



## Q2 Revenue 2017/2018: 17% growth

Paris, 30 October 2017 - **Generix Group, Industrial, Logistical and Retail Ecosystems provider with leading Collaborative Software Solutions**, issued today its revenues for the second quarter of its 2017/2018 fiscal year.

### Q2 Revenue 2017/2018: +17%

Unaudited (K€)	Quarter ended September 30		Change	6 months ended September 30		Change
	2017	2016		2017	2016	
Licenses	5 883	5 373	9%	11 452	10 588	8%
Maintenance	4 864	4 267	14%	9 438	8 696	9%
SaaS	1 096	1 184	-7%	2 528	2 096	21%
<b>Software revenues</b>	<b>11 843</b>	<b>10 824</b>	<b>9%</b>	<b>23 418</b>	<b>21 380</b>	<b>10%</b>
Consulting Services	5 386	3 909	38%	10 905	8 224	33%
<b>Revenues</b>	<b>17 229</b>	<b>14 733</b>	<b>17%</b>	<b>34 323</b>	<b>29 604</b>	<b>16%</b>

With a revenue of €17.2 M, the group shows a growth of 17% over the last quarter (including 6% of growth in the historical scope, with the exception of North American activities), primarily driven by:

- > The 9% organic growth of the SaaS activities;
- > An increase in revenue from Maintenance by 14% and Consulting & Services by 38%, driven:
  - o Principally by the North American market following the acquisition of Sologlobe: +10% in Maintenance revenue and +20% in Consulting & Services;
  - o And in the historical scope with a growth of 4% in Maintenance revenue and 18% in Consulting & Services (which continues to benefit from the strong international development dynamic in Europe).

As such, the Group's revenue for the first half of the current fiscal year amounts to €34.3 M, equivalent to 16% growth, just over 5% of which is in the historical scope.



## New SaaS contracts Q2 2017/2018: €802 K

<i>Unaudited (K€)</i>	Quarter ended September 30		Var. Q2 2017 vs Q2 2016	6 months ended September 30		Var. 2017 vs 2016
	2017	2016		2017	2016	
<b>New SaaS contract signing (ACV*)</b>	<b>802</b>	<b>602</b>	<b>33%</b>	<b>1 534</b>	<b>1 529</b>	<b>0%</b>

\*New contracts expressed in ACV (Annual Contract Value), which emphasizes the average annual complementary revenue to be generated after implementing the contracts in question.

The Group registered an amount of €802 K over the last quarter in new contracts, expressed in Annual Contract Value, up 33% compared to the same quarter of the previous fiscal year. This dynamic includes a contract with a major industrial and technology group who chose the e-invoicing offer of the platform: "Generix Supply Chain HUB."

Another event this quarter was the landing of a contract with one of the world's agrifood leaders, which chose to establish the WMS On Demand offer of the "Generix Supply Chain Hub" platform in a first global geographic zone.

### Profitability / Cashflow

This half-year's growth, reached with a stabilized level of marketing & sales costs, suggests a significant improvement of the EBITDA/revenue ratio over the first six months of the fiscal year. The prospects for increased profitability, combined with a substantial improvement in customer payment periods, also meant the Group's cashflow progressed significantly as of 30 September 2017, compared with 30 September 2016.

### 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.



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**Next press release: November 27, 2017 after closing of the stock exchange  
Results of the first half of the fiscal year 2017/2018**

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**About Generix Group**

Generix Group, a Software as a Service Company, 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 North America as well as in nearly 50 countries through its partners. Over 5000 international clients have established Generix Group as a leader in digital transformation, on a unique cloud offer that brings together the informational and execution sides of the Supply Chain.

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

