



Generix Group announces third quarter revenues of financial year 2010/2011

Total revenues at 16.5 millions of euros

Paris, January 24, 2011 - **Generix Group, a leading software vendor for Collaborative Business, today issued revenues for the third quarter, ended December 31, 2010, of financial year 2010/2011.**

Unaudited	Quarter ended December 31			Nine month ended December 31		
	2010/2011	2009/2010	Change	2010/2011	2009/2010	Change
Licenses	2 131	3 269	-35%	5 215	7 696	-32%
Maintenance	5 790	5 864	-1%	16 493	16 558	0%
On Demand	2 744	2 044	34%	7 342	5 758	28%
Software revenues	10 665	11 177	-5%	29 050	30 012	-3%
Consulting Services	5 810	7 471	-22%	19 682	21 654	-9%
Revenues	16 475	18 648	-12%	48 732	51 666	-6%

Generix Group experienced improved license sales during the third quarter of its financial year compared to previous quarters, which improvement is however below the group's objectives. Quarterly license sales remain lower by 35% compared to the same quarter last year, in a context highlighted by slow purchase decision cycles. Actions implemented in the first half of fiscal year 2010/2011 and related to the realignment of the sales force by market types and the improvement of the readability of Generix Group's offering around Collaborative Business solutions, are still being carried out.

The more significant than expected Licence sales decrease negatively impacted the Consulting Services business, and is leading Generix Group to consider a decrease of total revenues year over year as well as a net loss for fiscal year 2010/2011.

Generix Group is still showing a significant growth of its On Demand business, increasing by 34% this quarter compared to the same quarter last year, relying on an expanding installed base. This growth confirms the relevance of its On Demand business model, which, by marketing software in SaaS (Software as a Service) is part of a broader trend – the Cloud computing- when IT gets compensated as it is being used as opposed to be invested in. According to the IDC report issued in December 2010, Cloud computing should stimulate IT investments in 2011, representing 15% of total investments and growing by four to five times more than the overall IT market.

In addition, in the context of its new strategic development plan partly based on the development of the On Demand business, Generix Group signed an agreement with its banks in order to set up a sustainable financing. The 9.5 million of euros short-term line of credit will be available beyond May 2011 through a 4-year borrowing guaranteed at 60% by OSEO, which available amount of 9.5 million of euros is to be reduced every year. Simultaneously, mid-term borrowings have been extended by 24 months.

Next press release: April 21, 2011
Revenues for the fourth quarter of financial year 2010/2011

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About Generix Group

Generix Group offers Collaborative Business solutions that optimize consumer goods availability across the supply chain and increase their sales. This unique offering on the market is targeted at the CPG industry, food & specialist retail, e-commerce and transport/logistics companies.

With €68 million in revenues, Generix Group is the European leader for Collaborative Business solutions for the trade and supply chain markets. 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 logistic providers selected Generix Group Collaborative Business solutions.

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