

Press release

Saint-Ouen, France, 12 May 2022

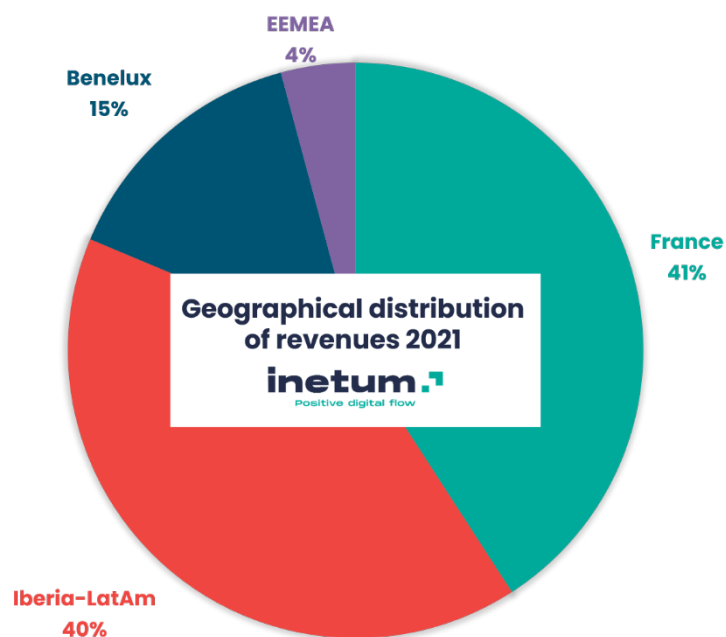
Results for 2021: Inetum consolidates at more than €2.219 billion, up 16%, with organic growth of 4.9% and an operating margin of 7.4%.

Inetum has demonstrated the resilience of its business model during an ongoing crisis and has confirmed its strong positioning among the leading IT service providers in Europe, Africa and Latin America, bringing its consolidated revenues to over €2.2 billion.

Inetum has reinforced its international capabilities and its offers and business expertise in the fields of Cloud, Data, and Cybersecurity. Its multi-specialist profile makes Inetum an agile IT services company that provides digital services and solutions to help enterprises and institutions make the most of the digital flow. It offers its clients a unique combination of proximity, sector-based organization, and industrial quality solutions.

Performance and international growth

Inetum operates its consulting, application and infrastructure services, outsourcing, value-added reselling and software business in 26 countries, and in 2021 achieved a consolidated turnover of more than €2.219 billion, with a nominal increase of 16%* and an organic growth of 4.9%*. In addition, its operating margin was 7.4%, an improvement of 110 points (6.3% in 2020). Nearly 60% of its revenues are generated outside France, in line with the Group's growth and business.



* Figures before agency accounting. Post agency accounting figures for facial and organic growth would be respectively 13% and 4.2%.

According to Inetum Chairman and CEO Vincent Rouaix, "2021 illustrates the new chapter that has started for Inetum, and the new dimension in which the Group is evolving. We have been able to continue with the ambitious strategic choices made in 2020, transforming the Group into an international reference through major acquisitions that have enabled us to consolidate our positioning in strategic areas that are key for our future growth. In 2021, we have also reinvented ourselves, while continuing to roll out our new identity around the world, innovating, and creating new solutions for our clients with agility and commitment. More than ever, Inetum is ideally positioned to conquer new markets, affirm its expansion strategy, and continue to build a culture of positive digital flow with our people and for our clients."

Base-building acquisitions as levers for Inetum's ambition

Inetum confirms its dynamic and sustainable growth, driven by an ambitious plan for organic growth and acquisitions.

Our recent acquisitions illustrate our ambition to get closer to our clients around the world, and to support them in making their digitalization a driver of resilience, success and growth. Inetum works with the best players in the local digital ecosystem to meet the needs of its clients and provide the market with quality consulting in information systems management and strategy.

In 2021, the finalization of IECISA's integration had a leverage effect that accentuated the Group's presence in the Iberian and Latin American markets. Building further on this new dimension, Inetum also integrated three more players recognized as experts in their fields:

- **Ilex International**, the French leader in IAM (Identity and Access Management), consolidates Inetum's capacity to intervene in cybersecurity and allows the company to continue to develop its Software offering in the cybersecurity market.
- **Hli Consulting**, integrator of the CRM Dynamics solution in Africa. The acquisition of Hli Consulting contributes to the near exponential growth of Microsoft services, which is one of the pillars of Inetum's strategic plan, UPSCALE23.
- **Projixi Europe**, to further strengthen the Group's expertise against a background of market consolidation.

This momentum and ambition have been confirmed in 2022 with the announcement of the acquisition of **EditInfo-IT** in Morocco, a specialist in the integration of management software for mid-market companies, and the acquisition of **JCommerce** in Poland, a digital expert targeting a clientele of local and international key accounts with a portfolio of high value-added solutions and a high-performance offshore platform.

Vincent Rouaix states: "As announced earlier this year, the Board of Directors of Mannai Corporation QPSC has approved the entry into exclusive negotiations with a group of investors led by Bain Capital Private Equity, to sell its entire shareholding in Inetum S.A. With this new partner, we see great potential to further accelerate Inetum's growth and capabilities across all businesses and world regions in which we operate. We look forward to partnering with them to take Inetum to the next level of growth in the coming years."

About Inetum, Positive digital flow:

Inetum is an agile IT services company that provides digital services and solutions, and a global group that helps companies and institutions to get the most out of digital flow. In a context of perpetual movement, where needs and usages are constantly being reinvented, the Inetum group is committed towards all these players to innovate, continue to adapt, and stay ahead. With its multi-expert profile, Inetum offers its clients a unique combination of proximity, a sectoral organisation, and solutions of industrial quality. Operating in more than 26 countries, the Group has nearly 27,000 employees and in 2021 generated revenues of €2.2 billion.

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