



Earnings Presentation

4Q & 12M 2024

Member of
**Dow Jones
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Speakers



José Orlandini

Chairman of the Board



Marcelo Castiglione

Chief Executive Officer



Gonzalo Soto

Chief Financial Officer



AGENDA 4Q & 12M 2024

- **Strategic Progress**
- Highlights 12M24
- Financial Results
- Commercial Results
- Strategic Plan Guidelines 25-27
- Final Remarks

Strategic Progress

This 2024 we celebrate 50 years accompanying our clients in their business challenges

A year marked by great milestones...

Mobility

- ✓ Full operation of Metrobus, fleet management + **First implementation of electro mobility**
- ✓ Contract Extensions with SUBE, EMV installation (7,600 devices)
- ✓ Consolidating public transportation payments with EMV



Smart Safety with IA components

- ✓ **Security cameras** in municipalities and public institutions



Infovia



- ✓ **Early Delivery** of base project
- ✓ **Similar opportunities** in other states of the country



Data Center & Cloud

- ✓ **Installation of the first Hyperscalers AI servers at DC Kudos**
- ✓ Outsourcing - Public Companies of Medellín
- ✓ Telemedicine Projects
- ✓ Data Center contract with important Retail



Countries Highlights

- ✓ Good year with important project closures with new clients, **better macro scenario**
- ✓ Strong growth in both business closures and **inclusion of new key logos**
- ✓ Closing of important **mobility contracts**, already reflected in results

Retail & Commerce

- ✓ Installation of self-checkout points, points of sale and digitization of retail stores
- ✓ Self-Service Kiosks Important pharmacy and food chain



Mining

- ✓ We continue to strengthen our **positioning** in the mining sector with **operational continuity services for OT networks**

Banking & Insurance

- ✓ Implementation of a banking switch that manages **60% of the country's banking transactions**
- ✓ Fully operational Comprehensive Technological Outsourcing Contract with Banco Popular



Others

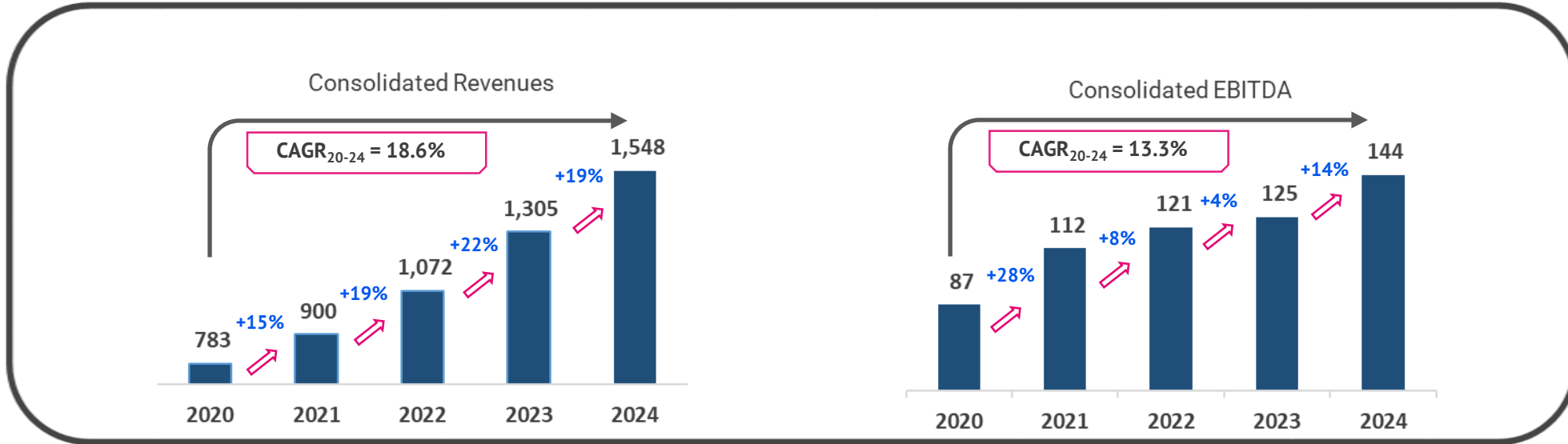
- ✓ **Better in NPS** in 2pp 2024 c/t 2023
- ✓ 8th consecutive year in **Dow Jones Sustainability Indices Chile y MILA**



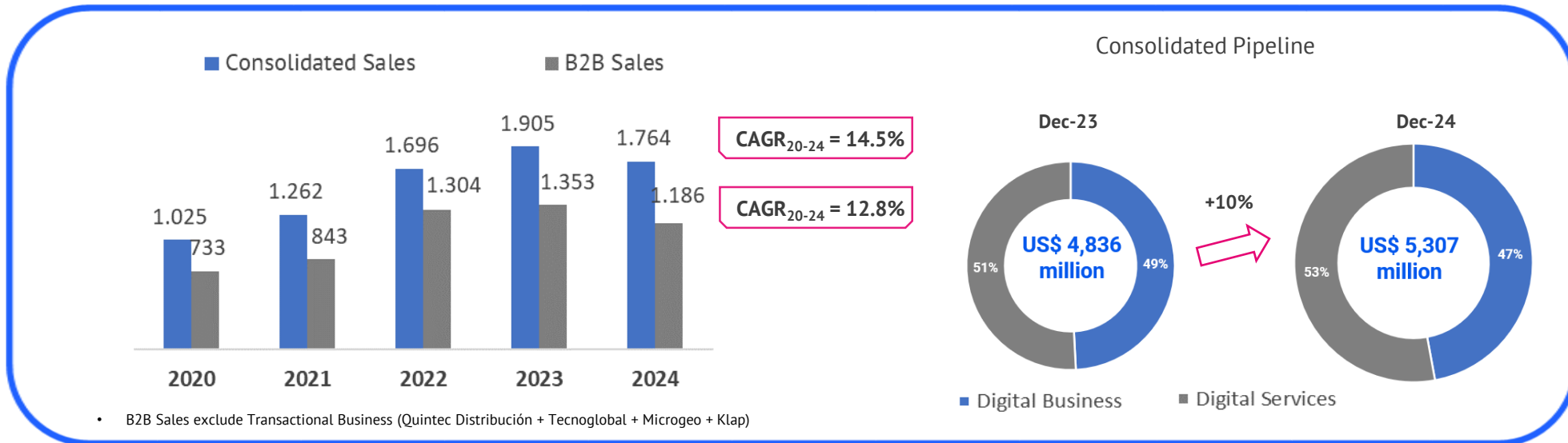
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Strategic Progress

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



* Figures in reporting currency, converted to Exchange Rate USD/CLP ad of dec-24 = \$996,46



• B2B Sales exclude Transactional Business (Quintec Distribución + Tecnoglobal + Microgeo + Klap)



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Highlights 12M24

Results Summary

Consolidated Revenues reached US\$ 1,548 million / +18.6% c/t 12M23

→ Digital Business (US\$ 516 / +19.5%)

→ Digital Services (US\$ 491 / +19.9%)

→ Transactional Business (US\$ 541 /+16.6%)

Gross Profit totaled US\$ 226 million / +11.0% c/t 12M23

Operating Income reached US\$ 91 million / +12.1% c/t 12M23

EBITDA registered US\$ 144 million / +14.6% c/t 12M23

Net Income reached US\$ 32 million positioning US\$ 6,3 million below 12M23 (discounting Multicaja effect in jan-23 the variation would have been an increase of +US\$ 2 million c/t 2023)

Consolidated closed deals totaled US\$ 1.764 million / -7,4% c/t 12M23

12-month pipeline reaches US\$ 5.307 million / Brazil represents 39% of the new opportunities.



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Results 12M 2024

Revenues and EBITDA 12M 2024



CONSOLIDATED REVENUES

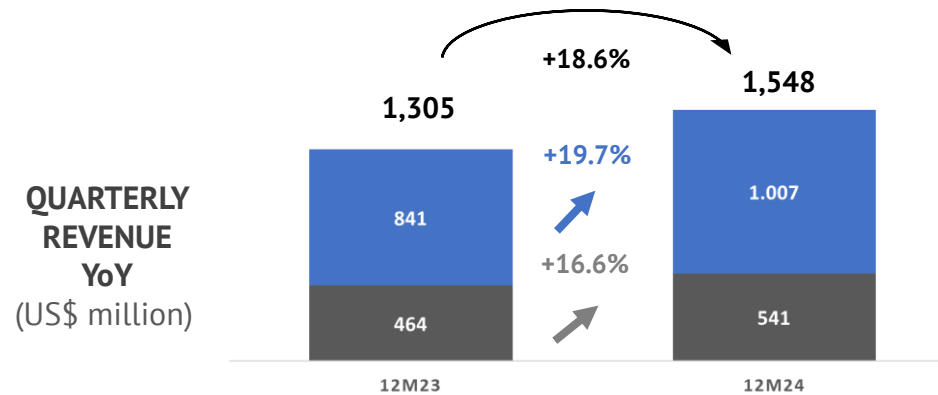
US\$ 1,548 million

US\$ 1,007 million (B2B Business)



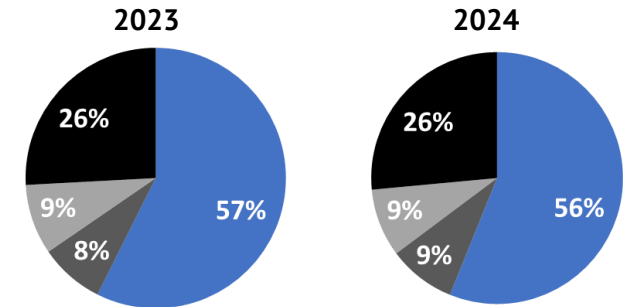
REVENUE GENERATION

● B2B Business ● Transactional Business



CONSOLIDATED REVENUE CONTRIBUTION BY REGION

● SOUTHERN CONE ● ANDEAN REGION
● BRASIL ● NORTH AMÉRICA



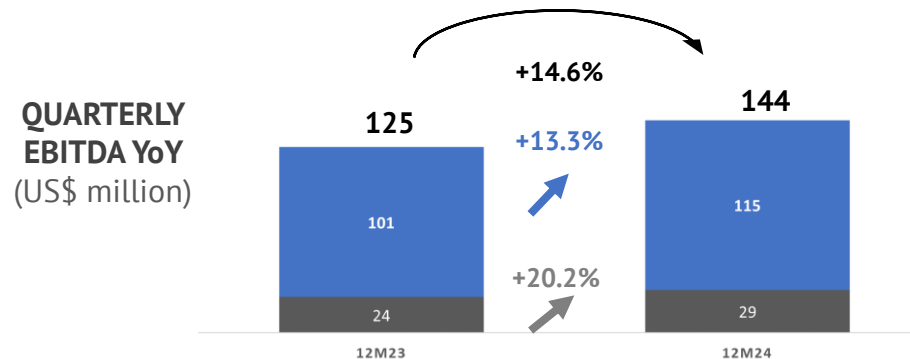
CONSOLIDATED EBITDA

US\$ 144 million

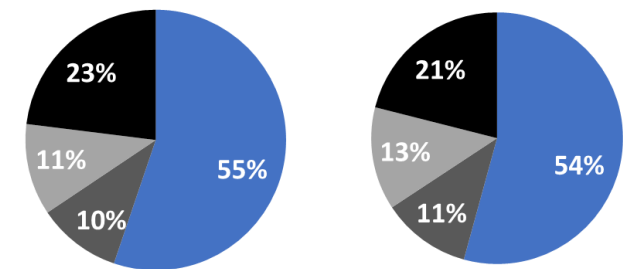
US\$ 115 million (B2B Business)



EBITDA GENERATION



CONSOLIDATED EBITDA CONTRIBUTION BY REGION

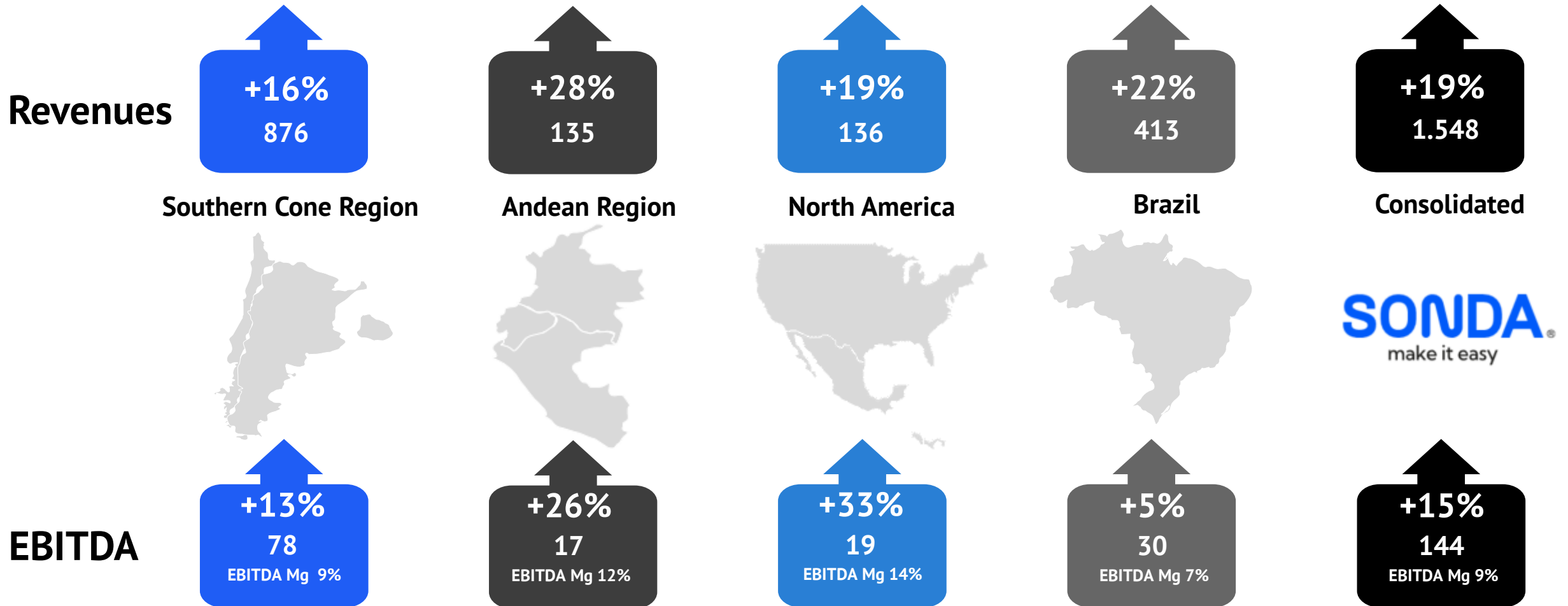


Results 12M 2024

Revenues and EBITDA 12M 2024 by Geography

Reporting Currency compared with same period last year

Geography (US\$ million)



* Figures do not consider elimination adjustments.



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Commercial Results

SALES

Consolidated 12M24

US\$ 1,764 million

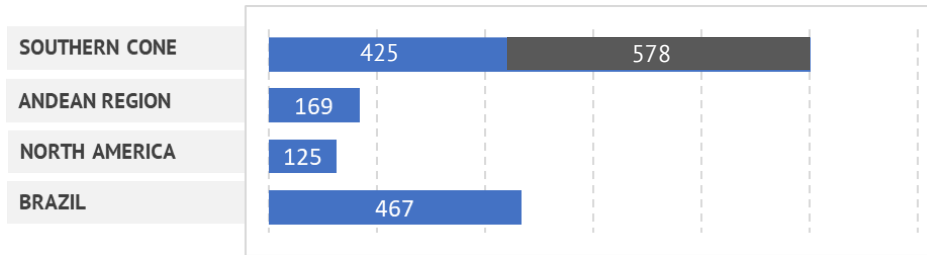
B2B BUSINESS

US\$ 1,186 million

TRANSACCIONAL BUSINESS

US\$ 578 million

12M24 Consolidated (US\$ MM)



TOTAL US\$ 1.764 million

Δ % a/a
c/t 12M23

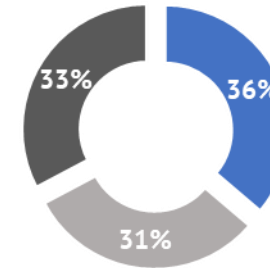
-3.1%

+43.7%

-14.5%

-22.9%

-7.4%



- Digital Business
- Digital Services
- Transactional Business

4Q24 SALES HIGHLIGHTS

- ❖ Cloud Services and Data Center



Client: Public Companies of Medellín

- ❖ Data Center and Cybersecurity Services



Client: Public Ministry

- ❖ Renewal of the Mass Passenger Mobilization System



Client: Transit and Land Transportation Authority

- ❖ Project of SmartCampus



Client: Peruvian North American Cultural Institute

- ❖ Video Surveillance System Expansion



Client: Las Condes municipality

- ❖ Video surveillance system expansion



Client: Interior Minister

- ❖ Cloud Services and Data Center



Client: Institution of superior education

- ❖ Application Development



Client: Bank do Nordeste do Brasil

Commercial Results

Pipeline

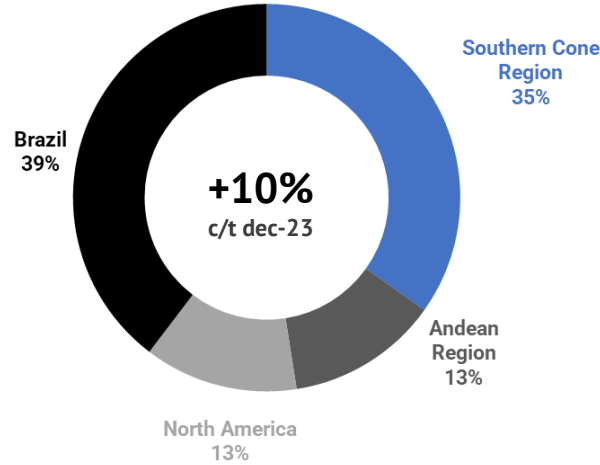


COMMERCIAL OPPORTUNITIES "PIPELINE"

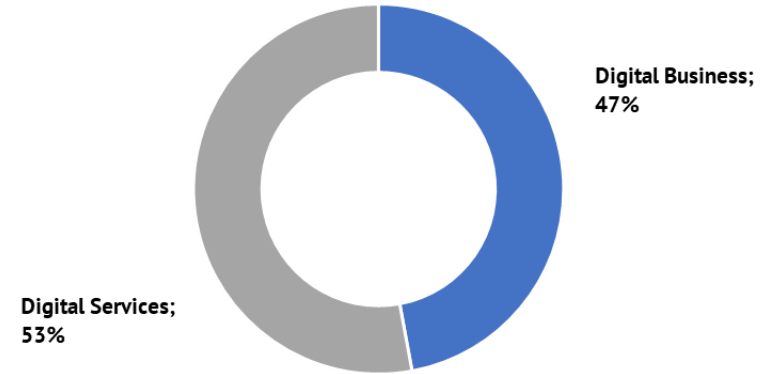
US\$ 5,307 million



PIPELINE CONTRIBUTION (US\$ MM) BY REGION



BY BUSINESS LINE



COMMERCIAL OPPORTUNITIES BY SIZE

Range	Pipeline				
	Southern Cone	Andean Region	North America	Brazil	Total
US\$ Millions					
0 - 25	1,464	672	544	1,326	4,006
> 25	386	0	137	778	1,301
Total	1,850	672	681	2,104	5,307



PIPELINE HIGHLIGHTS

- ❖ Smart Cities & Mobility solutions reach US\$ 834 MM
- ❖ Cloud & Data Center solutions reach US\$ 610 MM
- ❖ Digital Business Offerings reach US\$ 117 MM
- ❖ Digital Communications reach US\$ 430 MM.
- ❖ Verticals Industry Solutions reach US\$ 552 MM (Banking & Insurance, Retail & Commerce, Health, and Utilities)



AGENDA 4Q & 12M 2024

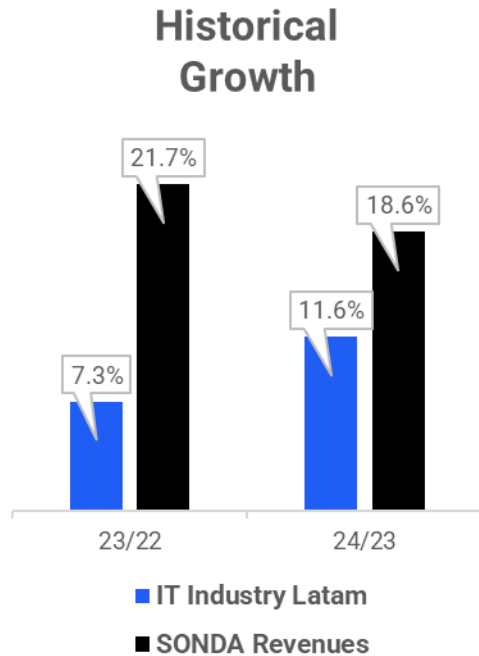
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Strategic Plan Guidelines 25-27

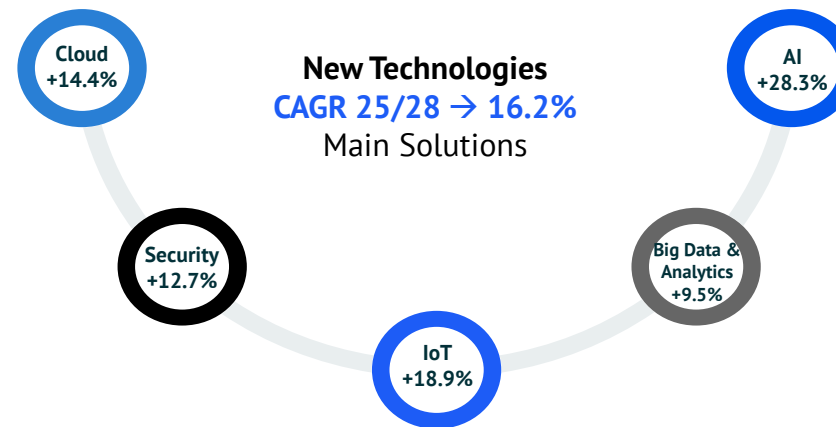
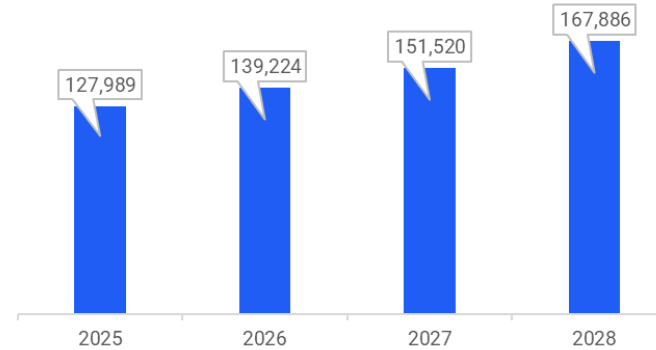
What will the environment in which we operate be like?

Perspectives of IT Industry for LatAm

IT Market (Services, Applications and Hardware) CAGR 25/28 → 9.5%



IT Industry (US\$ million)



Fuente:
 Informe de IDC Latin America Black Book: 3rd Platform Edition (sep-24)
 Informe de IDC Latin America Black Book: Standard Edition (sep-24)

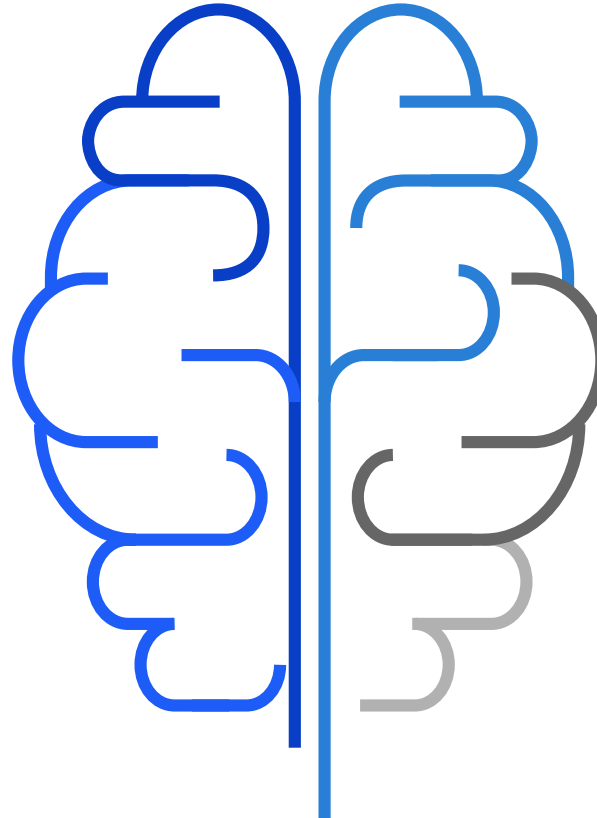
Strategic Plan Guidelines 25-27

Where do we come from?

Strategic Plan 2022-2024

Progress

- ❖ Successful commercial delivery **structure** by **industry verticals**: World leaders in mobility and smart cities solutions
- ❖ Consolidation of the **regional Mega Deals team** to address large integration projects
- ❖ Consolidation of the **Startup ecosystem** strengthening our commercial associations
- ❖ Boosting the **Pipeline** with a strong focus on **vertical solutions**
- ❖ **Double-digit growth** in **sales** and **revenues** in the period 22-24



Where are we going?

Strategic Plan 2025-2027

Plan to **deepen** our current strategy

Objectives and Value Leverage

- ❖ Increase **specialization by vertical**
 - ✓ SC&M Expansion
 - ✓ Promotion of Sectoral Industries (Health - Banking & Insurance - Retail & Commerce - Utilities)
 - ✓ TMS launch
- ❖ Accelerate **mix change** towards high value
 - ✓ Taking care of Stack Base
 - ✓ Boosting High Growth
- ❖ Boost growth in **key geographies**
 - ✓ Expansion in Brazil
 - ✓ Penetration and Positioning in México
 - ✓ Consolidation of Colombia
- ❖ Capture **operational efficiencies** and **margin optimization**



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Final Comments

We celebrate 50 years of history accompanying our clients in their digital transformation

2024 stands out for significant growth in Revenues and EBITDA

Positive increases in results in main markets of Mexico and Colombia

IT spending expectations will accompany our ambitions in the coming years

Improvement in NPS and our ratification to the DJSI for the 8th consecutive year stands out

SONDA begins execution of the Strategic Plan for the period 25-27

SONDA®

50 años

Transformando vidas **con la tecnología.**

SANTIAGO / 31 January 2025 / EARNINGS PRESENTATION FOURTH QUARTER 2024



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