



Q4 Revenue 2016/2017: +10%

SaaS signings Q4 2016/2017: +53%

Paris, April 24, 2017 - **Generix Group, Industrial, Logistical and Retail Ecosystems provider with leading Collaborative Software Solutions**, issued today its revenues for financial year 2016/2017.

Q4 Revenue 2016/2017: +10%

	Quarter ended March 31		Change	12 months ended March 31		Change
Unaudited (K€)	2017	2016		2017	2016	
Licenses	1 480	1 315	13%	4 638	4 100	13%
Maintenance	4 320	4 324	0%	17 551	17 445	1%
SaaS	5 565	5 052	10%	21 553	17 848	21%
Software revenues	11 365	10 691	6%	43 742	39 393	11%
Consulting Services	6 092	5 134	19%	19 261	18 992	1%
Revenues	17 457	15 825	10%	63 003	58 385	8%

(1) Including 1 307 K€ on Q4 2016/2017 and 2 253 K€ on 12 months ended March 31, 2017 from buying Sologlobe Logistique Inc (Octobre 3rd 2016).

With €17.5 M in revenue, the group recorded 10% growth over the past quarter, mainly driven by:

- > The SaaS business with 10% growth driven by the many contracts signed in the previous quarters.
- > The Consulting Services business lines with 19% growth linked to the substantial momentum of the Consulting business and its roll-out across North America through Generix Group's North American subsidiary: Sologlobe Logistique Inc.
- > The licenses offer was driven by the announcement of the new Generix WMS offer and recorded over 13% growth in the quarter.

The four quarters of growth recorded during financial year 2016/2017 enable the Group to post annual revenue of €63 M, up 8% over the previous financial year.

With revenues of €21.6 M (up 21%), the SaaS business becomes the leading contributor to the Group's revenue. The recurring revenue of the publishing business (Maintenance and SaaS) represents over 62% of the revenue of the financial year.



New SaaS signings Q4 2016/2017: +53%

Unaudited (K€)	Quarter ended March 31			Var. Q4 2017 vs Q4 2016	12 months ended March 31			Var. 2017 vs 2016
	2017	2016	2015		2017	2016	2015	
New SaaS contract signing	4 996	3 276	4 425	53%	13 573	24 506	10 881	-45%

The last quarter of the financial year recorded significant momentum for new SaaS contract signings to achieve €5 M, equivalent to over 50% growth compared to the same quarter of the previous financial year. This dynamic includes a contract with a mass retail global leader who chose the e-invoicing offer of the platform: "Generix Supply Chain HUB."

It should be noted that the previous financial year (2015/2016) was marked by the signing of two new contracts representing the amount of close to €12 M.

The new SaaS contracts signed during the 2016/2017 financial year reach the amount of €13.6 M with an average duration of 3.1 years. The latter, once in motion, will produce an additional annual revenue of €4.4 M, or a CMRR* increase of up to 10%.

The Group welcomes the increased loyalty of its customers driven by its "Building Trust" program, whose successes include maintaining an attrition level that is consistently very weak in terms of the market values.

Prospects

In the last financial year, the Group was set to record stable EBITDA/Revenue margin and a net debt level (before taking into account financing underwritten in connection with the acquisition of Sologlobe) compared to the previous financial year.

*Monthly recurring revenue after taking into account contracts that are signed but which have not started yet and cancellations that have not yet taken effect.

Supplemental and non-IFRS Financial Information

Supplemental non-IFRS information (above-mentioned as CMRR, EBITDA or net debt) 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 29, 2017 after closing of the stock exchange
Annual results for financial year 2016/2017

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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

