



## Generix Group: Q1 2009-2010 revenue Publishing business posts strong performance: +14%

- License sales return to growth
- SaaS's increasing importance confirmed

Paris, 28 July 2009 - **Generix Group, software editor for the retail sector, today released its revenue for its 2009-2010 year's first quarter, ended 30 June.**

Revenue, € million	Q1 08/09	Q1 09/10	Change %
Software licenses	2.2	2.8	+27.3%
SaaS/ASP	1.4	1.8	+28.6%
Maintenance	5.0	5.2	+4%
<b>Publishing business</b>	<b>8.6</b>	<b>9.8</b>	<b>+14%</b>
Consulting & Services	8.1	7.6	-6%
<b>Consolidated revenue</b>	<b>16.7</b>	<b>17.4</b>	<b>+4.2%</b>

### → License sales and SaaS post strong expansion

Generix Group recorded €17.4 million in revenue in the first quarter of its 2009-2010 year, equalling 4.2% growth against the first quarter of the previous year. The publishing business's revenues advanced by 14%, to €9.8 million, of which more than 70% was recurrent (Maintenance and SaaS). This allowed a significant improvement in the Group's business mix.

License sales soared by 27.3%. After a wait-and-see phase of over six months, there are positive signs from clients that ERP software investment is recovering.

Quarterly revenue, € million	Q1 08/09	Q2 08/09	Q3 08/09	Q4 08/09	Q1 09/10
Software licenses	2.2	3.7	2.6	1.7	2.8

With 28.6% growth to €1.8 million, the Software as a Service (SaaS) business has kept on growing in importance and now represents nearly 20% of the Publishing business' revenue. The Maintenance business also continued to advance, with a 4% expansion to €5.2 million.

In line with its Consulting & Services strategy, the Group has given priority to the tasks of high value-added consulting and expertise, favouring the participation of integrator partners in implementing its projects. Revenue thus decreased slightly, to €7.6 million.

### → Strong commercial impetus both in France and abroad

In the first three months of its 2009-2010 year, the Generix Group recorded some significant agreements in France and abroad:

#### ➤ ERP Solutions

The *Generix Collaborative Enterprise (GCE)* software suite, associated with the *EAI TradeXpress* integration platform for central management, has been chosen by: **Kesa Electricals**, a UK retailer ranking third in household appliances in Europe and owner of Darty, as well as by **Matelsom**, a French on-line bedlinen distributor. These two important agreements reflect the suitability of the Generix

Group's solution in optimising distribution tasks. In Portugal **Spar**, a retailer, chose *GCE* for the central management and back office of its 14 outlets.

➤ Supply Chain Solutions

The **Jacquet** Groupe, France's industrial bakery leader, selected the Infolog solution associated with the *Influe* consultation portal for its logistic platforms and fleet of trucks. **C-Log**, a logistics service provider, chose the Infolog solution for a logistics platform dedicated to the Morgan brand; **Boulangier** and **Picard** also purchased *Infolog* for managing their warehouses.

➤ Integration Solutions

Several international agro-foods companies opted for the *Influe* B2B platforms in their data exchanges, including **Danone**, **Hero**, **Ferrero**, **Yarden** and **Dole**. **Intermarché** (STIME), another retailer, chose the *TradeXpress* integration platform. Furthermore, **Supermarché Match** selected this solution in SaaS mode.

In Italy, meanwhile, **Haribo** chose the *Influe* EDI for its exchanges with distributors and partners. In the Benelux countries, **L'Oréal** and **Akzonobel**, the world leader in paints and varnishes, opted for the Generix Group integration and exchange solutions.

## → Conclusion and outlook

Jean-Charles Deconninck, Chairman of Generix Group's Executive Board, stated: "*After a wait-and-see phase for important structural outlays such as on ERP, operators in the retail world have relaunched capital expenditure in the aim of improving operational performance. By continuing its research and development efforts and mobilising its teams, the Group has been able to move into line with market expectations. Despite expanding commercial demand and encouraging signs of a lasting recovery in licence sales, it is worth remaining cautious about economic volatility. The growth impetus in our SaaS business is continuing, bearing witness to the Group's positioning. Healthy Licence and SaaS commercial performance — with respective growth rates of 27.3% and 28.6% — strengthens our objective of returning to satisfactory margin levels.*"

\*\*\*

**Next financial press release: 28 October 2009, after the stock market close  
Revenue for the 2009-2010 year's first half, ending 30 September 2009**

**Press contact**

Stéphanie Stahr  
CM-CIC Emetteur  
[stahrst@cmcics.com](mailto:stahrst@cmcics.com)  
01 45 96 77 83

**Generix Group contact**

Sylvie Brunet  
Communications Department  
[sbrunet@generixgroup.com](mailto: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 €68 million. It has become Europe's leading retail and supply chain software editor, with customers including Carrefour, Gefco, Leclerc, Leroy Merlin, Nestlé, Unilever, DHL Exel Supply Chain, Louis Vuitton, Sodial, Metro, Sara Lee, Kuehne + Nagel, and Cdiscount. Over 1500 retailers, global manufacturers and logistics companies now rely on Generix collaborative software.

[www.generixgroup.com](http://www.generixgroup.com)