

## Q4 2025 revenue up +3.5%

### Acquisition of Sesin, a specialist in EDM

### A promising start to 2026

**Infotel** (ISIN: FR0000071797 - ticker: INF), the leading digital transformation partner for key accounts in Europe, is announcing the publication of its revenue for the fourth quarter of 2025 and for full-year 2025.

Revenue (in €m)	2025	2024	Change 2025 / 2024
Q1	75.4	79.1	-4.6%
Q2	71.1	70.1	+1.4%
Q3	69.9	70.3	-0.6%
<b>Q4</b>	<b>78.1</b>	<b>75.4</b>	<b>+3.5%</b>
<i>Services</i>	<i>74.8</i>	<i>71.8</i>	<i>+4.2%</i>
<i>Software</i>	<i>3.2</i>	<i>3.5</i>	<i>-9.6%</i>
<b>Total</b>	<b>294.5</b>	<b>294.9</b>	<b>-0.1%</b>
<b><i>Services</i></b>	<b><i>280.2</i></b>	<b><i>281.5</i></b>	<b><i>-0.5%</i></b>
<b><i>Software</i></b>	<b><i>14.3</i></b>	<b><i>13.3</i></b>	<b><i>+7.2%</i></b>

### Return to growth in Q4 2025

**Infotel** made revenue of €78.1 million in Q4 2025, an increase of +3.5%, driven by growth in the Services activity (+4.2%).

Infotel's revenue for full-year 2025 came to €294.5 million, a very slight decline of -0.1%, which is well short of the forecast decline of -1.8% published by Numeum for the digital services sector.

Within the **Services** activity, there was confirmation of the rebound in the Banking/Finance sector with the ramp up by BPCE, which has become the Group's biggest customer, ahead of Airbus. This sector now accounts for 42.1% of the revenue generated by the Services activity versus 39.2% a year earlier, and saw confirmed sales momentum with several major accounts, such as Crédit Mutuel Arkéa and BNP PARIBAS.

The Industry sector contributed 22.8% of revenue compared with 26.3% the previous year. Revenue from Airbus and Stellantis stabilized, while new projects are being studied for 2026.

The Services/Transport sector made a stable contribution of 19.5% compared with 19.1% of revenue, with development opportunities identified at Air France and Enedis in particular.

The Insurance/Retirement and Administration activities also remained stable at 11.7% and 4.0% respectively of total revenue.

**Altanna**, the IT infrastructure solutions expert, reaffirmed its strong potential with the signature of new sales contracts and a doubling of its workforce since its consolidation.

The Artificial Intelligence service offering confirmed its relevance, with an acceleration of assignments at major customers via the subsidiary **OAIO**.

In 2025, Infotel recruited 377 new people, bringing its workforce to 3,232 at the end of December. The intercontract rate at the year-end remained low at 3.3%.

The **Software** activity saw a decline in the fourth quarter with revenue of €3.2 million but it rose by +7.2% over the full year, with revenue reaching €14.3 million.

**IBM royalties** contributed €5.8 million in 2025, including €1.0 million in respect of Q4 2025.

**Orlando**, the software suite for aircraft technical documentation, saw a continuation of its growth trajectory with revenue of €5.1 million in 2025 versus €4 million in 2024, representing growth of +25% over the year. Orlando currently has 64 airline customers, and it expects to sign new contracts over the coming months.

## A promising outlook for 2026

With solid embedded growth at January 1, Infotel is looking to 2026 with confidence. The company confirms its target of an improvement in profitability in H2 compared with H1, in the context of an improvement in the rate of activity.

The new 2026-2028 development plan will be unveiled during presentation of the 2025 annual results on March 19.

## Acquisition of Segin, a specialist in EDM

Infotel has acquired 100% of the Segin group, which has been consolidated in the Group's accounts from January 1, 2026.

Founded in Marseille 50 years ago by Henri Noat, Segin is a software publisher focused on solutions for generating customized EDM applications. Its software suites are a very good complementary offer to Infotel's Arcsys archiving solution. Through cross-selling, Infotel and Segin recently won a project with Arianespace. Segin's strategic positioning within key accounts like Safran and Airbus Defence and Space will open up new business opportunities for the Group.

Segin makes revenue of around €3 million, and its margin is in line with those observed among software publishers.

## Upcoming events

Publication of 2025 full-year results: March 18, 2026 after the market

Analyst meeting: March 19, 2026 at 11.30 a.m.

## 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** made revenue of €294.5 million in 2025 and employs more than 3,200 people.

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