

# Earnings Presentation 1Q 2026

**SONDA**<sup>®</sup>  
make it easy



# Speakers



**José Orlandini**  
Chairman of the Board



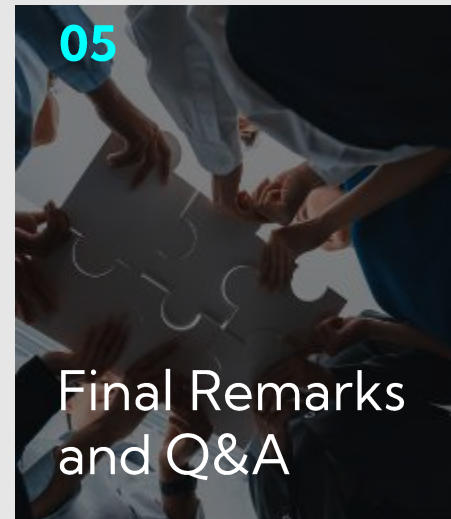
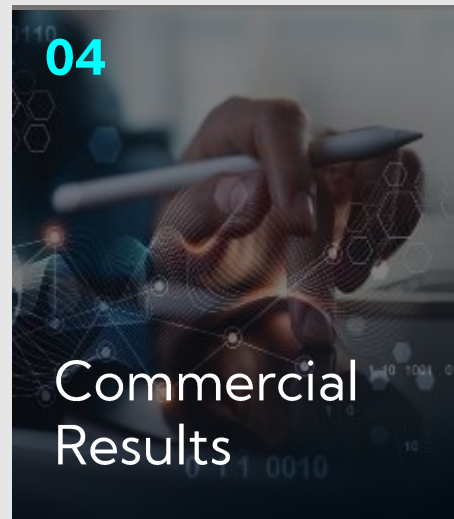
**Marcelo Castiglione**  
Chief Executive Officer



**Gonzalo Soto**  
Chief Financial Officer

# AGENDA

## 1Q 2026



# AGENDA

## 1Q 2026

- **Highlights**
- Business Evolution
- Financial Results
- Commercial Results
- Final Remarks and Q&A

# Highlights

## Notable Contracts Signed in 1Q26

### Modernizing Highly Complex Digital Services in the Region



**SCT**  
SECRETARÍA DE COMUNICACIONES Y TRANSPORTES

**PROJECT Trains Mexico**

CapEx (US\$ MM) **45**

**426 km**  
Lanes distributed across 4 phases.

**4 years**  
Contract

**Connection**  
City of Mexico – Querétaro – Irapuato



**GENDARMERÍA DE CHILE**

**PROJECT ANKLE BRACES GENDARMERÍA**

CapEx (US\$ MM) **3**

**346**  
Municipalities throughout Chile

**6 years**  
Contract

**4**  
Monitoring Centers

**+5,000**  
Monitored Devices



**BANCO DO BRASIL**

**PROJECT MPS BANCO DO BRASIL**

CapEx (US\$ MM) **18**

**Technology Update**  
Integral MPS 19.500 devices

**7 years**  
Contract

**Support and Maintenance**  
For its entire network in Brazil

**Security**  
Includes certified maintenance and cybersecurity

**TELEFERICO BICENTENARIO**

**PROJECT Bicentennial Cable Car (Ticketing System)**

CapEx (US\$ MM) **0.5**

**3.4 Km**  
Distance Traveled

**55.000**  
Daily users

**10 years**  
Contract

**Open Collection**  
ABT and +3 charging points

**GOVERNO DE Mato Grosso do Sul**

**PROJECT Communications Infovia**

CapEx (US\$ MM) **61**

**26 years**  
Contract

**Strengthening**  
Positioning for new projects and investments

**Expansion**  
To provide public telephone and Internet services at government service centers



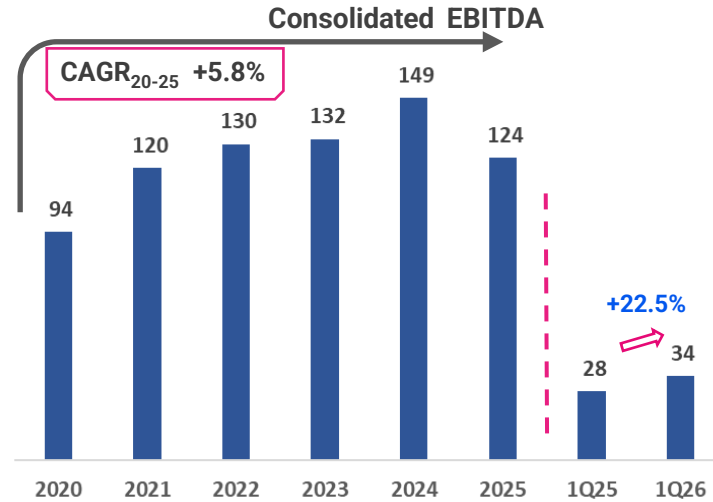
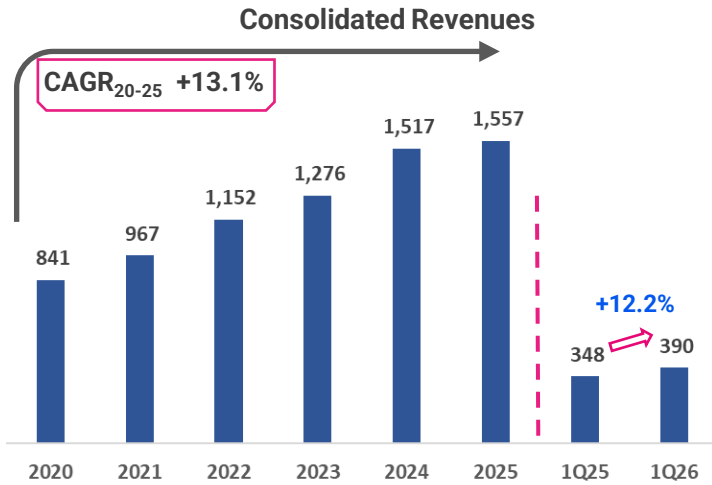
# AGENDA

## 1Q 2026

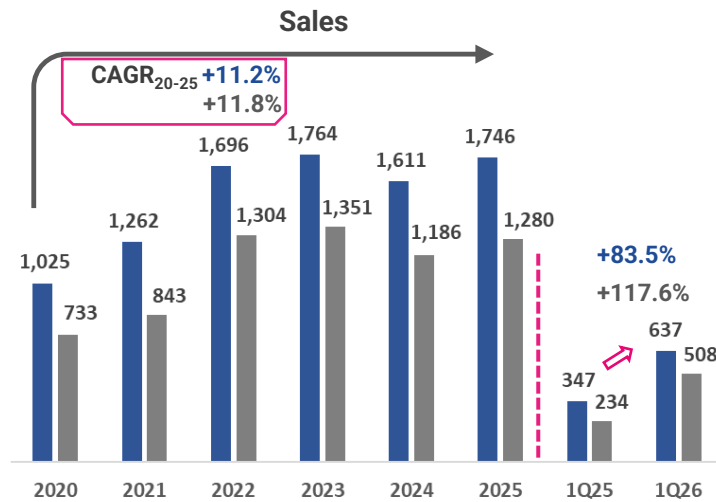
- Highlights
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# Business Evolution

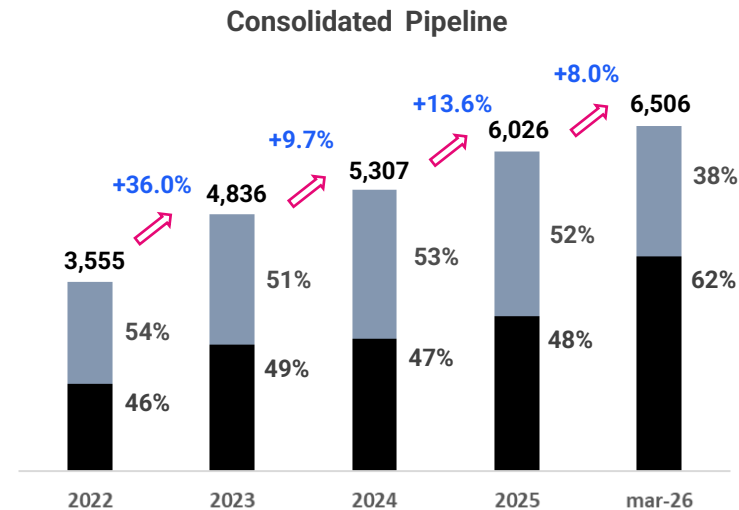
## Historic Financial and Commercial Results



- Figures in US millions, reporting currency, converted at the USD/CLP exchange rate as of Mar-26= 927.46
- From 2023 onwards, Klap's revenues and results are deconsolidated to make them comparable with current figures



■ Consolidated Sales    ■ B2B Sales



■ Digital Business    ■ Digital Services

- B2B sales exclude Transactional Business (Quíntec Distribución + Tecnoglobal + Microgeo)
- Since 2023, Klap sales are excluded to make it comparable with current data



# Business Evolution

1Q26 Results Summary (Reporting Currency)



## Consolidated Revenues

US\$ 390 millions

+12.2% c/t 1Q25

Digital Business (US\$ 140 / +4.6%)

Digital Services (US\$ 130 / +31.4%)

Transac. Business (US\$ 120 / +4.3%)



## EBITDA

US\$ 34 millions

+22.5% c/t 1Q25

## Net Income

US\$ 5 millions

US\$ -0,8 millions c/t 1Q25



## Consolidated Business Awarded

US\$ 637 millions

+83.5% c/t 1Q25

12-month pipeline

US\$ 6.0 billions

Brazil 32% of the total

Chile 30% of the total



# AGENDA 1Q 2026

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# 1Q 2026 Results

## Revenues and EBITDA 1Q 2026 (Reporting Currency)



### CONSOLIDATED REVENUES

**US\$ 390  
millions**

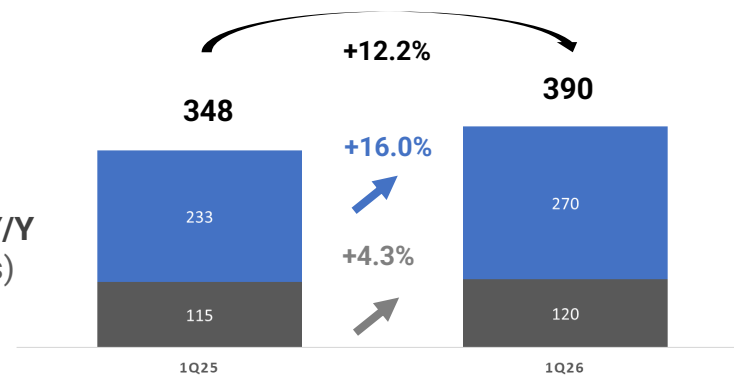
**US\$ 270 millions  
(B2B Business)**



### REVENUE GENERATION

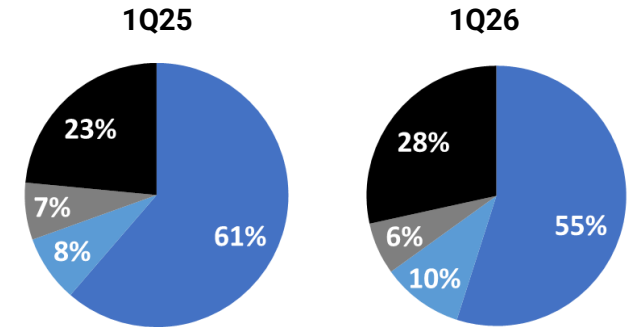
● B2B BUSINESS ● TRANSACCIONAL BUSINESS

QUARTER REVENUES Y/Y  
(US\$ millions)



### CONSOLIDATED REVENUES CONTRIBUTION BY REGION

● SOUTHERN CONE REGION ● ANDEAN REGION  
● BRAZIL ● NORTHAMERICA



### CONSOLIDATED EBITDA

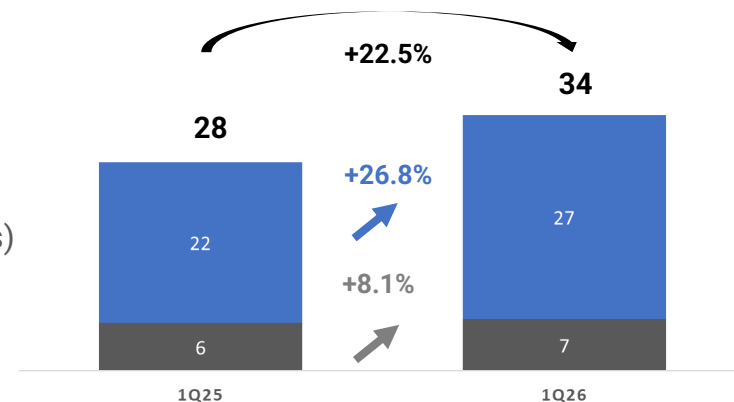
**US\$ 34  
millions**

**US\$ 27 millions  
(B2B Business)**

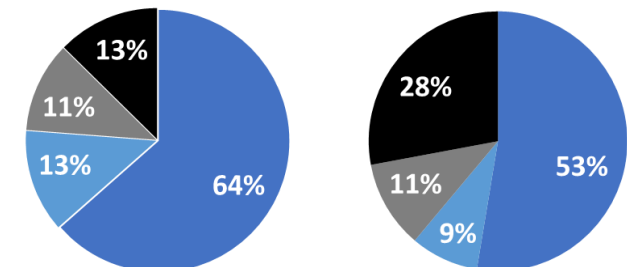


### EBITDA GENERATION

QUARTER EBITDA Y/Y  
(US\$ millions)



### CONSOLIDATED EBITDA CONTRIBUTION BY REGION



\* Revenue consolidation adjustments are included in B2B business

# 1Q 2026 Results

## Revenues y EBITDA 1Q 2026 by Geography (Reporting Currency)

### Geographies (US\$ millions)

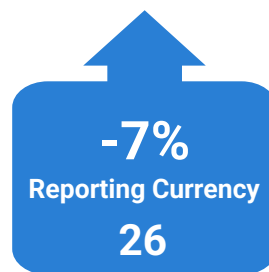
**Revenues**



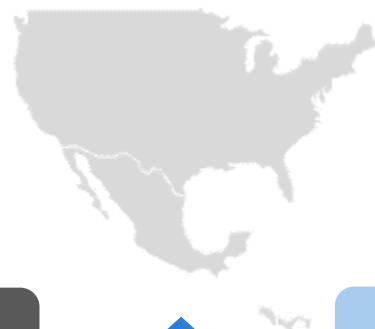
**Southern Cone**



**Andean Region**



**North America**



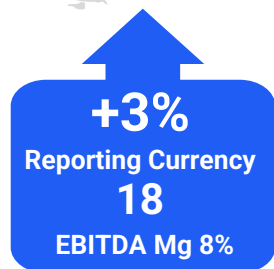
**Brazil**



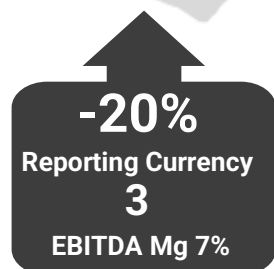
**Consolidated**

+14%  
Constant  
currency

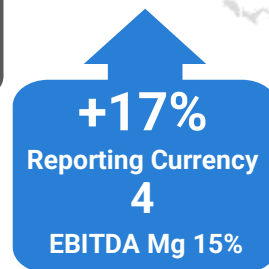
**EBITDA**



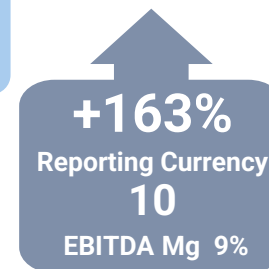
+6%  
Constant  
currency



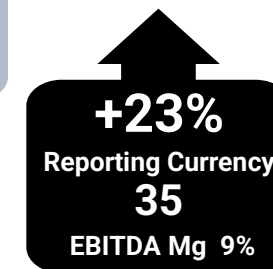
-21%  
Constant  
currency



+18%  
Constant  
currency



+152%  
Constant  
currency



+24%  
Constant  
currency



\* Figures do not consider elimination adjustments between clusters.



# AGENDA

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# Commercial Results

## Sales

CONSOLIDATED 1Q26

US\$ 637 millions

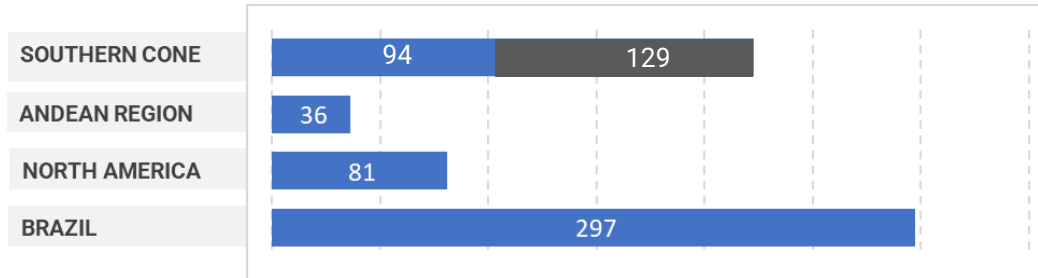
**B2B BUSINESS**

US\$ 508 millions

**TRANSACCIONAL BUSINESS**

US\$ 129 millions

Consolidated 1Q26 (US\$ MM)



**TOTAL US\$ 637 millions**

Δ % y/y  
c/t 1Q25

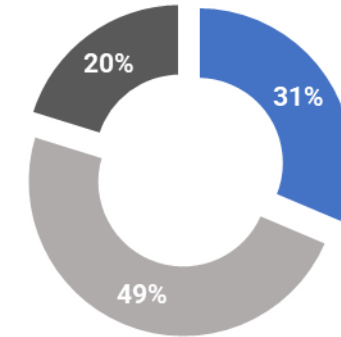
+12.9%

+1.2%

+379.3%

+204.9%

**+83.5%**



■ Digital Business

■ Digital Services

■ Transactional Business

## Major Contracts Awarded and in the Process of Being Signed in 1Q26

Total as of the  
end of mar-26:

**US\$ 196  
millions**

**CORPORACIÓN FONAFE**

PROJECT  
Integration FONAFE

21 Government Entities

CapEx (US\$ MM)  
9

MDS

Ministerio de Transportes y Telecomunicaciones

9 millions  
Of consumers

12 years  
Contract

PROJECT  
Fleet Management - Ministry of Transportation

+9,000  
Buses: 2,555 electric buses

+36  
Active Municipalities

CapEx (US\$ MM)  
62

**GOBIERNO REGIONAL**  
REGIÓN DE ANTOFAGASTA

PROJECT  
Copiapó Streetlights

+20.000  
New smart, remotely controlled lighting fixtures

1 year  
Contract

Normative DS1  
Compliance with Artificial Lighting Standards

CapEx (US\$ MM)  
13

**MobilRIO BRT**

PROJECT  
Transport MOBI RIO

+780 Buses

CapEx (US\$ MM)  
2

3 years  
Contract

Operational Efficiency  
Telemetry and real-time monitoring

# Commercial Results

## Pipeline

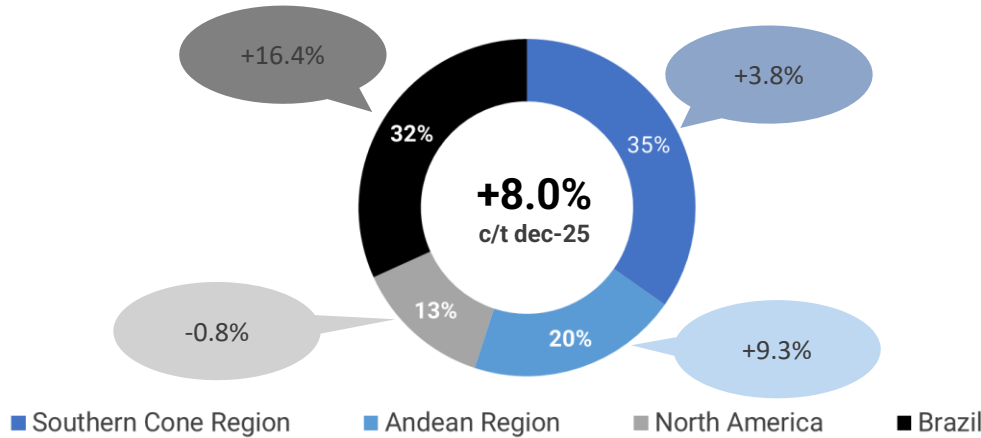


**BUSINESS OPPORTUNITIES  
"PIPELINE"**

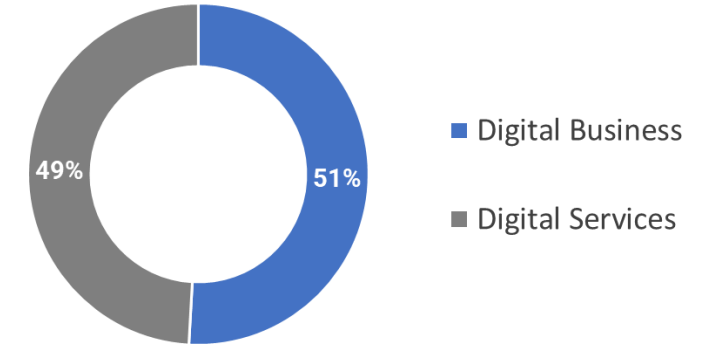
**US\$ 6,506  
MILLIONS**



### PIPELINE CONTRIBUTION (US\$ MM) by GEOGRAPHY



### By Business Line



■ Digital Business  
■ Digital Services



### BUSINESS OPPORTUNITIES BY SIZE

Range	Pipeline				
	Southern Cone	Andean Region	North America	Brazil	Total
US\$ Millions					
0 - 25	1,728	1,094	615	1,280	4,716
> 25	533	225	243	787	1,789
<b>Total</b>	<b>2,262</b>	<b>1,319</b>	<b>858</b>	<b>2,067</b>	<b>6,506</b>

**+16.5% c/t  
dec-25**



### HIGHLIGHTS PIPELINE

- ❖ Smart Cities & Mobility Solutions surpass US\$ 1,400 MM
- ❖ Cloud & Data Center Solutions surpass US\$ 470 MM
- ❖ Cybersecurity Solutions surpass US\$ 170 MM
- ❖ Digital Communications Solutions surpass US\$ 600 MM
- ❖ Software Factory and Disruptive Technologies Solutions surpass US\$ 160 MM
- ❖ Vertical solutions for sectoral industries exceed US\$ 640 MM (Bank & Insurance, Retail & Commerce, Healthcare and Utilities)

# Commercial Results

Making Our 2030 Dream a Reality – Featured Projects Under Strategic Plan 25-27





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# Final Remarks and Q&A



A strong start to the year in terms of sales, in line with the efforts made in 2025



Increase in margins driven primarily by Brazilian operation



Significant increase in business closures Large Deals



Sustained growth in new business opportunities (Pipeline)

## Final Remarks and Q&A

**The Board of Directors of SONDA, at its meeting on April 23, resolved to propose a capital increase to its shareholders.**



Initiative aligned with the Strategic Plan 2025–2027, focused on sustainable growth and improved profitability



Proposed Amount: CLP \$50 billion



Destination of resources: to finance large awarded projects without compromising solvency metrics



Strategic objective: to strengthen the company's operational and financial capacity



Expected impact: accelerate growth, regional expansion and improvement of long-term results

SONDA®

50 años

Transformando vidas **con la tecnología.**

SANTIAGO / APRIL 24 , 2026 / RESULTS PRESENTATION FIRST QUARTER 2026