



**Q1 Revenue 2012/2013: €15.3 M**  
**Confirmation of growth in the Software activities and the return of a profitable activity that generates cash**

*Paris, July 23, 2012 - Generix Group, collaborative software vendor for Retail ecosystem, today issued today its revenues for the first quarter, ended June 30, 2012, of its financial year 2012/2013.*

**→ The Software activity confirms the growth observed over financial year 2011/2012**

<i>Unaudited</i>	Quarter ended June 30		Change
	2012	2011	
Licenses	1 512	1 673	-10%
Maintenance	5 865	5 615	4%
SaaS	2 914	2 724	7%
<b>Software revenues</b>	<b>10 291</b>	<b>10 012</b>	<b>3%</b>
Consulting Services	5 050	5 675	-11%
<b>Revenues</b>	<b>15 341</b>	<b>15 687</b>	<b>-2%</b>

Generix Group recorded a 2% decline in its revenue for the quarter compared to the same quarter of the previous financial year. However, ongoing development of the activity in SaaS mode and loyalty of the installed base have allowed the Software activities to grow 3% compared to the first quarter of the previous financial year.

The Licenses sales, carried in particular by the restarting of signatures for ERP solutions, is however down 10% compared to the same quarter of the previous financial year due to the time shift in decisions on the next quarters.

Recurring activities are up 7% for SaaS (carried in particular by the increase in consumption) and 4% for maintenance. The quarter is furthermore marked by the renewal and extension of one of the main SaaS contracts.

Under the effect of the past decrease in License sales and the acceleration of projects, thanks to industrializing the offering, the Consulting and Services activity declined 11% over the quarter.

**→ Activity in the quarter is profitable and generating cash**

The ongoing increase in the Software activities and the reduction in structural costs that was successfully carried out over the last quarter make it possible to anticipate an improvement in the Group's operating profitability compared to the same quarter in the previous financial period, and positive Ebitda. This improvement in profitability and in cash flow generated by the Group's activity confirms the trend observed in the second half of the previous financial year.

### **Supplemental and non-IFRS Financial Information**

Supplemental non-IFRS information (above-mentioned as EBITDA) presented in this press release are subject to inherent limitations. It is not based on any comprehensive set of accounting rules or principles and should not be considered as a substitute for IFRS measurements. Also, the Company's supplemental non-IFRS financial information may not be comparable to similarly titled non-IFRS measures used by other companies.

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**Next press release: 22 October 2012**  
**Revenue for the second quarter of financial year 2012/2013**

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#### **About Generix Group**

Generix Group provides the rapidly evolving Retail Ecosystem with leading Collaborative Software Solutions to operate profitably, adjust effectively, and grow sustainably. Generix Group helps retailers, third party logistics providers and manufacturers, in managing, sharing and optimizing their data flows. Generix Collaborative Business portfolio relies on a strong business expertise encompassing ERP, Supply Chain and Cross-Channel management, and uniquely leverages an A2A/B2B Gateway and Portal solutions.

Carrefour, Cdiscount, DHL, Gefco, Kuehne + Nagel, Leclerc, Leroy Merlin, Louis Vuitton, Metro, Nestlé, Sara Lee, Sodial, Unilever... more than 1,500 international companies trust "Generix Collaborative Business" solutions to profitably run their business, establishing Generix Group as an European leader with 64+M€ revenue.

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