



Q3 Revenue 2017/2018: 12% growth

Paris, January 29, 2018 - **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 2017/2018.

Q3 2017/2018 revenue: +12%

Unaudited (K€)	Quarter ended December 31		Change	9 months ended December 31		Change
	2017	2016		2017	2016	
Licenses	6 144	5 400	14%	17 594	15 988	10%
Maintenance	4 755	4 536	5%	14 193	13 231	7%
SaaS	989	1 061	-7%	3 517	3 157	11%
Software revenues	11 888	10 997	8%	35 304	32 376	9%
Consulting Services	5 961	4 945	21%	16 868	13 170	28%
Revenues	17 849	15 942	12%	52 172	45 546	15%

With €17.8 M in revenue, the group recorded 12% organic growth over the latest quarter, which was mainly driven by:

- > 14% growth in SaaS activities;
- > A 21% increase in Consulting and Services revenue triggered by the company's strong international development in North America and Europe.

Group revenue for the first nine months of the fiscal year was €52.1 M, corresponding to 15% growth, 8% of which was organic.



New SaaS contracts for Q3 2017/2018: €1,612 K

<i>Unaudited (K€)</i>	Quarter ended December 31		<i>Var. Q3 2017 vs Q3 2016</i>	9 months ended December 31		<i>Var. 2017 vs 2016</i>
	2017	2016		2017	2016	
New SaaS contract signing (ACV*)	1 612	1 182	36%	3 146	2 711	16%

*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 a total of €1,612 K over the last quarter in new contracts, expressed in Annual Contract Value, up 36% compared to the same quarter of the previous fiscal year. This dynamic includes:

- a contract with a market-leading specialized retailer that chose to continue international development in Russia with the "Generix Supply Chain Hub" platform;
- a contract with a large French technological group that chose to extend its BtoB integration subscription for the "Generix Supply Chain Hub" platform to the United States

The quarter was also highlighted by the signature of a contract with one of the world's agribusiness leaders for WMS solutions from the "Generix Supply Chain Hub" platform for the implementation of the company's new world logistics organization. Following a first contract in the preceding quarter (see our financial press release for October 30, 2017), the company will now deploy these solutions over its second largest geographical area (United States)

Profitability / cash flow

Performance observed during the precedent quarter confirms Group perspectives for the current fiscal year of a two-digit growth in activity and an improvement in profitability. Cash flow at December 31, 2017, continues to improve, benefiting in particular from enhanced profitability.

Supplemental and non-IFRS Financial Information

Supplemental non-IFRS information (above-mentioned as treasury) 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: May 2, 2018 after closing of the stock exchange
Revenues of financial 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: www.generixgroup.com

