

The SONDA logo is located in the top right corner of the image. It consists of the word "SONDA" in a bold, white, sans-serif font, with a white swoosh underline that curves under the letters.The background of the entire image is a photograph of four diverse office professionals in a modern, open-plan office. On the left, a man in a light blue shirt is seated at a desk, gesturing with his hands as if in conversation. In the center, a woman in a striped long-sleeve shirt stands and smiles. To her right, a man in a light blue button-down shirt is seated at a desk with a laptop, holding a white mug. On the far right, a woman in a white button-down shirt stands and looks towards the group. In the foreground on the right, a man in a blue and white checkered shirt is seated, looking at a tablet device. The office has large windows and a grid-like metal structure in the background.

Earnings Presentation 4Q and 12M 2021
SONDA – January, 28 2022

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AGENDA

Results 4Q and 12M 2021

Highlights 2021

Appendices



Results 4Q and 12M 2021

Consolidated Highlights 12M2021 (compared to 12M20)



Business closings grew 23.0% compared to 2020 reaching US\$ 1,261.6 million



Revenues increased by 15.0% (+19.9% in constant currency)



Gross Income grew 22.7% (+25.7% in constant currency)



Operating Margin expands 190bp (+160bp in constant currency)



EBITDA increased 28.2% (+30.0% in constant currency) and EBITDA Margin was 12.4% (+130bp YoY)



Net Income reached US\$41.3 million compared to US\$0.5 million from 2020

Results 4Q and 12M 2021

Regional Highlights 12M2021 (constant currency compared to 12M20)



Chile; Revenues +30.7% (core +12.9%), EBITDA +42.7% (core +22.0%), EBITDA Margin reached 14.0% (core 21.8%)



Operations outside Chile; Revenues +8.5%, EBITDA +12.9%, EBITDA Margin 10.4% (+40bp), Operating Profit +43.4%



Brazil; Revenues +12.9%, Gross Profit +30.2%, Gross Margin reached 12.2% (+160bp), EBITDA +25.1%, EBITDA Margin was 7.0% (+70bp)



Mexico; Revenues flat, EBITDA grew 1.4%, EBITDA Margin reached 7.7% (+10bp)



OPLA; Revenues +5.1%, EBITDA +7.9%, EBITDA Margin was 15.8% (+50bp) Operating Profit +15.2%

Results 4Q and 12M 2021

Consolidated **quarter** Highlights (compared to 4Q20)



Business closings reached US\$ 350 million (higher figure of the year). Pipeline reached US\$ 4,509 million



Revenues increased 30.1% (+24.2% in constant currency)



Gross Profit increased 33.3% (+28.1% in constant currency)



Gross Margin expanded 40bp compared to 4Q20 reaching 17.7%



EBITDA increased 27.7% (+24.2% in constant currency) reaching US\$ 40.0 million

Results 4Q and 12M 2021

Consolidated Revenues 4Q21



US\$ 320.3 million

+30.1% in Reporting Currency
+24.2% in Constant Currency



US\$ 176.9 million
 +35.8% (+32.6% in Constant Currency)
 Core Business +19.5% (+18.2% in constant currency)



US\$ 74.5 million
 +38.3% (+32.4% in Constant Currency)



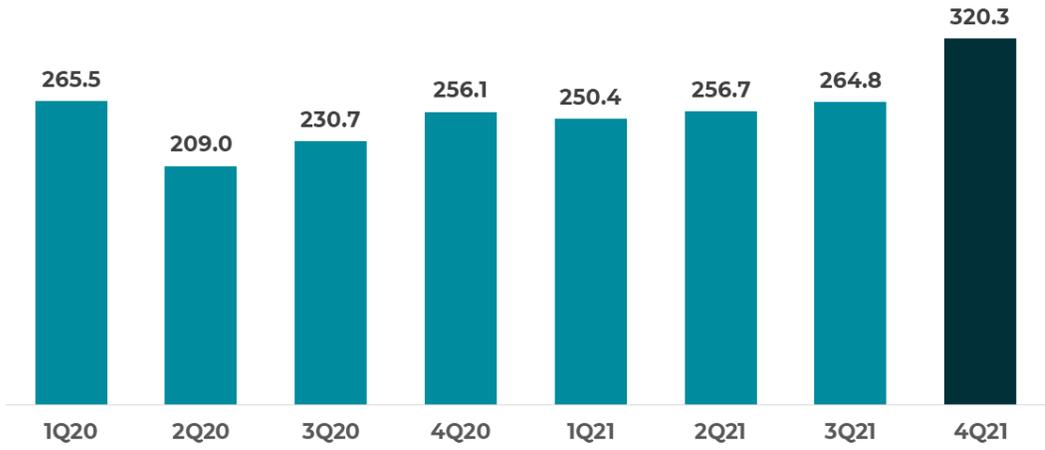
US\$ 11.9 million
 -9.4% (-16.1% in Constant Currency)



US\$ 56.9 million
 +16.1% (+5.4% in Constant Currency)



Quarterly Revenues (Reporting Currency) (US\$ million)



Figures in US\$ were translated using exchange rate equal to \$ 844.69 / US\$

Results 4Q and 12M 2021



Consolidated EBITDA 4Q21



US\$ 40.0 million

+27.7% in Reporting Currency
+23.9% in Constant Currency

EBITDA Margin 12.5%

-20 basis points (4Q20)



US\$ 24.1 million
 +28.3% (+26.8% in Constant
 Currency) Core Business
 +25.3% (+24.9% in constant
 currency)

EBITDA Mg 13.6%
 -80 basis points (4Q20)



US\$ 5.6 million
 +117.5% (+108.1 in Constant
 Currency)

EBITDA Mg 7.5%
 +270 basis points (4Q20)



US\$ 1.1 million
 -26.5% (-32.0% in Constant
 Currency)

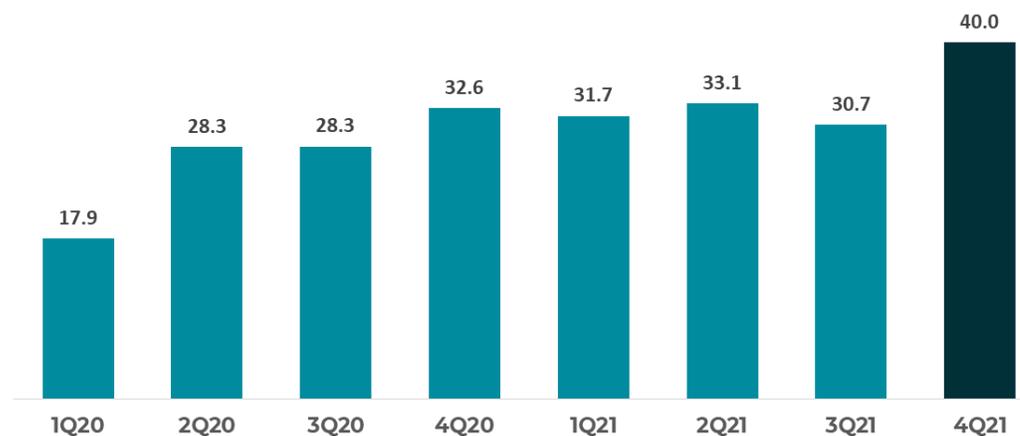
EBITDA Mg 9.2%
 -220 basis points (4Q20)



US\$ 9.2 million
 +9.0% (+2.7% in Constant
 Currency)

EBITDA Mg 16.2%
 -100 basis points (4Q20)

Quarterly EBITDA (Reporting Currency) (US\$ million)



Figures in US\$ were translated using exchange rate equal to \$ 844.69 / US\$

Results 4Q and 12M 2021



Consolidated Results

SONDA Consolidated

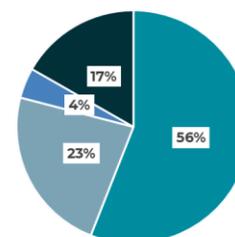
Results Summary	Accumulated			Quarter		
US\$ Million	Actual jun-21	▲ % Actual ▲ % Adjust. ▲ % A	▲ % Adjust. ▲ % A	Actual 2Q21	▲ % Actual ▲ % Adjust. ▲ % A	▲ % Adjust. ▲ % A
Revenues	1,062.2	15.0%	19.9%	320.3	30.1%	24.2%
Gross Profit	186.2	22.7%	25.7%	56.7	33.3%	28.1%
Sales and Administrative Expenses	(100.4)	5.9%	10.8%	(29.0)	24.4%	18.9%
Operating Profit	85.8	50.4%	49.1%	27.7	44.1%	39.4%
EBITDA	131.9	28.2%	30.0%	40.0	27.7%	23.9%
Net Income (Loss)	41.3	7485.8%	1012.0%	9.2	-220.8%	-212.1%
		▲ pb	▲ pb		▲ pb	▲ pb
Gross Margin (%)	17.5%	110pb	80pb	17.7%	40pb	50pb
SG&A / Revenues (%)	9.4%	-90pb	-80pb	9.1%	-40pb	-40pb
Operational Margin (%)	8.1%	190pb	160pb	8.7%	90pb	100pb
EBITDA Margin (%)	12.4%	130pb	90pb	12.5%	-20pb	0pb
Net Margin (%)	3.9%	380pb	350pb	2.9%	600pb	610pb

SONDA Core Business

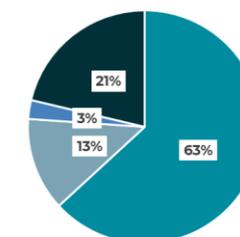
Results Summary	Accumulated			Quarter		
US\$ Million	Actual jun-21	▲ % Actual ▲ % Adjust. ▲ % A	▲ % Adjust. ▲ % A	Actual 2Q21	▲ % Actual ▲ % Adjust. ▲ % A	▲ % Adjust. ▲ % A
Revenues	723.3	4.8%	10.1%	215.1	22.3%	16.2%
Gross Profit	139.3	11.2%	14.5%	42.5	34.6%	28.8%
Sales and Administrative Expenses	(76.8)	0.0%	5.5%	(22.0)	24.0%	17.8%
Operating Profit	62.5	28.9%	28.0%	20.5	48.1%	43.2%
EBITDA	104.4	15.4%	17.5%	31.5	26.1%	22.2%
Net Income (Loss)	30.0	-548.6%	-354.6%	4.8	-131.0%	-126.1%
		▲ pb	▲ pb		▲ pb	▲ pb
Gross Margin (%)	19.3%	110pb	80pb	19.7%	180pb	190pb
SG&A / Revenues (%)	10.6%	-50pb	-50pb	10.2%	10pb	10pb
Operational Margin (%)	8.6%	160pb	120pb	9.5%	160pb	180pb
EBITDA Margin (%)	14.4%	130pb	90pb	14.6%	40pb	70pb
Net Margin (%)	4.1%	510pb	590pb	2.2%	1,090pb	1,210pb

- ❖ Revenues Increased 19.9% in constant currency (compared to 2020)
- ❖ Important reduction in Administration Expenses as a percentage of Revenues in 2021
- ❖ EBITDA grew 28.2% compared to 2020 with improvements in all markets
- ❖ EBITDA margin improved in all regions compared to 2020
- ❖ Net Profit reached US\$41.3 million compared to US\$0.5 in 2020 million, in reporting currency

Revenue contribution by region



EBITDA contribution by region



Figures in US\$ were translated using exchange rate equal to \$ 844.69 / US\$

Results 4Q and 12M 2021



2021 Business Closings

Consolidated Closings

US\$ 1,261.7 million
+23.0% (YoY)

Closings by Region


US\$ 657.8 million
+29.4% (YoY)
(Core business US\$ 269 million, +10.6%)


US\$ 347.6 million
+16.6% (YoY)


US\$ 49.3 million
-5.8% (YoY)


US\$ 207.0 million
+24.3% (YoY)

Closings with Gross Margin >= 25%

(Core Business)
FY2021 = 32.1%
FY 2020 = 24.5%


FY2021 = 35.1%
FY 2020 = 27.3%


FY2021 = 36.2%
FY 2020 = 25.7%

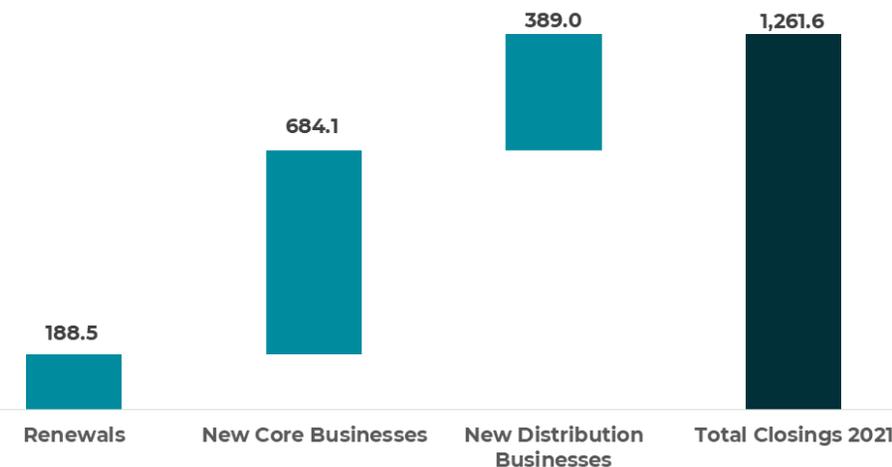

FY2021 = 12.5%
FY 2020 = 20.7%


FY2021 = 27.1%
FY 2020 = 20.7%

Core Business Highlights

- ❖ Business closed of the Core Business (US\$ 872.6 million), corresponds to 69.2% of the total
- ❖ 78.4% of business closed correspond to new contracts and 21.6% to renewals
- ❖ Closings represented 120.6% of Revenues of the Core Business in 2021

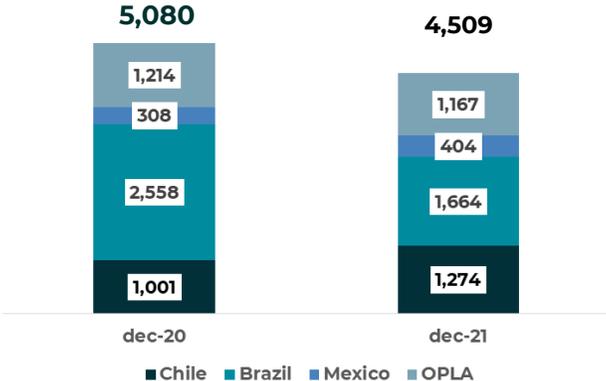
Business Closed (US\$ million)



Results 4Q and 12M 2021

Commercial Opportunities

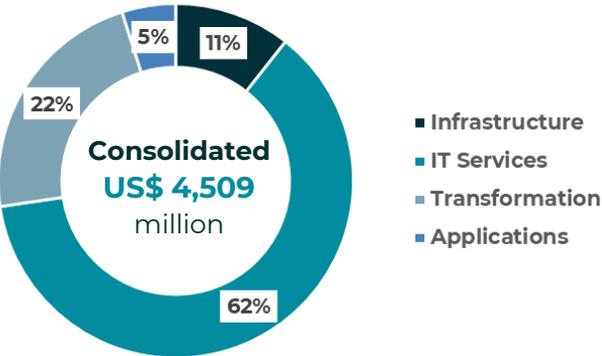
1 Pipeline of US\$4.5 Bn



Chg. Dec 21 / Dec 20	
Chile	27.2%
Brazil	-34.9%
Mexico	31.1%
OPLA	-3.8%
Total	-11.2%

2 Opportunities by Range and Region Pipeline (million US\$)

Range	Pipeline	Pipeline			
	US\$ Millions	SONDA	Chile	Brazil	Mexico
0 - 25	3,239	878	1,079	404	877
> 25	1,270	396	585	0	290
Total Pipeline	4,509	1,274	1,664	404	1,167



Pipeline Highlights

- ❖ Brazil represents 37% of new business opportunities
- ❖ Integration & Outsourcing opportunities reached ~ US\$ 1.1 Bn
- ❖ Opportunities in Smart Cities exceed US\$ 900 million in new projects
- ❖ AMS + New Technologies → ~US\$ 800 million

Results 4Q and 12M 2021



Financial Position

SONDA Consolidated		Financial Position		SONDA Consolidated		Financial Position	
US\$ Millions		dec-21	▲ dec-20	US\$ Millions		dec-21	▲ dec-20
Cash and Cash Equivalents		209.0	(14.1)	Current Financial Liabilities		85.7	33.1
Other Current Financial Assets		17.3	(4.0)	Trade Accounts Payable and Others		150.4	33.2
Trade Accounts Receivable and Others		309.4	68.9	Accounts Payable from Related Companies		0.0	(0.1)
Accounts Receivable from Related Companies		2.3	1.2	Other Current Liabilities		104.4	18.0
Inventories		67.8	25.8	Current Liabilities		340.6	84.2
Other Current Assets		52.4	(0.5)	Non-Current Financial Liabilities		227.0	(53.7)
Current Assets		658.3	77.2	Other Non-Current Liabilities		89.7	20.7
Intangible Assets and Goodwill		242.3	19.6	Non-Current Liabilities		316.7	(33.1)
Property, Plant and Equipment		160.3	(8.1)	Equity Attributable to Owners of The Company		590.2	55.5
Non-current receivables		80.7	9.6	Minority Interest		3.8	0.4
Other Non-currents Assets		109.8	8.7	Total equity		594.0	55.9
Non-Current Assets		593.0	29.8	Total Liabilities and Shareholders Equity		1,251.3	107.0
Total Assets		1,251.3	107.0				

SONDA Consolidated		Cash Flow	
US\$ Millions		dec-21	▲ dec-20
Net Cash Flow From Operating Activities		102.0	(42.1)
Net Cash Flow From Investing Activities		(33.4)	17.2
Net Cash Flow From Financing Activities		(99.3)	(74.0)
Effect of the variation in exchange rate over Cash & Equivalent		16.5	25.9
Cash and Cash equivalent at the beginning of the period		223.2	58.9
Cash and Cash equivalent at the end of the period		209.0	(14.1)

Highlights

- ❖ Solid Financial Position
- ❖ CAPEX US\$ 51.6 million
- ❖ Net Financial Debt reached US\$ 111.1 million
- ❖ Collection Days was 67.6 days
- ❖ NFD / EBITDA (LTM) was 0.84x

Results 4Q and 12M 2021

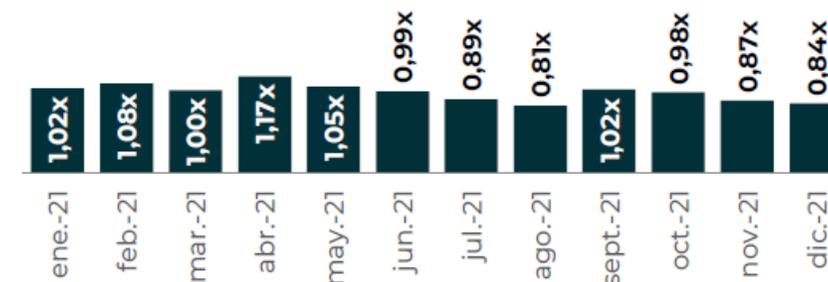


Financial Position

SONDA Consolidated	Metrics	
	dec-21	▲ dec-20
Liquidity		
Current Liquidity	1.9x	-0.33x
Acid Ratio	1.7x	-0.37x
Working Capital (MMUS\$)	317.7	(6.9)
Indebtedness		
Leverage	1.1x	-0.02x
Financial Leverage	0.5x	-0.09x
Current Debt	27.4%	1160pb
Non-Current Debt	72.6%	-1160pb
Financial Expenses Coverage	7.1x	1.97x
Net Debt / Equity	0.2x	0.00x
Net Debt / EBITDA (LTM)	0.8x	-0.14x
Profitability		
Gross Margin	17.5%	110pb
Operational Margin	8.1%	190pb
EBITDA Margin	12.4%	130pb
Net Margin	3.9%	380pb
Return on Equity	7.0%	690pb
Return on Assets	3.3%	330pb
Collection Days (*)		
Chile	43.8	(8.5)
Brazil	100.6	17.8
Mexico	79.3	(19.3)
OPLA	97.3	12.4
Consolidated	67.6	(0.6)

(*) Without VAT and Financed Sales

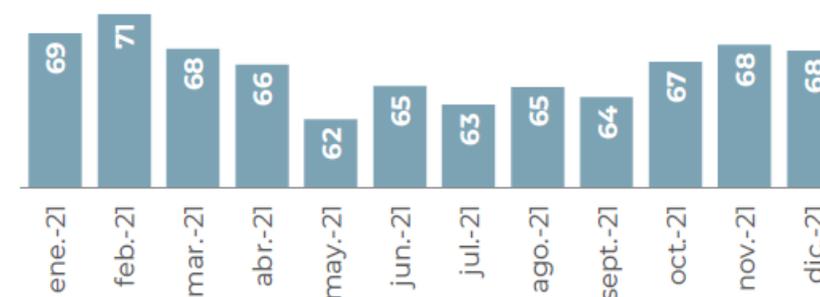
Net Debt / EBITDA



Net Debt / Equity



Collection days



Figures in US\$ were translated using exchange rate equal to \$ 844.69 / US\$

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Results 4Q and 12M 2021

Highlights 2021

Appendices



Results 4Q and 12M 2021

Highlights 2021



Sustained results improvements



Commercial activity recovering dynamism (+23%) and Revenue increases (+15%)



Results improvement and margin expansion in all regions



Further deepening on our verticalization and digital transformation strategy, altogether with the strengthening of commercial teams



Net Profit reached US\$41.3 million in 2021 compared to US\$0.5 million in 2020 boosted by better operating results

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Results 4Q and 12M 2021



Chile

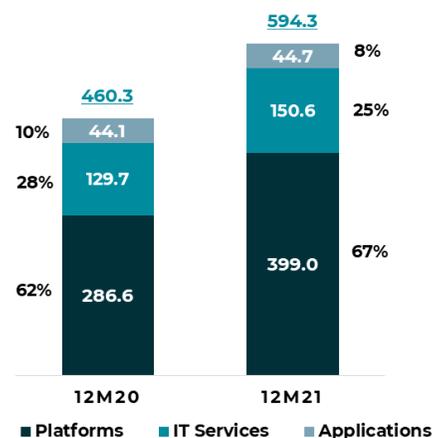
Income Statement (US\$ millions)

	4Q21	Chg. 21/20	12M21	Chg. 21/20
Revenues	176.9	35.8%	594.3	29.1%
Gross Result	32.1	30.6%	108.2	31.8%
<i>Gross Margin</i>	18.1%	-80bp	18.2%	40bp
SG&A	(15.1)	21.9%	(50.8)	13.9%
Operational Result	17.1	39.3%	57.3	53.1%
<i>Operational Margin</i>	9.6%	20bp	9.6%	150bp
EBITDA	24.1	28.3%	83.3	43.1%
<i>EBITDA Margin</i>	13.6%	-80bp	14.0%	140bp

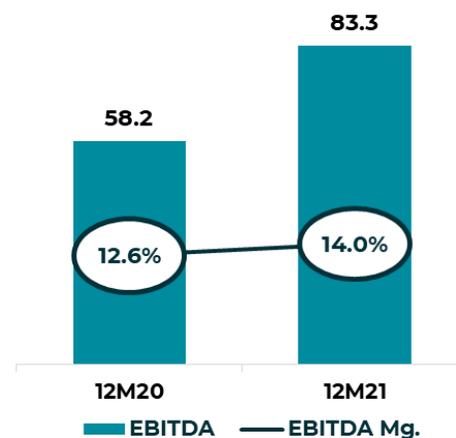
Highlights

- Revenues increased 29.1% (30.7% in constant currency) in 2021:
 - ▢ Increase in Platforms 39.2%
 - ▢ Increase in IT Services 16.2%
 - ▢ Increase in Applications 1.4%
- EBITDA grew 43.1% compared to 2020
- EBITDA margin reached 14.0% in 2021 (+140bp)
- In 2021, business closed totaled US\$658 million, increasing 29.4% compared to 2020
- Pipeline reached US\$1,274 million

Revenues by Business Line (US\$ millions)



EBITDA and EBITDA margin (US\$ millions, %)



Results 4Q and 12M 2021

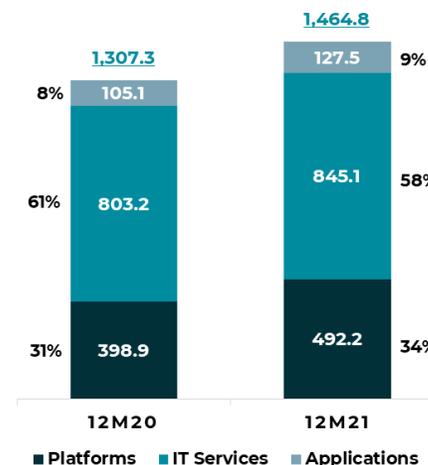


Brazil

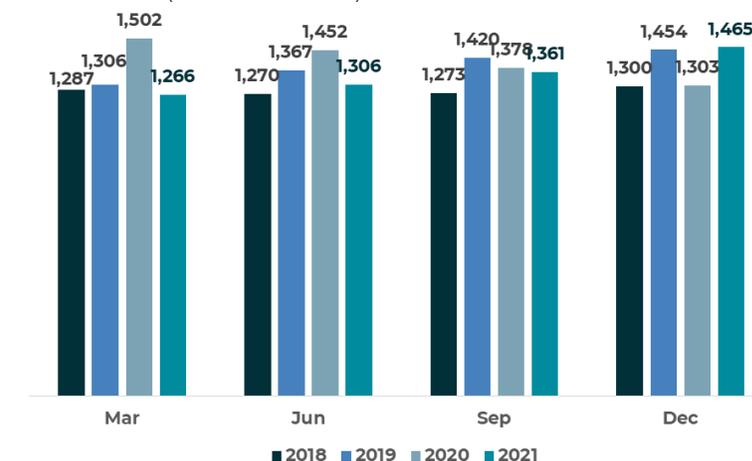
Income Statement (BRL millions)

	4Q21	Chg. 21/20	12M21	Chg. 21/20
Revenues	425.4	32.3%	1464.8	12.1%
Gross Result	54.0	80.0%	178.4	28.5%
<i>Gross Margin</i>	12.7%	340bp	12.2%	160bp
SG&A	(39.6)	17.7%	(145.3)	6.0%
Operational Result	14.4	(494.1%)	33.1	1713.0%
<i>Operational Margin</i>	3.4%	450bp	2.3%	220bp
EBITDA	31.6	104.1%	101.7	23.0%
<i>EBITDA Margin</i>	7.4%	260bp	6.9%	60bp

Revenues by Business Line (BRL millions)



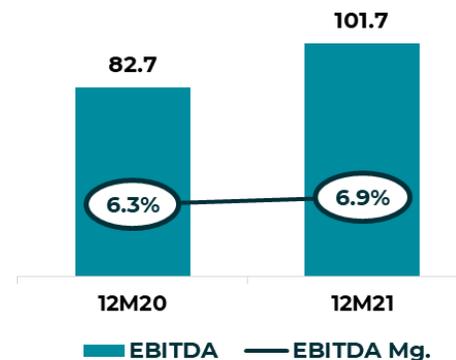
Revenues LTM (BRL millions)



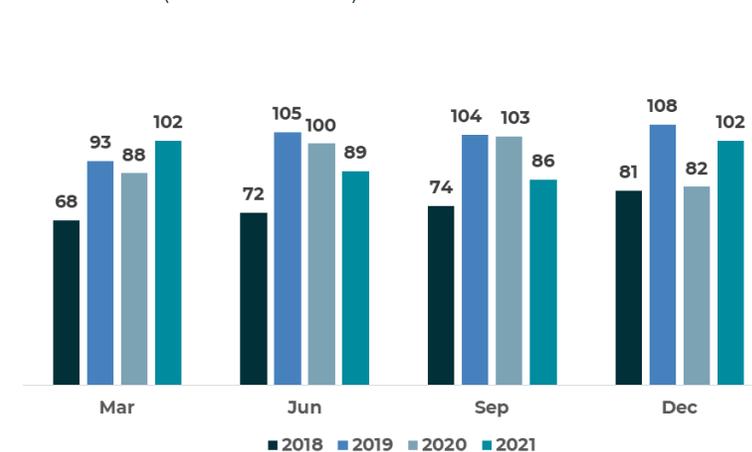
Highlights

- Revenues increased 16.2% in 3Q21 compared to 3Q20
- EBITDA increased 4.3% in 9M21
- EBITDA margin reached 6.7% (-10bp) in 9M21
- In 9M21, business closed totaled US\$268 million greater by 30.1% compared to 9M20
- Pipeline reached US\$ 2,006 million

EBITDA and EBITDA margin (BRL millions, %)



EBITDA LTM (BRL millions)



Results 4Q and 12M 2021



Mexico

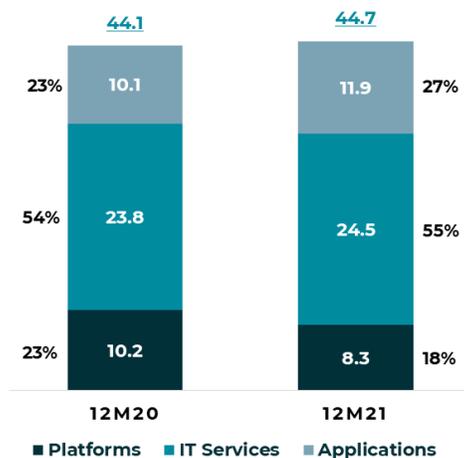
Income Statement (US\$ millions)

	4Q21	Chg. 21/20	12M21	Chg. 21/20
Revenues	11.9	(9.4%)	44.7	1.3%
Gross Result	1.9	(16.7%)	7.0	2.9%
<i>Gross Margin</i>	16.0%	-140bp	15.8%	30bp
SG&A	(1.5)	0.2%	(6.4)	(5.3%)
Operational Result	0.4	50.4%	0.7	(536.4%)
<i>Operational Margin</i>	3.2%	-260bp	1.5%	130bp
EBITDA	1.1	(26.5%)	3.4	12.0%
<i>EBITDA Margin</i>	9.2%	-220bp	7.7%	70bp

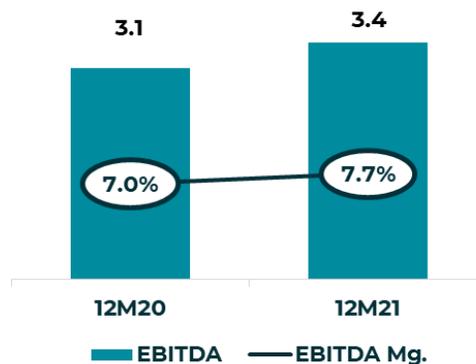
Highlights

- Revenues increased 1.3% in 2021:
 - ▢ *Decrease in Platforms -18.6%*
 - ▢ *Increase in IT Services 2.7%*
 - ▢ *Increase in Applications 18.1%*
- EBITDA grew 12% compared to 2020
- EBITDA margin was 7.7% in 2021 (+70bp)
- In 2021, business closed totaled US\$49 million (-5.8% YoY)
- Pipeline reached US\$404 million

Revenues by Business Line (US\$ millions)



EBITDA and EBITDA margin (US\$ millions, %)



Results 4Q and 12M 2021



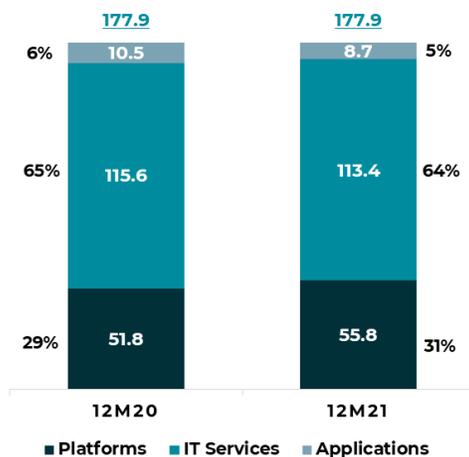
Income Statement (US\$ millions)

	4Q21	Chg. 21/20	12M21	Chg. 21/20
Revenues	56.9	16.1%	177.9	(0.0%)
Gross Result	13.2	23.8%	41.1	8.6%
<i>Gross Margin</i>	23.2%	140bp	23.1%	180bp
SG&A	(5.5)	43.9%	(18.9)	5.9%
Operational Result	7.7	12.6%	22.1	11.0%
<i>Operational Margin</i>	13.6%	-40bp	12.5%	130bp
EBITDA	9.2	9.0%	28.1	3.3%
<i>EBITDA Margin</i>	16.2%	-100bp	15.8%	50bp

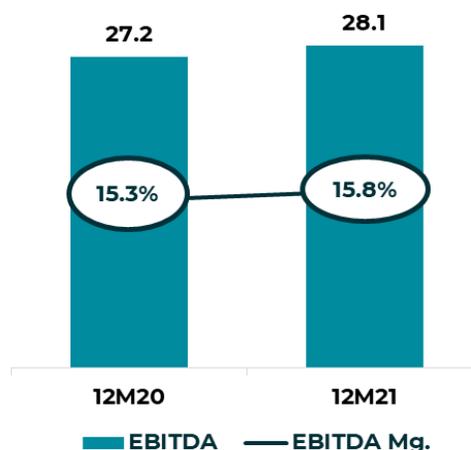
Highlights

- Revenues flat in 2021 (+5.1% in constant currency)
 - ▢ Increase in Platforms 7.7% (+13.0% in constant currency)
 - ▢ Decrease in IT Services 2.0% (+3.0% in constant currency)
 - ▢ Decrease in Applications 16.6% (-11.4% in constant currency)
- EBITDA increased 3.3% (+7.9% in constant currency) compared to 2020
- EBITDA margin reached 15.8% in 2021 (+50bp in reporting currency)
- In 2021, business closed totaled US\$207 million (+24.3% YoY)
- Pipeline reached US\$1,167 million

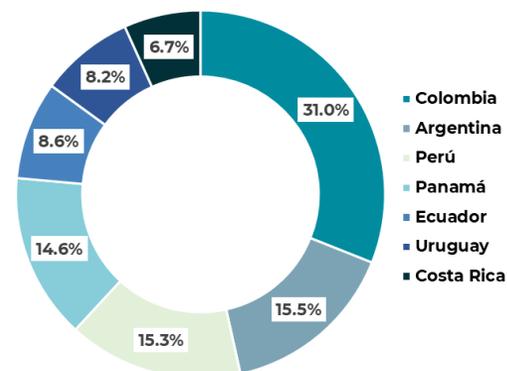
Revenues by Business Line (US\$ millions)



EBITDA and EBITDA margin (US\$ millions, %)



Revenues by Country (%, 12M2021)





TRANSFORMANDO
EL NEGOCIO
DE NUESTROS CLIENTES

SANTIAGO / JANUARY 28, 2022 / FOURTH QUARTER EARNINGS PRESENTATION

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