



## Generix Group announces operating results for financial year 2010/2011

Paris, June 1, 2011 - **Generix Group, a leading software vendor for Collaborative Business, today issued preliminary results for financial year 2010/2011.**

Generix Group issues today estimated preliminary results for financial year 2010/2011, and will release final results on June 30, 2011. The press release will be published on June 30, 2011 at 7 am CET.

<b>Unaudited</b>	<b>Twelve months ended</b>		<b>Change</b>
	<b>March 31,</b>		
<b>IFRS consolidated accounts, in millions of euros</b>	<b>2010/2011</b>	<b>2009/2010</b>	
Revenues	66.2	68.6	-2.4
Income from operations (1)	-5.2	-2.7	-2.5
<b>EBITDA (2)</b>	<b>-0.1</b>	<b>1.6</b>	<b>-1.7</b>

(1) The property tax is now recorded as a reduction of the income tax benefit as opposed to an operational expense in previous years. This tax amounts to 0.7 million euros for the twelve month period ended March 31, 2011. The property tax amounting to 0.7 million euros for the twelve month period ended March 31, 2010 was reclassified as a reduction of the income taxes benefit for comparability purposes.

(2) L'EBITDA corresponds to income from operations adjusted from net amortization and provisions and capitalized software development costs

Generix Group recorded a 5.2 million euro operating loss for 2010/2011 as compared to 3.5 million euros in 2009/2010. This loss is explained by a license revenue decrease that was not offset by the significant increase in SaaS revenues and by a reduction of operating charges. Average headcount in 2010/2011 was reduced to 560 people compared to an average of 586 people in 2009/2010. Financial year 2010/2011 was impacted by reorganization of the sales force and marketing efforts to improve the readability of the Group's offering. Cost reduction initiatives were carried out across all group's departments, but overruns were recorded in particular in the consulting activity that did not deliver expected margins. Adjusted from capitalized software development costs, EBITDA is almost break-even, compared to slight cash generation in 2009/2010.

<b>Unaudited</b>	<b>Twelve months ended</b>		<b>Change</b>
	<b>March 31,</b>		
<b>Net debt, in millions of euros</b>	<b>2010/2011</b>	<b>2009/2010</b>	
Cash and cash equivalents, end of period	3.7	5.8	-2.1
Short-term and long-term portions of financial obligations	-8.1	-11.4	3.3
<b>Net debt</b>	<b>-4.4</b>	<b>-5.6</b>	<b>1.2</b>

Financial year 2010/2011 resulted in a 2.1 million euro cash decrease compared to prior year. The improvement of DSO, i.e. average number of days of sales outstanding, from 92 days in 2009/2010 to 74 days in 2010/2011, did not fully offset the decrease in operating cash generation after loan reimbursements and investments' financing. In order to address this cash decrease, a factoring credit line, up to 3 million euro, was made available to Generix Group in February 2011, as well as a 750 K€ current account granted by one of its shareholders, Pléiade Investissement, at the end of April 2011. In addition, an 8.5 million euro short-term credit line will be made available to Generix Group only starting August 1<sup>st</sup>, 2011, as agreed with its banks, and as announced on January 24, 2011.

\*\*\*

**Investor relations**  
 Jérôme ARNAUD  
 Chief Financial Officer  
[jarnaud@generixgroup.com](mailto:jarnaud@generixgroup.com)  
 +33 (0) 1 77 45 41 80

**Press contact**  
 Stéphanie STAHR  
 CM-CIC Emetteur  
[stahrst@cmcics.com](mailto:stahrst@cmcics.com)  
 +33 (0)1 45 96 77 83

## 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 €66 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 Sodiaal, Metro, Sara Lee, Kuehne + Nagel, Cdiscount... Over 1500 retailers, global manufacturers and logistic providers selected Generix Group Collaborative Business solutions.

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