

**2022 Q1 revenue: €74.4m, up 15.3%**

Excellent performance over the quarter

Distribution of a dividend of €1.60 per share

**Infotel**, (ISIN code: FR0000071797 – memo: INF), a leading partner in the digital transformation of major accounts in Europe, today announced the publication of its first quarter 2022 revenue.

Revenue (in €m)	2022	2021	Change 2022 / 2021
Q1	<b>74.4</b>	<b>64.5</b>	<b>+15.3%</b>
- o/w Services	72.3	62.6	+15.6%
- o/w Software	2.1	2.0	+6.1%

**Very strong business activity in Q1 2022**

Revenue for the first quarter of 2022 posted a solid increase of **15.3%** to €74.4 million, reflecting very strong activity in all of **Infotel's** operating sectors.

In **Services**, activity grew 15.6% in Q1 2022.

The Banking sector accounted for 41.5% of activity over the period, positioning **Infotel** as a major partner in this market segment with the roll-out of new projects for several major accounts such as BPCE, Crédit Mutuel Arkéa and Oney Bank.

The Industry sector was up 25.3%, confirming the growth of this segment, notably with growth in activity at AIRBUS Helicopters, an increase in the service center for Stellantis and a ramp-up of the platform for Nissan.

Services – Transport stood at 17.7% of revenue while maintaining a high level of operational performance.

The Insurance sector accounts for 12.3% of revenue and includes the operational implementation of a Salesforce support center for COVEA as part of the various projects during the quarter. **Infotel** has also deployed a Robotic Process Automation (RPA) Competency Center. These new functional offers could be extended to other key accounts in the near future.

OAIIO, the Group's Digital and Innovation Consulting Agency – which supports its customers with their digital projects, from design to implementation – also posted robust activity over the period, notably with the launch of a digital support program (support, consultancy, training) and co-creation of digital tools for Crédit Mutuel Arkéa.

With 140 gross hires over the quarter, the inter-contract rate remained low, at 1% on average, the voluntary departure rate was 13.7% in the first quarter, and all sectors benefitted from pricing power linked to the juniorization of the teams for certain service centers.

The **Software** business posted growth of 6.1% in Q1 2022, including €1.1m in IBM royalties.

The Orlando software solution continued to grow in terms of sales, with the acquisition of 3 new contracts over the period: HOP!, Wizz Air and Azul Airlines.

Deepee, the software enabling the anonymization or erasure of personal data once listed and identified, won a new contract with Nissan.

## **Dividend of €1.60 per share**

Today's General Meeting approved the payment of a dividend of €1.60 per share.

## **Upcoming event H1 revenue: July 27, 2022, post-closing**

## **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 €263.4m in revenue in 2021, **Infotel** employs more than 2,800 people.

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