

# Corporate Presentation

## Accelya Solutions India Limited

August 2021 Updates

accelya

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# Highlights:

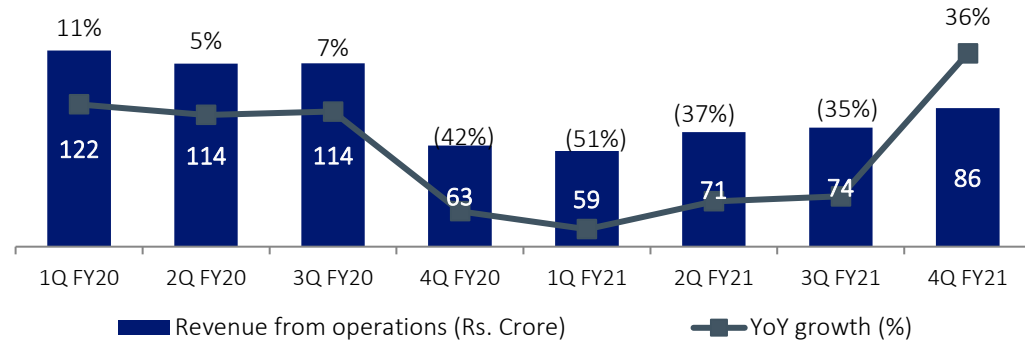
- Accelya Solutions' Consolidated Income for Q4 at Rs. 857.25 Million
  - Recommends final dividend of Rs. 17 per share. Total dividend payout for FY 21 to be Rs. 52 per share.
  - Recorded consolidated operating income of Rs. 857.25 million for the fourth quarter ended June 2021 compared to Rs. 741.82 million in the quarter ending March 2021. The Consolidated PAT stood at Rs. 183.59 million compared to Rs. 108.87 million in the quarter ending March 2021.
  - For the quarter ended June 2020, the consolidated operating income and PAT was Rs. 628.34 million and Rs. 35.57 million respectively.
- Mr. Shrimanikandan Ananthavaidhyanathan, Managing Director, Accelya Solutions said, “We observe the airline industry showing signs of recovery globally, which has positively impacted our company. We continue to be a trusted partner to our airline customers and work with them in their recovery process. Employee wellness and safety continues to be one of our key priority. To ensure their safety, we continue with our work from home policy and have embarked on a vaccination drive”

# Accelya Solutions India Limited: Financials

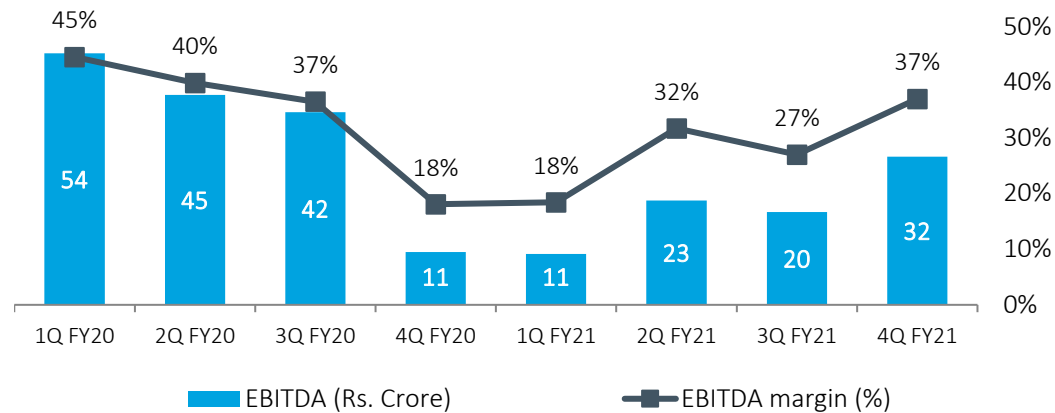
# Key Metrics: Quarterly

## Resilient to Covid-19 pressures

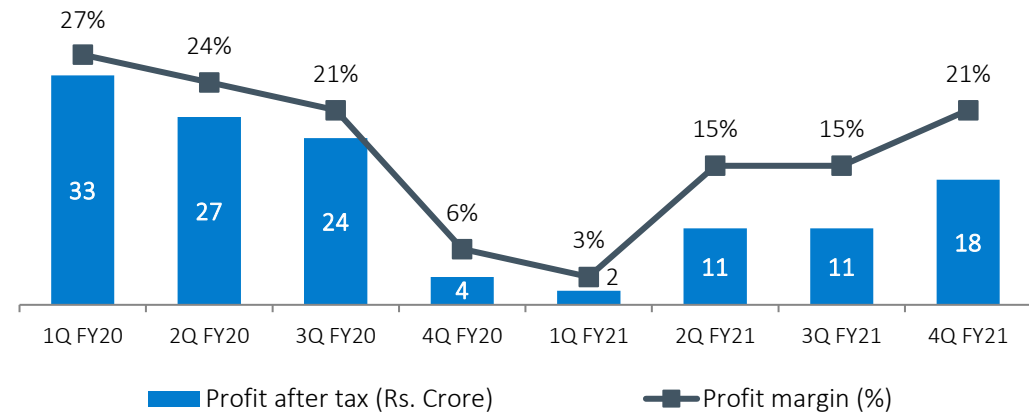
### Revenue from operations



### EBITDA



### Profit after tax



1

Impact of Covid-19 led to a reduction in activity from Q4 '20

2

Initial signs of improvements seen from Q2 '21 Onwards

3

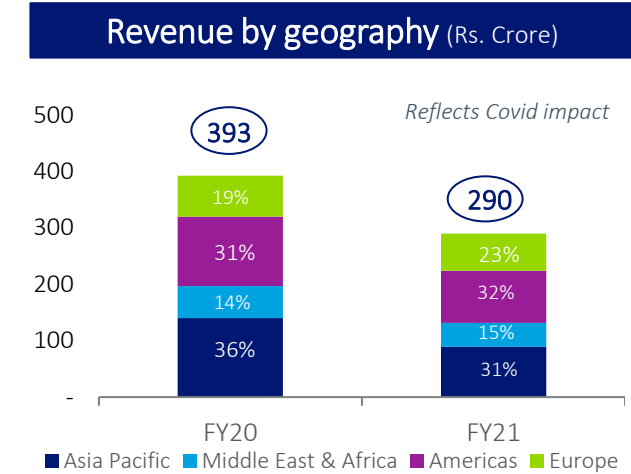
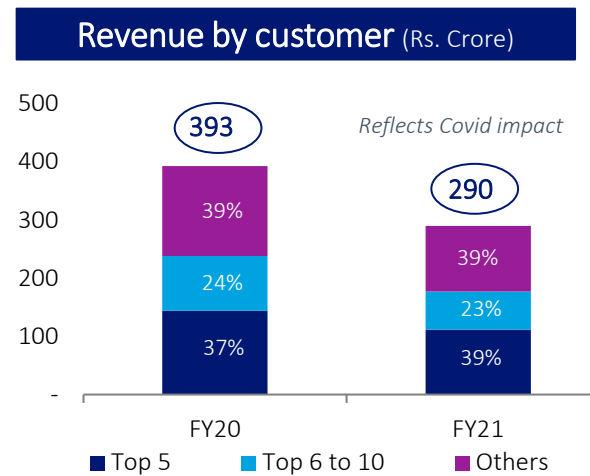
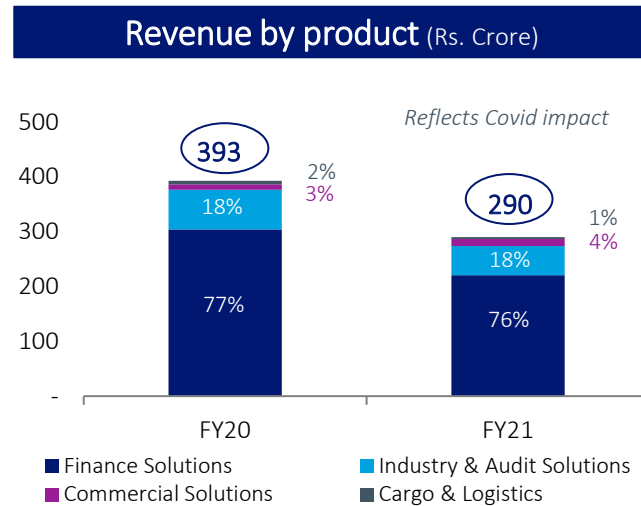
Cost rationalization measures positively impacting EBITDA

4

Resilient financial performance enabled final dividend for FY21

# Key Metrics: Revenue

Revenue diversification across products, customers and geographies lends to effective risk management



- 1 Revenue from Finance Solutions reflects **market dominance**
- 2 Customer revenue reflects our **network carrier relationships**
- 3 Revenue by geography **well-diversified** across continents

# Our Leadership Team: Accelya Solutions India Limited



**Shrimanikandan  
Ananthavaidyan  
athan**  
MD, Accelya  
Solutions

- Mani is an aviation technology leader with 25 years of experience spanning across airline, travel and hospitality industries. He has an excellent leadership track record with deep strategic, domain and technology expertise.
- Mani has taken over as Managing Director of ASIL effective 1<sup>st</sup> July 2021. In addition to his role as Managing Director, he will also be leading Global Operations.
- Prior to Accelya, Mani worked with Sabre Technologies as the head of airline consulting, CIO at Jet Airways and many key positions in TCS.



**Uttamkumar  
Bhati**  
Chief Financial  
Officer

- Uttam brings many years of financial expertise to the fore at ASIL, having worked at Accelya Solutions India for over 16 years since 2004
- Working closely with the previous ASIL CFO, Uttam oversaw the corporate finance and controlling function prior to his appointment as Chief Financial Officer
- Uttam holds an MBA from IBS Pune



**Philip  
Fernandes**  
Global Head of  
Revenue and  
Settlement

- Philip brings many decades of airline industry expertise, including a career at Accelya Solutions India spanning over 32 years
- Responsibilities include converting customer needs into innovative solutions across passenger revenue accounting, revenue assurance and cost management
- In 1997, Philip was instrumental in creating APEX, the IATA-chosen Neutral Fare Prorate (NFP) for the association's First and Final (F&F) initiative and was part of the initial team that designed, developed and implemented PRAXIS, a revenue accounting system for Air India, Accelya Solutions' first airline customer

# Thank you



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