

### **itelligence AG publishes preliminary figures for fiscal 2011**

- **Revenues improve by 25.8% to MEUR 342.3**
- **Above-average EBIT growth of 36.9% to MEUR 20.4**
- **EBIT margin amounts to 6.0% after 5.5% in previous year**
- **Further revenue and earnings growth forecast for 2012**

Bielefeld, January 20, 2012 – itelligence AG successfully concluded fiscal year 2011 with an extremely strong fourth quarter. According to its preliminary figures for the past fiscal year, revenues increased by 25.8%, from MEUR 272.2 in 2010 to MEUR 342.3. This meant that itelligence clearly exceeded its published revenue forecast of MEUR 330 for 2011 as a whole. In the fourth quarter of 2011, itelligence generated revenue growth of 22.9% to MEUR 102.4 (previous year: MEUR 83.3). Orders on hand rose by 17.8%, from around MEUR 200 at year-end 2010 to MEUR 235.5 as of December 31, 2011.

In percentage terms, itelligence AG's earnings growth was stronger than its revenue growth, with EBIT amounting to MEUR 20.4 in fiscal year 2011 after MEUR 14.9 in the previous year – an increase of 36.9%. EBIT in fiscal year 2011 was impacted by non-recurring acquisition expenses of MEUR 1.0 and amortisation expenses for capitalized customer relationships and orders on hand from acquisitions in the amount of MEUR 0.9.

As forecast, the EBIT margin amounted to 6.0% in fiscal year 2011 (previous year: 5.5%). EBIT increased to MEUR 9.1 in the fourth quarter (previous year: MEUR 7.6), resulting in an EBIT margin of 8.9% (previous year: 9.1%).

itelligence's Management Board is forecasting further revenue and earnings growth in fiscal year 2012. Revenues are expected to total MEUR 375-400, with earnings again enjoying above-average growth. The target EBIT margin is between 6.2% and 6.4%.

Further figures and details can be found in the 2011 Annual Report, which will be published on March 20, 2012.

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