



# Earnings Presentation 3Q and 9M 2022

October 28, 2022

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# Speakers

**José Orlandini**  
**CEO**



**Gonzalo Soto**  
**CFO**



**Marcelo Castiglione**  
**VP Smart Cities & Mobility**





# AGENDA

- Market Outlook and Last Events
- Large Projects Strategy
- 3Q and 9M 2022 Results
- Commercial Results
- Conclusions and Perspectives

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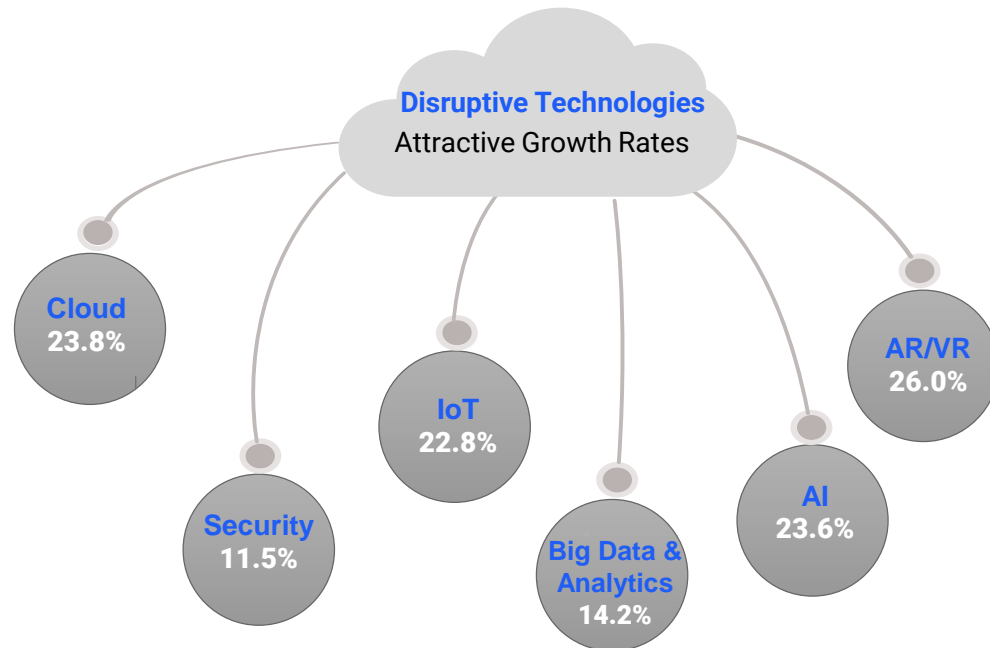


# Market Outlook

## Positive Perspectives for the IT Spending in the Region

CAGR 22/26 → 11.3%

Objective Market Latam (IT Services & Software)



IT market expected size of **US\$130 MMM by 2026**, with an objective market of **US\$ 110 MMM**

Source IDC: September 2022

## Corporate initiatives underway have allowed us to capitalize on results

- Commercial efforts have led us to be **above budget** in terms of new business closures.
- **Large Projects** corporate strategy has contributed to the closing of **~US\$290 million** in large integration contracts throughout the region.
- Operational efficiencies and strong commercial activity allow **substantial improvements in results in Brazil.**
- Internal policies translate into a **positive evolution of the employee favorability index.**
- **Brand positioning strategy** generates positive results.

# Last Events

## Large Integration Contracts Awarded in the Quarter

| Client  | Contract Size | Duration | Solution  |
|---|---------------|----------|---|
|  <b>Metrobús</b><br>México                | ~US\$ 40 MM   | 7 years  | Technological renewal of the fleet management and planning system |
|  <b>Caixa Econômica Federal</b><br>Brazil | ~US\$ 44 MM   | 2 years  | Operational continuity services                                   |

## Recognitions





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# Large Projects Strategy

## What is a Large Project?

- 1 TCV +US\$ 10 Million  
Contract duration +3 years
- 2 Technological integration project that includes third-party components to be integrated or development of core business applications
- 3 Business model usually transactional, outsourcing, BPO but with a strong technological component
- 4 Diverse contracting models that require business alliances with third parties

## Objectives of the Strategy

- 1 Structured survey of opportunities with a 5 year horizon
- 2 Establish early opportunities strategy of Large Projects
- 3 Standardized corporate methodology for the development of the project, replicating success stories

# Large Projects Strategy

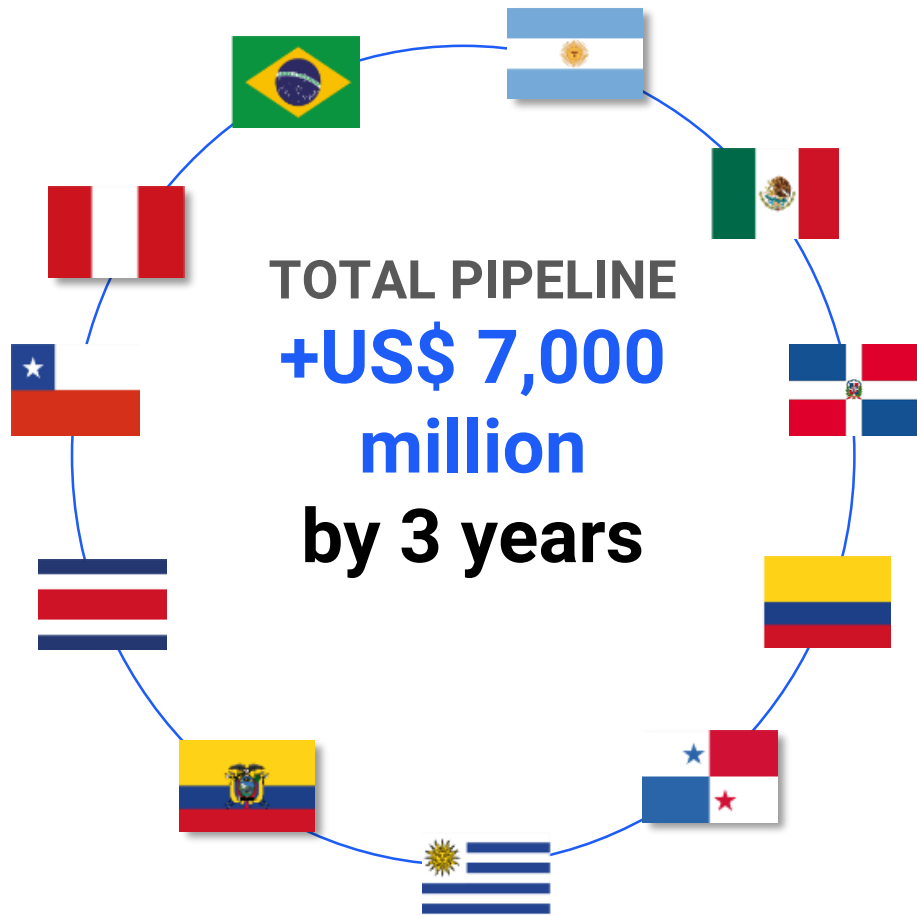
## Closed Opportunities as of September, 2022

| Client   | Contract Size | Duration | Solution  |
|--|---------------|----------|---|
| <br>  | ~US\$ 170 MM  | 30 years | Connectivity and digitalization of Mato Grosso do Sul State                                       |
| <br><b>arauco</b>  | ~US\$ 30 MM   | 10 years | Connectivity, security, productivity and sustainability to 700 mil hectares of forestry operation |
| <br><br><small>FOR UNA COLOMBIA MAS HONESTA</small> | ~US\$ 6 MM    | 5 years  | Smart Customs Management  |
| <br>  | ~US\$ 40 MM   | 7 years  | Digitization of the fleet management and planning system  |
| <br><b>CAIXA</b>   | ~US\$ 44 MM   | 2 years  | Operational continuity services   |
| <hr/> <hr/> <b>~US\$ 290 MM</b>  |               |          |   |



# Large Projects Strategy

## Proposals in Development



**+17 proposals in development**  
For a total amount of  
**~US\$600 million**



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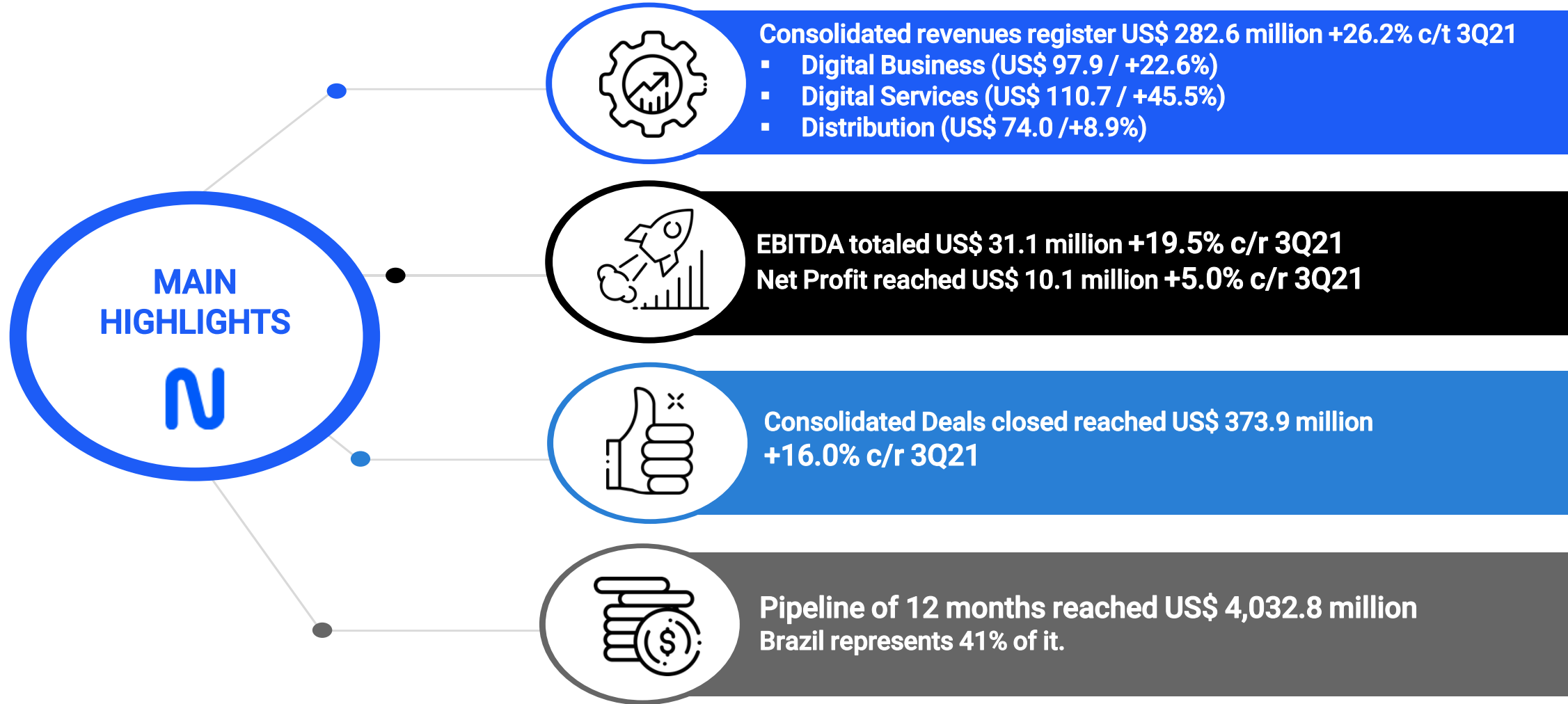
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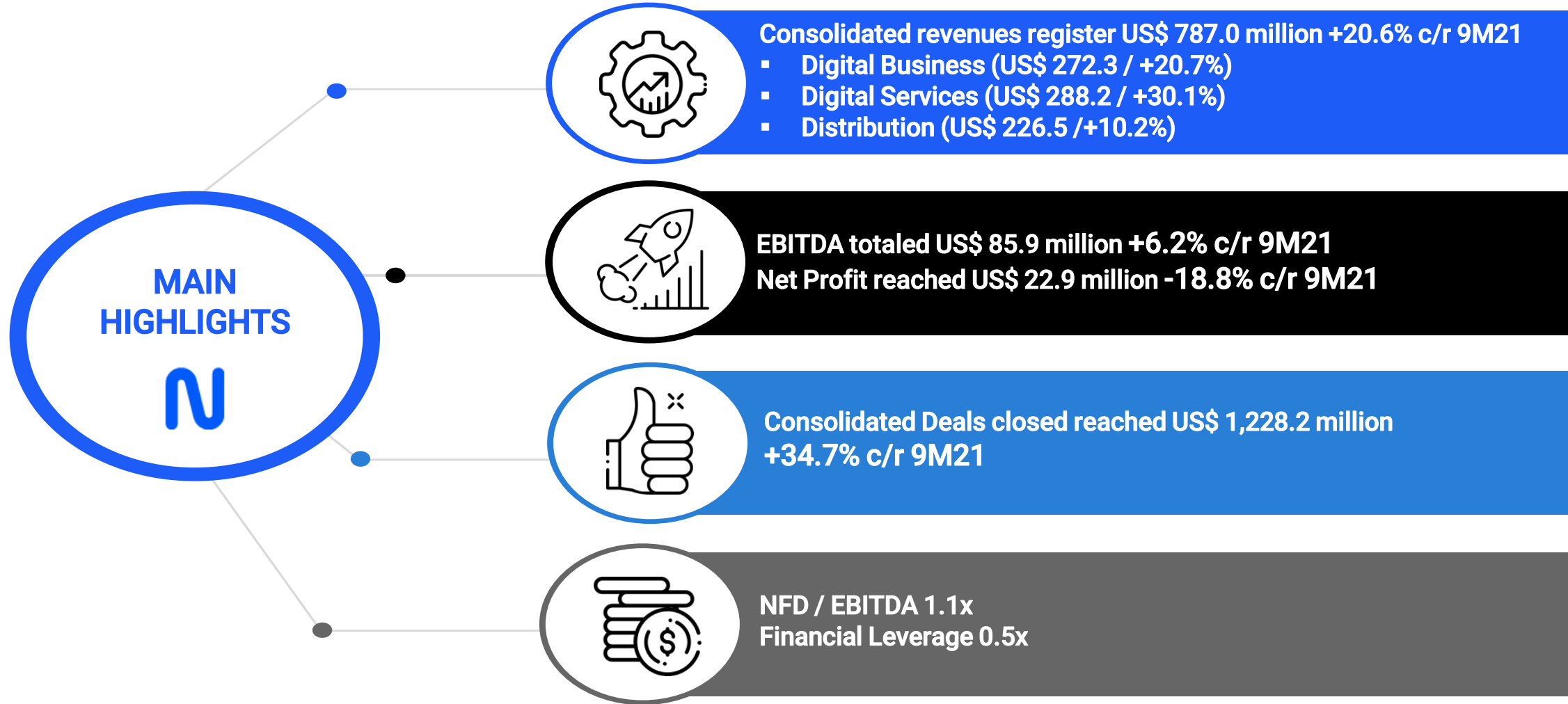
# 3Q and 9M 2022 Results

## 3Q 2022 Highlights



# 3Q and 9M 2022 Results

## 9M 2022 Highlights



# 3Q and 9M 2022 Results

## Revenues and EBITDA 3Q 2022



### CONSOLIDATED REVENUES

**U\$ 282.6 million**

U\$ 208.7 million  
(Core Business)

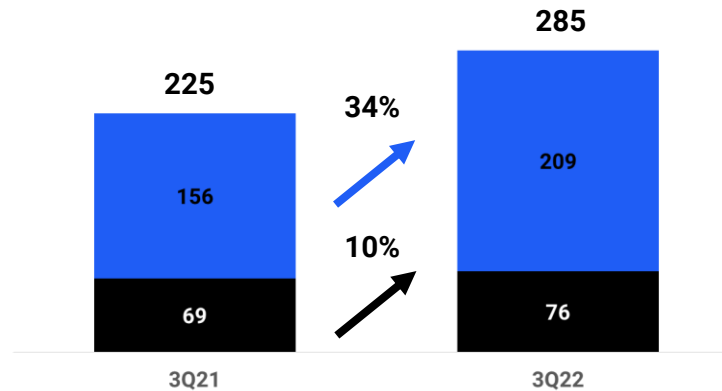


### REVENUE GENERATION

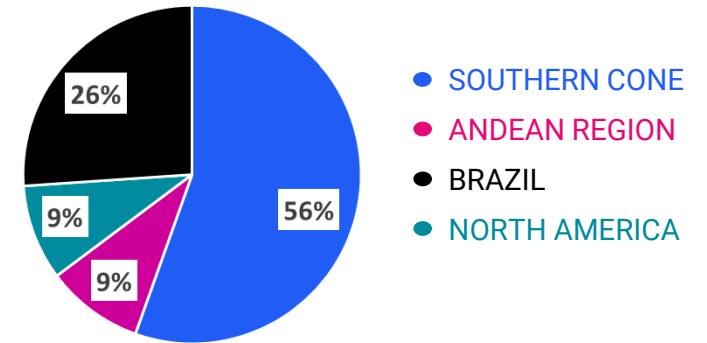
● CORE BUSINESS

● DISTRIBUTION BUSINESS

QUARTERLY REVENUES YoY  
(US\$ million)



### CONSOLIDATED REVENUES CONTRIBUTION BY REGION



### CONSOLIDATED EBITDA

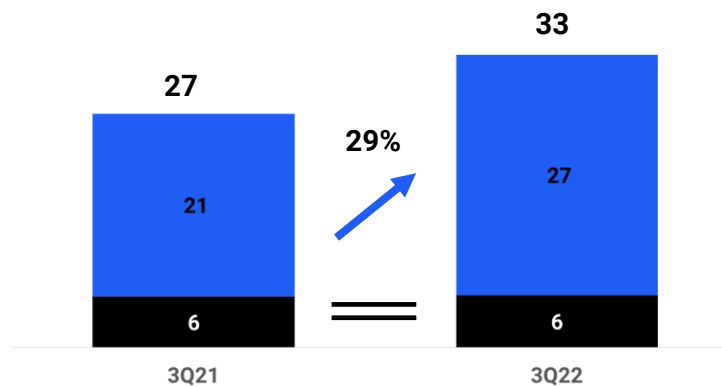
**US\$ 31.1 million**

U\$ 27.2 million  
(Core Business)

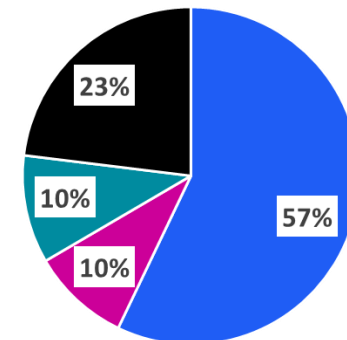


### EBITDA GENERATION

QUARTERLY EBITDA YoY  
(US\$ million)



### CONSOLIDATED EBITDA CONTRIBUTION BY REGION



# 3Q and 9M 2022 Results

## Revenues by Geography

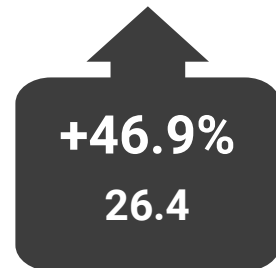
Reporting Currency compared to same period 2021

### Geographies (US\$ Million)

3Q22



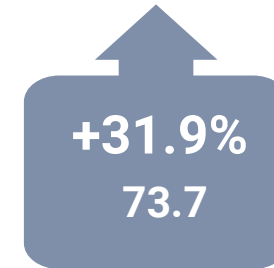
**Southern Cone Region**



**Andean Region**



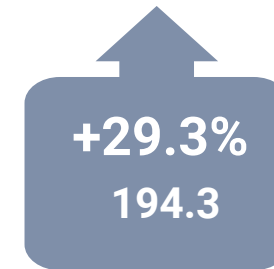
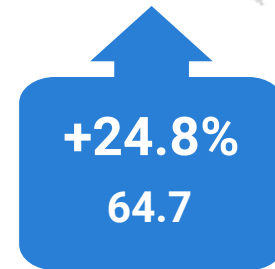
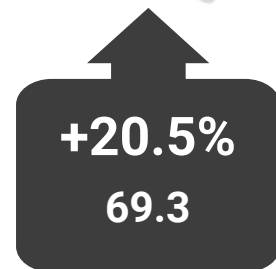
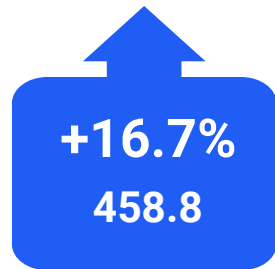
**North America**



**Brazil**



9M22



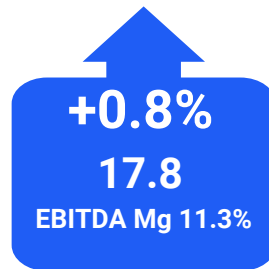
# 3Q and 9M 2022 Results

## EBITDA by Geography

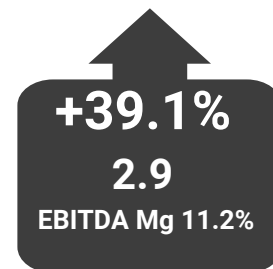
Reporting Currency compared to same period 2021

### Geographies (US\$ Million)

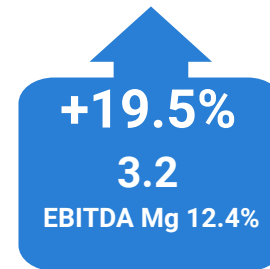
3Q22



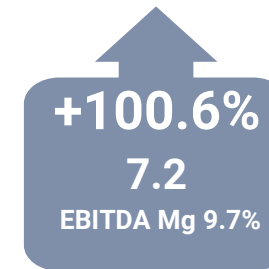
**Southern Cone Region**



**Andean Region**



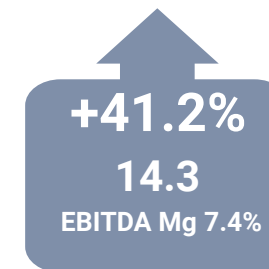
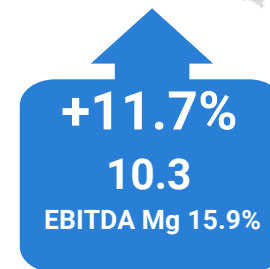
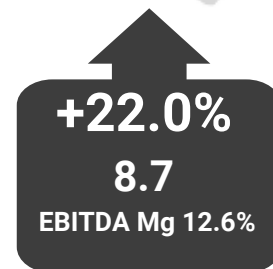
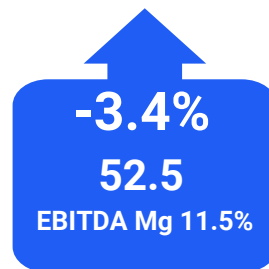
**North America**



**Brazil**



9M22





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**Commercial Results**  
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# Commercial Results

## Highlights

CONSOLIDATED  
BUSINESS CLOSINGS  
3Q22

**US\$ 373.9**  
million

CORE BUSINESS

**US\$ 293.6**  
million

DISTRIBUTION  
BUSINESS

**US\$ 80.3**  
million

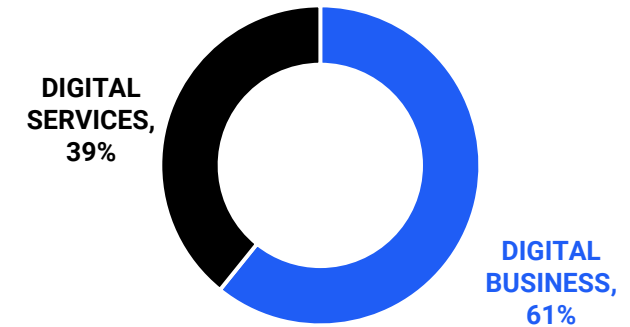
### CORE BUSINESS CLOSINGS 3Q22



CORE BUSINESS CLOSINGS (US\$ MM)  
BY REGION

|                                 |       | 3Q22<br>Δ % YoY | 9M22<br>Δ % YoY |
|---------------------------------|-------|-----------------|-----------------|
| SOUTHERN CONE                   | 69.7  | -15.5%          | +26.4%          |
| ANDEAN REGION                   | 29.6  | -1.2%           | +42.2%          |
| NORTH AMERICA                   | 51.6  | +76.2%          | +73.9%          |
| BRAZIL                          | 142.6 | +56.9%          | +75.0%          |
| <b>TOTAL US\$ 293.6 MILLION</b> |       | <b>+26.2%</b>   | <b>+53.2%</b>   |

BY BUSINESS LINE



### BUSINESS CLOSINGS HIGHLIGHTS

- ❖ ~83% correspond to new contracts
- ❖ Contracts awarded, in signing process of US\$10 million
- ❖ Large Projects closures of ~US\$ 90 million in the quarter

# Commercial Results

## Highlights

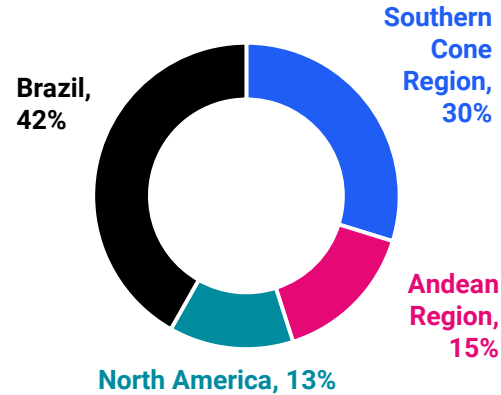


COMMERCIAL OPPORTUNITIES "PIPELINE"

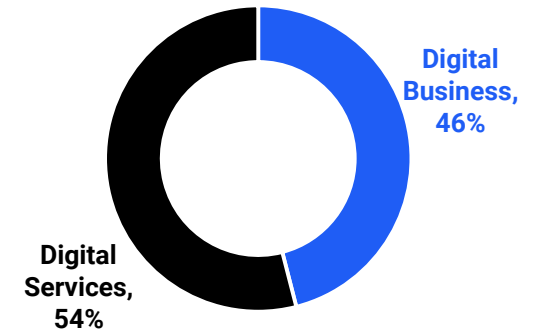
**US\$ 4,033 million**



PIPELINE CONTRIBUTION (US\$ MM) BY REGION

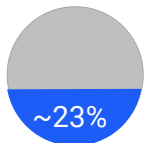


BY BUSINESS LINE



COMMERCIAL OPPORTUNITIES BY SIZE RANGE

| Range        | Pipeline      |               |               |              |              |
|--------------|---------------|---------------|---------------|--------------|--------------|
|              | Southern Cone | Andean Region | North America | Brazil       | Total        |
| US\$ Million |               |               |               |              |              |
| 0 - 25       | 997           | 541           | 415           | 1,156        | 3,110        |
| > 25         | 248           | 67            | 107           | 503          | 923          |
| <b>Total</b> | <b>1,245</b>  | <b>608</b>    | <b>522</b>    | <b>1,659</b> | <b>4,033</b> |



Opportunities of + US\$ 25 million



PIPELINE HIGHLIGHTS

- ❖ Smart Cities & Mobility opportunities reached ~US\$ 900 MM
- ❖ Cloud & Data Center reached ~US\$ 600 MM
- ❖ Digital Applications Service & Digital Business Offerings opportunities totaled ~US\$ 350 MM.



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# Conclusions and Perspectives

## Quarter Highlights

- ❖ Strong Revenue Growth (+26% YoY)
- ❖ Dynamism in Core Business Commercial Activity (+26% YoY)
- ❖ Important deals closed in Brazil and Mexico

## Execution of Strategic Plan 2022 - 2024

- ❖ USA Operation Progress
- ❖ Successful Positioning Strategy
- ❖ Startups Ecosystem

## Business perspectives

- ❖ Commercial dynamics allow us to be optimistic for the coming years
- ❖ Spending outlook on IT services in the region are in 2 digits
- ❖ Pipeline of opportunities at very healthy levels with great integration opportunities

## ESG

- ❖ Launch of program Impulsa+ with DUOC UC
- ❖ High participation in Fresh Graduates program
- ❖ Recognition for our sustainable business model



# APPENDICES



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# Results Summary

| Quarter                   | Revenues       |                      | Operating Profit |                      | EBITDA         |                      | Operating Margin |                       | EBITDA Margin  |                       |
|---------------------------|----------------|----------------------|------------------|----------------------|----------------|----------------------|------------------|-----------------------|----------------|-----------------------|
|                           | Actual<br>3Q22 | Variation YoY<br>▲ % | Actual<br>3Q22   | Variation YoY<br>▲ % | Actual<br>3Q22 | Variation YoY<br>▲ % | Actual<br>3Q22   | Variation YoY<br>▲ pb | Actual<br>3Q22 | Variation YoY<br>▲ pb |
| US\$ million              |                |                      |                  |                      |                |                      |                  |                       |                |                       |
| Southern Cone Region      | 82.8           | 30.1%                | 8.6              | 15.7%                | 13.9           | 11.4%                | 10.4%            | -130bp                | 16.8%          | -280bp                |
| Andean Region             | 26.4           | 46.9%                | 1.9              | 57.6%                | 2.9            | 39.1%                | 7.0%             | 40bp                  | 11.2%          | -60bp                 |
| North America             | 25.9           | 39.7%                | 2.2              | 14.2%                | 3.2            | 19.5%                | 8.4%             | -180bp                | 12.4%          | -220bp                |
| Brazil                    | 73.7           | 31.9%                | 4.2              | 370.1%               | 7.2            | 100.6%               | 5.7%             | 410bp                 | 9.7%           | 330bp                 |
| <b>Total Core</b>         | <b>208.7</b>   | <b>33.8%</b>         | <b>16.8</b>      | <b>47.4%</b>         | <b>27.2</b>    | <b>30.5%</b>         | <b>8.1%</b>      | <b>80bp</b>           | <b>13.0%</b>   | <b>-40bp</b>          |
| Distribution              | 74.0           | 8.9%                 | 2.5              | -40.0%               | 3.8            | -25.2%               | 3.4%             | -280bp                | 5.2%           | -240bp                |
| <b>Total Consolidated</b> | <b>282.6</b>   | <b>26.2%</b>         | <b>19.4</b>      | <b>23.9%</b>         | <b>31.1</b>    | <b>19.5%</b>         | <b>6.8%</b>      | <b>-20bp</b>          | <b>11.0%</b>   | <b>-60bp</b>          |

| Accumulated               | Revenues          |                      | Operating Profit  |                      | EBITDA            |                      | Operating Margin  |                       | EBITDA Margin     |                       |
|---------------------------|-------------------|----------------------|-------------------|----------------------|-------------------|----------------------|-------------------|-----------------------|-------------------|-----------------------|
|                           | Actual<br>sept-22 | Variation YoY<br>▲ % | Actual<br>sept-22 | Variation YoY<br>▲ % | Actual<br>sept-22 | Variation YoY<br>▲ % | Actual<br>sept-22 | Variation YoY<br>▲ pb | Actual<br>sept-22 | Variation YoY<br>▲ pb |
| US\$ million              |                   |                      |                   |                      |                   |                      |                   |                       |                   |                       |
| Southern Cone Region      | 232.3             | 23.9%                | 22.8              | -2.1%                | 38.7              | 2.8%                 | 9.8%              | -260bp                | 16.7%             | -340bp                |
| Andean Region             | 69.3              | 20.5%                | 5.6               | 30.3%                | 8.7               | 22.0%                | 8.1%              | 60bp                  | 12.6%             | 10bp                  |
| North America             | 64.7              | 24.8%                | 7.4               | 11.3%                | 10.3              | 11.7%                | 11.4%             | -140bp                | 15.9%             | -190bp                |
| Brazil                    | 194.3             | 29.3%                | 5.8               | 111.4%               | 14.3              | 41.2%                | 3.0%              | 120bp                 | 7.4%              | 70bp                  |
| <b>Total Core</b>         | <b>560.5</b>      | <b>25.4%</b>         | <b>41.6</b>       | <b>12.5%</b>         | <b>72.0</b>       | <b>12.3%</b>         | <b>7.4%</b>       | <b>-90bp</b>          | <b>12.9%</b>      | <b>-150bp</b>         |
| Distribution              | 226.5             | 10.2%                | 10.1              | -28.2%               | 13.8              | -17.3%               | 4.5%              | -240bp                | 6.1%              | -200bp                |
| <b>Total Consolidated</b> | <b>787.0</b>      | <b>20.6%</b>         | <b>51.7</b>       | <b>1.3%</b>          | <b>85.9</b>       | <b>6.2%</b>          | <b>6.6%</b>       | <b>-120bp</b>         | <b>10.9%</b>      | <b>-150bp</b>         |

# Financial Position

## SONDA Consolidated

| US\$ Millions                              | Financial Position |              |
|--|--------------------|--------------|
|  | sept-22            | ▲ dec-21     |
| Cash and Cash Equivalents                  | 166.0              | (17.9)       |
| Other Current Financial Assets             | 8.4                | (6.8)        |
| Trade Accounts Receivable and Others       | 326.7              | 54.5         |
| Accounts Receivable from Related Companies | 2.3                | 0.3          |
| Inventories                                | 86.2               | 26.6         |
| Other Current Assets                       | 50.8               | 4.7          |
| <b>Current Assets</b>                      | <b>640.3</b>       | <b>61.3</b>  |
| Intangible Assets and Goodwill             | 246.0              | 32.9         |
| Property, Plant and Equipment              | 140.6              | (0.4)        |
| Non-current receivables                    | 83.2               | 12.2         |
| Other Non-currents Assets                  | 118.6              | 22.0         |
| <b>Non-Current Assets</b>                  | <b>588.3</b>       | <b>66.6</b>  |
| <b>Total Assets</b>                        | <b>1,228.6</b>     | <b>127.9</b> |

## SONDA Consolidated

| US\$ Millions   | Cash Flow    |              |
|---|--------------|--------------|
|   | sept-22      | ▲ sept-21    |
| Net Cash Flow From Operating Activities                         | 25.9         | (17.8)       |
| Net Cash Flow From Investing Activities                         | (23.3)       | (4.3)        |
| Net Cash Flow From Financing Activities                         | (28.7)       | 34.3         |
| Effect of the variation in exchange rate over Cash & Equivalent | 8.2          | (3.7)        |
| Cash and Cash equivalent at the beginning of the period         | 183.9        | (12.4)       |
| <b>Cash and Cash equivalent at the end of the period</b>        | <b>166.0</b> | <b>(3.9)</b> |

## SONDA Consolidated

| US\$ Millions                                    | Financial Position |              |
|--|--------------------|--------------|
|  | sept-22            | ▲ dec-21     |
| Current Financial Liabilities                    | 96.7               | 21.3         |
| Trade Accounts Payable and Others                | 135.3              | 3.0          |
| Accounts Payable from Related Companies          | 2.3                | 2.3          |
| Other Current Liabilities                        | 103.9              | 12.1         |
| <b>Current Liabilities</b>                       | <b>338.3</b>       | <b>38.7</b>  |
| Non-Current Financial Liabilities                | 210.9              | 11.2         |
| Other Non-Current Liabilities                    | 86.2               | 7.3          |
| <b>Non-Current Liabilities</b>                   | <b>297.2</b>       | <b>18.6</b>  |
| Equity Attributable to Owners of The Company     | 589.9              | 70.7         |
| Minority Interest                                | 3.2                | (0.1)        |
| <b>Total equity</b>                              | <b>593.2</b>       | <b>70.6</b>  |
| <b>Total Liabilities and Shareholders Equity</b> | <b>1,228.6</b>     | <b>127.9</b> |

## Financial Metrics Sep-22

- NFD / EBITDA -> 1.1x
- Financial Leverage -> 0.5x
- Financial Expenses Coverage -> 6.7x
- Acid Ratio -> 1.6x

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*SANTIAGO / OCTOBER 28, 2022 / THIRD QUARTER EARNING PRESENTATION*