

# Q4 Revenue 2012/2013: +6% to €17.1 M Annual revenue 2012/2013: -2% to €63.1 M Profitability continued to improve throughout the fiscal year

Paris, April 22, 2013 - Generix Group, collaborative software vendor for Retail ecosystem today issued revenues for financial year 2012/2013.

### 6% GROWTH IN Q4 - NEGATIVE GROWTH OF 2% FOR THE FISCAL YEAR

	Fiscal Year 2012/2013				Fiscal Year 2011/2012	Change	12 months ended March 31		Change
Unaudited	Q1	Q2	Q3	Q4	Q4	Q4	2013	2012	YTD
Licenses	1 512	1 470	2 021	2 131	1 790	19%	7 134	8 035	-11%
Maintenance	5 865	5 872	5 904	5 795	5 589	4%	23 435	22 731	3%
SaaS	2 914	2 628	2 838	3 452	2 916	18%	11 832	11 037	7%
Software revenues	10 291	9 970	10 763	11 378	10 295	11%	42 401	41 803	1%
Consulting Services	5 050	4 877	5 097	5 703	5 789	-1%	20 726	22 462	-8%
Revenues	15 341	14 847	15 860	17 081	16 084	6%	63 127	64 265	-2%

With sales of €17.1 million in the fourth quarter of its 2012/13 fiscal year, Generix Group grew by 6% in comparison with the same quarter last year.

This growth came from all of the group's activities, particularly:

- a substantial increase in license sales (19% growth over the same quarter last year), including significant signatures on Cross Channel and ERP solutions,
- considerable growth in SaaS (On Demand) income, which increased by 18% alongside higher consumption.

For the 2012/13 fiscal year, profitability for the Consulting & Services activity improved, alongside a controlled decrease of 8% in income from that activity.

Recurring income from SaaS (On Demand) and maintenance, which grew by +7% and +3% respectively over the 2012/13 fiscal year, represents 56% of total income, or a 3 point improvement over the previous fiscal year.

With all these changes, the sales figure for fiscal 2012/13 totaled 63.1 million euros.

For the 2012/13 fiscal year, Generix Group signed 6.6 million euros worth of SaaS contracts with an average term of 3 years.

## PROFITABILITY CONTINUED TO IMPROVE THROUGHOUT THE FISCAL YEAR

The growth and solid revenue figures for the fourth quarter confirm that profitability continued to improve during the 2012/13 fiscal year, as was already observed in the prior year and 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: June 3, 2013, after the close of the stock market Annual results for 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 63+M€ revenue.

www.generixgroup.com