



## TRADING UPDATE

### FY 2018 GUIDANCE RE-AFFIRMED, MAJOR NEW DEPLOYMENTS ON TRACK TO DRIVE FUTURE GROWTH

**Dublin, Ireland – 23 November 2018 – Datalex plc (Euronext Dublin: DLE)** a leading provider of digital commerce for global travel retailers, today releases the following trading update, covering the period from 1 July 2018 to date.

#### Highlights

2018 is a year of significant delivery and investment for Datalex, as we look to bring a number of major new customers live on our platform. These customers are expected to begin generating platform revenue in the coming months, which will drive revenue and Adjusted EBITDA growth in the coming years.

- In October we announced the deployment of our platform at SAS, Scandinavia's leading airline, with over 30 million customers. This is a significant new customer contract for Datalex, as it will be our first deployment of our Digital Commerce Platform in a Cloud environment, using Amazon Web Services. This solution will begin generating platform revenue for Datalex early in 2019. The delivery of our platform as a componentised cloud native solution represents an important development for our business and will be a key driver of our future market strategy.
- We continue to make progress on our deployment programme at the Lufthansa Group, and we are on track to deliver the Group digital commerce platform in late 2018.
- We are also on track to deliver our new loyalty commerce platform by the end of 2018 to Multiplus of Brazil, South America's leading Loyalty Coalition. We are currently pursuing a number of additional opportunities in the loyalty sector and anticipate further growth in this market in the years ahead.

We continue to drive growth from our existing customer base, and our new business pipeline remains strong. This will be further strengthened by the new customer go-lives outlined above. We are confident of new customer announcements in the coming months.

#### Outlook

As outlined above, 2018 is a year of major new deployments and investment for Datalex, and these will underpin significant Adjusted EBITDA growth in the coming years. Trading performance to date in 2018 has been in line with expectations, and we are confident that we will deliver double digit growth in Adjusted EBITDA for FY 2018. We remain on track to continue this growth trajectory through 2020<sup>1</sup>.

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<sup>1</sup> Before any impact from the Application of IFRS 15 – see note below

## About Datalex

Datalex is a market leader in digital commerce solutions 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 and partners include Aer Lingus, Air China, Air Malta, Air Transat, Copa Airlines, Hainan Group of Airlines, HP Enterprise Services, JetBlue Airways, Lufthansa Group (Austrian Airlines, Brussels Airlines, Edelweiss Air, Lufthansa Airlines and Swiss International Airlines), Multiplus S.A., Neusoft, Philippine Airlines, Scandinavian Airlines, STA Travel and Trailfinders. The company is headquartered in Dublin, Ireland and maintains offices across Europe, the USA and China. Datalex is a publicly listed company and trades on Euronext Dublin (DLE). Learn more at [datalex.com](http://datalex.com) or follow on [twitter@Datalex](https://twitter.com/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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### **Note - IFRS 15**

The financial statements for FY 2018 are prepared in accordance with International Financial Reporting Standard 15 "Revenue from contracts with customers" (IFRS 15) which came into effect on 1 January 2018. The main impact of the new standard relates to the timing of when revenue and costs are recognised during a customer contract. The guidance outlined above for FY 2018 and FY 2019/20 is before any impact from IFRS 15. The results to be reported for FY 2018, and guidance for 2019 & 2020, will clearly identify any such impact.