



## Interim Management Statement

### Third customer live in China, Reaffirmed FY 2015 Guidance of 20 - 25% Growth in Adjusted EBITDA

**Dublin, Ireland - 18 November 2015 – Datalex Plc (ISE: DLE)** a leading provider of digital commerce and retail solutions to the travel industry, today releases the following Interim Management Statement for the four months ended 31 October 2015.

#### Operating performance and financial position

Our operating performance over the period has been in line with expectations and we remain on course to meet our FY 2015 guidance of 20 - 25% growth in Adjusted EBITDA. During the four months ended 31 October 2015 we have seen strong momentum in our business, with platform revenue, our key value driver, growing 15% compared to the same period in 2014. This includes the first contribution from JetBlue Airways, which went live on our platform mid-year. We also brought Beibu Gulf Air, our third Chinese carrier, live in early Q4. These new customers, together with continued growth from our existing customer base, will drive our platform revenue and Adjusted EBITDA growth into 2016 and beyond.

Our financial position at the date of this IMS is in line with our expectations.

#### Operational highlights

During the four months to 31 October we continued to execute our growth strategy and scale our business across a number of key areas:

- **New go-lives and transactional growth of our digital commerce platform:** Following on from the go-live of our platform at JetBlue Airways mid-year, in early Q4 we brought our third Chinese carrier live, Beibu Gulf Air, a member of the Hainan Group of airlines. We are confident of further signings in the Chinese market as our local presence continues to grow and our business pipeline in the region gathers momentum.

Our customers continue to grow revenues across all channels using our digital commerce platform. For example, a recent Air China sales promotion delivered their highest daily sales volume ever.

- **Growth and scale:** Underpinning our growth strategy, we are scaling our organisation through employee growth, key partners and investment in our platform. The travel retail marketplace has evolved into a broad ecosystem of partners, content and channels. As the pace of change in this new retail environment increases, Datalex stands out as the provider of the leading digital commerce suite for travel retail. We are also investing in API (Application Programming Interface) capabilities which further differentiates our ability to rapidly scale our delivery operations and extends our product and market reach across with global brands and partners.
- **New products:** We continue to invest in the digital capabilities of our commerce platform. During the period we released our latest payments solution ("Smart Wallet") which allows airlines to consolidate and manage digital payments and credit management functions. Philippine Airlines are now using this feature to deliver corporate travel payment and credit management features to over 150 corporations. Also, in early Q4, we released our new call centre application, with JetBlue Airways as the launch customer further enabling a fully integrated ecommerce experience for all customer channels and touchpoints.

- **New contracts:** We are engaged in a number of new business discussions and are confident of securing additional customers in the coming months. We are pleased to report that Philippine Airlines has renewed its contract for a further term from January 2016. Philippine Airlines is one of Asia's premier carriers and has become one of the most popular e-commerce sites in the Philippines.

### **FY 2015 outlook**

2015 has been a year of continued growth for our business. In parallel we are investing in our business to position Datalex at the leading edge of the new airline retail environment, which will drive sustained growth in the years ahead. We are satisfied with the progress we have made against our objectives so far this year, and we remain confident that our FY15 guidance of 20 - 25% growth in Adjusted EBITDA will be achieved, and that we will sustain this double digit growth trajectory into the future.

### **About Datalex**

Datalex is a market leader in digital commerce for travel retailers. The Datalex commerce platform enables a travel marketplace of over one billion shoppers covering every corner of the globe, driven by some of the world's most innovative airline retail brands. Its customers include Aer Lingus, Abacus, Air China, Air Transat, Brussels Airlines, Copa Airlines, Delta Air Lines, Edelweiss, HP Enterprise Services, JetBlue Airways, Philippine Airlines, SITA, Swiss International Air Lines, Virgin Atlantic, Virgin Australia, West Air, and WestJet. The company is headquartered in Dublin, Ireland, and maintains offices across Europe, USA and China. Datalex is a publicly listed company and is listed on the Irish Stock Exchange (ISE: DLE). Learn more at [datalex.com](http://datalex.com) or follow on Twitter @Datalex.

*This press release contains certain forward-looking statements. Actual results may differ materially from those projected or implied in such forward-looking statements. Such forward-looking information involves risks and uncertainties that could significantly affect expected results. Datalex undertakes no obligation to update any forward-looking statements.*

#### **Analyst/Investor Enquiries:**

David Kennedy

Chief Financial Officer

+353 1 806 3500

[david.kennedy@datalex.com](mailto:david.kennedy@datalex.com)

#### **Press Enquiries:**

Ornagh Hoban

Chief Marketing Officer

+353 1 806 3500

[ornagh.hoban@datalex.com](mailto:ornagh.hoban@datalex.com)