

Earnings Presentation 3Q & 9M 2025

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Speakers



José Orlandini
Chairman of the Board



Marcelo Castiglione
Chief Executive Officer



Gonzalo Soto
Chief Financial Officer

AGENDA

3Q & 9M 2025

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Highlights

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Business Evolution

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Financial
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Final
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AGENDA

3Q & 9M 2025

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Highlights

Highlighted Deals Closed in 3Q25

Strengthening SONDA Argentina's position in the industry Oil&Gas



10

Provinces



22

Plants



3 years

Of contract + 2 of extension



+500

Service Stations



5

Operating bases for asset management



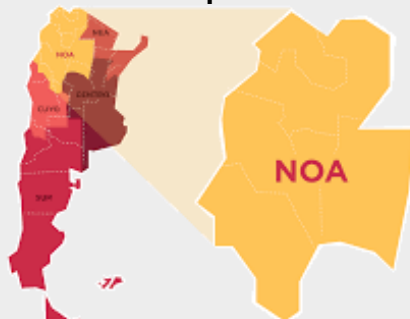
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Supported service towers

Scope

Support and management of business assets and processes

Area of Responsibilities:



Strengthening the Positioning of the Banking & Insurance Vertical

PROYECT
Pension Core

Important AFP



23

Physical Branches +
Web Channels



**+ 1,4
millions**

Affiliates operated by
the system



5 Years

Of contracts
(Licenses + Support
and Maintenance)



+ 200,000

Pensions paid
monthly



10

Macro Operational
Business Processes

+15

Years of strategic
alliance

Strengthening the Positioning of Health Vertical

Important institution critical
to the healthcare system



- Provision and management of **RIS PACS system**
- 5-year** period.

Important Private
Hospital



- Business support model based on **4 pillars**: Value Desk, Field Services, Asset Management and Access Management
- 5-year** period

Highlights

Highlighted Deals Closed in 3Q25

Technology Services Management



Strategic partner



5 years

In service, expected start
November 2025

- ✓ IT service management, both in-house and outsourced
- ✓ Consider using specialized application management (AMS) resources
- ✓ Implementation of a methodology for managing services, monitoring their performance and continuous improvement



Strengthening presence in solutions Cloud, Cyber y Data Center

- Migrating services to the **private cloud**
- Incorporates **backup**, business continuity, DRP, and **cybersecurity capabilities**



2

Data Center (Primary and Secondary)



3 years

Service in Regime (plus Implementation)



1

Total Migration to Public Cloud



SAE Equipment Growth in Buses



50
buses

MPLS/SR telecommunications service



Configuration and remote support for the installation, testing and commissioning of telecommunications equipment for the transport network



23 months

of Contracts

Cybersecurity solutions: Antimalware, WEB Filtering



estamos ahí.





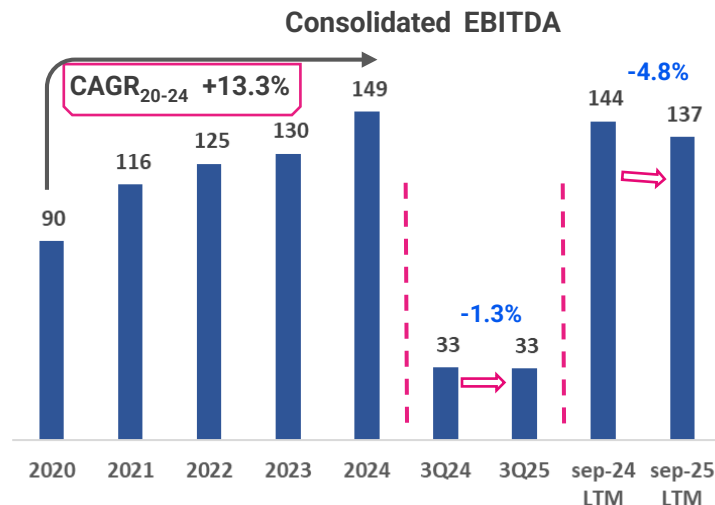
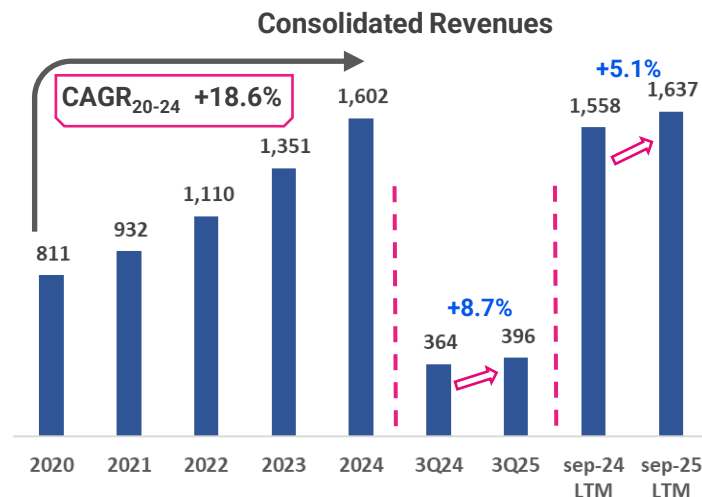
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3Q & 9M 2025

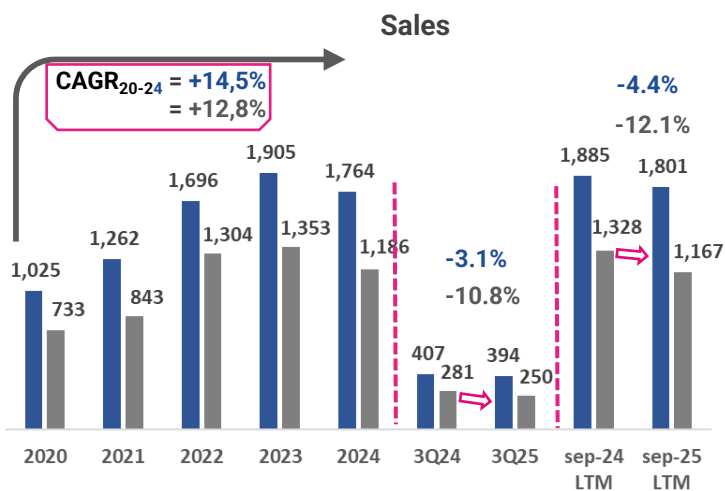
- Highlights
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Results Evolution

Historic Financial and Commercial Results

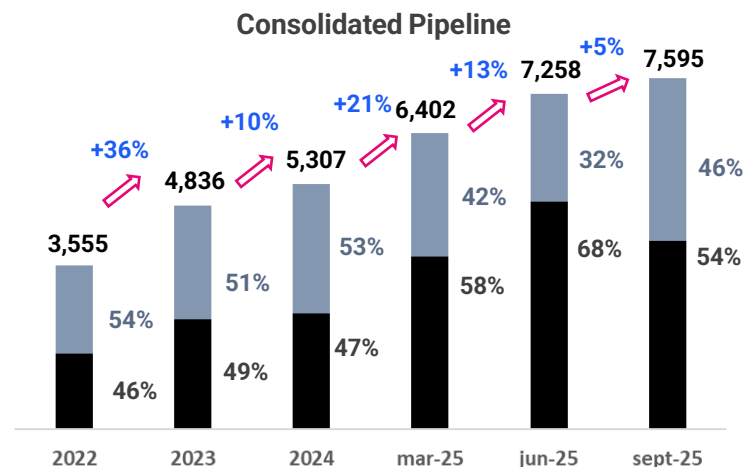


* Cifras en US millones, moneda de reporte, convertidas a T/C USD/CLP de cierre de sep-25 = 962,39



Consolidated Sales

B2B Sales



■ Digital Business

■ Digital Services

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



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Results Evolution

9M25 Results Summary (Reporting Currency)



Consolidated Revenues
US\$ 1,154 millions
+3.1% compared to 9M24

Digital Business (US\$ 368 / -1.2%)
Digital Services (US\$ 360 / -2.5%)
Transac. Business (US\$ 426 / +12.7%)



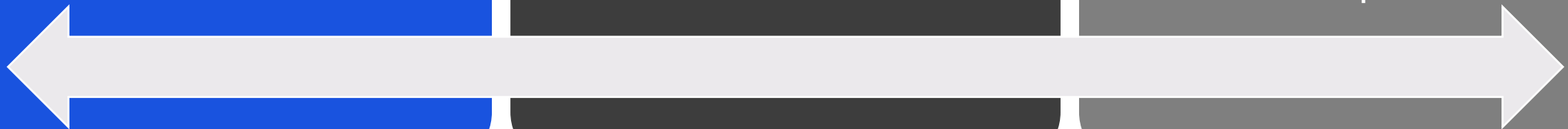
EBITDA
US\$ 85 millions
US\$ -11 millions compared to 9M24

Net Income
US\$ 6 million
US\$ -10 million compared to 9M24



Consolidated Business Closures
US\$ 1,294 million
+2.9% compared to 9M24

12-month pipeline
US\$ 7.6 billons / +43% compared to dec-24
Brazil +52% compared to dec-24





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3Q 2025 Results

Revenues and EBITDA 3Q 2025 (Reporting Currency)



CONSOLIDATED REVENUES

**US\$ 395
millions**

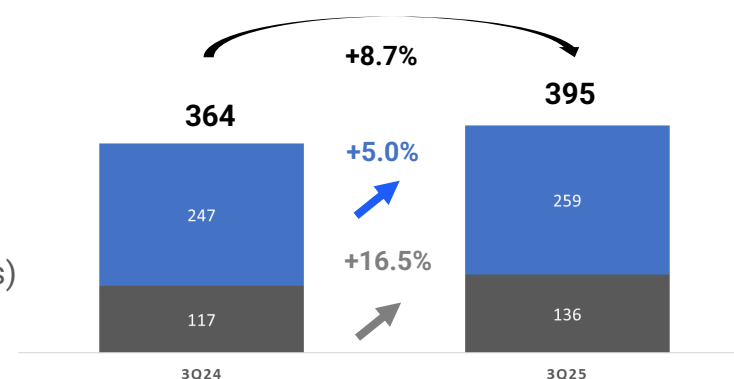
**US\$ 259 millions
(BUSINESS B2B)**



REVENUE GENERATION

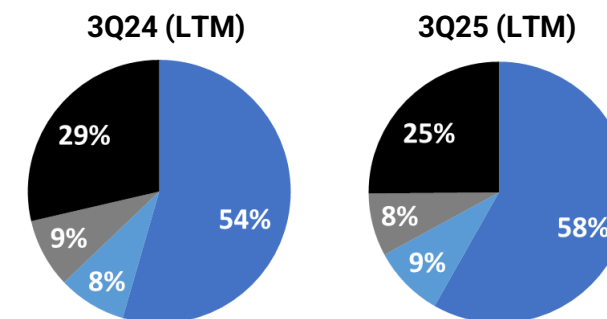
● B2B BUSINESS ● TRANSACCIONAL BUSINESS

QUARTER
INCOME Y/Y
(US\$ millions)



CONSOLIDATED REVENUES CONTRIBUTION BY REGION

● SOUTH CONE REGION ● ANDEAN REGION
● BRAZIL ● NORTHAMERICA



CONSOLIDATED EBITDA

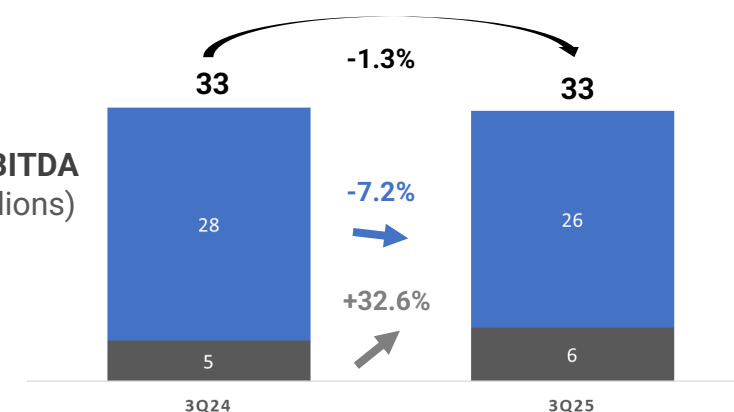
**US\$ 33
millions**

**US\$ 25 millions
(Business B2B)**

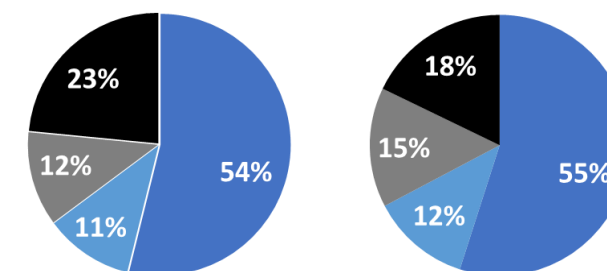


EBITDA GENERATION

QUARTER EBITDA
Y/Y (US\$ millions)



CONSOLIDATED EBITDA CONTRIBUTION BY REGION

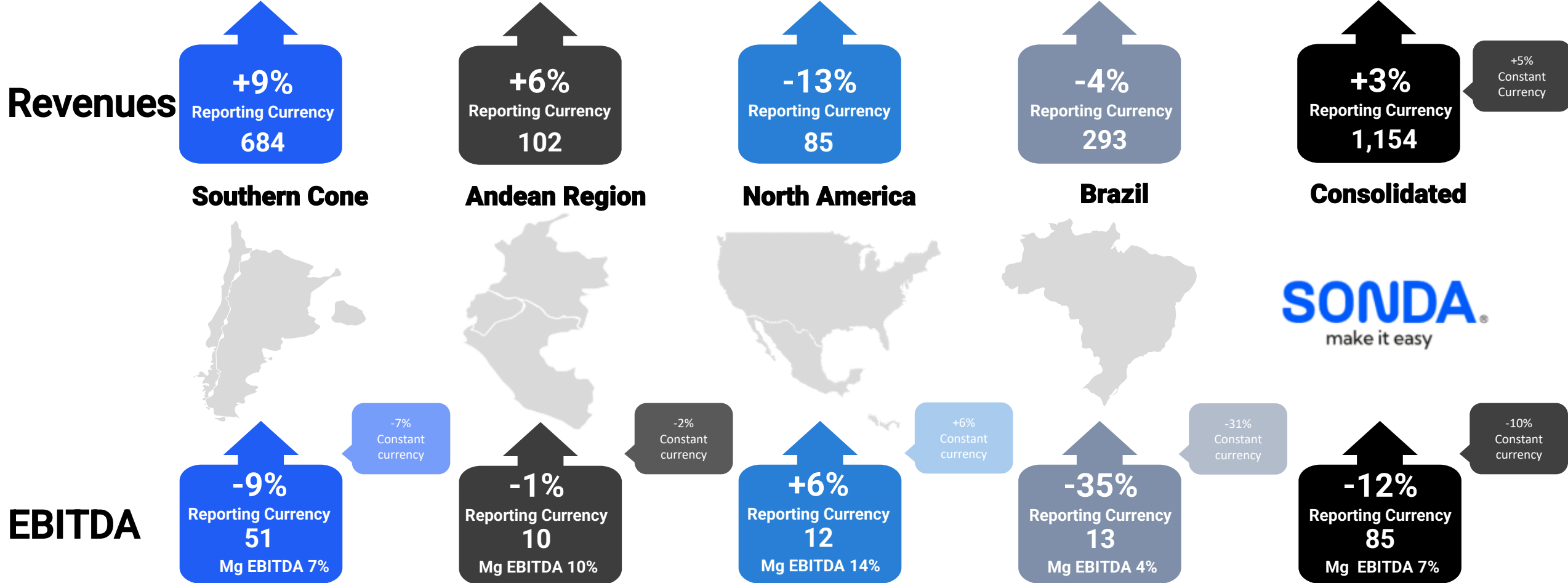


* Revenue consolidation adjustments is included in B2B business

9M 2025 Results

Revenues and EBITDA 9M 2025 by Geography

Geographies (US\$ million)



* Figures do not consider elimination adjustments between clusters.



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Commercial Results

Sales

CONSOLIDATED 3Q25

US\$ 394 millions

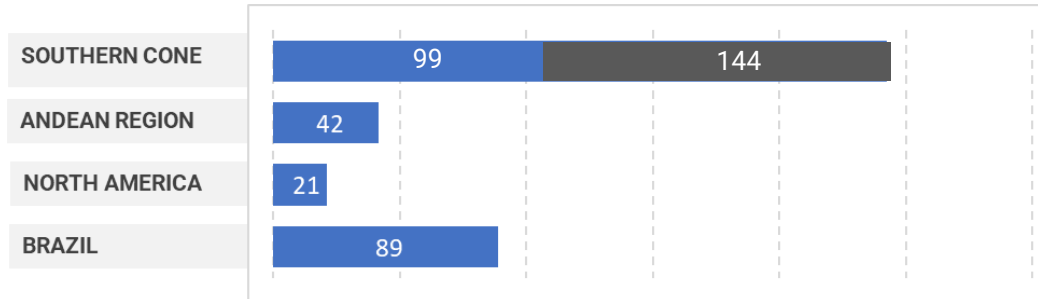
B2B BUSINESS

US\$ 250 millions

**TRANSACCIONAL
BUSINESS**

US\$ 144 millions

3Q25 Consolidated (US\$ MM)



TOTAL US\$ 394 MILLONES

**Δ % y/y
3Q24**

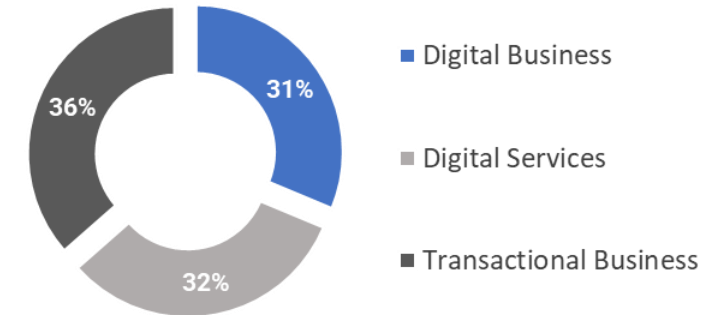
+25.3%

+23.6%

-38.1%

-38.8%

-3.1%



CONSOLIDATED 9M25

US\$ 1.294 millions

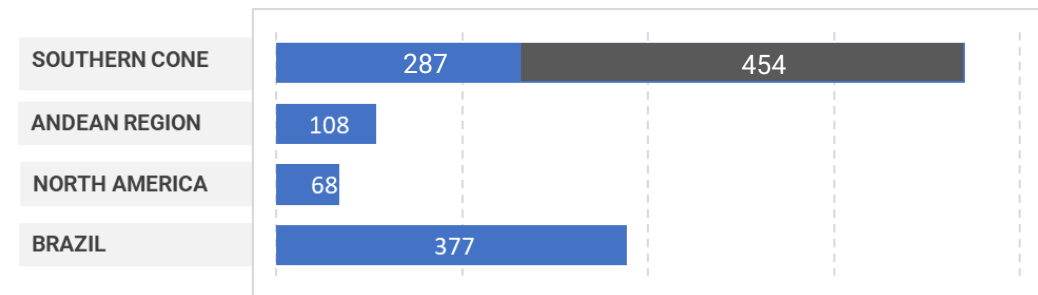
B2B BUSINESS

US\$ 840 millions

**TRANSACCIONAL
BUSINESS**

US\$ 454 millions

9M25 Consolidated (US\$ MM)



TOTAL US\$ 1,294 MILLION

**Δ % y/y
9M24**

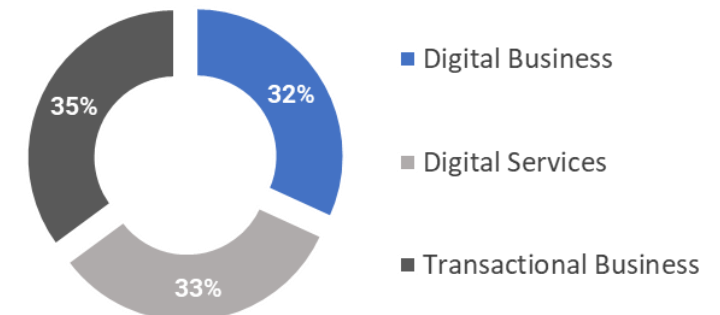
+7.9%

-1.7%

-24.2%

+1.6%

+2.9%



Commercial Results

Pipeline

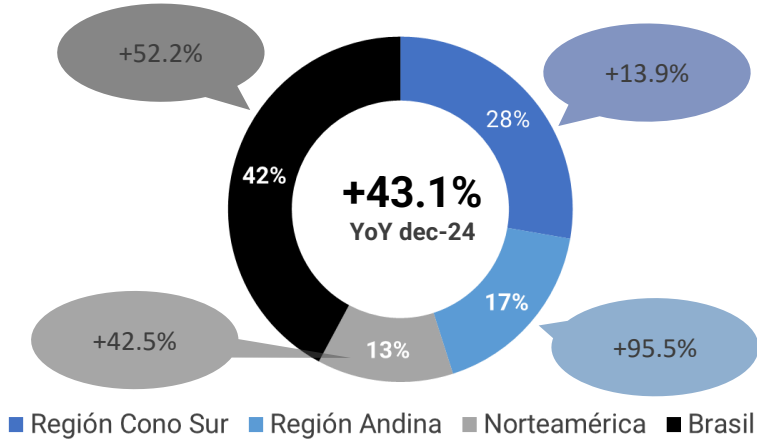


**BUSINESS
OPORTUNITIES
"PIPELINE"**

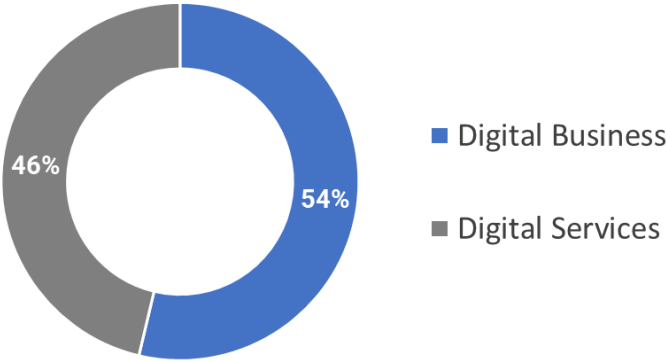
**US\$ 7,595
millions**



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	1,594	1,131	581	1,478	4,783
> 25	512	185	390	1,725	2,812
Total	2,106	1,316	971	3,202	7,595

+52% YoY
dec-24

+43% YoY
dec-24



HIGHLIGHTS PIPELINE

- ❖ Smart Cities & Mobility Solutions surpass US\$ 1.200 MM
- ❖ Cloud & Data Center Solutions surpass US\$ 480 MM
- ❖ Cybersecurity Solutions surpass US\$ 120 MM
- ❖ Digital Communications Solutions surpass US\$ 680 MM
- ❖ Software Factory Solutions surpass US\$ 170 MM
- ❖ Vertical solutions for sectoral industries exceed US\$ 1,480 MM (Banking & Insurance, Retail & Commerce, Healthcare and Utilities).



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Final Remarks



Challenging first nine months of the year are being navigated in line with our expectations.



Financial results show significant sequential improvements



Businesses awarded in the quarter aligned with our PE 25-27



Pipeline as of september 2025 suggests a favorable last quarter of the year.



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Transformando vidas **con la tecnología.**

SANTIAGO / NOVEMBER 03, 2025 / EARNINGS PRESENTATION THIRD QUARTER 2025