

itelligence AG publishes figures for first nine months of 2011

- **Revenues up 27.1% to MEUR 239.9**
- **EBIT improves by 53.4% to MEUR 11.2**
- **Orders on hand increase by 20% year-on-year to MEUR 231.0**

Bielefeld, October 20, 2011 – itelligence AG continued its strong performance during the year to date in the third quarter of 2011, with revenues rising from MEUR 69.5 in the third quarter of the previous year to MEUR 86.4. This corresponds to revenue growth of 27.1% for the first nine months of the year, from MEUR 188.8 to MEUR 239.9. This positive development was driven primarily by itelligence AG's organic growth (17.2%), while the revenue contribution from acquired companies amounted to 9.9%. Orders on hand increased by MEUR 38.5 to MEUR 231.0 at the end of the third quarter of 2011 after MEUR 192.5 one year previously.

Within its revenue areas, itelligence AG again saw particularly strong growth in Consulting revenues, which totaled MEUR 137.2 in the first nine months of 2011 after MEUR 101.9 in the same period of the previous year – an increase of 34.6%. The Licenses division recorded revenue growth of 17.4%, from MEUR 17.2 to MEUR 20.2, while Outsourcing & Services increased its revenues to MEUR 82.0, up 18.3% on the figure of MEUR 69.3 for the first three quarters of 2010.

itelligence AG's earnings continued to an even greater extent than revenue growth, with EBIT (earnings before interest and taxes) rising by 53.4% in the first nine months, from MEUR 7.3 to MEUR 11.2. Accordingly, itelligence's EBIT margin improved from 3.9% to 4.7% in the same period. In the year to date, EBIT has been impacted by non-recurring acquisition expenses in the amount of MEUR 1.0.

Based on this stable development, the Management Board is confirming the guidance it raised after the first half of the year 2011. itelligence expects to record revenues of at least MEUR 330 and an EBIT margin of between 6.0% and 6.2% for fiscal 2011 as a whole.

Further details will be published together with the Interim Report 3/2011 on October 27, 2011.

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