



## **Interim Management Statement for the four months ended 31 October 2013**

### **Datalex Reaffirms 2013 Guidance and Announces New Customer Wins**

**Dublin, Ireland - 18 November 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 31 October 2013.

#### **Operating performance and financial position**

Our operating performance over the period is in line with the full year guidance outlined in our 2013 Interim Results announcement of 30 August. We continue to grow the business - our transaction revenue increased 15% compared to the same period in 2012, driven both by new customers going live on our TDP platform, including Virgin Australia in August and by existing customers using our product's capabilities to drive their revenues.

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

#### **Business development**

Our new business pipeline remains strong across every region and in every market segment. Some notable developments during the period include:

- Datalex has recently been selected as preferred supplier to a US carrier. Subject to the completion of commercial negotiations, we expect to execute contracts before the end of 2013.
- Datalex has also been selected as preferred supplier to a South American carrier, our first customer in this region. We expect to conclude contracts and begin deployment before the end of 2013.

Our pipeline contains a number of other prospects at varying stages of progress, and we expect to sign additional new customers in the coming months. In addition, we continue to roll out our TDP platform at the SITA group of carriers, and are exploring a number of opportunities with our channel partner, HP.

We also continue to invest in our TDP platform to ensure we retain our market leading position. At the IATA (International Air Transportation Association) World Passenger Symposium held in Dublin in October, Datalex participated, together with Swissair, HP and PROS, in a pilot demonstration of the NDC (New Distribution Capability) - the new IATA initiative for airline distribution.

Our market leading position in travel retail solutions was once again validated when Datalex was chosen last month as the Leading Travel Merchandising Solution Provider in America at the 2013 regional World Travel Awards.

#### **Outlook**

Our ambition for 2013 is to deliver 25% - 30% growth in adjusted EBITDA and to grow our customer base, thereby providing a platform for sustainable EBITDA growth in the years ahead. Whilst challenges remain, both in the global airline industry and in our own marketplace, we have made good progress to date in 2013 and we remain on track to deliver on guidance.

## **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, Virgin Atlantic, Virgin Australia and Aer Lingus.

Founded in 1985, the company is headquartered in Dublin, Ireland, and maintains offices across Europe and the USA. 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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