

Activity growing in Q1 2018: +11.6%

Turnover (€ million)	2018	2017	Change 2018/2017
1 st quarter	58.79	52.70	+11.6%
Services	56.50	50.59	+11.7%
Software	2.29	2.11	+8.5%

Strong growth continues in Q1 2018

Continuing the trend of 2017, **Infotel** grew its turnover by a wholly organic **11.6%** in the first quarter 2018, far outstripping *Syntec Numérique's* forecast of average market growth of 3.6% for the current year.

Growth was driven by all business lines.

The **Services** division, up 11.7%, is on an expansionary trend in all sectors:

- the "Banking" sector (39% of revenue) continues its robust growth with the roll-out of its digital offering, notably at BNP Paribas and BPCE, and with the ramp-up of teams at new clients such as Oney Banque;
- the "Industry" sector (25% of revenue) also benefited from new developments in connected vehicles at PSA and at Airbus with the expansion of the functional support offer for companies;
- the "Services" sector (21% of revenue) benefited from new projects, including service centres for Agirc Arrco and Enedis.

It won further new listings including, recently, Vinci, RATP, Decathlon and Caisse des Dépôts.

The **Software** business (4% of total sales) grew by 8.5% to €2.29 million including IBM royalties of €1.41m.

There were noteworthy gains for Orlando, with a new partnership with builder ATR and Air Tahiti's adoption of this software solution for managing e-documentation of its planes. New prospects are in the pipeline.

With 131 gross hires over the period, the headcount was nearly 1,700 employees at the end of the period. The inter-contract rate remains low at 1.7% on average during the quarter.



Confident outlook for 2018

Activity of the 1st quarter suggests the Group is on-track to hit its growth and profitability targets.

The Shareholders' Meeting approved payment of a dividend of €1.15 per share.

Upcoming event:

H1 2018 revenue: 25 July 2018 after market close

About Infotel

Listed on Compartment B of Euronext Paris since January 1999 (ISIN code FR0000071797) **Infotel** is the Specialist of large accounts information management systems, from mobile to very large volume databases (*Big Data*). At the forefront of technological innovations, **Infotel** develops its expertise around two complementary poles: computer services and software editing. **Infotel** posted revenue of €209.3 million in 2017 and employs over 2,500 people.

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