



Earnings Presentation 1Q 2022

April 29, 2022

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Results 1Q 2022
Conclusions and Perspectives
Appendices

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Results 1Q 2022

Consolidated quarter highlights (compared to 1Q21)

Revenues grew 15.9%

Gross Profit increased 9.1%

Deals closed reached US\$315 million
Backlog in signing process: US\$ 80 million
+6.6% (compared to 1Q21)

Pipeline totaled US\$ 4,453 million
Brazil contribute with 45%

Net Profit decreased by US\$ 9.3 million
US\$ 8.3 million exchange rate effect

Results 1Q 2022

Regional quarter highlights (compared to 1Q21)

Southern Cone Region

Revenues increased 16.6%

EBITDA: -2.2% EBITDA Mg: 11.7%

Andean Region

Revenues increased 0.8%

EBITDA: +12.8% EBITDA Mg: 13.7%

North America

Revenues increased 9.3%

EBITDA: +1.3% EBITDA Mg: 19.9%

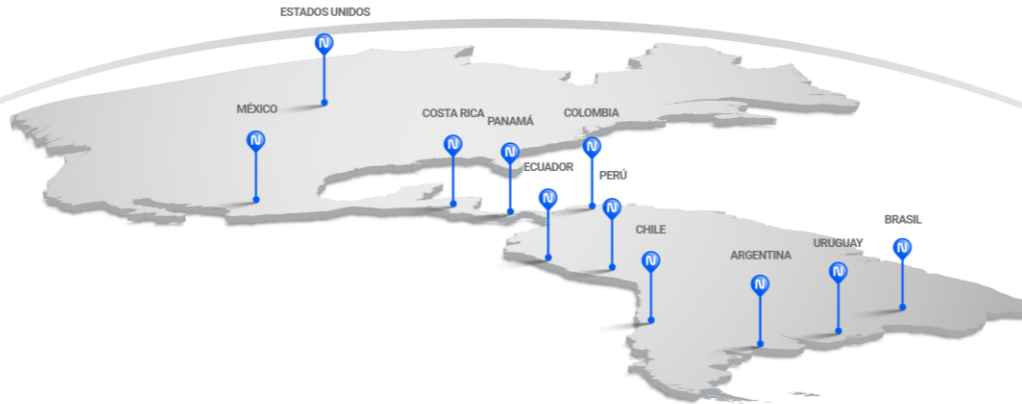
Brazil

Revenues increased 23.2%

EBITDA: -0.5% EBITDA Mg: 4.7%

Results 1Q 2022

Consolidated Revenues



US\$ 298.9 million
+15.9% in Reporting Currency
+8.6% in Constant Currency

Southern Cone Region

US\$ 183.1 million
+16.6% (+13.2% in Constant Currency)

Andean Region

US\$ 25.3 million
+0.8% (-4.5% in Constant Currency)

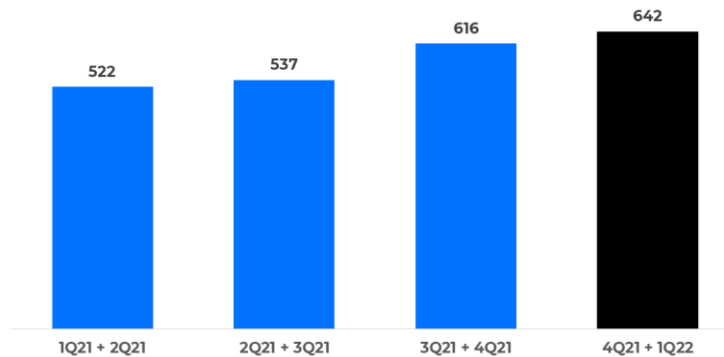
North America

US\$ 22.5 million
+9.3% (-1.7% in Constant Currency)

Brazil

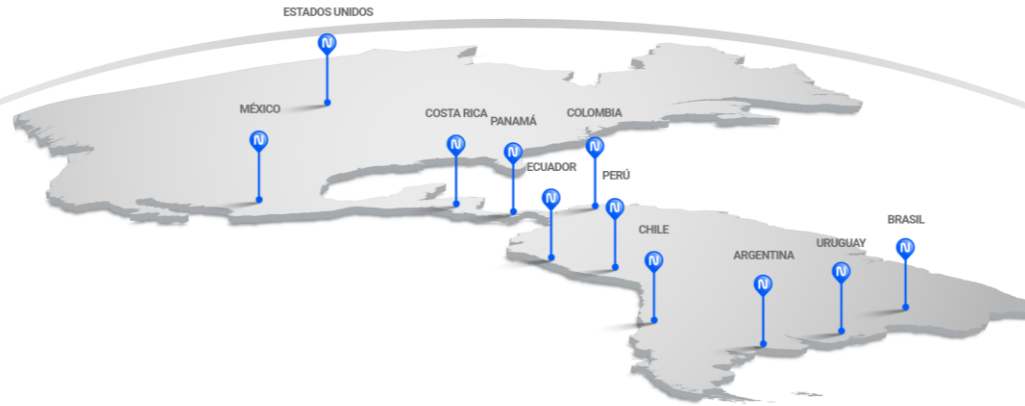
US\$ 68.0 million
+23.2% (+6.0% in Constant Currency)

Moving Semester Revenues (US\$ million)



Results 1Q 2022

Consolidated EBITDA



US\$ 32.7 million
 -0.2% in Reporting Currency
 -4.7% in Constant Currency

Mg EBITDA 10.9%
 -180 basis points (1Q21)

Southern Cone Region

US\$ 21.5 million
 -2.2% (-3.9% in Constant Currency)

Mg EBITDA 11.7%
 -230 basis points (1Q21)

Andean Region

US\$ 3.5 million
 +12.8% (+8.0% in Constant Currency)

Mg EBITDA 13.7%
 +150 basis points (1Q21)

North America

US\$ 4.5 million
 +1.3% (-9.1% in Constant Currency)

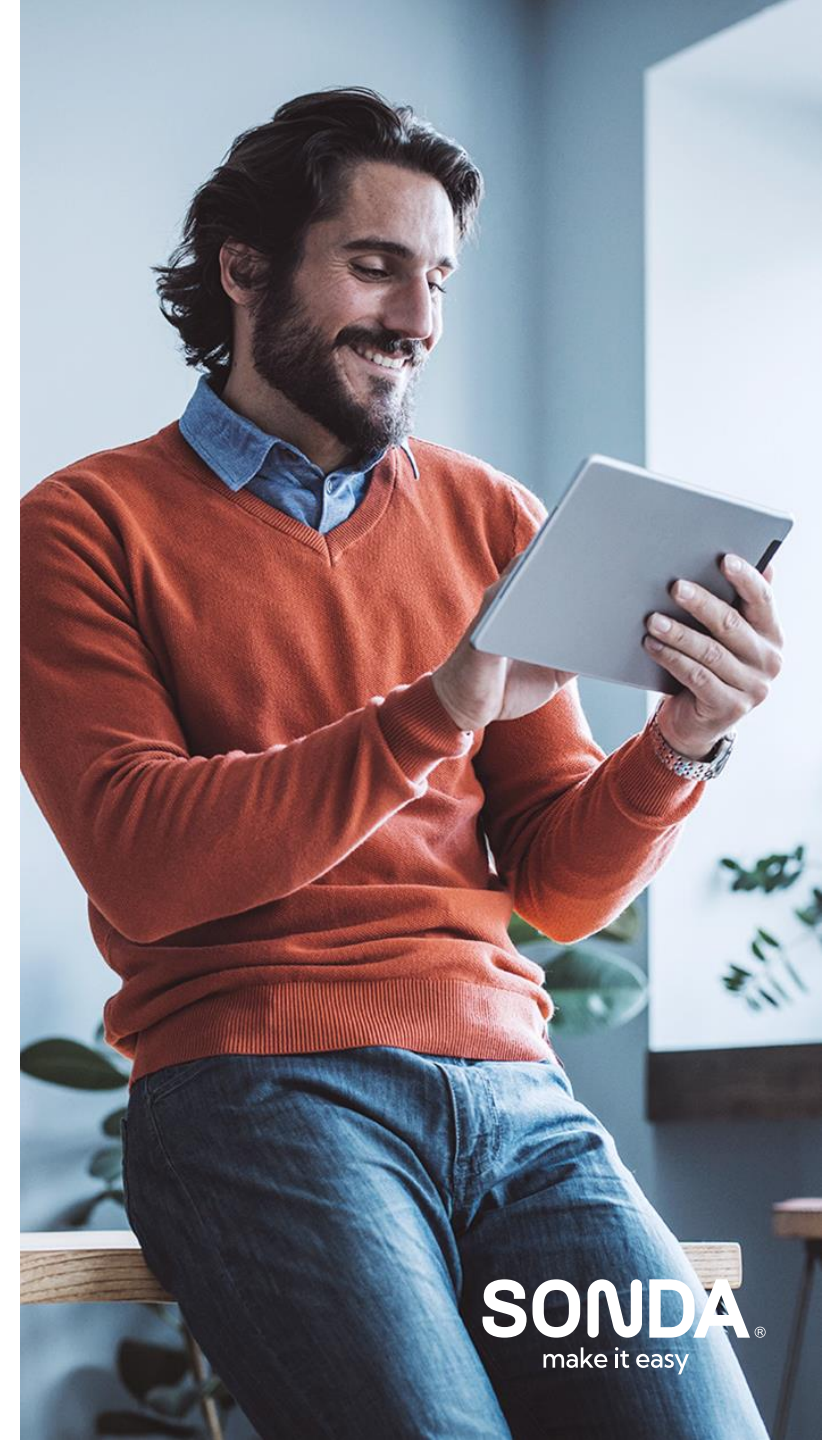
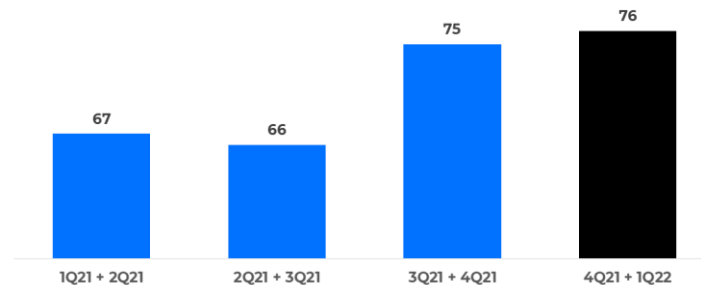
Mg EBITDA 19.9%
 -160 basis points (1Q21)

Brazil

US\$ 3.2 million
 -0.5% (-15.0% in Constant Currency)

Mg EBITDA 4.7%
 -120 basis points (1Q21)

Moving Semester EBITDA (US\$ million)



Results 1Q 2022

Results summary

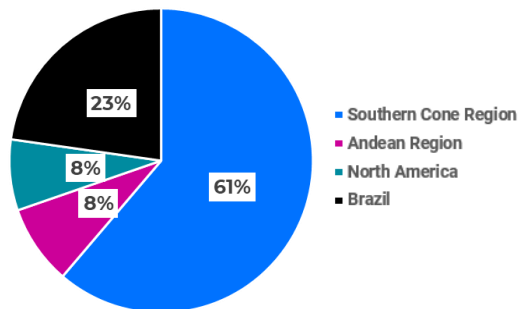
SONDA Consolidated

Results Summary	Quarter		
	Actual 1Q22	▲ % Actual 1Q21	▲ % Ajust. 1Q21
US\$ Millions			
Revenues	298.9	15.9%	8.6%
Gross Profit	49.6	9.1%	3.4%
Sales and Administrative Expenses	(30.4)	20.3%	12.7%
Operational Profit	19.2	-4.8%	-8.5%
EBITDA	32.7	-0.2%	-4.7%
Net Profit (Loss)	1.9	-83.3%	-83.5%
		▲ bp	▲ bp
Gross Margin (%)	16.6%	-100bp	-80bp
SG&A / Revenues (%)	10.2%	40bp	40bp
Operational Margin (%)	6.4%	-140bp	-120bp
EBITDA Margin (%)	10.9%	-180bp	-160bp
Net Margin (%)	0.6%	-370bp	-350bp

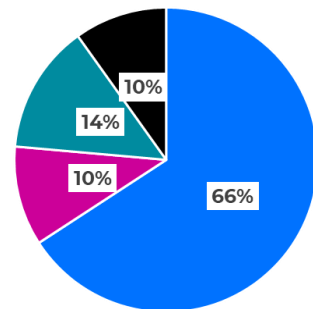
SONDA Core Business

Results Summary	Quarter		
	Real 1Q22	▲ % Actual 1Q21	▲ % Ajust. 1Q21
US\$ Millions			
Revenues	205.8	17.7%	4.1%
Gross Profit	37.5	12.7%	-4.1%
Sales and Administrative Expenses	(21.8)	14.3%	-7.3%
Operational Profit	15.7	10.5%	0.7%
EBITDA	27.8	8.1%	-2.2%
Net Profit (Loss)	(3.8)	-148.9%	-149.5%
		▲ bp	▲ bp
Gross Margin (%)	18.2%	-80bp	-160bp
SG&A / Revenues (%)	10.6%	-30bp	-130bp
Operational Margin (%)	7.6%	-50bp	-30bp
EBITDA Margin (%)	13.5%	-120bp	-90bp
Net Margin (%)	-1.8%	-620bp	-570bp

Revenue Contribution by Region



EBITDA Contribution by Region



*Figures as of March 31, 2022

Core Business Consolidated Highlights

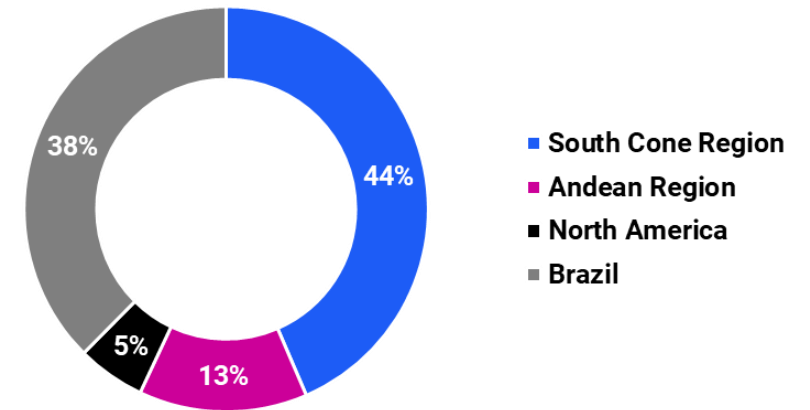
- Revenues grew 17.7% (compared to 1Q21)
- Gross Profit increased 12.7% (compared to 1Q21)
- EBITDA grew 8.1% (compared to 1Q21)
- SG&A over Revenues decreased 30bp

Results 1Q 2022

Business Closed

Business Closed				
US\$ Million	mar-22	% New Businesses	mar-21	▲ %
South Cone Region	97.5	79.5%	87.4	11.5%
Andean Region	30.2	79.8%	21.9	38.1%
North America	12.2	94.2%	11.2	9.2%
Brazil	84.1	68.0%	80.0	5.2%
Total Core	224.0	67.7%	200.4	11.8%
Distribution	90.8	100.0%	94.9	-4.3%
Total Consolidated	314.8	77.0%	295.3	6.6%

Contribution Business Closed (core business) (US\$ million)



Core business highlights

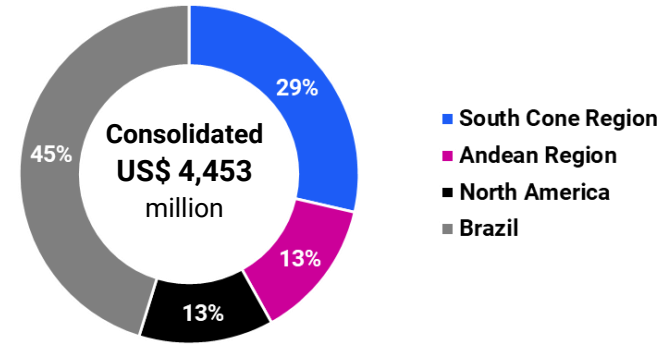
- ❖ Backlog of contracts to be signed as of Mar-21 are equivalent to US\$ 80 million
- ❖ Business closed increased 11.8% (compared to 1Q21)
- ❖ Deals closed of the core business by US\$ 224.0 million, corresponds to 71.2% del total closings of the period
- ❖ 67.7% of deals closed correspond to new contracts and 23.3% to renewals

Results 1Q 2022

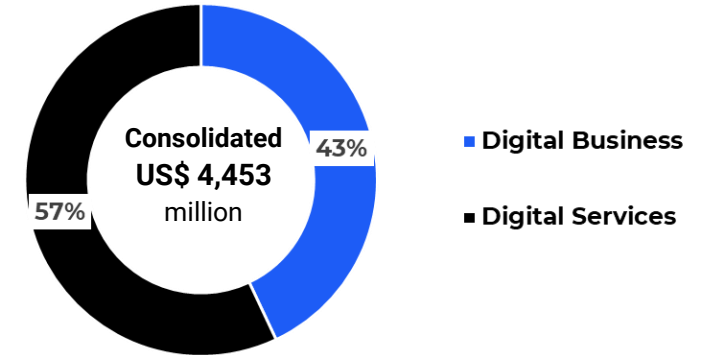
Commercial Opportunities

Pipeline	US\$ Million
	mar-22
South Cone Region	1,307
Andean Region	587
North America	567
Brazil	1,992
Total Core	4,453

Pipeline Contribution by Region
(US\$ million)



Pipeline Contribution by Business Unit
(US\$ million)



Pipeline Highlights

- ❖ Digital Application Services reached ~US\$ 380 MM
- ❖ Digital Solutions reached ~US\$ 80 MM
- ❖ Smart Cities & Mobility reached ~US\$ 800 MM
- ❖ Cloud & Data Center reached ~US\$ 900 MM
- ❖ Brazil represent 45% of business opportunities

Results 1Q 2022

Financial Position

SONDA Consolidated

US\$ Millions

	mar-22	▲ dec-20
Cash and Cash Equivalents	198,8	(25,3)
Other Current Financial Assets	12,1	(6,5)
Trade Accounts Receivable and Others	337,9	6,3
Accounts Receivable from Related Companies	1,6	(0,9)
Inventories	94,4	21,6
Other Current Assets	63,4	7,3
Current Assets	708,3	2,6
Intangible Assets and Goodwill	275,3	15,6
Property, Plant and Equipment	169,4	(2,4)
Non-current receivables	86,3	(0,2)
Other Non-currents Assets	136,0	18,3
Non-Current Assets	667,0	31,3

Total Assets

1.375,2 33,9

Financial Position

SONDA Consolidated

US\$ Millions

	mar-22	▲ dec-20
Current Financial Liabilities	102,5	10,6
Trade Accounts Payable and Others	152,8	(8,5)
Accounts Payable from Related Companies	0,4	0,4
Other Current Liabilities	119,4	7,4
Current Liabilities	375,1	10,0
Non-Current Financial Liabilities	244,2	0,9
Other Non-Current Liabilities	100,2	4,0
Non-Current Liabilities	344,4	4,9
Equity Attributable to Owners of The Company	651,7	19,0
Minority Interest	4,0	(0,0)
Total equity	655,8	19,0

Total Liabilities and Shareholders Equity

1.375,2 33,9

SONDA Consolidated

US\$ Millions

	mar-22	▲ mar-21
Net Cash Flow From Operating Activities	(1,3)	(11,0)
Net Cash Flow From Investing Activities	(12,4)	0,1
Net Cash Flow From Financing Activities	(5,6)	31,8
Effect of the variation in exchange rate over Cash & Equivalent	(5,9)	(7,1)
Cash and Cash equivalent at the beginning of the period	224,1	(15,2)

Cash and Cash equivalent at the end of the period

198,8 (1,4)

Cash Flow

Highlights

- Solid Financial Position
- CAPEX US\$ 19.5 million
- Product Distribution Inventory US\$ 68.0 million
- Net Financial Debt reached US\$ 165 million
- Collection Days was 67 days
- NFD / EBITDA (LTM) was 1.2x

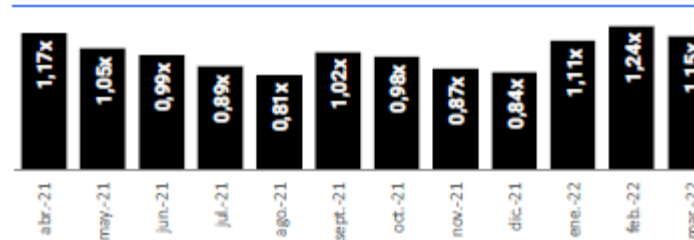
Results 1Q 2022

Financial Position

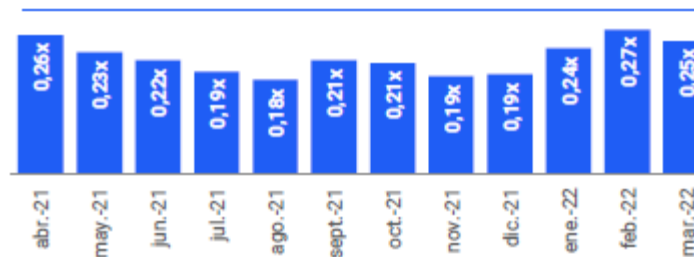
SONDA Consolidated	Metrics	
	mar-22	▲ dec-21
Liquidity		
Current Liquidity	1,9x	-0,04x
Acid Ratio	1,6x	-0,10x
Working Capital (MMUS\$)	333,2	(7,4)
Indebtedness		
Leverage	1,1x	-0,01x
Financial Leverage	0,5x	0,00x
Current Debt	29,6%	220pb
Non-Current Debt	70,4%	-220pb
Financial Expenses Coverage	6,8x	0,15x
Net Debt / Equity	0,3x	0,06x
Net Debt / EBITDA (LTM)	1,2x	0,16x
Profitability		
Gross Margin	16,6%	-90pb
Operational Margin	6,4%	-170pb
EBITDA Margin	10,9%	-150pb
Net Margin	0,6%	-330pb
Return on Equity	1,1%	-590pb
Return on Assets	0,5%	-280pb
Collection Days (*)		
Chile	44,6	(1,0)
Brazil	72,5	(0,6)
Mexico	143,7	21,5
OPLA	92,7	(7,9)
Consolidated	66,8	(0,8)

(*) Without VAT and Financed Sales

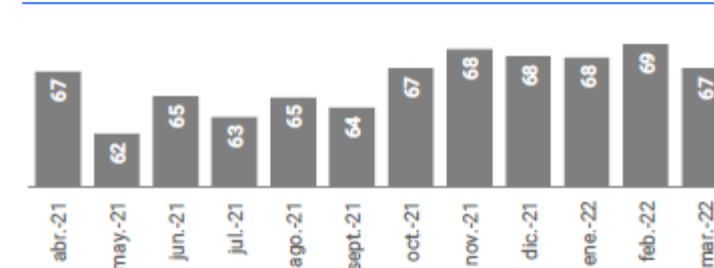
Net Debt / EBITDA



Net Debt / Equity



Collection days





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Conclusions and Perspectives

Highlights 1Q22

- ❖ Strong Revenue growth (+15.9% YoY)
- ❖ Dynamism in commercial activity (+6.6% YoY)

Start of execution Strategic Plan 2022 – 2024

- ❖ Geographic expansion
- ❖ Organization by verticals
- ❖ Focus on Digital Business solutions

Business Perspectives

- ❖ Positive perspectives for this year
- ❖ IT Industry growing 2 digits
- ❖ Increase in commercial activity
- ❖ Important opportunities in Mega Deals
- ❖ Evolution of our solutions to accompany the business transformation challenges of our customers



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Southern Cone

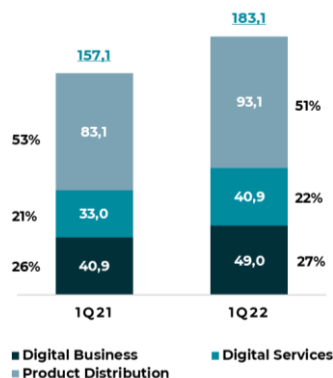
Income Statement

(US\$ million)

	1Q22	Chg. 22/21
Revenues	183,1	16,6%
Gross Result	30,8	5,8%
<i>Gross Margin</i>	16,8%	-170bp
SG&A	(17,2)	21,1%
Operational Result	13,6	(8,8%)
<i>Operational Margin</i>	7,4%	-210bp
EBITDA	21,5	(2,2%)
<i>EBITDA Margin</i>	11,7%	-230bp

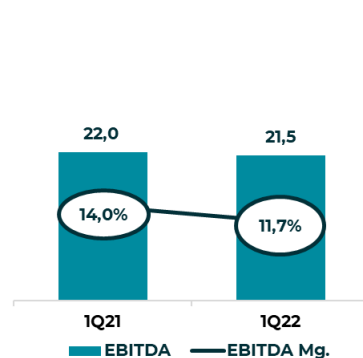
Revenues by Business Line

(US\$ million)



EBITDA and EBITDA margin

(US\$ million, %)



Highlights

- Revenues increased 16.6% in 1Q2022:
 - ❑ Increase in Digital Business 19.7%
 - ❑ Increase in Digital Services 24.0%
 - ❑ Increase in Product Distribution 12.0%
- EBITDA decreased 2.2% compared to 1Q21
- EBITDA margin reached 11.7%
- In 1Q22, core business closed totaled US\$ 97.5 million, increasing 11.5% compared to 1Q22
- Pipeline reached US\$1,307 million

Andean Region

Income Statement

(US\$ million)

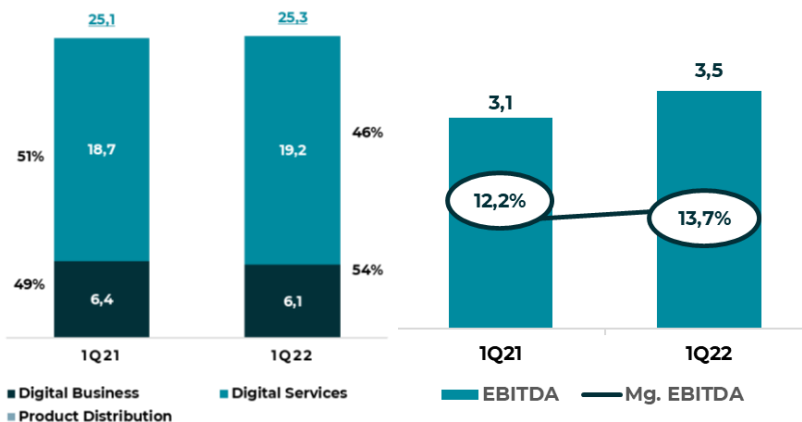
	1Q22	Chg. 22/21
Revenues	22,5	9,3%
Gross Result	6,1	6,3%
<i>Gross Margin</i>	26,9%	-80bp
SG&A	(2,7)	11,1%
Operational Result	3,4	(2,6%)
<i>Operational Margin</i>	14,9%	-100bp
EBITDA	4,5	1,3%
<i>EBITDA Margin</i>	19,9%	-160bp

Revenues by Business Line

(US\$ million)

EBITDA and EBITDA margin

(US\$ million, %)



Highlights

- Revenues increased 0.8% in 1Q2022:
 - ❑ *Decrease in Digital Business -4.4%*
 - ❑ *Increase in Digital Services 2.6%*
- EBITDA increased 12.8% compared to 1Q21
- EBITDA margin reached 13.7%
- In 1Q22, business closed totaled US\$ 30.2 million, increasing 38.1% compared to 1Q21
- Pipeline reached US\$587 million

North America

Income Statement

(US\$ million)

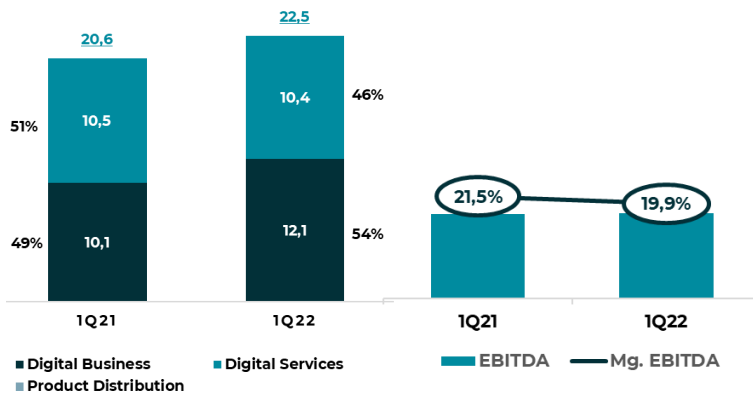
	1Q22	Chg. 22/21
Revenues	22,5	9,3%
Gross Result	6,1	6,3%
<i>Gross Margin</i>	26,9%	-80bp
SG&A	(2,7)	11,1%
Operational Result	3,4	2,6%
<i>Operational Margin</i>	14,9%	-100bp
EBITDA	4,5	1,3%
<i>EBITDA Margin</i>	19,9%	-160bp

Revenues by Business Line

(US\$ million)

EBITDA and EBITDA margin

(US\$ million, %)



Highlights

- Revenues increased 9.3% in 1Q2022:
 - ❑ Increase in Digital Business 19.9%
 - ❑ Decrease in Digital Services -0.9%
- EBITDA increased 1.3% compared to 1Q21
- EBITDA margin reached 19.9%
- In 1Q22, business closed totaled US\$ 12.2 million, increasing 9.2% compared to 1Q21
- Pipeline reached US\$567 million

Brazil

Income Statement

(BRL million)

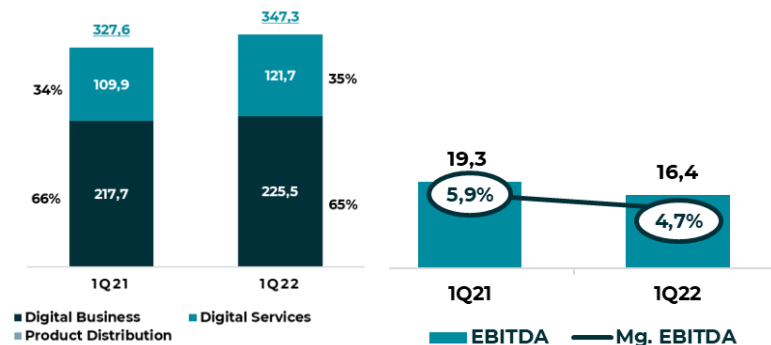
	1Q22	Chg. 22/21
Revenues	347,3	6,0%
Gross Result	40,0	12,8%
<i>Gross Margin</i>	11,5%	70bp
SG&A	(39,9)	15,1%
Operational Result	0,1	(91,3%)
<i>Operational Margin</i>	0,0%	-20bp
EBITDA	16,4	(14,9%)
<i>EBITDA Margin</i>	4,7%	-120bp

Revenues by Business Line

(BRL million)

EBITDA and EBITDA margin

(BRL million, %)



Highlights

- Revenues increased 6.0% in 1Q2021:
 - ❑ Increase in Digital Business 3.6%
 - ❑ Increase in Digital Services 10.7%
- EBITDA decreased 14.9% compared to 1Q2021
- EBITDA margin reached 4.7%
- In 1Q22, business closed totaled US\$ 84.1 million, increasing 5.2% compared to 1Q21
- Pipeline reached US\$1,992 million

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