



## **Interim Management Statement for the four months ended 30 April 2013**

**Dublin, Ireland / 9 May 2013 – Datalex plc (ISE: DLE)**, a leading provider of ecommerce and retail solutions to the travel industry, today releases the following Interim Management Statement for the four months ended 30 April 2013.

### **Business performance and financial position**

The first four months of 2013 have seen continued strong growth, and the business is well positioned to deliver on a projected 25-30% increase in adjusted EBITDA<sup>1</sup> for FY 2013. Our financial position was robust at the end of 2012, with net cash reserves of \$14.6m, and at 30 April 2013 is in line with expectations. We anticipate strong cash generation for FY2013 as we continue to grow profitably.

In March 2013, WestJet of Canada became the latest airline to go live on our TDP platform, and we are continuing to roll out our platform at a number of other carriers, including Virgin Australia, Oman Air, and the next group of SITA airlines. These airlines will go live during H2 2013, and help drive growth in our core transaction revenue stream in 2014 and beyond.

### **Business development**

Our new business pipeline continues to strengthen, buoyed by the successful introduction of our platform over the last 12 months at leading airlines including Delta Air Lines and WestJet. We are in advanced discussions with a number of new customers, and expect to close two new signings by mid year.

We are in the process of negotiating an important strategic partnership with a global IT provider to the airline industry, and we anticipate that the first customer engagement under this relationship will begin in early H2.

One of the reasons that so many leading airlines choose our platform is the pace, control and agility it provides them as they look to drive revenue and margins, by delivering an enhanced retail experience for their customers. We continue to lead innovation in the global airline industry, specifically in how we (1) enable airlines to retail multiple offerings, and (2) monetise their own customer data, by optimising the product / price offering in real time. We believe that this differentiating capability of our product will be key in driving further new business momentum.

### **FY 2013 Outlook**

For FY2013, we expect to deliver further momentum on the performance and growth delivered in 2012, with a 25-30% increase (to \$7.2m-\$7.5m) in adjusted EBITDA, combined with strong cash generation and a continued increase in our customer base. Notwithstanding the constant challenges faced by our customers and the travel industry as a whole, we are pleased that performance to date in 2013 is tracking in line with these objectives.

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<sup>1</sup> Earnings before interest, tax, depreciation, amortisation and non-cash share based expenses.

## About Datalex

Datalex is a leading provider of ecommerce and retail software solutions to the travel industry, which its customers use to maximise value from their complete retail brand experience. Datalex are technology partners to some of the world's largest and most profitable travel retailers. Its customers include: United Airlines, Delta Air Lines, Frontier Airlines, WestJet, Air China, SITA, Garuda Indonesia, Philippine Airlines, STA Travel, Aer Lingus, South African Airways and Copa Airlines.

Founded in 1985, the company is headquartered in Dublin, Ireland, and maintains offices across Europe, the USA and Asia-Pacific. Datalex is a publicly held company traded on the Irish Stock Exchange (symbol: DLE). For more information, please visit the company's web site at [www.datalex.com](http://www.datalex.com)

*This statement 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.*

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