Latin America's Leading IT Services Network

PRESS RELEASE

SONDA INCREASES NET INCOME BY 77,6% IN YEAR 2006

***Santiago, Chile, January 29, 2007** – Today, SONDA S.A. (Santiago Stock Exchange: SONDA), the leading Latin American owned private-sector IT Services provider, announced its consolidated financial results for the January 1, 2006 – December 31, 2006 period.*

All figures are expressed in Chilean pesos as of December 31, 2006 and have been prepared in conformity with generally accepted accounting principles in Chile. United States of North America dollar conversions expressed herein are based on the year-end exchange rate as of December 2006 (1 US$=532.39 Chilean Pesos).

Summary

As a result of the focus established by SONDA's top management for 2006 —which included to deepen the IT services offer throughout the region, to implement important IT Outsourcing Services Projects, take advantage from synergies, and improve margins— SONDA's net income for the year 2006 grew by 77.6% with regard to 2005, and reached $20,218 million (US$ 37.9 million). Operating income scaled up to $20,340 million (US$ 38.2 million), representing an 11.8% improvement with regard to 2005. EBITDA grew by 10,4% as compared with 2005, amounting to $32,697 million (US$ 61.4 million).

Total sales reached $186,761 million (US$ 350.8 million), with 66% distribution in Chile, 16% in Brazil, 8% in Mexico and 10% in the rest of the countries. A 68.4% of the total revenues were related to the IT Services and Applications businesses. All out-of-Chile operations grew both in revenues and EBITDA. Thus, revenues from operations in Brazil, Mexico and ROLA (Argentina, Uruguay, Ecuador, Peru, Colombia and Costa Rica) grew by 8.7%; 55.8%; and 12.5%, respectively. EBITDA from Brazil, Mexico and ROLA climbed up by 37.2%; 288.5%; and 37.6%, respectively.

A sustained improvement in consolidated margins is evident from 2003 to now, including Operating margin, EBITDA margin and Net margin.

SONDA CONSOLIDATED STATEMENT OF INCOME
(In millions of constant Ch$ as of December 31, 2006)

	2003	2004	2005	2006
Sales	153.666	165.894	186.034	186.761
Costs of sales	(119.846)	(131.330)	(148.537)	(147.530)
Gross margin	33.820	34.564	37.496	39.231
SG&A	(23.093)	(19.824)	(19.302)	(18.891)
Operating income	10.727	14.741	18.195	20.340
EBITDA	21.710	25.613	29.621	32.697
Net Income	5.906	9.788	11.384	20.218
Margins				
Gross Margin	22,0%	20,8%	20,2%	21,0%
SG&A as % of Sales	15,0%	11,9%	10,4%	10,1%
Operating margin	7,0%	8,9%	9,8%	10,9%
EBITDA margin	14,1%	15,4%	15,9%	17,5%
Net margin	3,8%	5,9%	6,1%	10,8%

IR Contacts in Santiago, Chile:
Rodrigo Peña A., Investor Relations Officer SONDA S.A.
Tel : (562) 657-5183
rodrigo.pena@sonda.com

Catalina González Sch., Investor Relations Analyst SONDA S.A.
Tel : (562) 657-5389
catalina.gonzalez@sonda.com

HIGHLIGHTS

- **Becoming the largest IT Services public company in LatAm.** On November 3, 2006, SONDA'S IPO raised approximately US$215 million. At the end of 2006, SONDA's stock capitalization amounted to US$ 924 million, becoming the largest IT Services public company in Latin America. Funds raised in the IPO will partly finance the company's three-year investment plan which seeks to consolidate its regional expansion project. At December 29, 2006, SONDA's stock price closed at 641.8 pesos, representing a 13.4% increase with regard to its initial price of 566.0 pesos on November 3.
- **Implementation of the Contract with Administrador Financiero del Transantiago.** A 12-year contract awarded to SONDA for the provision of start-up and technological operation services. Up to now, the project has required an investment of approximately US$ 65 million, most of which have been invested in the system's development and implementation, including technological equipment for buses, central servers, payment and security systems, GPS systems, among others. According to the terms of the contract, it will generate annual revenues of approximately US$ 35 million starting 2007.
- **Progress in the Acquisition Process.** In May 2006, SONDA purchased Qualita's Technical Support Division in Mexico. The Technical Support Division brought a vast experience in the IT industry in Mexico, a solid customer base, and a relevant amount of IT Services contracts.
- **Subscription of contract with Petróleo Brasilero S.A. (Petrobrás).** In September 2006, a contract was signed with Petrobrás for the provision of IT technical support and help desk services to 45,000 IT users and 27,000 SAP users. The agreement will enable SONDA to generate additional annual revenues amounting to approximately US$ 12 million during a three-year period.
- **World class credentials.** During 2006, SONDA maintained its high service quality standards, obtaining and renewing ISO9001:2000, ITIL, PMI and CMMi certifications throughout the region. Thus, the company upholds its commitment to offer its clients high quality service levels using the best practices in the industry.
- **Taking total control of its subsidiaries in Brazil, Mexico, and Colombia.** During 2006, SONDA took 100% control of its subsidiaries' in Mexico, Brazil and Colombia and made changes in management to streamline its operations and boost the installed contract base, offering services with increased value added, all of which was reflected on the improved operating margins obtained in 4Q06.
- **Favorable business environment.** In general, Latin America's macroeconomic environment was favorable in 2006, in particular for the IT industry. Highlights in the region were GDP growth, controlled inflation, the modernization of government entities and the subscription of free trade agreements.
- **New deals.** During 2006, SONDA closed deals for over US$ 266 million in up to 4-year term contracts, namely IT Services provision contracts with Banco de Chile, Cencosud and Nestlé in Chile; Petrobrás, Bank-Boston and Embraer, in Brazil; Banamex and Telmex in Mexico; Poder Judicial in Uruguay; the Colombian Government E-Procurement Web Portal and the Fundación Santa Fe in Bogotá, Colombia, among others.
- **Good perspectives for 2007.** 2007 looks very promising in terms of new business opportunities. According to IDC figures, the region's IT industry should grow at around 13% a year in the next few years. SONDA's multinational clients with regional headquarters in Mexico and/or Brazil have expressed their interest in signing regional scope contracts. Acquisitions anticipated for the next three years will boost the region's supply and installed clients' base, as well as increasing cross-selling opportunities. Increased bids for major Integration and Outsourcing projects are also evident in the region, especially within the public sector.

YEAR 2006 RESULTS

Year ended December 31,	2006	2005	%
(in millions of constant Ch$ as of December 31, 2006)			
Sales	186.761	186.034	0,4%
Costs of Sales	-147.530	-148.537	-0,7%
Gross Margin	39.231	37.497	4,6%
Operating Income	**20.340**	**18.195**	**11,8%**
EBITDA	**32.697**	**29.621**	**10,4%**
Non Operating Results	3.993	-2.584	-254,5%
Net Income	**20.218**	**11.384**	**77,6%**
Financial Ratios	**%**	**%**	
Gross Margin	35,9%	20,2%	
Operating Margin	8,2%	9,8%	
EBITDA Margin	10,4%	15,9%	
Net Margin	13,7%	6,1%	

Sales

For the year 2006, SONDA total sales amounted to $186,761 million (US$350.8 million). From that total, 65.6% came from operations in Chile, 15.5% from operations in Brazil, 7.6% from operations in Mexico, and 11.3% from operations in the rest of the countries where the company holds operations: Argentina, Uruguay, Peru, Ecuador, Colombia and Costa Rica, hereinafter referred to as ROLA. Pace in sales growth, as compared to the previous year, is explained to a great extent by the divestiture of the BAC subsidiary in June 2006, which resulted in reduced a reduction in sales of approximately $10,648 million (US$ 20.0 million). Had SONDA kept the BAC subsidiary, total sales for 2006 would have grown by 6.1% (assuming a similar level of revenues for BAC in 2006 compared to 2005).

IT Services

Revenues from IT services went from $108,300 million in 2005 to $112,035 million in 2006, representing an increase of 3.4%. Taking apart the effect produced by the divestiture of the BAC subsidiary, IT Services sales would have grown by 11.8%.

Within this business line, worthy of mention is the growth of a 34.0% in the IT Support Services segment, mainly explained by the increase in Mexico resulting from the purchase of Qualita's Technical Support Division. Brazil, for its part, maintained revenues for $25,399 million (US$ 47.7 million) during 2006 in the IT Services business, while ROLA grew 13.4%, reaching $7,264 million (US$13.6 million), mainly attributable to increased revenues in Professional Services and Integration Systems in Uruguay. Chile, reported $67,921 million (US$127.6 million) in revenues at year-end. Taking apart the effect produced by the divestiture of the BAC subsidiary, IT Services sales in Chile would have grown by 6.7%.

Applications

During 2006, the Applications business sales fell by 12.8%, amounting to a total of $15,601 million (US$ 29.3 million), $3,169 million (US$4.3 million) less than in 2005. Despite the growth of the Applications business in Brazil and ROLA throughout 2006, totaling $3,051 million (US$ 5.7 million) and $3,173 million (US$6.0 million) respectively, it was offset at regional level by the decline in Chile, with a total of $9,267 million (US$ 17.4 million) and the decline in Mexico, with a total of $110 million (US$0.2 million). The latter is attributed to lower sales in software development and maintenance in each case, with reductions of $3,369 million (US$ 6.3 million) and $732 million (US$ 1.4 million) respectively.

Platforms

Revenues in the Platform business for this year were similar to those of 2005, totaling $59,849 million (US$112.4 million), representing a decrease of 1.2%. Taking apart the effect produced by the divestiture of the BAC subsidiary, Platforms sales would have grown by 1.5%.

In this aspect, we can see that the increase in ROLA (mostly $663 million in hardware sales in Ecuador) were affected by the decline in Chile and Mexico. Taking apart the effect produced by the divestiture of the BAC subsidiary, Platforms sales in Chile would have grown by 0.8%; while the business in Mexico experienced a reduction in software platform sales of $814 million (US$ 1.5 million) in 2006.

Costs of Sales

During 2006, costs of sales dropped 0.7% as compared to same period last year, reaching $147,530 million (US$277.1 million). This improvement, both in amount and in sales percentage, is mainly attributed to the results of economies of scale and synergies achieved in the operations in Chile after the absorption of some subsidiaries at the end of 2005, and the sale of the BAC subsidiary last June, which contributed with $5,806 million (US$ 10.9 million) in savings in these costs, as compared to 2005. Increased costs of sales in the other regional businesses are explained by increased revenues in those countries. In Mexico, costs of sales grew by $4,307 million (US$ 8.1 million) as consequence of the integration of Qualita's Technical Support Division acquired in mid-2006. In Brazil, they rose by $1,418 million (US$ 2.7 million) and in ROLA by $1,600 million (US$3.0 million).

Administration and Selling Expenses

Administration and selling expenses fell by 2.1% as regards 2005, reaching $18,891 million (US$35.5 million), accounting for approximately 10.0% of sales. The $411 million (US$ 0.8 million) decrease is attributable to a great extent to reduced expenditures in outsourced services in Chile, and to a lesser extent to the reductions in fixed and variable remuneration in ROLA businesses.

Operating Income

As consequence of the above, by the end of 2006, operating income increased by 11.8% ($2,145 million) with regard to 2005, amounting to $20,340 million (US$38.2 million). Operating income accounted for 10.9% of sales, which favorably compared to the 9.8% obtained in same period last year.

Non-Operating Results

Non-operating results for 2006 improved significantly by reverting the $2,584 million (US$ 4.8 million) loss registered in 2005, and generating $3,993 million (US$ 7.5 million). The $6,577 million (US$ 1.2 million) difference is explained to a great extent by increased financial income ($1,859 million) and increased earnings arising from exchange rate differences and price-level restatements ($2,401 million).

Net Income

For 2006, net income increased by 77.6%, reaching $20,218 million (US$ 37.9 million), a favorable comparison to the $11,384 million (US$ 21.4 million) obtained in 2005. Net margin, in turn, accounted for 10.8%, as compared to 6.1% at the end of 2005. The $8,834 million (US$ 16.6 million) growth registered between 2005 and 2006 is mainly attributed to the increase in operating income, amounting to $20,340 million (US$38.2 million) for the period, and the positive non-operating results amounting to $3,993 million (US$7.5 million).

ASSETS

Assets as of December 31, 2006 totaled $307,791 million (US$ 578.1 million), with a 73.1% growth as compared to $177,734 million (US$ 333.8 million) in 2005.

Current Assets

With a total of $195,813 million (US$ 367.8 million) as of December 2006, Current Assets increased by 120.4% as regards 2005, mainly attributable to the increase in negotiable securities (+$54,115 million, +US$101.6 million) and in other Current Assets (+$52,329 million, +US$98.3 million). In both cases, these increases proceed from the funds obtained from SONDA S.A.'s initial public offering in November 2006, that raised $113,626 million (US$213.4 million), which was invested both in negotiable securities and fixed income instrument agreements, the latter included in other Current Assets.

Fixed Assets

These assets amounted to $51,003 million (US$95.8 million), showing a 43.4% increase resulting basically from investments in Systems Integration and IT Outsourcing projects. The increase of $19,558 million (US$ 36.7 million) in other fixed assets is mainly related to investments for the AFT contract.

Other assets

With a 14.0% increase as regards 2005, other assets rose to $60,974 million (US$ 114.5 million) as a result of a $3,146 million (US$ 5.9 million) increase in long-term accounts receivables, with a $2,870 million (US$ 5.4 million) increase in goodwill and a $932 million (US$ 1.7 million) increase in investments in related companies.

LIABILITIES

With a well balanced long-term and short-term distribution at the closing of 2006, total liabilities amounted to $89,065 million (US$ 167.3 million), structured as follows: 57.7% in the short-term (69.7% in 2005) and 42.3% in the long-term (30.3% 2005). The $6.960 million (US$ 13.1 million) growth registered in total liabilities is mainly attributable to greater long-term financing from banks and financial institutions. The financial short and long term debt amounted to $51,160 million (US$ 96.1 million) in December 2006, representing a 24.8% growth when compared to year 2005. These increase in financial debt was mainly allocated to finance investments related to the implementation of the contract with the Administrador Financiero del Transantiago.

Equity

SONDA's initial public offering led to a significant equity growth, reflected in final equity figures of $90,792 million (US$ 170.5 million) in 2005 and $215,947 million (US$ 405.6 million) in 2006. New shares issued in 2006 led to an increase in paid-up capital – from $74,613 million (US$ 140.1 million) to $199,337 million (US$ 374.4 million) in December 2006, which explains to a great extent the 137.8% increase in equity. This was also favored by the achievement of a net income for the year that was 77.6% higher than in 2005, i.e., a net result of $20,218 million (US$ 37.9 million) in 2006 vs. $11,384 million (US$ 21.4 million) in 2005.

REGIONAL RESULTS - CHILE

- Sales for 2006 amounted to $122,423 million (US$ 229.9 million), reflecting a 6.9% decline with respect to 2005. This fact is explained to a great extent by the sale of the BAC subsidiary, which resulted in a reduction in revenues of approximately $10,648 million (US$ 20.0 million). Taking apart the effect produced by the divestiture of the BAC subsidiary, sales in Chile would have grown by 1.2%.
- Operating income in Chile amounted to $16,359 million (US$ 30.7 million), with an operating margin of 13.4% (12.5% in 2005), which was favored by economies of scale in service lines, improved margins in product lines and the optimized use of installed capacity, among other factors.
- EBITDA for operations in Chile rose 3.6% as compared to 2005, totaling $26,206 million (US$ 49.2 million). EBITDA margin for 2006 climbed 220 base points as compared to 2005, reaching 21.4% (19.2% in 2005).
- With regard to the different businesses, revenues associated to the Platform line amounted to $45,234 million (US$ 85.0 million), representing a 2.7% decline with regard to 2005, while revenues related to IT Services reached $67,921 million (US$ 127.6 million), representing a 5.9% decline with regard to 2005; and finally, revenues for the Applications business in Chile fell by 28.0%, amounting to $9,267 million (US$ 17.4 million). Taking apart the effect produced by the divestiture of the BAC subsidiary, IT Services sales in Chile would have grown by 6.7% and Platforms sales by 1.5%.
- New contracts for over US$ 40 million were signed, namely with Banco de Chile, Cencosud, CMPC, Nestlé, Banco del Estado, Banco Santander Santiago, Falabella, Isapre Consalud, and Telmex.
- In Chile, SONDA boasts a market share of approximately 26%, with a broad, atomized and diversified client base. Worthy of mention are Servicio de Registro Civil, Banco de Chile, Codelco, Falabella, Cencosud, Chilecompras, Pizarreño, IANSA and SKC. The contract signed with Administrador Financiero del Transantiago represents the company's most important project, currently accounting for an accrued investment of $34,925 million (US$ 65.6 million).
- Local opportunities point to boosting businesses in the health sector, developing the biometry market, implementing an integral solution for a highly technologized AFPs, developing proposals for the public sector, and continuing to benefit from large and medium sized companies' inclination to outsource their IT functions. Likewise, new opportunities continue to be developed in Nigeria – from Chile - in the market of business applications for AFPs.

REGIONAL RESULTS - BRAZIL

- Sales in Brazil increased by 8.7% in 2006 when compared to 2005, reaching $28,888 million (US$ 54.3 million), and obtaining a $316 million (US$ 0.6 million) net income for the year; thus reverting the losses registered in 2005.
- The above is explained to a large extent by the restructuring and cost rationalization plan implemented by the new administration, that has increased operating income by 189.2%. amounting to $1,309 million (US$ 2.4 million); and EBITDA by 37.2%. amounting to $2,495 million (US$ 4.7 million).
- Operating margins and EBITDA for 4Q06, amounted to 5.2% and 11.9%, respectively.
- SONDA has signed contracts this year for over US$ 87 million with Petrobrás, BankBoston, Embraer, and Librerías La Selva, among others; basically in IT Services.
- The new administration has established strong relationships with new major clients during 2006, (e.g., Petrobrás and Cinemark) and has achieved a high contract renewal rate.
- Among the main opportunities envisaged is the high potential of Brazil's southern area, and the opportunities that stem from the Petrobrás contract.
- According to IDC figures, Brazil is certainly the largest Latin America's IT market, reporting US$ 16 billion a year.

REGIONAL RESULTS - MEXICO

- The main investment this year was the purchase of Qualita's Support Division, which contributed significantly to the 55.8% growth in operating income, amounting to $14,431 million (US$ 27.1 million).
- Increase in sales was coupled with improved operating income and a better EBITDA for the year of $620 million (US$ 1.2 million) and $837 million (US$ 1.6 million), respectively. Operational margins and EBITDA for the 4Q 06 reached 14.7% and 16.7%, respectively.
- During 2006, SONDA closed deals for over US$ 20 million, of which Banamex and Telmex, among others, are worth noting. The leading business deals correspond to IT support service contracts.
- Mexico is the second largest IT market in Latin America. Various multinational companies handle their regional operations from Mexico. This factor that turns it into a strategic market for a regional scope company like SONDA.

REGIONAL RESULTS - ROLA

- Sales in ROLA rose by 2.4%, amounting to $ 21,019 million (US$ 39.4 million), explained to a large extent by improved revenues in Ecuador (equipment and outsourcing) and Uruguay (systems integration projects).
- Likewise, operating income and EBITDA also increased, favored by improvements in operation (Colombia, Argentina) and less expenditures in outsourcing services (Peru), amounting to US$ 3.9 million and US$ 5.9 million respectively, determining an operational margin of 10% and an EBITDA margin of 15%, which compare favorably to the 7% and 12% obtained in 2005, respectively.
- The rest of the Latin American countries signed contracts for over US$ 36 million during 2006, namely US$ 8 million in Argentina; US$ 7.6 million in Uruguay; US$ 5.6 million in Costa Rica; and US$ 5.5 million in Ecuador, mostly in Platforms and IT Services sales. Worthy of mention among these businesses are Uruguay's Judicial Power, Colombia's e-Procurement Web Portal and Fundación Santa Fe in Bogotá, and Intel in Costa Rica.
- This region in general exhibited favorable macroeconomic environments, with sustained growth rates and good perspectives for the IT industry, which favors the development of higher added value services and entry into new markets.

SONDA CONSOLIDATED FINANCIAL SUMMARY

(in millions of constant Ch$ as of December 31, 2006)

Statement of income	12M05	12M06	Var%	4Q05	4Q06	Var%
Sales	186.034	186.761	0,4%	52.078	48.523	-6,8%
Costs of sales	-148.537	-147.530	-0,7%	-40.772	-37.751	-7,4%
Gross margin	**37.496**	**39.231**	4,6%	**11.304**	**10.772**	-4,7%
Administrative and selling expenses	-19.302	-18.891	-2,1%	-4.093	-4.857	18,7%
Operating income	**18.195**	**20.340**	11,8%	**7.212**	**5.915**	-18,0%
Financial income	2.173	4.522	108,1%	111	1.502	1253,3%
Financial expense	-2.573	2.083	-181,0%	-447	5.074	-1234,0%
Other non-operating (expense) income,	-2.468	-5.297	114,6%	-149	-6.263	4092,6%
Price-level restatement and exchange di	284	2.685	845,9%	-507	1.954	-485,5%
Non-operating income	-2.584	3.993	-254,5%	-993	2.267	-328,4%
Income before income taxes	15.610	24.333	55,9%	6.219	8.182	31,6%
Income taxes	-3.328	-4.217	26,7%	-1.065	-1.028	-3,4%
Minority Interest	-951	-718	-24,4%	-384	-176	-54,0%
Amortization of negative goodwill	52	821	1476,0%	15	14	-6,6%
Net Income	**11.384**	**20.218**	77,6%	**4.786**	**6.992**	46,1%
Cash and cash equivalents	14.212	110.969	680,8%	14.212	110.969	680,8%
Fixed assets	35.567	51.003	43,4%	35.567	51.003	43,4%
Total assets	177.734	307.791	73,2%	177.734	307.791	73,2%
Financial debt	40.988	51.160	24,8%	40.988	51.160	24,8%
Minority interest	4.868	2.778	-42,9%	4.868	2.778	-42,9%
Total shareholders' equity	90.791	215.947	137,8%	90.791	215.947	137,8%
Capital expenditures	24.137	34.447	42,7%	17.404	14.292	-17,9%
Depreciation and amortization	11.426	12.411	8,6%	2.670	4.086	53,0%

EBITDA and Financial Ratios						
EBITDA	29.621	32.697	10,4%	9.160	8.956	-2,2%
Operating margin	9,8%	10,9%		13,8%	12,2%	
EBITDA margin	15,9%	17,5%		17,6%	18,5%	
Net margin	6,1%	10,8%		9,2%	14,4%	
Return on Equity	12,5%	9,4%		21,1%	13,0%	
Return on Assets	6,4%	6,6%		10,8%	9,1%	
Net debt/total assets	0,2	-0,2		0,2	-0,2	
Net debt/EBITDA	0,9	-1,8		0,7	-1,7	
EBITDA/net financial expense	74,0	-5,0		27,2	-1,4	
Net debt/Equity	0,3	-0,3		0,3	-0,3	

REGIONAL SUMMARY

Regional Summary	(in millions of constant Ch$ as of December 31, 2006)					
	12M05	**12M06**	Var%	**4Q05**	**4Q06**	Var%
Chile						
Sales	131.521	122.423	-6,9%	39.064	30.805	-21,1%
Platforms	46.470	45.234	-2,7%	12.152	12.874	5,9%
IT Services	72.174	67.921	-5,9%	21.648	16.567	-23,5%
Applications	12.877	9.267	-28,0%	5.265	1.364	-74,1%
Gross Margin	28.092	27.326	-2,7%	9.493	7.165	-24,5%
SG&A Expenses	-11.662	-10.967	-6,0%	-2.279	-2.887	26,7%
Operating Income	16.430	16.359	-0,4%	7.214	4.278	-40,7%
EBITDA	25.292	26.206	3,6%	8.306	6.392	-23,1%
Operating Margin	***12,5%***	***13,4%***		***18,5%***	***13,9%***	
EBITDA Margin	***19,2%***	***21,4%***		***21,3%***	***20,7%***	
Brasil						
Sales	26.567	28.888	8,7%	5.802	6.703	15,5%
Platforms	367	438	19,5%	39	105	167,2%
IT Services	25.329	25.399	0,3%	5.635	6.338	12,5%
Applications	871	3.051	250,2%	129	262	102,8%
Gross Margin	3.948	4.852	22,9%	426	1.117	162,2%
SG&A Expenses	-3.496	-3.543	1,3%	-859	-770	-10,3%
Operating Income	453	1.309	189,2%	-433	347	-180,1%
EBITDA	1.818	2.495	37,2%	145	795	447,7%
Operating Margin	***1,7%***	***4,5%***		***-7,5%***	***5,2%***	
EBITDA Margin	***6,8%***	***8,6%***		***2,5%***	***11,9%***	
Mexico						
Sales	9.264	14.431	55,8%	2.448	5.152	110,5%
Platforms	3.684	2.870	-22,1%	573	678	18,3%
IT Services	4.389	11.451	160,9%	1.194	4.475	274,8%
Applications	1.190	110	-90,8%	681	-1	-100,1%
Gross Margin	1.346	2.206	63,9%	428	1.145	167,3%
SG&A Expenses	-1.326	-1.586	19,6%	-259	-386	49,0%
Operating Income	19	620	3096,0%	169	758	349,3%
EBITDA	215	837	288,5%	237	858	261,5%
Operating Margin	***0,2%***	***4,3%***		***6,9%***	***14,7%***	
EBITDA Margin	***2,3%***	***5,8%***		***9,7%***	***16,7%***	
ROLA						
Sales	18.682	21.019	12,5%	4.764	5.862	23,0%
Platforms	9.328	10.582	13,4%	2.804	3.190	13,7%
IT Services	6.408	7.264	13,4%	1.289	1.817	41,0%
Applications	2.945	3.173	7,7%	671	855	27,5%
Gross Margin	4.110	4.847	17,9%	959	1.345	40,3%
SG&A Expenses	-2.818	-2.795	-0,8%	-697	-814	16,8%
Operating Income	1.292	2.052	58,8%	261	532	103,8%
EBITDA	2.295	3.159	37,6%	472	912	93,4%
Operating Margin	***6,9%***	***9,8%***		***5,5%***	***9,1%***	
EBITDA Margin	***12,3%***	***15,0%***		***9,9%***	***15,6%***	
TOTAL						
Sales	186.034	186.761	0,4%	52.078	48.522	-6,8%
Platforms	59.849	59.124	-1,2%	15.568	16.846	8,2%
IT Services	108.300	112.035	3,4%	29.766	29.197	-1,9%
Applications	17.885	15.601	-12,8%	6.746	2.480	-63,2%
Gross Margin	37.497	39.231	4,6%	11.306	10.772	-4,7%
SG&A Expenses	-19.302	-18.891	-2,1%	-4.094	-4.857	18,7%
Operating Income	18.194	20.340	11,8%	7.211	5.915	-18,0%
EBITDA	29.621	32.697	10,4%	9.160	8.956	-2,2%
Operating Margin	***9,8%***	***10,9%***		***13,8%***	***12,2%***	
EBITDA Margin	***15,9%***	***17,5%***		***17,6%***	***18,5%***	

SONDA CONSOLIDATED FINANCIAL STATEMENTS

(in millions of constant Ch$ as of December 31, 2006)

Income Statement	2005	%	2006	%
Sales	**186.034**	**100,0%**	**186.761**	**100,0%**
Cost of sales	-148.537	-79,8%	-147.530	-79,0%
Gross Profit	37.497	20,2%	39.231	21,0%
Oper. and Adm. Expenses	-19.302	-10,4%	-18.891	-10,1%
Operating Profit	**18.195**	**9,8%**	**20.340**	**10,9%**
Depreciation and Amort.	11.426	6,1%	12.357	6,6%
EBITDA	**29.621**	**15,9%**	**32.697**	**17,5%**
Financing Costs	-1.722	-0,9%	1.880	1,0%
Interest Paid	-2.573	-1,4%	-3.084	-1,7%
Interest Earned	2.172	1,2%	4.522	2,4%
Monetary Gain/Loss	-1.321	-0,7%	442	0,2%
FX Gain/Loss	1.605	0,9%	2.243	1,2%
Profit before Taxes	15.610	8,4%	24.333	13,0%
Tax Provision	-3.328	-1,8%	-4.217	-2,3%
Profit after Taxes	12.282	6,6%	20.116	10,8%
Minority Interest	-951	-0,5%	-718	-0,4%
Net Profit	**11.384**	**6,1%**	**20.218**	**10,8%**
Balance Sheet	**2005**		**2006**	
Assets	**177.734**	**100,0%**	**307.791**	**100,0%**
Current Assets	88.844	50,0%	195.813	63,6%
Cash and Equivalents	32.199	18,1%	81.541	26,5%
Accounts Receivable	44.264	24,9%	47.174	15,3%
Inventories	5.995	3,4%	7.223	2,3%
Other Short-Term-Assets	6.386	3,6%	59.874	19,5%
Fixed Assets	35.567	20,0%	51.003	16,6%
Investment in Related Companies	4.535	2,6%	5.467	1,8%
Other Assets	53.323	30,0%	60.974	19,8%
Liabilities	86.942	48,9%	91.844	29,8%
Current Liabilities	57.266	32,2%	51.420	16,7%
S.T. Financial Debt	22.190	12,5%	16.922	5,5%
Other Current Liabilities	2.189	1,2%	25	0,0%
L.T. Financial Debt	18.798	10,6%	34.238	11,1%
Other Liabilities	801	0,5%	161	0,1%
Equity	90.792	51,1%	215.947	70,2%
Minority Interest	4.837	2,7%	2.778	0,9%
Cash Flow	**2005**		**2006**	
Net Income	11.384		20.218	
Depreciation	9.329		8.756	
Non-Cash items	11.572		10.968	
Cash Flow from operations	30.219		15.339	
Capex	24.137		34.447	
Cash Flow	14.212		110.969	