



Paris, 30 January 2008

**Generix Group**  
**Revenue over the first nine months: €37.1 million**  
**Pro forma growth: + 9%**

**Generix Group, the software publisher for the retail sector, today announces its revenue for Q3 2007/2008 (1 October - 31 December 2007).**

Revenue in millions of euros	Q3 07/08 published	9 months 07/08 published	9 months 06/07 pro forma	Pro forma growth % 9 months	9 months April/December 06 published	% growth published 9 months
Software licences	3.37	8.00	7.72	+4%	5.54	X1.5
ASP	1.31	3.55	3.00	+18%		
Maintenance	3.32	9.50	8.82	+8%	4.86	X2
<b>Publishing business</b>	<b>8.01</b>	<b>21.06</b>	<b>19.54</b>	<b>+8%</b>	<b>10.4</b>	<b>x2</b>
Consulting	5.97	16.07	14.48	+11%	7.85	X2
<b>Consolidated revenue</b>	<b>13.98</b>	<b>37.13</b>	<b>34.03</b>	<b>+9%</b>	<b>18.25</b>	<b>x2</b>

Generix Group posted revenue of €37.1 million, representing 9% growth on a like-for-like basis over the first nine months of FY 2007/2008. With published revenues rising twofold, Generix Group has demonstrated its change in scale.

**→ PUBLISHING BUSINESS: LICENCES, ASP AND MAINTENANCE: +8%**

Nine-month revenue at the strategic software publishing business rose 8% on a like-for-like basis to €21.06 million, with ASP revenues performing particularly well.

Generix Group won numerous new clients across all businesses.

Particularly noteworthy this quarter was the heightened interest in collaboration and integration solutions from the *Influe* range, with new clients including:

→ The **Bouygues Telecom**, **L'Oréal**, and **Entremont** industrial groups, the **Marie-Claire** and **Relay H** media groups and the **Galeries Lafayette** retail group, which have all chosen Generix Group's B2B Electronic Data Interchange (EDI) and Integrated Application Exchange (EAI) for their data exchanges.

→ The **Danone** group, which chose the Generix Group order portal solution for all its café, hotel and restaurant businesses.

The integrated management software package *Generix Collaborative Entreprise* also won over new customers, including:

→ The office furniture and supplies specialist **Top Office**, which selected *Generix Collaborative Entreprise* for its head office and warehouse back office, becoming the first client to acquire Generix Group's new "Major Import Purchases" solution.

→ The discount furniture chain **Sésame** chose *Generix Collaborative Entreprise* software to run its head office and warehouse network back office.

In terms of international development:

→ The Delhaize group chose the *ApproPlus* procurement solution for its Romanian supermarket chain **Méga Image**.

→ **Metro Group** chose the B2B EDI / EAI platform for Asia, as did the **Port of Hamburg** for its ship maintenance business,

→ The Finnish group **Enfo** also selected the B2B EDI/EAI platform *Influe* for its hosting centre.

The maintenance business has benefited from continued growth in licence sales, rising 8% on a like-for-like basis.

## → CONSULTANCY BUSINESS

The consultancy business posted revenue of €16 million, up 11% on a like-for-like basis.

The group worked closely with its clients and integration partners, supporting them in upgrading their information system. Q3 also saw the roll-out of Supplier Portals for the Galeries Lafayette and FNAC groups.

## → CONCLUSIONS AND OUTLOOK

Jean-Charles DECONNINCK, Chairman of the Executive Board said: *"The group's fundamentals are solid, the new group structure is well in place and our business is enjoying sustained growth. Generix Group is confidently pursuing its expansion strategy designed to turn it into the leading publisher for the retail sector. The acquisition of Infolog Solutions is wholly consistent with this goal. I am confident in our ability to consistently outperform a growing market and to deliver profitable growth in the short and medium term."*

\*\*\*

**Next press release:  
Publication of 2007/2008 revenues to 31 March  
29 April 2008, following the stock market close**

### Press contact

Stéphanie Stahr CM-CIC EMETTEUR [stahrst@cmcics.com](mailto:stahrst@cmcics.com) – +33 (0)1 45 96 77 83

### Contact Generix Group

Sylvie Brunet Head of Communications – +33 (0)1 47 49 36 66

### About Generix Group

Generix Group offers a full range of collaborative solutions for data interchange, supply chain management and value-chain optimisation. This offering is aimed at companies in the food processing, fast-moving consumer goods (FMCG), food & specialist retailing, automotive, healthcare and transport sectors.

Generix Group took over Infolog Solutions to strengthen its expertise in the strategic logistics area. A subsidiary of Generix Group since 1 January 2008, Infolog Solutions provides the group's supply chain execution and transport expertise.

With 550 employees and revenue of around €70 million, the new group has become the European market leader in retail and supply chain publishing. Carrefour, Gefco, Leclerc, Leroy Merlin, Nestlé, Unilever, DHL Exel Supply Chain, Louis Vuitton Sodiaal, Metro, Sara Lee, Kuehne + Nagel and Cdiscount are just some of the 1500 retailers, international manufacturers and logistics companies that have chosen collaborative solutions from Generix Group.

[www.generixgroup.com](http://www.generixgroup.com)