



3Q09

Earnings Release Presentation



9M09 Highlights

72.0%

Net Income Growth

Consolidated Revenues

US\$ 487
Million

+200bp

EBITDA Margin improvement
in operations outside Chile

Brazil's EBITDA Margin
Improvement

+230bp

19.0%

EBITDA growth from
Operations outside Chile



US\$ 440
Million

New deals
for 9M09

3Q09 Highlights

US\$ **177**
Million

Consolidated revenues

Consolidated revenues coming
from operations outside Chile

53.3%

13.6%

EBITDA margin in Brazil

Operating Income growth for
operations outside Chile

30.6%

US\$ **30.3**
Million

Consolidated EBITDA



US\$ **166**
Million
New deals
for 3Q09

Financial Summary

| (in ThUS\$) | 2008 | 2009 | Var% 08/09 | 3Q08 | 3Q09 | Var% 08/09 |
|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Revenues | 524,164 | 486,944 | -7.1% | 186,471 | 176,821 | -5.2% |
| Platforms | 121,708 | 128,264 | 5.4% | 44,829 | 44,889 | 0.1% |
| IT Services | 340,198 | 287,000 | -15.6% | 118,657 | 103,224 | -13.0% |
| Applications | 62,258 | 71,680 | 15.1% | 22,985 | 28,708 | 24.9% |
| Cost of Sales | -412,940 | -385,604 | -6.6% | -148,203 | -139,477 | -5.9% |
| Adm. and Selling Expenses | -52,970 | -45,718 | -13.7% | -18,126 | -17,108 | -5.6% |
| Operating Income | 58,254 | 55,623 | -4.5% | 20,142 | 20,236 | 0.5% |
| Operating Margin | 11.1% | 11.4% | | 10.8% | 11.4% | |
| EBITDA | 87,946 | 84,226 | -4.2% | 30,286 | 30,347 | 0.2% |
| EBITDA Margin | 16.8% | 17.3% | | 16.2% | 17.2% | |
| Non Operating Income | -21,995 | 1,862 | -108.5% | -14,588 | 754 | -105.2% |
| Earnings Before Taxes | 36,259 | 57,484 | 58.5% | 5,554 | 20,990 | 277.9% |
| Net Income | 25,555 | 43,951 | 72.0% | 719 | 15,207 | 2014.6% |
| Net Margin | 4.9% | 9.0% | | 0.4% | 8.6% | |



Exchange rates fluctuations in Brazil, Mexico and Colombia explain US\$48 million of lower revenues in 9M09 when compared to the same previous period

Financial Summary



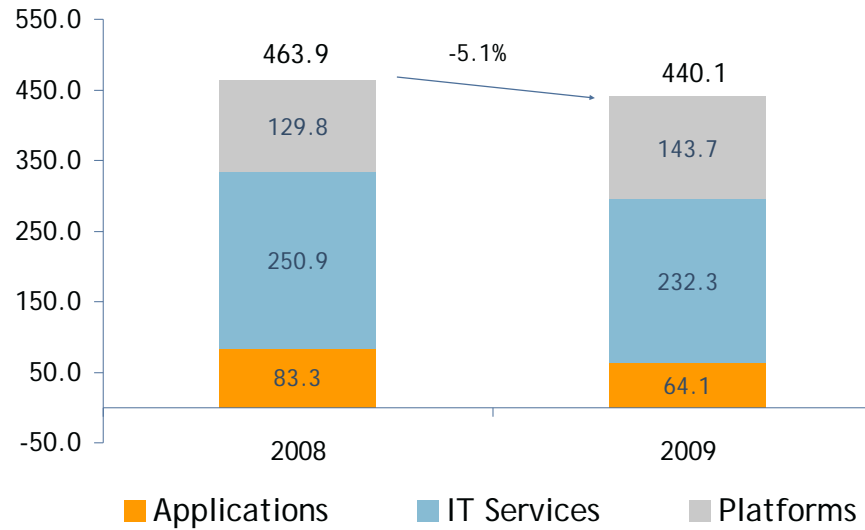
(in ThUS\$)

| | 9M08* | 9M09 | Var% 08/09 | 3Q08* | 3Q09 | Var% 08/09 |
|---------------------------|----------------|----------------|---------------|----------------|----------------|---------------|
| Revenues | 475,902 | 486,944 | 2.3% | 174,157 | 176,821 | 1.5% |
| Platforms | 120,073 | 128,264 | 6.8% | 44,091 | 44,889 | 1.8% |
| IT Services | 302,048 | 287,000 | -5.0% | 108,871 | 103,224 | -5.2% |
| Applications | 54,104 | 71,680 | 32.5% | 21,196 | 28,708 | 35.4% |
| Cost of Sales | -374,015 | -385,604 | 3.1% | -138,329 | -139,477 | 0.8% |
| Adm. and Selling Expenses | -47,156 | -45,718 | -3.0% | -16,666 | -17,108 | 2.6% |
| Operating Income | 54,731 | 55,623 | 1.6% | 19,162 | 20,236 | 5.6% |
| Operating Margin | 11.5% | 11.4% | | 11.0% | 11.4% | |
| EBITDA | 83,857 | 84,226 | 0.4% | 29,107 | 30,347 | 4.3% |
| EBITDA Margin | 17.6% | 17.3% | | 16.7% | 17.2% | |

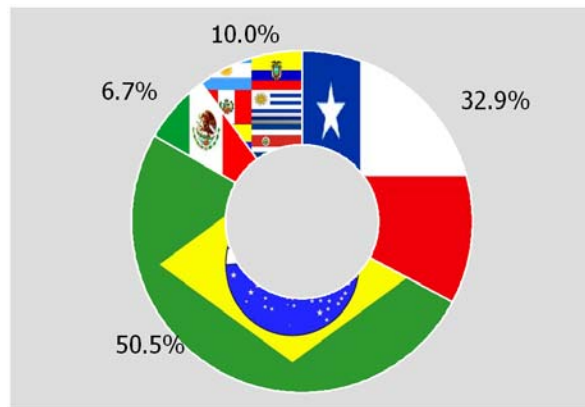
* 9M08 and 3Q08 figures have been re-expressed using 2009 exchange rates, in order to make them comparable to 9M09 and 3Q09 figures.

New Deals

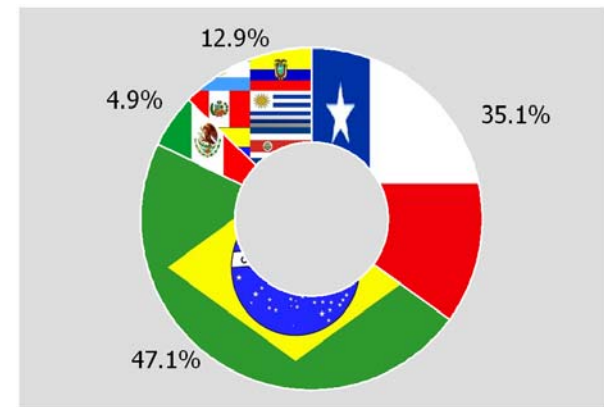
New Contracts as of September of each period
(US\$ millions)



New Deals by Region as of September'08



New Deals by Region as of September'09



Regional Results - CHILE



CHILE

(in ThUS\$)

| | 9M08 | 9M09 | Var% 08/09 | 3Q08 | 3Q09 | Var% 08/09 |
|---------------------------|----------------|----------------|---------------|---------------|---------------|---------------|
| Revenues | 229,722 | 236,886 | 3.1% | 79,395 | 82,526 | 3.9% |
| Platforms | 87,685 | 94,903 | 8.2% | 33,253 | 35,533 | 6.9% |
| IT Services | 128,162 | 129,300 | 0.9% | 41,168 | 42,397 | 3.0% |
| Applications | 13,876 | 12,683 | -8.6% | 4,974 | 4,597 | -7.6% |
| Cost of Sales | -174,037 | -184,355 | 5.9% | -62,207 | -65,520 | 5.3% |
| Adm. and Selling Expenses | -18,491 | -18,818 | 1.8% | -5,674 | -6,860 | 20.9% |
| Operating Income | 37,195 | 33,714 | -9.4% | 11,514 | 10,146 | -11.9% |
| Operating Margin | 16.2% | 14.2% | | 14.5% | 12.3% | |
| EBITDA | 59,857 | 55,508 | -7.3% | 19,020 | 17,615 | -7.4% |
| EBITDA Margin | 26.1% | 23.4% | | 24.0% | 21.3% | |

- ✓ Rise of 3.1% in revenues in 9M09, mainly in platforms and IT services
- ✓ Operating income decline in 9M09 and in 3Q09 is explained by a lower volume in transaction-based contracts, by the divestiture of Acfin S.A. in January, 2009, and by fluctuations in margins of some platform products due to changes in the exchange rate
- ✓ Revenues of 82.5 million for 3Q09 with a rise of 3.9% mainly due to platforms and IT services business

Regional Results - BRAZIL

BRAZIL

| (in ThUS\$) | 9M08* | 9M09 | Var% 08/09 | 3Q08* | 3Q09 | Var% 08/09 |
|---------------------------|----------------|----------------|---------------|---------------|---------------|---------------|
| Revenues | 173,144 | 170,637 | -1.4% | 68,469 | 66,569 | -2.8% |
| Platforms | 1,367 | 832 | -39.2% | 612 | 315 | -48.6% |
| IT Services | 135,469 | 119,755 | -11.6% | 52,963 | 45,641 | -13.8% |
| Applications | 36,308 | 50,050 | 37.8% | 14,894 | 20,614 | 38.4% |
| Cost of Sales | -141,374 | -136,728 | -3.3% | -55,142 | -51,639 | -6.4% |
| Adm. and Selling Expenses | -19,782 | -18,680 | -5.6% | -7,484 | -7,124 | -4.8% |
| Operating Income | 11,988 | 15,229 | 27.0% | 5,843 | 7,807 | 33.6% |
| Operating Margin | 6.9% | 8.9% | | 8.5% | 11.7% | |
| EBITDA | 15,149 | 18,798 | 24.1% | 7,056 | 9,066 | 28.5% |
| EBITDA Margin | 8.7% | 11.0% | | 10.3% | 13.6% | |

- ✓ Rise of 37.8% in 9M09 in applications business coming from new business related to own solutions such as SATI and others
- ✓ Operating income and EBITDA growth for 9M09 as a result of higher gross profit and savings in SG&A expenses
- ✓ EBITDA margin rising 330 bp: from 10.3% in 3Q08 to 13.6% in 3Q09



* 9M08 and 3Q08 figures have been re-expressed using 2009 exchange rates, in order to make them comparable to 9M09 and 3Q09 figures.

Regional Results - MEXICO



MEXICO

(in ThUS\$)

| | 9M08* | 9M09 | Var% 08/09 | 3Q08* | 3Q09 | Var% 08/09 |
|---------------------------|---------------|---------------|---------------|--------------|--------------|---------------|
| Revenues | 20,206 | 24,441 | 21.0% | 7,665 | 9,868 | 28.7% |
| Platforms | 3,337 | 6,313 | 89.2% | 1,644 | 2,362 | 43.6% |
| IT Services | 16,811 | 17,853 | 6.2% | 6,020 | 7,305 | 21.3% |
| Applications | 58 | 275 | 372.8% | 1 | 201 | - |
| Cost of Sales | -15,587 | -18,758 | 20.3% | -5,829 | -7,577 | 30.0% |
| Adm. and Selling Expenses | -2,675 | -2,856 | 6.8% | -986 | -1,032 | 4.7% |
| Operating Income | 1,944 | 2,827 | 45.4% | 851 | 1,258 | 47.9% |
| Operating Margin | 9.6% | 11.6% | | 11.1% | 12.7% | |
| EBITDA | 2,825 | 3,180 | 12.6% | 1,169 | 1,348 | 15.2% |
| EBITDA Margin | 14.0% | 13.0% | | 15.3% | 13.7% | |

- ✓ Revenue growth of 21.0% in 9M09, with an increase in every business line
- ✓ Rise of 45.4% in operating income for 9M09 reaching an operating margin of 11.6% with a growth of 200 bp
- ✓ Growth of 28.7% in revenues in 3Q09 coming from IT services and platforms business
- ✓ Operating margin growth of 160 bp in 3Q09

* 9M08 and 3Q08 figures have been re-expressed using 2009 exchange rates, in order to make them comparable to 9M09 and 3Q09 figures.

Regional Results - OPLA

OPLA

(in ThUS\$)

| | 9M08* | 9M09 | Var% 08/09 | 3Q08* | 3Q09 | Var% 08/09 |
|---------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Revenues | 55,316 | 54,980 | -0.6% | 19,585 | 17,858 | -8.8% |
| Platforms | 27,684 | 26,216 | -5.3% | 8,691 | 6,680 | -23.1% |
| IT Services | 23,363 | 20,092 | -14.0% | 9,403 | 7,882 | -16.2% |
| Applications | 4,269 | 8,672 | 103.1% | 1,490 | 3,296 | 121.2% |
| Cost of Sales | -45,037 | -45,763 | 1.6% | -15,921 | -14,740 | -7.4% |
| Adm. and Selling Expenses | -6,497 | -5,364 | -17.4% | -2,634 | -2,091 | -20.6% |
| Operating Income | 3,782 | 3,853 | 1.9% | 1,031 | 1,026 | -0.5% |
| Operating Margin | 6.8% | 7.0% | | 5.3% | 5.7% | |
| EBITDA | 6,268 | 6,740 | 7.5% | 1,963 | 2,319 | 18.1% |
| EBITDA Margin | 11.3% | 12.3% | | 10.0% | 13.0% | |

- ✓ Growth of 103.1% in applications business in 9M09 mainly generated by Colombia (+ThUS\$ 3,745) and Uruguay (+ThUS\$ 1,076)
- ✓ EBITDA rise of 7.5% in 9M09 mostly explained by lower SG&A expenses
- ✓ Improvement of 100 bp in EBITDA margin in 9M09 highlighting higher contributions from operations in Colombia and Costa Rica
- ✓ EBITDA growth of 18.1% with a remarkable EBITDA margin growth of 300 bp in 3Q09

* 9M08 and 3Q08 figures have been re-expressed using 2009 exchange rates, in order to make them comparable to 9M09 and 3Q09 figures.



Balance Sheet Summary as of September 30

US\$ **97.9**
million in Cash
and Equivalents
(+57.8 %)

US\$ **42.2**
million in
Financial Debt
(-28.0 %)

0.1x
Financial
Leverage
(-4.5 %)

SONDA CONSOLIDATED FINANCIAL STATEMENT (in ThUS\$)

| | 2008 | 2009 | Var% |
|--------------------------------------|----------------|----------------|---------------|
| Assets | 628,965 | 647,148 | 2.9% |
| Cash and Equivalents | 62,052 | 97,919 | 57.8% |
| Accounts Receivables | 170,109 | 178,230 | 4.8% |
| Inventories | 25,354 | 21,353 | -15.8% |
| Other Current Assets | 36,896 | 40,776 | 10.5% |
| Current Assets | 294,412 | 338,277 | 14.9% |
| Property, Plant and Equipment | 108,599 | 98,855 | -9.0% |
| Investment in Other Companies | 5,680 | 4,499 | -20.8% |
| Other Assets | 220,275 | 205,517 | -6.7% |
| Liabilities | 182,374 | 160,154 | -12.2% |
| Short-Term Financial Debt | 32,665 | 25,603 | -21.6% |
| Other Current Liabilities | 101,111 | 100,957 | -0.2% |
| Current Liabilities | 133,776 | 126,560 | -5.4% |
| Long-Term Financial Debt | 25,950 | 16,593 | -36.1% |
| Other Current Liabilities | 15,222 | 11,035 | -27.5% |
| Minority Interest | 7,426 | 5,967 | -19.7% |
| Total Shareholder's Equity | 446,592 | 486,994 | 9.0% |



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