



Generix Group
2008/2009 revenue: €67.6 million
Accelerated transfer to SaaS

Paris, 29 April 2009 - Generix Group, a software editor for the retail sector, today announces its consolidated revenues for fiscal year 2008/2009, closed 31 March 2009.

Revenue in millions of euros	4 th quarter 08/09	Fiscal year 08/09	07/08 annual vs pro forma growth ⁽¹⁾	07/08 annual vs published growth ⁽²⁾
Software licenses	1.7	10.2	-27%	-20%
ASP (SaaS)	1.9	6.4	+38%	+37%
Maintenance	5.3	20.8	+11%	+45%
Publishing business	8.9	37.4	flat	+18%
Consulting & Services	7.6	30.2	-2%	+27%
Consolidated revenue	16.5	67.6	flat	+22%

⁽¹⁾ Integrating Infolog over 12 months, for an €18.2 million contribution to consolidated revenue. Excluding ILS transferred to IPS Europe as of March 31, 2008

⁽²⁾ Integrating Infolog over 3 months, for a €5.0 million contribution to consolidated revenue.

→ Accelerated transfer of demand to ASP/SaaS

Generix Group posted €67.6 million in 2008/2009 revenue, up 22% on the previous year (flat pro forma). The software editing business was up 18% (flat pro forma), with strong growth in recurring revenues, ASP and Maintenance.

The current economic climate is characterized by the considerable deferral of client investments in ERP projects. On the other hand, the ASP or (Software as a Service) model, most suitable for the retail sector, is growing more rapidly in the current economic climate. The Group has been able to respond to market needs with solutions that are efficient from a functional, technological and economic standpoint. This business has experienced strong growth, culminating in 64% pro forma growth for the 4th quarter of the year.

The maintenance business recorded 11% pro forma growth. Generix Group has benefitted from dynamic sales of prior licenses and slight rate increases to better align its revenue model to its cost structure.

The share of publishing revenue also grew, to 55.4% of consolidated revenue.

Consulting and services revenue was €30.2 million for the year, a slight pro forma decline. The Group retained its strategic cap based on the functional and technical expertise associated with major market integrators.

→ The Group's increasing globalization

In the 4th quarter, the Group signed major contracts:

- In France, Système U; specialist retailers Cultura, Feu vert, and Boulanger; logistics companies Mory, and DHL; and manufacturing suppliers including Orangina Schweppes, Miele, and Brossard have all chosen to license Generix Group applications.
- In order to optimize its supply chain and supply its stores, Carrefour Group chose to equip its Consolidation and Collaboration Centers with SaaS collaborative solutions by Generix Group. This new

contract will generate recurring revenues for Generix Group from logistics companies such as Kuehne + Nagel, DHL and ID Logistics chosen by Carrefour to roll out its Centers. The retailers La Redoute, France Loisirs, and Louis Pion also opted for Generix Group ASP/SaaS solutions.

- Internationally, Generix Group recorded 14% growth for the year: the Group was hired by Auchan in Romania for warehouse management, Carrefour in Malaysia for supply management and by top international manufacturing suppliers such as Nestlé, Kraft Foods and Red Bull.

During the 4th quarter, Gartner, one of the world's leading firms specializing in IT consultancy and analysis, announced the inclusion of Generix Group in its Magic Quadrant 2009 in the "Warehouse Management" solution-suppliers segment. A traditional player in the WMS solutions market with its Infolog brand, Generix Group was identified as one of the world's leading players based on the functional coverage of its WMS solution and its portfolio of international clients.

→ Conclusions and Outlook

2008-2009 was a year of contrasts: the dynamic demand recorded in the first half of the year resulted in double-digit growth for the publishing business, while the second half of the year, from mid-September on, was marked by a sharp contraction of the market. Jean-Charles Deconninck, Chairman of the Executive Board, said, *"Clients and prospects have deferred their investments, particularly in ERP, given the uncertainty in their own markets. Considering the sharp decline in ERP business in the 4th quarter, the Group does not expect to see its growth margin improve for the year. Our principal markets have not yet shown tangible signs of a rapid recovery in license sales. The Group has prepared itself to weather the storm by implementing a cost-cutting plan and bolstering its financial discipline."*

In this climate, Generix Group has benefitted from the strength of its SaaS offerings, which link solutions to a quick return to operating investments. Jean-Charles Deconninck concluded, *"The accelerated transfer of demand to SaaS is transforming the Generix Group business model; the Group is investing heavily in this business. The multi-year contracts signed in 2008/2009 will yield a return on these investments over time. The investments made over the last three years in growth (revenue more than tripled) and in research and development (19% of revenue) today enable Generix Group to offer to the market a unique software suite going from the supplier to the end client. Carried by these developments in tune with the needs of the market, our Group is confident in its ability to deliver good performance in the future."*

**Next financial press release:
publication of 2008/2009 results to 31 March 2009,
on 29 June 2009, after market close**

Press contact

Stéphanie STAHR
CM-CIC EMETTEUR
stahrst@cmcics.com
+33 (0)1 45 96 77 83

Generix Group contact

Sylvie BRUNET
Head of Communications
sbrunet@generixgroup.com

About Generix Group

Generix Group offers a full range of collaborative software for knowledge transfer, supply chain management and value chain optimisation. Its applications are designed for companies in the FMCG, supermarket, retailing, automotive, healthcare and shipping industries.

Generix Group currently has 600 employees and generates revenue of around €70 million. It has become Europe's leading retail and supply chain software editor, with customers including Carrefour, Gefco, Leclerc, Leroy Merlin, Nestlé, Louis Vuitton, Sodial, Unilever, DHL Exel Supply Chain, Metro, Sara Lee, Kuehne + Nagel, ID Logistics, Nature et Découvertes and Cdiscount. Over 1500 retailers, global manufacturers and logistics companies now rely on Generix collaborative software.

Listed on Euronext Paris (ISIN - FR0010501692 - GENX) www.generixgroup.com