



Neela Bhattacharjee

Chairman's speech

Accelya Solutions India Limited

2019

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Neela Bhattacharjee, Chairman's speech, 2019

Dear Shareholders,

It gives me great pleasure to welcome you all to the 33rd Annual General Meeting of Accelya Solutions India Ltd. 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.

Accelya works with the airline industry which is growing and is core to the modern world. Travel, whether for business or leisure will always be required. To remain competitive, airlines need to evolve their business models, find new and better ways to target their customers and leverage technology.

Airlines are increasingly looking at transforming the distribution landscape and becoming eretailers. IATA's NDC and ONE Order initiatives are being leveraged to help them realise this vision.

We see Accelya playing an important role here. We are well positioned to partner with airlines and help them successfully navigate this change.

- We are actively participating in NDC and ONE Order forums. Our accounting solutions are NDC and One Order certified and capable of handling customer processes in the new distribution world. We are also working with airlines to simplify their order to settlement process.

- We are leveraging the rich and accurate data generated by our solutions to provide key financial and commercial insights to our customers.

- We are constantly embracing new technology developments and have been building artificial intelligence and machine learning capabilities to align with our customers' goals.

I am happy to share that our solutions are doing well and we continue to maintain our leadership position in revenue accounting. We have migrated many of our existing customers to the new version 20 and Qantas Airways recently went LIVE on this version as well.

Our financial performance during the year has been encouraging. Our total revenue grew by 13% to Rs. 4,330.25 million, and our net profit after tax (PAT) by 19% to Rs. 1,063.78 million over the last year. We continued to reward our shareholders with dividends. This year, the total dividend was Rs. 32 per share including an interim dividend of Rs. 17.



We are committed to our stakeholders and strongly believe in nurturing a motivated and efficient workforce. We will begin the year 2020 in our brand new office in Mumbai. The new facility is in line with international workplace standards and will enhance employee experience.

I wish to take this opportunity to thank our employees, customers, shareholders and partners for their support and trust in the company.

I am confident that we will see further success and growth in the next year.

Thank you.

Neela Bhattacharjee

Chairperson for the meeting,
Accelya Solutions India Limited