

Increase in 1st half 2017 activity: €103.33m, +8.3%

Turnover (in €m)	2017	2016	% var. 2017/2016
Q1 (January - March)	52.70	47.13	+11.8%
Q2 (April - June)	50.62	48.28	+4.9%
Services	48.39	46.28	+4.6%
Software	2.24	2.00	+11.9%
Total H1	103.33	95.41	+8.3%
Services	98.98	91.23	+8.5%
Software	4.35	4.18	+4.0%

Satisfying H1 growth

The increase in turnover seen in the 1st half pointed to entirely organic growth of 8.3% to €103.3 million.

Despite a lower number of days billed during the 2nd quarter 2017 compared with the 2nd quarter of the previous financial year (-3 days, a difference of 6%), the **Services** activity was up 4.6% in the 2nd quarter at €48.39 million.

The intercontract rate remained under control at 2% over the half year and the level of recruitments was high, despite tensions in the sector, with 216 entries over the half year, i.e. an internal workforce of 1,557 employees at the end of June 2017.

For the **Services** activity, the solid momentum seen during the half year on digitalisation projects benefited all sectors. The Banking sector (33.8% of turnover) remained the main contributor to turnover, the Industry sector (26.9% of turnover) maintained its relative share and the Services/Transport and Insurance/Pensions sectors continued to account for 22.4% and 13.3% of turnover respectively.

In the 2nd quarter, turnover for the **Software** activity increased by 11.9% to €2.24 million, with royalties up at €1.39 million. Several trials and POC are currently underway for Infotel brand products such as Arcsys and Infoscope, as well as for distributed software such as zCost and Correlog.



Confidence for 2017

The 1st half fuels the Group's optimism for the remainder of the year, with growth and profitability objectives maintained.

Upcoming events:

Publication of H1 results - September 20, 2017 after the market
Investors' meeting: September 21, 2017 (noon)

About Infotel

Listed on Compartment B of Euronext Paris since January 1999 (ISIN code FR0000071797), **Infotel** specialises in large-account information management systems, from mobile to very large volume databases (Big Data). Operating at the forefront of technological innovation, **Infotel** develops its expertise across two complementary divisions: IT services and software publishing. With €190.6 million in turnover in 2016, **Infotel** has a staff of over 2,000.

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