

**Growth in revenue in Q1 2019: +6.9%**

Revenue (in €m)	2019	2018	% change 2019/2018
<b>Q1</b>	<b>62.85</b>	<b>58.79</b>	<b>+6.9%</b>
Services	60.60	56.50	7.2%
Software	2.25	2.29	- 1.7%

**First quarter growth driven by Services**

**Infotel** posted organic growth in revenue of **+6.9%** in the first quarter of 2019, outperforming the Syntec Numérique forecast of average market growth of 3.9% for the current year.

The **Services** division expanded by 7.2% in the first quarter, continuing its growth despite there being one less business day than in 2018. The *Banking* sector (36% of revenue) remained strong, followed by the *Manufacturing* sector (28% of revenue), which expanded, and *Services*, which accounted for nearly 22% of total revenue.

First-quarter revenue included €0.6 million for Coach'Is. The synergies planned are getting off to a good start with, in particular, large opportunities to develop our know-how in the management of motorway networks.

**Software** activity was almost stable with revenue of €2.25 million, including €1.37 million related to royalties from IBM.

**Infotel** is pursuing an active canvassing strategy in Europe and the United States for the sale of Orlando and its other software solutions (Arcsys, IdbA, DB/IQ).

With 130 gross new hires over the period, the total headcount stood at nearly 2,545 persons at end-March 2019. The inter-contract rate remained low at an average of 2.3% for the quarter.

**Confidence for 2019**

The first quarter is in line with the Group's growth and profitability targets for the year. Today's General Meeting confirmed the payment of a dividend of €1.60 per share.

**Upcoming events****Second quarter 2019 revenue: 24 July 2019****About Infotel**

Listed on Compartment B of Euronext Paris since January 1999 (ISIN code FR0000071797), **Infotel** specialises in information management systems for major accounts, from mobile to very high-volume databases (Big Data). Operating at the forefront of technological innovation, **Infotel** develops its expertise across two complementary



divisions: IT services and software publishing. **Infotel** posted revenue of €231.7 million in 2018 and employs over 2,500 people.

---

**Contacts**

**Infotel**

*Michel Koutchouk*

*Chief Executive Officer*

*Tel.: +33 (0)1 48 97 38 38*

*michel.koutchouk@infotel.com*

**Actifin**

**Financial Communication**

*Ghislaine Gasparetto*

*Tel.: +33 (0)1 56 88 11 11*

*ggasparetto@actifin.fr*