

Continued strong levels of activity in Q3 2022

Third-quarter revenue: €71.4m, +13.5%

9-month revenue: €220.7m, +14.9%

Infotel, (ISIN: FR0000071797 - ticker: INF), the leading digital transformation partner for key accounts in Europe, today announced the publication of its revenue for the third quarter of 2022 and the first nine months of 2022.

Revenue (in €m)	2022	2021	Change 2022 / 2021
Q1	74.4	64.5	+15.3%
Q2	74.9	64.6	+15.9%
Q3	71.4	62.9	+13.5%
Services	68.3	60.8	+12.4%
Software	3.1	2.1	+44.6%
9-month total	220.7	192.0	+14.9%
Services	213.0	186.1	+14.4%
Software	7.7	5.9	+31.4%

Continued strong levels of activity in Q3 2022

In line with the sales momentum recorded in the second quarter, **Infotel** posted revenue of €71.4m in the third quarter of 2022, up +13.5% compared with 2021.

Over the first nine months of 2022, total revenue was up +14.9% to €220.7m. This performance is twice the sector growth forecast of +7.4% for 2022¹.

The **Services** business generated growth of +12.4% in the third quarter of 2022. Over the first nine months of the financial year, growth stood at +14.4%, confirming the continued strong demand from key clients in support of their digital transformation.

Over the first nine months of the year, the Banking/Finance sector accounted for 41.2% of the Services business, Industry for 26.7%, Services – Transport for 17.3%, Insurance – Pensions for 11.6% and Administrations for 3.2%.

Recent new clients are contributing to the growth in activity, for example with the launch of new services for SNCF's passenger business, new contracts for RTE and an acceleration in the growth of service centers for the banking sector with the roll-out of new solutions at BNP Paribas, BPCE, Banque de France and Crédit Mutuel Arkéa.

In the United Kingdom, **Infotel** is launching a major project to set up direct sales to Nissan customers. Activity in the Principality of Monaco is booming with new projects serving the Government.

In what remains a tight hiring market, **Infotel** is capitalizing on the attractiveness of its employer brand to further strengthen its teams. With 485 gross new hires since the beginning of the year, including 174

¹ Numeum, July 2022: <https://numeum.fr/actu-informatique/croissance-attendue-du-secteur-numerique-74-en-2022>

in September alone, the total headcount increased to 3,040 at the end of September. The inter-contract rate was very low over the first three quarters, at 0.8%.

The **Software** business posted third-quarter revenue of €3.1m, up +44.6%. Over nine months, revenue totalled €7.7m, an increase of +31.4%.

IBM royalties amounted to €1.5m in the third quarter and €3.8m for the first nine months of the financial year.

Orlando, the technical documentation software suite for aircraft, continued its very strong growth with the signing of two new contracts over the period, with Air New Zealand and Air Cairo.

Target confirmed for the end of the year

In a very buoyant business environment and with an offering aligned with market needs, **Infotel** reiterates its confidence that it will continue to record sustained growth at the end of the year and achieve a current operating margin at least equal to that of the first half, in line with its 2026 strategic plan.

Upcoming event:

Publication of Q4 2022 revenue: January 25, 2023, after market close

About Infotel

Listed on Compartment B of Euronext Paris since January 1999 (ISIN FR0000071797), **Infotel** specializes in digital transformation 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 3,000 people.

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