

## Increase in 1<sup>st</sup> quarter 2017 activity: +11.8%

Turnover (in €m)	2017	2016	2017/2016 % change
1 <sup>st</sup> quarter (January - March)	52.70	47.13	+11.8%
of which Services turnover	50.59	44.95	+12.5%
of which Software turnover	2.11	2.18	-3.3%

### Continuing strong growth

In line with the strong growth (+8.9%) posted in the 4<sup>th</sup> quarter, 1<sup>st</sup> quarter growth reached +11.8%. This was entirely organic and markedly exceeded the Syntec numérique forecast of average sector growth of around 3% for 2017.

This growth was driven by the **Services activity** (+12.5%) which has improved in all areas:

- the Bank sector (33.7% of turnover) remained strong, with the ramp-up of BNP Trading's digital teams and the Digital and web development teams coming fully onstream for i-BP and IT-CE;
- the Industry sector (27% of turnover) benefited from the "AIRBUS application support" bundle and the resumption of Retail projects at PSA;
- finally, the Insurance and Services/Transport sectors were boosted by new growth projects at mutual health insurance companies in Niort and the development of Air France's service centre.

The Software activity (4% of turnover) posted turnover of €2.11m, with royalties of €1.3m.

With 127 gross additions over the period, the total workforce exceeded 2,100 persons at end-March. The intercontract rate remained weak at an average of 1.8% for the quarter.



## Confidence for 2017

The first quarter fuels our optimism for the remainder of the year, with growth and profitability objectives maintained.

Today's General Shareholders' Meeting has approved the payment of a dividend of €1 per share, with the pay-out scheduled for June 8, 2017.

### Upcoming event:

**Publication of H1 Turnover: 26 July 2017 after the market**

## About Infotel

Listed on Compartment B of Euronext Paris since January 1999 (ISIN code FR0000071797), **Infotel** specialises in large-account information management systems, from mobile to very large volume databases (Big Data). Operating at the forefront of technological innovation, **Infotel** develops its expertise across two complementary divisions: IT services and software publishing. With €190.6 million in turnover in 2016, **Infotel** has a staff of over 2,000.

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## Contacts

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