

**Solid growth continues in third quarter of 2021**

**Q3 revenue: €62.9m (up 15.7%)**

**Nine-month revenue: €192.0m (up 11.1%)**

**Infotel**, (ISIN code: FR0000071797 – memo: INF), a leading partner in the digital transformation of major accounts in Europe, today announced the publication of its third-quarter and nine-month 2021 revenue.

Revenue (in €m)	2021	2020	2019	Change 2021 / 2020	Change 2021 / 2019
Q1	64.5	66.0	62.9	-2.2%	+2.7%
Q2	64.6	52.5	59.5	+23.1%	+8.5%
<b>Q3</b>	<b>62.9</b>	<b>54.4</b>	<b>60.3</b>	<b>+15.7%</b>	<b>+4.3%</b>
Services	60.8	52.2	57.7	+16.4%	+5.4%
Software	2.1	2.2	2.6	-3.2%	-18.6%
<b>Nine-month total</b>	<b>192.0</b>	<b>172.8</b>	<b>182.7</b>	<b>+11.1%</b>	<b>+5.1%</b>
Services	186.1	166.4	176.0	+11.8%	+5.8%
Software	5.9	6.4	6.7	-8.0%	-12.0%

**Solid sales momentum in the third quarter of 2021**

**Infotel** posted revenue of €62.9m for the third quarter of 2021, **up 15.7%** compared to the same period in 2020, and up 4.3% compared to 2019, confirming the solid trend observed during the previous quarter.

For the first nine months of 2021, **revenue increased 11.1%** from 2020 and 5.1% from 2019, and as such was in line with **Infotel's** target of exceeding 2019's growth level.

The **Services** business generated growth of 16.4% in Q3 2021 and 11.8% over the first nine months of the year.

In the Banking/Finance sector, **Infotel** reported new referrals including the European Central Bank and the Council of Europe Development Bank, and won new contracts with BNP Paribas, Crédit Mutuel and BPCE, enabling it to expand the scope of its operations with existing clients.

In the Industry sector, **Infotel** signed new contracts with Nissan and new contract extensions with Air France and Airbus, specifically one covering a service center at Airbus Helicopters.

New referrals have been won at SNCF and are in progress at Renault, and **Infotel** is expanding its operations at several existing clients, including Enedis, GIP Santé, CNRS, Société du Canal de Provence and ADEO.

Measures taken to improve recruitment are beginning to show their effect, with a total of nearly 350 hires since the beginning of the year. **Infotel** had a total headcount of 2,685 at the end of September and the inter-contract rate remained low at 1.0% over the quarter.

IBM royalties in the **Software** sector amounted to €0.94m in the third quarter.

The Orlando software suite's growth continued, with new contracts signed with Breeze, CMA CGM (Cargo business) and WMA.

### **End-of-year target confirmed**

2021 business is expected to increase compared to 2019, and current operating profitability should be at least equal to that of 2019.

#### **Upcoming event:**

**Publication of Q4 2021 revenue: January 26, 2022, after market close**

### **About Infotel**

Listed on compartment B of Euronext Paris since January 1999 (Isin code FR0000071797), **Infotel** is a specialist in large account management systems, from mobile to very large databases (*Big Data*). At the cutting edge of technological innovations, **Infotel** is developing its expertise around two complementary areas of activity: IT services and software publishing. With €235.2m in revenue in 2020, **Infotel** employs more than 2,600 people.

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