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**Press release**

Paris, October 28, 2026

# Acceleration of growth in Q3 2026: €77.9m (+11.3%)

# Confirmation of growth and profitability targets for 2026 as a whole

**Infotel** (ISIN: FR0000071797 - ticker: INF), the leading digital transformation partner for key accounts in Europe, is today publishing its revenue for the third quarter and first nine months of 2026.

| **Revenue** *(€m)* | **2026** | **2025** | **Change 2026 / 2025** |
|---|---|---|---|
| **Q1** | **81.9** | **75.4** | **+8.6%** |
| **Q2** | **78.4** | **71.0** | **+10.4%** |
| **Q3** | **77.9** | **70.0** | **+11.3%** |
| *- o/w Services* | 74.3 | 65.9 | +12.6% |
| *- o/w Software* | 3.6 | 4.0 | -9.5% |
| **First 9 months** | **238.2** | **216.4** | **+10.1%** |
| *- o/w Services* | 223.5 | 205.3 | +8.8% |
| *- o/w Software* | 14.8 | 11.1 | +33.3% |

## Fresh acceleration of growth in Q3 2026

After growth of +8.6% in the first quarter and +10.4% in the second quarter, Infotel confirms a further acceleration of growth in the third quarter of 2026, with revenue of €77.9 million, up +11.3%.

Revenue for the first nine months of the year came to €238.2 million, up +10.1%. This growth reflects the strong sales momentum observed in both Services and Software.

In Q3 2026, the **Services** business made revenue of €74.3 million, an increase of +12.6%, giving rise to growth of +8.8% over the first nine months of the year.

This performance was driven in particular by the Banking/Finance sector, which accounted for 45.4% of Services revenue at 30 September, compared with 41.9% last year. The Group continues to develop its positions among major banking institutions, notably winning several major projects at ARKEA that incorporate Infotel's expertise in artificial intelligence.

The Services/Transport sector accounted for 19.4% of Services revenue, compared with 18.9% a year earlier. The share of the Industry sector fell to 19.2% compared with 23.4% in the same period of 2025, although Infotel maintained its position with its major customers in the sector. The Insurance/Retirement and Administration sectors remained virtually stable, accounting for 11.8% and 4.2% of Services revenue respectively. In the Insurance sector, the gradual ramp-up of projects, particularly at COVEA and IMSA, will serve as a growth driver over the coming quarters.

381 new employees were added during the first nine months, bringing the Group's workforce to 3,642. The inter-contract rate improved to 1.9% in Q3 2026 and 2.3% over the year.

Meanwhile, Infotel continues to strengthen its expertise in artificial intelligence, a key strand of its strategic development. To meet the growing needs of large accounts in transforming and modernizing

their information systems, the Group is launching a program to recruit young IT engineers trained in the new tools and uses of AI.

After an initial phase of training for its teams, the Group continues to upskill its employees, particularly those working on assignments with customers, in order to speed up the deployment of its offers that incorporate artificial intelligence.

**Altanna** has seen continued strong growth, with a doubling of its business volume since its integration into the Group and an employee headcount that currently stands at 110.

The **Software** business posted Q3 revenue of €3.6 million, a decrease after a record first half, and €14.8 million over the first nine months of the year, representing an increase of +33.3%.

**IBM** royalties amounted to €1.4 million in Q3 2026.

In a market environment that remained demanding for airlines, **Orlando**, the software suite for aircraft technical documentation, saw a slight increase in revenue and signed a new listing with Carpatair. The Group also has a portfolio of qualified prospects that offer new opportunities for business development.

## Confirmation of 2026 targets

Given the performance recorded since the beginning of the year and its visibility in the final months of the year, Infotel confirms the following targets for 2026:

- revenue growth of +9.5%;
- current operating margin (excluding free shares) of more than 9%.

In the longer term, Infotel will continue to execute its 2030 strategic plan, which targets revenue of around €500 million by 2030 through a combination of organic and external growth, and a current operating margin of around 10%.

**Next event**

2026 full-year revenue: Wednesday, January 27, 2027, after the markets close

## About Infotel

**Infotel** specializes in digital transformation for major accounts.
The Group aims to become a leader in the industrialization of AI within an ethical and responsible framework, while guaranteeing technological sovereignty and infrastructure security.
By supporting its customers with their international development, Infotel can expand its presence across several continents.
The Group also has a diversified software offering in database management, archiving and aeronautical technical documentation.

## Contacts


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