



## Q1 Revenue 2015/2016: +8%

**This quarter saw more than €13 M in new SaaS contracts signed**  
**The SaaS\* backlog was doubled**

Paris, July 27, 2015 - Generix Group, Industrial, Logistical and Retail Ecosystems provider with leading Collaborative Software Solutions, issued today its revenues for the first quarter of its financial year 2015/2016.

### Q1 REVENUE 2015/2016 UP 8%

	Fiscal Year 2015/2016	Fiscal Year 2014/2015	Change
<i>Unaudited</i>	Q1	Q1	Q1
Licenses	695	573	21%
Maintenance	4 297	4 306	0%
SaaS	3 891	3 299	18%
<b>Software revenues</b>	<b>8 883</b>	<b>8 178</b>	<b>9%</b>
Consulting Services	4 339	4 094	6%
<b>Revenues (1)</b>	<b>13 222</b>	<b>12 272</b>	<b>8%</b>

(1) Revenue for Q1 2015/2016: including €140 K from buying GMI Connectivity on April 30, 2015 (please refer to the financial press release on April 30, 2015)

With revenues of €13.2 million, the Group recorded revenue growth of 8% during the past quarter, driven primarily by the SaaS business that continues to grow at a rate of close to 20%, following the same trend as during the previous quarters.

### MORE THAN €13 M IN NEW SAAS CONTRACTS SIGNED DURING Q1 / THE SAAS BACKLOG WAS DOUBLED

	Quarter ended June 30			Var. Q1 2015 vs Q1 2014
<i>Unaudited</i>	2015	2014	2013	
<b>New SaaS contract signing</b>	<b>13 164</b>	<b>2 202</b>	<b>1 385</b>	<b>498%</b>

The first quarter of financial year 2015/2016 was marked by a set of very important signings, so much so that during the first three months of the financial year, the Group signed more new business than during the entire 2014/2015 financial year.

Once of these significant signings relates to the Supply Chain (GCS) business in logistics and transportation management, retained by a player in media distribution aiming to rationalize and pool their logistics IT system

handling volumes of around one million lines of order preparation every day, and this at very short notice.

Another major signature during the past quarter was in the B2B (GCI) exchanges business and especially the Generix Collaborative Integration On Demand solution retained by a leading worldwide retailer to manage their exchanges with all of their suppliers, representing many million messages a month.

These new SaaS contracts signed run for an average of 5.2 years, so that the signatures recorded over the first quarter of fiscal 2015/2016 will, once the various deployments are completed, allow us to generate additional annual revenues of over 2.5 million euros, which is an increase of almost 20% in our annual SaaS revenues.

After already growing by more than 50% during fiscal 2014/2015, the SaaS backlog has more than doubled during the past quarter. This growth is the result of the signings made during the past quarter and an extension of the commitments made by customers.

### **BUYING GMI CONNECTIVITY / SHORT TERM FINANCING**

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The quarter was also marked by buying GMI Connectivity on April 30, 2015. A software vendor active in the market for dematerializing exchanges between companies, it represents revenues worth close to a million euros.

Lastly, during the past quarter, the Group secured short term financing instruments from its banking partners worth 6.5 million euros repayable on March 31, 2016, so that the Group can cover the seasonal aspect of its cashflow needs.

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

#### **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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**Next press release: October 26, 2015 after closing of the stock exchange  
Revenue for the second quarter of financial year 2015/2016**

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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)