

# Chairman's Statement



## 2023 was a year of solid progress and put Datalex in a good position for 2024.

### Performance

Customers are at the core of the Datalex business model.

As a sign of Datalex's customers' confidence in both the strength of its products and the service it provides, the Company was delighted to sign a number of contract renewals during 2023. These continuing partnerships with existing customers, including Air China, Air Transat, JetBlue, Edelweiss and Aer Lingus, will enable Datalex to deliver further value to them over the coming years.

The Group was also pleased to continue to sign new partnerships in 2023. Notably, in December, Datalex entered into a new 5-year partnership with Air Macau for Datalex's Shopping and Pricing product, enabling Air Macau to deliver a superior shopping experience to its customers, with more choice, transparency, and ease of use.

As previously disclosed, the Group signed a strategic partnership with easyJet in December 2022 and encouragingly easyJet went live with Datalex's Merchandising product on time in 2023. This is an important milestone in our partnership with easyJet with many more milestones to follow in 2024 and 2025, unlocking more value both for Datalex and for easyJet.

While the Group was very encouraged by these positive milestones, 2023 was not a year without setbacks. As previously disclosed in September, it was announced that, following an internal strategic review, Virgin Australia's change of priorities with respect to its internal Next Generation Retail programme, impacted Datalex along with several other vendors.

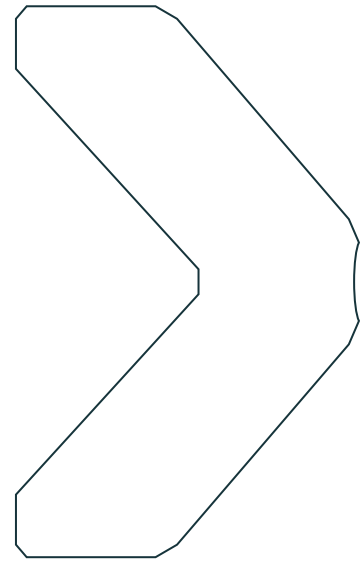
Additionally, in February 2023 Scandinavian Airlines, ("SAS"), filed for Chapter 11 in the United States of America, resulting in them not proceeding with Datalex's NDC product. While these developments were very disappointing and unexpected and had a financial effect on the performance of the business for 2023, Datalex is encouraged by the positive strategic developments across the business during 2023.

### Group Funding and Outlook

During 2023, the Board continued its focus on positioning the business to repay the Tireragh Limited loan facility. Significant progress has been made in this regard, most notably with the appointment of a new CEO, the renewal of existing customers and the activation of new customers. The Board is actively working with its financial advisors to advise on and commence an equity fundraising. If successful, this funding will enable the Group to repay its existing loan facility with Tireragh Limited and provide sufficient working capital to invest further in the Group's product roadmap and activation projects, while continuing to compete for new revenue opportunities.

The Board has the support of Mr. Dermot Desmond, the Group's largest ultimate beneficial shareholder, who has confirmed to the Group that he will procure support for the planned equity fundraising. IIU Nominees Limited has also indicated its intention to apply for its pro rata entitlement of any fundraising.

Pending the above, the Company's lender Tireragh Limited, has informed the Group that, in the event that Datalex does not complete its planned equity fundraising, and subject to terms and conditions to be agreed, it will extend the termination date of the existing Tireragh Limited loan facility from 31 December 2024 to 1 July 2025, and provide a new loan facility in the amount of €10 million, if required, increasing the total facility to €25m.



## Board and Corporate Governance

The Board remains committed to maintaining the highest standard of corporate governance and continues to operate and develop at all times to meet the needs of the Group now and into the future. As disclosed in the 2022 Annual Report, the Board completed a review of its effectiveness in 2023, and a key priority will be to continue to always monitor its effectiveness in the future.

In June 2023, following Dermot Halpin's resignation from the Board, Gillian French joined as a non-Executive Director, bringing a wealth of expertise to the Board. In June 2023, Dan Creedon stepped down as a Director and CFO of the Company.

In November 2023, Jonathan Rockett joined the Board and Company as Chief Executive Officer. Jonathan has settled in extremely well to the group in his short time and the Board is hugely encouraged for his leadership of the business going forward.

In December 2023, Sean Corkery stepped down as Chief Executive Officer and Director. I would like to take this opportunity to once again thank Sean for his contribution over the course of his tenure.

In April 2024, Steven Moloney joined the Board and Company as Chief Financial Officer. Steven brings a breadth of experience, and I am confident that Steven will be a fantastic addition to the Group as we drive the strategy forward. I would like to thank Noel Walsh for his tenure during the year as Interim CFO of the Company. Noel will be stepping into a new role as VP of Finance for the Group.

## ESG

The Board and Leadership team remain focused on Environmental, Social and Governance ("ESG") and how it is embedded into all areas of Datalex's business. *Do Right* is one of Datalex's company values and we always strive to do right for our people, for our customers and for the communities and societies we operate in.

The climate crisis, coupled with the rise of widespread societal challenges, has brought ESG to the fore of the global agenda. Against this backdrop, we recognise the role that businesses must play to demonstrate transparency and action on key ESG issues.

Datalex is not currently in scope for the new reporting requirements made effective by the European Corporate Sustainability Reporting Directive (CSRD), however the Board remains committed to enhancing our ability to report on ESG initiatives in a more granular and transparent manner, in line with the European sustainability reporting standards (ESRS). The Board will continue to consider all new regulations and how they affect Datalex, along with the relevant reporting disclosures required.

## Looking Ahead

Overall, while 2023 was a positive year for the airline industry, it was a turbulent year geopolitically and uncertainty remains in 2024. I am confident that the progress made in 2023, along with the Group's proven resilience and ability to respond to uncertainty and challenges that external risks may pose, leaves Datalex well placed for future growth.

Encouragingly, the Group entered 2024 with a strong recurring revenue base and has a solid pipeline of growth that will be unlocked once new customers are activated further.

I am incredibly pleased that Jonathan Rockett has joined as CEO and Steven Moloney has joined as CFO and I am confident that both will be pivotal leaders for Datalex on our next phase of growth. We are now six months into 2024, and both have already made a positive impact. In early 2024, we undertook a full review of our cost base and operating model and have implemented a restructuring programme to address key areas identified. Some of the cost savings achieved from the restructuring programme will be invested back into the business, but the programme will deliver a more sustainable cost base for the business going forward.

Along with my colleagues on the Board, I would like to thank the entire Datalex team for their contribution in 2023. I would also like to thank Datalex's customers and thank you, our shareholders. Finally, I would also like to thank our Board members for their continuing commitment and who continue to work tirelessly on behalf of all the key stakeholders.

We look forward to building on the progress achieved in 2023 to drive sustainable growth in the future.

**David Hargaden**  
Chairman, Datalex

19 June 2024