

Datalex plc
Publication of 2021 Annual Report and Notice of Annual General Meeting

FY2021: a year of steady progress in line with expectations. A product-led growth strategy and solid financial performance position the Group well for travel rebound.

Dublin, Ireland – 28 April 2022: Datalex plc (“Datalex”, the “Company” or the “Group”) (Euronext Growth Dublin: DLE), a market leader in digital retail technology focused on the airline market, announces that it has today published its Annual Report and Financial Statements for the year ended 31 December 2021 and Notice of Annual General Meeting (“AGM”).

Key Highlights

- In 2021, a year dominated by COVID-19, the Group delivered a solid financial performance while continuing with key strategic investments.
- 2021 revenue was US\$25.5 million (including a one-off positive revenue item of US\$2 million) representing a 9% decrease when compared to 2020 (a decrease of 16% excluding the once off item). This decline was driven by the impact of a full year of COVID-19 disruptions, lower services revenue as airlines delayed non-essential projects and prior customer terminations.
- Adjusted EBITDA increased from US\$1.4 million in 2020 to US\$2.4 million in 2021.
- The Group incurred a loss after tax for the year of US\$4.9 million compared to a loss after tax in 2020 of US\$6.5 million.
- Close control of cash management processes and a successful capital raise in 2021 resulted in cash balances as of 31 December 2021 of US\$8.3 million (2020: US\$3.0 million). The Group continues to have access to an undrawn loan facility in the amount of €10 million that is available until 31 December 2022.
- The Group continued to support customers through a challenging period and extended its NDC product to two current customers.
- The Group continued to invest in its product portfolio in 2021 which is critical to its growth-focused product strategy. The Group also continued to invest in AI-powered pricing. A production trial was completed in 2021 with a large airline outside of the Group’s existing customer base. A further AI pricing trial is underway with a second airline.
- In December 2021, Virgin Australia selected Datalex as their airline technology partner to deliver on its customer-centric and retail focused strategy. This is a significant win for the Group and is a testament to Datalex’s market-leading products.
- The Group is committed to investing in new customer relationships and has several opportunities in the pipeline. We operate in competitive markets and customer decision making cycles are difficult to predict.

Commenting on the results Sean Corkery, Chief Executive Officer, said:

“In 2021, we delivered a solid financial performance in a year dominated by COVID-19. We made good progress executing against our product-led growth strategy and announced our selection by Virgin Australia to support their technology roadmap. We look forward with confidence as airlines begin to reconsider, and accelerate, their investment in digital and retailing technology. Datalex is in a strong position to take advantage of this and is well placed to achieve steady, sustainable growth.”

Outlook

The global airline industry is recovering from COVID-19 although the pace varies by geographical region. The continuing impact of COVID-19, especially in China where Datalex has a number of customers, and the ongoing geopolitical crisis in Ukraine are challenges for the travel industry. We are well placed to benefit from a full global recovery after right sizing our cost base and securing support from our investors, although the speed of that recovery remains difficult to gauge.

2021 Results Presentation

Management will review the 2021 results on a conference call at 9am Dublin time today. A copy of the presentation will be available on our website at www.datalex.com/investors and the call details are provided below:

Join on your computer or mobile app:

[Click here to join the meeting](#)

Or call in (audio only):

Dial-in phone number: +353 1 5661167

Phone conference ID: 488 701 549#

Annual Report

Datalex’s 2021 Annual Report and Financial Statements are available to view on www.datalex.com/investors and will shortly be available for inspection at http://www.rns-pdf.londonstockexchange.com/rns/6088J_1-2022-4-27.pdf.

Annual General Meeting

The Company confirms that its AGM will be held on 26 May 2022 at 11.00am Dublin time at The Croke Park Hotel, Jones's Road, Drumcondra, Dublin 3, D03 E5Y8, Ireland.

The Notice of AGM and a Form of Proxy is available from today on the Company's website and may be viewed and downloaded online at www.datalex.com/investors. To facilitate shareholder communication, the AGM will also be broadcast by conference call. Details of the conference call will be posted on our website www.datalex.com/investors.

Hard copies of the Notice of AGM have been posted to shareholders who have elected to receive them. Copies of the notice will be submitted to Euronext Dublin where they will be available for inspection.

About Datalex

Datalex is a market leader in digital commerce for travel retail. Datalex provides airlines with unique products to drive revenue and profit as digital retailers. Today 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. Datalex's customers include JetBlue Airways, Air China, Tianjin Airlines, West Air, Guangxi Beibu Gulf Airlines, Urumqi Air, Air Changan, SAS, KLM, Turkish Airlines, Copa Airlines, Aer Lingus, Edelweiss, Air Transat, Trailfinders and Virgin Australia. The Group is headquartered in Dublin, Ireland, and maintains offices across Europe, the USA and China.

Datalex plc is a publicly listed company on Euronext Growth Dublin.

Learn more at www.datalex.com or follow on twitter @Datalex.

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