



Earnings Presentation

3Q & 9M 2024

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Speakers



José Orlandini

Chairman of the Board



Marcelo Castiglione

Chief Executive Officer



Gonzalo Soto

Chief Financial Officer



AGENDA 3Q & 9M 2024

- **Strategic Progress**
- Highlights 9M24
- Financial Results
- Commercial Results
- Final Remarks

Strategic Progress

Innovation & Startups Ecosystem

→ Ranking Venture Client 2024
Top 10 in LatAm thus recognizing SONDA's commitment to the world of Startups and bringing innovation within the company, complementing our value offering.

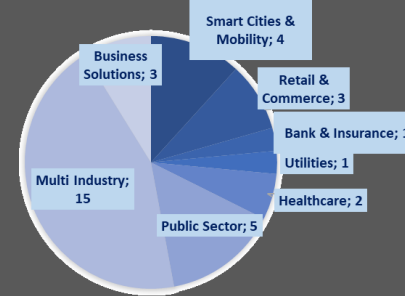
Data Center Business – 3Q24

→ Attractive closed contracts strengthen future business expectations (+US\$ 55 Million)



New Logos in Brazil – 9M24

→ +34 new logos during 9M24



Mobility – 3Q24

→ SONDA closes its first **electromobility** contract in Mexico
 → contract extensions with SUBE and Metrobus (US\$ 4 and 11 Millions)



+60 startups

7 Countries

with pipeline or Business Closed

Mexico, Chile, Colombia, Uruguay, Panama, Peru and Brazil.

30 opportunities analyzed

5 projects delivered in the Region

Industry Focus

Bank and Insurance, Smart Cities, Retail, Healthcare, Agro, education, Mining and Manufacture.

DC KUDOS

Conducting engineering studies for phase 2

Definition of optimal structure in line with market trends

Brazil

SONDA Brazil Business Closed 9M24: US\$ 371 millions (+20% YoY)

Of them, **+40%** correspond to up-sellings and new businesses

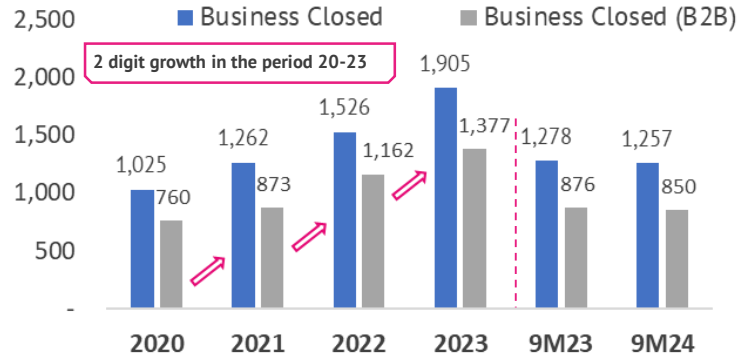
SONDA's mobility business is a regional benchmark

(Collection + Fleet Management + Electro mobility)



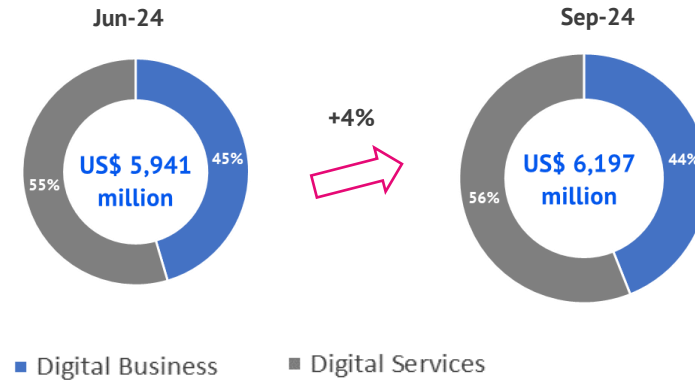
Strategic Progress

Materialization of Verticalization Strategy by Industries (US\$ Million)

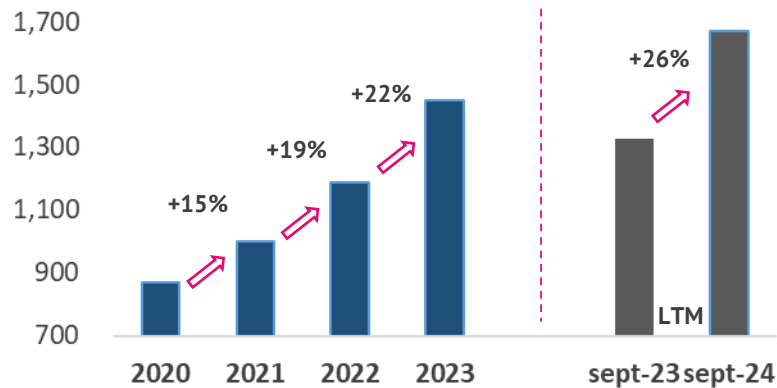


- 2022 figures exclude Infovia Digital project (US\$ 170 million)
- B2B sales exclude the Transactional business (Quintec Distribución + Tecnoglobal + Microgeo + Klap)

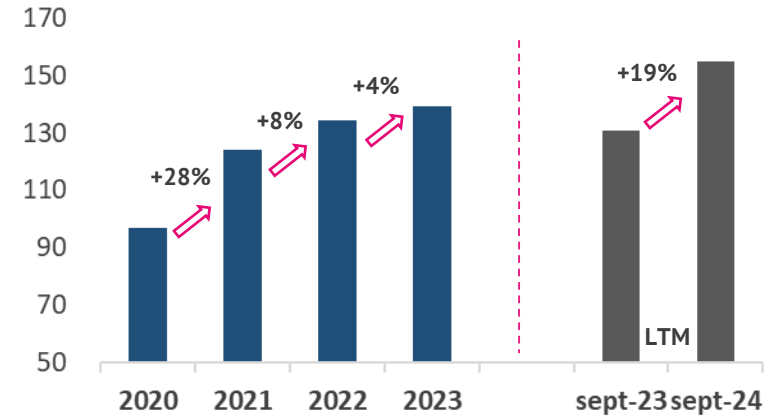
Consolidated Pipeline



Consolidated Revenues



Consolidated EBITDA



* Figures in reporting currency, converted to Exchange Rate USD/CLP ad of sep-24 = \$897.68



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Highlights 9M24

Results Summary

Consolidated Revenues reached US\$ 1,200 millones / +22.7% c/t 9M23

→ Digital Business (US\$ 407 / +29.1%)

→ Digital Services (US\$ 381 / +25.3%)

→ Transactional Business (US\$ 412 / +14.8%)

Gross Profit totaled US\$ 168 million / +9.2% c/t 9M23

Operating Income reached US\$ 60 million / +16.3% c/t 9M23

EBITDA registered US\$ 104 million / +17.7% c/t 9M23

Net Income reached US\$ 17 million positioning US\$ 8.2 million below 9M23

Consolidated closed deals totaled US\$ 1,257 million / -1.6% c/t 9M23

12-month pipeline reaches US\$ 6,197 million / Brazil represents 45% of the opportunities



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Results 3Q 2024

Revenues and EBITDA 3Q 2024



CONSOLIDATED REVENUES

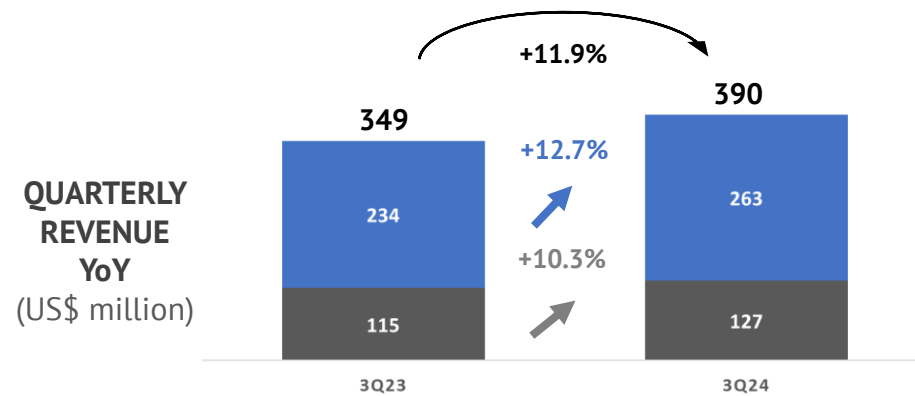
US\$ 390 million

US\$ 263 million (B2B Business)



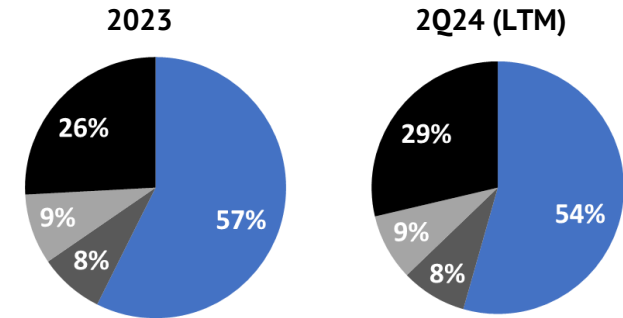
REVENUE GENERATION

● B2B BUSINESS ● TRANSACCIONAL BUSINESS



CONSOLIDATED REVENUE CONTRIBUTION BY REGION

● SOUTHERN CONE ● ANDEAN REGION ● BRAZIL ● NORTH AMERICA



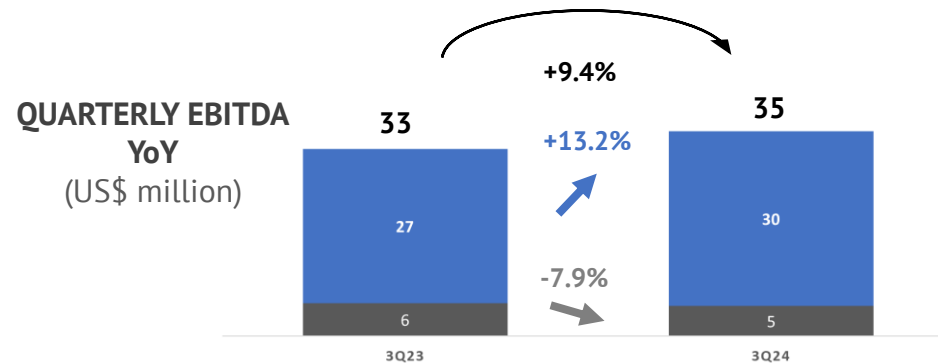
CONSOLIDATED EBITDA

US\$ 35 million

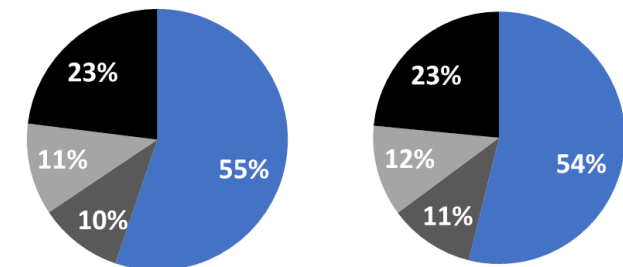
US\$ 30 million (B2B Business)



EBITDA GENERATION



CONSOLIDATED EBITDA CONTRIBUTION BY REGION



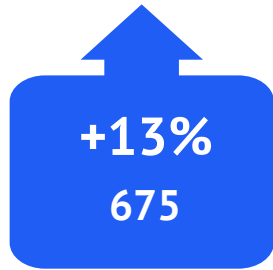
Results 9M 2024

Revenues and EBITDA 9M 2024 by Geography

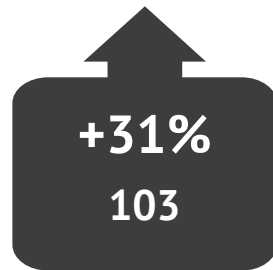
Reporting Currency compared with same period last year

Geographies (US\$ Million)

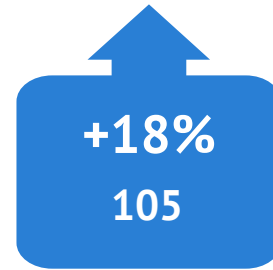
Revenues



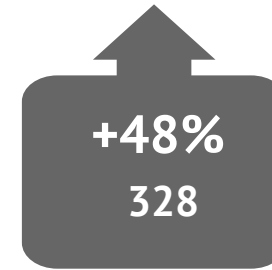
Southern Cone Region



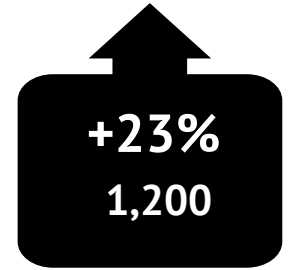
Andean Region



North America



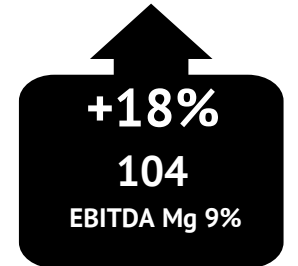
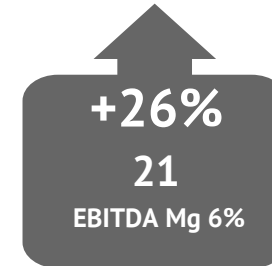
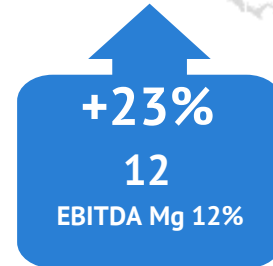
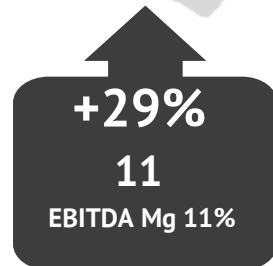
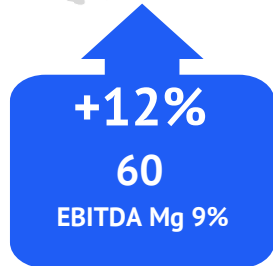
Brazil



Consolidated



EBITDA



* Figures do not include consolidation adjustments



AGENDA 3Q & 9M 2024

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Commercial Results

Sales

CONSOLIDATED 9M24

US\$ 1,257 million

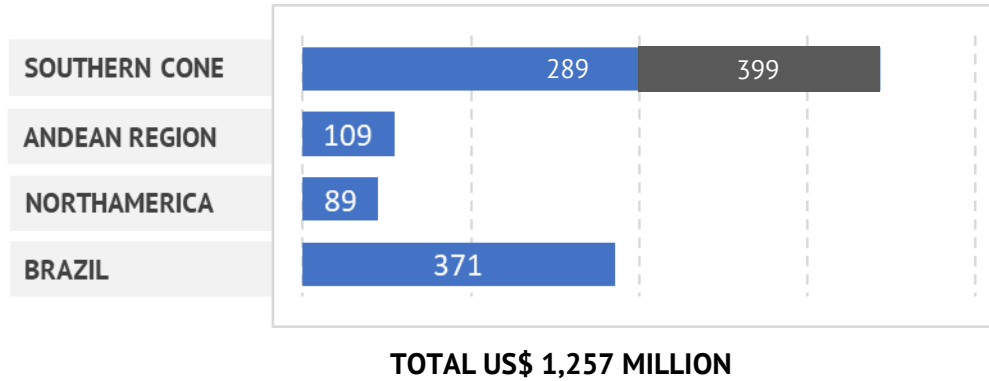
B2B BUSINESS

US\$ 859 million

TRANSACCIONAL BUSINESS

US\$ 399 million

9M24 Consolidated (US\$ MM)



△ % YoY
c/t 9M23

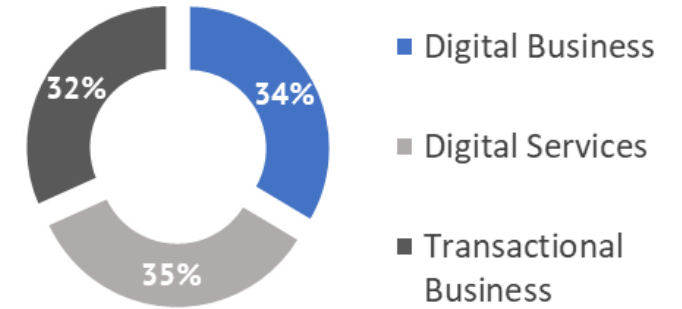
-13.6%

+47.2%

-9.1%

+20.0%

-2.8%



3Q24 SALES HIGHLIGHTS

❖ Modernization of Telecommunications Infrastructure

 Client: Fiscalía General de Justicia

❖ MDS Contract

 Client: Servicio Nacional de Patrimonio Cultural

❖ Data Center

 Client: Caixa Econômica Federal

❖ Digitalization of self-service and payment processes

 Client: Food Service Operator

❖ Data Center, Field Services and Service Desk

 Clients: Retail (x2) – Telecom - Clinic

❖ Mobility (Collection)

 Client: SUBE

❖ Self-service kiosks

 Client: Importante cadena de farmacia

❖ Investment Solution

 Client: Local Bank

❖ Mobility (Electro-mobility) 

Electro chargers for the fleet of Metrobus



Commercial Results

Pipeline

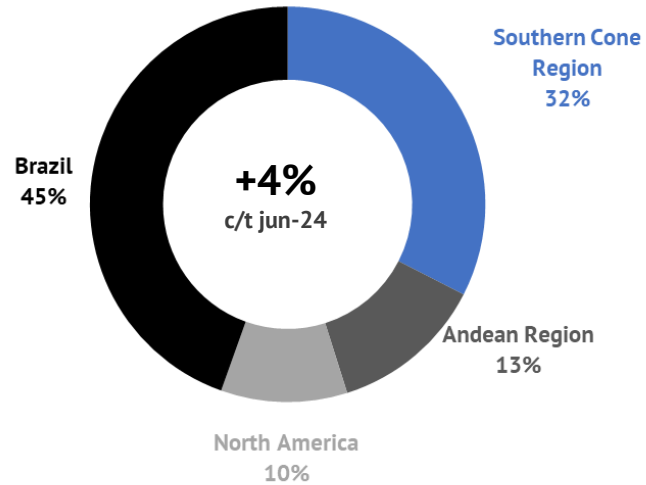


COMMERCIAL OPPORTUNITIES
"PIPELINE"

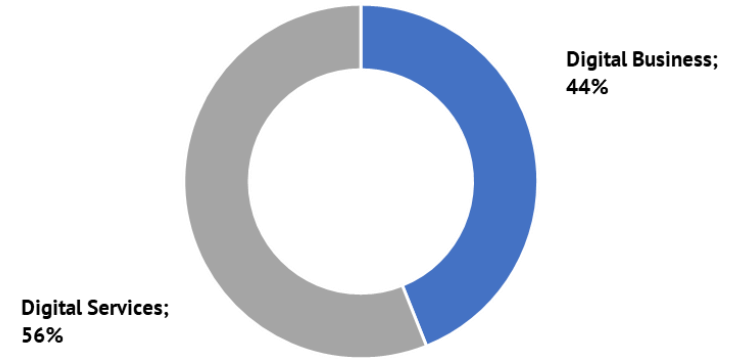
US\$ 6,197 million



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	1,627	781	532	1,640	4,580
> 25	389	0	109	1,119	1,617
Total	2,016	781	641	2,760	6,197



PIPELINE HIGHLIGHTS

- ❖ Smart Cities & Mobility solutions reach \$870 million
- ❖ Cloud & Data Center solutions reach \$720 million
- ❖ Digital Business Offerings reach \$160 million
- ❖ Digital Communications reach \$450 million
- ❖ Vertical Industry Solutions reach \$630 million (Banking & Insurance, Retail & Commerce, Health, and Utilities)



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Final Remarks

First nine months of the year highlighted by solid growth in Revenue and EBITDA

Continued consolidation of Brazil and Mexico

SC&M Vertical enters electro mobility with a contract with Metrobus in Mexico

Demand for Data Center services accelerates in the region

KUDOS begins phase 2 engineering studies

SONDA in development of Strategic Plan for the period 25-27

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SANTIAGO / OCTOBER 25, 2024 / EARNINGS PRESENTATION FIRST NINE MONTHS OF 2024