



## Trading Update

### FY 2017 Guidance of 15-20% Growth in Adjusted EBITDA Reaffirmed

**Dublin, Ireland – 27 November 2017 – Datalex plc (ISE: DLE)** a leading provider of Digital Commerce for travel retailers, today releases the following trading update, covering the period from 1 July 2017.

#### Highlights

Our performance to date in 2017 is in line with expectations, and we remain confident that we will deliver growth in Adjusted EBITDA of 15-20% in FY2017. During the period, we continued to execute on our 2017 business objectives across a number of headings:

- We continue to make progress on our deployment program at the Lufthansa Group, one of our largest ever engagements, and we are on track to deliver the Group solution and begin generating platform revenue in 2018.
- We will complete the development of our OTA ('Online Travel Agent') platform by end of the year, with the first go-live of this solution expected by the end of Q1 2018. This is a new to market offering, which will open up a new market opportunity for Datalex.
- Our new business pipeline continues to strengthen across all geographies, and we are currently engaged in a number of negotiations with potential new business signings. We are confident that we will announce a number of new business relationships in the coming months. During the period we also agreed an extension of our contract with JetBlue Airways to the end of 2022, reflecting the success of our partnership, and the value our platform delivers to them.
- We also continued to invest in key scaling partnerships to drive our product & market reach. In China, we have established a joint development and implementation team with Neusoft, to extend our reach in the Chinese market. We are also working with IBM's Travel & Transportation division to jointly develop the IBM Travel Retail platform offering. Both of these partnerships will help extend our market presence and enable future growth of our business.

#### Outlook

2017 is a significant year for our business, both from an operational and an investment perspective. Our market opportunity continues to expand, we are successfully executing on a number of major customer engagements and we are accelerating our scaling investment in product and partnership capabilities, both of which will drive future revenue opportunities and business growth.

We are satisfied with the progress we have made against our 2017 objectives so far this year, and remain confident that our FY2017 guidance of 15-20% growth in Adjusted EBITDA will be achieved.

## About Datalex

Datalex is a market leader in Digital Commerce for travel retailers. The Datalex Digital 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, Air China, Air Malta, Air Transat, Copa Airlines, Hainan Group of Airlines, HP Enterprise Services, JetBlue Airways, Lufthansa Group, Philippine Airlines, SITA, STA Travel, and Virgin Australia. 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 announcement 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.*

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