

Earnings Presentation

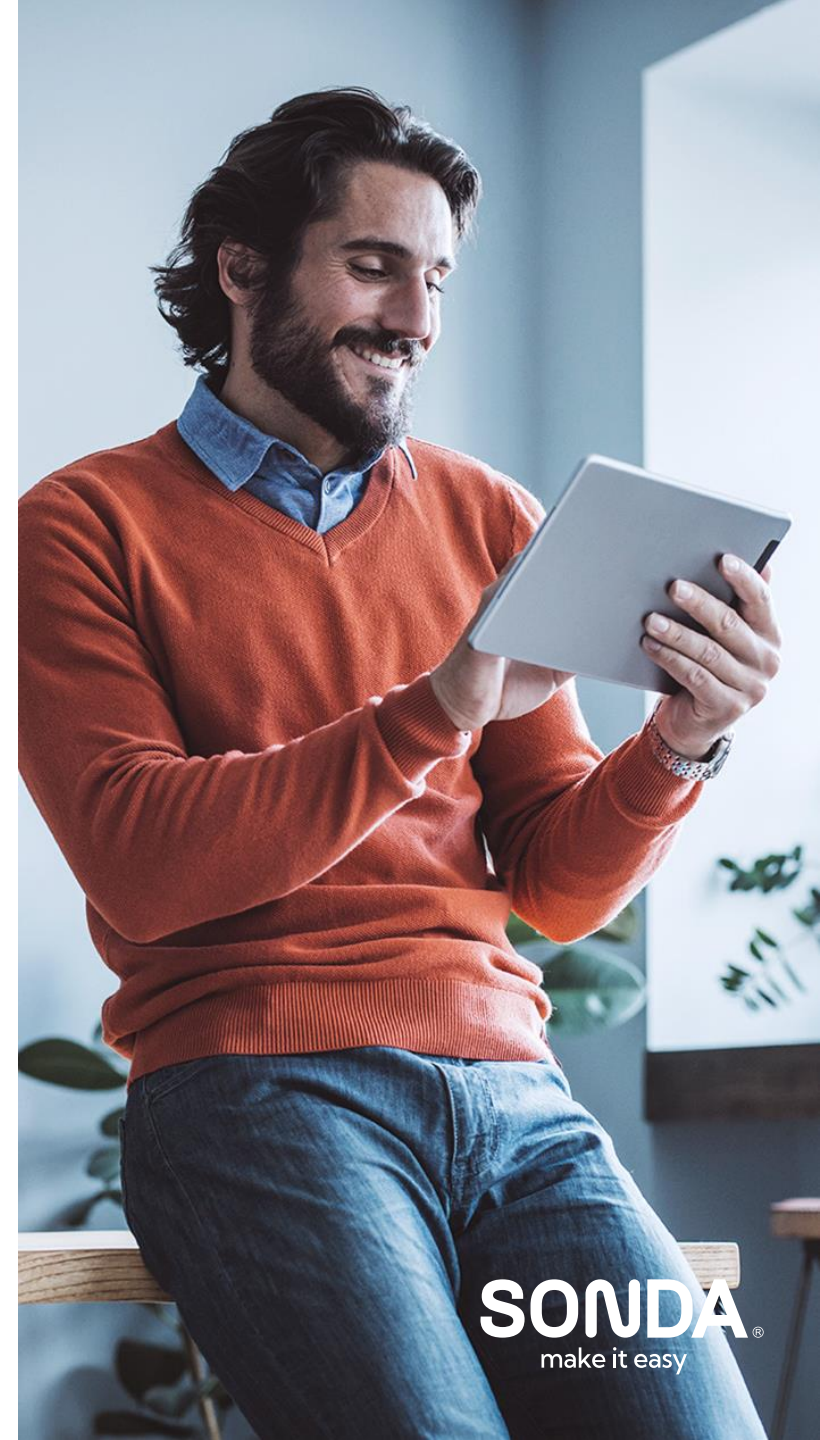
1Q 2023

April 28, 2023

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Speakers

José Orlandini
Chairman of the Board



Gonzalo Soto
Chief Financial Officer

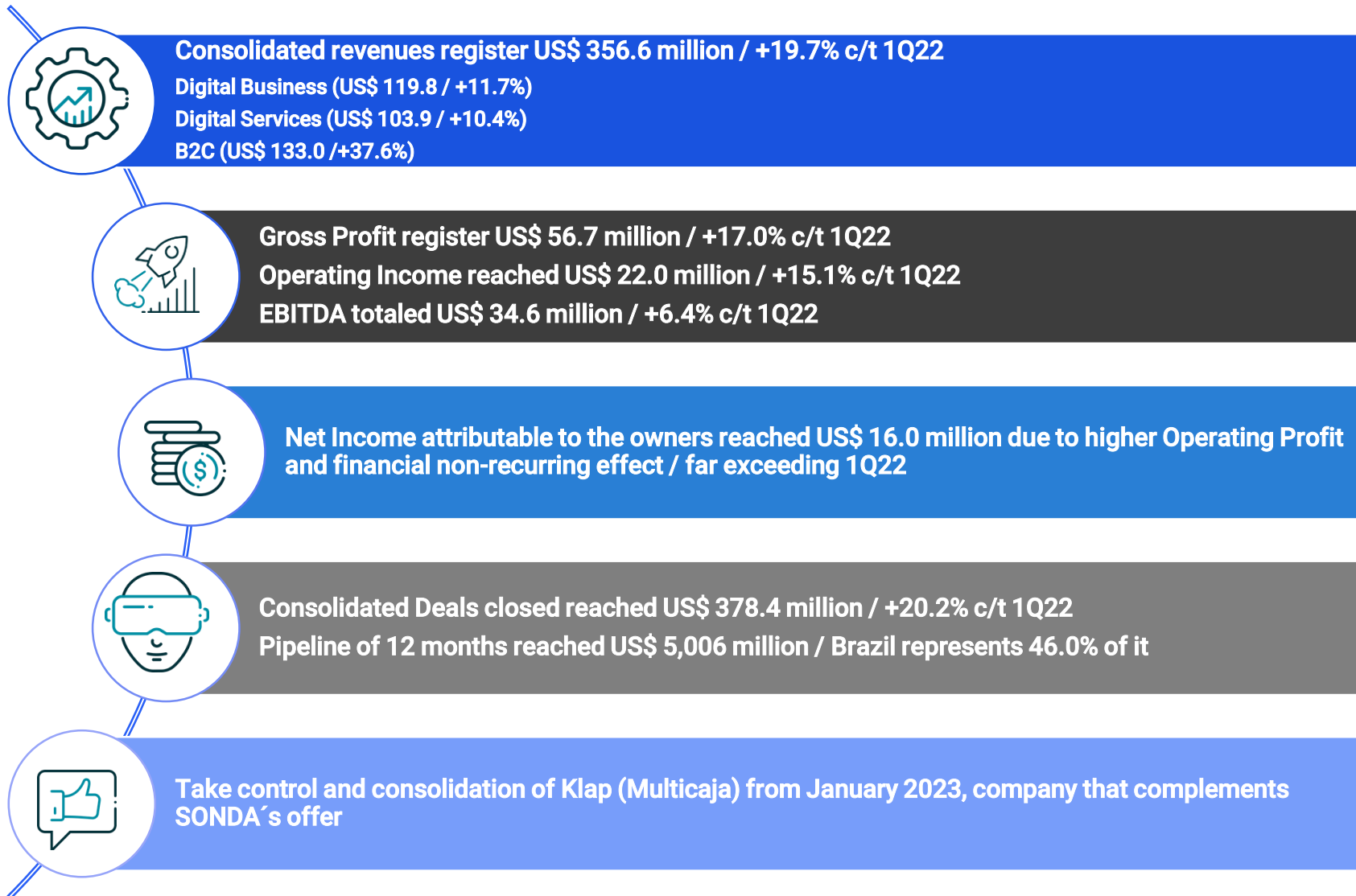


AGENDA 1Q23

- ✓ **Highlights**
- ✓ **Financial Results**
- ✓ **Commercial Results**
- ✓ **Perspectives and Topics of Interest**

Highlights

Quarter Summary



AGENDA 1Q23

- ✓ Highlights
- ✓ **Financial Results**
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1Q 2023 Results

Revenues and EBITDA 1Q 2023



CONSOLIDATED REVENUES

U\$ 356.6 million

U\$ 223.7 million (B2B Business)

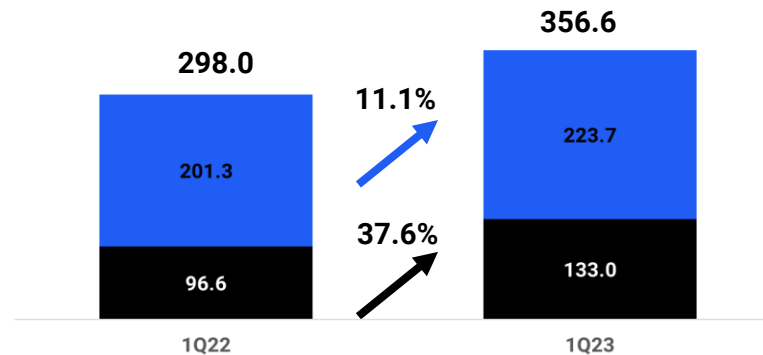


REVENUE GENERATION

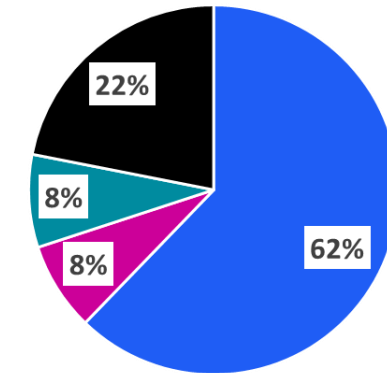
● B2B BUSINESS

● B2C BUSINESS

QUARTERLY REVENUES YoY (US\$ million)



CONSOLIDATED REVENUES CONTRIBUTION BY REGION



- SOUTHERN CONE
- ANDEAN REGION
- BRAZIL
- NORTH AMERICA



CONSOLIDATED EBITDA

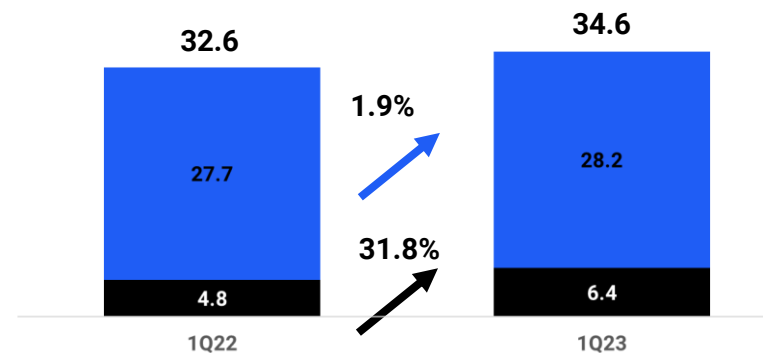
US\$ 34.6 million

U\$ 28.2 million (B2B Business)

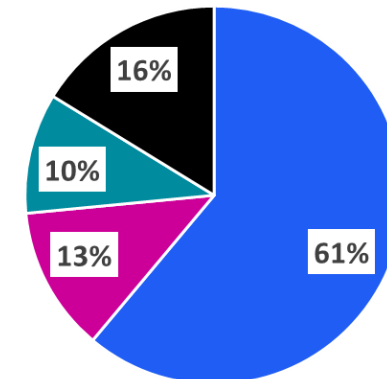


EBITDA GENERATION

QUARTERLY EBITDA YoY (US\$ million)



CONSOLIDATED EBITDA CONTRIBUTION BY REGION



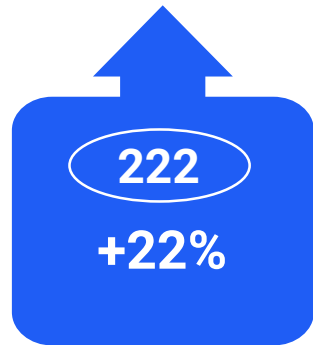
1Q 2023 Results

Revenues by Geography

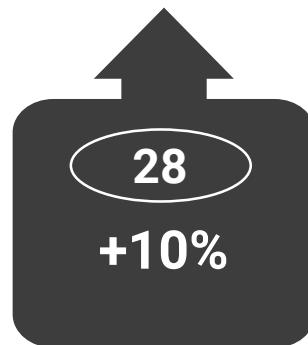
Reporting Currency compared to same period 2022

Geographies (US\$ Million)

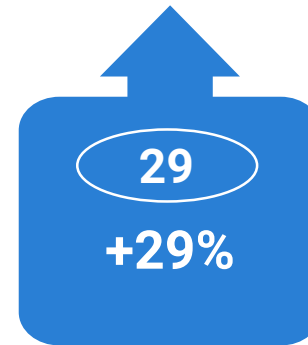
1Q23



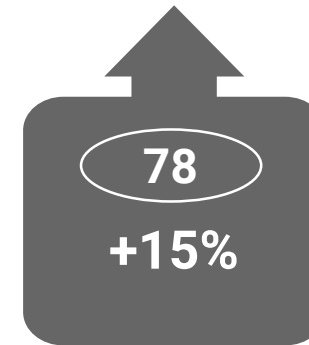
Southern Cone Region



Andean Region



North America



Brazil



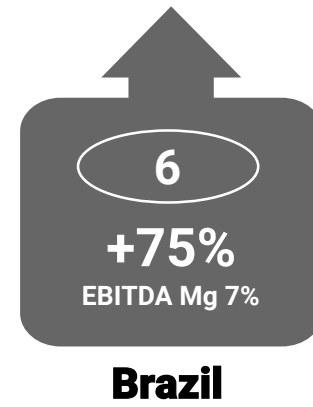
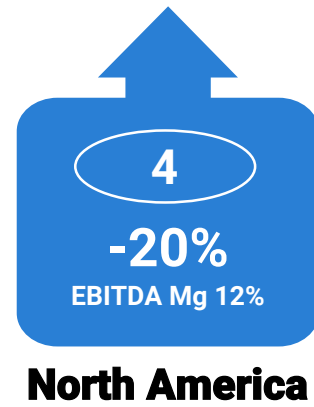
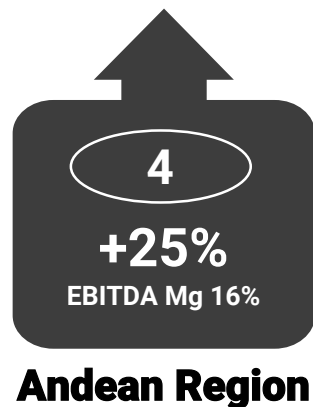
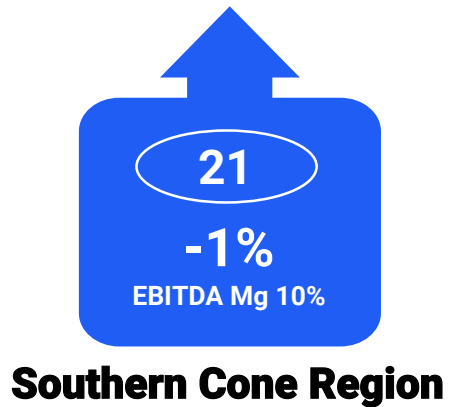
1Q 2023 Results

EBITDA by Geography

Reporting Currency compared to same period 2022

Geographies (US\$ Million)

1Q23



AGENDA 1Q23

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Commercial Results

Highlights

CONSOLIDATED BUSINESS CLOSINGS 1Q23

US\$ 378.4 million

B2B BUSINESS

US\$ 248.2 million

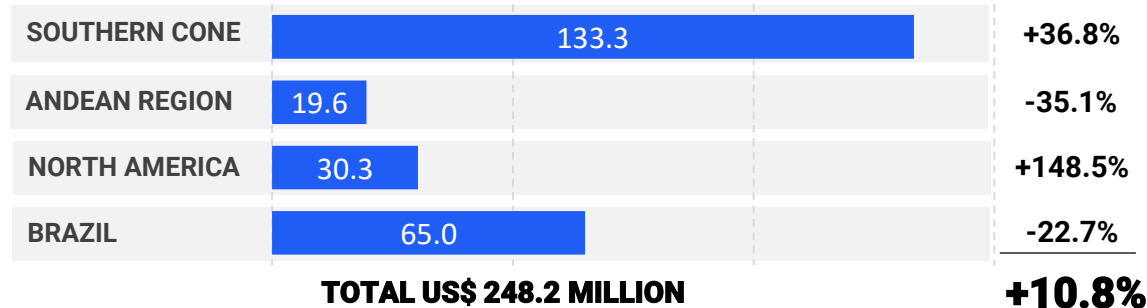
B2C BUSINESS

US\$ 130.1 million

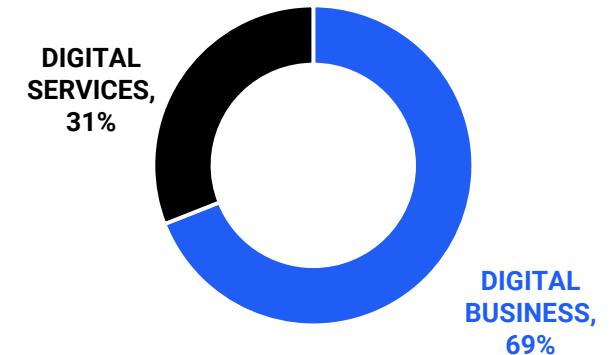
B2B BUSINESS CLOSINGS 1Q23



B2B BUSINESS CLOSINGS (US\$ MM) BY REGION



BY BUSINESS LINE (1Q23)



B2B BUSINESS CLOSINGS HIGHLIGHTS

- ❖ 85.2% correspond to new contracts.
- ❖ Stands out in the quarter the closing of contracts: Ministerio de Transportes (Chile), Ministerio del Interior (Uruguay) y Tribunal de Justicia de Minas Gerais (Brazil), Soriana (Mexico), Home Depot (Mexico), Metro Santiago (Chile), CMPC (Chile), Vale do Rio Doce (Brazil), among others.
- ❖ In Southern Cone Region there are ~US\$ 60 million of contracts awarded of Large Projects, in signing process.

Commercial Results

Highlights

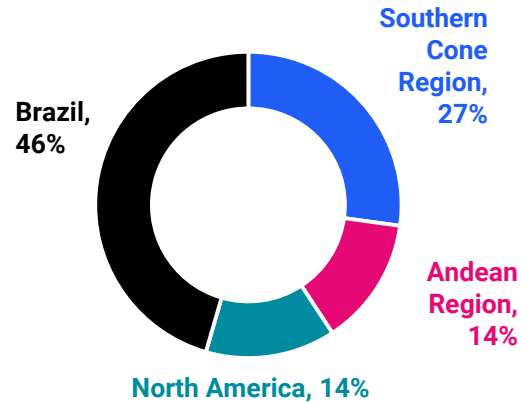


COMMERCIAL OPPORTUNITIES "PIPELINE"

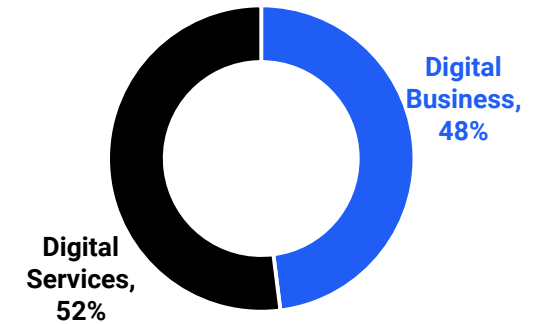
US\$ 5,006 million



PIPELINE CONTRIBUTION (US\$ MM) BY REGION



BY BUSINESS LINE



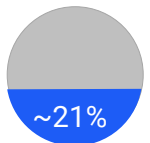
COMMERCIAL OPPORTUNITIES BY SIZE RANGE

Range	Pipeline				
	US\$ Millions	Southern Cone	Andean Region	North America	Brazil
0 - 25	1,111	650	510	1,683	3,954
> 25	250	30	177	596	1,052
Total	1,361	680	687	2,279	5,006



PIPELINE HIGHLIGHTS

- ❖ Smart Cities & Mobility opportunities reached ~US\$ 700 MM
- ❖ Cloud & Data Center reached ~US\$ 700 MM
- ❖ Digital Applications Service & Digital Business Offerings opportunities totaled ~US\$ 350 MM.



Opportunities of + US\$ 25 million

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Perspectives and Topics of interest

Future Perspectives

- Excellent start of the year with consolidated business closings of US\$ 378.4 million
- Positives perspectives ahead of the achievement of 2023 Plan
- Start of operation of Metrobus contract in Mexico
- Pipeline at high levels of around US\$ 5 billion, with great and interesting opportunities of technological integration throughout the region

Topics of Interest 1Q23

- Entrance to Guatemala
- Data Center strategic evaluation process
- Consolidation of new business (KLAP, ex Multicaja)
- US operation progress
- Large Projects business closings boosting growth of SONDA

Appendices



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Posición Financiera

SONDA Consolidated	Financial Position	
US\$ Millions	mar-23	▲ dic-22
Cash and Cash Equivalents	183.3	(3.7)
Other Current Financial Assets	7.7	(1.1)
Trade Accounts Receivable and Others	387.7	(1.0)
Accounts Receivable from Related Companies	2.9	(7.4)
Inventories	115.3	21.5
Other Current Assets	74.1	12.1
Current Assets	771.1	20.5
Intangible Assets and Goodwill	313.7	40.4
Property, Plant and Equipment	156.2	(2.8)
Non-current receivables	82.8	(7.8)
Other Non-currents Assets	140.5	(9.3)
Non-Current Assets	693.3	20.5
Total Assets	1,464.4	41.0

SONDA Consolidated	Cash Flow	
US\$ Millions	mar-23	▲ dic-22
Net Cash Flow From Operating Activities	2.8	4.1
Net Cash Flow From Investing Activities	7.1	19.5
Net Cash Flow From Financing Activities	(7.5)	(1.9)
	0.0	0.0
Effect of the variation in exchange rate over Cash & Equivalent	(6.1)	(0.3)
Cash and Cash equivalent at the beginning of the period	187.0	(36.4)
Cash and Cash equivalent at the end of the period	183.3	(14.9)

SONDA Consolidated	Posición Financiera	
US\$ Millions	mar-23	▲ dic-22
Current Financial Liabilities	110.2	1.0
Trade Accounts Payable and Others	201.7	30.8
Accounts Payable from Related Companies	13.5	4.5
Other Current Liabilities	113.5	(13.4)
Current Liabilities	438.8	22.8
Non-Current Financial Liabilities	259.0	4.6
Other Non-Current Liabilities	102.6	15.6
Non-Current Liabilities	361.6	20.3
Equity Attributable to Owners of The Company	643.2	(14.6)
Minority Interest	20.7	12.5
Total equity	663.9	(2.1)
Total Liabilities and Shareholders Equity	1,464.4	41.0

Financial Metrics Mar-23

- NFD / EBITDA -> 1.1x
- Financial Leverage -> 0.6x
- Financial Expenses Coverage -> 4.6x
- Acid Ratio -> 1.5x

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SANTIAGO / APRIL 28, 2023 / FIRST QUARTER EARNINGS PRESENTATION