



Q3 Revenue 2015/2016: +6%

Signatures of new SaaS contracts during the quarter have multiplied by 2.7

Paris, January 25, 2016 - **Generix Group, Industrial, Logistical and Retail Ecosystems provider with leading Collaborative Software Solutions**, issued today its revenues for the third quarter of its financial year 2015/2016.

Q3 Revenue 2015/2016: +6%

<i>Unaudited (K€)</i>	Quarter ended December 31		<i>Change</i>	9 months ended December 31		<i>Change</i>
	2015	2014		2015	2014	
Licenses	1 103	1 640	-33%	2 785	2 957	-6%
Maintenance	4 346	4 247	2%	13 121	12 866	2%
SaaS	4 803	3 474	38%	12 796	10 403	23%
Software revenues	10 252	9 361	10%	28 702	26 226	9%
Consulting Services	5 046	5 114	-1%	13 857	13 168	5%
Revenues (1)	15 298	14 475	6%	42 559	39 394	8%

(1) Including €291 K on Q3 2015/2016 and €645 K on 9 months ended December 31, 2015 from buying GMI Connectivity.

With revenue of €15.3 M, the Group recorded for the past quarter a 6% increase in generated revenue driven mainly by the SaaS business (+38%). This strong growth primarily illustrates:

- > The pace of signatures observed since the start of the period and especially the revenue generated by the two significant contracts signed during the first quarter.
- > High service usage levels during the past quarter.

The drop in license sales must be seen in the light of signatures of new SaaS contracts that are up 170% during the quarter, in a context where all new sales opportunities are addressed as a matter of priority by the Group with a SaaS model solution.

Signatures of new SaaS contracts during the quarter have multiplied by 2.7

Unaudited (K€)	Quarter ended December 31			Var. Q3 2015 vs Q3 2014	9 months ended December 31			Var. 2015 vs 2014
	2015	2014	2013		2015	2014	2013	
New SaaS contract signing	6 153	2 279	1 393	170%	21 233	6 456	4 388	229%

The third quarter of fiscal 2015/2016 was marked by the value of new SaaS contracts signed being multiplied by 2.7 compared with the same quarter in the previous fiscal year. This level of growth which is always significant in terms of the number of signatures is founded primarily on a new major contract signed in October 2015 with one of the world's major agrifood players. They have retained the Generix solution for supply management.

These new SaaS contracts signed during the quarter run for an average commitment of 3.6 years, so the signatures recorded during this quarter will, once the various deployments are completed, allow us to generate additional annual sales of some 1.7 million Euros.

Hence the various SaaS contracts signed since the beginning of the fiscal year (€21.2M) represent additional annual recurring turnover of close to €5M.

Cash flow and perspectives

The Group shows a stable cash flow level in relation to the previous period.

Growth in new signatures compared with the previous fiscal year is concentrated around the SaaS model. Hence, as observed during the first half of the year, the Ebitda / Turnover ratio should be down compared with the previous period, driven especially by:

- > The impact over a full year of reinforcing operational marketing resources and the sales force undertaken in 2014/2015 and which translates into growth in the number of SaaS contracts signed.
- > Sales force variable costs linked to these signatures.

Supplemental and non-IFRS Financial Information

Supplemental non-IFRS information (above-mentioned as Ebitda) 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.

**Next press release: April 25, 2016 after closing of the stock exchange
Revenues of financial year 2015/2016**

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About Generix Group

Software editor of collaborative applications, Generix Group helps its customers to face with the digital enterprise challenges: facilitating buying journeys, building a digital supply chain, and dematerializing all data flows. By building differentiating services, Generix Group optimizes the overall performance of the company within its ecosystem, enabling it to meet customers' new expectations.

Over 5,000 international players have contributed to establishing Generix Group as a European leader, with close to €54 million in turnover

For more information, visit www.generixgroup.com

