

Earnings Presentation

2Q & 6M 2025

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Speakers



José Orlandini
Chairman of the Board



Marcelo Castiglione
Chief Executive Officer



Gonzalo Soto
Chief Financial Officer



Germano Vieira
VP Digital Communications

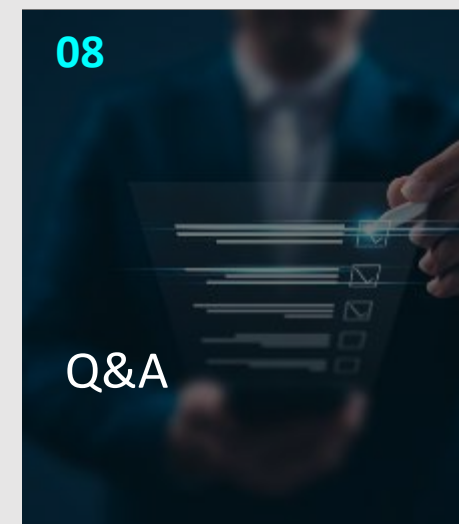
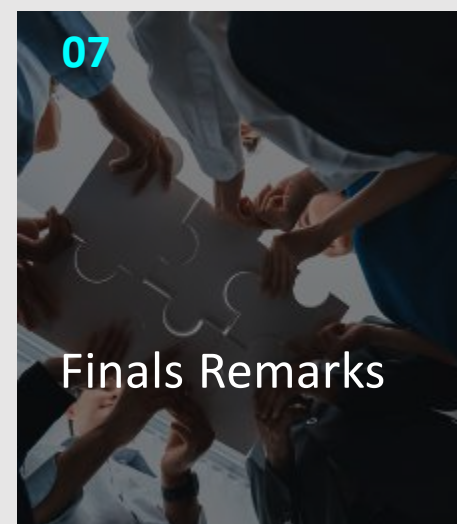
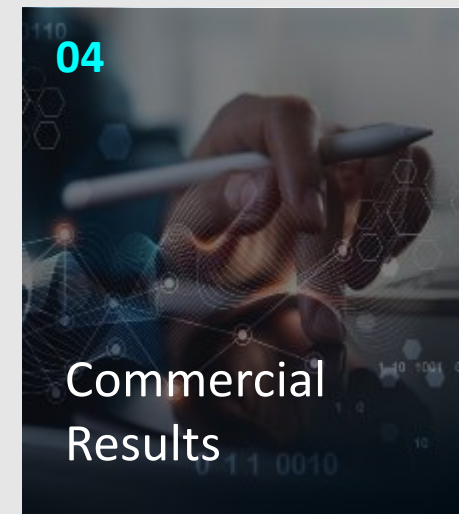
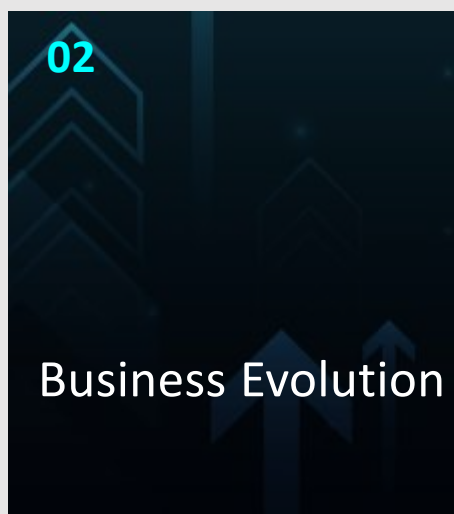


Andrés Heusser
Studies and Planning Director

AGENDA

2Q & 6M

2025





AGENDA

2Q & 6M 2025

- **Highlights**
- Business Evolution
- Financial Results
- Commercial Results
- Goiás Connectivity Project
- Strategic Plan 2025-2027
- Final Remarks
- Q&A

Highlights

Highlighted Deals Closed in 2025



TCV
US\$ 79 million

Digitizing the state of Goiás with Connectivity



125

Municipalities



9.300

KM of FIBER



18

Months of
Implementation



12

Months of
Operation



5.1 million
Benefited
Population



2.256
Government
Service Points



130 Wifi
Points
in public squares



40.000
Users (Voice Core)

Enabling the use of artificial intelligence among other transformative technologies in the State

Solutions Journey to the Cloud

TCV US\$ +4 million

Banking & Insurance



tenpo

Public cloud
environments
for RealAIS

Healthcare



MUTUAL
de seguridad

MCAP Public Cloud
Environment
Administration - MAS

SC&M



Operador de
Transporte

Datacenter Cloud
Implementation in
Public Cloud

MultilIndustry



FIEMG

Public cloud credits
plus FINOPS with
SONDA Hybrid

MultilIndustry



COORDINADOR
ELECTRICO NACIONAL

Cloud Maturity
Level Consulting



Digitization of SOFTYS Plant Maintenance Process at Regional Level Using SaaS Application

TCV
US\$ 3 million



8

Countries



22

Plants



3 years

Running and
operating in Softys
Chile



9

Supported
Operational
Processes



+ 3.960

Users (technicians,
operators, line
managers,
supervisors and
managers)



4 Business
Lines

Roll conversion,
bending, manufacturing
and personal care.



36

Months of
Operation at
the regional
level



Regional
Support

Bilingual N1
functional support
(Spanish and
Portuguese)



Highlight

Highlighted Deals Closed in 2025

TRANSPETRO Execution and Support of IT Solutions

TCV
US\$ 8 million



43

Projects to
Manage



30

Months of
Operation



72

Systems to
Support



48

Dedicated
Professionals



**TRENES
ARGENTINOS**

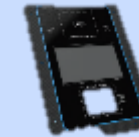
TCV
US\$ 9 million



EMV Validator Implementation and Maintenance Service

Scope:

- University Train, Coastal Train, Valley Train, and Tomas Jofre-Mercedes Train (SOFSE).
- FERROVIAS branches in the metropolitan area served by the SUBE system.



4.400

Turnstile
validators with
EMV technology



7

Months of
Implementation



36

Months of
Maintenance
Service

Technological Platform for Interinstitutional Integration and Coordination at Border Control Posts

TCV
US\$ 6 million



3

Border
crossings
(Canoa Pass,
Sereno River
and Guabito)



15

Integrated
public border
control
institutions



700 días

Platform
Development
Duration



+ 20

IoT devices
per control
post



BID

Project
sponsor



4

Border
Management
Modules

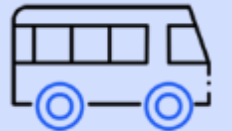


2

Alliances
with
development
companies

Relevant Projects in the Region in the Process of Signing “Bus Fare Collection System”

TCV
~US\$ 10 million





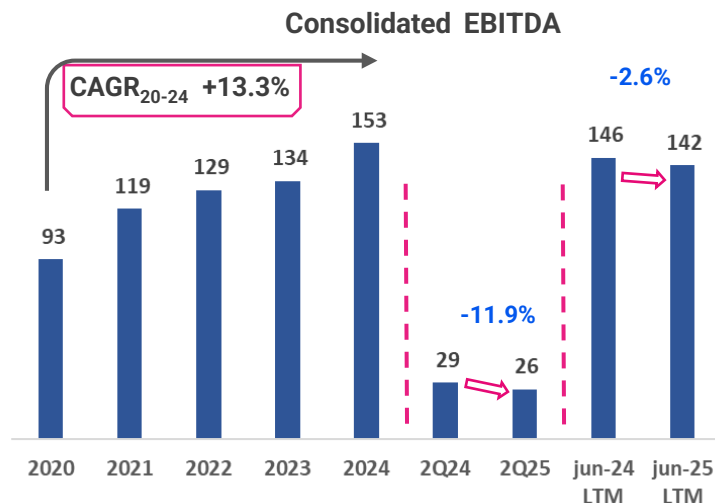
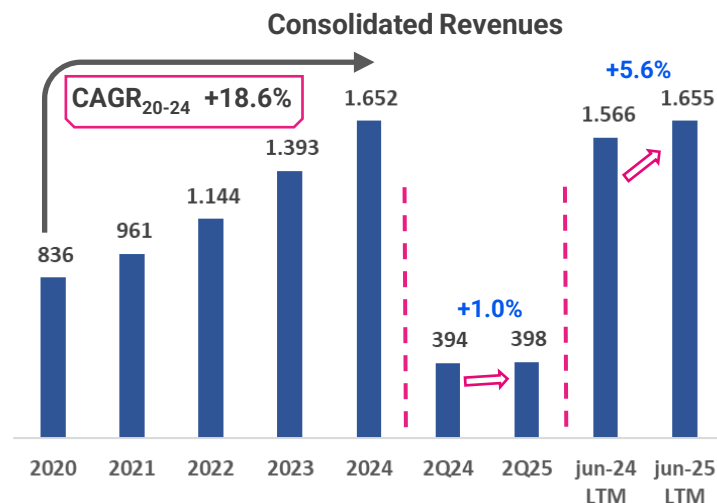
AGENDA

2Q & 6M 2025

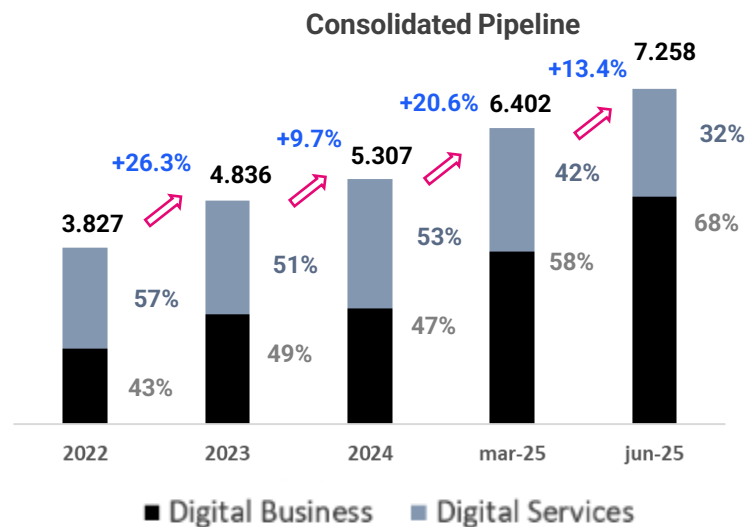
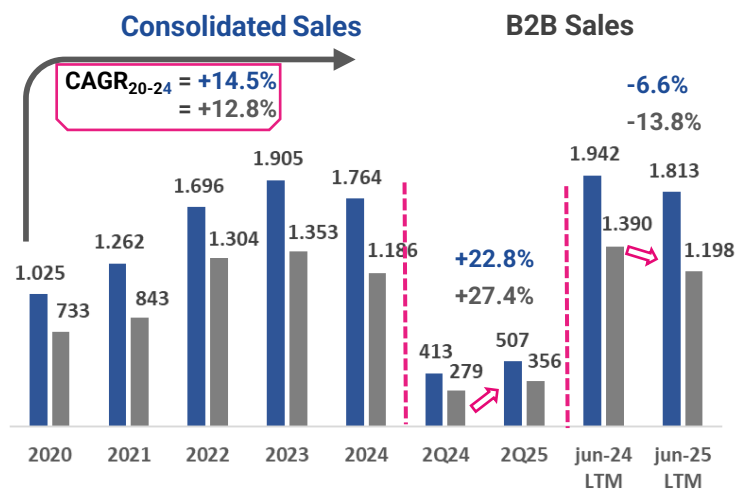
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Results Evolution

Financial and Commercial Results



* Figures in US million, reporting currency, converted to closing USD/CLP exchange rate on June 25 = 933.42



• B2B sales exclude transactional business (Quintec Distribution + Tecnoglobal + Microgeo + Klap)



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Evolution of Results

6M25 Results Summary (Currency Report)



Consolidated Revenues
US\$ 781 million
In line with 6M24

Digital Business (US\$ 248 / -0,6%)
Digital Services (US\$ 235 / -9,8%)
Transac. Business (US\$ 298 / +11,0%)



EBITDA
US\$ 55 million
US\$ -11 million compared to 6M24

Net Income
US\$ 4 million
US\$ -4 million year-on-year 6M24



Consolidated Business Closures
US\$ 900 million
+5.8% compared to 6M24

12-month pipeline
US\$ 7.3 billion / +37% year-on-year
Dec-24
Brasil +13% year-on-year Dec-24



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Earnings 2Q 2025

Revenue and EBITDA 2Q 2025 (Currency Report)



CONSOLIDATED REVENUES

US\$ 398 million

US\$ 252 million (Business B2B)

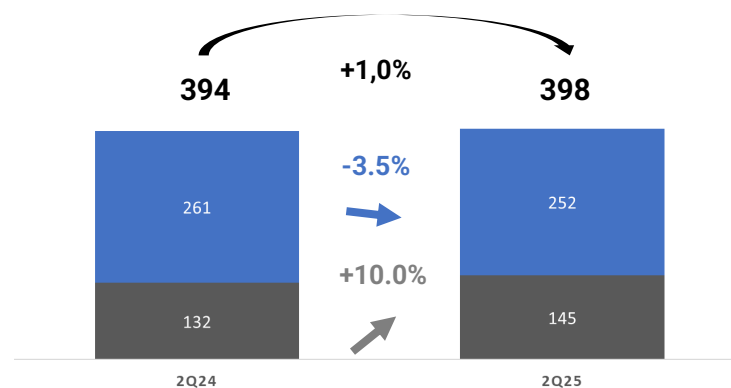


REVENUE GENERATION

● B2B BUSINESS

● TRANSACCIONAL BUSINESS

QUARTER INCOME A/A (US\$ million)



CONSOLIDATED REVENUES CONTRIBUTION BY REGION

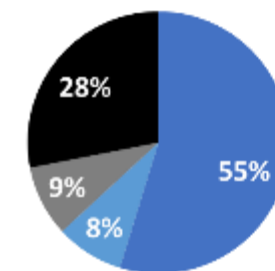
● SOUTH CONE REGION

● BRAZIL

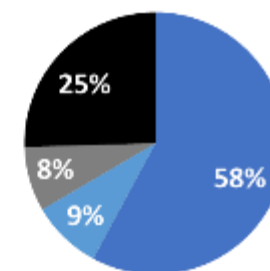
● ANDEAN REGION

● NORTHAMERICA

2Q24 (LTM)



2Q25 (LTM)



CONSOLIDATED EBITDA

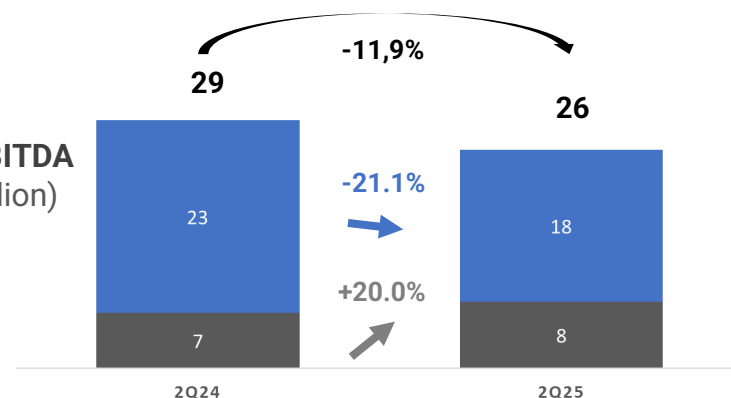
US\$ 26 million

US\$ 18 million (Negocio B2B)

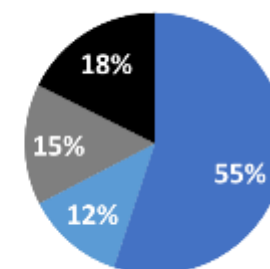
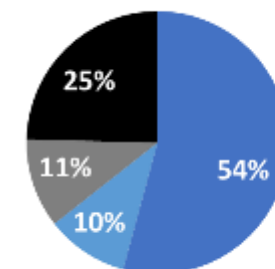


EBITDA GENERATION

QUARTER EBITDA A/A (US\$ million)



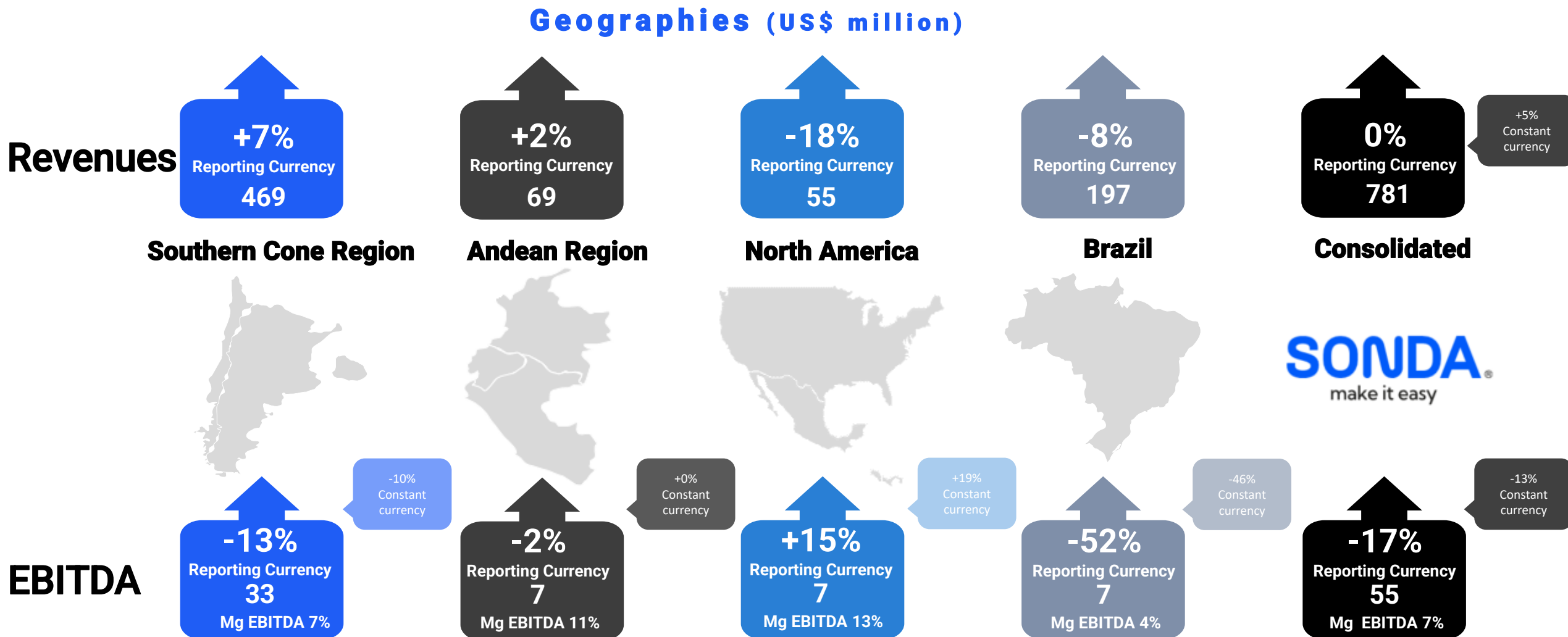
CONSOLIDATED EBITDA CONTRIBUTION BY REGION



* Revenue consolidation adjustments is included in B2B business

Results 6M 2025

Revenues and EBITDA 6M 2025 by Geography



* Figures do not consider elimination adjustments between clusters.



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Commercial Results

Sales

CONSOLIDATED 2Q25

US\$ 507 million

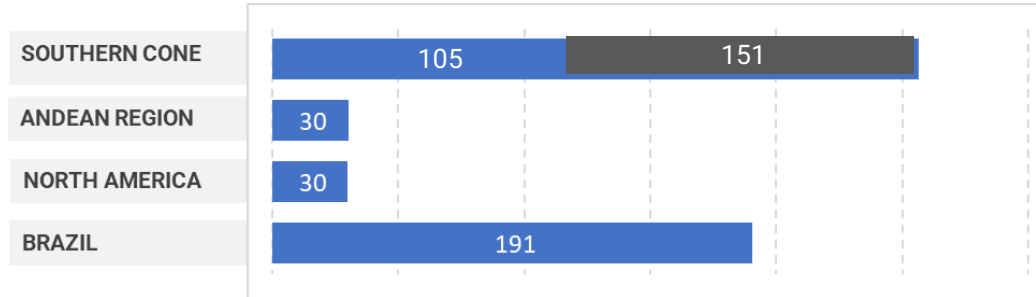
BUSINESS B2B

US\$ 356 million

**TRANSACCIONAL
BUSINESS**

US\$ 151 million

2Q25 Consolidated (US\$ MM)



TOTAL US\$ 507 million

**Δ % YoY
2Q24**

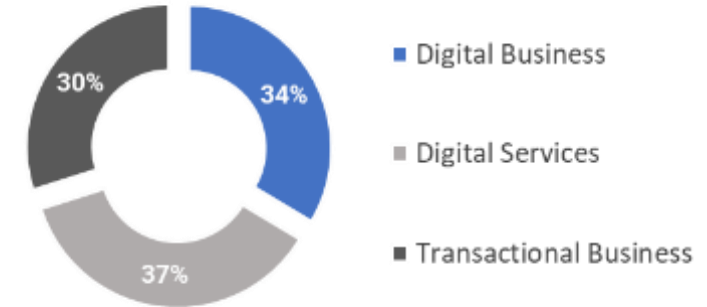
+8.8%

-2.0%

-19.9%

+74.5%

+22.8%



CONSOLIDATED 6M25

US\$ 900 million

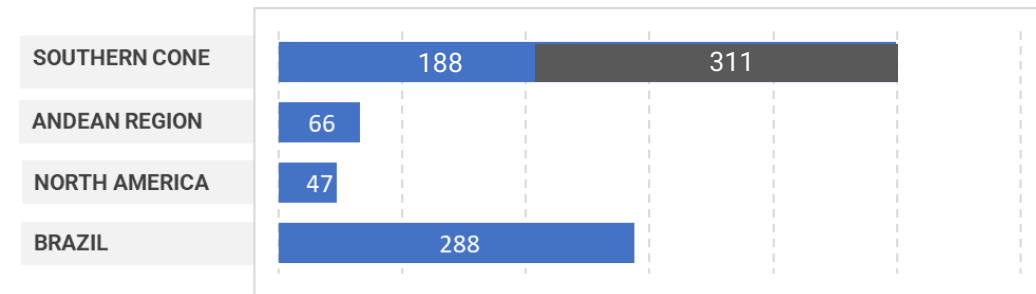
BUSINESS B2B

US\$ 589 million

**TRANSACCIONAL
BUSINESS**

US\$ 311 million

6M25 Consolidated (US\$ MM)



TOTAL US\$ 900 million

**Δ % YoY
6M24**

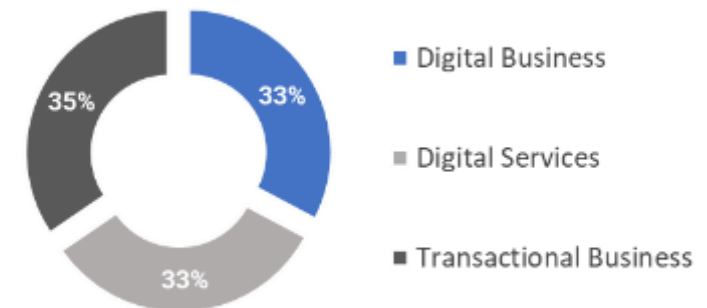
+1.1%

-13.0%

-15.6%

+27.7%

+5.8%



Commercial Results

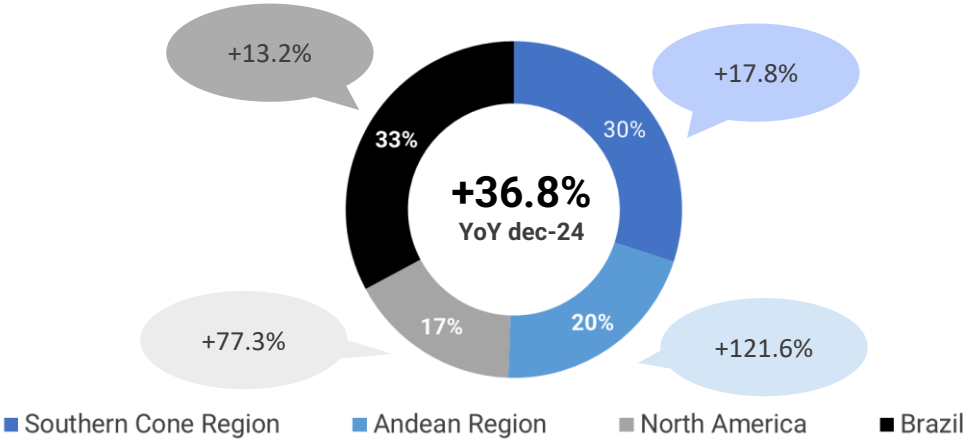
Pipeline



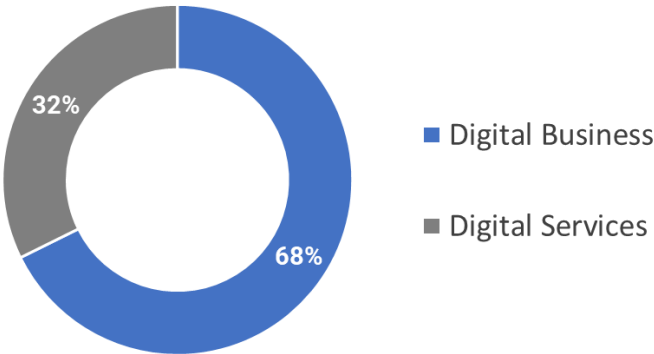
**BUSINESS OPPORTUNITIES
"PIPELINE"**
**US\$ 7,258
million**



PIPELINE CONTRIBUTION (US\$ MM) by GEOGRAPHY



By Business Line



BUSINESS OPPORTUNITIES BY SIZE

Range	Pipeline				
US\$ Millions	Southern Cone	Andean Region	North America	Brazil	Total
0 - 25	1,686	1,213	734	1,490	5,123
> 25	493	276	473	892	2,134
Total	2,179	1,489	1,208	2,382	7,258

**+64% YoY
dec-24**



HIGHLIGHTS PIPELINE

- ❖ Smart Cities & Mobility Solutions Surpass US\$1.5 Billion
- ❖ Cloud & Data Center Solutions Surpass US\$500 Million
- ❖ Cybersecurity Solutions Surpass US\$100 Million
- ❖ Digital Communications Solutions Surpass US\$700 Million
- ❖ Software Factory Solutions Surpass US\$100 Million
- ❖ Industry Vertical Solutions Surpass US\$650 Million (Banking & Insurance, Retail & Commerce, Healthcare and Utilities)



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PROJECT

Goiás Connectivity Project

The day we won the bid and the day we signed the contract with the Client



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Political and Economic Environment

Project characteristics



STRATEGIC OBJECTIVES OF THE STATE OF GOIÁS

- ❖ Improving the quality of public services, especially in education, health, and public safety
- ❖ Political interest in transforming the state into a national leader in digital services
- ❖ Low connectivity rates, particularly in agribusiness, the foundation of the state's economy
- ❖ Government acting as a motivating agent in the digital transformation of public and private services

CURRENT SETTING



- ❖ A state with a vast territorial expanse
- ❖ Services offered by current providers have limited capacity and costs higher than the national average
- ❖ Need for major infrastructure investments (outdated network)


SOLUTION

- ❖ Construction of a state telecommunications network financed through public resources.


Comparative Market Goiás vs. Mato Grosso do Sul

	Area (million Km2)	People (million)	Homes (million)	Fixed Broadband (million)	Active Companies (Thousands)	Per Capita Income (Monthly US\$)
Brazil	8.5	212	72	53	21,600	577
Mato Grosso Do Sul	0.36	2.8	0.9	0.4	189	397
Goiás	0.34	7.0	2.4	1.5	1,176	396







79
Cities




6.400
KM de FIBER




24
Months of
Implementation



1 Network
and Control
Center



1.634
PSG
Government Service
Points



129 WIFI
Points
in public squares






125
Cities



9.300
KM de FIBER




18
Months of
Implementation



3 Network
and Control
Centers



2.256
PSG
Government Service
Points



130 WIFI
Points
In publics squares

* The Goiás project will serve the central, northern, and northeastern regions of the state (approx. 5 million people) in phase 1.

PROJECT CHALLENGE

- ❖ Implement a highly technologically complex and geographically extensive telecommunications network within a period of 18 months.

Strategic Value for SONDA in Brazil and LatAm



TCV: US\$ 79 million



MARKET POSITIONING

- ❖ Market recognition of the SONDA Group's expertise in developing and implementing highly complex telecommunications projects.
- ❖ Positioning SONDA as a strategic and service partner in the telecommunications industry (TMS), carriers, internet service providers (ISPs), mobile virtual network operators (MVNOs), manufacturers, etc.

TECHNOLOGICAL

- ❖ Creation of a Competence Center specialized in telecommunications technologies and services
- ❖ Experience implementing projects with cutting-edge technological solutions (e.g., Wi-Fi 7, cybersecurity, use of artificial intelligence in managed services, etc.)

COMMERCIAL

- ❖ Participation in Phase 2 of the project (connectivity in Phase 1 covers approximately 50% of the state's territory)
- ❖ Possibility of contract extension up to 10 years or transformation to a concession contract model (Public-Private Partnership), with the right to explore ancillary revenues
- ❖ Commercial and services partnership with the state government to serve the local market
- ❖ Replicate the Infovia and Goiás Connectivity business model to other states in Brazil and Latin American countries.

Replicability

Experience with Infovia Digital allows us to win a similar project in Goiás today.

New Business Platform

Project will allow public and private companies in the State of Goiás to digitize their production processes

Project Progress

30% progress by the end of 2025

Digital Infrastructure Integrated into SONDA's Portfolio: Taking Off Business Digital Transformation in Goiás



EDUCATION

- ✓ Integrated educational management
- ✓ Video classroom, online quiz, interactive table
- ✓ Access control
- ✓ Wi-Fi networks
- ✓ Virtual reality and gamification applications
- ✓ Digital whiteboard

AGROINDUSTRY

- ✓ Digital traceability system
- ✓ Monitoring and control cameras
- ✓ Precision agriculture (drones, sensors)

JUSTICE

- ✓ Virtual Hearing System
- ✓ Digital platform for mediation and conflict resolution
- ✓ Integrated complaints and investigation system

CLOUD SERVICES

- ✓ Cloud Computing
- ✓ SaaS, IaaS, PaaS
- ✓ Big Data, Data Analytics

HEALTHCARE

- ✓ Hospital management
- ✓ Interoperability and regulation
- ✓ Telemedicine
- ✓ Radiology image management and storage (RIS/PACS)
- ✓ Remote patient monitoring and care

PUBLIC SAFETY

- ✓ Surveillance cameras
- ✓ Integrated monitoring and control systems
- ✓ Digital tools for real-time data collection and analysis

***Integrated
Solutions***



AGENDA

2Q & 6M 2025

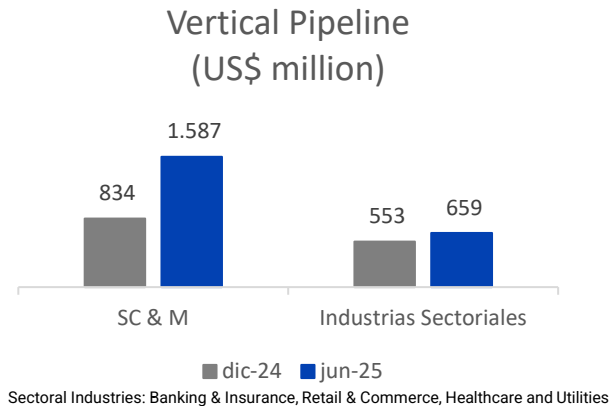
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Strategic Plan 25-27

The plan consists of a deepening of the 22-24 strategy, where the bulk of initiatives reflect their impact on results starting in 2026.

Progress on Defined Objectives and Value Levers

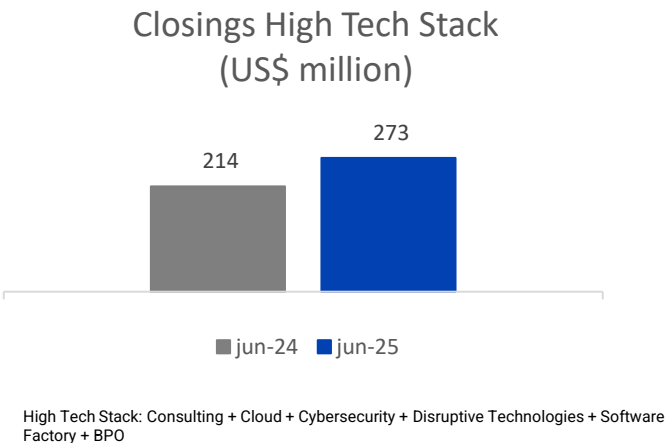
I. Increase specialization by vertical



Featured projects:

- ✓ **SC&M** – Installation of 4,000 validators on public transport trains in Buenos Aires, Argentina, incorporating open payments (credit cards)
- ✓ **Health** – RIS (Radiology Information System) and PACS (Picture Archiving and Communication System) telemedicine project on a Hybrid Cloud platform for the Metropolitan Health Service of the South (Chile)
- ✓ **SC&M** – Technological platform for Panamanian Customs aimed at modernizing three border crossings with Costa Rica and optimizing the traceability of fiscal routes

II. Accelerate mix change towards high value



Featured projects:

- ✓ **Sonda Hybrid** – Comprehensive cloud management alongside local infrastructure.
- ✓ **Softys** – Digitization of the maintenance process of its production plants at the regional level through a SaaS application.
- ✓ **Journey to the Cloud** – Strategic cloud migration contracts with major clients in the fintech, energy, and insurance sectors.
- ✓ **Simplification and automation of Workplace Services processes** – Integration of virtual assistants with AI, achieving efficiency and agility in ticket management

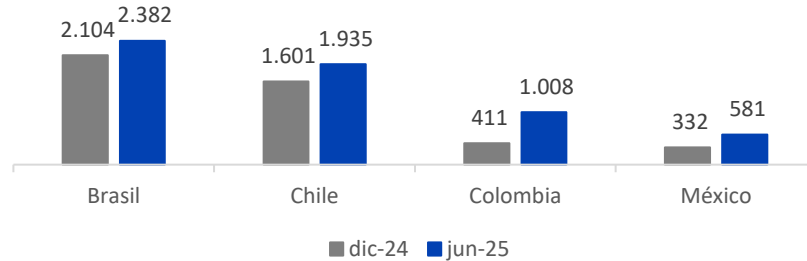
Strategic Plan 25-27

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Progress on Defined Objectives and Value Levers

III. Boost growth in **key geographies**

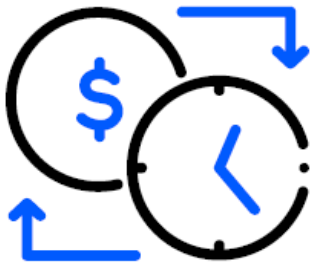
Pipeline Geographies Focus
(US\$ million)



Featured Projects:

- ✓ **Brazil** – Goiás Connectivity Project, which includes the construction and operation of a fiber optic network connecting 125 municipalities
- ✓ **Mexico** – Implementation of charging infrastructure for electric mobility in the Mexico City Metrobus system
- ✓ **Chile** – First SONDA mission-critical radio communications project for the State Railways Company (EFE)

IV. Capture **operational efficiencies** and margin **optimization**



Featured Projects:

- ✓ **Digital Software Factory** – Focus on intensive use of AI-powered code accelerators
- ✓ **Regional Competence Centers** – Constant pursuit of optimal operation (centers in Colombia and Mexico)
- ✓ **Use of AI** – Intensive adoption in internal processes and customer service



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Final Comments



Commercial activity regains momentum in 2Q25



Non-ordinary effects generate specific pressures on results



Goiás Connectivity Project Deepens SONDA's Position in Brazil



Progress on the 2025-2027 Strategic Plan



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Transformando vidas **con la tecnología.**



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SANTIAGO / 25TH JULY 2025 / EARNING PRESENTATION FIRST HALF 2025