



John Johnston

Chairman's speech

Accelya Solutions India Limited

2018

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John Johnston, Chairman's speech, 2018

Dear Shareholders,

It gives me great pleasure to welcome you all to the 32nd Annual General Meeting of Accelya Kale Solutions Limited. The Directors' report, Auditors report and audited accounts with associated notes were circulated to you and I request your kind permission to take them as read.

Financial Year 2018 was primarily dedicated to innovation and strengthening of our product portfolio. Following the combination of Mercator into the Accelya Group, we integrated the revenue accounting platforms of the two companies into a single system, launching a fully integrated version 20 of our combined revenue accounting platforms. This has already been implemented for 11 customers. Other implementations are underway and will be a key focus throughout this year.

We have continued to invest in our 'Finesse' cost management portfolio during the year, with over 30 airlines today benefiting from our miscellaneous billing, cost management and flight profitability solutions, of note:

- WOW Air, a rapidly growing European Low Cost Carrier (LCC) selected the Company's cost management solution to streamline their supplier management and maintain tight cost control;
- Qantas Airways Group went live with Aviation charges, allowing stronger control of ATC and Airport charges;
- American Airlines went live with the Company's SIS compliant billing management solution, streamlining their interline settlement process and providing greater visibility to their airline partnership agreements;
- Singapore Airlines went live with the Company's cost management and budgeting solution, streamlining their supplier management processes and increasing the efficiency and accuracy of their budgeting process.

A significant achievement during FY18 was the successful renewal of the company's contract with IATA to maintain and support their Simplified Invoicing & Settlement (SIS) platform until the end of 2027. This secures the company's long term strategic partnership with IATA.

We take data protection very seriously and have specific programs to address any concerns around this, the company fully complies with the European GDPR regulations. We have also further invested in our staff, via the introduction of the Coursera program, providing access to e-learning from some of the world's top educational institutions.



The total revenues for FY 2018 stood at Rs. 3,859.24 million (386 Crores) and the net profit after tax was at Rs. 891.79 million. (89 Crores). We continue the practice of rewarding our shareholders with dividends, this year the total dividend is Rs. 46 per share, including Rs. 32 per share recommended as final dividend.

I am encouraged by the performance of the company and how it positions the company for future growth. On behalf of Accelya Kale, we look forward to a continued open, transparent, and mutually rewarding relationship with our shareholders.

Thank you.

John Johnston

Chairman, Accelya Kale Solutions Limited