

**Continued strong growth in Q2 2022: +15.9%**

**Excellent performances in H1 2022: +15.6%**

<i>Revenue (€m)</i>	<b>2022</b>	<b>2021</b>	<b>2022 / 2021 (%)</b>
<b>Q1</b>	<b>74.4</b>	<b>64.5</b>	<b>+15.3%</b>
<i>Services</i>	72.3	62.6	+15.6%
<i>Software</i>	2.1	2.0	+6.1%
<b>Q2</b>	<b>74.8</b>	<b>64.6</b>	<b>+15.9%</b>
<i>Services</i>	72.3	62.8	+15.1%
<i>Software</i>	2.6	1.8	+43.5%
<b>1<sup>st</sup> half</b>	<b>149.3</b>	<b>129.1</b>	<b>15.6%</b>
<i>Services</i>	144.6	125.3	+15.4%
<i>Software</i>	4.7	3.8	+24.0%

**Solid momentum in all businesses**

After a first quarter marked by strong growth of 15.3%, **Infotel's activity in the second quarter of 2022 increased by 15.9%** to €74.8m. This performance confirms the solid momentum observed since the beginning of the year.

**Services** revenue recorded a 15.1% increase to €72.3m in Q2 2022. For the first half of the year, revenues were up 15.4% to €144.6m.

Driven by strong demand across all sectors and regions, **Infotel** benefits from an excellent offering and a first-rate positioning, which enables it to increase its market share within its portfolio of large accounts.

The Banking/Finance sector remains the most dynamic, accounting for 41.2% of Services revenues, with a relaunch of investments at BPCE and an increase in our positions at Oney Bank and Crédit Mutuel Arkéa.

The Industry sector, which accounts for 26.0% of the Services business, is seeing a renewal of our offer at AIRBUS with new support platforms and the support of new projects by our teams in India. STELLANTIS is ramping up its activities and our teams in India are being strengthened for NISSAN.

With a contribution up to 17.7%, the Services/Transportation sector benefited from a stronger position at Air France with a record number of employees recorded over the period. The recent agreement with SNCF resulted in the signing of the first technical assistance contracts for SNCF and GEODIS.

Insurance / Retirement represents 11.9% and Public Administration remains stable at 3.2%, with numerous technical assistances signed for the French securities regulator, AMF.



With 268 gross new hires over the period, the total headcount is 3,000 at the end of June 2022. The inter-contract rate is extremely low at 0.9% on average over the half-year, as is the voluntary departure rate at 13.7% over the same period.

The **Software** business recorded revenues of €2.6m in the second quarter, **up 43.5%**.

For the first half of the year, revenues increased by +24.0% to €4.7m, including €2.3m in royalties from IBM.

The **Orlando** software suite for aircraft technical documentation strengthened its position as a growth area with the award of a new contract with Canadian North.

### ***Upcoming events***

**Publication of H1 results: 21 September 2022, after market close**

Analyst meeting: 22 September 2022 - 10 p.m.

### **About Infotel**

Listed on Compartment B of Euronext Paris since January 1999 (ISIN 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 €263.4m in 2021 and employs more than 2,800 people.

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