

# Q1 Revenue 2014/2015: Revenue stable over the scope of the maintained activities 59% increase in the signatures of new SaaS contracts

Paris, July 28, 2014 - Generix Group, Industrial, Logistical and Retail Ecosystems provider with leading Collaborative Software Solutions, issued today its revenues for the first quarter, ended June 30, 2014, of its financial year 2014/2015.

# REVENUE STABLE OVER THE SCOPE OF THE MAINTAINED ACTIVITIES

	Fiscal Year 2014/2015	Fiscal Year 2013/2014	Change
Unaudited	Q1	Q1	Q1
Licenses	573	1 230	-53%
Maintenance	4 306	4 085	5%
SaaS	3 299	2 948	12%
Software revenues	8 178	8 263	-1%
Consulting Services	4 094	3 966	3%
Revenues from continued operations	12 272	12 229	0%
Revenues from discontinued operations (1)	957	878	9%

(1) GCE ERP activity sold on May 2, 2014 - refer to the press release from May 5, 2014. The revenue concerning these activities therefore relates to the period from April 1, to May 1, 2013 and 2014. Over the first quarter of fiscal 2013/2014, published revenue (over 3 months) for this activity branch stood at  $\in$ 3,053 K.

With revenue of €12.3 M, the Group recorded for the past quarter stability in its revenue generated on the scope of the maintained activities (excluding the CGE ERP activity branch sold on May 2, 2014).

The strong growth in sales with SaaS, already observed over fiscal 2013/2014, is confirmed over the first quarter of fiscal 2014/2015 with a 59% increase in the number of new SaaS contracts signed compared to the same quarter of the previous period.



The benefit of this momentum resulted in 12% growth in the revenue generated by this activity over the past quarter.

The loyalty of the installed base has allowed for growth of 5% in the revenue of the maintenance activity for the first quarter of the period.

The growth observed in these recurring activities (SaaS and maintenance) allows the Group to record a 4.5 point increase in the share of these activities in total revenue for the quarter (62% over the first quarter 2014/2015 compared to 57.5% over the first quarter of the previous period).

The Consulting & Services activity is up 3% linked to the many implementations generated by the new SaaS signatures.

Sales of licenses, down 53%, are affected by the concentration of new signatures for the SaaS model.

## SUCCESSFUL SALE OF THE GCE ERP ACTIVITY BRANCH

The quarter was also marked by the sale of the CGE ERP activity branch based on a valuation of 12.25 million euros. The impact in terms of cash flow was €9 M, which is added to a net cash flow figure that was already positive at March 31, 2014.

#### Supplemental and non-IFRS Financial Information

Supplemental non-IFRS information (above-mentioned as net treasury) 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 No. 2011-18 recommendation, we call attention on our goodwill depreciation risk as described in our reference document from March 31, 2013 (refer to section 4.2.2 "Goodwill depreciation risk"), as well as in our half-year financial report from September 30, 2013 (refer to note 1 section 2.1.6 "Additional notes").

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## Next press release: October 27, 2014 after closing of the stock exchange Revenue for the second quarter of financial year 2014/2015

## Contacts

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## **About Generix Group**

Vendor of application solutions for manufacturing, logistics and retail ecosystems, Generix Group helps its clients in managing, sharing and optimizing their data flows. Generix Collaborative Business portfolio relies on strong business expertise encompassing Supply Chain and Cross-Channel management, and uniquely leverages A2A/B2B Gateway and Portal solutions.

Auchan, Carrefour, Cdiscount, DHL, Feu Vert, Gefco, Kuehne + Nagel, Leroy Merlin, Louis Vuitton, Metro, Nestlé, 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 close to €50M in revenue.

For more information, visit <u>www.generixgroup.com</u>