



## PRESS RELEASE

### SONDA ANNOUNCES POSITIVE RESULTS FOR 3Q07

**Santiago, Chile, October 23, 2007** –SONDA S.A. (Santiago Stock Exchange: SONDA), the leading Latin American owned private-sector IT Services provider, announces its consolidated financial results for the third quarter of 2007.

All figures are expressed in Chilean pesos as of September 30, 2007 and have been prepared in conformity with generally accepted accounting principles in Chile. The translations to US dollars stated in this report are based on the exchange rate at the end of September 2007 (1 US\$=511.23 Chilean Pesos).

#### SUMMARY

- SONDA's revenues in 3Q07 grew by 63.1% when compared to the same period in 2006 (3Q06) and reached Ch\$75,185 million (US\$147.1 million), driven by a revenue growth in all of its business lines. On the same path, operating income increased to Ch\$7,404 million (US\$14.5 million) in 3Q07, with a 51.2% improvement when compared to 3Q06.
- Showing a 41.7% growth, EBITDA reached Ch\$12,151 million (US\$23.8 million), reflecting the better operating results of 3Q07. Operating margin reached 9.8% in 3Q07 and EBITDA margin to 16.2%.
- Net income amounted to Ch\$8,297 million (US\$16.2 million) in 3Q07, showing a 84.5% growth when compared to the same period in 2006. Net margin improved from 9.8% in 3Q06 to 11.0% in 3Q07.
- A 64.1% of revenues came from IT services in 3Q07, 24.2% from the platforms business and 11.7% from applications. By region, businesses in Chile contributed with 49.3% of total revenues, Brazil with 37.8%, Mexico with 6.1% and ROLA (rest of Latin America) with 6.8%.
- All the regions increased their revenues, operating income and EBITDA during 3Q07. Brazilian operations showed a significant growth, led by Procwork consolidation, with operating income of Ch\$1,923 million (US\$3.8 million) and EBITDA of Ch\$2,396 million (US\$4.7 million). Chile amounted to Ch\$4,513 million (US\$8.8 million) in operating income and Ch\$8,478 million (US\$16.6 million) in EBITDA, growing 16.6% and 17.8% respectively. Mexico and ROLA reached an operating income of Ch\$536 million (US\$1.0 million) and Ch\$432 million (US\$0.8 million) respectively, and EBITDA of Ch\$581 million (US\$1.1 million) and Ch\$696 million (US\$1.4 million) each.

#### HIGHLIGHTS

- Integration in Brazil. 3Q07 has been marked by the consolidation and integration of Procwork's businesses into our regional organization. During the quarter, we have been actively performing several post-acquisition activities to capture the synergies this acquisition provide to our operations in Brazil and Latin America.
- High volume of new deals. An impressive US\$ 290 million dollar volume in new deals has been signed during the first 9 months of 2007, more than the whole amount we signed during last year, and 49% more than what was signed during the first 9 months of 2006.
- More than 50% of our revenues come from outside Chile. This quarter has been historic for SONDA in the sense it is the first time in our history that we report more revenues coming from outside Chile than from our homeland.
- New IT Services contracts. New IT services contracts of up to 8 years have been signed with large clients such as Petrobrás in Brazil and Citibank-Banamex in Mexico.

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## I. CONSOLIDATED RESULTS

SONDA CONSOLIDATED STATEMENTS OF INCOME								
In millions of constant Ch\$ as of September 30, 2007								
INCOME STATEMENT	Sep-06	Sep-07	VAR.	%	3Q06	3Q07	VAR.	%
<b>Sales</b>	<b>145.317</b>	<b>181.243</b>	<b>35.926</b>	<b>24,7%</b>	<b>46.090</b>	<b>75.185</b>	<b>29.094</b>	<b>63,1%</b>
Cost of Sales	-115.400	-145.100	-29.700	25,7%	-36.988	-60.988	-24.000	64,9%
Gross Profit	29.917	36.143	6.227	20,8%	9.102	14.197	5.095	56,0%
<b>Operating Income</b>	<b>15.164</b>	<b>19.294</b>	<b>4.130</b>	<b>27,2%</b>	<b>4.898</b>	<b>7.404</b>	<b>2.506</b>	<b>51,2%</b>
<b>EBITDA</b>	<b>24.955</b>	<b>32.377</b>	<b>7.422</b>	<b>29,7%</b>	<b>8.573</b>	<b>12.151</b>	<b>3.579</b>	<b>41,7%</b>
Non Operating Income	1.814	5.429	3.615	199,2%	991	3.484	2.493	251,6%
<b>Net Income</b>	<b>13.904</b>	<b>19.353</b>	<b>5.448</b>	<b>39,2%</b>	<b>4.498</b>	<b>8.297</b>	<b>3.800</b>	<b>84,5%</b>
FINANCIAL RATIOS	%	%	VAR.	%	%	%	VAR.	%
Gross Margin	20,6%	19,9%	-0,6%	-3,1%	19,7%	18,9%	-0,9%	-4,4%
Operating Margin	10,4%	10,6%	0,2%	2,0%	10,6%	9,8%	-0,8%	-7,3%
EBITDA Margin	17,2%	17,9%	0,7%	4,0%	18,6%	16,2%	-2,4%	-13,1%
Net Margin	9,6%	10,7%	1,1%	11,6%	9,8%	11,0%	1,3%	13,1%

### Revenues

The 63.1% growth in revenues in 3Q07 reflected a booming activity in all the business lines when compared to 3Q06. IT services business climbed from Ch\$27,287 million (US\$53.4 million) in 3Q06 to Ch\$48,177 million (US\$94.2 million) in 3Q07, reflecting a 76.6% growth. Platforms business scaled up to Ch\$18.205 million (US\$35.6 million) in 3Q07, with a rise of 22.5% with regard to 3Q06. Improving 123.6% in 3Q07, applications business amounted to Ch\$8,803 million (US\$17.2 million).

From a regional point of view, Chile and Brazil explained most of the rise in revenues in the third quarter of 2007, with a revenue growth of 21.3% and 334.1% respectively, generating totals of Ch\$37,066 million (US\$72.5 million) and Ch\$28,400 million (US\$55.6 million) each. Totaling Ch\$4.577 million (US\$9.0 million) in revenues in 3Q07, Mexico presented a 13.9% increase compared to 3Q06, led by growth in the platforms business (+Ch\$1,343 million, equivalent to US\$2.6 million). ROLA showed a 3.4% growth in its revenues during 3Q07, amounting to Ch\$5,142 million (US\$10.1 million) reflecting higher revenues in both the platforms and IT services businesses.

### IT Services

Revenues from the IT services business rose from Ch\$27,287 million at 3Q06 (US\$53.4 million) to Ch\$48,177 million at 3Q07 (US\$94.2 million), representing an increase of 76.6%. This is the effect of increased revenues coming from professional services/systems integration (+Ch\$13,696 million, equivalent to US\$26.8 million) and from IT outsourcing services (+Ch\$8,565 million, equivalent to US\$16.8 million), being provided mainly in Chile and Brazil.

In Chile, IT services revenues reached Ch\$21,394 million (US\$41.8 million) at 3Q07, showing a 35.5% increase compared to 3Q06 basically due to new IT outsourcing contracts. With a growth of 266.7% in revenues, Brazil amounted to Ch\$22,041 million (US\$43.1 million) at 3Q07, explained basically by Procwork consolidation which added up Ch\$15,982 million (US\$31.3 million) in IT services revenues during 3Q07. A similar trend, although on a lower scale, was shown by ROLA, with a rise of 4.57% in revenues from IT services, to a total of Ch\$1,977 million (US\$3.9 million) at 3Q07. Finally, Mexico fell by 23.1% when compared to 3Q06, totaling Ch\$2,765 million (US\$5.4 million) in IT services revenues.

### Applications

Revenues for this business line amounted to Ch\$8,803 million (US\$17.2 million) at 3Q07, reflecting a growth of 123.6% with regard to 3Q06, mainly explained by Procwork consolidation in Brazil, which meant Ch\$6,436 million (US\$12.6 million) of in additional revenues in 3Q07.

## Platforms

With an increase of 22.5% when compared to 3Q06, platforms business revenues reached Ch\$18,205 million (US\$35.6 million), reflecting higher volume of platforms sales, especially in Chile and Mexico.

## **Cost of Sales**

Cost of sales increased by 64.9% in the third quarter of 2007, and totaled Ch\$60,988 million (US\$119.3 million). This increase is mainly due to the incorporation of Procwork labor costs, and to higher costs related to the increased level in platforms cost of sales.

## **Administrative and Selling Expenses**

Administrative and selling expenses reached Ch\$6,793 million (US\$13.3 million) at 3Q07, with an increase of 61.6% compared to 3Q06. These expenses represented 9.0% of revenues at 3Q07 (9.1% in 3Q06). The growth of these expenses during the last quarter is mostly explained by labor expenses brought by Procwork.

## **Operating Income**

Operating income at 3Q07 rose by 51.2% to Ch\$7,404 million (US\$14.5 million) with regard to 3Q06. As a percentage of revenues, the operating margin was 9.8% in 3Q07 (10.6% in 3Q06). Procwork contributed with Ch\$1,909 million (US\$3.7 million) of operating income in 3Q07.

## **EBITDA**

As a result of greater levels in operating income and depreciation and amortization charges, EBITDA grew by 41.7% over 3Q06 and amounted to Ch\$12,151 million (US\$23.8 million) at 3Q07. Procwork contributed with Ch\$2,102 million (US\$4.1 million) of EBITDA during the third quarter of 2007.

## **Non-Operating Income**

Non-operating income grew from Ch\$991 million (US\$1.9 million) at 3Q06 to Ch\$3,484 million (US\$6.8 million) at 3Q07, explained in part by the result of the Ch\$6,531 million (US\$12.8 million) of income before taxes generated by the divestiture of the subsidiary *Officer* last July, 2007 (net income of Ch\$4,722 million, equivalent to US\$9.2 million).

## **Net Income**

Net income for the third quarter of 2007 amounted to Ch\$8,297 million (US\$16.2 million), with an increase of 84.5% with regard to 3Q06, as a result of the increase in both operating income and non operating income. Growth in net income generated a rise in net margin from 9.8% at 3Q06 to 11.0% at 3Q07.

## II. FINANCIAL POSITION

### Assets

Total assets grew by 69.1% when compared to 3Q06, to a total of Ch\$332,492 million (US\$650.4 million), distributed 48.6% in current assets, 17.1% in fixed assets and 34.3% in other long term assets. Increase in total assets is primarily the result of larger balances of cash and equivalents (including funds raised through the IPO), of trade accounts receivable, and a larger balance of other long term assets, including large scale projects and goodwill.

#### Current Assets

At 3Q07, current assets amounted to Ch\$161,605 million (US\$316.1 million), reflecting an 79.0% increase over 3Q06. This is explained by larger balances invested in time deposits, which reached Ch\$31,030 million (US\$60.7 million) in 3Q07, and by a greater amount of trade accounts receivables accumulating Ch\$57,236 million (US\$112.0 million, including US\$31.0 million added as a result of Procwork consolidation). At the end of 3Q07, cash and equivalents totaled Ch\$59,912 million (US\$117.2 million).

#### Fixed Assets

With a 17.9% growth, fixed assets reached Ch\$56,930 million (US\$111.4 million) at 3Q07, mainly as a result of investments made in technological equipment related to the project with the Administrador Financiero del Transantiago.

#### Other Assets

Other assets grew by 96.2% over 3Q06 to Ch\$113,957 million (US\$222.9 million) at the end of the third quarter of 2007. This was produced by increases in goodwill and other assets. Those accounts showed respective balances at 3Q07 of Ch\$68,277 million (US\$133.6 million), and Ch\$26,147 million (US\$51.1 million). The divestiture of Officer last July, 2007, explained the decrease in investment in related companies account from Ch\$5,903 million (US\$11.5 million) at 3Q06 to Ch\$1,873 million (US\$3.7 million) at 3Q07.

### Liabilities

Liabilities increased by 5.2% at 3Q07, reaching Ch\$98,981 million (US\$193.6 million), reflecting the growth of accounts payable from Ch\$17,354 million (US\$33.9 million) at 3Q06 to Ch\$26,721 million (US\$52.3 million) at 3Q07, increase that included Ch\$3,683 million (US\$7.2 million) added through Procwork consolidation. Also affecting the current liabilities rise, provisions scaled up to Ch\$11,123 million (US\$21.8 million) with a 78.6% growth with regard to 3Q06.

On the other hand, there was a long-term liabilities decrease, specifically a financial debt reduction of Ch\$15,683 million (US\$30.7 million) when compared to 3Q06, mainly because of the payment of four quarterly installments on a peso denominated loan with banks Santander, BCI and Estado, of approximately US\$ 4.9 million each, and the payment of two semi-annual installments of approximately US\$6.2 million each, on the syndicated loan in UF with banks BCI, Estado and Security.

### Shareholder's Equity

At the end of Sep'07, shareholders' equity amounted to Ch\$233,511 million (US\$456.8 million), a rise of 127.8% when compared to 3Q06, basically as a result of the Nov'06 IPO. It was also strengthened by net income obtained during the last 12 months and by a larger balance of capital price-level restatement reserve (Ch\$10,235 million, equivalent to US\$20.0 million). On the other hand, last April 2007, an amount of Ch\$6,332 million (US\$12.4 million) was distributed as dividends payment, with charge to net income of the 2006 period.

### III. REGIONAL RESULTS

#### CHILE

- Sales for 3Q07 amounted to \$37,066 million (US\$72.5 million), reflecting a 21.3% growth with regard to 3Q06. This fact is explained by the improvement in both IT services (+35.5%) and platforms (+11.9%) businesses, which totaled revenues for Ch\$21,394 million (US\$41.8 million) and Ch\$13,561 million (US\$26.5 million) each.
- Operating income scaled up to Ch\$4,513 million (US\$8.8 million), equivalent to a rise of 16.6%, explained by larger revenues. Operating margin reached 12.2% at 3Q07, in a similar level to that shown in 3Q06.
- EBITDA for operations in Chile rose 17.9% when compared to 3Q06, totaling \$8,478 million (US\$16.6 million) and reaching an EBITDA margin of 22.9% at 3Q07.

#### BRAZIL

- With an impressive 334.1% growth with regard to 3Q06, revenues in Brazil reached Ch\$28,400 million (US\$55.6 million). Procwork's new businesses contributed with Ch\$15,982 million (US\$31.3 million) in IT services revenues and with Ch\$6,436 million (US\$12.6 million) in applications revenues.
- Strong increase in both operating income (+2260.8%) and EBITDA (+930.9%), reaching Ch\$1,923 million (US\$3.8 million) and Ch\$2,396 million (US\$4.7 million) each at 3Q07.
- Operating margin improved from 1.2% at 3Q06 to 6.8% at 3Q07. EBITDA margin showed a similar trend rising from 3.6% at 3Q06 to 8.4% at 3Q07.

#### MEXICO

- Revenues reached Ch\$4,577 million (US\$9.0 million) at 3Q07, with a 13.9% rise over 3Q06, mainly driven by a greater level of platform sales (+Ch\$1,343 million equivalent to US\$2.6 million).
- Increase in sales was coupled with improved operating income and a larger EBITDA for 3Q07 of \$536 million (US\$1.0 million) and \$581 million (US\$1.1 million), respectively.
- Operating margin showed a drop to 11.7% at 3Q07 (12.5% at 3Q06), reflecting higher costs associated to larger platform revenues. EBITDA margin reached 12.7% at 3Q07, similar to 3Q06.

#### ROLA

- Sales in ROLA rose by 3.4%, amounting to \$5,142 million (US\$10.1 million), explained primarily by improved platform revenues in Costa Rica and Uruguay and by larger IT services revenues in Colombia (professional services and systems integration projects).
- Operating income totaled Ch\$432 million (US\$0.8 million) at 3Q07, with a 2.1% fall when compared to 3Q06. The operating margin dropped from 8.9% in 3Q06 to 8.4% in 3Q07, mainly as a result of lower operating margins in Argentina and Perú.
- On the other hand, EBITDA grew a 10.7% and reached Ch\$696 million (US\$1.4 million) in 3Q07, favored by improvements in Costa Rica, Colombia and Uruguay. This fact led to an EBITDA margin increasing from a 12.6% in 3Q06 to 13.5% in 3Q07.

**Exhibit 1. FINANCIAL STATEMENTS**

<b>SONDA CONSOLIDATED BALANCE SHEET</b>				
<b>In millions of constant Ch\$ as of September 30, 2007</b>				
	<b>Sep-06</b>	<b>Sep-07</b>	<b>Var.</b>	<b>%</b>
<b>Assets</b>	<b>196.617</b>	<b>332.492</b>	<b>135.874</b>	<b>69,1%</b>
Current Assets	90.273	161.605	71.332	79,0%
<i>Cash and Equivalents</i>	28.919	59.912	30.993	107,2%
<i>Accounts Receivables</i>	43.008	75.842	32.834	76,3%
<i>Inventories</i>	8.253	9.219	965	11,7%
<i>Other Current Assets</i>	10.093	16.633	6.540	64,8%
Property, Plant and Equipment	48.270	56.930	8.660	17,9%
Investment in Other Companies	5.903	1.873	-4.031	-68,3%
Other Assets	52.171	112.084	59.913	114,8%
<b>Liabilities</b>	<b>94.089</b>	<b>98.981</b>	<b>4.892</b>	<b>5,2%</b>
Current Liabilities	49.664	67.845	18.181	36,6%
<i>Short-Term Financial Debt</i>	16.738	19.045	2.307	13,8%
<i>Other Current Liabilities</i>	32.926	48.800	15.874	48,2%
Long-Term Financial Debt	38.431	22.748	-15.683	-40,8%
Other Current Liabilities	3.120	5.073	1.953	62,6%
Minority Interest	2.874	3.315	441	15,3%
<b>Total Shareholder's Equity</b>	<b>102.529</b>	<b>233.511</b>	<b>130.982</b>	<b>127,8%</b>
<b>Total Liabilities and Shareholder's Equity</b>	<b>196.617</b>	<b>332.492</b>	<b>135.874</b>	<b>69,1%</b>

<b>SONDA CONSOLIDATED INCOME STATEMENT</b>						
<b>In millions of constant Ch\$ as of September 30, 2007</b>						
	<b>Sep-06</b>	<b>Sep-07</b>	<b>Var %</b>	<b>3Q06</b>	<b>3Q07</b>	<b>Var %</b>
<b>Sales</b>	<b>145.317</b>	<b>181.243</b>	<b>24,7%</b>	<b>46.090</b>	<b>75.184</b>	<b>63,1%</b>
Cost of Sales	-115.400	-145.100	25,7%	-36.988	-60.987	64,9%
<b>Gross Profit</b>	<b>29.916</b>	<b>36.143</b>	<b>20,8%</b>	<b>9.102</b>	<b>14.197</b>	<b>56,0%</b>
Administrative and Selling Expenses	-14.752	-16.849	14,2%	-4.205	-6.796	61,6%
<b>Operating Income</b>	<b>15.164</b>	<b>19.294</b>	<b>27,2%</b>	<b>4.897</b>	<b>7.401</b>	<b>51,1%</b>
Depreciation and Amortization	9.791	13.083	33,6%	3.676	4.750	29,2%
<b>EBITDA</b>	<b>24.955</b>	<b>32.377</b>	<b>29,7%</b>	<b>8.573</b>	<b>12.151</b>	<b>41,7%</b>
Financial Income (Expense), Net	29	2.594	8692,7%	65	175	170,4%
<i>Financial Income</i>	3.174	5.216	64,3%	1.039	1.124	8,2%
<i>Financial Expense</i>	-3.145	-2.622	-16,6%	-974	-949	-2,6%
Price-level Restatement	199	-3.329	-1768,8%	166	-1.069	-743,7%
Foreign Exchange Difference	569	-340	-159,7%	239	-115	-148,1%
Other Non-Operating Incomes	1.016	6.504	540,0%	521	4.493	762,2%
<b>Non Operating Income</b>	<b>1.814</b>	<b>5.429</b>	<b>199,2%</b>	<b>991</b>	<b>3.484</b>	<b>251,6%</b>
Income before Taxes, Interest an Amortiz.	16.978	24.723	45,6%	5.886	10.886	84,9%
Income Taxes	-3.352	-4.751	41,7%	-1.139	-2.404	111,1%
Minority Interest	-570	-654	14,9%	-257	-196	-23,5%
Amortization of Negative Goodwill	848	36	-95,8%	7	12	78,6%
<b>Net Income</b>	<b>13.904</b>	<b>19.353</b>	<b>39,2%</b>	<b>4.498</b>	<b>8.297</b>	<b>84,5%</b>

**Exhibit 2. REGIONAL SUMMARY**

In millions of constant Ch\$ as of September 30, 2007

	Sep-06	Sep-07	Var.	%	3Q06	3Q07	Var.	%
<b>CHILE</b>								
<b>Sales</b>	<b>96.309</b>	<b>109.666</b>	<b>13.357</b>	<b>13,9%</b>	<b>30.560</b>	<b>37.066</b>	<b>6.506</b>	<b>21,3%</b>
Platforms	34.017	41.116	7.099	20,9%	12.113	13.561	1.447	11,9%
IT Services	53.984	61.800	7.816	14,5%	15.791	21.394	5.603	35,5%
Applications	8.308	6.751	-1.557	-18,7%	2.655	2.111	-544	-20,5%
Cost of Sales	- 75.115	- 86.984	- 11.869	15,8%	-24.493	-29.552	- 5.060	20,7%
<b>Gross Profit</b>	<b>21.193</b>	<b>22.682</b>	<b>1.488</b>	<b>7,0%</b>	<b>6.068</b>	<b>7.514</b>	<b>1.445</b>	<b>23,8%</b>
Administrative and Selling Expenses	- 8.493	- 8.602	- 109	1,3%	-2.197	-3.000	- 803	36,6%
<b>Operating Income</b>	<b>12.700</b>	<b>14.080</b>	<b>1.380</b>	<b>10,9%</b>	<b>3.871</b>	<b>4.513</b>	<b>642</b>	<b>16,6%</b>
<b>EBITDA</b>	<b>20.829</b>	<b>24.952</b>	<b>4.123</b>	<b>19,8%</b>	<b>7.194</b>	<b>8.478</b>	<b>1.284</b>	<b>17,9%</b>
Operating Margin	13,2%	12,8%	-0,3%	-2,6%	12,7%	12,2%	-0,5%	-3,9%
EBITDA Margin	21,6%	22,8%	1,1%	5,2%	23,5%	22,9%	-0,7%	-2,8%
<b>BRAZIL</b>								
<b>Sales</b>	<b>23.321</b>	<b>43.504</b>	<b>20.183</b>	<b>86,5%</b>	<b>6.542</b>	<b>28.400</b>	<b>21.858</b>	<b>334,1%</b>
Platforms	351	449	97	27,7%	117	94	-22	-19,2%
IT Services	20.038	36.295	16.258	81,1%	6.011	22.041	16.031	266,7%
Applications	2.932	6.759	3.828	130,6%	415	6.265	5.850	1411,4%
Cost of Sales	- 19.394	- 36.540	- 17.145	88,4%	-5.587	-23.882	- 18.296	327,5%
<b>Gross Profit</b>	<b>3.926</b>	<b>6.964</b>	<b>3.038</b>	<b>77,4%</b>	<b>955</b>	<b>4.518</b>	<b>3.562</b>	<b>372,9%</b>
Administrative and Selling Expenses	- 2.915	- 4.244	- 1.329	45,6%	-874	-2.595	- 1.721	196,9%
<b>Operating Income</b>	<b>1.012</b>	<b>2.720</b>	<b>1.709</b>	<b>168,9%</b>	<b>81</b>	<b>1.923</b>	<b>1.842</b>	<b>2260,8%</b>
<b>EBITDA</b>	<b>1.787</b>	<b>3.832</b>	<b>2.045</b>	<b>114,4%</b>	<b>232</b>	<b>2.396</b>	<b>2.163</b>	<b>930,9%</b>
Operating Margin	4,3%	6,3%	1,9%	44,2%	1,2%	6,8%	5,5%	443,8%
EBITDA Margin	7,7%	8,8%	1,1%	14,9%	3,6%	8,4%	4,9%	137,5%
<b>MEXICO</b>								
<b>Sales</b>	<b>9.754</b>	<b>12.087</b>	<b>2.333</b>	<b>23,9%</b>	<b>4.017</b>	<b>4.577</b>	<b>560</b>	<b>13,9%</b>
Platforms	2.305	2.621	316	13,7%	458	1.801	1.343	293,3%
IT Services	7.334	9.455	2.122	28,9%	3.594	2.765	- 829	-23,1%
Applications	116	11	- 105	-90,3%	-35	11	46	-132,4%
Cost of Sales	- 8.638	- 9.018	- 379	4,4%	-3.074	-3.503	- 429	14,0%
<b>Gross Profit</b>	<b>1.116</b>	<b>3.069</b>	<b>1.953</b>	<b>175,0%</b>	<b>943</b>	<b>1.075</b>	<b>131</b>	<b>13,9%</b>
Administrative and Selling Expenses	- 1.262	- 1.905	- 644	51,0%	-439	-539	- 100	22,7%
<b>Operating Income</b>	<b>- 146</b>	<b>1.164</b>	<b>1.310</b>	<b>899,3%</b>	<b>504</b>	<b>536</b>	<b>32</b>	<b>6,3%</b>
<b>EBITDA</b>	<b>- 22</b>	<b>1.288</b>	<b>1.310</b>	<b>5961,9%</b>	<b>519</b>	<b>581</b>	<b>62</b>	<b>11,9%</b>
Operating Margin	-1,5%	9,6%	11,1%	745,1%	12,5%	11,7%	-0,8%	-6,7%
EBITDA Margin	-0,2%	10,7%	10,9%	4830,6%	12,9%	12,7%	-0,2%	-1,8%
<b>ROLA</b>								
<b>Sales</b>	<b>15.933</b>	<b>15.987</b>	<b>54</b>	<b>0,3%</b>	<b>4.971</b>	<b>5.142</b>	<b>170</b>	<b>3,4%</b>
Platforms	7.771	7.810	39	0,5%	2.179	2.749	570	26,2%
IT Services	5.726	6.747	1.021	17,8%	1.891	1.977	86	4,5%
Applications	2.437	1.430	- 1.006	-41,3%	902	416	- 486	-53,9%
Cost of Sales	- 12.252	- 12.559	- 306	2,5%	-3.836	-4.051	- 215	5,6%
<b>Gross Profit</b>	<b>3.681</b>	<b>3.428</b>	<b>- 252</b>	<b>-6,9%</b>	<b>1.135</b>	<b>1.091</b>	<b>- 45</b>	<b>-3,9%</b>
Administrative and Selling Expenses	- 2.083	- 2.098	- 15	0,7%	-694	-659	35	-5,1%
<b>Operating Income</b>	<b>1.598</b>	<b>1.330</b>	<b>- 268</b>	<b>-16,8%</b>	<b>441</b>	<b>432</b>	<b>- 9</b>	<b>-2,1%</b>
<b>EBITDA</b>	<b>2.362</b>	<b>2.305</b>	<b>- 57</b>	<b>-2,4%</b>	<b>628</b>	<b>696</b>	<b>67</b>	<b>10,7%</b>
Operating Margin	10,0%	8,3%	-1,7%	-17,0%	8,9%	8,4%	-0,5%	-5,3%
EBITDA Margin	14,8%	14,4%	-0,4%	-2,7%	12,6%	13,5%	0,9%	7,1%
<b>CONSOLIDATED TOTAL</b>								
<b>Sales</b>	<b>145.317</b>	<b>181.243</b>	<b>35.926</b>	<b>24,7%</b>	<b>46.090</b>	<b>75.185</b>	<b>29.094</b>	<b>63,1%</b>
Platforms	44.444	51.995	7.551	17,0%	14.867	18.205	3.338	22,5%
IT Services	87.081	114.297	27.217	31,3%	27.287	48.177	20.890	76,6%
Applications	13.793	14.952	1.160	8,4%	3.937	8.803	4.866	123,6%
Cost of Sales	- 115.400	- 145.100	- 29.700	25,7%	- 36.988	- 60.988	- 24.000	64,9%
<b>Gross Profit</b>	<b>29.917</b>	<b>36.143</b>	<b>6.227</b>	<b>20,8%</b>	<b>9.102</b>	<b>14.197</b>	<b>5.095</b>	<b>56,0%</b>
Administrative and Selling Expenses	- 14.752	- 16.849	- 2.097	14,2%	- 4.204	- 6.793	- 2.588	61,6%
<b>Operating Income</b>	<b>15.164</b>	<b>19.294</b>	<b>4.130</b>	<b>27,2%</b>	<b>4.898</b>	<b>7.404</b>	<b>2.506</b>	<b>51,2%</b>
<b>EBITDA</b>	<b>24.956</b>	<b>32.377</b>	<b>7.421</b>	<b>29,7%</b>	<b>8.574</b>	<b>12.151</b>	<b>3.577</b>	<b>41,7%</b>
Operating Margin	10,4%	10,6%	0,2%	2,0%	10,6%	9,8%	-0,8%	-7,3%
EBITDA Margin	17,2%	17,9%	0,7%	4,0%	18,6%	16,2%	-2,4%	-13,1%