



**Q4 Revenue 2014/2015: +15%**  
**Revenue 2014/2015: +9%**  
**Nearly 50% increase in SaaS backlog\***

Paris, April 27, 2015 - **Generix Group, Industrial, Logistical and Retail Ecosystems provider with leading Collaborative Software Solutions, issued today revenues for financial year 2014/2015.**

**Q4 REVENUE 2014/2015 UP 15% / REVENUE 2014/2015 UP 9%**

	Quarter ended March 31		Change	12 months ended March 31		Change
<b>Unaudited</b>	<b>2015</b>	<b>2014</b>		<b>2015</b>	<b>2014</b>	
Licenses	1 047	894	17%	4 004	4 037	-1%
Maintenance	4 227	4 161	2%	17 093	16 562	3%
SaaS	4 501	3 308	36%	14 904	12 487	19%
<b>Software revenues</b>	<b>9 775</b>	<b>8 363</b>	<b>17%</b>	<b>36 002</b>	<b>33 086</b>	<b>9%</b>
Consulting Services	4 496	4 029	12%	17 664	16 315	8%
<b>Revenues from continued operations</b>	<b>14 271</b>	<b>12 392</b>	<b>15%</b>	<b>53 666</b>	<b>49 401</b>	<b>9%</b>
<b>Revenues from discontinued operations (1)</b>				<b>957</b>	<b>878</b>	<b>9%</b>

(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 fourth quarter of fiscal 2013/2014, published revenue (over 12 months) for this activity branch stood at €12,226 K.

With revenue of €14.3 M, the Group recorded for the past quarter an increase in revenue generated of 15% on the scope of the maintained activities primarily driven by:

- The dynamic rate of new SaaS signings observed since the beginning of the financial year 2013/2014, resulting in 36% growth in the revenue generated by this activity over the past quarter. This level of growth is linked to a 19% increase in the activity and to the opening of services for 17%;
- The new implementations generated by the SaaS signings, allowed Consulting and Services revenue to grow 12% compared with the same quarter of the previous financial year.
- The loyalty of the installed base (License-based) brought growth of 17% in license sales and growth of 2% in the revenue of the maintenance activity.

The dynamic growth observed quarter after quarter over fiscal 2014/2015 (stable revenue over Q1 then growth of 6%, 13% and 15% respectively over Q2, Q3 and Q4) allowed the Group to post annual sales of 53.7 million euros, up 9% compared to the previous period.

## ALREADY OVER €10 M IN NEW SAAS CONTRACTS SIGNED SINCE JANUARY 2015

	Quarter ended March 31			Var. Q4 2015 vs Q4 2014	12 months ended March 31			Var. 2015 vs 2014
<i>Unaudited</i>	2015	2014	2013		2015	2014	2013	
<b>New SaaS contract signing</b>	<b>4 425</b>	<b>4 429</b>	<b>2 053</b>	<b>0%</b>	<b>10 881</b>	<b>8 818</b>	<b>4 050</b>	<b>23%</b>

The strong growth in sales, already observed since the beginning of fiscal 2013/2014, is confirmed over fiscal 2014/2015 the past quarter with a 23% increase in the number of new SaaS contracts. The latter even accelerated with signatures amounting to more than €10 M in new SaaS contracts from 1 January 2015 to date.

As the new SaaS contracts signed run for an average of 3.7 years, the signatures recorded over fiscal 2014/2015 (between 1 April 2014 and 31 March 2015) will, once the various deployments are completed, allow us to generate additional annual sales of close to 3 million euros, which is an increase of more than 22% in CMRR\*\*.

The quality of the offering and the constant investment in terms of innovation in the SaaS model allows the Group to benefit from customer loyalty with an attrition rate over fiscal 2014/2015 that is down 20% compared to the previous period. This trust is also manifested in the lengthening of customer commitments on new contracts and renewals. The benefits from the signatures recorded over fiscal 2014/2015 and the extending of the commitment period allowed the SaaS backlog\* to increase nearly 50% over the past period.

## CASH FLOW AND PERSPECTIVES

The strong growth observed over the past period and since the beginning of the year 2015 in terms of contract signing allowed the Group to assert its capacity to further increase the recurrence and the profitability of the Group once these projects are deployed.

Fiscal 2014/2015 on the scope of the maintained activities allows us to confirm the expected improvement in net cash flow at 31 March 2015 compared to 31 March 2014, and a level of profitability in terms of Ebitda close to that observed during fiscal 2013/2014. As such, the additional investment in sales & marketing that the Group initiated over fiscal 2014/2015 has been recouped in the first year.

\*SaaS backlog: firm orders received in SaaS spread over several years which are not recognized in revenue yet

\*\*Monthly recurring revenue after taking into account contracts that are signed but which have not started yet and cancellations that have not yet taken effect

### Supplemental and non-IFRS Financial Information

Supplemental non-IFRS information (above-mentioned as CMRR, net treasury and backlog) 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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**New press release: June 1, 2015 after closing of the stock exchange  
Annual results for financial year 2014/2015**

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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, 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 close to €54M in revenue.

For more information, visit [www.generixgroup.com](http://www.generixgroup.com)