



Earnings Presentation

1Q 2025

Member of
**Dow Jones
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Speakers



José Orlandini

Chairman of the Board



Marcelo Castiglione

Chief Executive Officer



Gonzalo Soto

Chief Financial Officer



AGENDA 1Q 2025

- Highlights
- Evolution of Results and Highlights
- Financial Results
- Commercial Results
- Mega Deals Opportunities
- Final Comments
- Q&A

Latest Events

Recents Adjudications



- ❖ First **mission-critical radio communications** project
Client: [Empresa de los Ferrocarriles del Estado \(EFE\)](#)



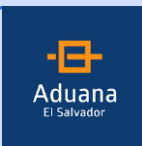
- ❖ Solutions **RIS/PACS**
Client: [Network Servicio de Salud Metropolitano Sur](#)



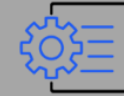
- ❖ **Service of Building Management System**
Client: [Hospital Sótero del Río and Cordillera](#)



- ❖ Solution of **digitalization** and **automatization** of services
Client: [customs house of El Salvador](#)



Economic environment
presents significant
challenges in the region



SONDA publishes its **2024 Integrated Report**, highlighting its recognition in **innovation, cybersecurity, and sustainability**. Available [here](#)



Ordinary Shareholders' Meeting approved the **distribution of a final dividend** equivalent to **50% of Profits**



Important business
opportunities in the **Mega Deals** unit



Pipeline grows strongly c/r Dec-24
improving future expectations



SONDA's "**Technologies with Impact**" Book:
available [here](#)

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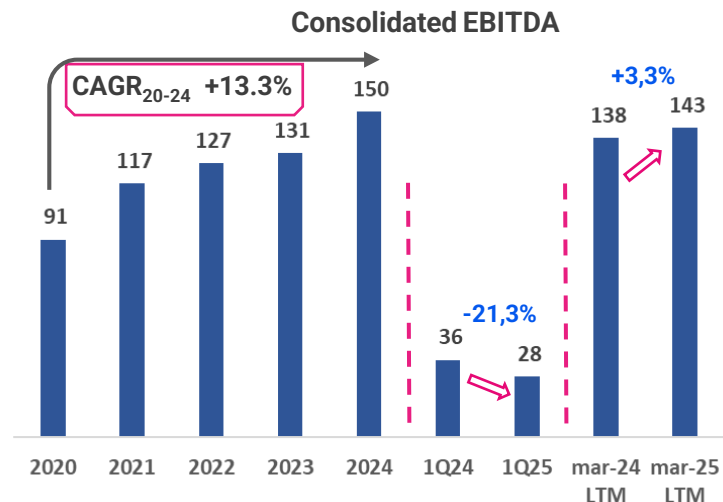
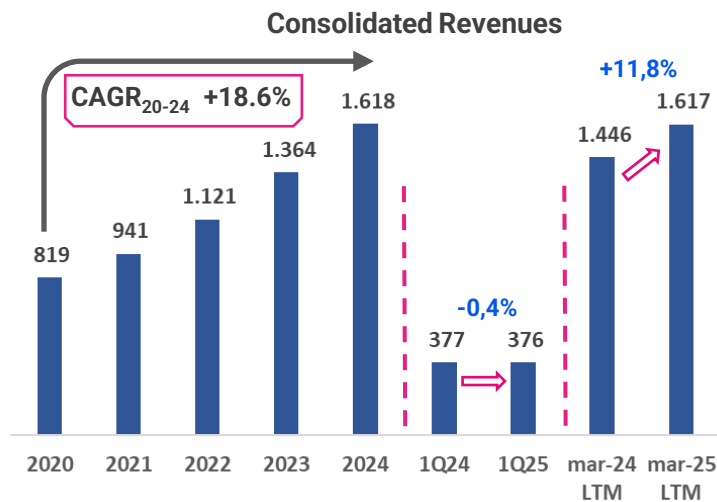


AGENDA 1Q 2025

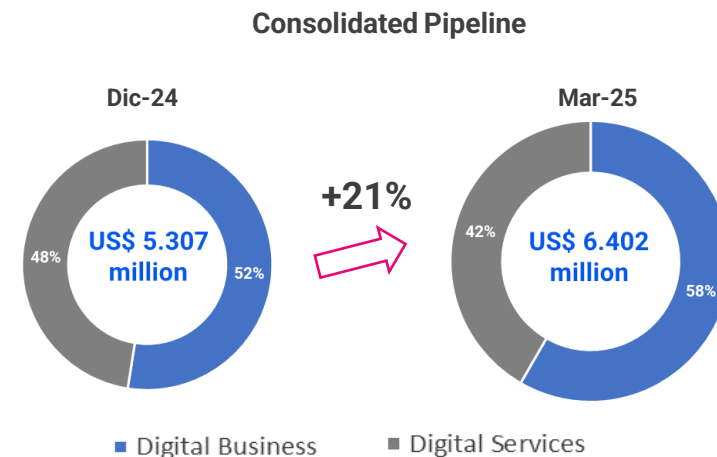
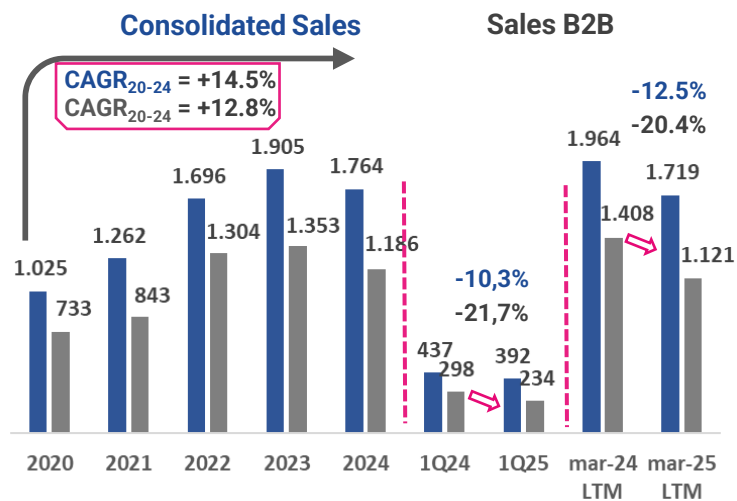
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Evolution of Results

Positive historical evolution of results



* Cifras en US millones, moneda de reporte, convertidas a T/C USD/CLP de cierre de mar-25 = 953,07



• Ventas B2B excluyen el negocio Transaccional (Quintec Distribución + Tecnoglobal + Microgeo + Klap)

Highlights

Summary of Results 1Q25 (Reporting Currency)

Consolidated Revenues recorded US\$ 376 million / -0.4% c/r 1Q24

→ Digital Business (US\$ 130 / -3.9%)

→ Digital Services (US\$ 93 / -12.4%)

→ Transactional Business (US\$ 154 / +12.5%)

EBITDA recorded US\$ 28 million / -21.3% c/r 1Q24

Net Profit stands at US\$ 5 million / +17.6% c/r 1Q24

Consolidated deal closings total US\$392 million / -10.3% c/r 1Q24

Pipeline of last twelve months reached US\$ 6.4 billion / Brazil represents a 35% of the opportunities



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1Q 2025 Results

Incomes and EBITDA 1Q 2025 (Reporting Currency)



Consolidated
Revenues

**US\$ 376
million**

US\$ 222 million
(BUSINESS B2B)

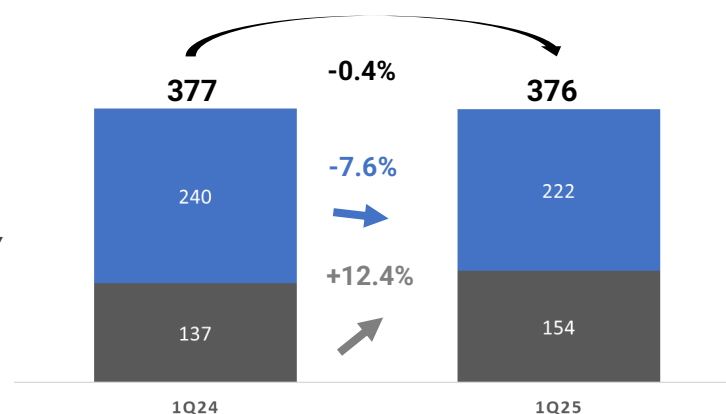


REVENUE GENERATION

● B2B BUSINESS

● TRANSACCIONAL BUSINESS

REVENUES
QUARTER Y/Y
(US\$ million)



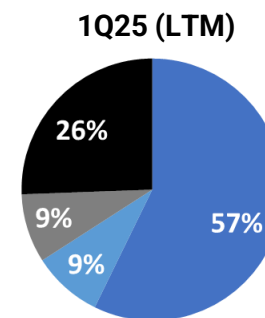
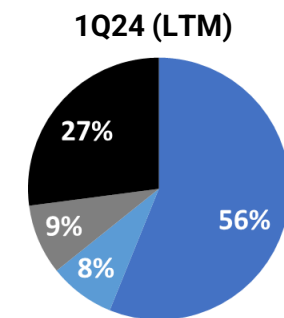
CONSOLIDATED REVENUES
CONTRIBUTION BY REGION

● SOUTHERN CONE REGION

● BRAZIL

● ANDEAN REGION

● NORTH AMERICA



Consolidated
EBITDA

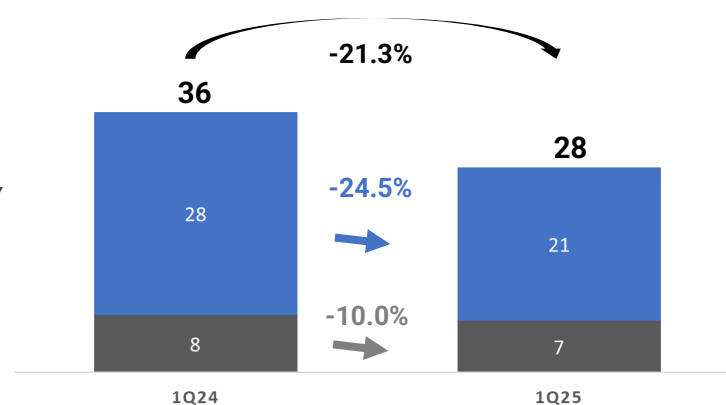
**US\$ 28
million**

US\$ 21 million
(BUSINESS B2B)

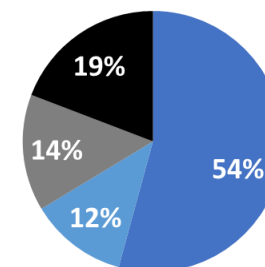
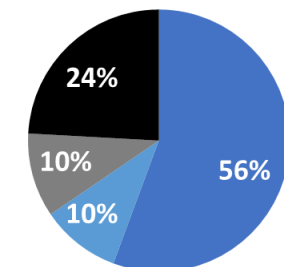


EBITDA GENERATION

EBITDA
QUARTER Y/Y
(US\$ million)



CONSOLIDATED EBITDA
CONTRIBUTION BY REGION

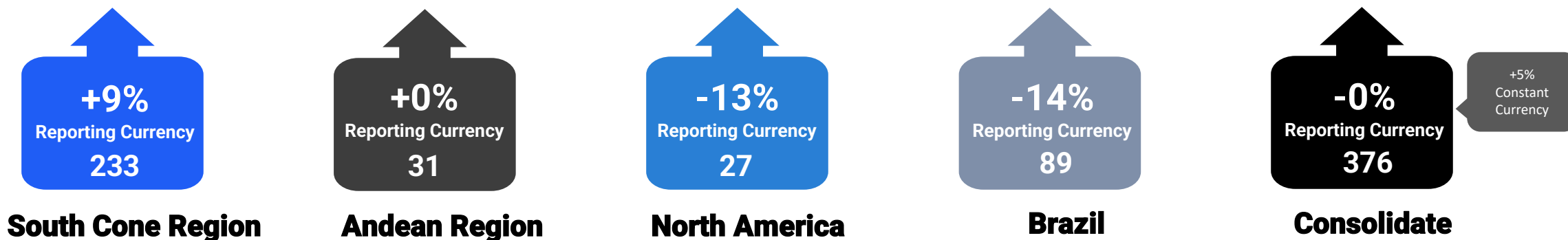


1Q 2025 Results

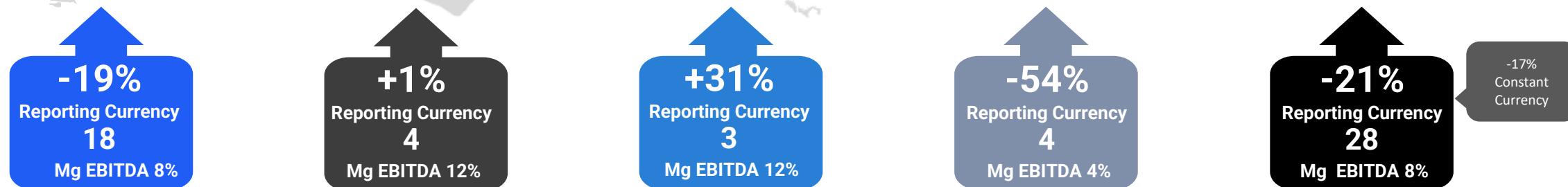
Revenues and EBITDA 1Q 2025 by Geography

Geography (US\$ Million)

Revenues



EBITDA



**Figures do not consider elimination adjustments between clusters.



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Commercials Results

Sales

CONSOLIDATED 3M25

US\$ 392 million

B2B BUSINESS

US\$ 233 million

TRANSACTIONAL BUSINESS

US\$ 159 million

3M25 Consolidated (US\$ MM)

South Cone Region	83	159
Andean Region	36	
North America	17	
Brazil	98	

TOTAL US\$ 392 MILLION

Δ % a/a
c/t 3M24

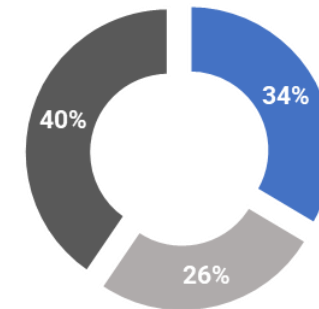
-6.0%

-20.6%

-6.8%

-16.3%

-10.3%



■ Digital Business

■ Digital Services

■ Transactional Business

SALES HIGHLIGHTS 1Q25

❖ Data Center Services



Client: Important aeronautical company

❖ Investing Solutions RealAIS



Client: Important fintech

❖ Platform Renewal Tarjeta Ciudadana



Client: Program UN for the development of Guatemala

❖ Software fabric



Client: Banco Central

❖ Collection Solution (Maintenance of 9,000 Buses)



Client: Nación Servicios

❖ Managed Device Services



Client: Important forestry and paper company

❖ Radiocommunications System



Client: Empresa de los Ferrocarriles del Estado (EFE)

❖ Multiservice Communications Network



Client: Global company in the industrial sector

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Commercial Opportunities

Pipeline

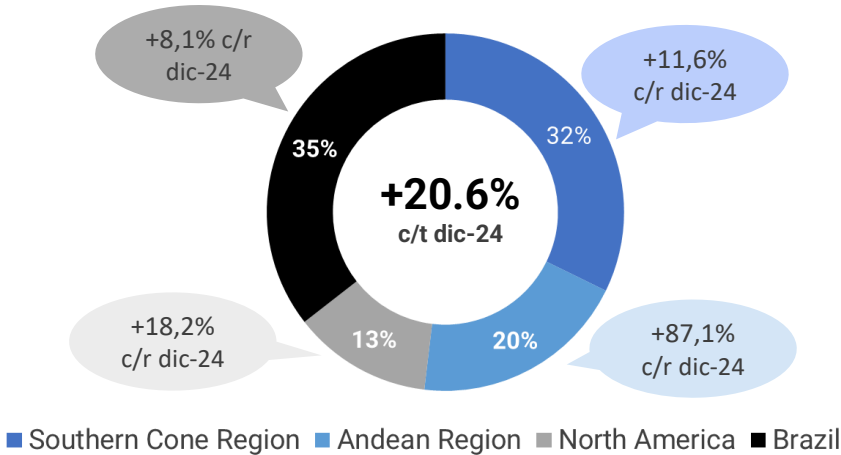


COMERCIAL OPORTUNITIES "PIPELINE"

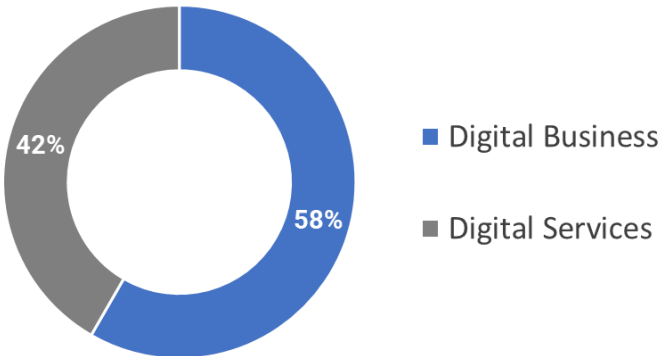
US\$ 6,402 million



PIPELINE CONTRIBUTION (US\$ MM) BY GEOGRAPHY



BY SERVICES LINE



COMMERCIAL OPPORTUNITIES BY SIZE

Range	Pipeline				
US\$ Millions	Southern Cone	Andean Region	North America	Brazil	Total
0 - 25	1,675	1,040	681	1,340	4,737
> 25	390	217	124	934	1,665
Total	2,064	1,257	805	2,275	6,402

+20% c/r dec-24 (Andean Region)
+20% c/r dec-24 (Brazil)



PIPELINE HIGHLIGHTS

- ❖ Solutions for Smart Cities & Mobility exceed US\$ 1,000 MM **+20% c/t dec-24**
- ❖ Solutions for Cloud & Data Center exceed US\$ 670 MM **+10% c/t dec-24**
- ❖ Solutions for Cybersecurity exceed US\$ 100 MM
- ❖ Solutions for Digital Communications exceed US\$ 530 MM **+23% c/t dec-24**
- ❖ Vertical solutions for Sectoral Industries exceed US\$ 640 MM **+16% c/t dec-24**
(Banking & Insurance, Retail & Commerce, Healthcare and Utilities)











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Opportunities **MEGA**DEALS

Proposals closed at mar-24

Total Amount: **US\$ 451 million** (2022-2024)

COUNTRY	TCV
 Brazil	153
 Chile	167
 Colombia	22
 Costa Rica	36
 Ecuador	7
 México	50
 Panamá	8
 Uruguay	8
Total	451



MegaDeals at mar-24

Total Amount: **+ US\$ 11,400 million**

COUNTRY	LEAD	OPORTUNITIES	TOTAL
Southern Cone Region	785	1.502	2.287
Andean Region	1.191	307	1.498
North America	606	909	1.515
Brazil	4.010	2.183	6.193
Total	6.592	4.901	11.493



+ US\$ 5,000 million in opportunities in **Public Sector**

+ US\$ 1,000 million in opportunities in **Smart Cities & Mobility**

+ US\$ 500 million in opportunities in **Healthcare**



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Final Comments



Economic uncertainty causes delays in the execution of projects in the region

Strengthening commercial teams to drive execution of the strategic plan and creating a tactical planning team to follow up on the guidelines

Pipeline Strengthening Improves Future Prospects

Using technology in internal processes, business solutions and large integration projects will allow us to capitalize on growth in the coming years.

Strategic vision maintains growth focus in Brazil, Mexico, Colombia and Chile



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Transformando vidas **con la tecnología.**



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SANTIAGO / 25 APRIL 2025 / FIRST QUARTER RESULTS PRESENTATION 2025