



## Generix Group announces third quarter revenues of financial year 2009/2010

**Revenues at €18.6 million with strong performance of the publishing business**

Paris, 27 January 2010 - **Generix Group, software vendor for the trade and supply chain sectors, today announced its revenues for the third quarter, ended 31 December 2009, of its financial year 2009/2010.**

	Q3 2009	Q3 2008	Change	Nine months 2009	Nine Months 2008	Change
Licenses	3 269	2 579	27%	7 696	8 514	-10%
Maintenance	5 864	5 304	11%	16 558	15 418	7%
On Demand	2 044	1 609	27%	5 758	4 548	27%
<b>Publishing business</b>	<b>11 177</b>	<b>9 492</b>	<b>18%</b>	<b>30 012</b>	<b>28 480</b>	<b>5%</b>
Conseil & Services	7 471	8 058	-7%	21 654	22 609	-4%
<b>Revenues</b>	<b>18 648</b>	<b>17 550</b>	<b>6%</b>	<b>51 666</b>	<b>51 089</b>	<b>1%</b>

Having posted stable revenues in the first half of financial year 2009/2010 compared to the same period last year, Generix Group's sales accelerated in the third quarter. Generix Group therefore shows good resilience in a challenging environment for IT expenditures, which environment had negatively impacted its software licence revenues since the beginning of the year. This resilience enabled Generix Group to slightly grow revenues over the first nine months of this year compared to the previous year, while pursuing at the same time the ramp-up of its On Demand model.

Revenues from the strategic publishing business increased by 18% this quarter compared to the same quarter last year, thanks to licence sales bouncing back by 27% over the same compared periods. The Group signed some major deals during the period, involving in particular the ERP *Generix Collaborative Entreprise* software to customers such as Bouygues Telecom, Surcouf and Atol.

These references, described in a press release issued today, confirm the technological, functional and economical relevance of the software solutions designed and developed by Generix Group.

Maintenance revenues continued to grow by a solid 11% rate this quarter compared to the same quarter the previous year, thanks to the loyalty and expansion of the installed customer base.

The "On Demand" business continues to ramp up, with growth of 27% this quarter compared to the same quarter the previous year, together with a steady expansion of the installed base and its related usage of On Demand services. Generix Group's On Demand collaborative solutions offering is well received by the market. Its flexibility and collaborative features are keys in a world where data exchanges are intensifying and becoming more complex.

Revenues from consulting and services continued to decrease this quarter, sequentially, in line with a business generating less revenues as a result of budgetary cuts imposed by customers. The level of consulting and services nevertheless continues to be fed by the growth of its publishing business.

### → New references in the third quarter

The third quarter had good commercial dynamic with new references across the different product lines, both in France and internationally, including:

- the Kronenbourg, Clemessy, Doux, Nestlé Business and Havas Edition groups with the BtoB exchange and integration platforms to optimise their intra and inter-company data flows.
- the manufacturers Siab Reynolds, ALT Partners, the logistics operator Kuehne and Nagel with Generix Group's Warehouse Management Systems solutions, either in software mode or On Demand, to manage their logistics platforms.

The quarter was active outside France, in particular in the Southern European and South American markets covered by Generix Group subsidiaries. In Brazil, the group sold to the IT services company Bis Company, which selected Generix Group's BtoB platform to manage data exchange by major local retailers, such as Wal-Mart, with their suppliers.

## → Renewal of Oseo Innovation label

OSEO innovation renewed Generix Group's status of "innovative company" for the next three years. Generix Group, which has had OSEO label since 2006, therefore remains eligible for FCPIs (French mutual funds specialized in investing in innovative companies).

Generix Group's research and development teams have made possible major technological innovations representing a significant competitive advantage in the Retail and Supply Chain sectors.

## → Conclusion & Outlook

Jean-Charles DECONNINCK, Chairman of the Executive Board of Generix Group, said: *"After a wait and see stance for a number of quarters, demand seems to be progressively recovering, while remaining volatile. Customers are extremely focused on the quick return on investment from their software solutions. The strength of our offering, both technologically and functionally, enables us to set ourselves apart and achieve satisfactory performance levels compared to the market. In addition, our On Demand business is meeting expectations and continues to ramp up, providing additional assurance for recurring revenue stream."*

Generix Collaborative Entreprise is a registered trademark of Generix S.A.. All other mentioned trademarks are the property of their respective owners.

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**Next press release: 28 April 2010**  
**Yearly revenues for financial year 2009/2010 ending 31 March 2010**

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### About Generix Group

Generix Group offers a full range of collaborative software for knowledge transfer, supply chain management and value chain optimisation. This offering is targeted at companies in the agri-food, fast-moving consumer goods (FMCG), food & specialist retailing, automotive, healthcare and transport sectors.

With 580 employees and €68 million in revenue, Generix Group is the leading European retail and supply chain software vendor, with customers including Carrefour, Gefco, Leclerc, Leroy Merlin, Nestlé, Unilever, DHL Exel Supply Chain, Louis Vuitton, Sodial, Metro, Sara Lee, Kuehne + Nagel, Cdiscount... Over 1500 retailers, global manufacturers and logistics companies now rely on Generix collaborative software.

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