



## **Interim Management Statement For the four months ended 31 October 2011**

**Dublin, Ireland/17 November, 2011 – Datalex Plc (ISE: DLE)** today released its Interim Management Statement for the four months ended 31 October 2011.

### **Operating performance to 31 October 2011 and financial position**

In our 2011 Interim Results release issued in August last, we outlined that we were on course to deliver growth in EBITDA, cash and Enterprise Value in 2011, following on the progress achieved in 2010. Performance for the period to 31 October 2011, and our financial position at 31 October, is tracking in line with these expectations.

The TDP platform continues to deliver real value to customers, including Air China and Spanair, both of which went live in July of this year. Our new business pipeline has continued to perform strongly in the last four months. During this period we have secured a number of new customer wins:

- In August we concluded contracts and began deployment of our platform at Delta Air Lines, the world's largest carrier. We expect this to go live in Q2 2012. This is a significant endorsement of the Datalex platform, and confirms our place as one of the world's leading providers of travel distribution software products.
- In September we reached agreement with another major North American carrier to deploy the TDP platform. We expect to conclude contracts and begin deployment in the next number of weeks.
- We have also reached a further agreement with Global airline IT services provider SITA, which will see them use the TDP platform as the full ecommerce solution for their airline customers. In April of this year SITA began using TDP to provide ancillary pricing and shopping for their customers, and this will now be extended to include the full air shopping and booking offering.

We are currently pursuing a number of additional opportunities, and expect to secure two more new customers in Q4, which will bring the total number of new customer wins in 2011 to eight, and will mean that we will have doubled our customer base in the last eighteen months.

The success we are achieving in the market place is also being reflected by global travel industry recognition. Last month at the 2011 World Travel Awards, Datalex was chosen as the Leading Travel Merchandising Solution Provider in Asia, Europe and North America. This marks our third consecutive year to be honoured at the World Travel Awards. This is an extremely prestigious award, which heightens our international profile as a leading provider of solutions which drive the merchandising strategies of major travel retailers worldwide.

### **2011 Full Year Outlook**

As outlined above, our expectation for 2011 is that we will build on the progress of 2010, and deliver growth in year on year EBITDA and cash. While business challenges remain, including the continuing global economic pressures on the airline industry, and exchange rate volatility, we are pleased to report that performance to date 2011 is tracking in line with this objective.

## 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 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 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.*

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