

The Infinigate Group Records Above Expectations Results for Financial Year 2022-23.

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The [Infinigate Group](#) reports another year of double-digit growth, with a bright outlook for the year ahead.

Rotkreuz, Switzerland, 06/06/2023 – the Infinigate Group, the EMEA value-add distributor specialising in cybersecurity, secure networks and secure cloud, has posted above-expectations results for the financial year ended in March 2023, recording another year of double-digit growth across EMEA, with €2.2 billion in revenues.

Both revenues and profits grew, aided by growth synergies and cost savings conducive to business efficiency. Growth was achieved both organically and through acquisitions, with leading distribution houses Nuvias, Vuzion and Starlink extending Infinigate's geographical coverage, skill-set, secure solutions, and services portfolio in 2022.

The integration of the newly added contingent is progressing well, with over 1300 employees across Europe, Middle East and Africa collaborating and leveraging useful synergies to maximise operational efficacy and efficiency.

Klaus Schlichtherle, CEO of the Infinigate Group comments: "Growth is integral to our strategy and to our brand, as well as our promise to all our channel and vendor partners. We have a track record of above industry-average, double-digit growth, which we sustained for the past 15 years, and plan to continue. I am deeply grateful to all employees across EMEA and congratulate them on their extraordinary performance which enabled us to end up above plan across all key performance indicators."

The new financial year was kicked off with the launch of the fresh new Infinigate brand to represent the expanded and enriched identity of the group and its employees across EMEA.

The outlook, based on increased resources and continued strong demand for cybersecurity across a wider territory, is for another year of double-digit growth, with an expected 20% growth rate.

"We have never made a secret of our ambition to grow to a global cybersecurity distribution powerhouse. Our stated financial target is a €5 billion top-line by 2027, achieved through a combination of organic growth and additional acquisitions, which will extend our geographical footprint, benefitting our vendor partners." Schlichtherle adds.

The emphasis going forward will be on accelerating digitalisation, expanding the portfolio of cybersecurity solutions through the addition of complementary new vendors and geographic expansions of the existing portfolio for a comprehensive range that gives channel partners the best chance for success.

About the Infinigate Group:

The Infinigate Group is a value-add distributor, fully committed to sustainable, leading-edge cybersecurity solutions. Founded in 1996 in Switzerland, it has grown to incorporate the entire EMEA region, with offices in 30 countries and partners in more than 50. Our more than 1,200 dedicated employees, half of them with in-depth technical expertise, are passionate about best-of-breed cybersecurity, secure networks and secure cloud for SMB and enterprise market segments, to protect on-premise and cloud-based IT infrastructure. The Infinigate Group relies on strong country organisations, which adapt to the needs of their respective partners, MSSPs and vendors, by providing technical, marketing, sales and professional services. For additional information visit www.infinigate.com/

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