



## Q1 Revenue 2017/2018: + 15%

Paris, July 31, 2017 - **Generix Group, Industrial, Logistical and Retail Ecosystems provider with leading Collaborative Software Solutions**, issued today its revenues for the first quarter of its 2017/2018 fiscal year.

### Q1 Revenue 2017/2018: +15%

	Fiscal Year 2017/2018	Fiscal Year 2016/2017	Change
<i>Unaudited</i>	Q1	Q1	Q1
Licenses	1 432	912	57%
Maintenance	4 574	4 429	3%
SaaS	5 568	5 214	7%
<b>Software revenues</b>	<b>11 574</b>	<b>10 555</b>	<b>10%</b>
Consulting Services	5 520	4 315	28%
<b>Revenues</b>	<b>17 094</b>	<b>14 870</b>	<b>15,0%</b>

With a revenue of €17.1 M, the group shows a growth of 15% over the last quarter (including 5% of growth in the historical scope, with the exception of North American activities), primarily driven by:

- > The 7% organic growth of the SaaS activities;
- > An increase in license sales by 57% and Consulting & Services by 28%, driven:
  - o Principally by the North American market following the acquisition of Sologlobe: +50% in license sales and +16% in Consulting & Services;
  - o And in the historical scope with a growth of 7% in license sales and 12% in Consulting & Services (benefiting from the strong international development dynamic in Europe).



## New SaaS signings Q1 2017/2018: €732 K

<i>Unaudited</i>	Quarter ended June 30		Var. Q1 2017 vs Q1 2016
	2017	2016	
<b>New SaaS contract signing (ACV*)</b>	<b>732</b>	<b>927</b>	<b>-21%</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.

After showing a growth of more than 50% in new SaaS contracts over the last quarter of the previous exercise, the Group registered an amount of €732 K over the last quarter in new contracts, expressed in Annual Contract Value, down 21% compared to the same quarter of the previous exercise; however, these quarterly variations do not have a prejudicial effect on the annual performance.

One of the notable events this quarter was the landing of a contract with one of the world's mass distribution leaders, which chose to establish the WMS On Demand offer of the "Generix Supply Chain Hub" platform in a first country.

### Profitability / Cashflow

The growth posted in the past quarter comes with a significant improvement of the EBITDA/revenue ratio.

During the same period, the Group secured short-term financing instruments from its banking partners worth 7.4 million euros repayable on March 31, 2018, so that the Group can cover the seasonal aspect of its cashflow needs.

### 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: October 30, 2017 after closing of the stock exchange  
Revenue for the second quarter of the 2017/2018 fiscal year**

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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)

