

# Q2 Revenue 2012/2013: €14.8 M Growth in Software activities - EBITDA up significantly

Paris, October 22, 2012 - Generix Group, collaborative software vendor for Retail ecosystem, today issued its revenues for the second quarter, ended September 30, 2012, of its financial year 2012/2013.

### **GROWTH IN SOFTWARE ACTIVITIES**

Unaudited	Quarter ended September 30		Change	Six month ended September 30		Change
	2012	2011		2 012	2 011	
Licenses	1 470	1 404	5%	2 982	3 077	-3%
Maintenance	5 872	5 767	2%	11 737	11 382	3%
SaaS	2 628	2 555	3%	5 542	5 279	5%
Software revenues	9 970	9 727	2%	20 261	19 738	3%
Consulting Services	4 877	5 415	-10%	9 927	11 090	-10%
Revenues	14 847	15 142	-2%	30 188	30 829	-2%

With a 2% increase over the second quarter of financial year 2012/2013, Generix Group confirmed the uninterrupted growth in its Software Publishing activities for the four consecutive half year.

The Licenses activity is in particular driven by the confirmation of the restarting of signatures for ERP solutions, including a new buying group from one of the main players in large European retailing. The license sales are thus showing 5% growth compared to the same period last year, despite the difference in decisions over the following quarters.

As was seen in the first quarter, Software Publishing's recurring activities (Maintenance and SaaS) continue to show slight growth.

As the industrialization of the implementation processes has resulted in speeding up the completion of client projects, the Consulting & Services activity declined by 10%, while considerably improving its profitability.

Overall, the second quarter of financial year 2012/2013 showed a 2% decline.

# CONFIRMATION OF POSITIVE EBITDA AND SIGNIFICANT IMPROVEMENT

The growth in revenue for the Software Publishing activities combined with the development of the Consulting & Services activity leads to anticipating significant improvement in the Group's operational profitability, compared to the same period last year, and a positive EBITDA over the quarter.

The Group expects this trend to continue throughout the 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: 26 November, 2012, after the close of the stock market Results for the six-month period ended September 30, 2012 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, Sodiaal, 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