

## Strong growth in Q3: +10.3%

### 9 months revenue: +8.9%

Turnover (in €m)	2017	2016	% var. 2017/2016
Q1 (January - March)	52.7	47.1	+ 11.8%
Q2 (April - June)	50.6	48.3	+ 4.9%
<b>Q3 (July - September)</b>	<b>49.0</b>	<b>44.4</b>	<b>+ 10.3%</b>
Services	46.8	42.4	+ 10.4%
Software	2.2	2.0	+ 7.8%
<b>9 months</b>	<b>152.3</b>	<b>139.8</b>	<b>+ 8.9%</b>
Services	145.8	133.6	+ 9.1%
Software	6.5	6.2	+ 5.2%

### Persistence of a good level of growth over 9 months

In the third quarter of 2017, **Infotel** posted only organic growth of 10.3%, despite an unfavourable number of working days. In the first nine months of the year, growth was 8.9%.

The **Services division** (96% of sales) posted an increase in sales of 10.4% for the quarter. In 9-month cumulated terms, growth amounted to 9.1%.

Digitalization remains the main driver of growth in all the business sectors in which **Infotel** operates and the Bank is still the leading business sector with significant new contracts earned over the period. The intercontract rate continues to be very low, at 1.6% on average over the quarter. The recruitment policy was very active this quarter with 82 new employees during the quarter, a total workforce of over 2,250 at the end of September 2017.

The **Software division** (4% of sales) recorded a significant amount of IBM royalties for \$ 1.73 million. New sales on the various proprietary or distributed software should be completed by the end of the year.

#### Upcoming event:

**Publication of Q4 2017 revenue: January 24, 2018 after market close.**



## 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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## Contacts

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