

Euronext B – ISIN: FR0000071797  
Reuters: ETOF.PA – Bloomberg: INF FP

**Press release**

Bagnolet, January 23, 2019

## **Excellent business in 2018: +10.7%**

**2018 revenue: €231.7m**  
**Q4 2018 revenue: €60.9m**

<b>Revenue (in €m)</b>	<b>2018</b>	<b>2017</b>	<b>% change 2018/2017</b>
Q1	58.8	52.7	+11.6%
Q2	56.4	50.6	+11.4%
Q3	55.7	49.0	+13.7%
<b>Q4</b>	<b>60.9</b>	<b>57.0</b>	<b>+6.7%</b>
Services	59.3	55.4	+7.0%
Software	1.6	1.6	-4.1%
<b>Total annual revenue</b>	<b>231.7</b>	<b>209.3</b>	<b>+10.7%</b>
Services	223.3	201.2	+11.0%
Software	8.4	8.1	+2.8%

**Infotel** published a revenue growth of **+10.7% to €231.7m** for full-year 2018, versus +9.8% in 2017. This performance was driven entirely by organic growth.

### **An excellent year for Services**

Services generated a growth of +7% in Q4 2018, drawing on a substantial comparison base effect (Q4 2017 growth of +14.7%), bringing full-year growth to +11%.

Digitisation projects were the primary growth driver in all business sectors. The Banking industry is the No. 1 target sector for Infotel teams and currently accounts for more than 38% of the Services business. Industry comes out at 26% and Transportation & Services more than 21% of the division's business.

New contracts have been signed in recent months, including a stronger partnership with Air France, expanded business with the RATP and the roll-out of new projects at Oney Banque.

Even in a tense hiring market, the Group added 451 new employees, with 1,673 employees at end-December out of a total of 2,406 people. The inter-contract rate remained very low for the year at 1.8%.

**Software** saw its revenue pick up 2.8%, earning IBM royalties of €4.3m over the full year. Lastly, the Group signed a licence contract with Mistral Air and Israil to operate its Orlando software.



***Upcoming events:***

**2018 annual results publication: March 6, 2019 after market close**

**Analyst Meeting: March 7, 2019 - 11:30 a.m.**

**About Infotel**

Listed on Compartment B of Euronext Paris since January 1999 (ISIN code FR0000071797), **Infotel** specialises in information management systems 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 €231.7 million in 2018 and employs over 2,400 people.

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