



## Q3 Revenue 2012/2013: €15.9 M

Paris, January 24, 2013 - **Generix Group, collaborative software vendor for Retail ecosystem, today issued its revenues for the third quarter, ended December 31, 2012, of its financial year 2012/2013.**

<i>Unaudited</i>	Fiscal Year 2012/2013			Fiscal Year 2011/2012	Change	9 month ended December 31		Change
	Q1	Q2	Q3	Q3	Q3	2012	2011	YTD
Licenses	1 512	1 470	2 021	3 168	-36%	5 003	6 245	-20%
Maintenance	5 865	5 872	5 904	5 760	3%	17 640	17 142	3%
SaaS	2 914	2 628	2 838	2 842	0%	8 380	8 121	3%
<b>Software revenues</b>	<b>10 291</b>	<b>9 970</b>	<b>10 763</b>	<b>11 770</b>	<b>-9%</b>	<b>31 023</b>	<b>31 508</b>	<b>-2%</b>
Consulting Services	5 050	4 877	5 097	5 582	-9%	15 023	16 673	-10%
<b>Revenues</b>	<b>15 341</b>	<b>14 847</b>	<b>15 860</b>	<b>17 352</b>	<b>-9%</b>	<b>46 046</b>	<b>48 181</b>	<b>-4%</b>

With revenues of €15,860 K for Q3 of its 2012/2013 fiscal year, Generix Group has posted higher revenues this quarter than for the past 2 quarters, influenced by the seasonal nature of License sales.

Compared with Q3 of the previous fiscal year, sales have decreased by 9%, which can be explained by:

- an unfavorable basis effect, because 2 very significant license agreements, worth a total of €1.4 M, were signed last year during the third quarter;
- The decrease in Consulting and Services revenue, even though this activity has been substantially more profitable since it was restructured in early 2012.

The ERP Generix Collaborative Enterprise solution was selected by 3 buying groups at one of the major players in European retail food distribution, and by a major specialized distribution chain.

Maintenance is up slightly, in keeping with the trend we have seen over the past 2 years, which confirms the loyalty of Generix Group clients.

SaaS activity (Generix On Demand) was stable for the quarter, showing 3% growth over the first 9 months of the fiscal year.

Business has been more brisk in Q3 than the first 2 quarters of the fiscal year, which confirms the return to profitability we observed at the end of the first half.

## Information related to goodwill depreciation risk

In accordance with the AMF n°2011-18 recommendation, we call attention on our goodwill depreciation risk as described in our reference document from March 31st , 2012 (refer to section 4.2.3 "Goodwill depreciation risk"), as well as in our half-year financial report from September 30th, 2012 (refer to note 1 section 2.1.6 "Additional notes").

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## Next press release: April 22, 2013, after the close of the stock market Revenues 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)