

## Good resistance of the 2020/2021 revenues: -1%

## Confirmation of profitability objectives for fiscal year 2020/2021 and a return to double-digit growth in the current fiscal year

Generix Group, Industrial, Logistics and Retail Ecosystems provider with leading Collaborative SaaS Solutions, issued today its revenues for its 2020/2021 fiscal year.

### 2020/2021 revenues: Good resistance and record-breaking last quarter

| Unaudited (K€)           | Quarter ended |               | Change    | 12 months ended March |               | Change     |
|--------------------------|---------------|---------------|-----------|-----------------------|---------------|------------|
|                          | March 31      |               |           | 31                    |               |            |
|                          | 2021          | 2020          |           | 2021                  | 2020          |            |
| SaaS                     | 8 180         | 7 986         | 2%        | 32 252                | 32 402        | 0%         |
| Maintenance              | 4 562         | 4 683         | -3%       | 18 051                | 19 199        | -6%        |
| Licenses                 | 1 412         | 915           | 54%       | 4 246                 | 3 715         | 14%        |
| <b>Software revenues</b> | <b>14 154</b> | <b>13 584</b> | <b>4%</b> | <b>54 549</b>         | <b>55 316</b> | <b>-1%</b> |
| Consulting Services      | 7 265         | 6 834         | 6%        | 25 707                | 25 779        | 0%         |
| <b>Revenues</b>          | <b>21 419</b> | <b>20 418</b> | <b>5%</b> | <b>80 256</b>         | <b>81 095</b> | <b>-1%</b> |

Reclassification of €193K over the quarter and €885K over the fiscal year, as Consulting and Services revenue, concerning services previously accounted for as Maintenance revenue. After reprocessing this reclassification, Maintenance revenue showed a slight growth in Q4 (+2%) and a slight drop in YTD (-1%), primarily as a result of the temporary suspension of contracts during the lockdown period. Consulting and Services revenue, which is by nature more vulnerable in the current context, showed a +3,5% growth over Q4 and a -4% drop in YTD.

For the 2020/2021 fiscal year, the Group's revenues came to €80.3m (-1%) at current exchange rates, and €81.9m, up 1% at constant exchange rates, driven in particular by a 34% organic increase in revenues generated in North America.

Over the last quarter of the year, in a still difficult global health climate, Generix Group set a new quarterly revenue record at €21.4 million, up 5% on the same period of the previous year (7.1% at constant exchange rates).

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Growth over the quarter was mainly driven by:

- sustained license sales activity (+54%), particularly in North America (x3) and France (+40%);
- growth in consulting and services activities, particularly in North America (+36%).

## Q4 New SaaS contract signing: € 2,2M (+86%)

| Unaudited (K€)                   | Quarter ended March 31 |       | Var. Q4<br>2021 vs Q4<br>2020 | 12 months ended<br>March 31 |       | Var. 2021<br>vs 2020 |
|----------------------------------|------------------------|-------|-------------------------------|-----------------------------|-------|----------------------|
|                                  | 2021                   | 2020  |                               | 2021                        | 2020  |                      |
| New SaaS contract signing (ACV*) | 2 217                  | 1 191 | 86%                           | 4 746                       | 3 552 | 34%                  |

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

In addition to the good momentum of license sales, the past quarter was also marked by the confirmation of a return to a sustained rate of new SaaS contract signatures (+86%). This trend more than offsets the decline in signatures in the first half of the year. Over 12 months, signing of SaaS contracts increased by 34%.

Among the new SaaS signatures on the Generix Supply Chain Hub platform, the following should be noted:

- a contract in Russia for five new WMS sites for a world leader in the food industry, which Generix Group is supporting in its international deployment;
- a contract in Spain concerning four new warehouses for a leading DIY retailer.

Over the year, the Group signed €4.7 million (+34%) in new contracts, enabling it to generate 6% growth in CMRR\*.

## Confirmation of profitability objectives for fiscal year 2020/2021

### Return to double-digit growth in the current fiscal year

The level of revenues recorded over the past quarter enables the Group to confirm the expected trend in profitability for the 2020/2021 financial year, which should be in line with that observed in the first half of the year, with a controlled decline in the EBITDA margin, excluding the impact of the effort made in research and development.

Generix Group expects to maintain a sustained rate of new SaaS contract signatures over the coming quarters, which should enable it to return to double-digit revenue growth as early as in 2021/2022.

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The rapid recovery seen in the last quarter of the year demonstrates that Generix Group's solutions are well suited to the customer needs revealed by the crisis. As announced, the Group intends to pursue its strategic investments in R&D in order to benefit from the full potential of the supply chain and digitalization markets.

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

#### **Supplemental and non-IFRS Financial Information**

Supplemental non-IFRS information (above-mentioned as EBITDA) presented in this press release is 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 financial press release: June 2, 2021 after the market closes

Publication of results for the 2020/2021 fiscal year

#### **About Generix Group**

**Generix Group** is a Collaborative Supply Chain expert present in 60 countries, thanks to its subsidiaries and network of partners. More than 6,000 companies around the world use its SaaS solutions. The group's 750 employees provide daily support for such customers as Carrefour, Danone, FM Logistic, Fnac-Darty, Essilor, Ferrero and Geodis in the digital transformation of their Supply Chain.

Its collaborative platform, **Generix Supply Chain Hub**, helps companies to keep the promises they make to their customers. It combines the capabilities to execute physical flows, digitalize information flows, manage collaborative processes and connect companies to all their partners, in real time.

**Generix Supply Chain Hub** is aimed at all players in the Supply Chain: manufacturers, third- and fourth-party logistics providers (3PL/4PL) and retailers.

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

Founded in France in 1990, the company is listed on the Eurolist market of Euronext Paris, compartment C (ISIN: FR0010501692). To learn more: [www.generixgroup.com](http://www.generixgroup.com)

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