



Earnings Presentation

2Q & 6M 2024

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Speakers



José Orlandini

Chairman of the Board



Marcelo Castiglione

Chief Executive Officer



Gonzalo Soto

Chief Financial Officer



AGENDA 2Q & 6M 2024

- **Strategic Progress**
- Highlights 6M24
- Financial Results
- Commercial Results
- Final Remarks

Strategic Progress

Startup Ecosystem:

→ Promotion Engine

Award of a new business associated with Vertical Retail and Commerce



Deepening in Mining Industry:

→ New Business Awarded

We keep strengthening our positioning in the mining sector



Regional Presence:

→ Strategic Markets

Closings of comprehensive technological outsourcing and industry solutions boost our presence in Brazil, Mexico and Colombia



Commercial Excellence:

→ Focus on Clients

New offices allow us to enhance proximity to our clients



7 Countries
with pipeline or closings
Mexico, Chile, Colombia, Uruguay, Panama, Peru and Brazil.

5 Verticals
with pipeline or closings
B&I, SC&M, Multindustry, R&C and Health.

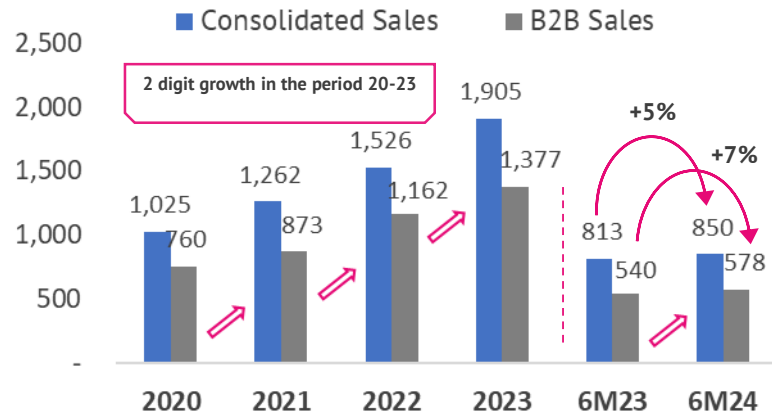
Pipeline in Brazil US\$ 2.7 billion, closings in 2Q24 by US\$109 million (+45% YoY)

Strong growth from Klap, accompanied by operational efficiencies and innovation in payment solutions

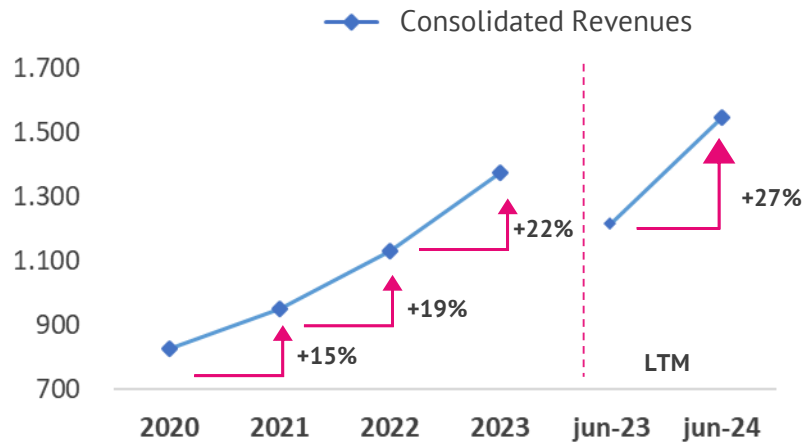
Installation of the first AI high processing capacity servers in DC Kudos

Strategic Progress

Materialization of Verticalization Strategy by Industries (US\$ Million)

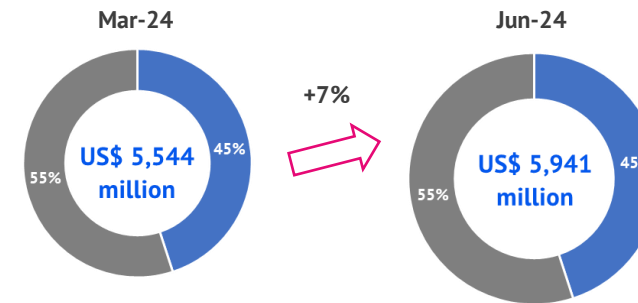


- 2022 figures exclude Infovia Digital project (US\$ 170 million)
- B2B sales exclude the Transactional business (Quintec Distribución + Tecnoglobal + Microgeo + Klap)



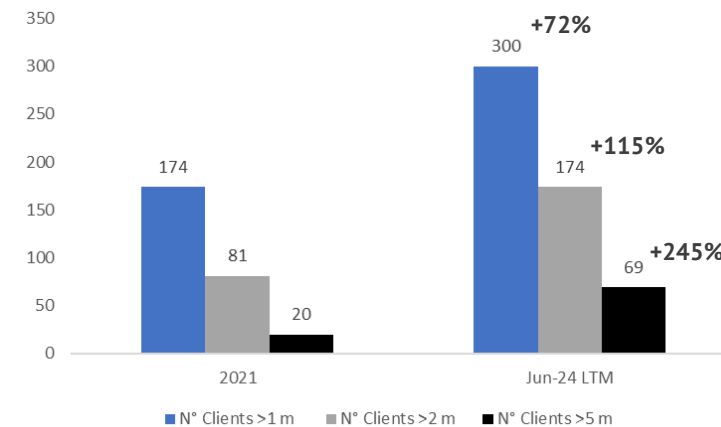
*Figures in reporting currency converted with exchange rate as of Jun-24

Consolidated Pipeline



■ Digital Business ■ Digital Services

Larger Accounts



* Group amounts in USD millions, exchange rate USD/CLP as of Jun-24



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Highlights 6M24

Results Summary

Consolidated Revenues reached US\$ 770 million / +28.6% c/t 6M23

→ Digital Business (US\$ 252 / +34.7%)

→ Digital Services (US\$ 246 / +37.5%)

→ Transactional Business (US\$ 271 / +16.9%)

Gross Profit totaled US\$ 106 million / +10.5% c/t 6M23

Operating Income reached US\$ 37 million / +21.2% c/t 6M23

EBITDA totaled US\$ 65 million / +22.5% c/t 6M23

Net Income reached US\$ 7.3 million, positioning US\$ 10.1 million below the 6M23 figures

Consolidated closed deals amount US\$ 850 million / +4.6% c/t 6M23

12-month pipeline reaches US\$ 5,941 million / Brazil represents 45% of the opportunities



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Results 2Q 2024

Revenue and EBITDA 2Q 2024



CONSOLIDATED REVENUE

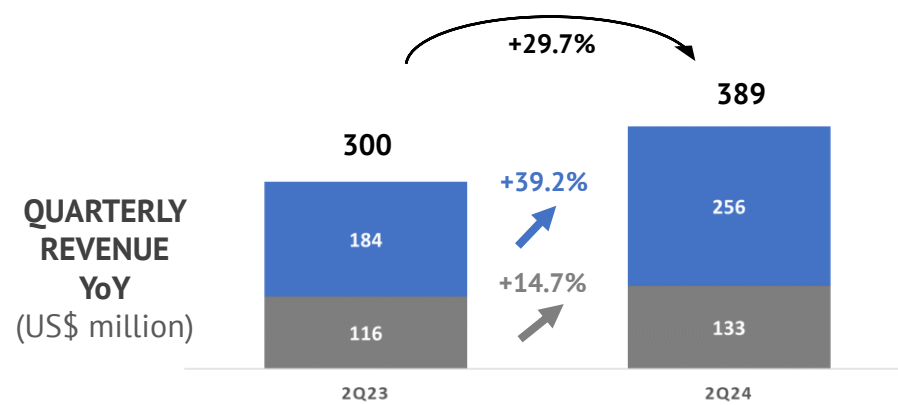
U\$ 389 million

U\$ 256 million (B2B Business)



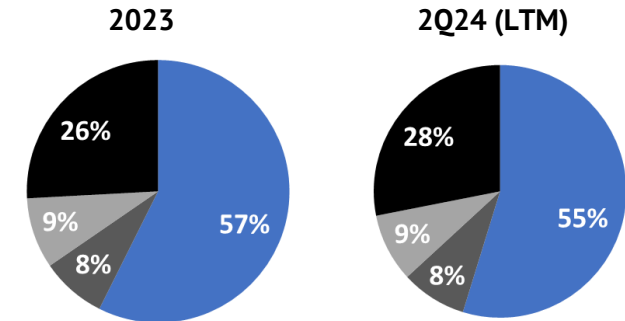
REVENUE GENERATION

● B2B BUSINESS ● TRANSACTIONAL BUSINESS



CONSOLIDATED REVENUE CONTRIBUTION BY REGION

● SOUTHERN CONE ● ANDEAN REGION
● BRAZIL ● NORTH AMERICA



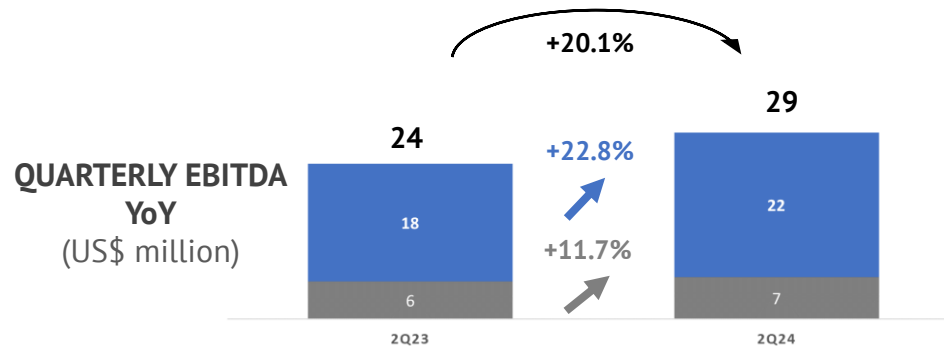
CONSOLIDATED EBITDA

US\$ 29 million

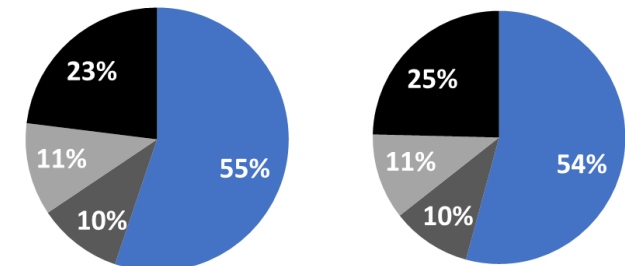
U\$ 22 million (B2B Business)



EBITDA GENERATION



CONTRIBUCIÓN EBITDA CONSOLIDADO POR REGIÓN



Results 6M 2024

Revenues and EBITDA 6M 2024 by Geography

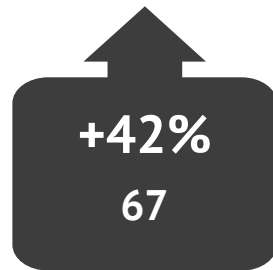
Reporting Currency compared with same period last year

Geographies (US\$ Million)

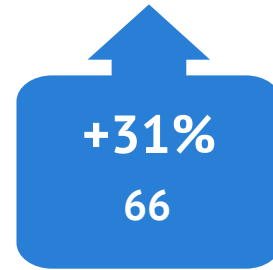
Revenues



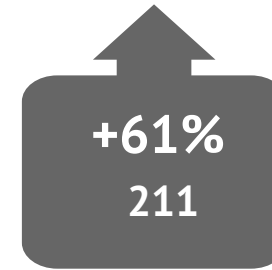
Southern Cone Region



Andean Region



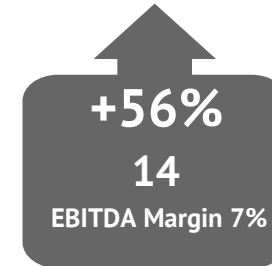
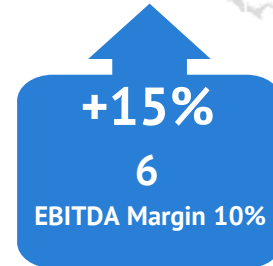
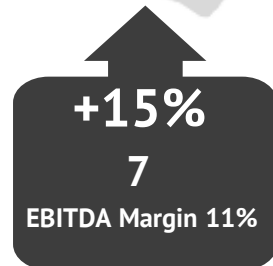
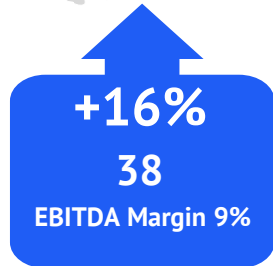
North America



Brazil



EBITDA





AGENDA 2Q & 6M 2024

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Commercial Results

Sales

CONSOLIDATED 2Q24

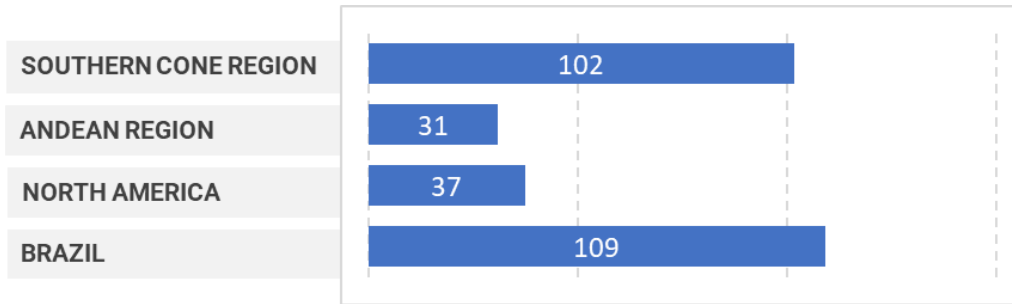
US\$ 413 million

B2B Business
US\$ 279 million

TRANSACTIONAL BUSSINESS

US\$ 134 million

B2B 2Q24 (US\$ MM)



TOTAL US\$ 279 MILLION

Δ % Y/Y
c/t 2Q23

-33.7%

+33.0%

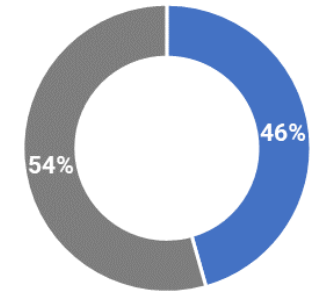
-18.4%

+45.3%

-6.2%

Δ % Y/Y
c/t 6M23

+4.6%



■ Digital Business ■ Digital Services

2Q24 SALES HIGHLIGHTS

- ❖ RealAis and ERP Fin700 Implementation



- ❖ DC contract in R&C vertical



- ❖ WPS Contract



- ❖ Video Surveillance System Expansion



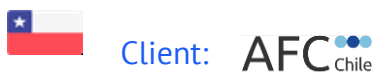
- ❖ Fleet Management Expansion



- ❖ MDS Contract



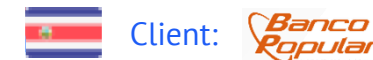
- ❖ Pension CORE Platform



- ❖ MDS-BPO Contract



- ❖ Comprehensive Technological Outsourcing Contract



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Commercial Results

Pipeline

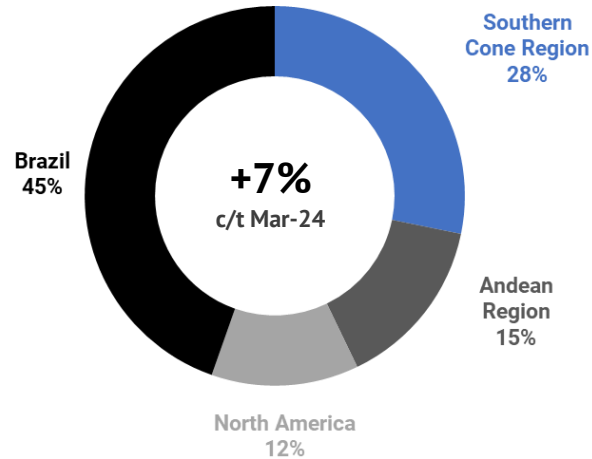


COMMERCIAL OPPORTUNITIES "PIPELINE"

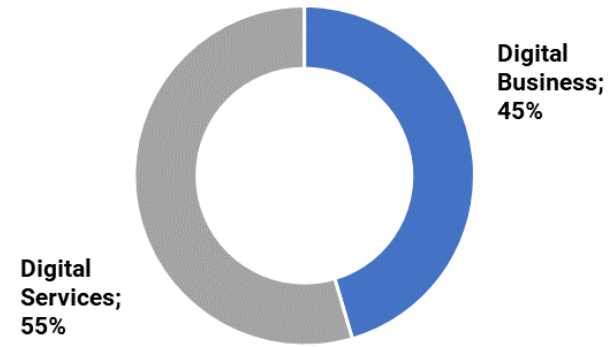
US\$ 5,941 million



PIPELINE CONTRIBUTION (US\$ MM) BY REGION



BY BUSINESS LINE



COMMERCIAL OPPORTUNITIES BY SIZE

Range US\$ Millions	Pipeline				
	Southern Cone	Andean Region	North America	Brazil	Total
0 - 25	1.364	870	591	1.578	4.403
> 25	312	0	154	1.073	1.538
Total	1.676	870	745	2.650	5.941

↓ **+336 Million** c/t Mar-24
↓ **+397 Million** c/t Mar-24



PIPELINE HIGHLIGHTS

- ❖ Smart Cities & Mobility solutions reach \$910 million
- ❖ Cloud & Data Center solutions reach \$710 million
- ❖ Digital Business Offerings reach \$130 million
- ❖ Digital Communications reach \$410 million
- ❖ Vertical Industry Solutions reach \$670 million (Banking & Insurance, Retail & Commerce, Health, and Utilities)



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Final Remarks

The first half of the year stands out for solid growth in Revenue and EBITDA

Strong commercial dynamics foresee good results in the medium term

Major business opportunities are growing strongly in Brazil

New offices in Brazil, Argentina, and Mexico will allow even greater proximity to Clients

Klap's operation improves its financial performance, outlook remains favorable

Implementation of AI in Client's business processes generates significant opportunities

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SANTIAGO / JULY, 26, 2024 / EARNINGS PRESENTATION FIRST HALF 2024



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