



Generix Group:
+45% growth in H1 2008/09 to €33.5 million.
Improved mix and strong growth in recurring revenue

Generix Group, an editor of collaborative software for the retail industry, announced its revenue for H1 2008/2009 (1 April - 30 September 2008).

Revenue (€ thousands)	H1 08/09 published	H1 07/08 pro forma	growth vs. pro forma	H1 07/08 published	growth vs. published
Licences	5,936	5,301	+ 12%	4,634	+ 28%
Maintenance & Support	10,114	9,066	+ 12%	6,180	+ 64%
ASP	2,938	2,163	+ 36%	2,233	+ 32%
Publishing business	18,988	16,531	+ 15%	13,047	46%
Consulting & Services	14,551	14,747	-1%	10,101	44%
Revenue	33,539	31,277	+ 7%	23,149	45%

→ **+46% growth in Publishing Revenue**

In a half that saw the integration of Infolog, the Generix Group posted €33.5 million in revenue, up 45% year-on-year (+7% on a like-for-like basis).

Licence revenue grew 28% (+12% on a like-for-like basis). Licence sales and the integration of Infolog energised the Maintenance business, which was up 64% to €10.1 million (+12% on a like-for-like basis).

ASP revenue rose 36% on a like-for-like basis, reflecting the Group's ability to push on its business model in line with market expectations.

Revenue from the strategic publishing business was up 46% (+15% on a like-for-like basis) to €19 million, with recurring Publishing revenue (ASP and Maintenance) itself rising 55% (+16% on a like-for-like basis).

The Consulting & Services business posted revenue of €14.6 million, up 44%. On a like-for-like basis, revenue from this business was down 1% in line with the partnership policy agreed with service integration companies, which expanded their production capacities relating to the Group's offering.

→ **Strong sales growth**

In Q2, the Generix Group won a series of major accounts, across all its ranges in France and abroad, including:

- **SIPLEC**, the E. Leclerc Group's imports division, selected the Generix Group to support it with a complete overhaul of its IT system. SIPLEC chose the full *Generix Collaborative Entreprise* suite along with its importing module, as well as the TradeXpress and Supplier Portal software from the *Influe* range.

- **Comptoir Agricole** also chose the *Generix Collaborative Entreprise* suite for its sales IT system.

- The **PSA Peugeot Citroën** group selected the TradeXpress B2B platform to improve inter-company data flows and Invoice Manager from the *Influe* range to speed up the rollout of tax compliant e-invoicing with all of its equipment suppliers worldwide.

- **Banque de France** selected a hosted version of the TradeXpress B2B platform to integrate its applications.

The quarter saw strong sales with existing customers that renewed their faith in the Generix Group, including: **Coopagri**; **Cultura**, which selected *Generix Collaborative Enterprise* to overhaul its Editorial Products IT system; **Galeries Lafayette**, which continued to expand data transfers with its suppliers via the collaboration portals from the *Influe* range; and the **DHL** and **Carrefour** groups, which opened up new logistics platforms with the *Infolog WMS* solution.

The Group also accelerated its international expansion, in particular in markets covered by its subsidiaries. The major customers signed up during Q2 include: the food retailer **Eroski** and the industrial operator **Lactalis** in Spain; **Alloga**, a Portuguese specialist pre-wholesale service provider in the pharmaceutical sector; the Belgian agro-food company **Campina**; and the Italian industrial operator **Kartogroup** all chose Generix Group solutions to grow their businesses.

→ Conclusion and outlook

Jean-Charles Deconninck, Chairman of the Executive Board of the Generix Group, noted: *"With 15% growth in its publishing revenue on a like-for-like basis, the Generix Group outperformed the market. This strong sales performance attests to the interest shown by our customers and by the market in the added value offered by our software suite. Our product offering is well aligned with our customers' desire to drive performance and develop their business models; this heightened industry relevance should help them to deal with a more challenging economic climate. The business model of the Generix Group, based on the complementarity of licence sales and recurring ASP and Maintenance revenue, represents a major advantage: it allows the group to continue its international expansion on the best possible terms."*

Next press release:
publication of 2008/2009 half-yearly results to 30 September,
on 25 November 2008, after market close.

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About Generix Group

Generix Group offers a full range of collaborative solutions for data interchange, supply chain management and value-chain optimisation. This offering is aimed at companies in the food processing, fast-moving consumer goods (FMCG), food & specialist retailing, automotive, healthcare and transport sectors. Generix Group took over Infolog Solutions to strengthen its expertise in the strategic logistics area. A subsidiary of Generix Group since 1 January 2008, Infolog Solutions provides the group's supply chain execution and transport expertise. With 600 employees and revenue of around €70 million, the new group has become the European market leader in retail and supply chain publishing. Carrefour, Gefco, Leclerc, Leroy Merlin, Nestlé, Unilever, DHL Exel Supply Chain, Louis Vuitton, Sodial, Metro, Sara Lee, Kuehne + Nagel and Cdiscount are just some of the 1500 retailers, international manufacturers and logistics companies that have chosen collaborative solutions from Generix Group.

www.generixgroup.com