



Q2 Revenue 2013/2014: €14.6 M
Pace of new SaaS contract signatures settles into accelerating trend (+195% vs. Q2 2012/2013) – EBITDA improving expected

Paris, 22 October 2013 - Generix Group, collaborative software vendor for Retail ecosystem, issued today its revenues for the second quarter, ended 30 September 2013, of its financial year 2013/2014.

+195% INCREASE IN SIGNATURES OF NEW SAAS CONTRACTS

<i>Unaudited</i>	Quarter ended September 30		Change	6 months ended September 30		Change
	2013	2012		2013	2012	
Licenses	1 024	1 470	-30%	2 709	2 982	-9%
Maintenance	5 841	5 872	-1%	11 523	11 737	-2%
SaaS	3 050	2 628	16%	5 998	5 542	8%
Software revenues	9 915	9 970	-1%	20 229	20 261	0%
Consulting Services	4 697	4 877	-4%	9 664	9 927	-3%
Revenues	14 612	14 847	-2%	29 893	30 188	-1%

With growth of 16% (8% over the half-year) in SaaS income and a 3-fold increase (2.2x over the half-year) in signatures of new SaaS contracts, the Group has confirmed the success of this model at home and internationally, where this activity has growth the most, with more than half of the new contracts signed abroad. As you know, signing new SaaS contracts has an impact on revenues for future quarters, with results appearing after a one-quarter lag corresponding to the time it takes to implement the solution.

The most significant signatures include contracts to equip all of Leroy Merlin's warehouses in Russia, several with jewelry and fashion brand Tous en Espagne, shipping management for Spanish food giant Capsa, a collaborative EDI portal for the top European household appliances company in Portugal, Media Markt, etc. These recent successes are amplified by the successful go-live of such strategic projects as the Oxybul-Eveil & Jeux cross-channel sales and marketing platform and the complete ERP for France Air.

After posting 11% growth in the previous quarter, licensing activity has dipped this quarter due to clients postponing their decisions about ERP: Generix Collaborative Entreprise.

The faster pace of project implementation has resulted in a 4% decrease in revenue from Consulting and Services, but does suggest that the activity will see a significant boost to its profitability.

On the whole, second quarter revenue for the 2013/2014 financial year totals €14.6 M, down 2% compared with the same quarter last year.

CONFIRMED IMPROVEMENT IN THE GROUP'S EBITDA

Alongside the substantially improved energy in SaaS activities, the Group is also anticipating an improvement in EBITDA and cash flow generated by the Group's business over the half-year, thanks to increasingly profitable Consulting and Services activities and cost control efforts.

Supplemental and non-IFRS Financial Information

Supplemental non-IFRS information (above-mentioned as EBITDA and Net Debt) 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.

Information related to goodwill depreciation risk

In accordance with the AMF n°2011-18 recommendation, we call attention to our goodwill depreciation risk as described in our annual financial report of 31 March 2013 (refer to section 1.8.2 "Goodwill depreciation risk").

**Next press release: 25 November, 2013, after the close of the stock market
Results for the six-month period ended 30 September 2013 of the 2013/2014 financial year**

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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 63+M€ revenue.

www.generixgroup.com