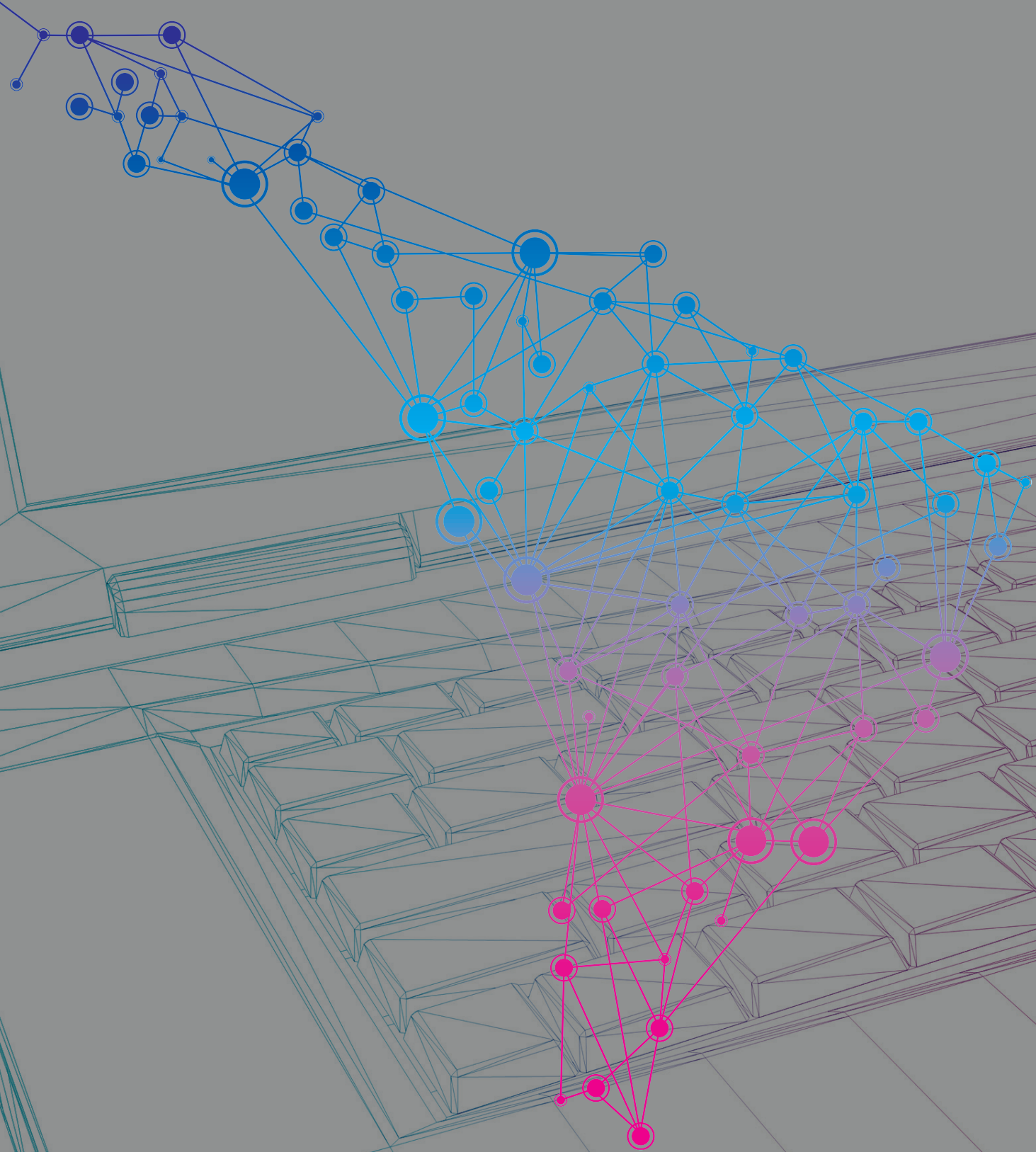


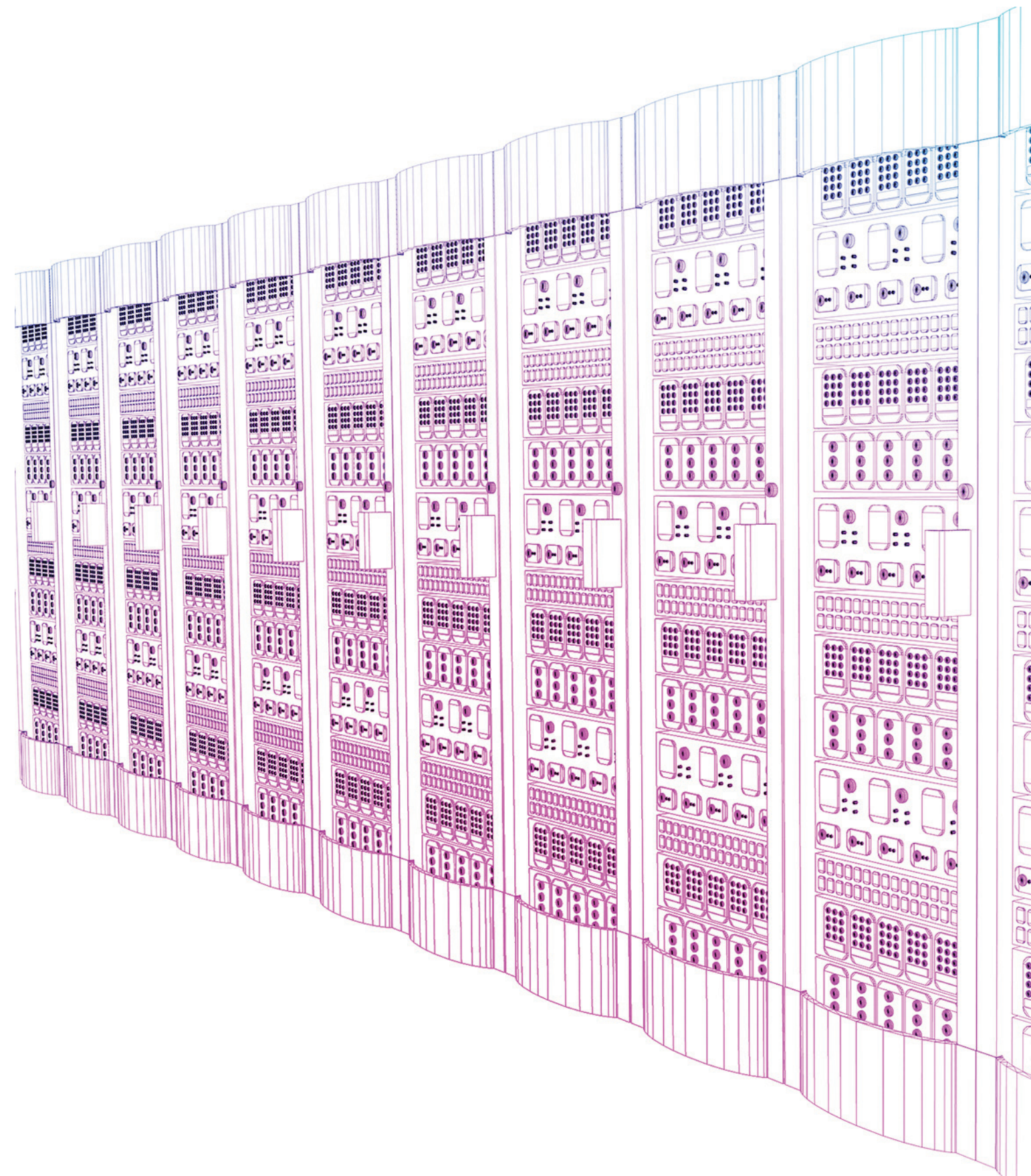
ANNUAL REPORT 2012



CONNECTING LATIN AMERICA, AS WELL AS ITS MARKETS, COMPANIES AND PEOPLE SINCE 1974

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LETTER FROM THE CHAIRMAN

“OUR CONSOLIDATED REVENUE AMOUNTED TO CH\$ 681,192 MILLION (US\$ 1,419.3 MILLION), A 14.9% INCREASE COMPARED TO 2011”



ANDRÉS NAVARRO H.
Chairman of the Board of Directors.

Dear Shareholders:

In 2012 we have continued to consolidate our position as Latin America's leading Information Technology Services (IT) Company, thanks to significant improvements in our main financial indicators, enhancing our customer base in Latin America and steadily progressing towards the provision of fully integrated services with international quality certifications.

In 2012, our consolidated revenue amounted to \$ 681,192 million (US\$ 1,419.3 million), a 14.9% increase compared to 2011. Our operating profit totaled \$ 85,556 million (US\$ 178.3 million), a 24.1% increase, and our EBITDA came in at \$ 117,348 million (US\$ 244.5 million), a 28% gain from last year. The company's net income added up to \$ 45,590 million (US\$ 95.0 million), a 16.2% improvement on last year's figures.

From a commercial point of view, we closed new business agreements for a grand total of US\$ 1,265.2 million.

One of the main highlights of 2012 was the capital increase we carried out during the last quarter, allowing us to raise US\$ 301 million through the issuing of 100,000,000 shares. In addition, the capital increase enabled the incorporation of new investors to the company's shareholder base, from which several foreign investment funds have stood out.

This capital increase helped us to finance around 40% of the US\$ 700 million Investment Plan the Board of Directors had approved for the 2013-2015 period, with the goal being to strengthen the growth and consolidation of SONDA in Latin America. The plan consists of investing approximately US\$ 500 million in acquisitions and another US\$ 200 million in organic growth. In addition to the capital increase, the rest of the funding will come in a 40% by our own resources, and the remaining 20% will be covered by new debt.

This past year saw the acquisition of Pars and Elucid in Brazil, Latin America's most important market and one of our main targets for investment and regional growth. Pars is a company focused on providing IT solutions in the field of design and engineering, while Elucid is one of the main suppliers of IT solutions for Brazil's electrical industry and public utilities. Through these acquisitions, not only have we managed to attain a broader and more consistent supply of services for key industries in the development of the region, but we also seek to increase our customer base and bring new talent into the organization.

Another major landmark was the commissioning of the Metrobus project in Panama City, with operations starting up in February, 2012. For this project, SONDA took on the responsibility of supplying electronic ticketing technology aboard buses, along with operating the system used for collection and sale of boarding tickets. The granting to operating the system has a 10 year duration and is part of the Panamanian government's plan to substantially improve public transportation in their country.

During 2012 we finished construction on SONDA's new Datacenter in Santiago, a facility that is among the most modern Datacenters in Latin America, right on par with the most advanced centers in the world. This installation received a Tier III certification from the Uptime Institute and was also awarded a significant recognition by the Datacenter Dynamics Awards LATAM 2012. This facility is the realization of SONDA's ongoing mission to remain on the cutting edge of innovation, helping our clients meet their increasingly demanding business goals.

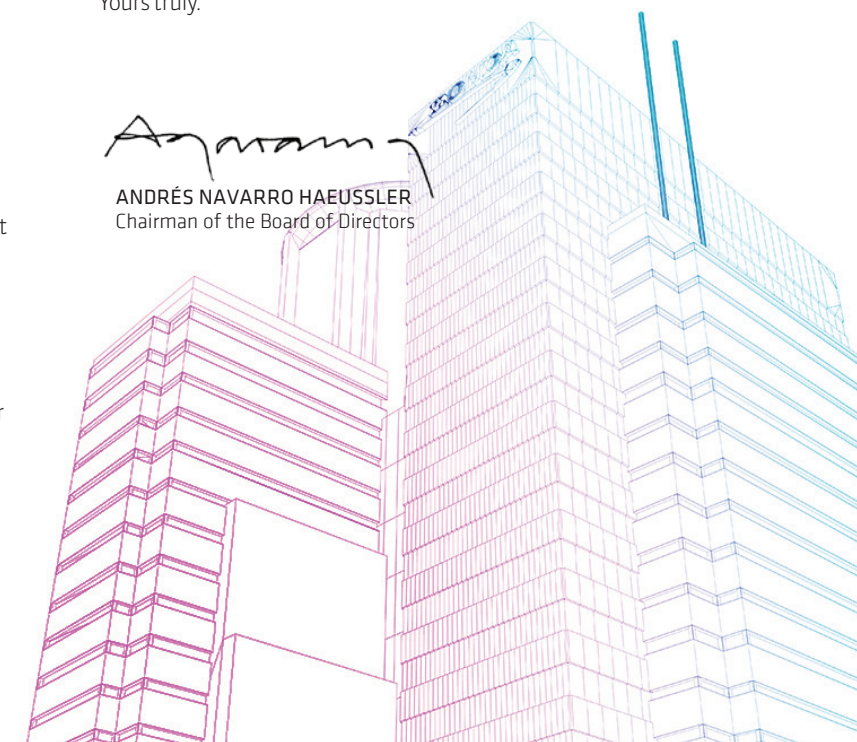
Latin America is a region that continues to attract the attention of investors searching for markets with a high potential for growth. This reaffirms the vision SONDA has had for decades in terms of investing heavily on the region, supporting and adding value to companies and institutions that have decided to undergo modernization and growth through the use of IT.

As always I would like to take this opportunity to give special thanks to our shareholders, both those who have been with us since our first public offering in 2006 as well as those who have trusted in us after then. On behalf of the Board and the executive staff, I would also like to thank our customers for believing in SONDA, as well as each and every one of our collaborators and business partners, the very people behind another year of sustained growth and consolidation for SONDA as one of Latin America's leading companies.

Yours truly,



ANDRÉS NAVARRO HAEUSSLER
Chairman of the Board of Directors

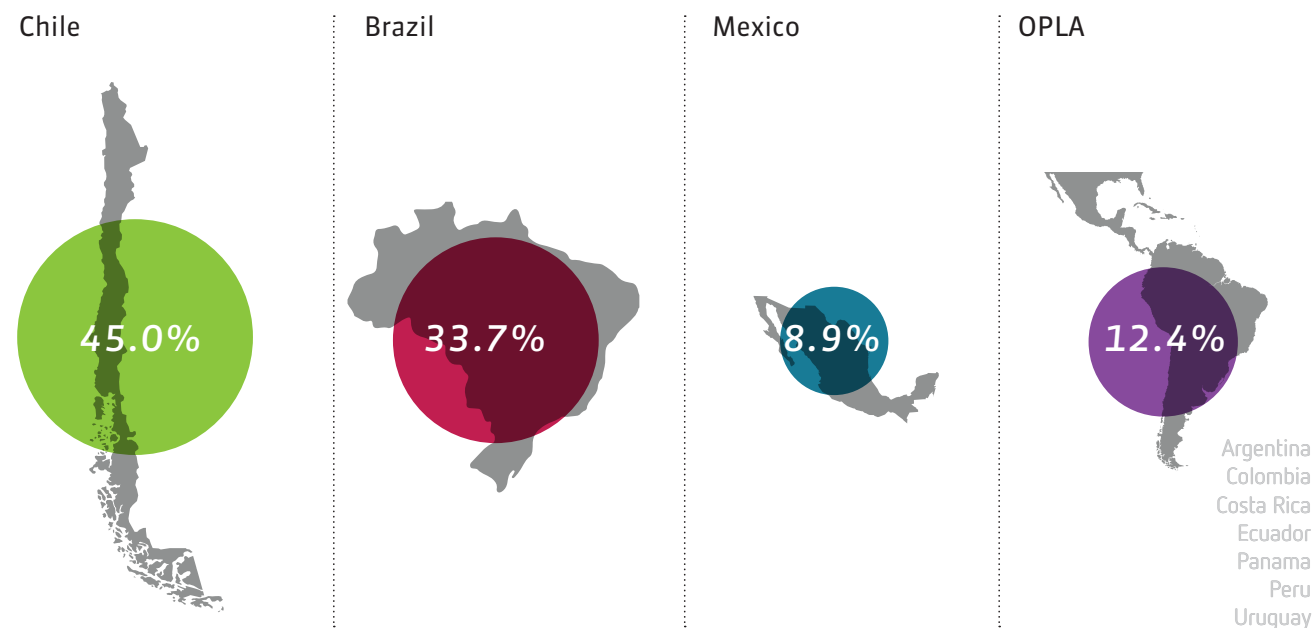


2012 HIGHLIGHTS

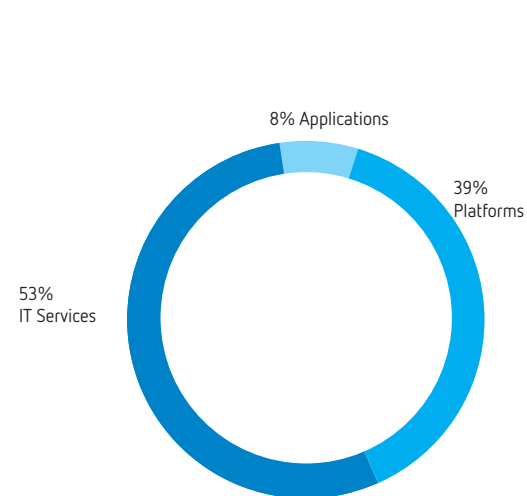


FACTS AND FIGURES

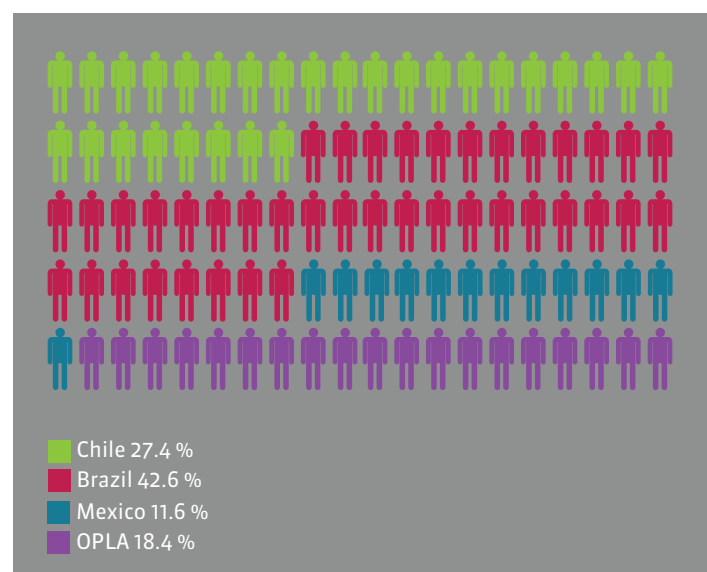
REVENUES BREAKDOWN 2012 By country



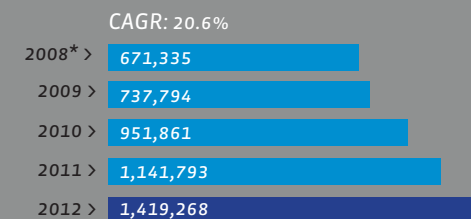
REVENUES BREAKDOWN 2012 By business line



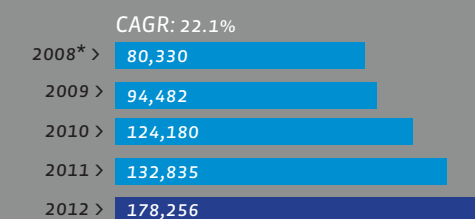
WORKFORCE BY COUNTRY 2012 13,019 employees are the workforce of SONDA.



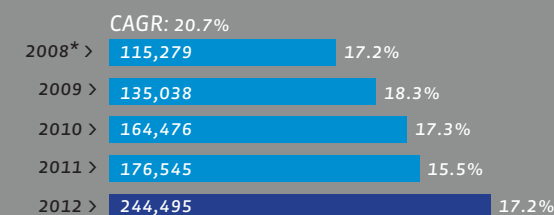
CONSOLIDATED REVENUES 2008-2012 (Figures in thousands of US\$ Dollars)



CONSOLIDATED OPERATING INCOME 2008-2012 (Figures in thousands of US\$ Dollars)

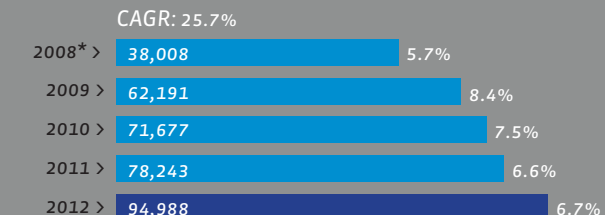


EBITDA 2008-2012 (Figures in thousands of US\$ Dollars)



%: EBITDA MARGIN

NET INCOME 2008-2012 (Figures in thousands of US\$ Dollars)



%: NET MARGIN

NOTES:

1. Peso figures converted to US\$ at exchange rate at the end of the year.

2. Closing Exchange rates: 2008: 636.45; 2009: 507.10; 2010: 468.01; 2011: 519.20; 2012: 479.96.

3. Detail of results is shown in section "2012 Results" of this annual report.

(*) Accounting figures according to Chile GAAP.

OUR COMPANY

“SONDA IS THE MAIN INFORMATION TECHNOLOGY SERVICES COMPANY IN LATIN AMERICA”

Our Company

We are the main Information Technology (IT) services company in Latin America, and we are known for our devotion in providing services, a broad scope of solutions as well as a solid financial position.

Our Mission is to add value to our customers through the best possible use of Information Technology. We have set ourselves apart for our trademark commitment to each and every one of our customers, constantly seeking to establish long term relationships, which forces us to consistently deliver high quality services and products.

We are a one-stop IT supplier capable of taking charge of everything from the simplest, most specific issues, to the largest, most complex ones, all with a unified vision aligned with the client's business strategies.

Company History

Ever since 1974, the year in which Andrés Navarro Haeussler founded SONDA, we have participated in technology projects that have led us to become major players in the development of the region, helping our over 5,000 customers grow and become more efficient and competitive, which in turn improves the quality of life of the people living in the many countries SONDA is present.

After a decade of operations, we decided to embark on the adventure of working outside Chile, marking the beginning of a strong internationalization process, starting in Peru (1984) and then moving on to Argentina (1986), Ecuador (1990), Uruguay (1994), Colombia (2000), Brazil (2002), Costa Rica (2003), Mexico (2004) and Panama (2012).

Over the last few years, we have expanded our presence in Latin America, particularly in Brazil, Mexico and Colombia. Between 2007 and 2009, we established a three-year investment plan that allowed us to continue growing organically and carry out new acquisitions in Brazil and Colombia. Part of this plan included the 2007 acquisition of Procwork, making us one of the largest IT companies in Brazil. Just the following year, in 2008, we acquired the Colombian Redcolombia company.

Our 2010-2012 investment plan included US\$ 448 million dollars in investments for the acquisition of Softeam, Telsinc, Kaizen, Pars and Elucid in Brazil, NextiraOne in Mexico, Ceitech in Argentina and Quintec in Chile. This last company also had operations in four other countries in the region. During this period, we also began offering enterprise Cloud Computing, as well as completing construction of our new headquarter offices in Brazil and two new Tier III certified datacenters in Chile and Brazil.

In 2012 we announced a new three-year investment plan for the 2013-2015 period, which includes US\$ 700 million dollars in investments. In order to meet our goals, at the end of the year we raised over US\$ 300 million dollars in capital to finance part of the plan.

Throughout the years, beyond all the corporate growth and development we have attained, we have always tried to maintain and strengthen the signature corporate culture that has singled us out since 1974: a fail-proof calling for service and an unbreakable commitment to our clients.



TIMELINE

1974 - 2012

October
1974
> Foundation of SONDA in association with Copec.

- 1975 - 1980**
- > Representation of Digital Equipment Corp., a successful north American manufacturer in the 80's and 90's (1978)
 - > First integrated outsourcing contract (National Savings and Loan Association)



- 1981 - 1985**
- > Peru (1984)
 - > Applications for pension funds and health insurers
 - > First major systems integration project (Automation of the Civil Registration)
 - > SONDA's first ERP (SGS management system)



- 1986 - 1990**
- > Argentina (1986)
 - > Ecuador (1990)
 - > Applications for the banking industry
 - > Automation of horse racing wagers
 - > Monitoring of Santiago's environmental variables
 - > First banking projects in Latin American countries

- 1991 - 1995**
- > Uruguay (1994)
 - > Check cashing processing service
 - > Traffic control in Santiago and Sao Paulo
 - > Solutions for pension funds in Argentina and Peru
 - > Cellphone projects (Argentina)
 - > Banking projects in Indonesia, Thailand and Taiwan

- 1996 - 2000**
- > Colombia (2000)
 - > FIN 700 ERP is launched
 - > Cellphone projects (Brazil)
 - > Outsourcing services for Telefónica Chile
 - > Solutions for healthcare providers
 - > SAP platform for CODELCO
 - > Hospital automation (Argentina, Colombia and Chile)



- 2001 - 2005**
- > Brazil (2002)
 - > Costa Rica (2003)
 - > Mexico (2004)
 - > New Chilean Identification System (Civil Registration)
 - > Integrated SAP outsourcing for CODELCO
 - > Tax collection outsourcing (Brazil)
 - > Livestock tracking (Uruguay and Colombia)
 - > Solutions for pension funds (Brazil)
 - > Procurement Website (Chile)
 - > Netting of high value payments in the financial industry (Combank)

- 2006 - 2009**
- > Acquisition of Qualita Mexico's Technical Support division (2006)
 - > Initial Public Offering (2006)
 - > Financial administrator of Transantiago (AFT)
 - > Acquisition in Brazil: Procwork (2007)
 - > Acquisition in Colombia: Redcolombia (2008)
 - > SONDA enters the IPSA (2008)
 - > Bond Issue (2009)
 - > Procurement Website (Colombia and Panama)
 - > 2007 - 2009 Investment Plan: US\$ 350 million




2012

- 2010 - 2011**
- > Service desk IT and SAP for Petrobras
 - > Acquisitions in Brazil: Telsinc, Softeam and Kaizen
 - > Acquisition in Mexico: Nextira one
 - > Acquisition in Argentina: Ceitech
 - > Enterprise Cloud Computing
 - > 2010 - 2012 Investment Plan: US\$ 500 million
 - > Successful takeover bid for Quintec
 - > SONDA is awarded Panama's public transportation project
 - > New Headquarters and Datacenter in Brazil
 - > Begin the construction of a new Datacenter in Chile

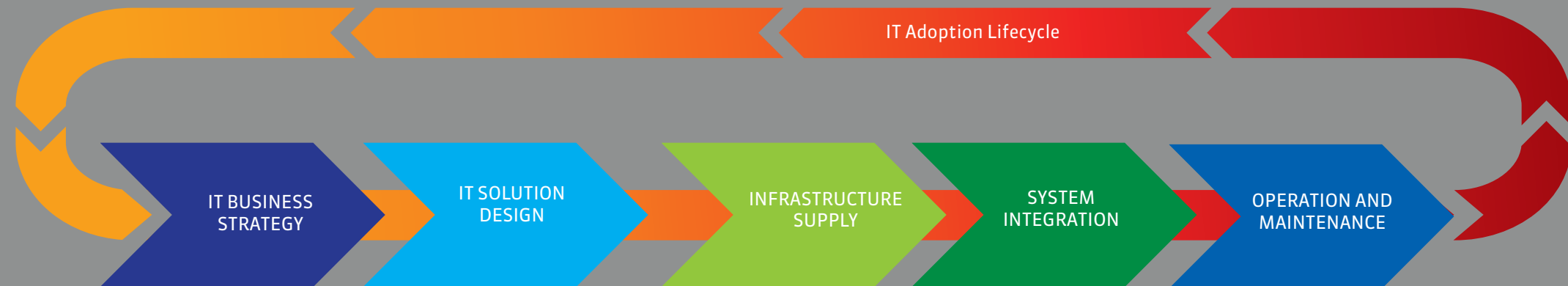


- 2012**
- > Capital increase by 100,000,000 new shares
 - > US\$ 301 million raised through capital increase
 - > SONDA becomes an EMC regional partner for all of Latin America
 - > SONDA's Quilicura Datacenter win a 2012 Datacenter Dynamics Award
 - > Cisco recognizes SONDA with 2011 Cloud Partner of the Year Award (Latam)
 - > Sonda acquires 100% of Pars in Brazil
 - > Sonda obtains the ISO/IEC 20000 certification in Brazil
 - > Sonda acquires 100% of Elucid Solutions S.A.
 - > New transportation system in Panama city technologically operated by SONDA is successfully commissioned

IT COMPREHENSIVE OFFERING

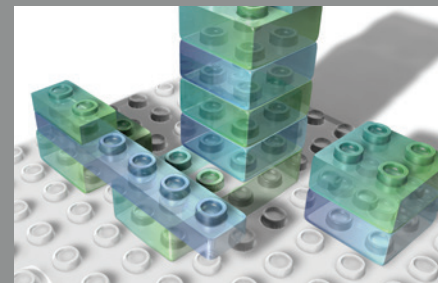
The contents of this page may also be downloaded from any mobile platform. Simply hold your mobile phone or tablet device up to this page while using the Layar application. 

SONDA HAS A STRONG FOCUS IN SOLVING CUSTOMERS' BUSINESS NEEDS...



... THROUGH A WIDE RANGE OF SOLUTIONS BASED ON INFORMATION TECHNOLOGY

IT SERVICES



- > IT Outsourcing
- > Projects and systems integration
- > Infrastructure support
- > Professional services and consulting
- > Business Process Outsourcing (BPO) Services

SOFTWARE APPLICATIONS



- > Horizontal solutions
- > Industry specific applications
- > Application outsourcing
- > Application management
- > Implementation and support

PLATFORMS



- > Provision of infrastructure
- > Value solutions

BUSINESS LINES

IN SONDA, WE ARE DEVOTED TO CORPORATE COMPUTING, PROVIDING TECHNOLOGICAL SOLUTIONS FOR LARGE AND MID-SIZED COMPANIES AND ORGANIZATIONS, COVERING THE MAIN BUSINESS LINES IN THE INDUSTRY: IT SERVICES, APPLICATIONS AND PLATFORMS



IT SERVICES

IT Services create value through optimal use of hardware, software and communication tools. It includes a wide variety of services, such as IT outsourcing, which includes cloud computing, systems integration and projects, infrastructure support and professional services. It is the fastest growing business line in the IT industry worldwide, and is also the platform from which we can add the most value to our customers.

IT OUTSOURCING

These services support our client's business continuity by outsourcing all or part of their IT tasks, enabling them to allocate their resources more efficiently and focus on their core business. It includes, among other services, full outsourcing, datacenter services and technological infrastructure as a service, to name a few.

PROJECTS AND SYSTEMS INTEGRATION

This service covers design projects and building solutions based on the integration of software, hardware and communication elements, as well as commissioning and operational support services. It may be an integration project in the functional side of a business or organization, or a high public impact initiative carried out through an intensive use of IT.

INFRASTRUCTURE SUPPORT

This service is meant to support hardware and software infrastructure by using the best practices in the industry over a broad regional coverage. Services include installation, operation, updating and maintenance of hardware and software platforms and locating services and problem solving, all of which are implemented through helpdesks, technical assistance, and IT asset management.



PROFESSIONAL SERVICES AND CONSULTING

This concept covers several fronts, from strategic consulting for aligning IT with the client's business strategies, to the proposal of specific improvements for operational or administrative processes, or more efficient methods of using IT. A few of the topics covered by these services include scanning IT, databases, operating systems, information security, infrastructure architecture or communication solutions.

BUSINESS PROCESS OUTSOURCING (BPO) SERVICES

Through these services, SONDA takes the responsibility of providing and managing all or part of an specific business process, which requires an intensive use of IT.



PLATFORMS

Platforms include the provision of a number of different computer infrastructure components: servers, workstations, PC's, printers, storage and backup equipment, communication equipment and system software (databases, operating systems and others). We have agreements with the industry's top manufacturers and we have a team of specialized professionals at our disposal to provide the solutions that best suit our client's needs. The provision of platforms includes hardware solutions, software, high availability, server virtualization and consolidation, storage and backup, virtualized desktops, perimeter and end user security, e-mail solutions, collaboration solutions and mobile solutions, among others.

APPLICATIONS

Our applications services are focused on supporting our customer's business processes through our own or third party solutions, being for general purposes or specific made for a particular industry or client. This includes implementation, technical and functional support, maintenance and version updates and the outsourcing of associated applications and/or services under contract, as well as the development of software, if necessary.



135 million

TRIPS PROCESSED
DURING 2012

PANAMA METROBUS PROJECT

Successful set up of a new transportation system in Panama City – Metrobus, technologically operated by SONDA.

In 2011, SONDA was awarded a contract to provide electronic ticketing technology aboard buses (ticket validators and turnstiles), the commercial network and system operation for a period of 10 years.

Since February 15th, 2012, the date on which the rechargeable prepaid card was implemented in the new system, over 135 million total trips have been made, with saving for the users of more than US\$ 2.3 million.

REGIONAL COVERAGE

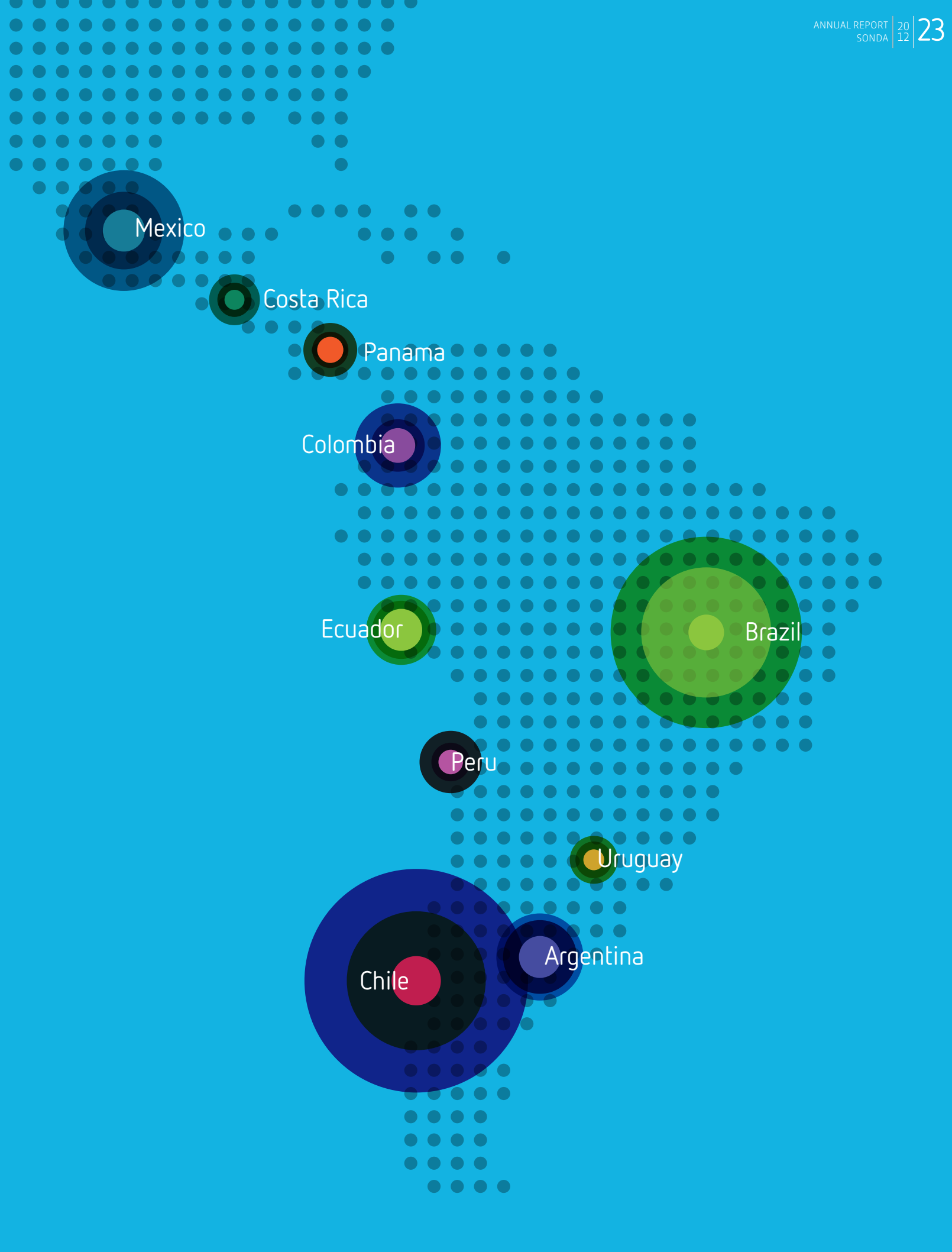
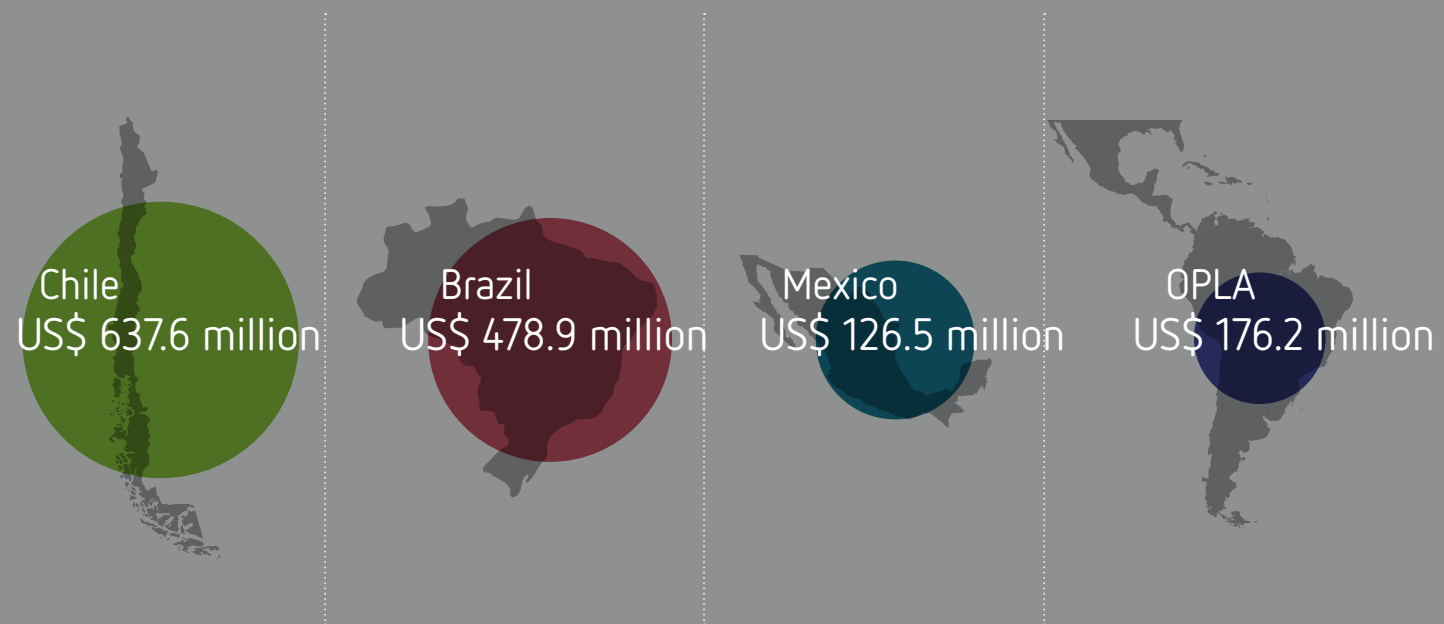
SONDA is Latin America's leading IT Services and Systems Integration Company.

The regional expansion process started in 1984 and today the company has presence in 10 countries, providing coverage in more than 1,000 cities.

In 2012, 55.1% of the company's consolidated revenues was generated outside Chile.

We have 13,019 employees in the region, with nearly half of them located in Brazil.

Revenues 2012



2012 CORPORATE GOVERNANCE

In order to establish corporate policies and standards regarding the handling of useful information for the company, proper disclosure to the market and best practices of corporate governance in the handling of confidential information, the company has created a "Guide for handling Information of Interest". An updated version of this document is available for download at our corporate website (<http://www.sonda.com>) or anyone interested in consulting the manual, may visit our headquarters located at Teatinos 500, Santiago, Chile.

BOARD OF DIRECTORS

SONDA's Board of Directors, who are entrusted with managing the company, is made up of nine members chosen by the Ordinary Shareholders Meeting for a three year term. The Board convenes for regular sessions every month and for extraordinary sessions if called for by special circumstances.

At the Ordinary Shareholders Meeting held on April 27th, 2011, the members of the board were chosen for the latest term.

The Board delegates the management and administration of the company to a General Manager, who is in charge of all of the company's operations. The company's varied business and support units report to the General Manager.

The Board did not incur in any consulting expenses in 2012.

DIRECTORS COMMITTEE

In compliance with the stipulations set forth in article 50 bis of law 18,046 regarding joint-stock companies, SONDA has a Directors Committee composed of three Board Members. Their duties are established in the applicable legal framework. At the session held on May 17th, 2011, the Board appointed Manuel José Concha Ureta, Juan Antonio Guzmán Molinari and Fabio Valdés Correa, all independent directors, as members of the Directors Committee.

At the session held on June 21st, 2011, the Directors Committee appointed Mr. José Concha Ureta as Chairman of the Committee.

BOARD OF DIRECTORS

1. Andrés Navarro Haeussler
CHAIRMAN
Civil Industrial Engineering
Universidad Católica de Chile
RUT: 5.078.702-8

2. Mario Pavón Robinson
VICE PRESIDENT
Civil Industrial Engineering
Universidad Católica de Chile
RUT: 5.386.757-K

3. Jaime Pacheco Matte
DIRECTOR
Civil Electrical Engineering
Universidad de Chile
RUT: 6.371.888-2

4. Manuel José Concha Ureta
DIRECTOR
Civil Industrial Engineering
Universidad Católica de Chile
RUT: 5.525.599-7

5. Pablo Navarro Haeussler
DIRECTOR
Civil Industrial Engineering
Universidad Católica de Chile
RUT: 6.441.662-6

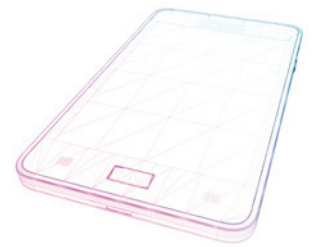
6. Christian Samsing Stambuk
DIRECTOR
Economist
Universidad Católica de Chile
RUT: 6.731.190-6

7. Juan Antonio Guzmán Molinari
DIRECTOR
Civil Industrial Engineering
Universidad Católica de Chile
RUT: 5.123.918-0

8. Luis Carlos Utrera Felipe
DIRECTOR
Economist
Universidad Católica de São Paulo
Business Administration
Façultad Eduardo Prado
RUT: 46.005.006-5

9. Fabio Valdés Correa
DIRECTOR
Comercial Engineering
Universidad Católica de Chile
RUT: 5.169.571-2





MANAGEMENT REPORT, EXPENSES AND COMMITTEE ACTIVITIES

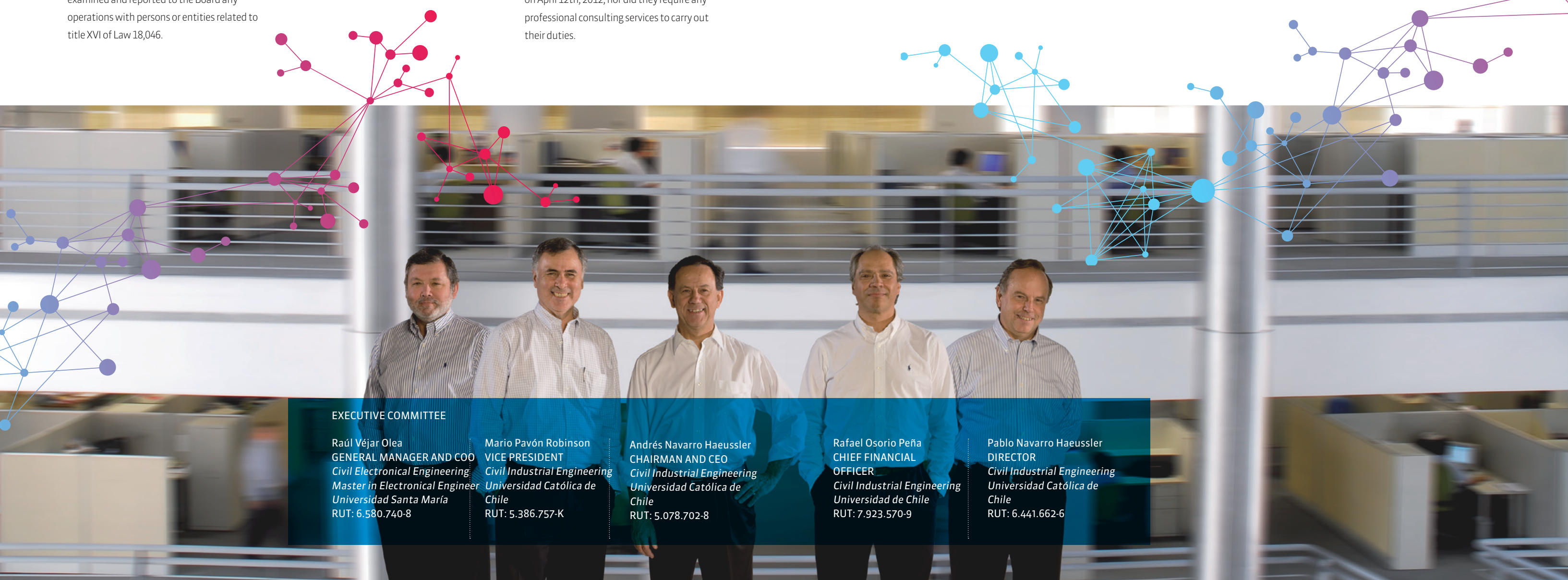
The Committee held seven sessions during the 2012 fiscal year. As part of their activities, the Committee examined financial statements, both consolidated and for individual quarters, and unanimously proposed that they be approved by the company's Board of directors. They also examined and reported to the Board any operations with persons or entities related to title XVI of Law 18,046.

The Committee presented duly justified recommendations to the Board regarding the selection of external auditors and credit rating agencies for 2012. They also acknowledged the Internal Control Letter issued by the external auditors.

In regard to the 2012 fiscal year, the Directors Committee has not made any comments or proposals in terms of how the business is running for inclusion into this year's Annual Report. The Committee did not use the expense budget which had been approved by the Ordinary Shareholders Meeting held on April 12th, 2012, nor did they require any professional consulting services to carry out their duties.

EXECUTIVE COMMITTEE

The purpose of SONDA's Executive Committee is to support the Administrative branch on issues such as business and results analysis, strategy design, investment plans, customer satisfaction, quality management, human resources policy, company marketing and corporate communications.



EXECUTIVE COMMITTEE

Raúl Véjar Olea
GENERAL MANAGER AND COO
Civil Electrical Engineering
Master in Electrical Engineering
Universidad Santa María
RUT: 6.580.740-8

Mario Pavón Robinson
VICE PRESIDENT
Civil Industrial Engineering
Universidad Católica de Chile
RUT: 5.386.757-K

Andrés Navarro Haeussler
CHAIRMAN AND CEO
Civil Industrial Engineering
Universidad Católica de Chile
RUT: 5.078.702-8

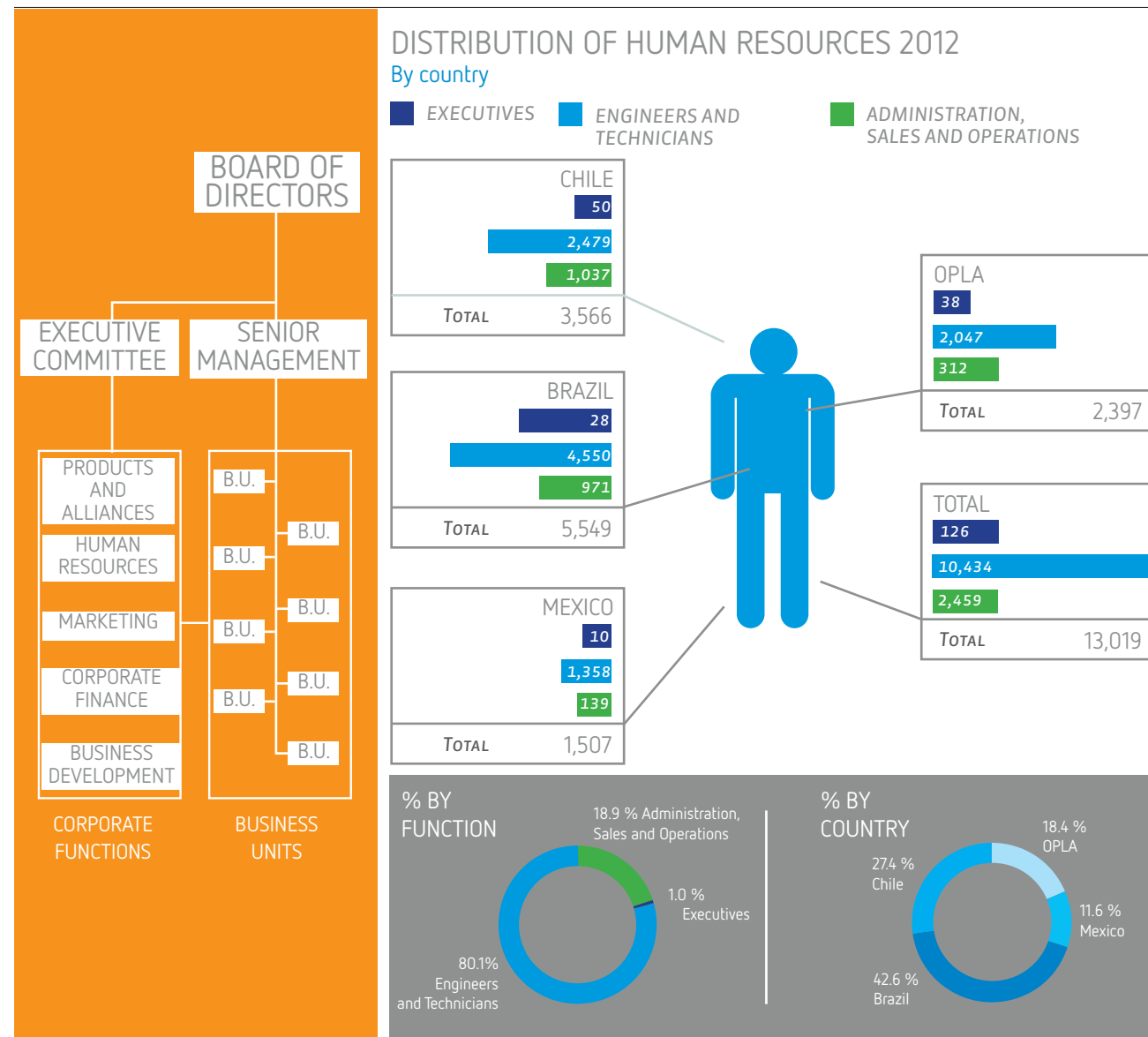
Rafael Osorio Peña
CHIEF FINANCIAL
OFFICER
Civil Industrial Engineering
Universidad de Chile
RUT: 7.923.570-9

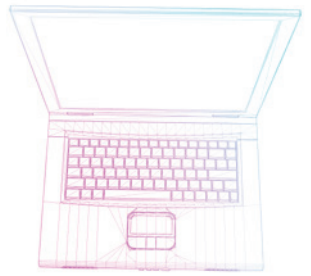
Pablo Navarro Haeussler
DIRECTOR
Civil Industrial Engineering
Universidad Católica de Chile
RUT: 6.441.662-6

ORGANIZATIONAL STRUCTURE

SONDA'S corporate administration is based in Santiago, Chile, while the management of its many different business units is spread throughout Latin America. This allows the company to operate in a fast and flexible way, maintaining efficient control mechanisms and ensuring a proper implementation of the business strategy laid out by General Management.

In addition, there are several corporate duties, such as products and partnerships, human resources, marketing, commercial development, finance and management control, all guiding the day to day activities of each one of these business units, creating guidelines and homogenous policies for the company and taking into account the specific realities of each country.





OUR STRENGTHS



CLIENTS

At SONDA, we have a customer base of over 5,000 clients at the regional level, including some of Latin America's leading corporations hailing from a wide variety of industries and markets. In light of the above, along with our sector diversification and our regional diversification, the company has been able to significantly reduce the volatility of our income. Thus SONDA's 50 main clients represent less than 40% of our income, which translates into low concentration and vulnerability. Our operations are not dependent on a limited number of customers, minimizing any risks that we might face in the event of a crisis affecting a specific client or an specific business area.

Our service culture, along with the close relationship we have consolidated with our clients and our long-term vision, have enabled us to establish close ties with our customers. We have positioned ourselves as technological partners for our clients, taking in their knowledge of the business they run as well as their needs, in turn allowing us to provide capabilities directly derived from our professional staff's technological expertise and the know-how we have accrued throughout our history.

Customer base concentration as of December 31st, 2012:

SEGMENT	REPRESENTS
Top 10	21.1%
Top 20	27.2%
Top 50	37.4%
Top 100	46.5%
Others	53.5%
Total	100.0%

PRINCIPLES

We have tried to remain true to a management style that is based on a set of core values and principles that guide our everyday endeavors, both within the company and when it comes to interacting with our customers and suppliers, not to mention dealing with the everyday business environment we work in. These principles are:

Attitude for Service

Tending to our client's needs motivates us thanks to a true service-orientated attitude.

A People Business

We see ourselves as a people business, maintaining a more fulfilling and human relationship with each other than a relationship based solely on work commitments.

Positive Attitude

We are interested in developing the company based on our staff's talents and personal qualities.

Good Habits

We make sure that our standards and regulations are aligned with the expressly written statement of previously acquired good habits.

Moderation

Our expenditures have always been austere, in line with our grounded style.

PERSONNEL

We seek a well-rounded development for the people that are part of our organization, the very foundation building toward a solid, long-term relationship with our customers. This makes for getting the most out of the talent spread out over the company, and always in line with our core principles.

The 13,000 people that make up our organization, including many specialized IT professionals, have acquired in-depth knowledge of a variety of markets and industries over the course of their careers, enabling us to offer the best suited solutions to add value to our customers.

The company's regional consolidation has resulted in greater mobility among our executives and technicians, which has undoubtedly helped bolster the exchange and transfer of know-how and of our corporate culture, leading to a cohesive, integrated organization.

We have a highly qualified board, executives and staff, most of whom are professionals and technicians that were born, raised and trained in Latin America, boasting a deep level of expertise both in the use of IT as well as in several different industries and states of affairs in the region.

Being well aware that economic incentives play a decisive role within a compensation arrangement, the company has a plan in place for the general manager, as well as managers, main executives and other executives that focuses on results based on reaching annual goals, individual performance and their contribution to the process of creating value. This ensures that executives receive an annual performance bonus based on the company's results as well as the results of the unit associated to their position. Members of executive upper management have been with the company for 16 years, on average.

Total wages paid to SONDA's executive staff during the 2012 fiscal year rose to MS 3,063,891, including the economic incentives mentioned above.

It should be noted that due to company policy, SONDA executives on the Board of subsidiary companies do not receive any payment for their duties.

SONDA HAS THE NECESSARY FINANCIAL STRENGTH TO CONTINUE GROWING WHILE AT THE SAME TIME TAKING ON HIGHLY COMPLEX PROJECTS

ADDED VALUE

The main element that sets SONDA apart from its competitors is the value we add to our customers by developing solutions and providing services through the best possible use of the hardware, software and communication tools technology has to offer. During the value adding process, on one hand, it is essential to understand the client's needs and reality, and on the other, the knowledge and know-how obtained from our own skills and experience is also highly important. At SONDA we have the ability to grant our customers access to the best technology on the market, as well as certifications to integrate, implement, develop, manage, support and operate a wide variety of solutions, applications and services related to this technology.

SUSTAINED GROWTH

Throughout the company's history, we have always shown positive results and sustained growth. Today, we have become an extensive network of IT services, offering coverage in hundreds of cities across ten different countries in the region, and served by a staff of over 13,000 people. This allows us to guarantee our customers reliable service over time, reaffirming our commitment to accompany them through the development of their businesses by offering a long term vision.

SOLID FINANCIAL POSITION

SONDA has the financial robustness it takes to continue growing and taking on highly complex projects requiring significant investments. We have a high rate of recurring income associated with long term contracts, and we manage our finances properly, resulting in healthy cash flow and a low rate of debt.

CUSTOMER SERVICE FLEXIBILITY

On many occasions, we have gone above and beyond contract stipulations for our clients, providing timely responses to unforeseen situations that have required solutions that had not originally been conceived. In these situations, we act responsibly and diligently, and by looking out for the company's best interests, we first find the most fitting solution so that we can adapt the contractual framework to the new situation, an attitude that has been especially valued by our clients.

BUSINESS PARTNERSHIPS

SONDA's knowledge base strongly benefits from the partnerships and agreements we have forged with leading manufacturers and suppliers, granting our professionals and customers access to state of the art technology. In addition, this contributes towards specialized support for different hardware and software platforms, as well as allowing for a natural progression of the solutions SONDA provides and their integration with third party products. We have business partnerships with the world's most important brands of IT products and devices. The list includes Microsoft, HP, SAP, IBM, Autodesk, Cisco, EMC², VMware, Intel and Oracle, among others. None of these agreements force SONDA to conduct exclusive business with any of these companies, thereby precluding any form of dependence on these contracts.

The company also has partnerships focused directly on large projects involving the integration of technologies or applications for strategic markets, depending on the needs of the particular project.

In addition, given the dynamic nature of the industry in which SONDA operates, manufacturers constantly release new technologies to replace prior releases, decreasing our dependency to an even lower extent.

QUALITY MANAGEMENT

At SONDA we have defined a quality strategy that has led us down a path of constant search for excellence in the provision of our solutions, products and services. We have devoted our efforts towards obtaining professional and technical credentials that enable us to offer, manage, maintain and measure the quality of our day to day activities. We have the knowledge, experience and certifications needed to deliver services with standardized and homogenous quality in every country we operate in, in compliance with the best practices of the IT industry, such as ISO 9001:2008, ISO 27001:2005, ITIL, PMO or CMMI.

MAIN QUALITY CREDENTIALS

ISO 9001:2008

Quality management system based on customer satisfaction, processes and ongoing improvement.

ISO 27001:2005

Information security management system that ensures a proper selection of controls to protect information assets in terms of confidentiality, integrity and availability related to risk assessments and applicable regulatory requirements.

ITIL (INFORMATION TECHNOLOGY INFRASTRUCTURE LIBRARY)

A set of best practices for the operation, administration and management of IT services.

PMO (PROJECT MANAGEMENT OFFICE)

Quality methodology for project management.

CMMI (CAPABILITY MATURITY MODEL INTEGRATED)

A set of best practices for the development of software products..



INVESTMENT AND FINANCING POLICIES

Financing Policy

SONDA stands out from the competition due to a solid financial position earned on the base of a strong track record of balanced growth, generating a steady cash flow and a balanced finance policy that allows the company to maintain a healthy debt service coverage ratio over time. Traditional sources of financing obtained from financial institutions were joined by a bond issue in 2009 to obtain part of the financing for the US\$ 500 million Investment Plan for the 2010-2012 period.

Part of the company's policies include maintaining a strong liquidity position, with significant resources on hand to answer our short term cash flow needs, enabling us to face economic ups and downs accordingly and take advantage of any investment opportunities that may arise.

On December 31st, 2012, financial debt totalled US\$ 219.8 million, while cash, cash equivalents and other assets totalled US\$ 137.1 million, which leaves a net debt of US\$ 82.7 million.

Corporate Bonds

The company maintains its obligations to the public derived from the placement of two series of bonds (A and C) on December 18th, 2009. Series A, valued at 1,500,000 UF (Chilean unit of account), was issued as a five year bond with fixed a interest rate of 3.5% a year (effective placement rate was 3.86%) and series C, also valued at 1,500,000 UF, was issued for a 21 year term at a fixed interest rate of 4.5% a year (effective placement rate was 4.62%). Bond issue contracts impose limits on financial indicators and obligations as to what the company can and cannot do. These are standard for this type of financing, and as of December 31st, 2012, they were all satisfactorily met. The company periodically reports to bond holders on set dates regarding indicators and hedges. Details of these reports can be found in the section titled "Corporate Bonds" in chapter "Additional Information and General Background" of this report.

Investment Policy

SONDA is constantly analyzing new investment opportunities concerning the development of the IT business that enable the company to grow and strengthen its presence, especially in Latin America, through the implementation of systems integration projects, the development of value-adding business lines and the acquisition of companies.

Investment proposals have to be presented by the business units in their annual operating plans. Investments outside the plan are analyzed jointly by the respective business unit and Corporate Finance Management, the General Manager and/or Executive Committee, and are then submitted for approval by the corresponding Boards.

In the case of acquisitions, the evaluated factors include the financial position, client and contracts portfolio, possibilities of cross-selling, volume of recurring income, client perception, supply of products and services, the abilities of the executive team, geographical coverage, and potential synergies and management style, among others.

In terms of Research and Development (R&D) investments, they are mainly related to the development of new services and software products, the evolution of current products, and the ongoing training of our staff in cutting edge technologies.

New investments are mainly financed by resources generated from operations and resources obtained through bond placement, bank debt or capital increases. SONDA's main investments have lately been focused on large technology projects and the acquisition of IT services companies.

When it comes to financial investments, the main goal is to maintain a proper level of surplus cash flow to cover any short term cash needs that may arise. As a general rule, taking up a position in forwards, futures, swaps, options or other instruments is not part of SONDA's operations. However, if the circumstances call for it, the company may take on financial instruments in order to obtain the proper coverage regarding currency exchange rates or interest rates that arise as part of the business's regular operations. Although, natural or operational coverage is always preferred.



SONDA'S MAIN INVESTMENTS HAVE LATELY BEEN FOCUSED ON LARGE TECHNOLOGY PROJECTS AND THE ACQUISITION OF IT COMPANIES

US\$ 301
million

ALLOCATED TO FINANCE
PART OF THE 2013-2015
INVESTMENT PLAN

CAPITAL INCREASE

In August of 2012, SONDA's Board of Directors approved a US\$ 700 million investment plan for the 2013 – 2015 period. The purpose of this plan is to stimulate growth and SONDA's consolidation in Latin America, placing a strong emphasis on Brazil, Mexico and Colombia while maintaining a solid and stable financial situation.

The 2013-2015 plan is considering US\$ 200 million in investments for organic growth and US\$ 500 million for acquisitions. Approximately 40% of the financing will be obtained through a capital increase; another 40% will be raised from our own resources and the remainder will be covered by debt.

The first stage of the capital increase had the close on December 5th, 2012. It consisted of an Order Book Auction through which 53,046,657 shares were issued at a price of Ch\$1,430 per share, raising a grand total of US\$ 158 million. There were two particularly noteworthy points in this operation: there was a 5.6 times oversubscription and 53% of the entire placement was assigned to foreign investors, meeting one of the objectives that the company had in mind, which was to broaden its investor base by incorporating foreign investors and investment funds.

After the auction, the pre-emption rights period began, which lasted for 30 days, concluding on January 4th, 2013. 43,821,019 shares were subscribed and paid during this period.

Finally, on January 17th, 2013, the remaining 3,132,324 shares were auctioned off in the Santiago Stock Exchange for a subscription price of Ch\$ 1,583.10 per share.

Issuing these shares completed the capital increase process. All 100 million shares were subscribed and paid for raising Ch\$ 143,479,558,804, approximately US\$ 301 million.

For the placement of stock performed through an Order Book Auction in the Santiago Stock Exchange, BTG Pactual and Goldman Sachs acted as Joint Bookrunners for the international part of the operation with Celfin Capital acting as the local placement broker.



OWNERSHIP STRUCTURE AND DIVIDEND POLICY

Our shareholders are one of the key pillars explaining SONDA's corporate solvency, a fact that has allowed the company to stay fresh and strong, showing sustained growth regardless of economic or political ups and downs and making us Latin America's most important IT services company.

Since 1974, the Navarro Haeussler family – led by founder and Chairman of the Board, Mr. Andrés Navarro – has always kept close tabs on its property, betting heavily on its growth and internationalization. An essential part of his journey has been strict adherence to a year after year key policy: reinvesting a percentage of the company's earnings to raise the capital needed to achieve annual growth, increasing our customer base, developing new products and services, and taking on new projects every single year.

Starting after the company's IPO in 2006, an important group of new investors have joined the company, including institutional investors, investment funds, pension fund administrators and minority investors.

The following are SONDA's controlling companies, with 48.72% of the shares: Inversiones Pacifico II Ltda. (RUT 88.492.000-0), Inversiones Atlántico Ltda. (RUT 78.091.430-0), Inversiones Yuste S.A. (RUT 96.688.520-3) and Inversiones Santa Isabel Ltda. (RUT 79.822.680-0). They each own shares that represent 32.21%, 8.95%, 3.85% and 3.71% of SONDA's shares, respectively. These companies share a non-formal joint action agreement.

Inversiones Pacifico II Ltda. is managed jointly by any two of following partners, Mr. Andrés Navarro Haeussler, Pablo Navarro Haeussler and María Inés Haeussler. Together, they represent 32.10% of the corporate rights.

Inversiones Atlántico Ltda. is managed jointly by any two of the following partners: Andrés Navarro Haeussler (RUT 5.078.702-8), Pablo Navarro Haeussler (RUT 6.441.662-6) and María Inés Navarro Haeussler (RUT 4.944.470-2). Together, they represent 41.10% of the corporate rights

Inversiones Yuste S.A. is controlled by Inversiones Santa Isabel Ltda., owners of 99.92% of the company's corporate capital. Inversiones Santa Isabel is controlled by Mr. Andrés Navarro Haeussler, owner of 59.82% (directly or indirectly) of the company's corporate rights and also its managing partner.

As a consequence of the placement of 66,861,391 shares of the 100,000,000 cash shares issued as part of the capital increase agreed at the Extraordinary Shareholders Meeting held on August 30th, 2012 and as a consequence of SONDA's controllers waiving their pre-emption right to subscribe to 53,046,657 of the aforementioned cash shares, they decreased their shareholding from 53.05% to 48.72% on December 31st, 2012, the most significant stock property shift the company experienced during the 2012 fiscal year.

During the fiscal year that came to a close on December 31st, 2012, the shareholders did not make any comments and/or proposals related to the way the company's business was being run.

PRINCIPAL SHAREHOLDERS			
ID Number	Name	SHARES	PERCENTAGE
88,492,000-0	INVERSIONES PACIFICO II LIMITADA	269,934,879	32.21%
78,091,430-0	INVERSIONES ATLANTICO LIMITADA	75,030,119	8.95%
76,645,030-K	BANCO ITAU POR CUENTA DE INVERSIONISTAS	54,422,527	6.49%
97,004,000-5	BANCO DE CHILE POR CUENTA DE TERCEROS NO RESIDENTES	41,750,573	4.98%
96,688,520-3	INVERSIONES YUSTE SA	32,265,345	3.85%
79,822,680-0	INVERSIONES SANTA ISABEL LTDA	31,115,668	3.71%
97,036,000-K	BANCO SANTANDER POR CUENTA DE INV EXTRANJEROS	25,383,517	3.03%
96,684,990-8	MONEDA SA AFI PARA PIONERO FONDO DE INVERSION	24,749,901	2.95%
79,532,990-0	BICE INVERSIONES CORREDORES DE BOLSA S A	14,491,777	1.73%
98,000,000-1	AFP CAPITAL S A FONDO DE PENSION TIPO C	12,647,104	1.51%
98,001,000-7	AFP CUPRUM S A PARA FDO PENSION C	12,157,347	1.45%
98,000,400-7	AFP PROVIDA S A PARA FDO PENSION C	12,055,605	1.44%
	OTROS ACCIONISTAS	231,914,204	27.68%
	TOTAL	837,918,566	100.00%

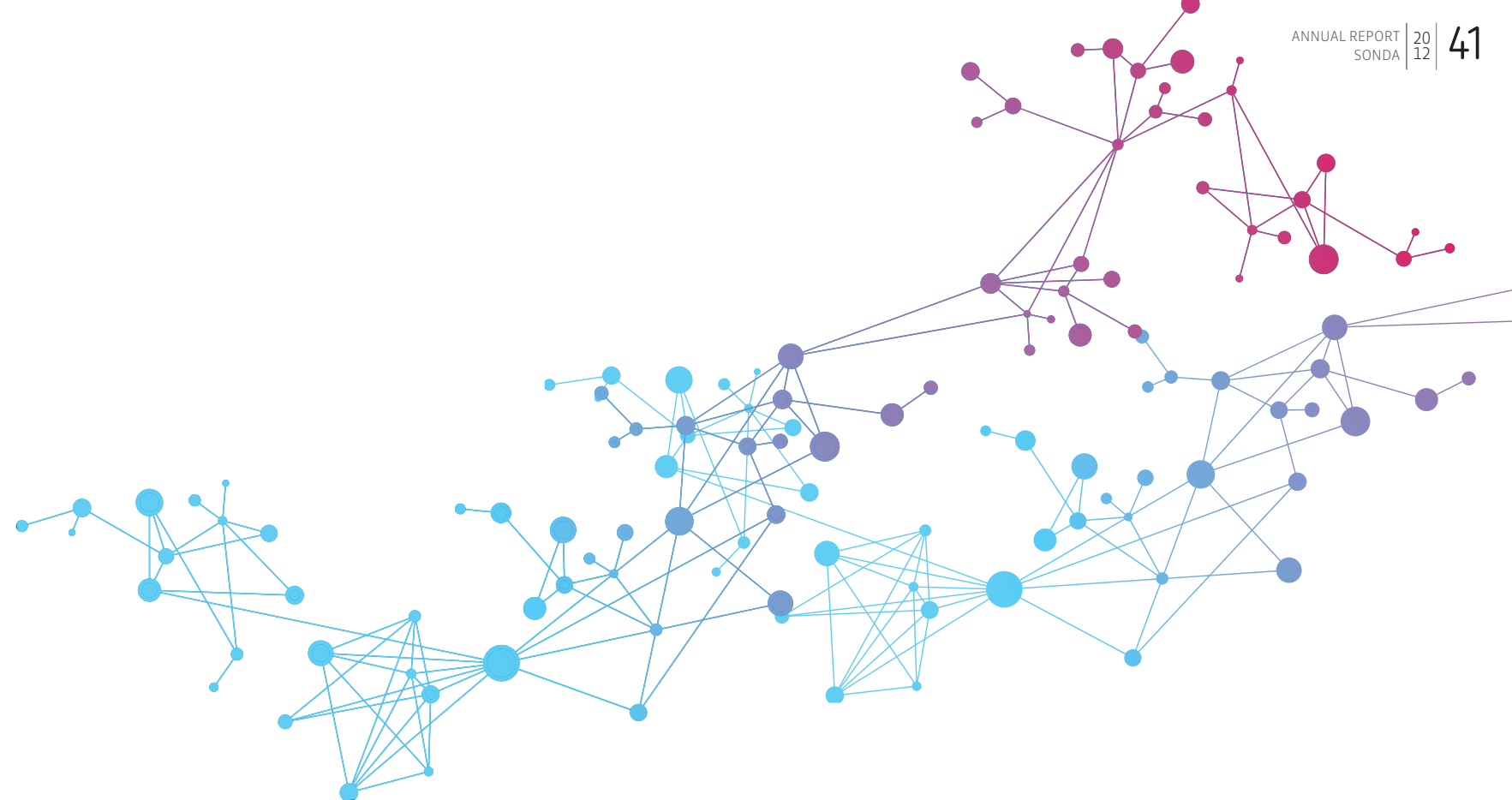


Dividends Policy

SONDA's dividends policy consists of distributing 50% of the company's earnings every fiscal year. Compliance of this policy depends on the earnings actually obtained by the company and the results shown in projections that can be periodically released by the company, as well as upon the fulfillment of certain conditions, should the case call for it. If this policy were to undergo any substantial change, the company will make it known as a Relevant Fact.

During the Regular Shareholders Meeting held on April 12th, 2012, it was reported that "it is the intention of the Board that, during the 2012 fiscal year, the company is to distribute as a dividend 50% of the earnings obtained during the fiscal year. It is also the Board's intention to distribute a provisional dividend during the second quarter equal to 50% of the earnings obtained during the first quarter of this year".

The provisional dividend mentioned above was paid in September of 2012 in accordance with previously established provisions.



DIVIDENDS PAID PER SHARE

	2008	2009	2010	2011	2012
N° of shares ^(*)	770,364,679	771,057,175	771,057,175	771,057,175	837,918,566
Earnings per share (Ch\$)	31.40	41.54	43.51	52.69	54.41
Dividends paid (Ch\$)	30.65 ⁽¹⁾	17.36 ⁽²⁾	22.42 ⁽³⁾	23.82 ⁽⁴⁾	27.96 ⁽⁵⁾

(figures expressed in the currency used on the date of payment)

(*) Subscribed and paid shares

- (1) This number corresponds to the payment of the final dividend (dividend distribution for 2007 earnings, \$22 dollars a share, paid on May 19th, 2008) and the provisional dividend (\$ 8.65 dollars a share, paid on September 30th, 2008).
- (2) This number corresponds to the payment of the final dividend (dividend distribution for 2008 earnings, \$7.05 dollars a share, paid on May 14th, 2009) and the provisional dividend (\$ 10.31 dollars a share, paid on September 22nd, 2009).
- (3) This number corresponds to the payment of the final dividend (dividend distribution for 2009 earnings, \$10.46 dollars a share, paid on May 3rd, 2010) and the provisional dividend (\$ 11.96 dollars a share, paid on August 24th, 2010).
- (4) This number corresponds to the payment of the final dividend (dividend distribution for 2010 earnings, \$9.80 dollars a share, paid on May 5th, 2011) and the provisional dividend (\$ 14.02 dollars a share, paid on August 12th, 2011).
- (5) This number corresponds to the payment of the final dividend (dividend distribution for 2011 earnings, \$12.32 dollars a share, paid on April 20th, 2012) and the provisional dividend (\$ 15.64 dollars a share, paid on September 3rd, 2012).

Distributable Earnings (Thousands of Ch\$)

	2010	2011	2012
Profit attributable to the Owners of the Company	33,545,787	39,225,499	45,590,217
Retained Earnings	54,415,879	71,188,773	90,102,326
Dividends ^(*)	-16,772,893	-20,311,946	-22,795,146
Non-realized adjustments 1 st application of IFRS ^(**)	-3,133,509	-3,133,509	-3,133,509
Other adjustments	-	-	-6,937
Distributable Earnings	68,055,264	86,968,817	109,756,951

(*) Provisional dividends applicable to the earnings of the fiscal year plus the minimum accrued dividend in accordance with the dividends distribution Policy.

(**) Adjustments due to the first application of the IFRS, which are recorded and controlled in the "Accrued Earnings (losses)" account. These are not considered for distribution as dividends because these amounts are considered unrealized.

NEW DATACENTER

NEW SONDA DATACENTER IN SANTIAGO.

2012 saw the end of construction on SONDA's new Datacenter in Santiago, a facility that stands out thanks to its innovative model, highly demanding availability, security and quality standards, high levels of energy efficiency and top notch certification (Tier III).

The investment that SONDA has made for its customers has resulted in a world class facility that enables world class service provision based on the best certifications and practices in the IT industry. This installation allows SONDA to improve its IT outsourcing services capability, hosting, transaction services, cloud computing, Business Process Outsourcing (BPO), Software as a Service (SaaS), storage and backup, among others.

One of the new Datacenter's most outstanding features is the anti-seismic technology used, allowing the building to act as an independent block supported on a sophisticated shock absorption system that reduces seismic energy to guarantee operational integrity and continuity.

This is the company's second datacenter to be awarded a Tier III certification from the Uptime Institute, the institution that regulates the world's strictest standards on this subject. The first one is located in Brazil.

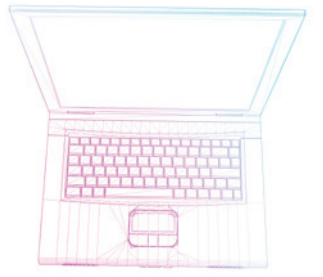
Tier III

TIER III CERTIFIED BY
THE UPTIME INSTITUTE

Datacenter Dynamics Awards:

SONDA OBTAINED THE
INNOVATION AWARD IN
THE MEGA DATACENTER
CATEGORY

SONDA.

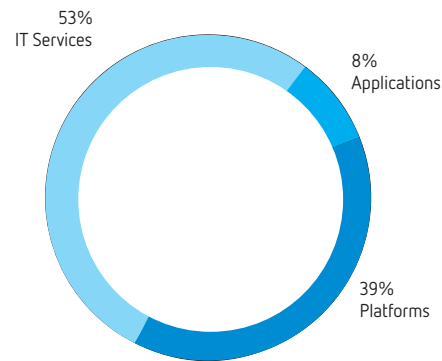


2012 RESULTS



US\$ 1,419 MILLION IN REVENUES, WITH AN EBITDA OF US\$ 245 MILLION. EBITDA MARGIN OF 17.2%, AN INCREASE OF 170 BP YoY.

REVENUES BREAKDOWN 2012 (By business line)



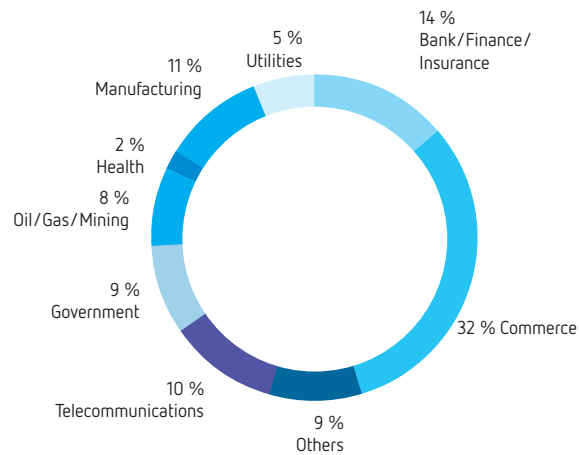
In 2012, consolidated revenues reached US\$ 1,419.3 million, a 14.9% growth compared to the previous year, mostly due to an increased activity in all business lines, especially Platforms (+29.8%) and IT Services (+8.1%). Operating income was US\$ 178.3 million, a 24.1% increase, while EBITDA reached US\$ 244.5 million, increasing by 28.0%. Consolidated net income reached US\$ 95 million, showing an increase of 16.2% YoY.

EBITDA margin was 17.2%, up 170 basis points from the same period in 2011.

In terms of revenue distribution, Chile continues to be the most relevant market, representing 44.7% of consolidated revenues. Operations outside Chile reached US\$ 781.6 million, up 10.4% YoY and contributing with 55.1% of consolidated revenues. Operating income and EBITDA for the operations outside of Chile increased by 29.7% and 45.3%, reaching US\$ 73.8 million and US\$ 106.5 million, respectively. EBITDA margin was 13.6% in 2012, up 320 bp when compared to 2011.

In terms of commercial activity, new deals in 2012 totaled US\$ 1,265.2 million, down 5.5% from the previous year. Without taking into account the effect of the Panama Metrobus project, which represented US\$ 180 million, growth would have been 9.1%.

REVENUES BREAKDOWN 2012 (By business sector)



FIGURES IN CONSTANT CH\$ MILLION AS OF DEC. 31, 2012

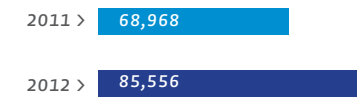
CONSOLIDATED REVENUES 2011 - 2012



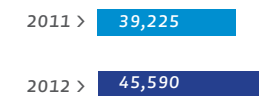
CONSOLIDATED EBITDA 2011 - 2012



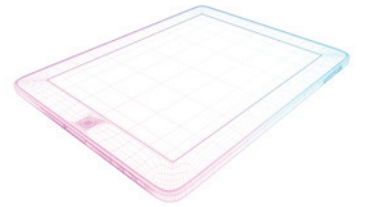
CONSOLIDATED OPERATING INCOME 2011 - 2012



CONSOLIDATED NET INCOME 2011 - 2012



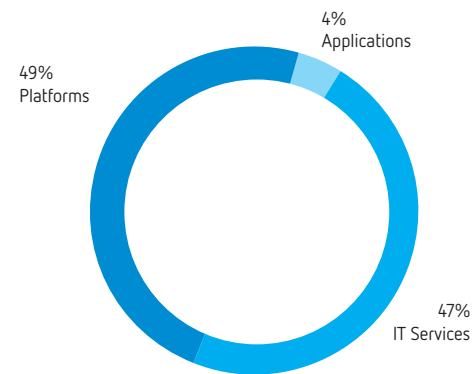
RESULTS IN CHILE



SONDA IS CHILE'S MAIN PLAYER IN THE IT INDUSTRY, WITH A LONG STANDING RECORD IN THE MARKET AND ABROAD, AND A DIVERSIFIED CUSTOMER BASE IN ALL AREAS OF THE ECONOMY.



REVENUES BREAKDOWN 2012 (By business line)



In 2012, revenue increased by 21.0% reaching a total of US\$ 637.6 million due to higher sales in all business lines, especially IT Services (+12.0%) and Platforms (+31.7%).

Operating income increased by 20.4%, totalizing US\$ 104.5 million, while EBITDA increased by 17.2% compared to the previous year, totaling US\$ 138 million.

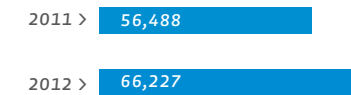
EBITDA margin was 21.6%, mainly due to the consolidation of Quintec in Chile during 2012.

In terms of commercial activity, new deals in Chile reached US\$ 476.5 million.

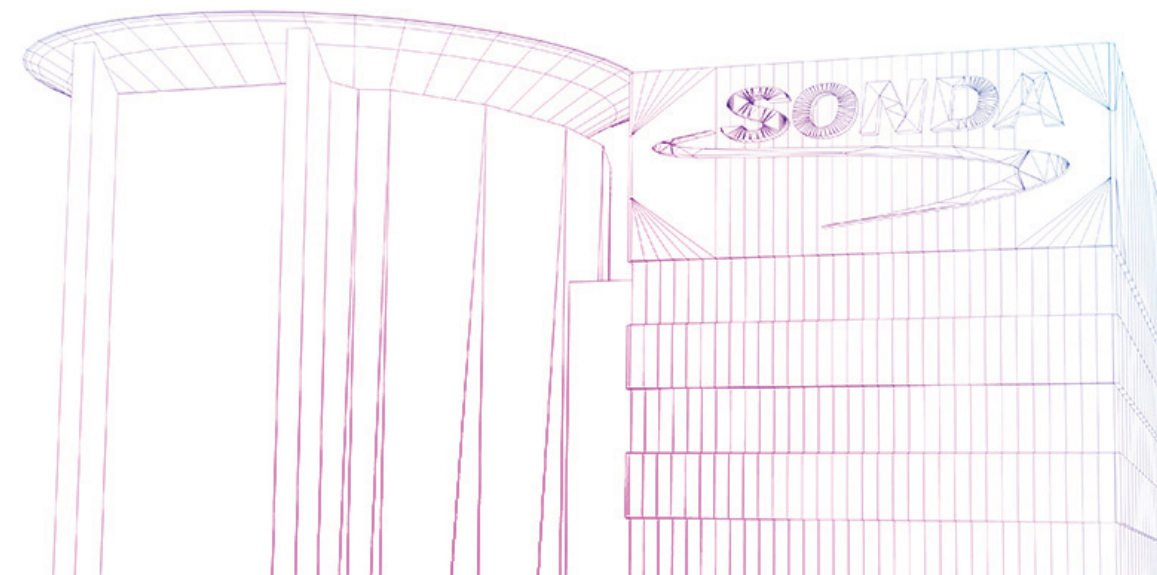
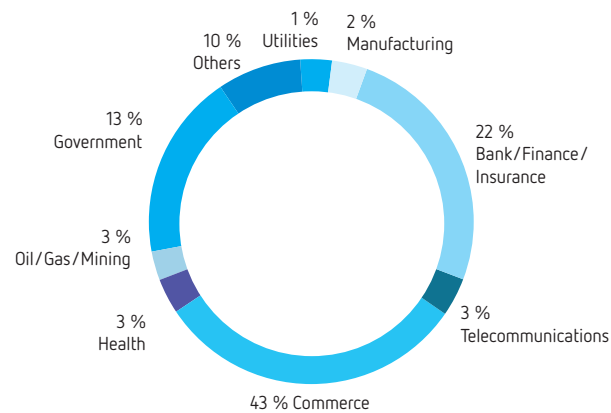
CONSOLIDATED REVENUES 2011 - 2012



CONSOLIDATED EBITDA 2011 - 2012



REVENUES BREAKDOWN 2012 (By business sector)





RESULTS IN BRAZIL



BRAZIL IS THE MOST IMPORTANT IT MARKET IN LATIN AMERICA. SONDA HAS AN INTEGRATED IT SUPPLY IN BRAZIL, MAINLY COMPOSED OF IT SERVICES, SAP SALES AND IMPLEMENTATION, VIRTUALIZATION AND COMMUNICATION SOLUTIONS AND TAX MANAGEMENT SOFTWARE.



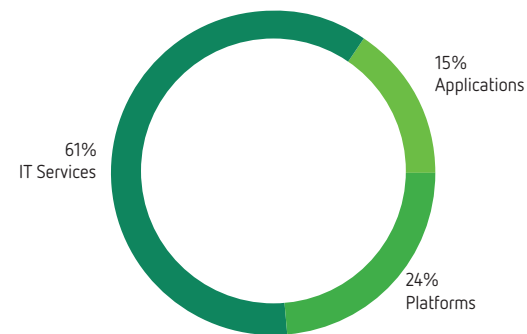
CONSOLIDATED REVENUES 2011 - 2012



CONSOLIDATED EBITDA 2011 - 2012



REVENUES BREAKDOWN 2012 (By business line)



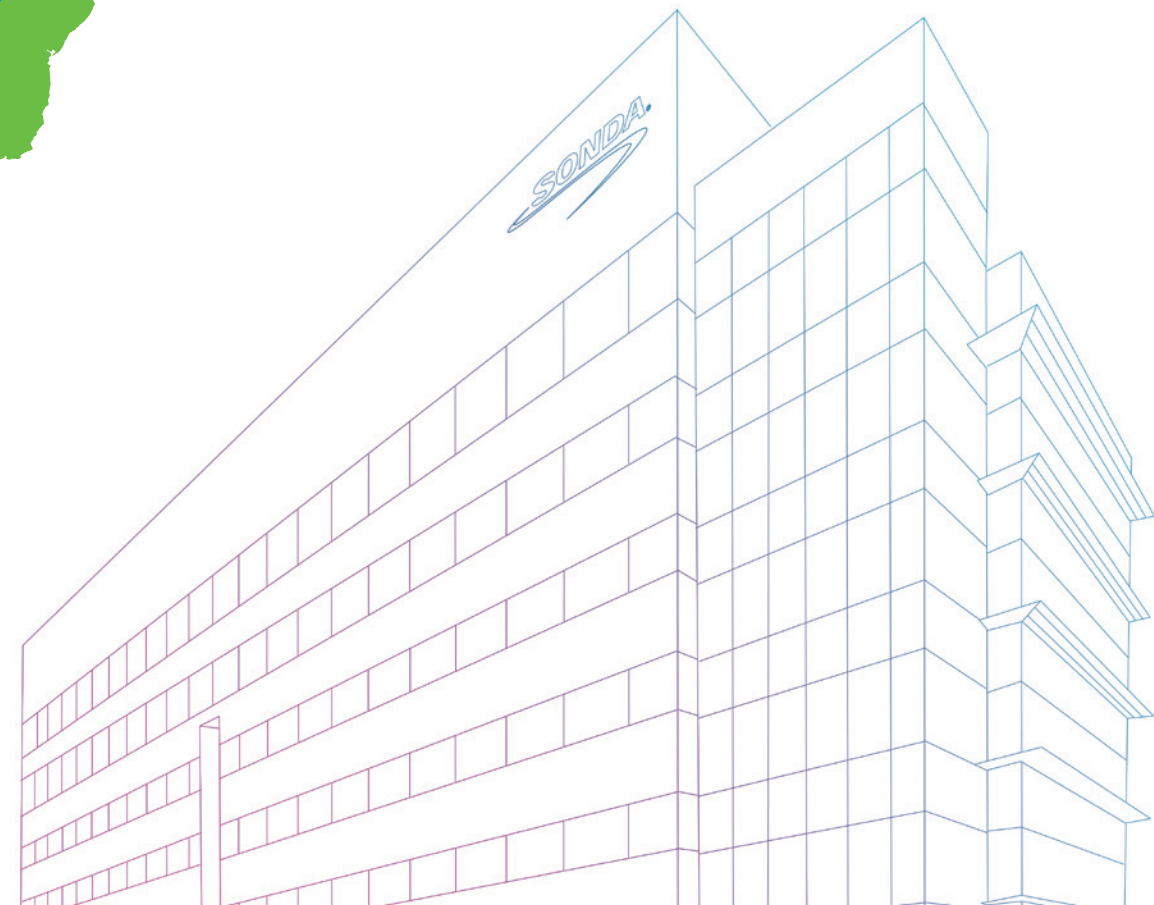
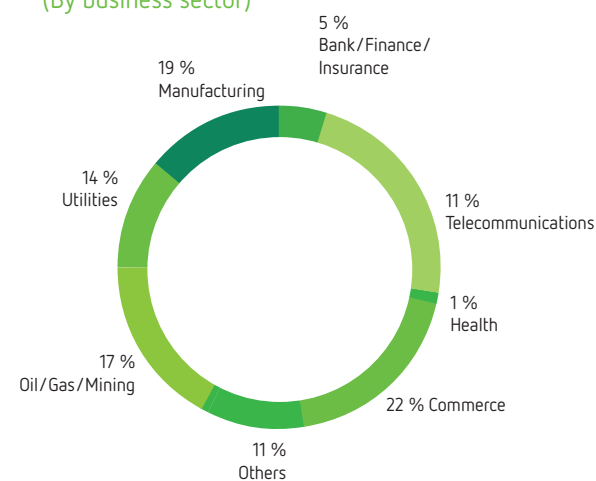
Revenues for 2012 totaled US\$ 478.9 million, a 10.3% increase compared to 2011, primarily due to growth from Platforms business line (+72.9%), which was positively influenced by the consolidation of PARS. Revenues in local currency (BRL) increased by 28.7%.

Operating income for 2012 increased by 43.9% compared to 2011, reaching US\$ 50.5 million. EBITDA grew by 50.3%, totaling US\$ 65.0 million.

Operating margin and EBITDA margin was 10.6% and 13.6% respectively, marking an improvement of 250 bp YoY and 360 bp YoY.

In terms of commercial activity, new deals in Brazil reached US\$ 520.8 million.

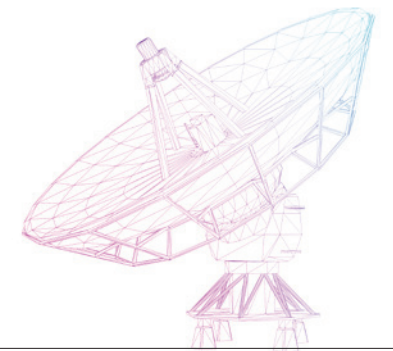
REVENUES BREAKDOWN 2012 (By business sector)



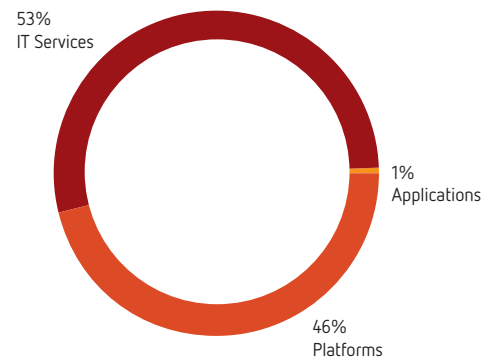
RESULTS IN MEXICO



MEXICO IS THE SECOND LARGEST IT MARKET IN LATIN AMERICA. THE COMPANY HAS BEEN IN THE COUNTRY SINCE 2004. THE OPERATION IN MEXICO WAS RESPONSIBLE FOR 8.9% OF THE COMPANY'S CONSOLIDATED REVENUES IN 2012.



REVENUES BREAKDOWN 2012 (By business line)



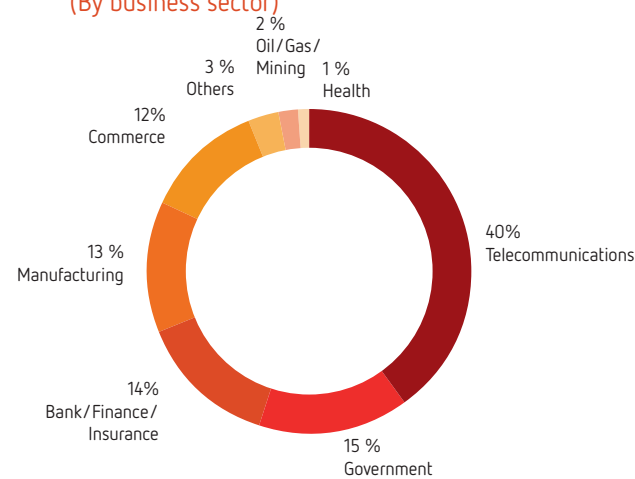
Revenues for 2012 decreased by 11.6%, as a result of lower activity from platforms (17.3% YoY), due to a high comparison base by a large scale project developed in 2011.

Operating income grew by 9.2%, reaching US\$ 15.9 million, and EBITDA also increased by 10.5%, reaching US\$ 20.0 million in 2012.

Operating and EBITDA margin was 12.6% and 15.8% respectively, improving by 240 bp YoY and 320 bp YoY.

New deals in Mexico reached US\$ 115.2 million.

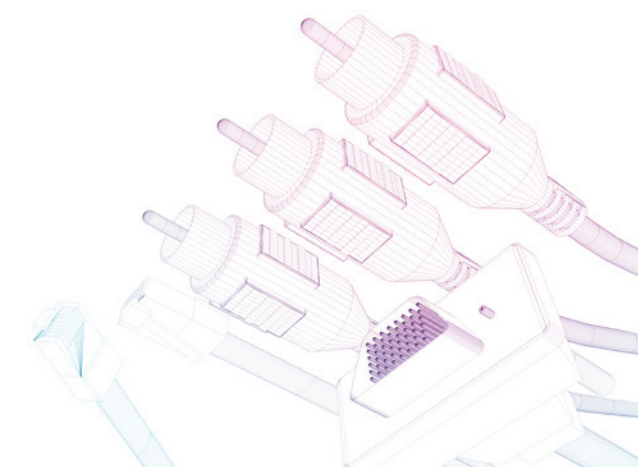
REVENUES BREAKDOWN 2012 (By business sector)



CONSOLIDATED REVENUES 2011 - 2012



CONSOLIDATED EBITDA 2011 - 2012



RESULTS IN OPLA (OTHER COUNTRIES IN LATIN AMERICA)



IN ADDITION TO CHILE, BRAZIL AND MEXICO, SONDA ALSO HAS OPERATIONS IN 7 OTHER LATIN AMERICAN COUNTRIES (OPLA): ARGENTINA, COLOMBIA, COSTA RICA, ECUADOR, PERU, URUGUAY AND PANAMA.



CONSOLIDATED REVENUES

2011 - 2012

2011 > 62,728

2012 > 84,552

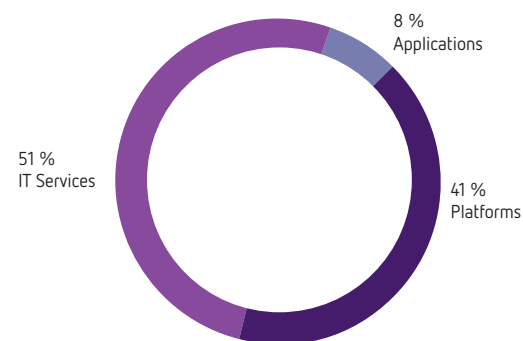
CONSOLIDATED EBITDA

2011 - 2012

2011 > 5,764

2012 > 10,355

REVENUES BREAKDOWN 2012 (By business line)



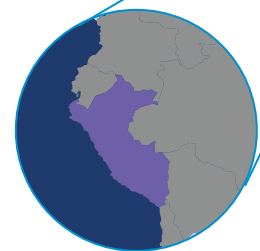
Revenues from OPLA grew by 34.8%, reaching US\$ 176.2 million, including improvements in: IT Services (+43.3%), Platforms (+30.8%) and Applications (+9.6%), mainly due to the consolidation of Quintec and the beginning of operations of the Metrobus' project in Panama.

Operating income reached US\$ 7.3 million (+2.0% compared to last year), while EBITDA increased to US\$ 21.6 million (+79.7% YoY).

Operating margin dropped 140 bp, reaching 4.1% in 2012, while EBITDA margin improved by 300 bp, reaching 12.2% in 2012.

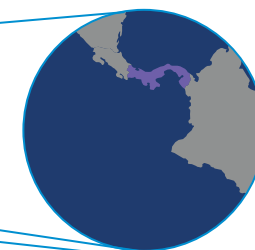
New deals in OPLA reached US\$ 152.7 million in 2012.

COSTA RICA
Capital: San José
GDP: US\$ 40.87 billion 2011 (*)
Population: 4.727 million 2011 (*)
(*) Source: Worldbank

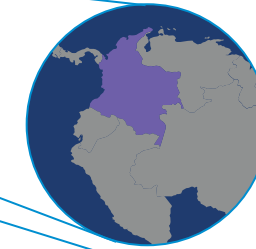


PERU
Capital: Lima
GDP: US\$ 176.9 billion 2011 (*)
Population: 29.40 million 2011 (*)
(*) Source: Worldbank

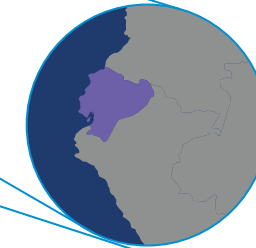
ARGENTINA
Capital: Buenos Aires
GDP: US\$ 446.0 billion 2011 (*)
Population: 40.76 million 2011 (*)
(*) Source: Worldbank



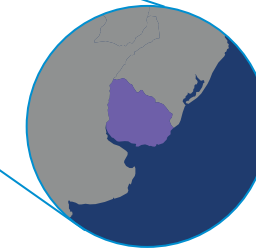
PANAMA
Capital: Ciudad de Panama
GDP: US\$ 26.78 billion 2011 (*)
Population: 3.571 million 2011 (*)
(*) Source: Worldbank



COLOMBIA
Capital: Bogotá
GDP: US\$ 333.4 billion 2011 (*)
Population: 46.93 million 2011 (*)
(*) Source: Worldbank

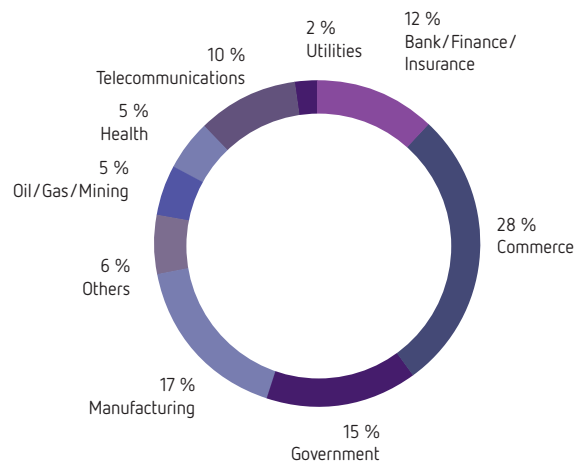


ECUADOR
Capital: Quito
GDP: US\$ 65.95 billion 2011 (*)
Population: 14.67 million 2011 (*)
(*) Source: Worldbank



URUGUAY
Capital: Montevideo
GDP: US\$ 46.71 billion 2011 (*)
Population: 3.369 million 2011 (*)
(*) Source: Worldbank

REVENUES BREAKDOWN 2012 (By business sector)



ACKNOWLEDGEMENTS 2012

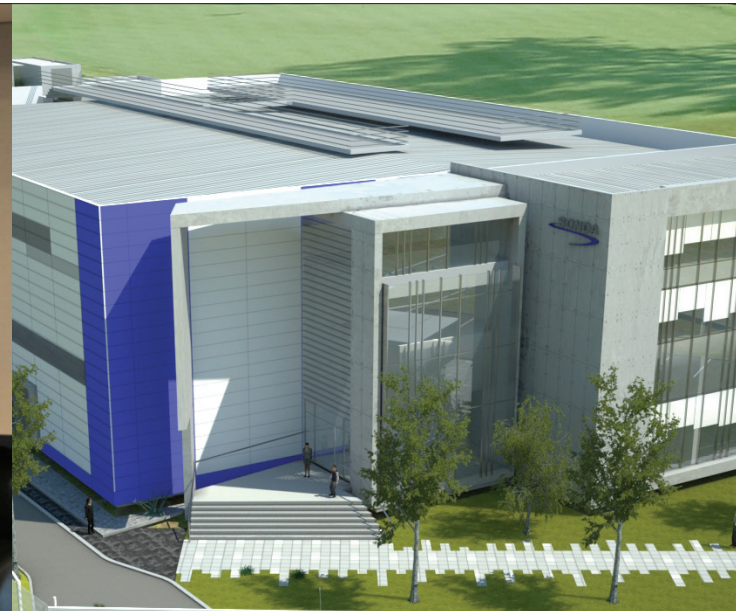


SONDA IS CISCO CLOUD PARTNER OF THE YEAR FOR 2011 (LATAM)

In November of 2012, CISCO's top management executives received a visit from a group of SONDA executives at their California headquarters. On that day, SONDA received the "Cloud Partner of the Year 2011" award for Latin America, one of the top recognitions a technology company can receive in the region, being bestowed this year upon SONDA.

CISCO is a worldwide leader in hardware, software and internet network solutions, boasting a presence in five continents.

In addition, SONDA also won the Southern Cone and Architectural Excellence (Datacenter) awards at the Cisco Partner Summit conference held in San Diego, California.



SONDA'S NEW DATACENTER WINS THE 2012 DATACENTER DYNAMICS AWARD

The Datacenter Dynamics Awards LATAM 2012 recognize innovation, leadership and concepts that go beyond the usual in Latin America's datacenter industry.

SONDA's new datacenter won the "Mega Datacenter Innovation" category. Is Tier III certified by the Uptime Institute and it will be inaugurated during the first months of 2013.



SONDA IS ONCE AGAIN ONE OF EMBRAER'S BEST IT SUPPLIERS

After 12 years of working on IT requirements for Embraer, one of the world's leading manufacturers of commercial, executive, agricultural and military aircraft, SONDA, the Latin American leader in the provision of IT services and solutions, received the best IT/Telecommunications supplier award for the second time. SONDA earned the top spot among 4 thousand providers not directly related to aircraft manufacturing.

SONDA maintains an office in Sao Jose dos Campos to serve Embraer's needs, including 220 professionals specifically devoted to their IT requirements. The services provided by SONDA include the service desk, which supports 17 thousand IT users, desktop management for nearly 14 thousand users and even rolling out machinery for their annual computer renewal.



SONDA IS ONE OF THE 15 MOST RESPECTED COMPANIES OF 2012

In a study called "The Most Respected Companies" carried out every year by Adimark GfK in conjunction with "La Segunda" newspaper, SONDA ranked 13 among Chile's 15 most respected companies.

The study also shows the growth the company has experienced, ranking SONDA as number 2 in terms of the companies that were the most successful in 2012.

SONDA also ranked fifth in Internationalization Leadership and third in Innovation Capacity.

2010-2012 INVESTMENT PLAN

US\$ 269
million

INVESTED IN THE
ACQUISITION OF
COMPANIES

US\$ 448 million were invested between 2010 and 2012 in acquisitions and organic growth.

The Investment Plan set by the company for the 2010-2012 period has just come to an end. A total US\$ 448 million was invested in this plan, of which US\$ 269 million was used in acquiring companies and US\$ 179 million was devoted to capital investments (Capex).

During this period, the company made significant progress. The revenue, measured in dollars, practically doubled from US\$ 738 million in 2009 to US\$ 1,419 million in 2012. On the other hand, the EBITDA grew at an average annual rate of 20%, reaching US\$ 244 million in 2012.

From the plan implementation viewpoint, this three year period saw eight acquisitions, five of which were in Brazil, with one in Mexico, one in Argentina, and with the eighth company being a Chilean firm with operations in four other countries.

As for investment in infrastructure development and new contracts, it is worth noting the startup of the Metrobus Project in Panama, which was also instrumental in establishing permanent operations in that country.

Furthermore, during this period we completed the construction of our new headquarters in Brazil located in Santana de Parnaíba, São Paulo, along with a new and state of the art Tier III Datacenter certified by Uptime Institute.

During 2012, we wrapped up the construction of a new Tier III certified Datacenter in Santiago de Chile, which shall enable us to tend to the needs of all our clients thanks to its modular structure and high availability, all in an total surface of 1,800m² of office space, and boasting the highest service quality standards.

Together with the three year 2007-2009 plan, the implementation of this Plan enabled SONDA to grow in revenue and EBITDA at annual average rates of 28% and 27% for the 2007-2012 period, respectively.

This growth has been marked by a strong development of our operations outside Chile that have expanded at annual rates of 40%, both in income and in EBITDA. This has enabled the business outside Chile to make up nearly 55% of the total consolidated revenue for 2012.



2013-2015 OUTLOOK AND INVESTMENT PLAN

The Latin American IT market is loaded with opportunities, due to its low penetration rates when compared to developed economies, and due to being the second fastest growing region in the world, with an annual projected rate of 11.4% in IT for the next three years¹. Specifically, expected growth in the main markets SONDA operates in, such as Brazil, is noteworthy, with expected annual rates of 13.8% for the next three years².

Expanding on this, the company has determined a new investment plan for the 2013-2015 three year period, intended to complement and bolster the initiatives and acquisitions made from 2007 onwards, and making it the main driver of SONDA's strategy of profitable growth and consolidation as a leader in the region.

The main guidelines for the 2013-2015 Investment Plan are:

- Development and Consolidation of SONDA's business in Latin America, with special attention towards Brazil, Mexico and Colombia, and at the same time taking advantage of any opportunity that could eventually appear in other markets.
- Profitable organic and inorganic growth.
- Focusing on the big and medium-sized companies segment, with an integral service offer and multi-brand products.
- Bolstering highest added value business lines such as IT Outsourcing, big integration contracts, datacenter services, cloud computing and software as a service (SaaS).
- Strengthening our presence in industries with great growth potential, such as mining, telecommunications and utilities.
- Deepening our long term relations with regional clients, and taking our place before them as the main Latin-American provider capable of supplying them with comprehensive services in all territories.
- Increasing participation in IT spending of strategic clients.
- Making the most of synergies and scale economies at the regional level.
- Raising our brand recognition and image.
- Maintaining a solid and stable financial position.

Aligned with these guidelines, the new Investment Plan includes, investing US\$ 700 million to continue our profitable development and growth process, focusing on Latin America. The plan takes into account acquisitions to be carried out during the 2013 – 2015 period, amounting to US\$ 500 million, and which shall enable the further consolidation of our position as leaders in the Latin American IT industry, expanding our customer base, strengthening supply of added value, and accelerating the growth process of the business in the region.

The remaining US\$ 200 million of the plan will be set aside for investments mainly in the implementation of new integration and IT Outsourcing projects, as well as for strengthening the high value added business lines.

Apart of this investment plan will be funded with a capital increase of US\$ 300 million, 20% through debt, and the rest through the generation of own-resources. This funding structure ensures a solid financial position, with profitability and financial indicators that are compliant with SONDA's business model.

1,2: Source IDC.



2012 FINANCIAL STATEMENTS

The complete financial statements of SONDA S.A., its subsidiaries and the corresponding report by the independent auditors are all available to the public at the company's headquarters (500 Teatinos st, Santiago, Chile) and at the Securities and Insurance Supervisor (SVS).

These include:

- Consolidated Financial Statements of SONDA S.A. and its subsidiaries
- Summarized Financial Statements of the subsidiaries
- Management discussion and analysis of the financial results
- Report by the independent auditors

Additionally, this information is available in the website: www.sonda.com



SONDA S.A. AND SUBSIDIARIES

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CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

AS OF DECEMBER 31, 2012 AND 2011
(IN THOUSANDS OF CHILEAN PESOS - THCH\$)

ASSETS	31.12.2012 THCHS	31.12.2011 THCHS
CURRENT ASSETS:		
Cash and cash equivalents	61,310,268	32,935,937
Other current financial assets	4,503,650	1,402,371
Other current non-financial assets	15,950,928	13,318,561
Trade and other current receivables	158,698,848	162,400,548
Accounts receivable from related companies	14,622,521	15,438,481
Inventories	29,631,844	26,985,959
Current tax assets	20,846,108	18,053,880
TOTAL CURRENT ASSETS OTHER THAN ASSETS OR DISPOSAL GROUPS CLASSIFIED AS HELD FOR SALE	305,564,167	270,535,737
TOTAL CURRENT ASSETS	305,564,167	270,535,737
NON-CURRENT ASSETS		
Other non-current financial assets	26,406,692	17,983,797
Other non-current non-financial assets	3,258,475	3,682,708
Non-current receivables	11,381,954	12,529,278
Accounts receivable from related companies	1,110,422	1,087,583
Investments accounted for using the equity method	5,150,288	4,358,655
Intangible assets other than goodwill	42,533,074	22,705,432
Goodwill	194,559,548	149,617,076
Property, plant and equipment	89,113,063	76,949,850
Investment property	3,350,909	3,537,357
Deferred tax assets	12,677,075	13,788,924
TOTAL NON-CURRENT ASSETS	389,541,500	306,240,660
TOTAL ASSETS	695,105,667	576,776,397

LIABILITIES AND EQUITY

CURRENT LIABILITIES

	31.12.2012 THCHS	31.12.2011 THCHS
Other current financial liabilities	21,709,279	36,696,206
Trade and other current payables	95,324,962	83,142,233
Accounts payable to related companies	5,250,006	5,171,523
Other current provisions	7,196,348	3,917,233
Current tax liabilities	10,689,787	11,251,862
Current provisions for employee benefits	5,538,926	4,777,578
Other current non-financial liabilities	24,432,372	24,304,364

TOTAL CURRENT LIABILITIES OTHER THAN LIABILITIES INCLUDED IN DISPOSAL GROUPS CLASSIFIED AS HELD FOR SALE

170,141,680 169,260,999

TOTAL CURRENT LIABILITIES

170,141,680 169,260,999

NON-CURRENT LIABILITIES

Other non-current financial liabilities	83,813,920	87,195,512
Non-current payables	21,105,893	511,577
Accounts payable to related companies, non-current	42,377	50,808
Other non-current provisions	1,340,468	1,380,065
Deferred tax liabilities	12,945,206	4,108,685
Non-current provisions for employee benefits	1,291,319	1,525,347
Other non-current non-financial liabilities	5,916,580	3,422,193

TOTAL NON-CURRENT LIABILITIES

126,455,763 98,194,187

TOTAL LIABILITIES

296,597,443 267,455,186

EQUITY

Issued capital	325,251,274	229,639,485
Retained earnings	112,890,460	90,102,326
Other reserves	(44,370,838)	(14,529,629)

Equity attributable to owners of the company

393,770,896 305,212,182

Non-controlling interests

4,737,328 4,109,029

Total equity

398,508,224 309,321,211

TOTAL LIABILITIES AND EQUITY

695,105,667 576,776,397

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011

(IN THOUSANDS OF CHILEAN PESOS - THCH\$)

	31.12.2012 THCHS	31.12.2011 THCHS
GROSS PROFIT:		
Revenue from ordinary activities	681,191,697	592,818,848
Cost of sales	(534,628,762)	(468,687,725)
TOTAL GROSS PROFIT	146,562,935	124,131,123
Other income, per function	2,205,681	1,607,704
Administrative expenses	(61,007,383)	(55,163,062)
Other expenses, per function	(11,698,746)	(12,840,582)
TOTAL INCOME FROM OPERATING ACTIVITIES	76,062,487	57,735,183
Financial income	3,180,500	5,622,728
Financial costs	(10,785,075)	(9,133,586)
Share of profit (loss) of associates accounted for using the equity method	643,767	417,179
Foreign currency exchange differences	111,435	346,278
Loss from indexed assets and liabilities	(824,690)	(1,729,466)
PROFIT BEFORE TAX	68,388,424	53,258,316
INCOME TAX EXPENSE	(19,448,285)	(12,599,476)
PROFIT FROM CONTINUING OPERATIONS	48,940,139	40,658,840
PROFIT FOR THE YEAR	48,940,139	40,658,840
PROFIT ATTRIBUTABLE TO:		
Owners of parent	45,590,217	39,225,499
Non-controlling interests	3,349,922	1,433,341
PROFIT	48,940,139	40,658,840
EARNINGS PER SHARE		
Basis earnings per share		
Basis earnings per share from continuing operations (Ch\$/Share)	54.41	50.87
Diluted earnings per share		
Diluted earnings per share from continuing operations (Ch\$/Share)	54.41	50.87

	31.12.2012 M\$	31.12.2011 M\$
PROFIT	48,940,139	40,658,840
Components of other comprehensive income, before tax		
Gain (loss) on remeasuring available-for-sale financial assets, before taxes	9,809,182	(11,576,675)
Gain (losses) on exchange differences on translation, before taxes	(35,806,257)	4,022,104
Other comprehensive income, before taxes	(25,997,075)	(7,554,571)
Income tax relating to components of other comprehensive income		
Income tax relating to available-for-sale financial assets of other comprehensive (loss)/income	(1,614,536)	1,968,035
OTHER COMPREHENSIVE INCOME	(27,611,611)	(5,586,536)
TOTAL COMPREHENSIVE INCOME	21,328,528	35,072,304
Comprehensive income attributable to:		
Owners of the parent	17,978,606	33,638,963
Non-controlling interests	3,349,922	1,433,341
TOTAL COMPREHENSIVE INCOME	21,328,528	35,072,304

CONSOLIDATED STATEMENTS OF CASH FLOWS, INDIRECT

AS OF DECEMBER 31, 2011 AND DECEMBER 31, 2010

(IN THOUSANDS OF CHILEAN PESOS - THCH\$)

	31.12.2012 THCHS	31.12.2011 THCHS
STATEMENTS OF CASH FLOWS		
Cash flows provided by (used in) operating activities		
Profit for the year	48,940,139	40,658,840
Adjustments to reconcile profit (loss)		
Adjustments for income tax expense	19,448,285	12,599,476
Adjustments for decrease (increase) in inventories	2,165,896	7,966,266
Adjustments for decrease (increase) in trade accounts receivable	28,700,389	(33,296,329)
Adjustments for decrease (increase) in other receivables	(12,284,443)	(9,041,042)
Adjustments for increase (decrease) in trade accounts payable	(15,017,510)	4,055,685
Adjustments for increase (decrease) in other payables	1,978,440	(9,706,884)
Ajustes por gastos de depreciación y amortización	31,792,319	22,694,489
Adjustments for provisions	461,063	(1,293,019)
Adjustments for undistributed profits of associates	(643,767)	(417,179)
Other adjustments for non-cash items	(5,826,169)	573,244
TOTAL ADJUSTMENTS TO RECONCILE PROFIT (LOSS)	50,774,503	(5,865,293)
Income taxes refunded (paid)	(13,732,739)	(1,346,295)
Other inflows (outflows) of cash	108,936	-
NET CASH FLOWS FROM (USED IN) OPERATING ACTIVITIES	86,090,839	33,447,252
Cash flows from (used in) investing activities		
Cash flows from losing control of subsidiaries or other businesses	-	60,112
Cash flows used to acquire non-controlling interest	(55,823,315)	(30,404,450)
Dividends received	128,429	202,944
Other cash receipts from sales of equity or debt instruments of other entities	114,963	46,126,095
Other cash payments to acquire equity or debt instruments of other entities	-	(8,551,720)
Proceeds from sales of property, plant and equipment	434,701	1,517,495
Purchase of property, plant and equipment	(34,325,709)	(25,747,718)
Purchase of intangible assets	(3,258,745)	(2,112,106)
Cash receipts from future contracts, forward contracts, option contracts and swap contracts	-	2,062,656
Other inflows (outflows) of cash	506,134	-
NET CASH FLOWS FROM (USED IN) INVESTING ACTIVITIES	(92,223,542)	(16,846,692)
Cash flows from (used in) financing activities		
Proceeds from issuing shares	90,753,531	79,000
Proceeds from short-term loans	109,783,607	67,982,349
Repayments of borrowings	(123,987,235)	(51,092,685)
Payments of finance lease liabilities	(1,590,105)	(1,796,998)
Payments of borrowings to related companies	-	(20,150)
Dividends paid	(21,252,341)	(20,575,887)
Interests paid	(4,820,822)	(3,018,951)
Other inflows (outflows) of cash	(7,152,668)	52,447
NET CASH FLOWS FROM (USED IN) FINANCING ACTIVITIES	41,733,967	(8,390,875)
Net increase (decrease) in cash and cash equivalents before effect of exchange rate changes	35,601,264	8,209,685
Effect of exchange rate changes on cash and cash equivalents		
Effect of exchange rate changes on cash and cash equivalents	(7,226,933)	(254,379)
Net increase (decrease) in cash and cash equivalents	28,374,331	7,955,306
Cash and cash equivalents at beginning of period	32,935,937	24,980,631
CASH AND CASH EQUIVALENTS AT END OF PERIOD	61,310,268	32,935,937

CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

FOR THE YEARS ENDED DECEMBER 31, 2012 AND 2011

(IN THOUSANDS OF CHILEAN PESOS - THCH\$)

	ISSUED CAPITAL THCHS	RESERVE OF EXCHANGE DIFFERENCES ON TRANSLATION THCHS	OTHER RESERVES			RETAINED EARNINGS THCHS	EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY THCHS	NON-CONTROLLING INTEREST THCHS	TOTAL EQUITY THCHS
			RESERVE OF GAINS AND LOSSES ON REMEASURING AVAILABLE-FOR-SALE FINANCIAL ASSETS THCHS	OTHER MISCELLANEOUS RESERVES THCHS	TOTAL OTHER RESERVES THCHS				
Equity at beginning of period 01/01/2012	229,639,485	(8,292,012)	(9,608,640)	3,371,023	(14,529,629)	90,102,326	305,212,182	4,109,029	309,321,211
Changes in equity:									
Comprehensive income									
Profit for the year					-	45,590,217	45,590,217	3,349,922	48,940,139
Other comprehensive income		(35,806,257)	8,194,646		(27,611,611)		(27,611,611)		(27,611,611)
COMPREHENSIVE INCOME		(35,806,257)	8,194,646	-	(27,611,611)	45,590,217	17,978,606	3,349,922	21,328,528
Issuance of equities	95,611,789			(1,635,862)	(1,635,862)		93,975,927		93,975,927
Dividends		-	-	-	-	(22,795,146)	(22,795,146)	-	(22,795,146)
Increase (decrease) through changes in ownership interests in subsidiaries that do not result in loss of control		-	-	(593,736)	(593,736)	-	(593,736)	-	(593,736)
Increase (decrease) through transfers and other changes, equity		-	-	-	-	(6,937)	(6,937)	(2,721,623)	(2,728,560)
TOTAL INCREASE (DECREASE) IN EQUITY	95,611,789	(35,806,257)	8,194,646	(2,229,598)	(29,841,209)	22,788,134	88,558,714	628,299	89,187,013
EQUITY AT END OF PERIOD 12/31/2012	325,251,274	(44,098,269)	(1,413,994)	1,141,425	(44,370,838)	112,890,460	393,770,896	4,737,328	398,508,224

	ISSUED CAPITAL THCHS	RESERVE OF EXCHANGE DIFFERENCES ON TRANSLATION THCHS	OTHER RESERVES			RETAINED EARNINGS THCHS	EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY THCHS	NON-CONTROLLING INTEREST THCHS	TOTAL EQUITY THCHS
			RESERVE OF GAINS AND LOSSES ON REMEASURING AVAILABLE-FOR-SALE FINANCIAL ASSETS THCHS	OTHER MISCELLANEOUS RESERVES THCHS	TOTAL OTHER RESERVES THCHS				
Equity at beginning of period 01/01/2011	229,639,485	(12,314,116)	-	2,812,192	(9,501,924)	71,188,773	291,326,334	3,569,151	294,895,485
Changes in equity:									
Comprehensive income									
Profit for the year		-	-	-	-	39,225,499	39,225,499	1,433,341	40,658,840
Other comprehensive income		4,022,104	(9,608,640)		(5,586,536)	-	(5,586,536)	-	(5,586,536)
COMPREHENSIVE INCOME		4,022,104	(9,608,640)	-	(5,586,536)	39,225,499	33,638,963	1,433,341	35,072,304
Dividends		-	-	-	-	(20,311,946)	(20,311,946)	-	(20,311,946)
Increase (decrease) through changes in ownership interests in subsidiaries that do not result in loss of control		-	-	558,831	558,831	-	558,831	-	558,831
Increase (decrease) through transfers and other changes, equity		-	-	-	-	-	-	(893,463)	(893,463)
TOTAL INCREASE (DECREASE) IN EQUITY	-	4,022,104	(9,608,640)	558,831	(5,027,705)	18,913,553	13,885,848	539,878	14,425,726
EQUITY AT END OF PERIOD 12/31/2011	229,639,485	(8,292,012)	(9,608,640)	3,371,023	(14,529,629)	90,102,326	305,212,182	4,109,029	309,321,211

IDENTIFICATION OF THE COMPANY AND ITS SUBSIDIARIES

CHARTER DOCUMENTS

SONDA S.A. was established as a limited responsibility company through a public deed dated October 30, 1974, and granted by Public Notary from Santiago Mr. Herman Chadwick Valdés. An excerpt of the deed was inscribed on page 11,312, number 6,199 in the Commercial Register of the Santiago Real Estate Registrar that corresponds to the year 1974 and was published in the Official Gazette on December 28 the same year.

The business partnership was transformed to a publicly traded company by means of a public deed dated September 16, 1991, granted by Public Notary from Santiago Mr. Humberto Quezada Moreno, an excerpt of which was inscribed on page 28,201 number 14,276 of the Commercial Register of the Real Estate Registrar of Santiago, that corresponds to the year 1991 and published in the Official Gazette on September 24, 1991.

Following the aforementioned transformation, the Company's Bylaws have been subject to several amendments, being its current text in the following public deeds: (i) public deed dated July 4, 2006, granted by Public Notary from Santiago René Benavente Cash, the excerpt of which was inscribed on page 27,555 number 19,250 of the Commercial Register of the Santiago Real Estate Registrar, that corresponds to the year 2006 and published in the Official Gazette on July 17, 2006; (ii) the public deed dated August 31, 2012, granted by Public Notary from Santiago Mr. Andres Rubio Flores, accounting for the capital increase agreed upon during the Extraordinary Shareholders Meeting held on August 30 of that same year, the excerpt of which was inscribed on page 61,522 number 42,921 at the Commercial Register of the Santiago Real Estate Registrar, that corresponds to the year 2012 and published in the Official Gazette on September 4, 2012.

INFORMATION REGARDING SUBSIDIARIES

Acts and Contracts:

Up until December 31, 2012, there have been no Acts or Contracts entered into with affiliates or associated companies that have had any significant influence on the operations and outcomes of the Headquarters.

Business Relationships with Affiliates:

Regarding commercial relationships with Affiliates, these are mostly left in the hands of IT Services, such as Datacenter and Technological Infrastructure Maintenance services. The commercial relationships of our Affiliates are essentially with third parties that are not part of SONDA SA or any of its affiliates.

- **Name**
SONDA S.A.
- **Tax ID N°**
83,628,100-4
- **Type of Entity**
Publicly traded company
- **Security Registration N°**
N° 950
- **External Auditors**
Deloitte Auditors and Consultants Ltda.
- **Address**
500 Teatinos st, Santiago, Chile
- **PO Box**
275 v - correo 21, Santiago
- **Telephone**
(56 2) 2 657-5000
- **Fax**
(56 2) 2 657-5410
- **Website**
www.sonda.com
- **E-mail**
corporativo@sonda.com

NAME OF THE COMPANY	SONDA REGIONAL S.A.
PAID-IN & SUBSCRIBED CAPITAL EQUITY	MS 375,536
AMOUNT OF PAID-IN & SUBSCRIBED SHARES	37,703,314
LINE OF BUSINESS	Their line of business lies in carrying out investments in all manner of goods, be they personal or real property, material or immaterial, including the purchase of shares, rights in partnerships, bonds, tradable items, and generally all types of securities and investment instruments along with the management of all these investments and their results. In order to fulfill these goals, the company may establish other partnerships or jointly take part in them.
COMPANY STRUCTURE	SONDA Argentina S.A. (94.74% of the shares); SONDA del Ecuador ECUASONDA S.A. (99.99% of shares); SONDA Uruguay S.A. (50.1% of indirect shares); SONDA Tecnologías de Inf. de Costa Rica S.A. (99.9% of shares); SONDA de Colombia S.A. (94.86% of shares); SONDA del Perú S.A. (72.63% of shares); SONDA México S.A. de C.V. (49.9% of shares); Nextiraone Mexico S.A. (99.99% of indirect shares).
CHAIRMAN OF THE BOARD OF DIRECTORS	Andrés Navarro Haeussler (SONDA S.A. Director)
NAMES OF THE DIRECTORS	Mario Pavón Robinson (SONDA S.A. Director) Rafael Osorio Peña (SONDA S.A. Executive)
NAME OF THE GENERAL MANAGER	Raúl Véjar Olea (SONDA S.A. Executive)
PERCENTAGE REPRESENTED BY THE INVESTMENT IN THE HEADQUARTERS' ASSETS	3.05%
HEADQUARTERS' PARTICIPATION IN THE COMPANY	99.99%

NAME OF THE COMPANY	SONDA FILIALES CHILE LTDA.
PAID-IN & SUBSCRIBED CAPITAL EQUITY	MS 14,400,199
LINE OF BUSINESS	Their line of business lies in carrying out investments in all manner of goods, be they personal or real property, material or immaterial, including the purchase of shares, rights in partnerships, bonds, tradable items and generally all types of securities and investment instruments, along with the management of all these investments and their results. In order to fulfill these goals, the company may establish other partnerships or jointly take part in them.
COMPANY STRUCTURE	Factoring General S.A. (99% of shares), Microgeo S.A. (80.00% of shares), Novis S.A. (60.00% of shares), Orden S.A. (95.68% of shares), Servibanca S.A. (86.75% of shares), Inmobiliaria Servibanca S.A. (86.75% of shares), Servicios educacionales SONDA S.A. (99.33% of shares), SONDA Inmobiliaria S.A. (99.99% of shares), SONDA Servicios Profesionales S.A. (99.92% of shares), Tecnoglobal S.A. (99.99% of shares), Soluciones Expertas S.A. (50.01% of shares), Bazuca Internet Partners S.A. (99.99% of shares), Transacciones Electrónicas S.A. y filiales (50.0001% of shares), Sociedad Proveedor de Productos y Servicios para Redes de Datos móviles S.A. (67.00% of shares); 3 Génesis S.A. (61.78% of indirect shares); Quintec S.A. y filiales (99.65% of shares); Inversiones Valparaíso S.A. (33.33% of shares).
NAME OF GENERAL MANAGER	Raúl Véjar Olea (SONDA S.A. Executive)
PERCENTAGE REPRESENTED BY THE INVESTMENT IN THE HEADQUARTERS' ASSETS	5.19%
HEADQUARTERS' PARTICIPATION IN THE COMPANY	99.99%

NAME OF THE COMPANY	SONDA FILIALES BRASIL S.A.
PAID-IN & SUBSCRIBED CAPITAL EQUITY	MS 66,714
AMOUNT OF SUBSCRIBED AND PAID-IN SHARES	136,570
BUSINESS FOCUS	Their business focus lies in carrying out investments in all manner of goods, be they personal or real property, material or immaterial, including the purchase of shares, rights in partnerships, bonds, tradable items and generally all types of securities and investment instruments along with the management of all these investments and their resultss. In order to fulfill these goals, the company may establish other partnerships or jointly take part in them.
COMPANY STRUCTURE	99.99% of the shareholder capital from Brazilian companies SONDA do Brasil S.A., SONDA Procwork Informática Ltda. and Huerta partic. Ltda., Pars Produtos de Processamento de Dados Ltda. and Elucid Solutions S.A. 99% of participation in Huerta partic. Ltd.
CHAIRMAN OF THE BOARD OF DIRECTORS	Mario Pavón Robinson (Chairman of SONDA S.A.)
NAMES OF THE DIRECTORS	Rafael Osorio Peña (SONDA S.A Executive) Raúl Véjar Olea (SONDA S.A. Executive)
NAME OF THE GENERAL MANAGER	Raúl Véjar Olea (SONDA S.A. Executive)
PERCENTAGE REPRESENTED BY THE INVESTMENT IN THE HEADQUARTERS' ASSETS	-0.23%
HEADQUARTERS' PARTICIPATION IN THE COMPANY	99.99%

NAME OF THE COMPANY	SONDA MÉXICO S.A. DE C.V.
PAID-IN & SUBSCRIBED CAPITAL EQUITY	MXS 584,218,000
AMOUNT OF PAID-IN AND SUBSCRIBED SHARES	1,168,436
BUSINESS FOCUS	Business focus of the company, among other things, is to manufacture, process, assemble, import and sell computer equipment, provide data processing services as well as developing, implementing and providing support and guaranteeing equipment and/or calculation systems and programs.
COMPANY STRUCTURE	99.99% shareholder participation in Ingeniería en Servicios de Informática S.A. de C.V., 60% shareholder participation in Servicios de Aplicación e Ingeniería Novis, S.A. de C.V., 100% shareholder participation in Nextira One de México, S.A. de C.V.
CHAIRMAN OF THE BOARD OF DIRECTORS	Andrés Navarro Haeussler (Chairman of SONDA S.A.)
NAMES OF THE DIRECTORS	Raúl Véjar Olea (SONDA S.A. Executive) Luis Enrique Fischer Levancini Rafael Osorio Peña (SONDA S.A. Executive.)
NAME OF THE GENERAL MANAGER	Guido Camacho García
PERCENTAGE REPRESENTED BY THE INVESTMENT IN THE HEADQUARTERS' ASSETS	3.34%
HEADQUARTERS' PARTICIPATION IN THE COMPANY	50.10%

COMPANY NAME	SONDA SPA
PAID-IN & SUBSCRIBED CAPITAL EQUITY	MS 101
AMOUNT OF PAID-IN & SUBSCRIBED SHARES	100
BUSINESS FOCUS	Their business focus lies in carrying out investments in all manner of goods, be they personal or real property, material or immaterial, including the purchase of shares, rights in partnerships, bonds, tradable items and generally all types of securities and investment instruments along with the management of all these investments and their results.
COMPANY STRUCTURE	0.0001% of shares in SONDA Affiliates Chile Ltd., SONDA Affiliates Brasil S.A. and SONDA Regional S.A.; 0.1% of shares in SONDA Tecnologías de Información de Costa Rica S.A.
NAME OF GENERAL MANAGER	Raúl Véjar Olea (SONDA S.A Executive.)
PERCENTAGE REPRESENTED BY THE INVESTMENT IN THE HEADQUARTERS' ASSETS	0.0007%
HEADQUARTERS' PARTICIPATION IN THE COMPANY	100%

ADDITIONAL INFORMATION AND GENERAL BACKGROUND

1- SONDA SA RELEVANT FACTS FOR 2012

MARCH 8, 2012

On this date, SONDA purchased 100% of ownership of PARS, a Brazilian company leader in the supply of engineering, architecture, 2D and 3D and geographic information software solutions in the country.

PARS, was founded in 1981, reported a revenue of RS 132 million in 2011, equivalent to US\$ 77 million approximately, and is the greatest operation of the North American company Autodesk in Latin America being, one of its most important allies in the world. Autodesk is a world leader in engineering, architecture and geographic information systems software products. With the incorporation of PARS to SONDA; the latter has become Autodesk's main business partner in Latin America.

PARS has offices in Rio de Janeiro and Sao Paulo. It also has a sales channel that covers its operations in all of Brazil, and has business agreements with other leading companies in the software industry.

The purchase of PARS represents an investment of RS 94.7 million for SONDA, equivalent to approximately US\$ 55 million.

This amount could increase depending on the results the company has during 2012 and 2013.

This new purchase is inserted in the regionalization strategy pursued by SONDA as well as in the strengthening of its supply, in this case in the engineering and design software solutions area, and is a part of its three year investment plan for 2010 – 2012

MARCH 21, 2012

In an Session held on March 20, 2012, the Board of Directors of the Company agreed to propose to the Ordinary Shareholders Meeting, which shall be held on April 12, 2012, the payment of a definitive dividend of \$26.34299 per share, which amounts to a total dividend of \$20,311,951,450 with charge to the profits of the fiscal year ended on December 31, 2011.

It is hereby stated that on August 12, 2011, a provisory dividend per share was paid for a total amount of \$14.01937.- payable from the accumulated profits corresponding to the fiscal year up to June 30, 2011.

Therefore, at the Shareholders Meeting it will be proposed that a dividend of \$12.232362 per share be distributed, which would mean a dividend of \$9,502,215,623 payable to shareholders registered in the Shareholder's Register on the fifth business day prior to the date set for its solution, in compliance with Article 81 of Law 18,046 that regulates Companies.

MAY 4, 2012

On this date, SONDA purchased 100% of the participation in Elucid Solutions S.A. ("ELUCID"), a leading company in Brazil for the provision of software solutions and services for distribution, transmission and energy companies, as well as for other utilities services companies, such as businesses in the sanitary and gas area.

The purchase of ELUCID falls within the context of the investment plan valued at US\$ 500 million for the 2010-2012 triennial and represents an investment of RS 140 million for SONDA, which is equivalent to approximately US\$74 million, an amount that could eventually be increased depending on the results ELUCID obtains in years 2012 and 2013.

Founded in 1991, ELUCID reached earnings of RS 123 million in 2011, equivalent to approximately US\$65 million, mainly from contracts for the provision of long term solutions and services, currently enabling its clients to manage over 16 million users.

ELUCID has its main offices in Sao Paulo, and its clients account for 25% of the energy companies in Brazil, with a total coverage of over 35% of the country's territory. Its software products include solutions for the areas of customer management, invoicing, mobile and technical solutions, complete with implementation, support, maintenance and outsourcing services.

The purchase of ELUCID is part of SONDA's strategy to strengthen their presence in Brazil as well as its strategy to boost the supply of products and solutions, in this case for the Utilities industry, within the entire Latin American region.

AUGUST 14, 2012

In a special meeting held on this day, the Board of Directors of SONDA SA agreed to the following:

a) To approve the investment plan for the company for the 2013-2015 triennial, and taking into account an investment of US\$ 700 million aimed mainly to the growth and consolidation of SONDA in Latin America, focusing on Brazil, Mexico and Colombia, and maintaining a solid and stable financial condition. This plan includes organic growth investments of US\$ 200 million and purchases of US\$ 500 million, and shall be funded approximately 40% via an increase in capital, 40% via generation of own resources, with the remainder being funded through debt.

b) Convening an Extraordinary Shareholders Meeting for August 30, 2012 at 10:30am, which is set to take place at the Company Auditorium, located at 550 Teatinos St., in the district and city of Santiago, with the aim of deciding the following matters:

- 1) Increase the capital equity by up to CLP \$ 150,000,000,000 through the issuing of shares, or via the quantity and number of shares determined by the Shareholders Meeting that shall be subscribed and paid according with what the before mentioned Shareholders Meeting agrees upon.
- 2) If the increase in the capital were to be approved, to amend the permanent articles in the bylaws regarding the company's capital and shares, and amend, replace or add the transitory articles of the company bylaws that are necessary for the capital increase and in compliance with the agreements from the Shareholders Meeting, and
- 3) Adopt any other agreements necessary to put into effect and legalize the amendment of the bylaws agreed upon by the Shareholders Meeting.

DECEMBER 5, 2012

On this date the company has been informed from the shareholders of Inversiones Pacífico II Limitada, Inversiones Atlántico Limitada, Inversiones Santa Isabel Limitada, Inversiones Yuste S.A., from Mr Andrés Navarro Haeussler, and Mr Pablo Navarro Haeussler, through which they irrevocably waive their pre-emptive right to subscribe 53,046,657 shares equivalent to the total shares they are entitled to subscribe due to the issuance of 100,000,000 shares issued in compliance with the capital increase agreed upon by the Company's Extraordinary Shareholders Meeting held on August 30, 2012, entered as N° 965 in the Securities Registrar of the Superintendencia of Securities and Insurance on November 6, 2012.

DECEMBER 5, 2012

On this date, a total of 53,046,657 SONDA S.A. shares were put on the Santiago Stock Exchange Securities Exchange, using the Order Book Auction mechanism, at a price of \$1,430 per share, with the following segments:

- Large Cap Foreign Institutional Investors (Long Only Funds): 20,953,429 shares (39.5% of the total offer).
 - Small Cap Foreign Institutional Investors (Long Only Funds): 3,554,125 shares (6.7% of the total offer).
 - Foreign Institutional Investors (Hedge Funds): 848,746 shares (1.6% of the total offer).
 - Foreign Institutional Investors (Others): 2,758,426 shares (5.2% of the total offer).
 - Pension Fund Administrators: 9,283,164 shares (17.5% of the total offer).
 - NIMS and linked to SONDA: 1,856,632 shares (3.5% of the total offer).
 - Local Institutions: 10,609,336 shares (20% of the total offer).
 - Remaining shares (Retail): 3,182,799 shares (6% of the total offer).
- Celfin Capital S.A. Corredores de Bolsa acted as Placement Agent, and BTG Pactual US Capital, LLC and Goldman Sachs & Co. acted as international placement agents.

2- SHARE STATE

SHAREHOLDER CAPITAL

SONDA's social capital up until December 31, 2012, is made up of 837,918,566 single series shares, all subscribed and paid for (771,057,175 shares in 2011 and 771,057,175 shares in 2010).

OPERATIONS IN SECONDARY MARKET

Quarterly trades in the last 3 years carried out in the stock exchanges where SONDA shares are traded in Chile, through the Santiago Stock Exchange, the Santiago Electronic Stock Exchange and the Valparaiso Stock Exchange, are broken down below (amounts expressed in pesos for the periods in which the aforementioned transactions were carried out, in historical figures):

SANTIAGO STOCK EXCHANGE

2010	AVERAGE PRICE (CHS)	NUMBER OF SHARES	AMOUNT (TH CHS)
Total 1st quarter	810.79	35,808,843	29,033,429
Total 2nd quarter	818.58	36,637,055	29,981,614
Total 3rd quarter	925.94	62,890,438	58,232,817
Total 4th quarter	1,081.82	109,040,685	117,962,047

2011	AVERAGE PRICE (CHS)	NUMBER OF SHARES	AMOUNT (TH CHS)
Total 1st quarter	1,149.19	58,895,352	68,071,875
Total 2nd quarter	1,263.22	43,580,169	55,011,733
Total 3rd quarter	1,208.05	40,401,098	48,685,923
Total 4th quarter	1,219.76	39,260,815	48,388,750

2012	AVERAGE PRICE (CHS)	NUMBER OF SHARES	AMOUNT (TH CHS)
Total 1st quarter	1,387.49	59,578,887	82,665,017
Total 2nd quarter	1,397.53	37,640,413	52,603,787
Total 3rd quarter	1,400.86	56,050,319	78,518,486
Total 4th quarter	1,460.38	127,440,133	186,111,110

VALPARAÍSO STOCK EXCHANGE

2010	AVERAGE PRICE (CHS)	NUMBER OF SHARES	AMOUNT (TH CHS)
Total 1st quarter	815.56	271,489	221,415
Total 2nd quarter	819.84	19,022	15,595
Total 3rd quarter	983.64	136,363	134,132
Total 4th quarter	1,083.29	791,742	857,689

2011	AVERAGE PRICE (CHS)	NUMBER OF SHARES	AMOUNT (TH CHS)
Total 1st quarter	1,148.21	67,300	77,275
Total 2nd quarter	1,218.48	78,445	95,584
Total 3rd quarter	1,184.25	35,786	42,379
Total 4th quarter	1,292.29	20,800	26,880

2012	AVERAGE PRICE (CHS)	NUMBER OF SHARES	AMOUNT (TH CHS)
Total 1st quarter	1,366.98	20,453	27,959
Total 2nd quarter	1,409.65	20,975	29,568
Total 3rd quarter	1,414.39	43,550	61,597
Total 4th quarter	1,488.29	15,601	23,219

CHILEAN ELECTRONIC STOCK EXCHANGE

2010	AVERAGE PRICE (CH\$)	NUMBER OF SHARES	AMOUNT (TH CH\$)
Total 1st quarter	808.83	1,375,229	1,112,324
Total 2nd quarter	816.02	1,250,663	1,020,567
Total 3rd quarter	935.68	4,136,801	3,870,728
Total 4th quarter	1,076.86	17,881,677	19,256,031

2011	AVERAGE PRICE (CH\$)	NUMBER OF SHARES	AMOUNT (TH CH\$)
Total 1st quarter	1,127.69	2,135,899	2,404,582
Total 2nd quarter	1,273.07	3,306,289	4,227,076
Total 3rd quarter	1,193.16	3,136,316	3,742,724
Total 4th quarter	1,177.35	1,640,882	1,931,885

2012	AVERAGE PRICE (CH\$)	NUMBER OF SHARES	AMOUNT (TH CH\$)
Total 1st quarter	1,392.74	2,350,398	3,295,565
Total 2nd quarter	1,389.50	3,447,740	4,805,076
Total 3rd quarter	1,397.03	3,411,626	4,768,743
Total 4th quarter	1,478.19	7,959,434	11,759,713

3- DIRECTOR'S REMUNERATION

DIRECTORS	2012		2011	
	PER DIEM ⁽¹⁾	OTHERS ⁽²⁾	PER DIEM ⁽¹⁾	OTHERS ⁽²⁾
Andrés Navarro Haeussler	29,565	-	-	279,327
Mario Pavón Robinson	14,784	37,290	-	162,064
Pablo Navarro Haeussler	19,833	-	18,338	-
Luiz Carlos Utrera Felipe	-	108,546	-	174,359
Christian Samsing Stambuk	19,833	-	16,111	-
Manuel José Concha Ureta ⁽³⁾	24,387	-	15,654	-
Jaime Pacheco Matte	19,833	47,576	15,946	49,747
Juan Antonio Guzmán Molinari ⁽³⁾	24,387	-	21,283	-
Fabio Valdés Correa ⁽³⁾	26,388	-	19,056	-
TOTAL	179,010	193,412	106,388	665,497

(1) Includes attending Board of Directors and Directors Committee meetings.

(2) Includes wages received by Directors that also fulfill an executive role in the company. (3) Designated as a member of the Directors Committee.

(3) Designate as a member of the Directors Committee.

EXECUTIVE REMUNERATION

Remuneration paid to the executive staff during 2012 amounts to ThCh\$ 3,063,891.

Compensation paid to the executives during 2012 amounts to ThCh\$ 703,416.

4- DIRECTORS OF SUBSIDIARIES AND RELATED COMPANIES

The following directors also hold management positions in the subsidiaries listed below, without receiving any income for such functions.

Andrés Navarro Haeussler	NOVIS S.A. (President) ORDEN S.A. (President) SERVIBANCA S.A. (President) SONDA SERVICIOS PROFESIONALES S.A. (President) SONDA REGIONAL S.A. (President) SONDA MEXICO S.A. DE C.V. (President) MICROGEO S.A. (President) 3 GENESIS S.A. (President) INMOBILIARIA SERVIBANCA S.A. (President)
Mario Pavón Robinson	TRANSACCIONES ELECTRONICAS S.A. (Director) SONDA REGIONAL S.A. (Director) SONDA INMOBILIARIA S.A. (Director) SERVICIOS EDUCACIONALES SONDA S.A. (President) NOVIS S.A. (Director) SONDA FILIALES BRASIL S.A. (President) ORDEN S.A. (Director) MICROGEO S.A. (Director) SERVIBANCA S.A. (Director) TECNOGLOBAL S.A. (Director) SONDA DEL ECUADOR ECUASONDA S.A. (Director) QUINTEC S.A. Y FILIALES (President) SOLUCIONES EXPERTAS S.A. Y FILIAL (Director) SONDA DEL PERU S.A. (Director) INMOBILIARIA SERVIBANCA S.A. (Director)
Christian Samsing Stambuk	SOCIEDAD PROVEEDORA Y SERVICIOS PARA REDES MOVILES S.A. (Director)
Pablo Navarro Haeussler	BAZUCA INTERNET PARTNERS S.A. (President) FACTORING GENERAL S.A. (Director) SERVICIOS EDUCACIONALES SONDA S.A. (Director) SONDA INMOBILIARIA S.A. (President) MICROGEO S.A. (Director) SONDA SERVICIOS PROFESIONALES S.A. (Director) TECNOGLOBAL S.A. (Director)

5-SUBSIDIARIES IN LATIN AMERICA AND CHILE

SONDA, directly and indirectly, has the 100% of the property of its Latin American Subsidiaries.

Furthermore, as of December 31, 2012, it has the following participation in other subsidiaries related to the IT Industry.

LATIN AMERICA

COMPANY	PARTICIPATION OF SONDA		
	% DIRECT	% INDIRECT	TOTAL
SONDA TECNOLOGIAS DE COSTA RICA S.A.	0.0000	100.0000	100.0000
SONDA DE COLOMBIA S.A.	4.9814	95.0186	100.0000
SONDA ARGENTINA S.A.	5.2561	94.7436	99.9997
CEITECH S.A.	0.0000	100.0000	100.0000
SONDA DEL ECUADOR ECUASONDA S.A.	0.0001	99.9999	100.0000
SONDA DEL PERU S.A.	0.0000	100.0000	100.0000
SONDA MEXICO S.A. DE C.V. Y FILIALES	50.1000	49.9000	100.0000
NEXTIRA ONE MEXICO S.A.	0.0000	100.0000	100.0000
SONDA URUGUAY S.A.	49.8979	50.1021	100.0000
SONDA DO BRASIL S.A.	0.0000	99.9999	99.9999
SONDA PROCWORK INF. LTDA.	0.0000	100.0000	100.0000
HUERTA PARTICIPACOES LTDA.	1.0000	99.0000	100.0000
KAIZEN INFORMATICA E PARTIC. SOC. LTDA.	0.0000	100.0000	100.0000
TELSINC PREST. DE SERV. PARA SIST. DE INF. LTDA.	0.0000	100.0000	100.0000
ELUCID SOLUTIONS S.A.	0.0000	100.0000	100.0000
PARS PRODUTOS DE PROCESSAMENTO DE DADOS LTDA.	0.0000	100.0000	100.0000

CHILE

COMPANY	PARTICIPATION OF SONDA		
	% DIRECT	% INDIRECT	TOTAL
TRANSACCIONES ELECTRONICAS S.A. Y FILIALES	0.0000	50.0001	50.0001
SONDA REGIONAL S.A.	99.9997	0.0003	100.0000
SONDA SPA	100.0000	0.0000	100.0000
SONDA FILIALES CHILE LTDA.	99.9950	0.0050	100.0000
SONDA FILIALES BRASIL S.A.	99.9993	0.0007	100.0000
3 GENESIS	0.0000	41.3926	41.3926
SOC. PROD. Y SERV. REDES MOVILES S.A.	0.0000	67.0000	67.0000
SERVICIOS EDUCACIONALES SONDA S.A.	0.6740	99.3260	100.0000
MICROGEO S.A. Y FILIAL	0.0000	80.0000	80.0000
ORDEN S.A.	4.3243	95.6757	100.0000
SERVIBANCA S.A.	0.0000	86.7500	86.7500
SOLUCIONES EXPERTAS S.A.	0.0000	50.0002	50.0002
FACTORING GENERAL S.A.	1.0000	99.0000	100.0000
TECNOGLOBAL S.A.	0.0001	99.9999	100.0000
BAZUCA INT. PART. S.A.	0.0145	99.9855	100.0000
NOVIS S.A. Y FILIAL	0.0000	60.0000	60.0000
SONDA INMOBILIARIA S.A.	0.0001	99.9999	100.0000
INMOBILIARIA SERVIBANCA S.A.	0.0000	86.7500	86.7500
SONDA SERVICIOS PROFESIONALES S.A.	0.0769	99.9231	100.0000
QUINTEC S.A. Y FILIALES	0.0000	99.6515	99.6515

6- PROPERTIES

Computer equipment, software and other fixed assets such as those related with the Transantiago project, as well as any real estate such as the institutional building, the new Datacenter and other real estate constitute the main assets of the company. These assets receive maintenance by SONDA and its affiliates, and are in good operation or conservation conditions, as may be the case.

7-EQUIPMENT

The equipment and software maintained by SONDA are intended to offer computer services and for properly implementing and operating clients' specific projects, such that they may use computer science to the benefit of their management or business processes. These services include the development and commercializations of computer programs for use at user level in general, or programs that are specially created for a specific purpose. This is applicable to companies or individual clients, or as a new technological solution designed for general use in the industry.

8-FIXEDASSETS

The main property and facilities that make up the main fixed assets owned by the company consist of computer equipment, software and other fixed assets, apart from real estate such as buildings and others. All of them are maintained by SONDA and their Affiliates, and are properly run and maintained, as the situation demands.

It is worth mentioning that the ownership of the real estate located in Chile is centered in SONDA Inmobiliaria S.A. affiliate, such as the corporate office as well as the new Datacenter located in Quilicura.

On the other hand, all equipment and software owned by SONDA are aimed mainly at the provision of IT services and for the implementation and operation of our clients' specific projects, allowing them to use IT solutions to benefit their administration processes or business as a whole.

9-INSURANCE

SONDA keeps all of its companies in Chile and overseas insured against risks that may affect any assets therein: hardware, infrastructure, buildings and any furnishings and equipment. Special attention was given to all assets to which any form of harm could have significant impact on the economic and financial results of the Company.

Therefore, the policy is designed to achieve compatibility of low cost insurance policies with a high degree of risk coverage.

The main insurance policies are:

- **INSURANCE POLICIES AGAINST ALL EVENTS FOR MATERIAL ASSETS:** These policies cover all risks associated with SONDA and its Affiliates' assets, such as buildings, warehouses and merchandise stored therein, wither company or client-owned datacenters, high cost equipment and specific client projects.

- **ENTREPRENEURIAL CIVIL RESPONSIBILITY POLICIES:** these protect SONDA's employees or contractors against possible lawsuits due to harm to third parties or their assets in the performance of their duties, be it in facilities, public spaces, or in third party owned facilities.

- **INTERNATIONAL TRANSPORTATION FLOATING POLICY:** This policy protects from the damage that could occur to buildings and materials imported via sea

- **OTHER MISCELLANEOUS POLICIES:** Other policies, such as vehicle policies, Travel Assistance, Policies in case of Accidents, etc.

10-BRANDS

SONDA and its Affiliates develop their business using several Brands, both corporate as product brands among which the most important is SONDA, that is registered or well into the registration process in all countries where the company has direct operations. The regional consolidation strategy of the company foresees having a single brand known in all these markets. Other relevant brands are QUINTEC, I-MED and FIN 700.

11-REGULATORY BONDS

SONDA is constantly developing and applying different measures to comply within the regulatory bounds that apply to their business.

This mainly includes Law N° 17,366 on "Intellectual Property", Law N° 19,223 on "Information Technology Crimes", Law N° 19,039 on "Industrial Property", la Law N°19,628 regarding "Protection of Personal Data".

12- SHARE TRANSACTIONS BY DIRECTORS, EXECUTIVES AND RELATED PARTIES

NAME	RELATIONSHIP	NUMBER OF SHARES TRADED 2012		UNIT PRICE CHS (*)	TOTAL AMOUNT CHS
		PURCHASE	SELL		
Inversiones Yuste S.A.	Controlling Shareholder		4,875,997	1,501.18	7,319,764,733

NAME	RELATIONSHIP	NUMBER OF SHARES TRADED 2011		UNIT PRICE CHS (*)	TOTAL AMOUNT CHS
		PURCHASE	SELL		
Inversiones Robinson Ltda.	Through The Director		33,334	1,300.00	43,334,200
Osorio Peña, Rafael	Corporate Finance Manager		17,211	1,300.80	22,406,800
Pavón Robinson, Mario	Director		58,065	1,295.00	75,206,160
Inv. y Asesorías Zimbros Ltda.	Through The Manager		20,116	1,280.00	25,746,160

All the transactions were for financial statements.

(*) In the case of multiple transactions, the weighted average price is presented.

13- FLUCTUATION OF THE STOCK PRICE COMPARED TO THE MARKET INDEX

	2011	2012
SONDA	8.1%	21.8%
IPSA	-15.2%	2.9%

Source: www.bolsadesantiago.com

14- CORPORATE BONDS

The company has ongoing obligations to the public due to the placement, dated December 18, 2009, of two series of bonds (A&C). The company will periodically inform the representatives of the bond holders, on the agreed dates, about the following indicators and safeguards:

Debt Level:

The quotient between payable liabilities, cash and consolidated equity must not be higher than 1.3.

Financial Expenses Coverage:

The quotient between EBITDA and financial expenses must be higher or equal to 2.5.

Equity:

The minimum equity level must be UF 8,000,000^(*).

Maintain assets free of liens:

Maintain assets free from any pledge, mortgage or any other encumbrance up to an amount at least 1.25 times the receivable uncollateralized liability.

Control over relevant Subsidiaries:

Maintain Control over the Subsidiary SONDA Procwork Inf. Ltda.

Prohibition of conveying Assets:

No more than 15% of consolidated assets.

(*) Conversion at the exchange rate on Dec. 31, 2012: 1UF=US\$47.73

DEBT INDICATORS

Table of debt indicators for the last 5 years (2008-2012)

DEBT INDICATORS	2008	2009	2010	2011	2012
Leverage (Current Liabilities + Non-Current Liabilities) / Equity	0.36	0.59	0.73	0.88	0.73
Short-Term Debt (Current Liabilities / Total Liabilities)	0.78	0.47	0.58	0.63	0.56
Long-Term Debt (Non-Current Liabilities / Total Liabilities)	0.22	0.53	0.42	0.37	0.44
Financial Expenses Coverage (Gan.Brut-GAV+Depr+Amort) / Financial Expenses	14.55	14.00	9.14	10.04	10.67

RISK FACTORS

RISKS OF LITIGATION

1. SONDA S.A.

a) On October 29, 2009, SONDA SA filed for an arbitration proceeding against the Financial Administrator of Transantiago S.A. (AFT) in order to secure compliance with the latter's obligation of paying the amount of \$ 8,474,460,573, corresponding to the value of the services provided by SONDA S.A. to AFT, and which consisted in the replacement of the technological system equipment that had been ordered. SONDA's claim is predicated on the obligation of safe-keeping and maintenance of the equipment AFT took on when receiving them from SONDA, and the payment the AFT is entitled to receive for this from the transportation services concessionaires under the current equipment services contracts subscribed by the latter concessionaires and AFT. The parties and the arbitrator agreed to separate the procedure into a first stage to determine AFT's responsibility, and a second stage to determine the amount and value of the equipments payable to SONDA. On June 30, 2011, arbitrating judge Mr. Enrique Barros Bourie declared that, except in case of failure or flaws in the equipment during the provision of the services, (i) AFT is accountable to SONDA for any losses or deterioration of the equipment shipped attributable to any circumstance or responsibility of the Concessionaries; (ii) that AFT is accountable to SONDA for any losses or deterioration of the equipment shipped attributable to any unforeseeable circumstances or force majeure; and (iii) that AFT is accountable to SONDA for any losses or deterioration of certain equipment that were not shipped that are attributable to any circumstances or responsibility of third party contractors, as long as such said equipment have effectively been given in lease or provided by AFT to those third parties. With this ruling, the second stage of the proceeding is opened to determine the amount and value of the equipment specified in the claim that AFT must pay to SONDA. On November 29, 2012, the parties agreed to request the suspension of the proceedings for a lapse of 60 calendar days starting as of the date the request was filed. In the opinion of the legal advisors, and taking into account the reasons presented and the corresponding evidence, there is a high probability that SONDA will also obtain a favorable ruling in this second stage, where the amount payable by AFT to SONDA due to the before mentioned equipment and services shall be determined.

b) On October 19, 2011 SONDA S.A. began proceedings against AFT so as to attain the forced compliance of the latter's obligations to pay the amount of UF 80,310, which corresponded to a part of the price of the services provided by SONDA S.A. in compliance with the Technological Services Contract. The said amount was withheld by AFT from the payments agreed with SONDA S.A. for the aforementioned services, claiming the compensation obligations by SONDA S.A. for the reimbursement of an equal amount of money, due to technological fines by the Ministry of Transportation and Telecommunications. SONDA S.A.'s claim is based on the inadmissibility of the fines and the non existence of any technological failures attributable to SONDA that could force the reimbursement of the fines issued by the Ministry to AFT. Later on, on November 18, 2011, the AFT responded to the proceeding filed arguing that the compensation they made proceeded in compliance with the technological contract. Likewise, they filed a counterclaim against SONDA, requesting that the latter be forced to pay the amount of \$ 352,585,128 due to consequential damages and UF 76,000 due to moral damages, based on the alleged damages suffered by AFT as a result of the technological failure occurred on March 1, 2011, in the equipment named "Antena Segura" (Safe Antenna). On November 28, 2012, both parties requested the suspension of the proceedings for a lapse of 60 calendar days starting from the date the request was presented. According to the legal advisors, the probabilities that AFT will obtain a favorable ruling regarding to the counter claim are low.

2. AFFILIATES

2.1 Affiliates in Brazil

a) SONDA Procwork y SONDA do Brasil affiliates, are currently involved in several legal proceedings, mainly tax and labor related, dating from the period before SONDA purchased those affiliates. The most significant of these legal proceedings are those related with the notification of tax breach proceedings (tax payment) issued by the Municipalities of Sao Paulo and Campinas, both cases assuming that the entirety of certain services of the affiliate were provided within their municipalities. The tax is applicable in Brazil and payable to the municipality where the before mentioned companies provide services, and calculated as a percentage of their invoicing. SONDA S.A.'s affiliate pleaded the nullity of those charges stating that such taxes have already been paid in compliance with the territorial distribution stipulated by law. On September 12, 2011 SONDA's Board of Directors decided instructing SONDA do Brasil affiliate to claim their right to moratorium, applicable in that country regarding the payment of the amounts claimed by the Municipality of Sao Paulo in one of the proceedings that passed from the administrative to the judicial stage, obtaining a benefit payment of the amount in dispute with a 75% discount of the fines and a discount of 100% of the accrued interests. This implied an extraordinary net charge to the affiliate's results for 2011, equivalent to S 2,358 million pesos, representing a 25% of the total value in dispute. The value disputed is lower in the case of the notifications issued by the Municipality of Campinas, which amount is RS 34.5 million Reais. Local lawyers have reported the company that these territorial tax conflicts are usual in Brazil, and they estimate a high probability of finally obtaining a favorable ruling for the company.

b) Up until December 31, 2012, the pending labor-related legal proceedings have meant the creation of provisions to cover possible loss contingencies amounting to MS 2,661,060. The Management and their legal advisors are of the opinion that the established provisions are sufficient to cover the risks associated with these legal proceedings.

c) On December 14, 2012, SONDA's Procwork Affiliate in Brazil was notified of a tax breach proceeding started by the tax authority (Receita Federal) for RS 28 million Reais (including fines and interests accrued) for social security contributions calculated over the payment of certain benefits to employees (cota utilidade) in 2008. For Receita Federal such benefits would be of a salary-related nature. The payment of these benefits is carried out by the company in compliance with the Collective Employment Agreement signed between the IT Workers Trade Union and the IT Company Union, with the approval of the Ministry of Labor, an agreement that expressly states that such payments are not a part of salaries for any purpose whatsoever. In compliance with the criteria of the higher courts of Brazil, such agreements must be honored by their subscribing parties and by overseeing entities. Pursuant to this, the Ministry of Labor has conducted oversight of the payment process of cota utilidade for the same fiscal year referred to in the notification of legal proceedings by Receita Federal, closing the aforementioned process with no observations, coinciding with the criteria by the judiciary in several work-related proceedings where it ratified the non-salary nature of such benefits. On January 14, 2013 the company presented the impeachment of such notification of tax breach proceedings and requested the suspension of its effects in compliance with Brazilian legislation. In the opinion of the Affiliate's lawyers, there are enough grounds to foresee the defense's high probability of success in the matter. Nevertheless, Management, understanding there is a difference of opinion between two State institutions such as the Ministry of Work and Receita Federal, upon which there are no precedents, adopted conservative criteria of constituting a provision to cover for any possible ruling against SONDA's Affiliate.

2.2 Tecnoglobal

SONDA's Tecnoglobal Affiliate is currently processing custom claims issued by the National Customs Service due to an interpretation of the application of the Chile - Canada FTA, amounting to US\$ 82,091.47. These claims are currently in first or second instance proceedings and the estimations is that the solution of this contingency shall not translate into any significant consequences for the Company.

2.3 Quintec S.A.

SONDA's Quintec Colombia affiliate is currently involved in a series of trials, mainly tax related, regarding fiscal periods previous to the purchase of the said affiliate, which are related to:

The District Secretariat of Finance and Public Debt on tax industries: the controversy is whether the income is derived from the development of commercial activities in Bogota or Cota, through which it was deemed to raise taxes as well as enforce penalties due to inaccuracies amounting to CLPS 182 million (approximately). It is the opinion of the Management and our lawyers that there are enough proven facts that enable to come to the conclusion of a favorable ruling for Quintec.

The Management Division of Control of Taxes Sectional Direction on Big Taxpayers (DIAN): this trial is related to the omission of purchases from the 2008 income statement, based on this, the DIAN proposed a higher tax and a fine for an inaccuracy of CLPS 2,090 million (approximately). It is the opinion of the Management and our lawyers that there are enough proven facts and legal arguments to arrive at the conclusion of a favorable ruling for Quintec, and that therefore no purchases were omitted from the 2008 income statement.

3. Other Legal Proceedings

The Company is involved either as plaintiff or defendant in other proceedings and legal actions along the lines of its normal course of business. It is the Management's opinion that the rulings on these matters shall have no adverse effect on the company's financial situation, operational results or liquidity.

RISKS ASSOCIATED WITH ACQUISITIONS

An important element in SONDA's growth strategy is the purchase of assets or IT Service operations. Nevertheless, despite the company's experience in such operations and the support received in reviews and opinions by external lawyers and auditors, the purchase of operations or assets carrying risks of future contingencies that could have an adverse effect on the profitability of the before mentioned assets, in the company's business, and financial standing. Likewise, the negotiation of potential purchases may involve incurring in significant expenses in the future that may not achieve the sales and profitability that would justify such an investment. Furthermore, there is no certainty that SONDA will identify acquisition opportunities that it deems adequate for its growth policy in the future.

RISKS ASSOCIATED WITH CONTRACTS

a) Contract with the Financial Administrator of Transantiago (AFT)

Besides owning a minority participation in the shares of a 9.5% of the company Administrador Financiero de Transantiago S.A. (AFT), who provides the Ministry of Transport and Telecommunications (MT T) the administration services for the resources to Santiago's Public Passenger Transportation System (Transantiago), SONDA signed a contract on September 20, 2005 with the AFT for the provision of the technological services associated with the project (Technological Services Contract). The timely and complete provision by SONDA of the ordered services has required that SONDA make investments for a total approximate amount of US\$ 108 million. On the other hand, the correct execution of the system requires a high degree of coordination and joint efforts of all the parties involved, including the MT T, the AFT, and the concessionaires of the transport services, Metro SA Company and SONDA, which until this date has not always come to be. Owing to this, during the development of the Project, SONDA has negotiated two amendments to the Technological Service Contract with the AFT during the year 2008 they celebrated a transaction with AFT to solve any pending conflicts and avoid any other possible conflicts to that date. On December 14, 2012, MT T, AFT, METRO, SONDA and the Transportation Concessionaires agreed the terms and conditions of the new contractual regime defined by the authorities for Transantiago. As a result of this, SONDA and the AFT ended their Technological Services Contract, generating a net payment for the Company of S 1,827 million booked on their results. Additionally, SONDA signed a contract with the MT T where it is obligated to provide specific technological services for Transantiago and its suppliers of transportation and complimentary services (Complimentary Services Contract for the Procurement of Technological Services for the Public Transportation System of Santiago), and parallel to this SONDA also signed a contract for the provision of technological equipment with each Transportation Services Concessionaire (Service and Technological Equipment Provision Contract). Once the Controller of the Republic finishes the process of acknowledgement ("Toma de Razón") of the contracts, SONDA shall present its waiver of all its arbitration proceedings against the AFT referred to in letter A. Risks of Litigation. If the aforementioned acknowledgement ("Toma de Razón") does not take place, this will result in SONDA reactivating the currently suspended arbitration proceedings, and the Company could possibly be involved in new arbitrations with the AFT.

b) Financial Administration Services Concession Contract with the Government of Panama

On April 8, 2011, SONDA S.A. signed the contract named "Contract for the Concession of the Financial Administration of the System for Massive Mobilization of Passengers in the Metropolitan Area of Panama (District of Panama and San Miguelito)" with the State of the Republic of Panama. This contract includes the design, supply, construction, maintenance and equipment of the technological system required for the collection of ticket payment by the users of the system and its subsequent distribution to the corresponding transportation operator, for a 10 years period. As a consideration for these services, SONDA S.A. has received a total payment for USD 180,600,000, and has had to constitute a penalty bond amounting to USD 18,060,000 that must be kept valid during the contract term plus 1 additional year.

RISKS IN AFFILIATES AND SUBSIDIARY COMPANIES

SONDA is an operating company and in turn the head office and main office for several companies through which a significant part of the company's business is developed, and whose operational profits and financial standing can have an adverse effect on SONDA's business.

SUPPLIER RISKS

Due to its nature as an integrator of solutions, the company must stock itself from a number of technological suppliers, which mostly correspond to renowned world class manufacturers with offices and representation in Chile and the rest of the world. These suppliers may make mistakes and/or omissions in the delivery dates or in the quality of the equipment, services and products they supply, and even though SONDA has implemented several policies to keep this risk at controllable levels, and is not dependent on any specific supplier, a failure to deliver or a significant failure of the suppliers may have adverse effects on SONDA's business and operational profits.

RISK OF OBSOLESCENCE AND TECHNOLOGICAL CHANGE

An essential requirement of SONDA's business is to be permanently up to date with the latest technological developments in the industry, so as to be able to offer its clients updated technological solutions. To maintain this knowledge and updating, SONDA periodically invests significant resources in the development and updating of applications. SONDA assesses technological trends and developments worldwide on an ongoing basis, nevertheless, there could be changes SONDA fails to foresee that generate technological obsolescence of its assets as well as adverse effects on SONDA's business and operational profits.

ASSET RELATED RISKS

The fixed assets corresponding to buildings, infrastructure, facilities and equipment, plus the risks of civil responsibility that stem from those risks are all covered through the corresponding insurance policies, whose terms and conditions are standard in the market. Nevertheless, any damage in its assets could cause a negative effect in SONDA's business and results.

COUNTRY RISK

SONDA and its affiliates are present in several countries in Latin America. Therefore their business, financial standing and results shall depend in part on the state of political and economical stability of those countries. Any adverse changes in those conditions may cause a negative effect in SONDA's business and results.

UNINSURED RISKS

SONDA has no insurance policy covering the risk of strike, a possibility that, if it were to occur, could negatively affect SONDA's business and outcome.

EXCHANGE RATE RISK

SONDA and its affiliates are exposed to the risk resulting from fluctuations in the Exchange rate, which could affect their financial position, results and cash flows. Despite the companies hedging policy stipulates the periodic revision of the Exchange rate risk exposure for the company's main assets and liabilities, and in case it were necessary the before mentioned risks must be hedged through (natural) an operational fit amongst the different business units and affiliates, or if this were not possible, through market instruments designed to that end, such as Exchange rate forwards or cross currency swaps, there is no certainty that those measures will completely avoid the possible adverse effects of the aforementioned Exchange rate fluctuations.

INTEREST RATE RISK

SONDA currently has liabilities at fixed rates with the financial system. From the point of view of assets, the financial investments carried out by SONDA have as their main purpose to keep an adequate level of surplus that enable the company to cover its short term cash flow needs.

Regarding non-cash liabilities, in December 2009, SONDA issued two corporate bonds to 5 and 21 years for UF 1,500,000 each. These bonds have an annual cover value interest of 3.5% and 4.5%, respectively.

CREDIT RISK

Credit Risk refers to the case in which one of the counterparties does not comply with their contractual obligations, resulting in a financial loss for SONDA and its affiliates, mainly due to selling debtors and financial assets and derivative products.

For debtors from sale, the company has established policies enabling controlling risks due to non-collectability and non-compliance of payments. Additionally, SONDA has a base of over 5.000 clients at a regional level, within which are leading companies in the Latin-American region, belonging to a great variety of industries and markets.

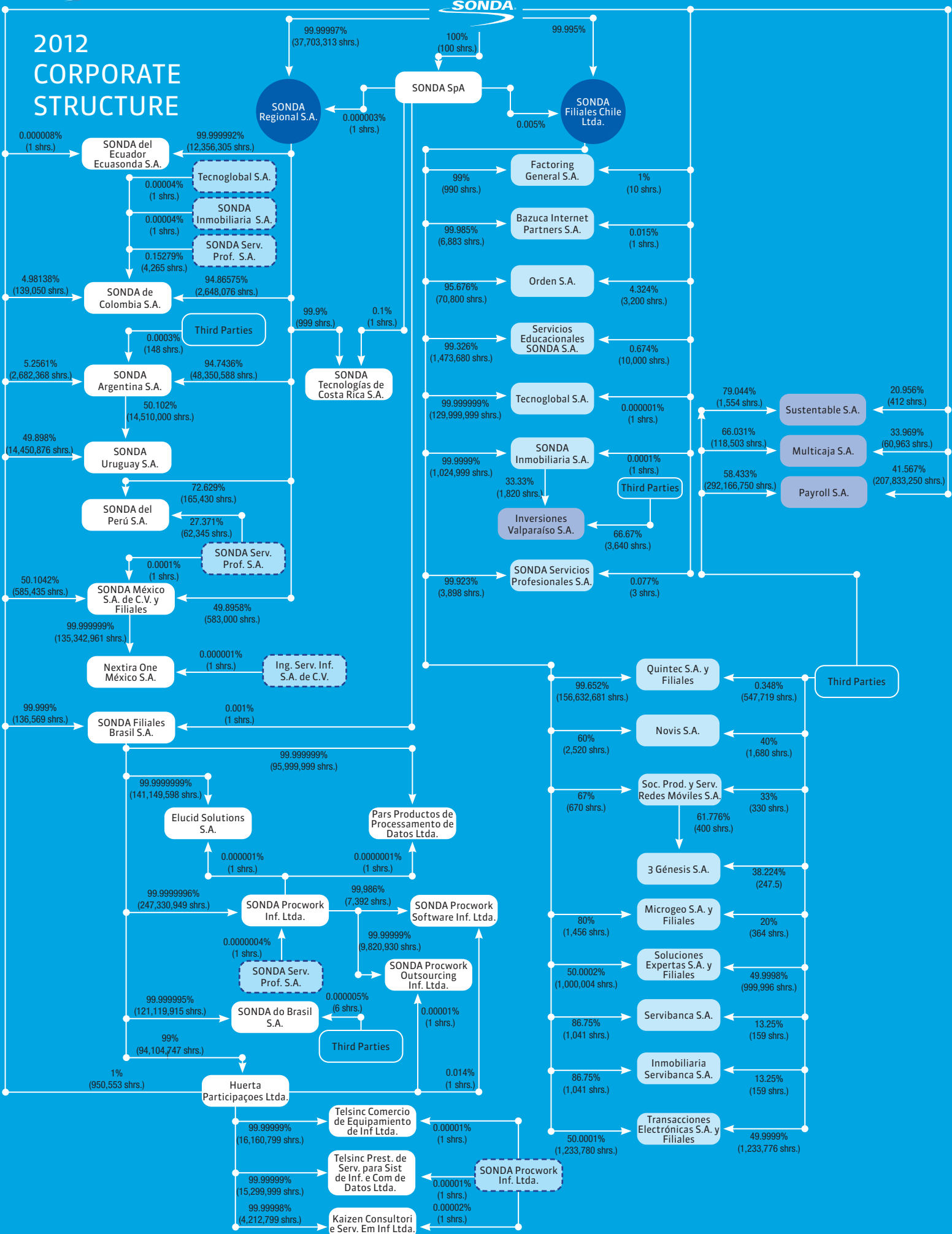
The aforementioned, added to the sectorial and regional diversification of the company, allows to considerably decreasing the volatility of this risk. This is how the 50 biggest clients account for nearly 40% of SONDA's income, which translates into a low concentration and vulnerability.

LIQUIDITY OR FUNDING RISK

Liquidity risks are associated with the need for funds to comply with payment obligations. It is SONDA's objective to maintain a balance between the continuity of funds and financial flexibility through normal operational flows, bank loans, public bonds, short term investments and credit lines.

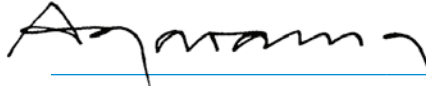
Up to December 31, 2011, SONDA had a balance in cash and equivalent cash and other financial assets for \$ 32,936 million (US\$ 63.4 million), which are made up of cash, term deposits payable at less than 90 days, mutual funds of fixed income and other short term investment instruments.


2012 CORPORATE STRUCTURE




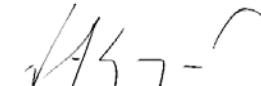
DECLARATION OF RESPONSIBILITY


The directors of SONDAS.A. and the General Manager, the signatories to this declaration, swear to be responsible for the truth of the information provided in this annual report, in accordance with General Rule N°30 and complementary rules of the Superintendency of Securities and Insurance


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Manuel José Concha Ureta
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DECLARATION OF CURRENCY CONVERSION

Figures in this annual report are expressed in Chilean pesos as of December 31, 2012. Unless otherwise noted, conversions to US dollars were done using the month-end exchange rate as of December 31, 2012. (1 US\$= 479.96 Chilean Pesos).

Design

www.grupoxigeno.cl

Photography

Juan José Valverde

Shutterstock

SONDA[®]

The logo consists of the word "SONDA" in a bold, uppercase, sans-serif font. A white, curved swoosh underline starts under the 'S', goes under the 'O' and 'N', and then curves upwards and to the right under the 'D' and 'A'. A small registered trademark symbol (®) is located at the end of the word.