

## **ACCELYA KALE SOLUTION AR 2017 KEY HIGHLIGHTS:**

### **WHAT ACCELYA DOES?**

- Accelya helps airlines integrate and simplify their financial processes.
- Accelya partners with airlines right from the time a ticket or an air waybill is issued, all the way through its entire financial lifecycle and until the data is converted to actionable intelligence.
- Accelya's commercial solution help airlines steer sales and strengthen their business relationship with travel agents.
- It provides insights on airline sales performance, agent performance, route performance and instantly identifies potential for growth.
- Co. has operations in more than 15 geographies.
- Co. commands a significant advantage in terms of business domain knowledge and emerging industry change.
- It has strong base of Intellectual Property and Intellectual Capital.
- The company has a global customer base. The company has long term contracts with its customers which generates annuity revenues and provides good visibility on business.
- The company has currency hedging policies and practices in place which are regularly review to mitigate currency volatility risk.

### **IMP HIGHLIGHTS FROM CO'S ANNUAL REPORT:**

- Co. has 1609 permanent employees on the roles of company as on 30<sup>th</sup> June, 2017.
- Average employees salary increased by 13%
- Average managerial personnel salary increased by 8%
- Co. has 234 temporary employees on the roles of company.
- Permanent women employees – 637
- Permanent employees with disabilities – 5
- Attrition rate for FY17 is 13.23%
- Ms. Neela Bhattachajee has been appointed as MD for a period upto 30<sup>th</sup> June, 2018. She may resign by giving 3 months' notice period.

### **REVERA® (Revenue accounting platform)**

- Transactions surpassed 1 billion mark!
- El Al, the national carrier of Israel, selected REVERA®

### **FinesseCost™**

- Good traction seen in this business.
- Added two new customers FY17.
- Total 6 airlines customers including 2 tier one and airlines and one low cost carrier.

### **FinesseMBS**

- Biman Bangladesh, the flag carrier airline of Bangladesh, selects Finesse Flight Profitability System.

## Connect2ERP

- Version 2.0 launched in FY17.
- This will enable to airlines to better integrate their accounting systems and financial solutions.

## APEX® Miles

- It accurately derives revenue-based earned miles while supporting existing airline mileage charts based on distance, RBD (Reservation Booking Designators), or a combination of these.

## INDUSTRY OUTLOOK:

- Airline industry's return on invested capital (9.9%) exceeded cost of capital (6.6%) in FY17. ***This has happened second time in the history of airline industry.***
- Airlines are expected to make profit on average \$7.7 for every passenger carried in 2017 as compared to \$9.1 in 2016.

## Accelya + Mercator

- Accelya and Mercator will operate under a single brand.
- John Johnston, current CEO of Accelya was appointed CEO of the combined group.
- The combined entity will benefit from enhanced product and technology capabilities which will ensure the continued development of solutions for the travel and transport industry.
- Both are leading global technology-enable solution providers to airlines, travel agents and freight forwarders.
- Combined group offers a broadened product portfolio with complementary offerings including revenue accounting, revenue management and revenue assurance, cargo management, payment solution, data analytics, cost management and commercial solution.
- Customers of Accelya and Mercator will benefit from enhanced product and technology capabilities, which will ensure the continued development of innovative solutions for the travel industry.
- Combined group will have more than 400 clients worldwide, including 250 airlines with revenue of \$200+ million.
- The group will be at the forefront of automation, helping customers manage their financial processes more efficiently, minimizing revenue leakages, reducing operational costs and optimizing management of their indirect distribution channel.
- Combined group will ensure the continuous development of new solutions for the travel and transport industry.
- The main focus area of this year has been creating a framework for a fully integrated collaborative global team and new operating models for the combined entity.
- With the two companies are coming together, we are now the undisputed leaders for air travel and logistic industry solution.
- We are working to integrate our teams across different entities and geographies. Implementing target operating models and bringing in the benefits of creating a stronger, collaborative, focused global team that can sustain & grow our business.