



Generix Group
Revenue, first half of 2009-2010 year: €33 million
*Strong resilience thanks to increasing importance of On Demand solutions
 and recurrent revenue.*

Paris, 28 October 2009 - Generix Group, editor of collaborative business applications for the retail sector, today releases its revenue for the first half of its 2009-2010 year, ended 30 September.

→ Robustness in challenging climate thanks to On Demand solutions

Generix Group posted €33 million in revenue in the first half of its 2009-2010 year, ending 30 September. This was slightly less than the same period a year earlier, which was unaffected by the September 2008 financial crisis.

Revenue in € thousands	H1 08/09	H1 09/10	Change %
Licences	5,936	4,427	-25%
SaaS/ASP ("On Demand")	2,938	3,714	+26%
Maintenance & Support	10,114	10,694	+ 6%
Publishing business	18,988	18,836	-1%
Consulting & Services	14,551	14,182	-3%
Revenue	33,539	33,018	-2%

- Despite a considerably unfavourable base effect, publishing revenue was practically stable at €18.8 million. Indeed, the first half of the 2008-2009 year saw a 15% expansion.
- With a 26% increase, at €3.7 million, On Demand solutions have continued to grow in importance and now represent 20% of publishing revenues. The Maintenance business also advanced, with a 6% expansion, to €10.7 million.
The recurrent portion of publishing revenues — Maintenance and On Demand — improved significantly, to 76%, compared with 69% in the same period a year before.
- Despite the half-year's decline in licence sales, this last quarter witnessed an upturn in business across the Group's entire software range. Licence revenues edged up by 2% from the height of the crisis in the second half of the 2008-2009 year.
- The Consulting & Services activity was particularly resilient — more so than the market — and recorded €14.2 million in half-year revenue.

→ Strong commercial developments in France and abroad

The second quarter was marked by the Carrefour group purchasing the Generix Group's "On Demand" B2B platform to manage its information exchanges with more than 20,000 suppliers in 14 countries worldwide.

The second quarter enjoyed healthy commercial developments, with new clients for all ranges both in France and internationally, including:

- The DGF group, a specialized agrofood distributor, with the *Generix Collaborative Entreprise* ERP solution for overhauling its IT system.

- Coopeval, a cooperative and subsidiary of the Euralis group, plus Cimex, to equip their retail outlet networks with the *Agil* solution.
- Conforama, Mitsubishi Electric Europe and Naf Naf, with On Demand integration and exchange platforms from the Influe range for optimizing their inter-company information flows.
- Exxon-Mobil, using the *Infolog WMS* solution to manage its logistics platform for processing oils.

Both in France and abroad, Generix Group has stepped up its development among logistics providers via its On Demand solution, linking up its WMS and B2B integration platforms.

Furthermore, Generix Group has announced the launch of an interactive multimedia site to promote On Demand warehouse management. This site is intended for the international community of logistics providers, manufacturers and retailers (www.generixgroupondemand.com).

→ Conclusion and outlook

Jean-Charles Deconninck, Chairman of the Executive Board, said: "*As we highlighted at end-July, given the economy's volatility and clients' investment decisions it is worth remaining cautious about licence sales. Our On Demand activity meets expectations very well and its excellent growth developments are continuing. The strategy aiming to strengthen the share of recurrent revenue in our business model is paying off, which has allowed us to outperform the market.*"

Next financial press release: 24 November 2009, after the market close
Consolidated accounts for the first half of the 2009-2010 year, ended 30 September 2009

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About Generix Group

Generix Group is a software editor for the retail sector and offers a full range of collaborative software for knowledge transfer, supply chain management, and value chain optimization. Its applications are designed for companies in the agrofood, FMCG, food and specialist retailing, automotive, healthcare and transport industries.

With 550 employees and revenue of around €70 million, the new group has become the European market leader in retail and supply chain publishing. With customers including Carrefour, Gefco, Leclerc, Adeo, Nestlé, Unilever, Kuehne + Nagel, ID Logistics, DHL Exel Supply Chain, Louis Vuitton, Sodial, Metro and Sara Lee, over 1,500 retailers, global manufacturers, and logistics companies now rely on Generix collaborative software.

Company listed on the Euronext Paris (ISIN- FR0010501692 - GENX)

www.generixgroup.com

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