



## Q2 Revenue 2016/2017: +5%

Paris, October 31, 2016 - Generix Group, Industrial, Logistical and Retail Ecosystems provider with leading Collaborative Software Solutions, issued today its revenues for the second quarter of its financial year 2016/2017.

### Q2 Revenue 2016/2017: +5%

Unaudited (K€)	Quarter ended September 30		Change	6 months ended September 30		Change
	2016	2015		2016	2015	
Licenses	1 184	988	20%	2 096	1 682	25%
Maintenance	4 267	4 478	-5%	8 696	8 776	-1%
SaaS	5 373	4 101	31%	10 588	7 992	32%
<b>Software revenues</b>	<b>10 824</b>	<b>9 567</b>	<b>13%</b>	<b>21 380</b>	<b>18 450</b>	<b>16%</b>
Consulting Services	3 909	4 472	-13%	8 224	8 811	-7%
<b>Revenues</b>	<b>14 733</b>	<b>14 039</b>	<b>5%</b>	<b>29 604</b>	<b>27 261</b>	<b>9%</b>

With €14.7m in revenue, the group recorded 5% growth in the past quarter which is mainly driven by:

- > The SaaS, owing to the rate of new contracts being signed on last fiscal year, generating a 31% revenue growth for the quarter;
- > The loyalty of the installed (License-based) base brought a growth of 20% in license sales.

The decrease in revenue of Consulting & Services should be considered in light of the fact that the strong level of activity during the same period of the previous exercise was due to the signature of two very important SaaS contracts.

The recurring revenue from software activities (Maintenance & SaaS) represents 65% of half-year total revenues.



## New SaaS contracts Q2 2016/2017: €1.9 M

Unaudited (K€)	Quarter ended September 30			Var. Q2 2016 vs Q2 2015	6 months ended September 30			Var. 2016 vs 2015
	2016	2015	2014		2016	2015	2014	
New SaaS contract signing	1 875	1 916	1 979	-2%	5 277	15 080	4 181	-65%

For the last quarter, the Group recorded €1.9m in new SaaS contracts, a stable level compared to the same quarter in 2015/2016 and 2014/2015. The previous fiscal period registered two very significant contracts for the first quarter worth nearly €12m, which explains the 65% decrease in new contracts over the half-year.

These new SaaS contracts are spread over an average of 3.5 years, and once in motion, they will produce an additional annual turnover of €1.5m.

### Acquisition of a stake in Sologlobe Logistiques, Inc.

The quarter was also marked by the finalization, on October 3, 2016, of the acquisition of a 60% stake in the company Sologlobe Logistique Inc., a software publisher specializing in Supply Chain solutions for the North American continent and representing revenue of 6 million Canadian dollars.

A portion of this acquisition, 4.5 million euros, is being financed by medium-term debt.

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**Next press release :November 28, 2016 after closing of the stock exchange  
Results for the six-month period ended 30 September 2016 of the 2016/2017 financial year**

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### About Generix Group

Generix Group, a publisher of collaborative software for Industry, logistic and Commerce helps its customers to face the challenges of the digital enterprise: facilitating buying journeys, building a digital supply chain and dematerializing all data flows. By building differentiating services, our mission is keeping our customers' promise to their customers.

Generix Group is present in France, Russia, Brazil, Italy, Spain, Portugal, Benelux and now in North America as well as in more than 39 countries through its partners. With Auchan, Carrefour, Cdiscount, DHL, Feu Vert, Gefco, Kuehne + Nagel, Leroy Merlin, Louis Vuitton, Metro, Nestlé, Sodial, Unilever,... Over 5000 international clients have helped establish Generix Group as a leader in the digital transformation of commerce.

To know more: [www.generixgroup.com](http://www.generixgroup.com)

