

The SONDA logo is located in the top right corner of the image. It consists of the word "SONDA" in a bold, white, sans-serif font, with a white swoosh underline that curves under the letters.The background of the entire image is a photograph of five diverse office professionals in a modern, open-plan office setting. They are engaged in a collaborative discussion. One man on the left is gesturing with his hands while speaking. A woman stands in the center, smiling. Another man sits at a desk with a laptop, holding a white mug. A woman stands to his right, looking towards the speaker. In the foreground on the right, another man is looking at a tablet device. The office has large windows and a grid-like metal structure in the background.

*Earnings Presentation 3Q and 9M 2021*  
**SONDA – October, 29**

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**Dow Jones  
Sustainability Indices**

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# AGENDA

*Results 3Q and 9M 2021*

General Comments and Perspectives

Appendices



# Results 3Q and 9M 2021

## Consolidated Highlights 9M2021 (compared to 9M20)



Business closings grew 33.5% compared to 9M20 reaching US\$ 911.7 million



Revenues increased by 18.1% in constant currency



Gross Income grew 24.6% in constant currency



Operational Margin expands 180bp in constant currency



EBITDA increased 32.9% in constant currency, EBITDA Margin was 12.4% (+140bp)



Net Profit increased 292% reaching US\$ 33.4 million in reporting currency

# Results 3Q and 9M 2021

## Regional Highlights 9M2021 (constant currency compared to 9M20)



Chile; Revenues +29.8% (core +11.5%), EBITDA +50.4% (core +20.7%), EBITDA Margin reached 14.2% (core 21.9%)



Operations outside Chile; Revenues +5.7%, EBITDA +9.8%, EBITDA Margin 10.1% (+40bp), Operational Result +43.6%



Brazil; Revenues +6.1%, Gross Profit +15.0%, Gross Margin reached 12.0% (+100bp), EBITDA Margin was 6.7% (in line)



Mexico; Revenues +7.1%, EBITDA grew 31.9%, EBITDA Margin reached 7.2% (+140bp)



OPLA; Revenues +4.9%, EBITDA +10.7%, EBITDA Margin was 15.6% (+80bp)



# Results 3Q and 9M 2021

## Consolidated Highlights **quarter** (compared to 3Q20)



Business closings grew 29.3% compared to 3Q20 reaching US\$ 322 million. Pipeline reached US\$ 4,799 million



Revenues increased 15.1% in constant currency



Gross profit increased 19.7% in constant currency



Gross Margin expanded 60bp compared to 3Q20 reaching 16.8%



EBITDA increased 9.2% in constant currency reaching US\$ 30.7 million

# Results 3Q and 9M 2021



## Consolidated Revenues 3Q21



### US\$ 264.8 million

+14.8% in Reporting Currency

+15.1% in Constant Currency



US\$ 143.7 million

+21.0% (+21.5% in Constant Currency)  
Core Business +14.7% (+14.8% in constant currency)



US\$ 66.1 million

+17.9% (+16.2% in Constant Currency)



US\$ 12.1 million

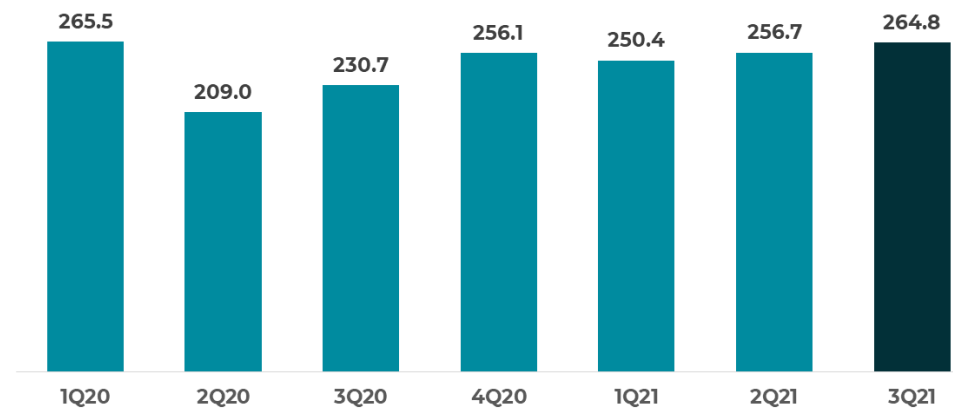
+19.4% (+9.7% in Constant Currency)



US\$ 42.9 million

-6.3% (-2.4% in Constant Currency)

Quarterly Revenues (Reporting Currency) (US\$ millones)



# Results 3Q and 9M 2021



## Consolidated EBITDA 3Q21



**US\$ 30.7 million**

+8.7% in Reporting Currency  
+9.2% in Constant Currency

**EBITDA Margin +11.6%**

-70 basis points (3Q20)



**US\$ 19.8 million**  
 +45.8% (+45.5% in Constant  
 Currency) Core Business  
 +22.0% (+21.9% in constant  
 currency)

**EBITDA Mg +13.8%**  
 +240 basis points (3Q20)



**US\$ 4.2 million**  
 -12.3% (-13.6 in Constant  
 Currency)

**EBITDA Mg +6.4%**  
 -220 basis points (3Q20)



**US\$ (0.0) million**  
 -101.7% (-101.5% in Constant  
 Currency)

**EBITDA Mg -0.2%**  
 -1,500 basis points (3Q20)



**US\$ 6.8 million**  
 -19.7% (-16.0% in Constant  
 Currency)

**EBITDA Mg +15.7%**  
 -270 basis points (3Q20)

EBITDA Margin Quarterly (%)



Figures in US\$ were translated using exchange rate equal to \$ 811.90 / US\$

# Results 3Q and 9M 2021



## Consolidated Results

### SONDA Consolidated

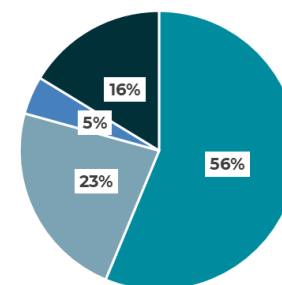
Results Summary	Accumulated			Quarter		
	Actual jun-21	▲ % Actual	▲ % Adjust. A	Actual 2Q21	▲ % Actual	▲ % Adjust. A
US\$ Million						
Revenues	771.8	9.5%	18.1%	264.8	14.8%	15.1%
Gross Profit	134.7	18.5%	24.6%	44.5	19.1%	19.7%
Sales and Administrative Expenses	(74.2)	-0.1%	7.8%	(26.1)	25.3%	25.4%
Operational Profit	60.4	53.7%	54.3%	18.5	11.3%	12.4%
EBITDA	95.6	28.4%	32.9%	30.7	8.7%	9.2%
Net Profit (Loss)	33.4	292.4%	168.7%	11.3	92.6%	106.2%
	0	0	0	0	0	0
	0	▲ pb	▲ pb	0	▲ pb	▲ pb
Gross Margin (%)	17.4%	130pb	90pb	16.8%	60pb	60pb
SG&A / Revenues (%)	9.6%	-90pb	-90pb	9.8%	80pb	80pb
Operational Margin (%)	7.8%	220pb	180pb	7.0%	-20pb	-10pb
EBITDA Margin (%)	12.4%	180pb	140pb	11.6%	-70pb	-60pb
Net Margin (%)	4.3%	310pb	240pb	4.3%	180pb	190pb

### SONDA Core Business

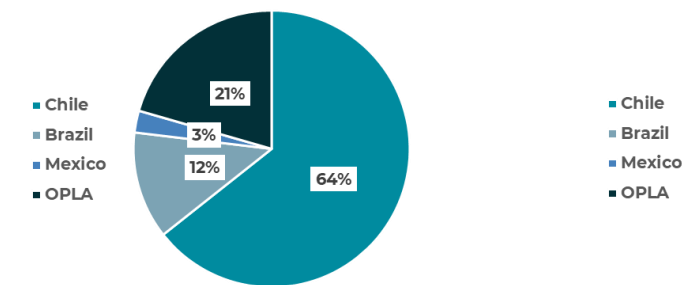
Results Summary	Accumulated			Quarter		
	Actual jun-21	▲ % Actual	▲ % Adjust. A	Actual 2Q21	▲ % Actual	▲ % Adjust. A
US\$ Million						
Revenues	528.7	-1.1%	7.7%	184.4	10.3%	10.4%
Gross Profit	100.8	3.3%	9.2%	34.0	6.5%	7.0%
Sales and Administrative Expenses	(57.0)	-7.3%	1.2%	(20.4)	23.0%	22.9%
Operational Profit	43.7	21.3%	21.8%	13.5	-11.5%	-10.4%
EBITDA	75.9	11.4%	15.6%	24.7	-5.0%	-4.4%
Net Profit (Loss)	26.3	190.9%	291.1%	11.7	178.9%	500.4%
	0	0	0	0	0	0
	0	▲ pb	▲ pb	0	▲ pb	▲ pb
Gross Margin (%)	19.1%	90pb	30pb	18.4%	-70pb	-60pb
SG&A / Revenues (%)	10.8%	-70pb	-70pb	11.1%	120pb	110pb
Operational Margin (%)	8.3%	160pb	100pb	7.3%	-180pb	-170pb
EBITDA Margin (%)	14.4%	170pb	100pb	13.4%	-210pb	-200pb
Net Margin (%)	5.0%	330pb	360pb	6.3%	380pb	510pb

- ❖ Revenues Increased 18.1% in constant currency (compared to 9M20)
- ❖ Important reduction in Administration Expenses as a percentage of Revenues in 9M21
- ❖ EBITDA grew 32.9% compared to 9M20 with improvements in all markets
- ❖ EBITDA margin improved in all regions compared to 9M20
- ❖ Net Profit increased 292.4% compared to 9M20, in reporting currency

Revenue Contribution by Region



EBITDA Contribution by Region



\* Figures for the 9M21



# Results 3Q and 9M 2021



## Business Closings

### Consolidated Closings

**US\$ 911.7 million**  
+33.5% (9M20)

### Closings by Region

  
**US\$ 477.4 million**  
+47.4% (9M20)  
(Core business US\$ 197 million, +40%)


  
**US\$ 268.4 million**  
+30.1% (9M20)

  
**US\$ 36.4 million**  
-32.7% (9M20)

  
**US\$ 129.5 million**  
+31.6% (9M20)

### Closings with Gross Margin >= 25%

(Core Business)  
9M2021 = 26.5%  
FY 2020 = 24.5%

  
9M2021 = 31.1%  
FY 2020 = 27.3%

  
9M2021 = 33.8%  
FY 2020 = 25.7%

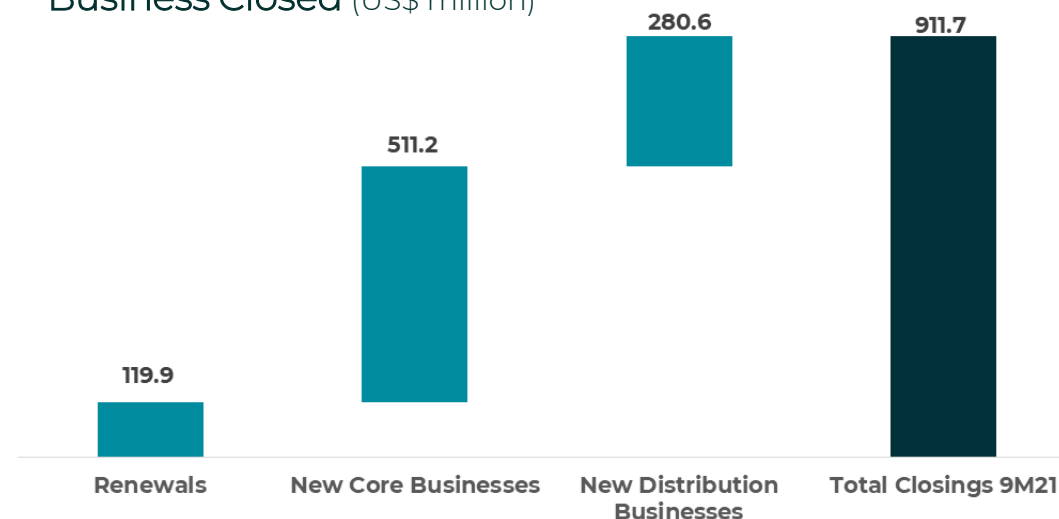
  
9M2021 = 11.4%  
FY 2020 = 20.7%

  
9M2021 = 23.2%  
FY 2020 = 20.7%

### Core Business Highlights

- ❖ 81.0% of the deals closed correspond to new contracts and 19.0% to renewals
- ❖ 69.2% of total closings were generated in SONDA's core business (business closings core business US\$631.1 million in 9M21)
- ❖ Closings represented 119% of Revenues of Core Business in 9M21

### Business Closed (US\$ million)

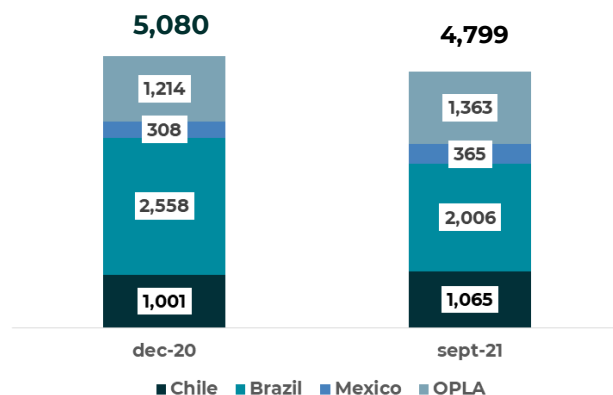


# Results 3Q and 9M 2021



## Commercial Opportunities

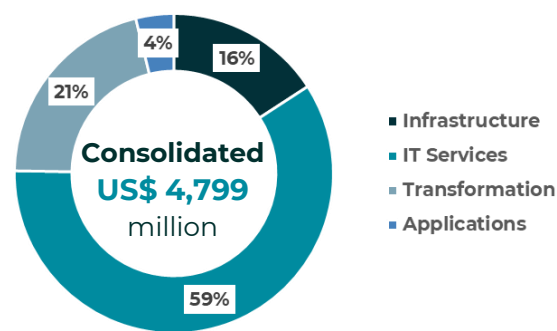
### 1 Pipeline of US\$4.8 Bn



Chg. Sep 21 / Dec 20	
Chile	6.4%
Brazil	-21.6%
Mexico	18.5%
OPLA	12.3%
<b>Total</b>	<b>-5.5%</b>

### 2 Opportunities by Range and Region Pipeline (million US\$)

Range	Pipeline					
	US\$ Millions	SONDA	Chile	Brazil	Mexico	OPLA
0 - 25		3,035	766	1,055	365	849
> 25		1,765	299	951	0	514
<b>Total Pipeline</b>		<b>4,799</b>	<b>1,065</b>	<b>2,006</b>	<b>365</b>	<b>1,363</b>



### Pipeline Highlights

- ❖ Brazil represents 42% of new business opportunities
- ❖ Integration & Outsourcing opportunities reached ~ US\$ 1.3 Bn
- ❖ Opportunities in Smart Cities exceed US\$ 900 million in new projects
- ❖ AMS + New Technologies → ~US\$ 800 million

# Results 3Q and 9M 2021



## Financial Position

### SONDA Consolidated

US\$ Millions

	sept-21	▲ dec-20
Cash and Cash Equivalents	200.9	(31.2)
Other Current Financial Assets	7.2	(15.0)
Trade Accounts Receivable and Others	285.6	35.4
Accounts Receivable from Related Companies	1.0	(0.1)
Inventories	78.2	34.5
Other Current Assets	56.8	1.7
<b>Current Assets</b>	<b>629.8</b>	<b>25.3</b>
Intangible Assets and Goodwill	266.2	17.1
Property, Plant and Equipment	172.3	(2.8)
Non-current receivables	79.4	5.4
Other Non-currents Assets	106.2	18.5
<b>Non-Current Assets</b>	<b>624.1</b>	<b>38.2</b>
<b>Total Assets</b>	<b>1,253.9</b>	<b>63.5</b>

### SONDA Consolidated

US\$ Millions

	sept-21	▲ sept-20
Net Cash Flow From Operating Activities	51.6	(57.8)
Net Cash Flow From Investing Activities	(22.4)	22.1
Net Cash Flow From Financing Activities	(74.6)	(89.8)
Effect of the variation in exchange rate over Cash & Equivalent Cash and Cash equivalent at the beginning of the period	14.1	15.1
	232.2	61.3
<b>Cash and Cash equivalent at the end of the period</b>	<b>200.9</b>	<b>(49.1)</b>

### Financial Position

sept-21 ▲ dec-20

### SONDA Consolidated

US\$ Millions

	sept-21	▲ dec-20
Current Financial Liabilities	80.3	25.5
Trade Accounts Payable and Others	136.4	14.4
Accounts Payable from Related Companies	2.4	2.3
Other Current Liabilities	98.3	8.4
<b>Current Liabilities</b>	<b>317.4</b>	<b>50.6</b>
Non-Current Financial Liabilities	235.8	(56.3)
Other Non-Current Liabilities	91.2	19.4
<b>Non-Current Liabilities</b>	<b>327.0</b>	<b>(36.9)</b>
Equity Attributable to Owners of The Company	605.7	49.3
Minority Interest	3.8	0.4
<b>Total equity</b>	<b>609.5</b>	<b>49.7</b>
<b>Total Liabilities and Shareholders Equity</b>	<b>1,253.9</b>	<b>63.5</b>

## Highlights

- ❖ Solid Financial Position
- ❖ CAPEX US\$ 41.9 million
- ❖ Net Financial Debt reached US\$ 130.2 million
- ❖ Collection Days was 63.7 days
- ❖ NFD / EBITDA (LTM) was 1.0x

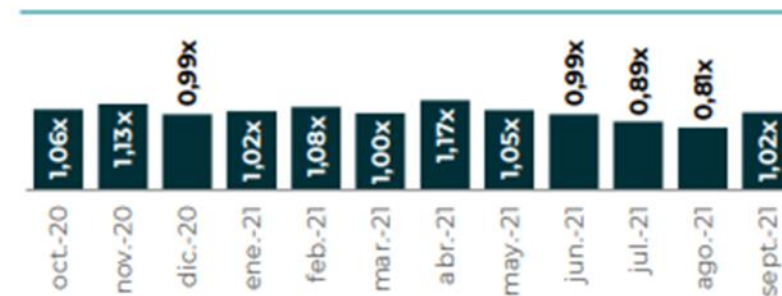
# Results 3Q and 9M 2021



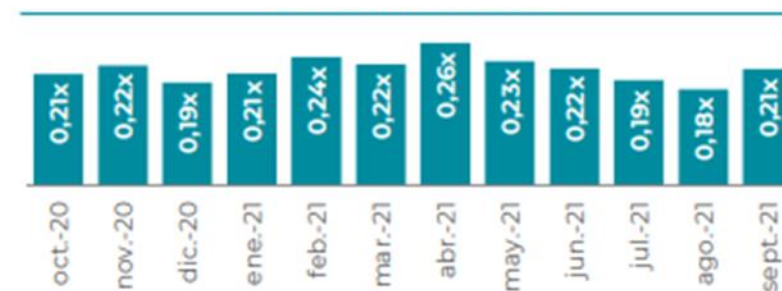
## Financial Position

SONDA Consolidated	Metrics	
	sept-21	▲ dec-20
<b>Liquidity</b>		
Current Liquidity	2.0x	-0.28x
Acid Ratio	1.7x	-0.36x
Working Capital (MMUS\$)	312.4	(25.3)
<b>Indebtedness</b>		
Leverage	1.1x	-0.07x
Financial Leverage	0.5x	-0.10x
Current Debt	25.4%	960pb
Non-Current Debt	74.6%	-960pb
Financial Expenses Coverage	7.5x	2.36x
Net Debt / Equity	0.2x	0.03x
Net Debt / EBITDA (LTM)	1.0x	0.03x
<b>Profitability</b>		
Gross Margin	17.4%	100pb
Operational Margin	7.8%	160pb
EBITDA Margin	12.4%	130pb
Net Margin	4.3%	420pb
Return on Equity	7.3%	720pb
Return on Assets	3.5%	350pb
<b>Collection Days (*)</b>		
Chile	39.1	(13.2)
Brazil	96.5	13.7
Mexico	89.3	(9.4)
OPLA	91.5	6.7
Consolidated	63.7	(4.5)

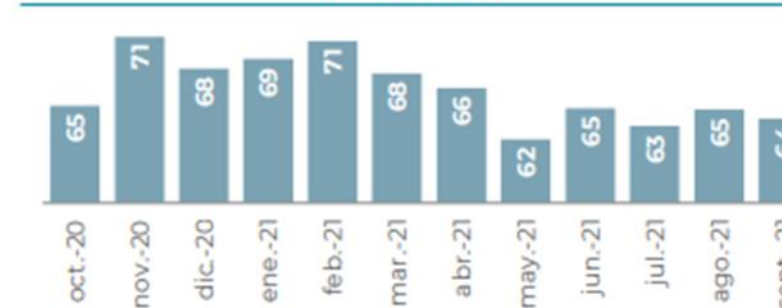
Net Debt / EBITDA



Net Debt / Equity



Collection days



(\*) Without VAT and Financed Sales

# AGENDA

Results 3Q and 9M 2021

*General Comments and Perspectives*

Appendices



# Results 3Q and 9M 2021

## General Comments and Perspectives



9M2021 results were above budget



Gross Margin improvements in 9M2021 compared to 9M2020



Further deepening of our verticalization and digital transformation strategy, together with the strengthening of commercial teams



Commercial activity showing dynamism in line with the recovery of markets



Net Profit with important expansions compared to 9M2020 boosted by a better Operational Result



# AGENDA

Results 3Q and 9M 2021

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# Results 3Q and 9M 2021



Chile 

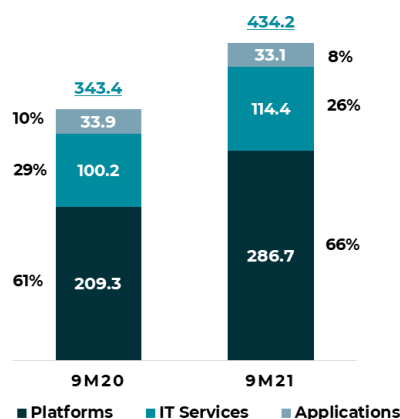
## Income Statement (US\$ millions)

	3Q21	Chg. 21/20	9M21	Chg. 21/20
Revenues	143.7	21.0%	434.2	26.5%
Gross Result	25.4	39.6%	79.1	32.3%
<i>Gross Margin</i>	17.7%	240bp	18.2%	80bp
SG&A	(12.5)	20.7%	(37.2)	10.8%
<b>Operational Result</b>	<b>12.9</b>	<b>64.7%</b>	<b>41.9</b>	<b>59.8%</b>
<i>Operational Margin</i>	9.0%	240bp	9.6%	200bp
<b>EBITDA</b>	<b>19.8</b>	<b>45.8%</b>	<b>61.6</b>	<b>50.2%</b>
<i>EBITDA Margin</i>	13.8%	240bp	14.2%	230bp

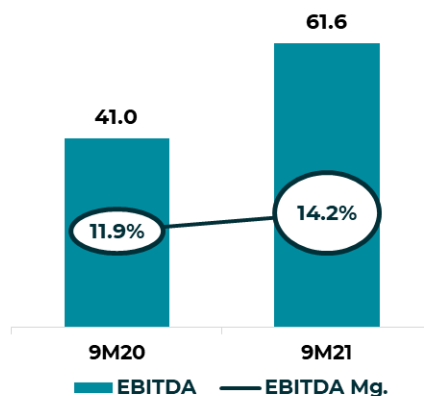
## Highlights

- Revenues increased 21.0% (21.5% in constant currency) in 3Q21:
  - ❑ Increase in Platforms 26.3% (27.0% in constant currency)
  - ❑ Increase in IT Services 15.5%
  - ❑ Increase in Applications 1.7%
- EBITDA grew 45.8% (45.5% in constant currency) compared to 3Q20
- EBITDA margin reached 13.8% in 3Q21 (+240bp)
- In 9M21, business closed totaled US\$477 million, increasing 47.4% compared to 9M20
- Pipeline reached US\$1,065 million

## Revenues by Business Line (US\$ millions)



## EBITDA and EBITDA margin (US\$ millions, %)





# Results 3Q and 9M 2021

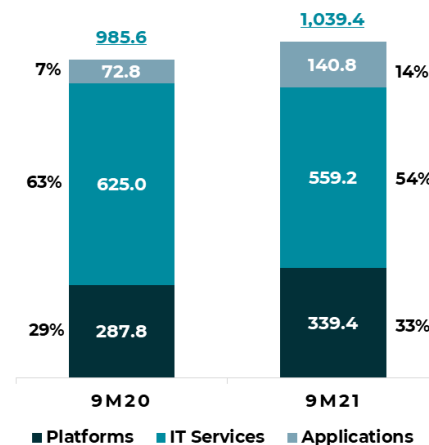


## Brazil

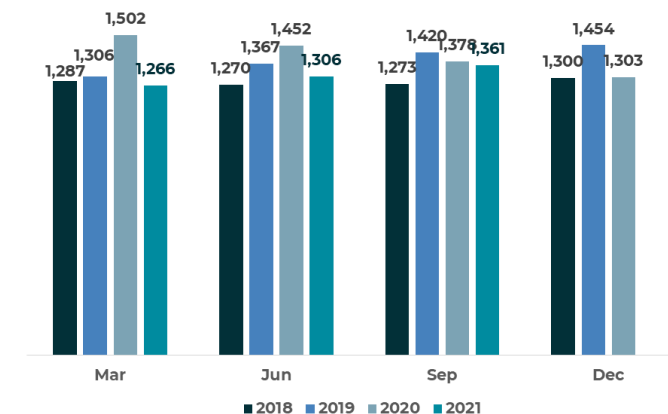
### Income Statement (BRL millions)

	3Q21	Chg. 21/20	9M21	Chg. 21/20
Revenues	363.5	16.2%	1039.4	5.5%
Gross Result	41.4	19.2%	124.3	14.2%
<i>Gross Margin</i>	11.4%	30bp	12.0%	100bp
SG&A	(35.7)	31.3%	(105.6)	2.2%
<b>Operational Result</b>	<b>5.7</b>	<b>(24.3%)</b>	<b>18.7</b>	<b>240.8%</b>
<i>Operational Margin</i>	1.6%	-80bp	1.8%	120bp
<b>EBITDA</b>	<b>23.2</b>	<b>(13.9%)</b>	<b>70.0</b>	<b>4.3%</b>
<i>EBITDA Margin</i>	6.4%	-220bp	6.7%	-10bp

### Revenues by Business Line (BRL millions)



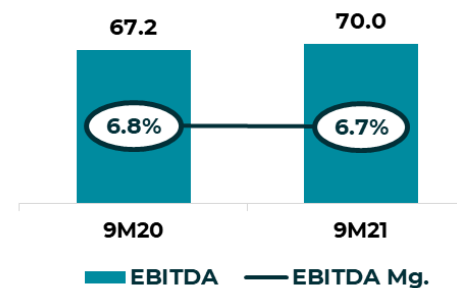
### Revenues LTM (BRL millions)



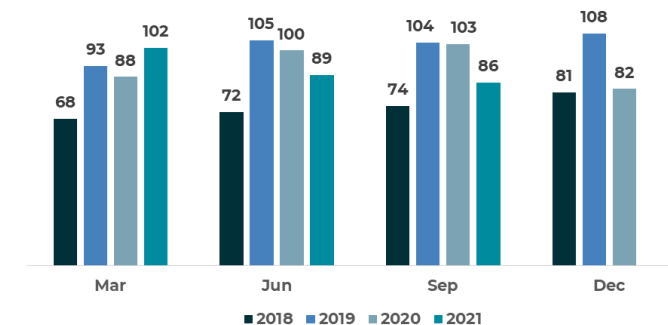
## Highlights

- Revenues increased 16.2% in 3Q21 compared to 3Q20
- EBITDA increased 4.3% in 9M21
- EBITDA margin reached 6.7% (-10bp) in 9M21
- In 9M21, business closed totaled US\$268 million greater by 30.1% compared to 9M20
- Pipeline reached US\$ 2,006 million

### EBITDA and EBITDA margin (BRL millions, %)



### EBITDA LTM (BRL millions)



# Results 3Q and 9M 2021



## Mexico

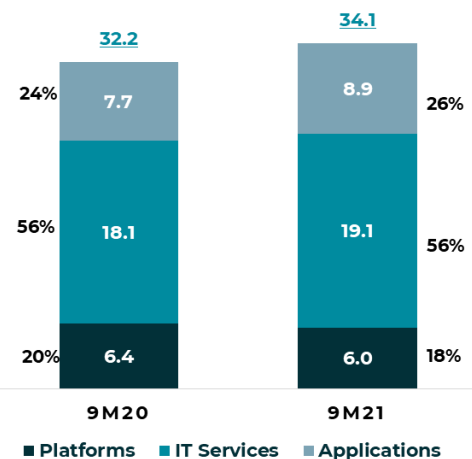
### Income Statement (US\$ millions)

	3Q21	Chg. 21/20	9M21	Chg. 21/20
Revenues	12.1	19.4%	34.1	5.8%
Gross Result	1.5	(36.2%)	5.3	12.8%
<i>Gross Margin</i>	12.5%	-1090bp	15.7%	100bp
SG&A	(2.3)	44.6%	(5.1)	(6.9%)
<b>Operational Result</b>	<b>(0.7)</b>	<b>191.6%</b>	<b>0.3</b>	<b>142.2%</b>
<i>Operational Margin</i>	-6.7%	-1410bp	0.9%	300bp
<b>EBITDA</b>	<b>(0.0)</b>	<b>(101.7%)</b>	<b>2.4</b>	<b>48.5%</b>
<i>EBITDA Margin</i>	-0.2%	-1500bp	7.2%	210bp

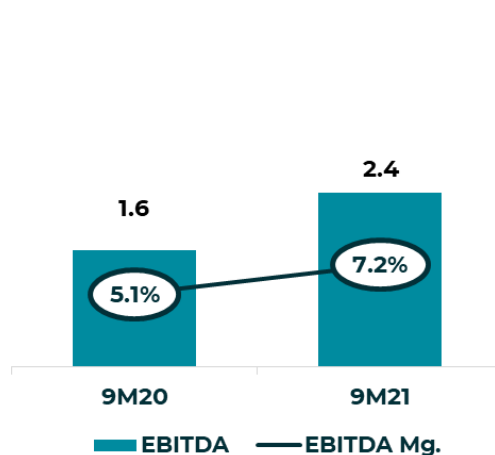
### Highlights

- Revenues increased 19.4% (9.7% in constant currency) in 3Q21:
  - ▢ Increase in Platforms 18.9%
  - ▢ Increase in IT Services 18.8%
  - ▢ Increase in Applications 21.3%
- EBITDA fell -101.7% compared to 3Q20
- EBITDA margin was -0.2% in 3Q21 (-1,500bp)
- In 9M21, business closed totaled US\$36.5 million (-32.7% YoY)
- Pipeline reached US\$365 million

### Revenues by Business Line (US\$ millions)



### EBITDA and EBITDA margin (US\$ millions, %)



# Results 3Q and 9M 2021



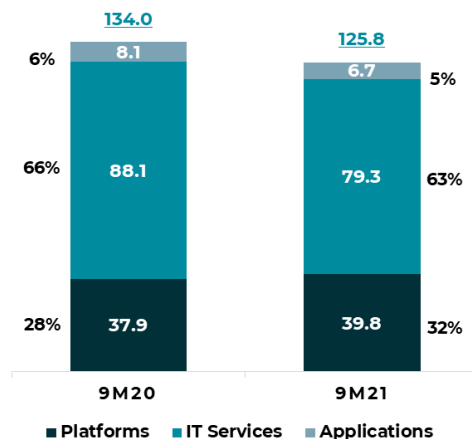
## Income Statement (US\$ millions)

	3Q21	Chg. 21/20	9M21	Chg. 21/20
Revenues	42.9	(6.3%)	125.8	(6.1%)
Gross Result	10.1	(4.8%)	29.0	2.6%
<i>Gross Margin</i>	23.5%	30bp	23.0%	190bp
SG&A	(4.8)	20.9%	(14.0)	(4.4%)
<b>Operational Result</b>	<b>5.3</b>	<b>(20.2%)</b>	<b>15.0</b>	<b>10.1%</b>
<i>Operational Margin</i>	12.3%	-220bp	11.9%	170bp
<b>EBITDA</b>	<b>6.8</b>	<b>(19.7%)</b>	<b>19.7</b>	<b>0.8%</b>
<i>EBITDA Margin</i>	15.7%	-270bp	15.6%	100bp

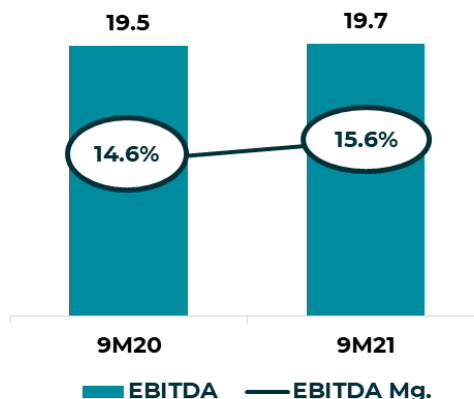
## Highlights

- Revenues decreased 6.3% (-2.4% in constant currency) in 3Q21:
  - ▢ Increase in Platforms 4.1% (+8.4% in constant currency)
  - ▢ Decrease in IT Services 10.1% (-6.5% in constant currency)
  - ▢ Decrease in Applications 11.7% (-6.3% in constant currency)
- EBITDA decreased 19.7% (-16.0% in constant currency) compared to 3Q20
- EBITDA margin reached 15.7% in 3Q21 (-270bp in reporting currency)
- In 9M21, business closed totaled US\$130 million (+31.6% YoY)
- Pipeline reached US\$1,363 million

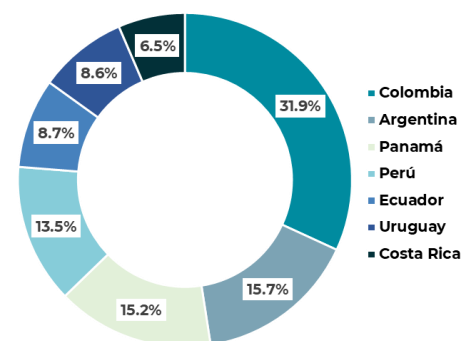
## Revenues by Business Line (US\$ millions)



## EBITDA and EBITDA margin (US\$ millions, %)



## Revenues by Country (%, 9M2021)





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