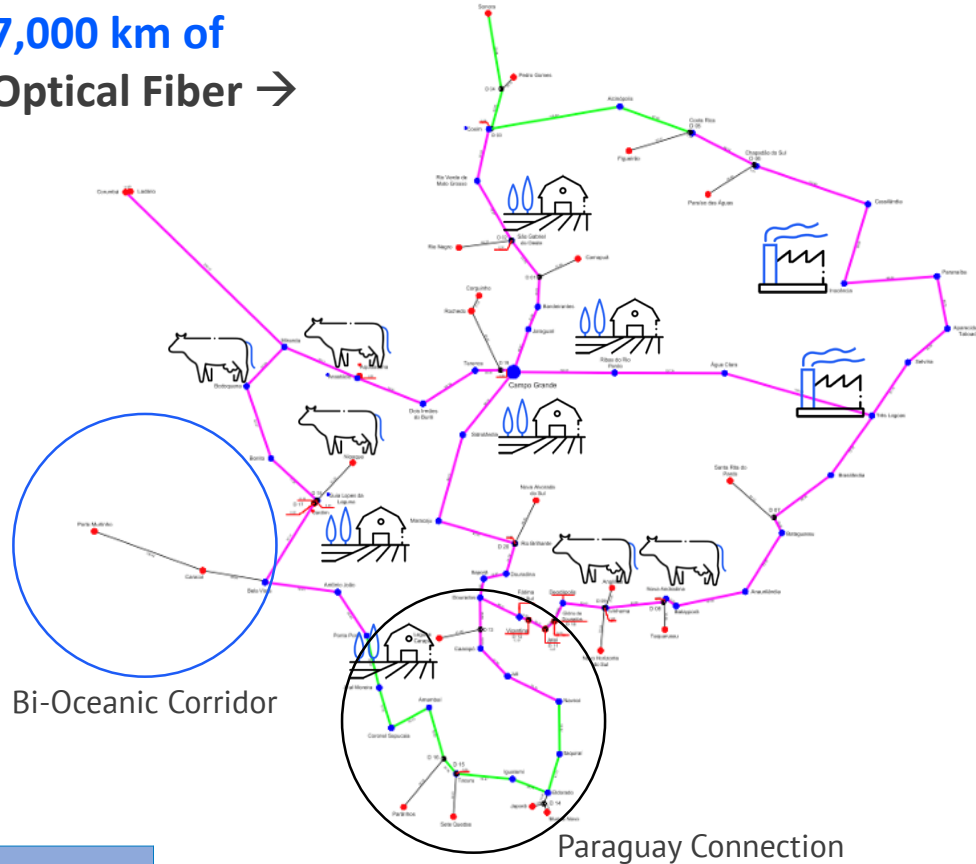
- ➡ Consolidation of the volume of operations, enhancing margins.
- ➡ Cost reduction through process optimization.
- ➡ Maintain adjustments that reduce the impact of GAV on results.

SONDA Brazil

Digital Infovia: **New opportunities and business initiatives underway**

Infovia Digital Base Contract

7,000 km of Optical Fiber →



New Opportunities

New government demands over the base contract that include **health, education, and security** matters

Business with **telecommunications** operators

Modernization of public agencies

Infovia enables the state to **receive private sector investments**, turning into additional business opportunities for **SONDA**.

Legend	
18 Pairs (36 FO)	
12 Pairs (24 FO)	
06 Pairs (12 FO)	



Nova Andradina, Nioaque, Angélica, Bodoquena and Anastácio are the largest livestock producers municipalities in the state.



Maracaju, Ponta Porã, Sidrolândia, Dourados y São Gabriel do Oeste are the largest soybean producers municipalities in the state.



Três Lagoas has three pulp processing plants, one from Eldorado Brazil and two from Suzano. In Inocência, the largest pulp processing plant in LATAM is under construction.



SONDA Brazil

Future Opportunities


Generales - Brasil

- Generation of opportunities given the government's incentive plan for the industry (US\$ 60 billion).
- Increase participation in the agro-industrial sector (27% of GDP).
- Growth in the volume of business solution opportunities (Fiscal SW) as a result of tax reform.
- Increase in participation in the B&S vertical through a business capture strategy alongside the digital companies in the segment.
- Megadeals with public and private clients.
- PPPs (Public-Private Partnerships) in new segments (SC&M).

Infovía:

- New opportunities using Digital Infovia infrastructure
- Additional SONDA services for clients using fiber
- Replicate project in other states
- Fiber swap in other geographies





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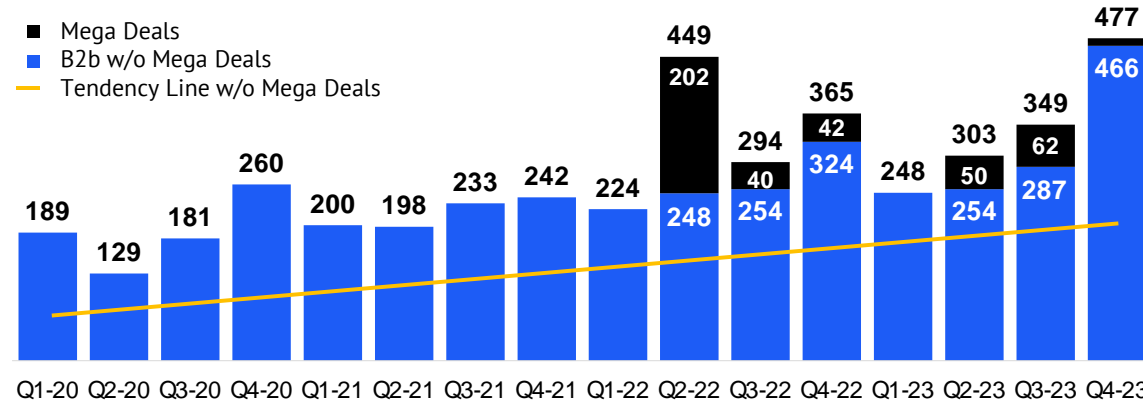
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Final Remarks

- Implemented commercial efforts drive **dynamism in business activity**.



- The competitive and economic landscape in the region continues to put **pressure on margins**.
- Focus on **deepening growth** in Mexico and Brazil is reflected in results.
- **Positive outlook in Brazil** with growth and efficiency plans underway.
- **Strong positioning of the SC&M vertical** in the region with the closing of **world-class solutions** in the cities of Santiago, Medellin, Cartagena of Indias, Mexico and Panama City.



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