



4Q09

Earnings Release Presentation



12M09 Highlights

US\$ **63**
Million

35.5% growth in Net Income

Consolidated Revenues

US\$ **703**
Million

18.1%

2009 EBITDA Margin

Brazil's EBITDA Margin
Improvement

+280bp

+220bp

EBITDA Margin improvement
in operations outside Chile



US\$ **669**
Million
(9.4% growth)
New deals

4Q09 Highlights

US\$ **172**
Million

Consolidated revenues

Consolidated EBITDA
margin growth

+250bp

14.9%

EBITDA margin in Brazil

Revenue growth for
operations in Mexico

41.8%

US\$ **35.4**
Million

Consolidated EBITDA



95.4%
Growth in
new deals
for 4Q09

Financial Summary

(in ThUS\$)

	2008	2009	Var% 08/09	4Q08	4Q09	Var% 08/09
Revenues	823,198	702,987	-14.6%	251,446	171,860	-31.7%
Platforms	199,164	189,420	-4.9%	66,406	49,517	-25.4%
IT Services	526,182	415,406	-21.1%	155,097	102,365	-34.0%
Applications	97,853	98,162	0.3%	29,943	19,978	-33.3%
Cost of Sales	-641,811	-550,616	-14.2%	-191,381	-130,025	-32.1%
Adm. and Selling Expenses	-82,885	-64,168	-22.6%	-25,107	-14,302	-43.0%
Operating Income	98,502	88,202	-10.5%	34,959	27,533	-21.2%
Operating Margin	12.0%	12.5%		13.9%	16.0%	
EBITDA	141,357	127,248	-10.0%	45,426	35,380	-22.1%
EBITDA Margin	17.2%	18.1%		18.1%	20.6%	
Non Operating Income	-34,804	-2,215	-93.6%	-10,811	-4,245	-60.7%
Earnings Before Taxes	63,698	85,988	35.0%	24,147	23,288	-3.6%
Net Income	46,606	63,166	35.5%	18,730	15,227	-18.7%
Net Margin	5.7%	9.0%		7.4%	8.9%	



Financial Summary



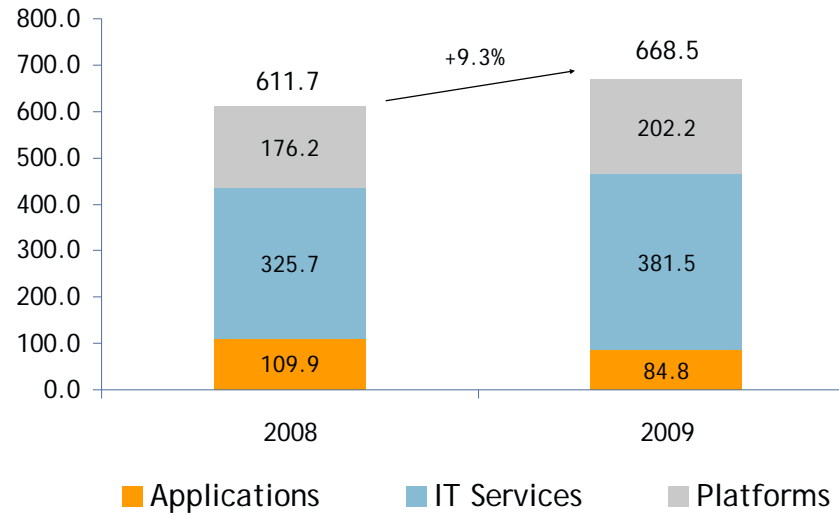
(in ThUS\$)	12M08*	12M09	Var% 08/09	4Q08*	4Q09*	Var% 08/09
Revenues	699,902	702,987	0.4%	206,376	194,549	-5.7%
Platforms	185,818	189,420	1.9%	58,529	52,544	-10.2%
IT Services	435,765	415,406	-4.7%	124,364	116,674	-6.2%
Applications	78,319	98,162	25.3%	23,483	25,331	7.9%
Cost of Sales	-542,052	-550,616	1.6%	-154,862	-148,285	-4.2%
Adm. and Selling Expenses	-68,147	-64,168	-5.8%	-19,689	-16,743	-15.0%
Operating Income	89,703	88,202	-1.7%	31,825	29,521	-7.2%
Operating Margin	12.8%	12.5%		15.4%	15.2%	
EBITDA	130,903	127,248	-2.8%	41,927	37,986	-9.4%
EBITDA Margin	18.7%	18.1%		20.3%	19.5%	

(*) : 12M08* and 4Q08* have been restated converting monthly results in local currency in Brazil, Mexico and Colombia into US\$ at the monthly exchange rates of year 2009; OPLA (ex-Colombia) at US\$ of each period converted to the year-end exchange rate of 2009; and Chile according to Chilean GAAP figures. On the other hand, 4Q09* has been restated using 4Q09 figures from international operations as the difference between 12M09 and 9M09, considering US\$ of each period, plus Chile according to Chilean GAAP figures.

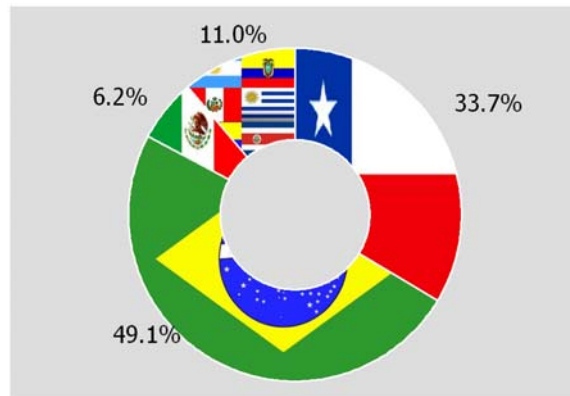
New Deals

New Contracts as of December of each period

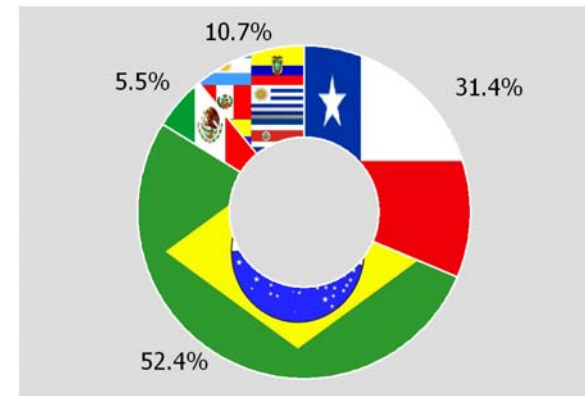
(US\$ millions)



New Deals by Region as of December'08



New Deals by Region as of December'09



Regional Results - CHILE



CHILE						
(in ThUS\$)	12M08	12M09	Var% 08/09	4Q08	4Q09	Var% 08/09
Revenues	358,315	356,429	-0.5%	107,736	98,049	-9.0%
Platforms	141,636	143,973	1.6%	45,991	40,458	-12.0%
IT Services	196,463	192,958	-1.8%	56,665	51,926	-8.4%
Applications	20,216	19,499	-3.5%	5,080	5,665	11.5%
Cost of Sales	-265,521	-272,528	2.6%	-75,683	-71,446	-5.6%
Adm. and Selling Expenses	-28,017	-27,509	-1.8%	-7,848	-6,984	-11.0%
Operating Income	64,776	56,392	-12.9%	24,205	19,619	-18.9%
Operating Margin	18.1%	15.8%		22.5%	20.0%	
EBITDA	97,026	86,805	-10.5%	31,734	26,261	-17.2%
EBITDA Margin	27.1%	24.4%		29.5%	26.8%	

Regional Results - BRAZIL

BRAZIL

(in ThUS\$)

	12M08*	12M09	Var% 08/09	4Q08*	4Q09*	Var% 08/09
Revenues	245,594	237,938	-3.1%	72,450	67,301	-7.1%
Platforms	1,913	1,205	-37.0%	546	373	-31.7%
IT Services	189,485	167,998	-11.3%	54,017	48,243	-10.7%
Applications	54,195	68,735	26.8%	17,887	18,685	4.5%
Cost of Sales	-199,566	-188,968	-5.3%	-58,192	-52,240	-10.2%
Adm. and Selling Expenses	-28,239	-25,191	-10.8%	-8,456	-6,511	-23.0%
Operating Income	17,789	23,779	33.7%	5,801	8,550	47.4%
Operating Margin	7.2%	10.0%		8.0%	12.7%	
EBITDA	22,295	28,202	26.5%	7,146	9,404	31.6%
EBITDA Margin	9.1%	11.9%		9.9%	14.0%	



(*) 12M08* and 4Q08* have been restated converting monthly results in local currency into US\$ at the monthly exchange rates of year 2009.

On the other hand, 4Q09* has been restated as the difference between 12M09 and 9M09, considering US\$ of each period.

Regional Results - MEXICO



MEXICO						
(in ThUS\$)	12M08*	12M09	Var% 08/09	4Q08*	4Q09*	Var% 08/09
Revenues	28,364	36,006	26.9%	8,158	11,565	41.8%
Platforms	5,491	10,737	95.5%	2,154	4,424	105.4%
IT Services	22,815	24,914	9.2%	6,004	7,061	17.6%
Applications	58	355	510.2%	0	80	-
Cost of Sales	-21,384	-28,251	32.1%	-5,797	-9,493	63.8%
Adm. and Selling Expenses	-3,572	-3,850	7.8%	-896	-994	10.9%
Operating Income	3,408	3,905	14.6%	1,464	1,078	-26.4%
Operating Margin	12.0%	10.8%		17.9%	9.3%	
EBITDA	4,558	4,380	-3.9%	1,733	1,200	-30.8%
EBITDA Margin	16.1%	12.2%		21.2%	10.4%	

(*) 12M08* and 4Q08* have been restated converting monthly results in local currency into US\$ at the monthly exchange rates of year 2009.

On the other hand, 4Q09* has been restated as the difference between 12M09 and 9M09, considering US\$ of each period.

Regional Results - OPLA

OPLA						
(in ThUS\$)			Var%			Var%
	12M08*	12M09	08/09	4Q08*	4Q09*	08/09
Revenues	75,671	72,614	-4.0%	20,355	17,634	-13.4%
Platforms	37,818	33,505	-11.4%	10,134	7,289	-28.1%
IT Services	32,635	29,536	-9.5%	9,272	9,444	1.9%
Applications	5,218	9,573	83.5%	949	901	-5.1%
Cost of Sales	-62,090	-60,869	-2.0%	-17,053	-15,106	-11.4%
Adm. and Selling Expenses	-9,264	-7,618	-17.8%	-2,767	-2,254	-18.6%
Operating Income	4,317	4,127	-4.4%	534	274	-48.7%
Operating Margin	5.7%	5.7%		2.6%	1.6%	
EBITDA	7,822	7,861	0.5%	1,554	1,121	-27.9%
EBITDA Margin	10.3%	10.8%		7.6%	6.4%	



(*) 12M08* and 4Q08* have been restated by converting results from Colombia in local currency into US\$ at the monthly exchange rates of year 2009 and adding up the original results in US\$ reported by the other countries under BT 64. On the other hand, 4Q09* has been restated as the difference between 12M09 and 9M09, considering US\$ of each period.

Balance Sheet Summary as of December 31st

US\$ 250.2
million in Cash
and Equivalents
(+200.2 %)

US\$ 38.4
million in
Financial Debt
(-41.5 %)

0.07x
Financial
Leverage
(-5.0 %)

SONDA CONSOLIDATED FINANCIAL STATEMENT (in ThUS\$)

	2008	2009	Var%
Assets	732,801	824,204	12.5%
Cash and Equivalents	83,347	250,171	200.2%
Accounts Receivables	210,208	188,319	-10.4%
Inventories	25,883	23,237	-10.2%
Other Current Assets	34,016	45,778	34.6%
Current Assets	353,454	507,505	43.6%
Property, Plant and Equipment	118,743	104,379	-12.1%
Investment in Other Companies	4,925	4,080	-17.2%
Other Assets	255,679	208,241	-18.6%
Liabilities	196,551	296,281	50.7%
Short-Term Financial Debt	38,904	20,931	-46.2%
Other Current Liabilities	108,826	114,697	5.4%
Current Liabilities	147,730	135,628	-8.2%
Long-Term Financial Debt	26,782	17,516	-34.6%
Other Current Liabilities	14,480	136,464	842.4%
Minority Interest	7,559	6,673	-11.7%
Total Shareholder's Equity	536,250	527,924	-1.6%



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