



Earnings Presentation

1Q 2024

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Speakers



José Orlandini

Chairman of the Board



Marcelo Castiglione

Chief Executive Officer



Gonzalo Soto

Chief Financial Officer



AGENDA 1Q 2024

- Latest Events
- Highlights 1Q24
- Financial Results
- Commercial Results
- Final Remarks

Latest Events

Fitch Ratings confirms SONDA's solvency ratings and bond lines at AA- with a Stable Outlook.

Pipeline in Brazil US\$ +2.6 billion, and business closed in 1Q24 for US\$116 million (+79% YoY).



Leveraging growth through large integration and implementation projects

Progress in the consolidation and integration of Klap anticipate positive results

We continue closing opportunities in strategic fronts...

Transport:  

Strengthening our positioning with new closings

Public-Private Partnerships: 

Granting of a new business associated with the base contract of PPP Infovía Digital

Our Startup Ecosystem adds a fourth country this quarter with a closed deal.



+60 Startups as of Mar-24

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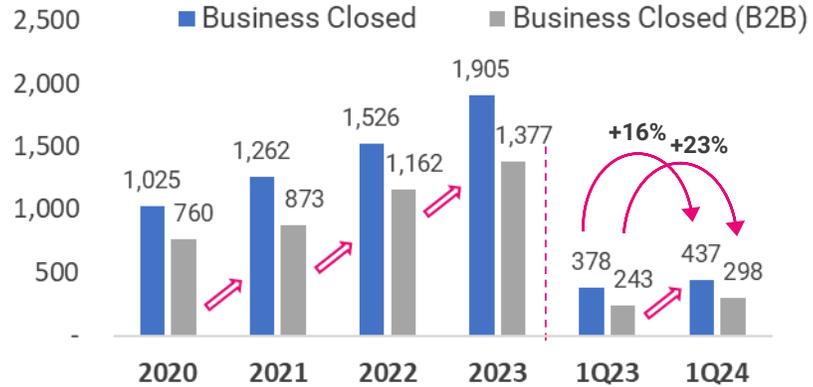


AGENDA 1Q 2024

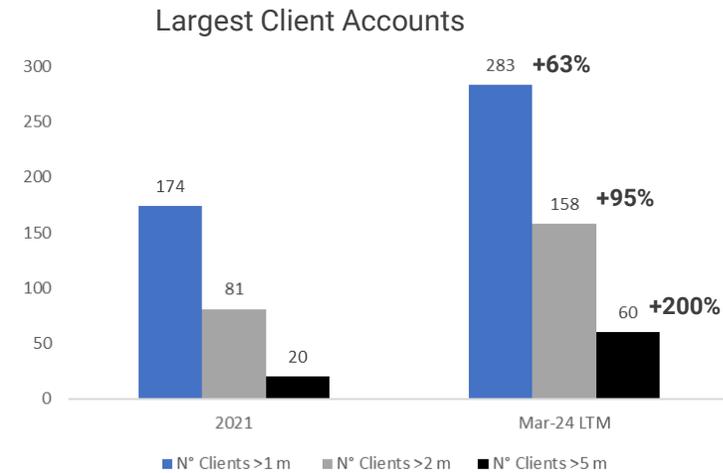
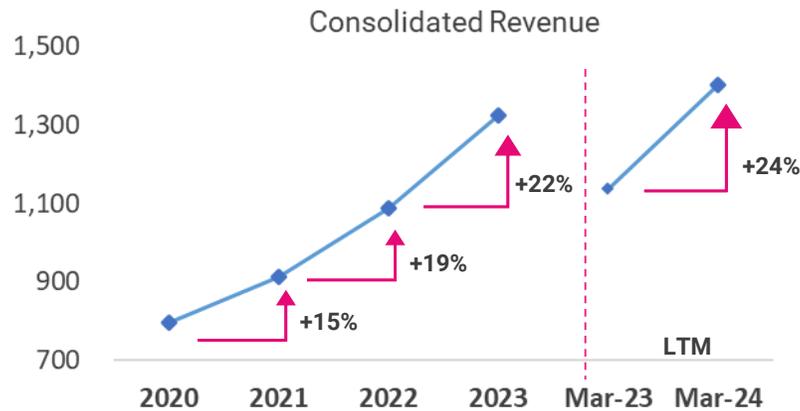
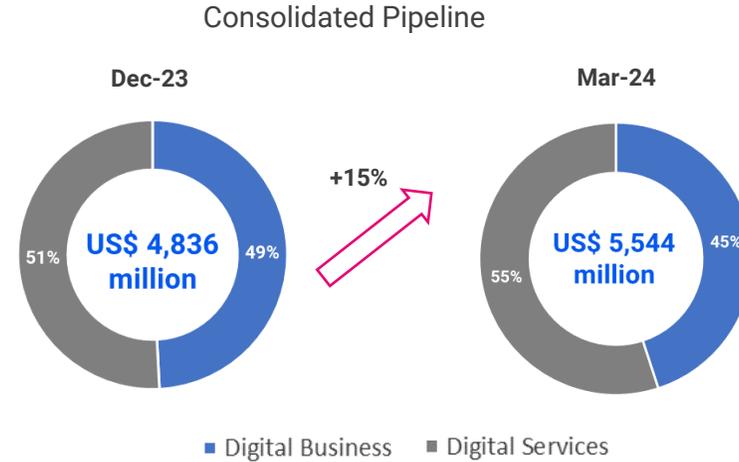
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Highlights 1Q24

Verticalization Strategy materializes in Results (US\$ millions)



- 2022 figures exclude Infovia Digital Project (US\$ 170 million)
- B2B excludes Transactional Business (Quintec Distribución + Tecnoglobal + Microgeo + Multicaja)



Figures in reported currency, converted with exchange rate at as of March 31, 2024.

Amounts aggregated in US\$ million, currency converted with exchange rate as of March 31, 2024.

Highlights 1Q24

Quarter Summary

Consolidated Revenue reached US\$ 366 million / +27.5% c/t 1Q23

→ Digital Business (US\$ 146 / +46.3%)

→ Digital Services (US\$ 88 / +15.4%)

→ Transactional Business (US\$ 133 /+19.1%)

Gross Profit totaled US\$ 53 million / +18.4% c/t 1Q23

Operating Income reached US\$ 22 million / +23.8% c/t 1Q23

EBITDA totaled US\$ 35 million / +24.6% c/t 1Q23

Net Income attributable to the owners reached US\$ 5 million, positioning US\$ 8 million below the 1Q23 figures

Consolidated closed deals amount US\$ 437 million / +15.5% compared to 1Q23.

12-month pipeline reaches US\$ 5,544 billion / Brazil represents 47% of the opportunities.

Highlights 1Q24

Marcelo Castiglione assumes as **Corporate CEO**

- Extensive experience in Venture Capital during the .com era
- +17 years of experience in the IT industry
- At SONDA:
 - ✓ Leadership in significant integration projects in the region
 - Comprehensive services with applications for the healthcare industry
 - Transportation and Smart City initiatives at a regional level
 - ✓ Leadership of SONDA's operations in Panama and other Central American countries
 - ✓ Leadership of operations in the Southern Cone: Chile, Argentina, and Uruguay





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Results: 1Q 2024

Revenue and EBITDA 1Q 2024



CONSOLIDATED REVENUE

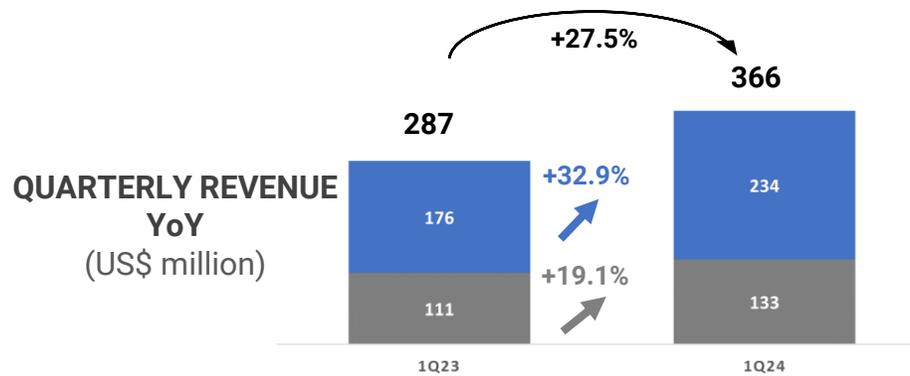
US\$ 366 million

US\$ 234 million (B2B Business)



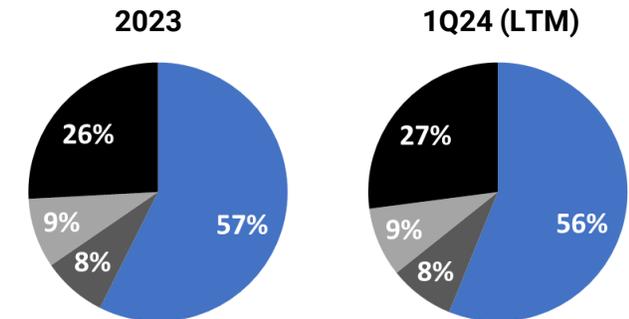
REVENUE GENERATION

● B2B BUSINESS ● TRANSACTIONAL BUSINESS



CONSOLIDATED REVENUE CONTRIBUTION BY REGION

● SOUTHERN CONE ● ANDEAN REGION
● BRAZIL ● NORTH AMERICA



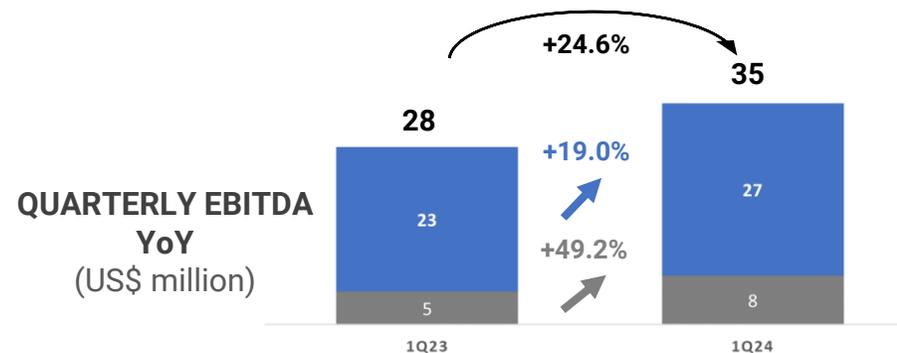
CONSOLIDATED EBITDA

US\$ 35 million

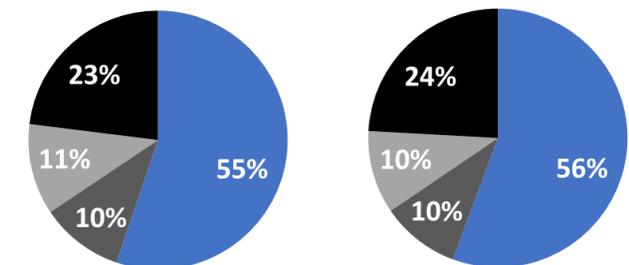
US\$ 27 million (B2B Business)



EBITDA GENERATION



EBITDA CONTRIBUTION BY REGION



Results: 1Q 2024

Revenue and EBITDA 1Q 2024 by Geography

Reporting Currency compared with same period last year.

Geographies (US\$ Million)

Revenue



Southern Cone Region



Andean Region



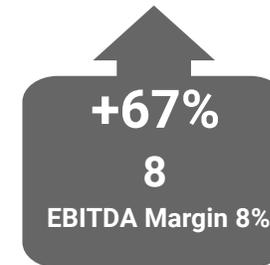
North America



Brazil



EBITDA





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Commercial Results

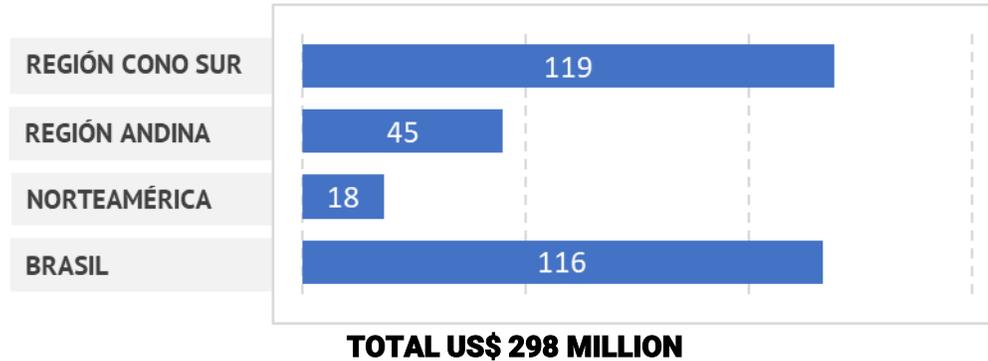
Sales

**CONSOLIDATED
1Q24
US\$ 437
million**

**B2B Business
US\$ 298
million**

**TRANSACTIONAL
BUSSINESS
US\$ 139
million**

B2B 1Q24 (US\$ MM)



**Δ % a/a
c/r 1Q23**

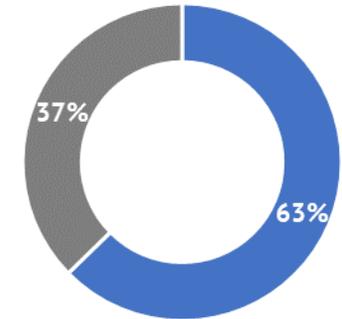
-6.9%

+128.5%

-40.2%

+79.0%

+22.9%



■ Digital Business ■ Digital Services

1Q24 SALES HIGHLIGHTS

- ❖ Additional businesses in the Infovía Digital contract
- ❖ MPS contract with the largest network of clinics in Brazil
- ❖ Service Desk project with a major Health Insurance company
- ❖ New security contract with the Municipality of Vitacura
- ❖ Expansion of security contract in Uruguay
- ❖ In Mexico, new fleet management contract for the "Tren Ligero"

+80% correspond to new contracts

Commercial focuses in the medium to long term

Cybersecurity systems, critical in recent years

Migration projects to public and private clouds for various clients

Deployment of hyperscalers, both public and private, in our Data Centers

Comprehensive communications for connecting large industrial zones

Communication management for mining and forestry industries

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Resultados Comerciales

Pipeline

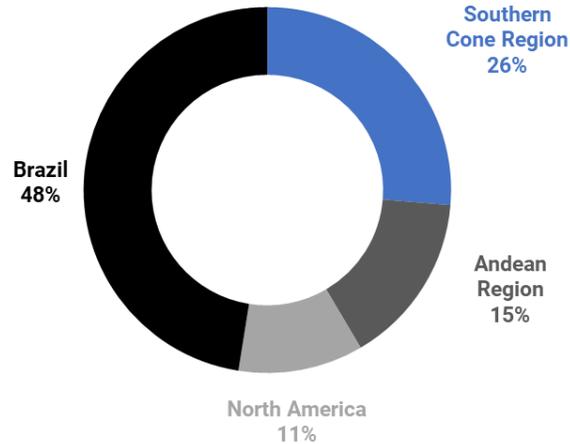


COMMERCIAL OPPORTUNITIES "PIPELINE"

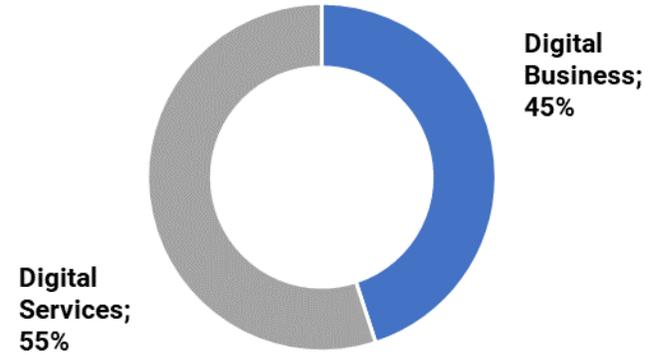
US\$ 5,544 million



PIPELINE CONTRIBUTION (US\$ MM) BY REGION



BY BUSINESS LINE



COMMERCIAL OPPORTUNITIES BY SIZE

Range	Pipeline				
	Southern Cone	Andean Region	North America	Brazil	Total
US\$ Millions					
0 - 25	1,230	816	501	1,895	4,442
> 25	229	28	109	737	1,102
Total	1,459	843	610	2,632	5,544



PIPELINE HIGHLIGHTS

- ❖ Smart Cities & Mobility solutions reach \$760 million
- ❖ Cloud & Data Center solutions reach \$730 million
- ❖ Digital Business Offerings reach \$150 million
- ❖ Digital Communications reach \$160 million
- ❖ Vertical Industry Solutions reach \$630 million (Banking & Insurance, Retail & Commerce, Health, and Utilities)



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Final Remarks

Standardization, Efficiency, and Process Quality // Cultural Change in People

Expanding across all countries as an integrator of the various service towers in our portfolio

Deepening the verticalization strategy with value-added solutions

Enhancing large, long-term integration projects with high replicability rates

Consolidation of the Customer Engagement Center (CEC)

Deepening of the Digital Communications business unit

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SANTIAGO / APRIL 26, 2024 / FIRST QUARTER EARNINGS PRESENTATION