



Third quarter 2007

Earnings Release Presentation



GUIDING THE INNOVATION SPIRIT IN
LATIN AMERICA

Outstanding results for 3Q07

- Sizeable growth on revenues, operating income, EBITDA and net income led us to reach 2006 full-year figures in just nine months.
- For the first time in history, more than 50% of our revenues come from outside Chile.
- IT Services increase its relative weight and reach 64.1% of total revenues. 24.2% come from Platforms business and 11.7% from Applications.
- Positive regional performance:

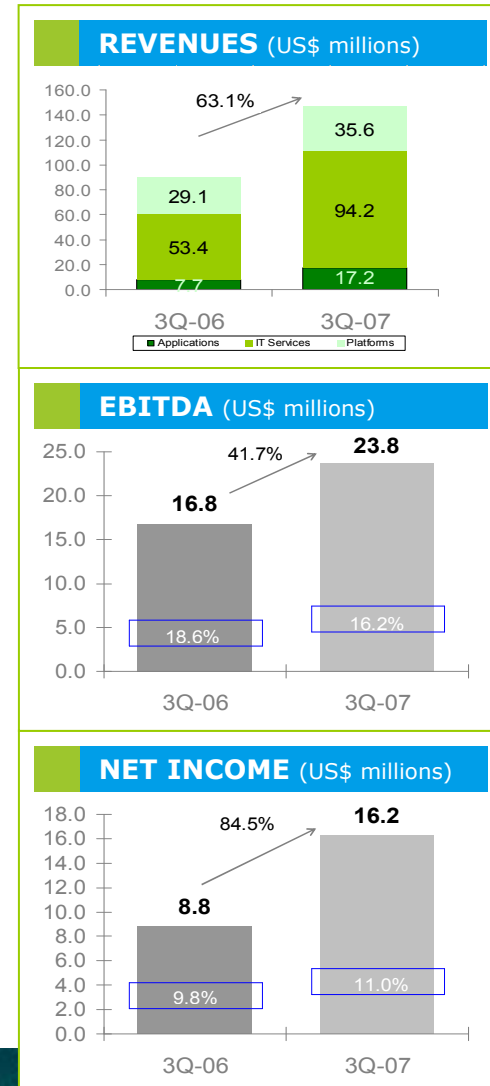


Brazilian operations showed a significant growth, led by Procwork consolidation, with operating income of US\$3.8 million and EBITDA of US\$4.7 million. Integration of operations delivers first synergy gains.



Chile reported US\$8.8 million in operating income and US\$16.6 million in EBITDA, with a growth of 16.6% and 17.8%, respectively.

- US\$ 290 million in new deals signed during the first 9 months of 2007, exceeds the whole amount signed during last year.
- New IT services contracts of up to 8 years signed with large clients such as Petrobrás in Brazil and Citibank-Banamex in Mexico.

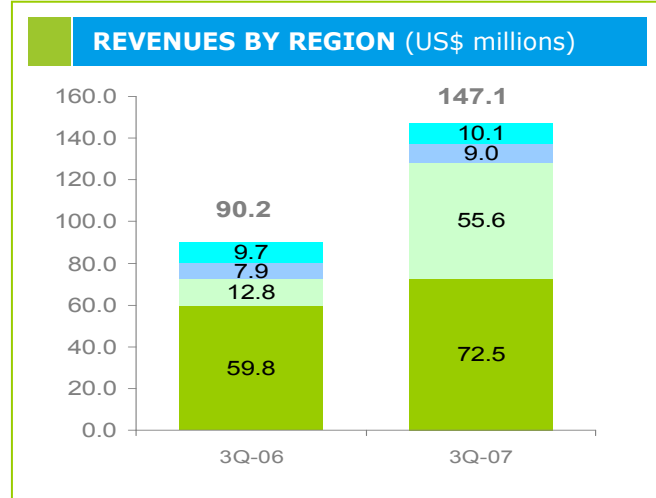
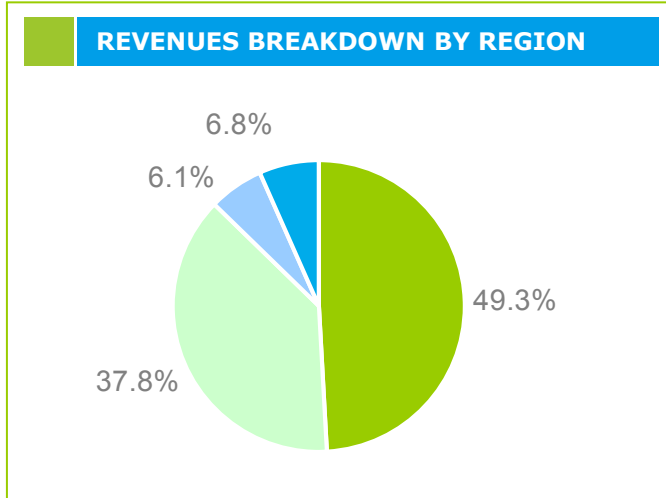


CONSOLIDATED 3Q07 RESULTS

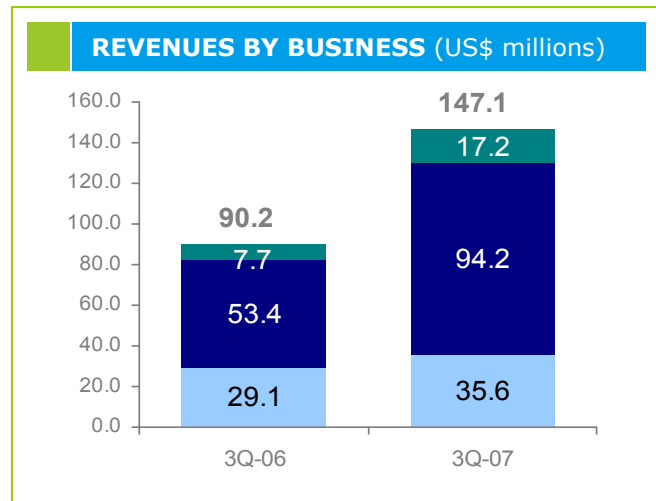
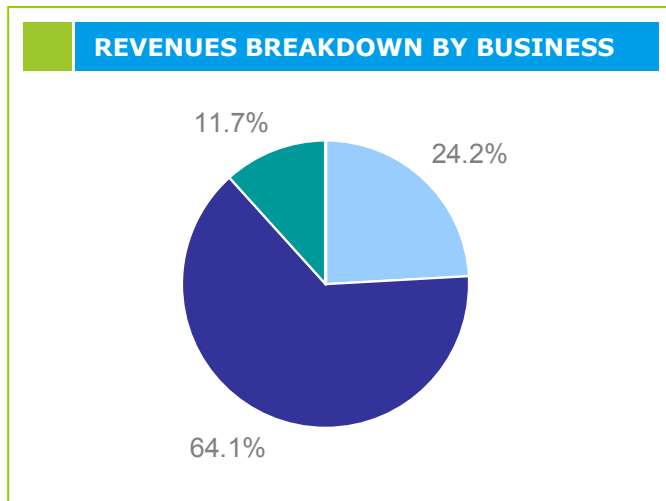
SONDA CONSOLIDATED RESULTS INCOME STATEMENT (US\$ million)						
	Sep-06	Sep-07	Var%	3Q06	3Q07	Var%
SALES	284.2	354.5	24.7%	90.2	147.1	63.1%
Platforms	86.9	101.7	17.0%	29.1	35.6	22.5%
IT Services	170.3	223.6	31.3%	53.4	94.2	76.6%
Applications	27.0	29.2	8.4%	7.7	17.2	123.6%
COST OF SALES	(225.7)	(283.8)	25.7%	(72.4)	(119.3)	64.9%
GROSS MARGIN	58.5	70.7	20.8%	17.8	27.8	56.0%
S&A EXPENSE	(28.9)	(33.0)	14.2%	(8.2)	(13.3)	61.6%
OPERATING INCOME	29.7	37.7	27.2%	9.6	14.5	51.1%
EBITDA	48.8	63.3	29.7%	16.8	23.8	41.7%
NON OPERATING INCOME	3.5	10.6	199.2%	1.9	6.8	252.2%
NET INCOME	27.2	37.9	39.2%	8.8	16.2	84.5%
FINANCIAL RATIOS						
GROSS MARGIN (%)	20.6%	19.9%	-0.6%	19.7%	18.9%	-0.9%
S&A EXPENSE / SALES	10.2%	9.3%	-0.9%	9.1%	9.0%	-0.1%
OPERATING MARGIN (%)	10.4%	10.6%	0.2%	10.6%	9.8%	-0.8%
EBITDA MARGIN (%)	17.2%	17.9%	0.7%	18.6%	16.2%	-2.4%
NET MARGIN (%)	9.6%	10.7%	1.1%	9.8%	11.0%	1.3%

EMPHASIS ON HIGH VALUE ADDED

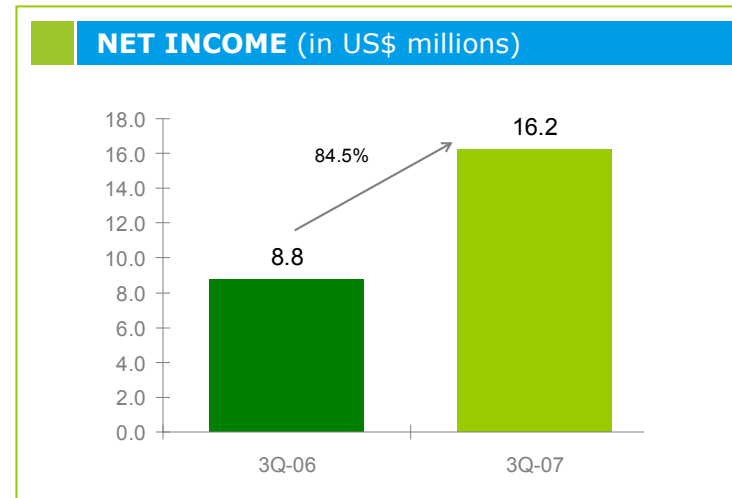
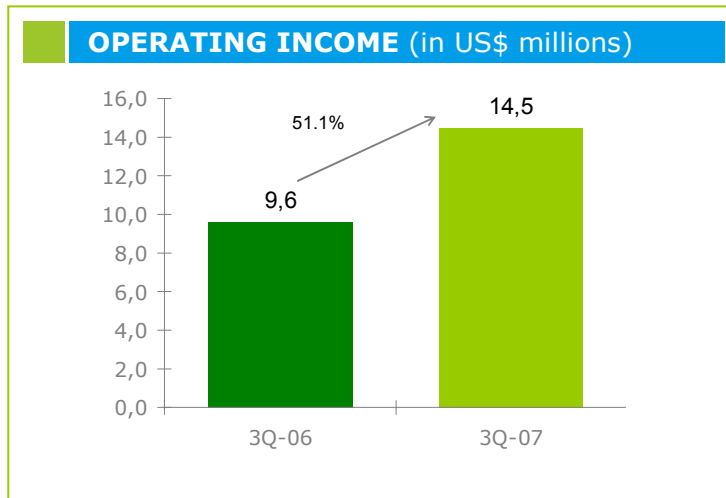
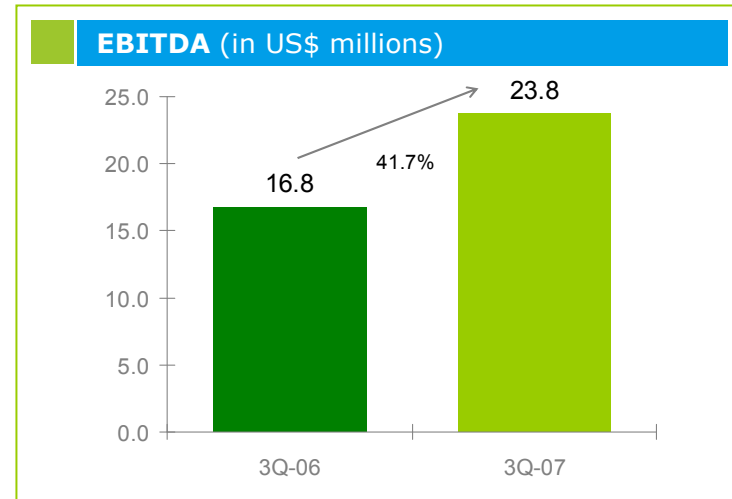
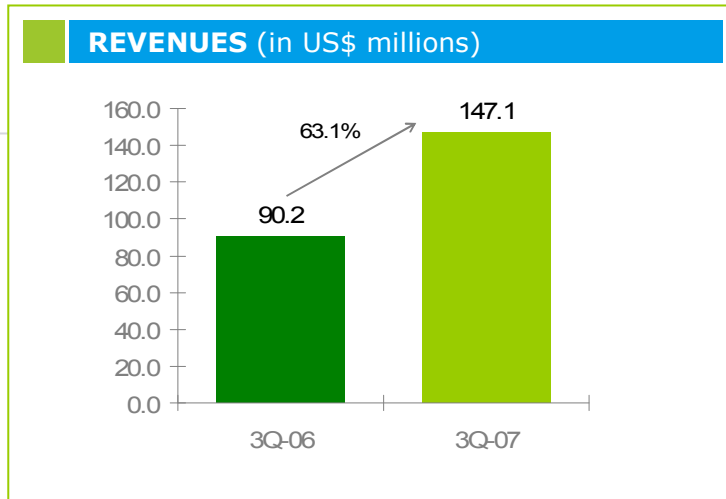
- ROLA
- Mexico
- Brazil
- Chile



- Platforms
- IT Services
- Applications



DOUBLE DIGIT GROWTH



BALANCE SHEET SUMMARY

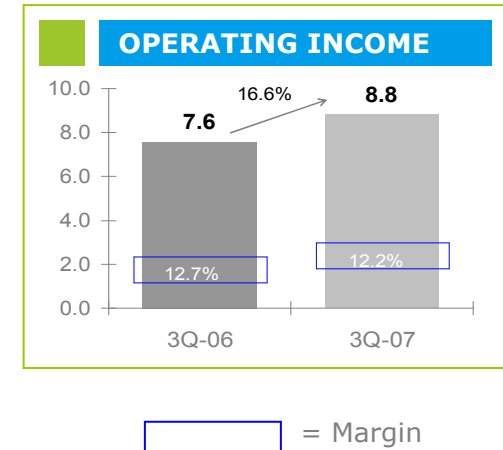
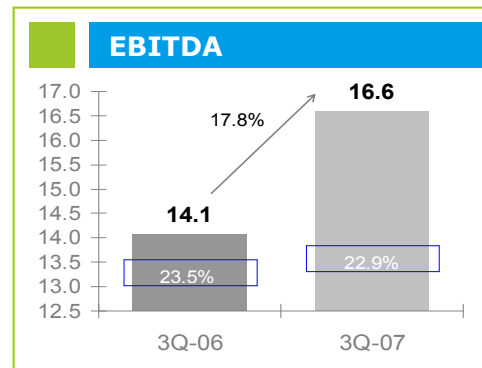
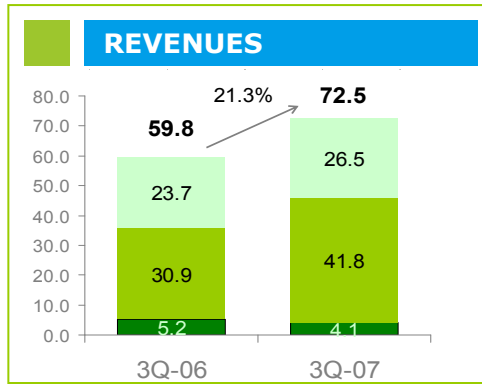
- Total cash and equivalent of US\$ 117 million.
- US\$30.7 million decrease in long term financial debt.
- Negative net debt of US\$ 35.4 million
- Total shareholder's equity of US\$ 456.8 million.

SONDA S.A. CONSOLIDATED BALANCE SHEET (US\$ millions)			
	Sep-07	Sep-06	Var%
Assets	650,376	384,597	69.1%
Cash and equivalent	117,191	56,567	107.2%
Accounts receivables	148,352	84,127	76.3%
Inventories	18,032	16,144	11.7%
Other current assets	32,536	19,743	64.8%
Current assets	316,111	176,580	79.0%
Fixed assets	111,358	94,420	17.9%
Investments in related companies	3,663	11,547	-68.3%
Other assets	219,243	102,049	114.8%
Liabilities	193,614	184,044	5.2%
Short term financial debt	37,254	32,742	13.8%
Other current liabilities	95,456	64,404	48.2%
Current liabilities	132,710	97,146	36.6%
Long term financial debt	44,496	75,174	-40.8%
Other long term liabilities	9,924	6,103	62.6%
Minority interest	6,484	5,621	15.3%
Shareholders' equity	456,763	200,553	127.8%

CHILE: Solid and profitable growth

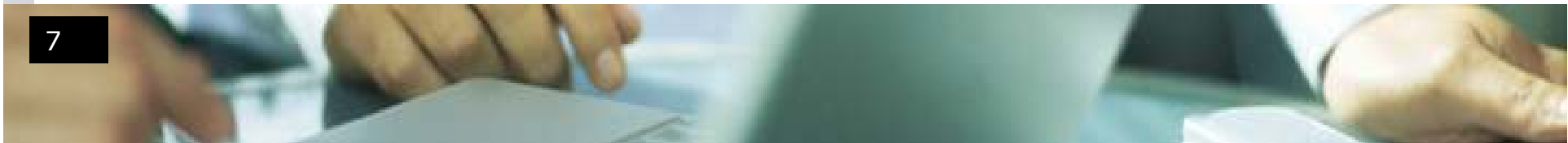
(US\$ millions)

- Platforms
- IT Services
- Applications



HIGHLIGHTS

- Revenues for 3Q07 amounted to US\$72.5 million, reflecting a 21.3% growth with regard to 3Q06.
- Improvement in both IT Services (+35.5%) and platforms (+11.9%) businesses, which totaled revenues for US\$41.8 million and US\$26.5 million each.
- Operating income scaled up US\$8.8 million, equivalent to a rise of 16.6%. Operating margin reached 12.2% at 3Q07, in a similar level to 3Q06.
- EBITDA for operations in Chile rose 17.9% when compared to 3Q06, totaling US\$16.6 million and reaching an EBITDA margin of 22.9% at 3Q07.



CHILE: Solid and profitable growth

(US\$ millions)

FINANCIAL SUMMARY

	Sep-06	Sep-07	Var %	3Q06	3Q07	Var %
SALES	188.4	214.5	13.9%	59.8	72.5	21.3%
Platforms	66.5	80.4	20.9%	23.7	26.5	11.9%
IT Services	105.6	120.9	14.5%	30.9	41.8	35.5%
Applications	16.3	13.2	-18.7%	5.2	4.1	-20.5%
OPERATING INCOME	24.8	27.5	10.9%	7.6	8.8	16.6%
EBITDA	40.7	48.8	19.8%	14.1	16.6	17.8%
GROSS MARGIN (%)	22.0%	20.7%	-1.3%	19.9%	20.3%	0.4%
S&A EXPENSE / SALES (%)	8.8%	7.8%	-1.0%	7.2%	8.1%	0.9%
OPERATING MARGIN (%)	13.2%	12.8%	-0.3%	12.7%	12.2%	-0.5%
EBITDA MARGIN (%)	21.6%	22.8%	1.1%	23.5%	22.9%	-0.7%

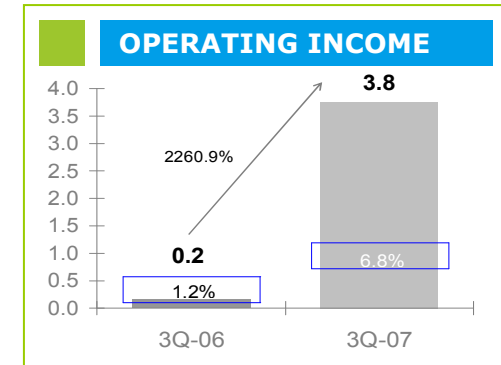
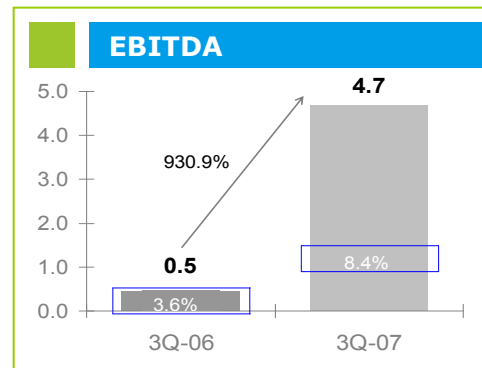
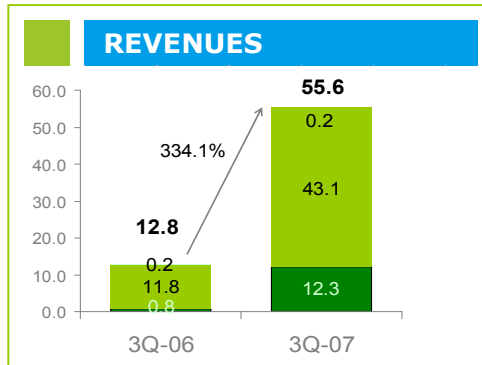
BUSINESS DRIVERS

- IT services remains as Chile's leading business and reaches 58% of total revenues.
- AFT project continues its course, along with other IT outsourcing contracts.
- New deals signed in 3Q07 totaled US\$ 36 million.

BRAZIL: Substantial growth

(US\$ millions)

- Platforms
- IT Services
- Applications



= Margin

HIGHLIGHTS

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

BRAZIL: Substantial growth

(US\$ millions)

FINANCIAL SUMMARY

	Sep-06	Sep-07	Var %	3Q06	3Q07	Var %
SALES	45.6	85.1	86.5%	12.8	55.6	334.1%
Platforms	0.7	0.9	27.8%	0.2	0.2	-19.0%
IT Services	39.2	71.0	81.1%	11.8	43.1	266.7%
Applications	5.7	13.2	130.5%	0.8	12.3	1410.6%
OPERATING INCOME	2.0	5.3	168.9%	0.2	3.8	2260.9%
EBITDA	3.5	7.5	114.4%	0.5	4.7	930.9%
GROSS MARGIN (%)	16.8%	16.0%	-0.8%	14.6%	15.9%	1.3%
S&A EXPENSE / SALES (%)	12.5%	9.8%	-2.7%	13.4%	9.1%	-4.2%
OPERATING MARGIN (%)	4.3%	6.3%	1.9%	1.2%	6.8%	5.5%
EBITDA MARGIN (%)	7.7%	8.8%	1.1%	3.6%	8.4%	4.9%

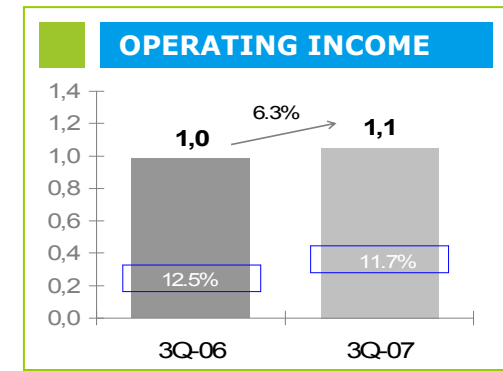
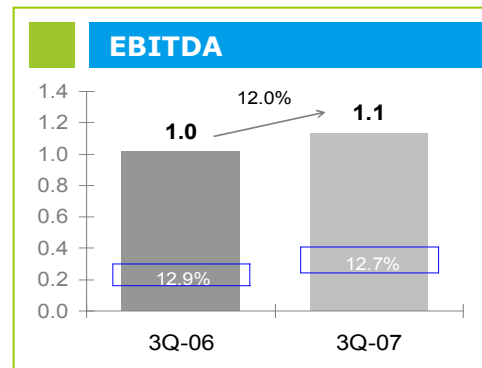
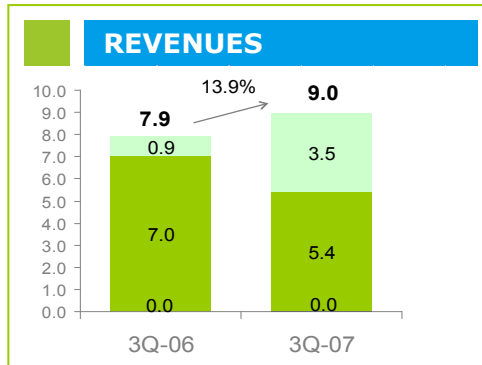
BUSINESS DRIVERS

- IT Services business growth, reaching 78% of total Brazil's revenues.
- Integration of Brazilian businesses strengthens our regional organization.
- New deals signed in 3Q07 amounted to \$75 million.
- New contracts signed with Petrobrás, Sadia, Internet Group, Medley, among others.

MEXICO: focus on large clients

(US\$ millions)

- Platforms
- IT Services
- Applications



= Margin

HIGHLIGHTS

- Revenues reached US\$9.0 million at 3Q07, with a 13.9% rise over 3Q06.
- Increase in sales was coupled with improved operating income and a larger EBITDA for 3Q07.
- Operating margin reach 11.7% at 3Q07 reflecting an increased weight of the platforms business.
- EBITDA margin reached 12.7% at 3Q07, similar to 3Q06.

MEXICO: focus on large clients

(US\$ millions)

FINANCIAL SUMMARY

	Sep-06	Sep-07	Var %	3Q06	3Q07	Var %
SALES	19.1	23.6	23.9%	7.9	9.0	13.9%
Platforms	4.5	5.1	13.7%	0.9	3.5	293.3%
IT Services	14.3	18.5	28.9%	7.0	5.4	-23.1%
Applications	0.2	0.0	-90.3%	-0.1	0.0	-132.4%
OPERATING INCOME	-0.3	2.3	-899.4%	1.0	1.0	6.3%
EBITDA	0.0	2.5	-5959.4%	1.0	1.1	12.0%
GROSS MARGIN (%)	11.4%	25.4%	14.0%	23.5%	23.5%	0.0%
S&A EXPENSE / SALES (%)	12.9%	15.8%	2.8%	10.9%	11.8%	0.8%
OPERATING MARGIN (%)	-1.5%	9.6%	11.1%	12.5%	11.7%	-0.8%
EBITDA MARGIN (%)	-0.2%	10.7%	10.9%	12.9%	12.7%	-0.2%

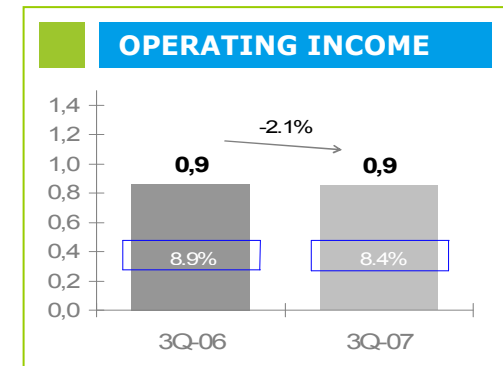
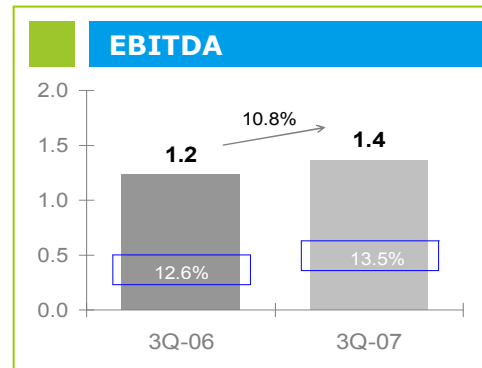
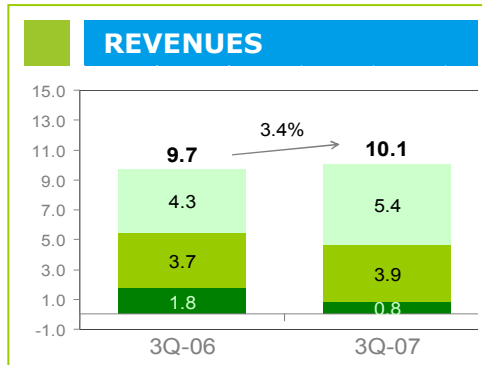
BUSINESS DRIVERS

- Deepening in relationships will allow us to increase our wallet share in large clients
- New contracts signed expected to lead revenue growth for the following months
- Major deals with Banamex, IMSS and Citi Info, among others
- Potential new businesses surpass US\$ 200 million

ROLA: Good results led by CO, CR & UR

(US\$ millions)

- Platforms
- IT Services
- Applications



= Margin

HIGHLIGHTS

- Revenues up by 3.4%, explained primarily by growth in Costa Rica, Uruguay and Colombia.
- Operating income with a 2.1% slight fall. Operating margin moved from 8.9% in 3Q06 to 8.4% in 3Q07, mainly as a result of lower operating margins in Argentina.
- EBITDA grew 10.7%, favored by improvements in Costa Rica, Colombia and Uruguay, leading to an EBITDA margin increase from 12.6% in 3Q06 to 13.5% in 3Q07.

ROLA: Good results led by CO, CR & UR

(US\$ millions)

FINANCIAL SUMMARY

	Sep-06	Sep-07	Var %	3Q06	3Q07	Var %
SALES	31.2	31.3	0.3%	9.7	10.1	3.4%
Platforms	15.2	15.3	0.5%	4.3	5.4	26.2%
IT Services	11.2	13.2	17.8%	3.7	3.9	4.5%
Applications	4.8	2.8	-41.3%	1.8	0.8	-53.9%
OPERATING INCOME	3.1	2.6	-16.8%	0.9	0.8	-2.1%
EBITDA	4.6	4.5	-2.4%	1.2	1.4	10.8%
GROSS MARGIN (%)	23.1%	21.4%	-1.7%	22.8%	21.2%	-1.6%
S&A EXPENSE / SALES (%)	13.1%	13.1%	0.1%	14.0%	12.8%	-1.1%
OPERATING MARGIN (%)	10.0%	8.3%	-1.7%	8.9%	8.4%	-0.5%
EBITDA MARGIN (%)	14.8%	14.4%	-0.4%	12.6%	13.5%	0.9%

BUSINESS DRIVERS

- Recovery in the platforms business due to renewed activity in Costa Rica.
- IT Services growth continue to be driven by Colombia and Uruguay.
- New deals signed with Deutsche Bank, ECUTEL, Marval and OSE, among others.

Q&A Session



Phone (56-2) 657 50 00
Fax (56-2) 657 54 10
Teatinos 500 /
Santiago / CHILE
www.SONDA.com

