

Earnings Presentation

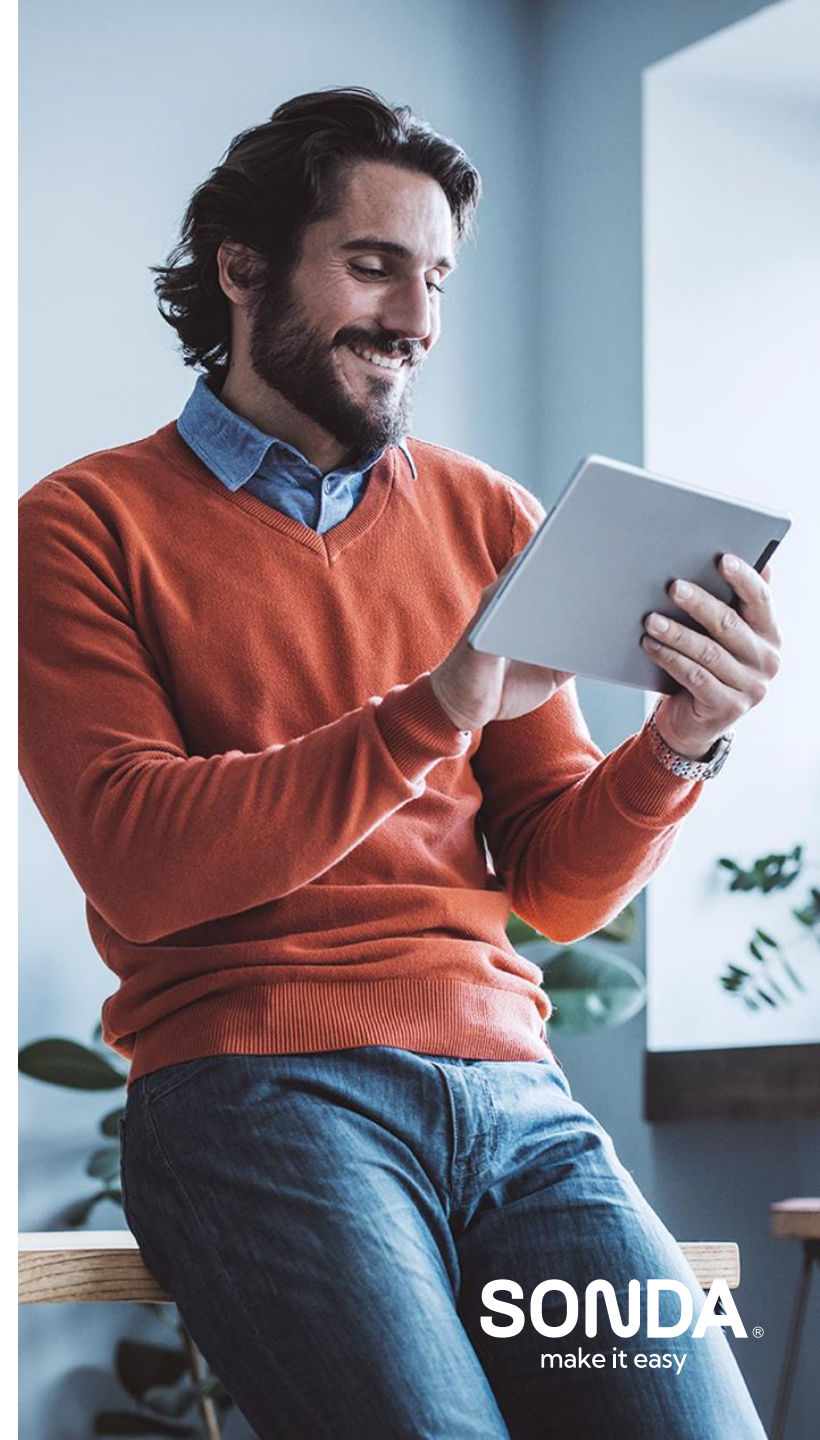
2Q & 6M 2023

July 28th, 2023

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Speakers

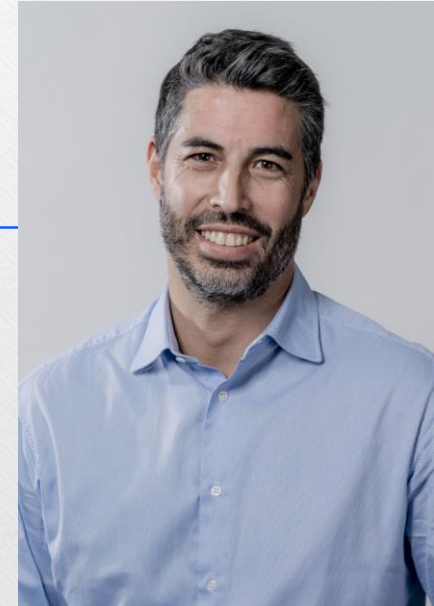
José Orlandini
Chairman of the Board



Gonzalo Soto
Chief Financial Officer



Francisco Escala
VP Industry Verticals



AGENDA 2Q & 6M 2023

✓ **Highlights**

✓ **Financial Results**

✓ **Commercial Results**

✓ **Industry Sectors**

✓ **Perspectives and Topics of Interest**

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Highlights

Strategic Plan Execution

Recent Events

● Geographic Expansion

- Integration of the new VP of International Development
- Growth Strategy in geographies where we still do not have a presence:
 - [Paraguay](#) to strengthen SONDA's leadership in LATAM (Smart City).
 - [Southeast Asia](#) (with a particular focus on Vietnam on Mobility, Retail, and Banking solutions).
 - Identification of M&A opportunities in [North America \(USA and Canada\)](#).

● Startup Ecosystem

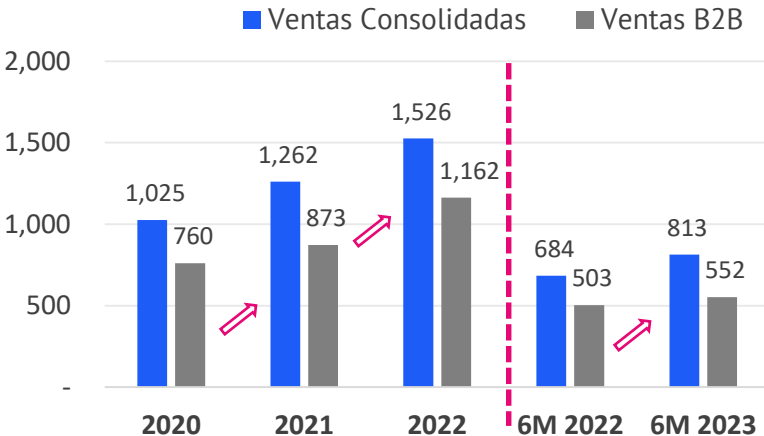
- Strategic alliances with [+60 startups in the region](#), enhancing our value proposition to our customers.
- Initiation of the operation of project "Your Protected Neighborhood" with Las Condes Municipality, - [Recognition at the "Smart City Awards 2023"](#) in the Smart Cities Conference.

● Strategic Deals

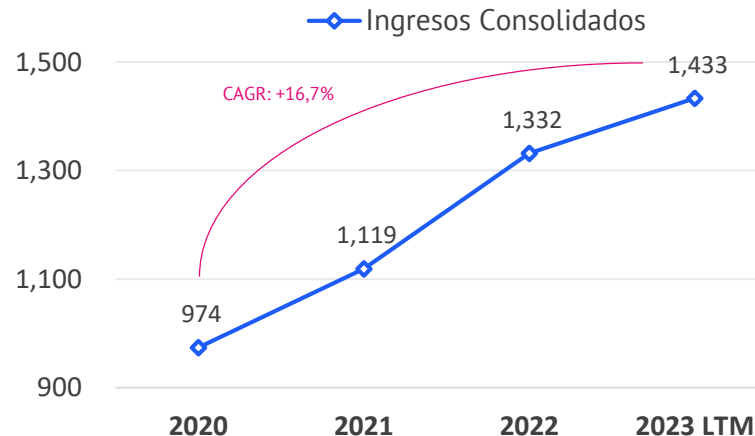
- Penetration into the [mining sector](#) in [Chile](#) with a [US\\$50 million](#) contract with [Codelco](#), 5 year duration.
- [New contracts](#) with companies in the [United States](#).
- Contract with the [Ministry of the Interior](#) of [Uruguay](#) for the expansion of the Comprehensive Public Surveillance and Security System.



Execution of Strategy in Business Activities and Revenue Generation (US\$ million)

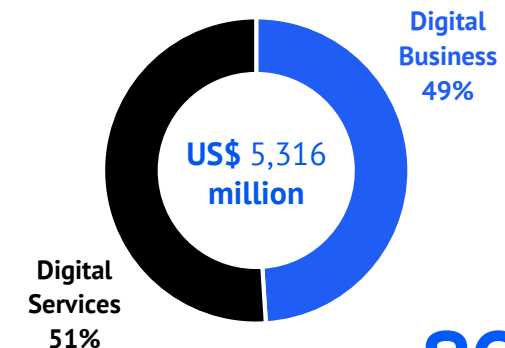


*Figures for 2022 and 6M22 exclude Infovia Digital deal (US\$ 170 million).



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

Consolidated Pipeline



Highlights

Semester Summary



Consolidated Revenue reaches US\$ 705.0 million / +16.7% c/t 6M22

Digital Business (US\$ 228.3 / +14.0%)

Digital Services (US\$ 214.1 / +0.7%)

B2C (US\$ 262.5 / +37.3%)



Gross Profit totaled US\$ 113.9 million / +13,9% c/t 6M22

EBITDA totaled US\$ 62.5 million / -4,7% c/t 6M22



Net Income attributable to the owners reached US\$ 20.5 million, higher by 33.0% compared to 6M22, mainly due to a lower income tax charge and a non-recurring non-cash financial gain from the acquisition of Multicaja in Jan-23.



Consolidated closed deals totalize US\$ 813.3 million / -4.8% c/t 6M22

Excluding one-off Infovia Digital deal in Brazil (2Q22), closed deals rose by ~18.8%

The 12 month pipeline reaches US\$ 5,316 million / Brazil represents 46% of the opportunities.

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Results: 2Q & 6M 2023

Revenue and EBITDA 2Q 2023



CONSOLIDATED REVENUE

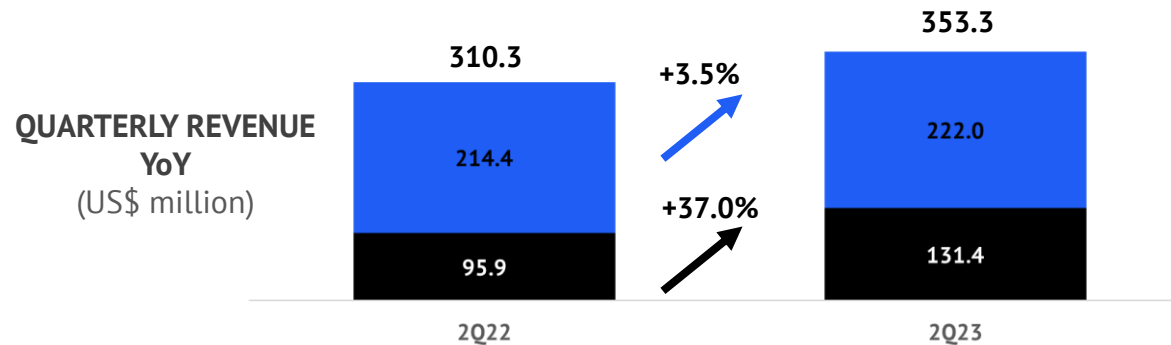
U\$ 353.3 million

U\$ 222.0 million (B2B Business)

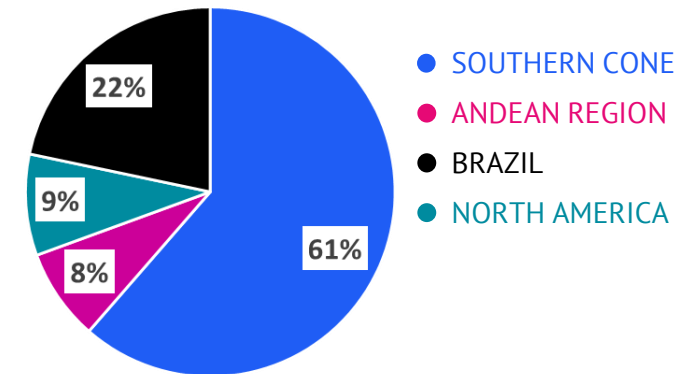


REVENUES GENERATION

● B2B BUSINESS ● B2C BUSINESS



CONSOLIDATED REVENUE CONTRIBUTION BY REGION



CONSOLIDATED EBITDA

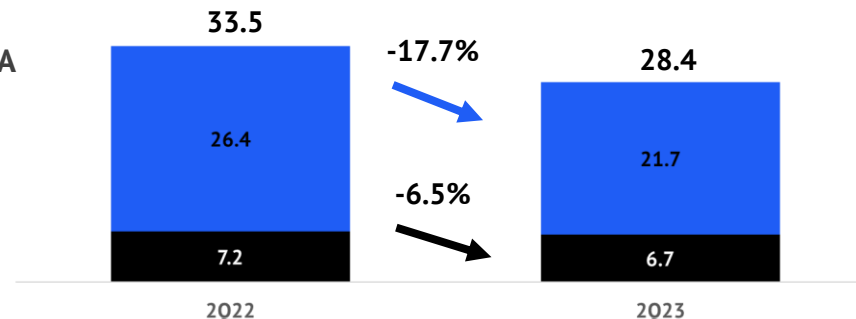
US\$ 28.4 million

US\$ 21.7 million (B2B Business)

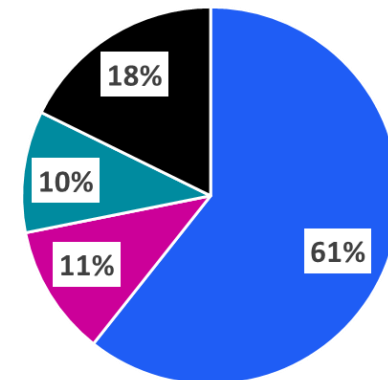


EBITDA GENERATION

QUARTERLY EBITDA A/A (US\$ million)



CONSOLIDATED EBITDA CONTRIBUTION BY REGION

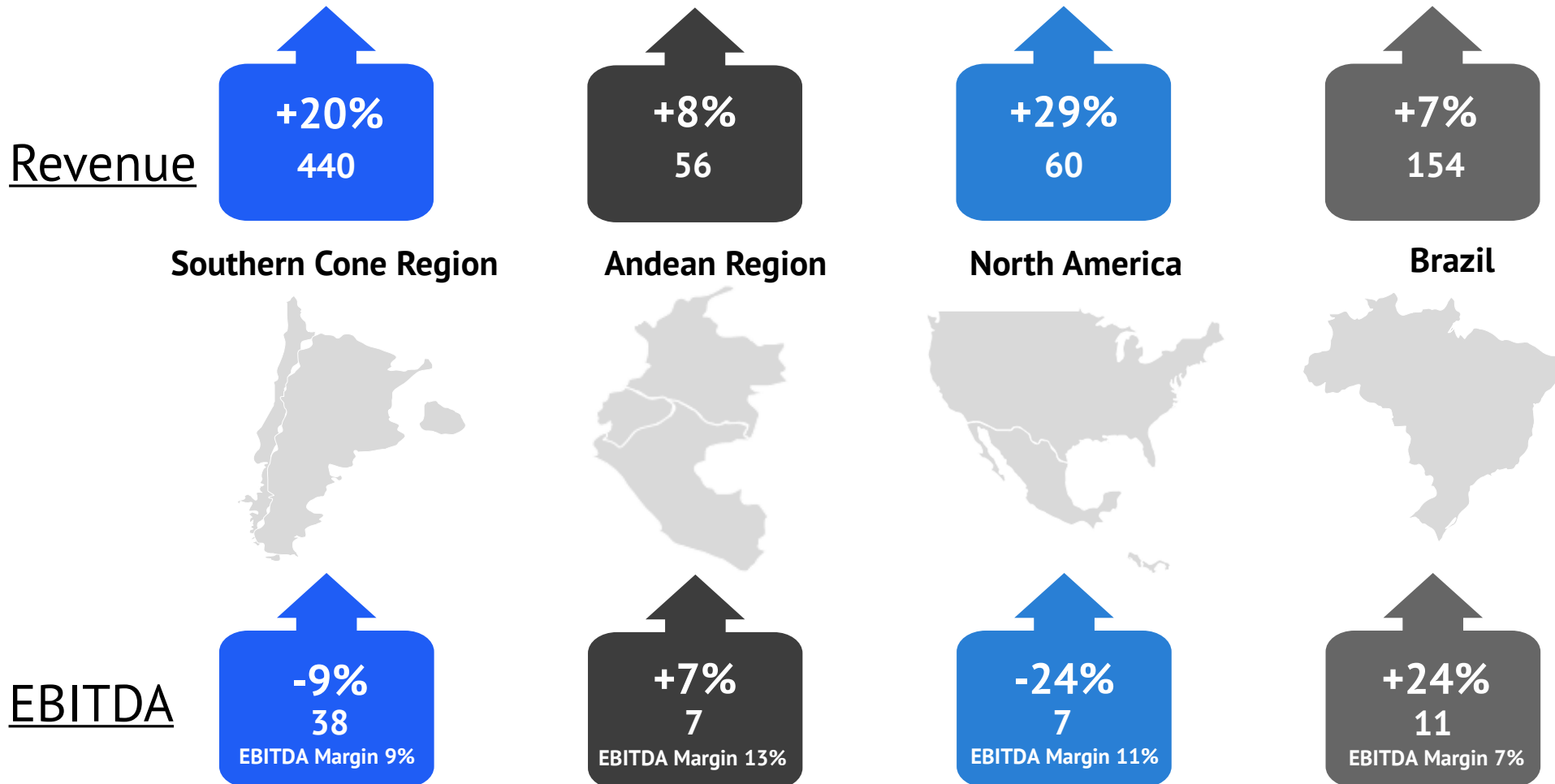


Results: 2Q & 6M 2023

Revenue by Geography

Reporting Currency compared with same period last year.

Geographies (US\$ million)



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Commercial Results

Sales

CONSOLIDATED
BUSINESS CLOSINGS
2Q23

US\$ 434.9
millones

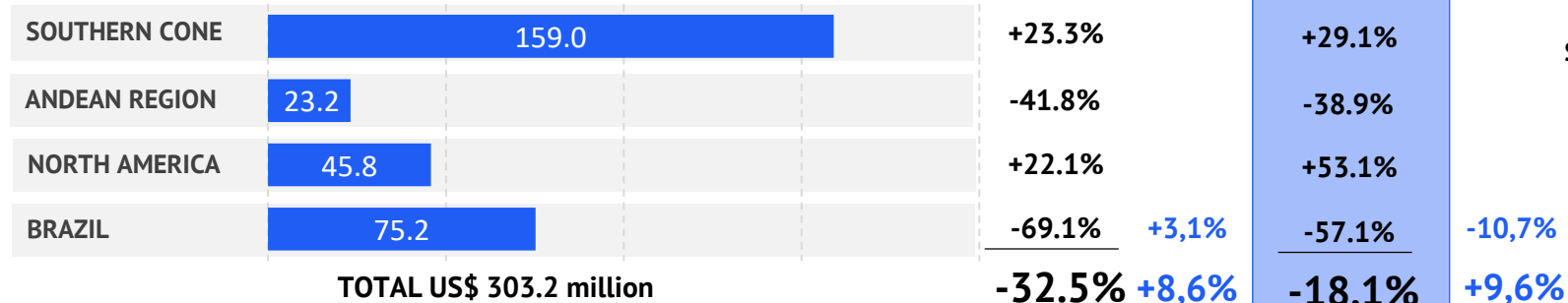
B2B BUSINESS
US\$ 303.2
million

B2C BUSINESS
US\$ 131.7
million

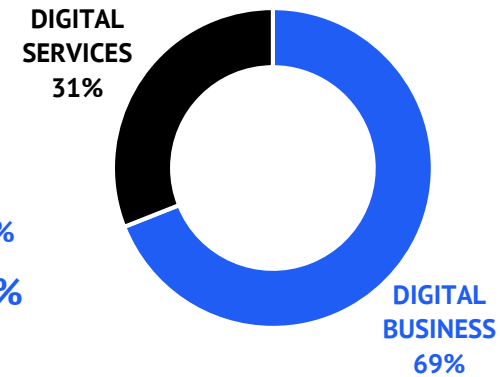
B2B BUSINESS CLOSINGS 2Q23



B2B BUSINESS CLOSINGS BY REGION
(US\$ million)



BY BUSINESS LINE (2Q23)



B2B BUSINESS CLOSINGS HIGHLIGHTS

- ❖ 86.9% corresponds to new contracts.
- ❖ Stands out in the quarter the closing of CODELCO (Chile) contract ~US\$ 50 million.
- ❖ Furthermore, new agreements were reached with the Administradora de Fondos de Cesantía and Banco Estado in Chile the Public Ministry of the State of Minas Gerais in Brazil, and an interesting range of contracts with multinational corporations.

Commercial Results

Highlights

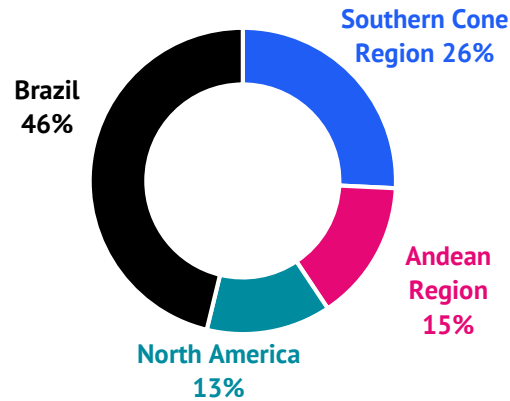


COMMERCIAL OPPORTUNITIES "PIPELINE"

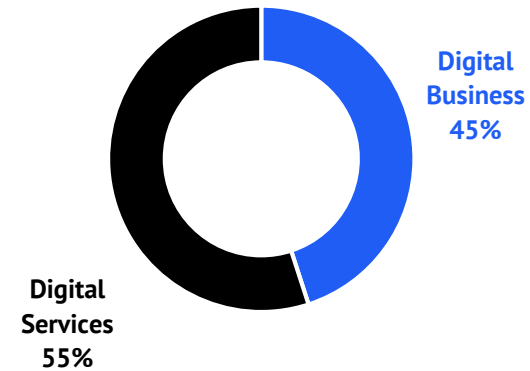
US\$ 5,316 million



PIPELINE CONTRIBUTION BY REGION

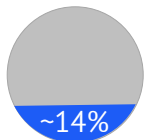


BY BUSINESS LINE



OPORTUNIDADES COMERCIALES POR TAMAÑO

Range	Pipeline				
	Southern Cone	Andean Region	North America	Brazil	Total
US\$ Millions					
0 - 25	1,222	761	554	2,032	4,569
> 25	147	30	145	424	746
Total	1,369	791	699	2,457	5,316



Opportunities of +US\$ 25 million



PIPELINE HIGHLIGHTS

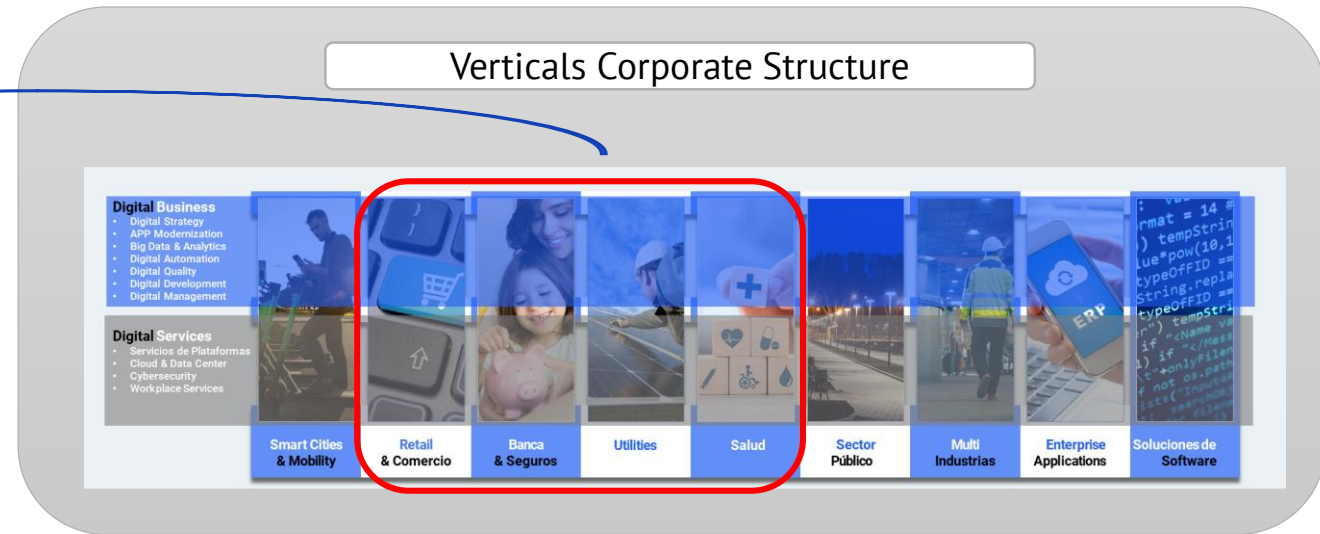
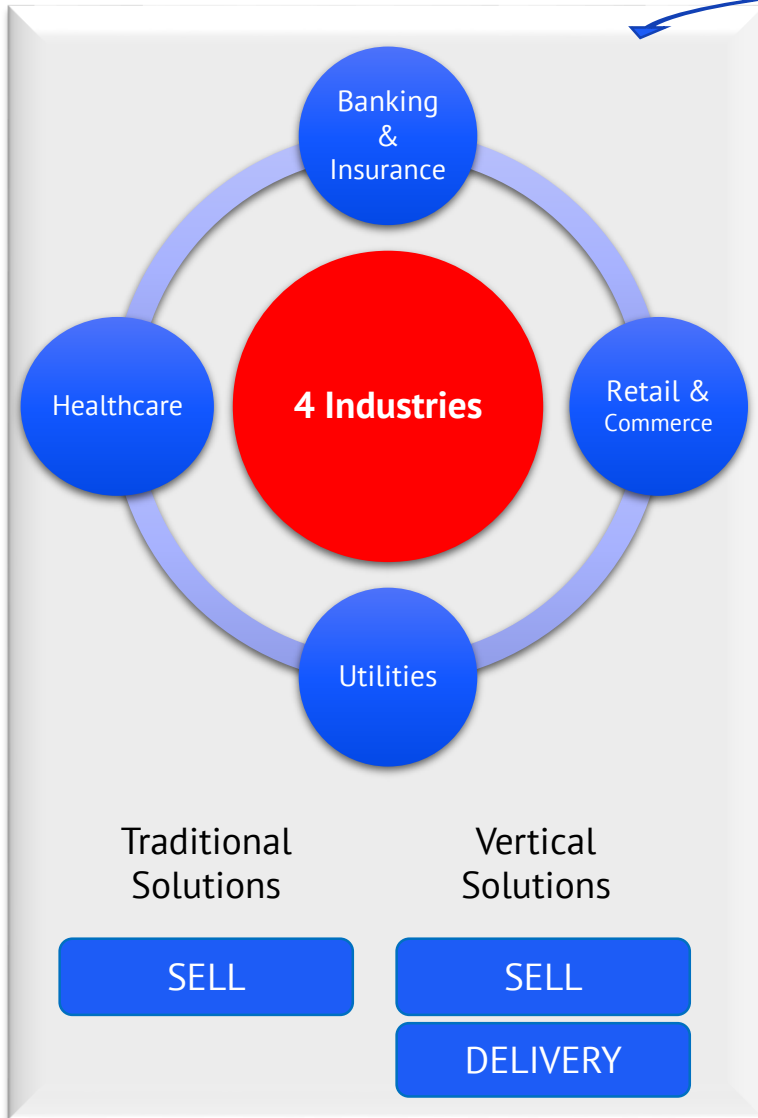
- ❖ Smart Cities & Mobility opportunities reached ~US\$ 750 MM
- ❖ Cloud & Data Center reached ~US\$ 770 MM
- ❖ Digital Applications Service & Digital Business Offerings opportunities totalized ~US\$ 400 MM.
- ❖ Vertical Sectorial Industry solutions reaches ~US\$ 680 million, *includes owned solutions in the following sectors: Banking & Insurance, Retail & Commerce, Healthcare, and Utilities

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Vertical Industry Solutions (VIS)

Business Description and Structure



High specialization and penetration in each Industry

Development of Solutions from every Vertical

Commercial Excellence

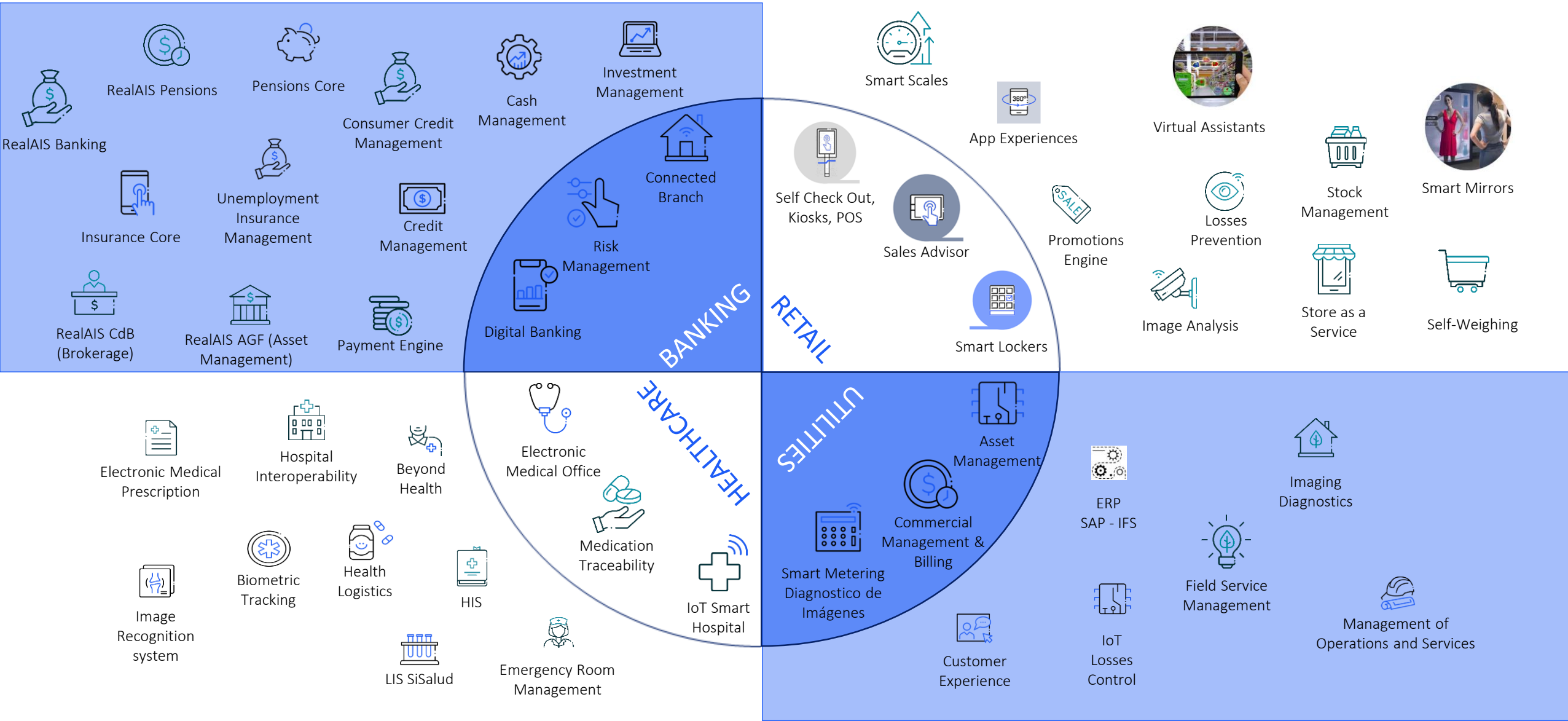
Geo Expansion

Comprehensive Customer Management

Excellence in Delivery

Vertical Industry Solutions (VIS)

SONDA Solutions by Industry



Results: 1H 2023

Commercial Closings by Vertical and Growth Compared to 2022

Commercial Closings in US\$ million		Real	
		1H 2023	YoY
Banking & Insurance	Vertical Total	52.5	18.3%
	Traditional Offering	27.5	27.8%
	Vertical Offering	25.0	9.3%
Retail & Commerce	Vertical Total	32.9	31.2%
	Traditional Offering	26.8	10.4%
	Vertical Offering	6.1	698.7%
Healthcare	Vertical Total	23.2	36.3%
	Traditional Offering	9.3	40.6%
	Vertical Offering	13.9	33.6%
Utilities	Vertical Total	14.7	61.0%
	Traditional Offering	12.1	79.2%
	Vertical Offering	2.6	9.3%

Total Closures
1H 2023
US\$ 123 million
+29.0% YoY

Total Vertical Offer Closures
1H 2023
US\$ 48 million
+30.6% YoY

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Perspectives and Topics of Interest

Perspectives

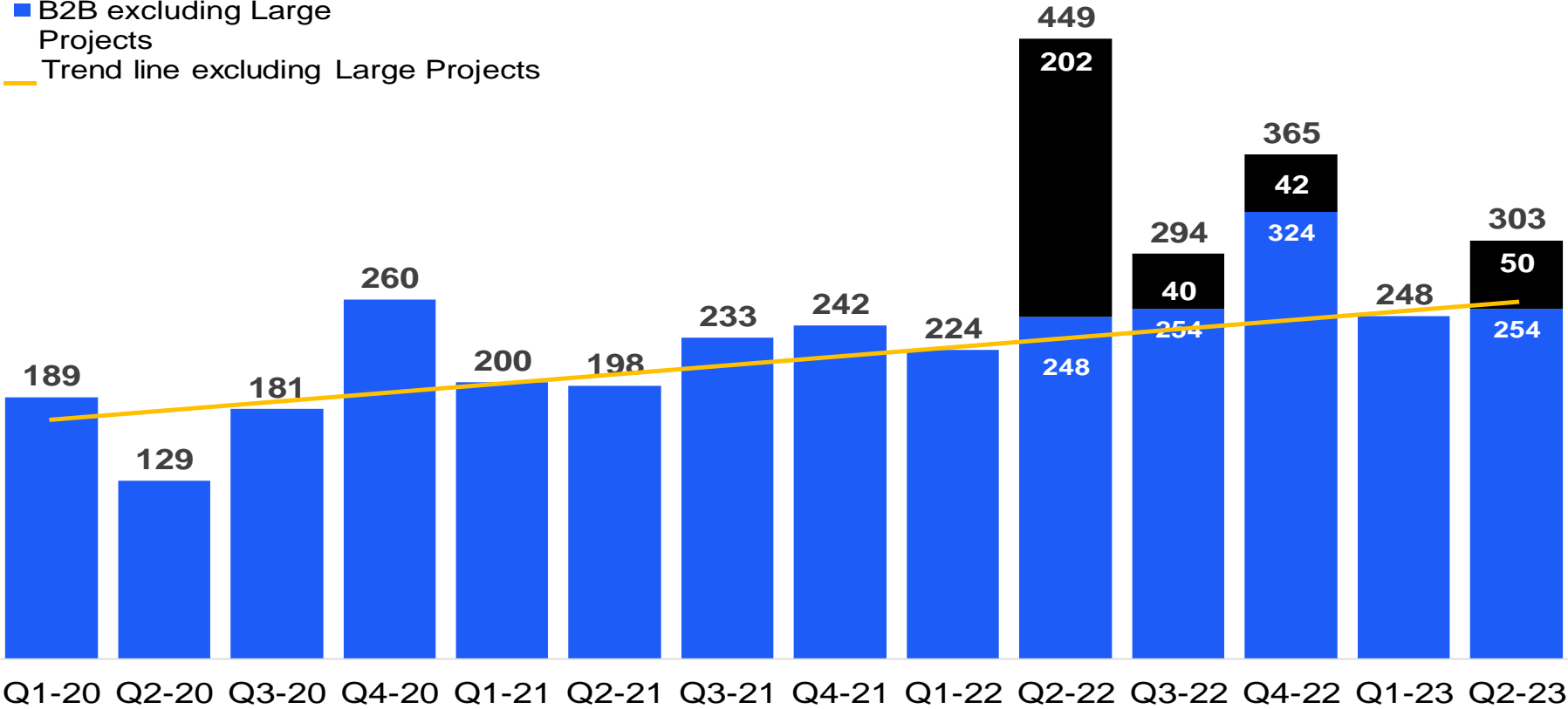
- The strong growth trend continues this year, marking the second consecutive period of double-digit growth.
- The pipeline at historical levels, surpassing US\$ 5 billion, with adequate geographic diversification.

Topics of Interest 2Q23

- Establishment of the International Business division.
- The "Vertical Industry" specialization strategy as a lever for growth.
- New contract with Codelco in Chile consolidates SONDA in the mining sector, reaffirms its competitiveness, and opens up new opportunities in the region

Evolution of Deal Closures

- Large Projects
- B2B excluding Large Projects
- Trend line excluding Large Projects



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SANTIAGO / JULY 28th, 2023 / SECOND QUARTER EARNINGS PRESENTATION