



## **Interim Management Statement for the four months ended 31 October 2012**

**Dublin, Ireland -16 November, 2012 – Datalex Plc (ISE: DLE)** today releases the following Interim Management Statement for the four months ended 31 October 2012.

### **Operating performance to 31 October 2012 and financial position**

Our operating performance over the period, and our financial position at 31 October, is consistent with our guidance for the full year, and we continue to grow the business in line with market expectations. In October, our platform went live with SITA at two carriers; a major airline in Asia, and one in Europe.

Our current customers continue to use TDP to drive revenue and enhance their customer's experience, including Air China, which is driving significant growth in its online penetration, and Philippine Airlines, which is growing its business and brand at home and abroad.

### **Business Development in the four months to 31 October 2012**

Our new business pipeline is strong and growing, buoyed by the programme of 2012 go lives at new customers. Some of the business development highlights during the period include the following:

- In October, Datalex reached agreement with a European carrier for the deployment of our full e-commerce platform.
- In October, Datalex was selected as the preferred supplier to an Australasian carrier for the roll-out of our merchandising platform.

We are also in advanced negotiations with several other carriers, a number of which are expected to conclude by the year end.

Our business pipeline remains strong into 2013. Our position as the market leader in travel retail solutions was further acknowledged in October, when Datalex was chosen as the Leading Travel Merchandising Solution Provider in Asia, Europe and North America at the World Travel Awards. This was our second year to win these awards, and marks our fourth consecutive year to be honoured at the World Travel Awards.

### **Outlook**

Our expectation for 2012 is that we will deliver strong growth in EBITDA and cash generation year on year, while continuing to expand our customer base. Notwithstanding the constant challenges that our industry and our customers face, the successful go lives and new business wins in 2012 to date, together with the additional planned go lives in Q4, demonstrate that we are meeting our operational and strategic objectives. We are confident about the future for our business; we have a market leading product, a customer base comprised of some of the world's largest and most innovative travel retailers, and we have a team equipped with unrivalled expertise and ambition that can and will continue to grow our business.

## About Datalex

Datalex is a leading provider of travel distribution software and solutions which enable global travel industry suppliers and distributors deliver increased content and choice to their customers across multiple sales channels, while enabling significant reductions in distribution costs. Datalex's customers represent the elite of the travel industry and include Air China, United Airlines, Delta Air Lines, Frontier Airlines, Aer Lingus, STA Travel, 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 listed 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 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.*

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