



SONDA FACT SHEET

1. Profile

SONDA is the leading Latin-American provider of IT services and systems integration. Founded 32 years ago in Santiago, Chile, it has grown into a regional organization, with a network that reaches the most important regional markets.

SONDA helps local and international corporations to become more efficient and get real value from their IT investments, as well as governments to modernize their processes and services. We have proven experience in outsourcing and complex integration projects, backed up by a solid network of partnerships with the leading technology providers worldwide.

Our financial strength allows us to engage on any kind of project and to maintain the investment levels needed in order to count with state of the art technology and updated certified professionals.

2. SONDA at a Glance

Headquarters:	Santiago, Chile
Web address:	www.sonda.com
Primary business:	Outsourcing & IT Services, Systems Integrations, Industry & Business Process Applications, Software Development, IT Platform Distribution
Employees:	More than 4,500
Customer service centers:	More than 200 worldwide
Countries with direct operation:	9
Founder and president:	Andrés Navarro H.
2005 annual sales:	US\$ 356 million
Market Capitalization ¹	US\$ 943 million

¹ As of November 27th 2006; SONDA is listed on the Santiago Stock Exchange



3. Mission

We aim to add value to our clients, through the best use of Information Technology, providing world class services and solutions that help them become more efficient and competitive.

4. Products & Services

SONDA's offer comprises the following:

- Consultancy and Systems Integrations
- Outsourcing and IT Services
- Industry Applications and Software Development
- IT Platform Distribution

a. Consultancy and Systems Integrations

SONDA has a deep project management expertise, and is prepared to take charge of the comprehensive development of a project, including the required analysis, design, construction and adaptation of all the elements of hardware, software, communications and services, delivering an integrated and functional solution.

SONDA possesses vast experience implementing Information Technology solutions for a large variety of industries, including financial services, pension funds, telecommunications, transportation, manufacturing, mass consumer goods, retail, logistics and distribution, mining, forestry, winery, as well as government agencies and justice institutions, among others.

b. Outsourcing and IT Services

From complete outsourcing to specific IT services, SONDA's services portfolio allows clients to reduce costs, access world class capacities, and focus on their business. Our services are delivered through a quality framework that places emphasis on counting with motivated and skilled IT professionals, that perform their jobs in accordance with international best practices (maturity models), supported by state of the art automated tools. We strive to reach agreements and contracts based on SLA's, and that are flexible enough to sustain long term relationships.

c. Industry Applications and Software Development

SONDA has been delivering industry specific applications for more than twenty years. We combine deep industry knowledge with technology expertise. Our software house is close to achieving level 5 in the CMMi model. Our applications have been implemented throughout Latin America, as well as in other continents in some cases. Among them are:

- FIN700 ERP, market leader in Chile in the medium and large company segment.
- Solutions for Pension Fund Administrators.
- Solutions for the Health Care industry, including service providers and insurance institutions.



- Solutions for Banks and Financial institutions,
- Solution for trading room-capital markets management.
- Solutions for the Operations, Logistics, and Maintenance areas.
- Application software for the Wine industry.

d. IT Platform Distribution

SONDA provides its clients with their required IT infrastructure, which includes application servers, data servers, storage devices, personal computers, printers, basic software, operating systems, databases, communication and network equipment, security devices, etc.

This IT platform may be provided as part of an outsourcing service, or through the sale or lease of the respective goods.

5. Key Recent Developments

2005: SONDA will be the technological operator of the Transantiago, a modernizing project that will revolutionize the public transportation system of Santiago. For the initial integration and the 12 year services contract, SONDA will receive US\$ 360 million. The range of services include, among others, the establishment and support of an integrated sales network of more than 1,000 locations for the new intelligent card that will be used to pay for the services, integration and support of collections and communications equipment on more than 5,000 buses, integration and operation of clearing house systems to administer the resources and distribute them to transport operators, and integration and operation of fleet management systems.

6. Executive Committee

Andrés Navarro Haeussler	President & CEO
Mario Pavón Robinson	Vicepresident
Pablo Navarro Haeussler	Vicepresident
Raúl Véjar Olea	Chief Operating Officer
Rafael Osorio Peña	Chief Financial Officer
Octavio Gómez Cobo	IT Platform Division Manager