

30th May, 2017

The Manager, Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G - Block,
Bandra Kurla Complex,
Bandra East,
Mumbai 400 051
Scrip code: ACCELYA

Deputy General Manager,
Corporate Relationship Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai 400 001
Scrip code: 532268

Dear Sir/ Madam,

Sub: Press Release

We enclose a Press Release titled "Accelya Enhances its Airline Commercial Optimization Portfolio with Acquisition of Anari, Global Provider of Revenue Integrity Solutions".

Kindly take the same on record.

Thanking you,

For Accelya Kale Solutions Limited



Ninad Umranikar
Company Secretary

Encl: As above

Accelya Enhances its Airline Commercial Optimization Portfolio with Acquisition of Anari, Global Provider of Revenue Integrity Solutions

Barcelona, 30 May, 2017: Accelya, the leading provider of financial and commercial solutions to the airline and travel industry, backed by Warburg Pincus, a leading global private equity firm focused on growth investing, today announced that it has acquired Anari, an independent business providing SaaS-based revenue integrity services as well as airline commercial insight consultancy, based in the UK. Anari develops and delivers solutions that take operational data and transform it into actionable intelligence. Terms of the transaction were not disclosed.

The acquisition brings together solutions in airline revenue assurance and integrity to further enhance Accelya's revenue protection services for the airline community. Anari's unique revenue protection and commercial data capabilities will complement Accelya's integrated suite of airline financial and commercial solutions and will be made available to Accelya's clients around the world. The strong performance of Anari's revenue integrity solutions are backed by an intelligent analytics engine that delivers a simplified user experience with all the necessary monitoring tools, business configuration, and analytical functions across the entire passenger booking lifecycle to run an efficient airline revenue integrity operation.

"The strength of Anari's world-class data capabilities combined with Accelya's scale and breadth of offerings will bolster our ability to deliver solutions for complex revenue challenges across an expanded number of clients. This acquisition gives our team significant new opportunities to help airlines combine and enhance the traditional revenue integrity and revenue assurance processes, to amplify their revenue protection capabilities." said Jose-Maria Portabella, Managing Director, at Accelya.

"We are delighted to be joining the Accelya Group, especially at this exciting time. Airlines are increasingly dynamic in their marketing of bundled flights and other services. They want to react instantly to changing demands, market conditions and emerging trends.



Our solutions are designed to enable disparate business data to be combined quickly and intelligently to enable cost reduction, revenue generation and enhanced customer contact.

We're confident that combining our high-performance solutions with Accelya's commercial and financial portfolio will offer customers greater end-to-end capability, with the flexibility to deal with the most complex revenue assurance challenges." added Nigel Dowden and Andy Wolstenholme, Founders and Directors at Anari.

James Fernandez, Accelya's EVP Group Business Development commented: "The acquisition of Anari marks Accelya's second transaction this year following the integration of Mercator, another leading industry IT provider, in March 2017. We are delighted to welcome the Anari team into the Accelya Group and to further our commitment to delivering a world class portfolio of IT solutions and services to the travel, transportation, and logistics industry."

About Accelya

Accelya is a leading provider of financial, commercial and analytics solutions to the airline and travel industry. Accelya helps airlines integrate and simplify their financial processes; to better manage costs, risks, revenue leakages, cash flows, profitability and overall business performance. 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 solutions 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. It also helps airlines manage agent incentive program for higher agent satisfaction. Backed by solid data, Accelya's analytics and consulting services enable airlines to take informed decisions by forecasting market trends, identifying revenue opportunities and optimizing costs.

With over 250 airline customers, Accelya's operations are spread across 19 countries and employs over 3000 professionals worldwide. For more information please visit www.accelya.com.



About Anari

Anari is an independent solutions and services company based in the UK, which specializes in taking operational data and using it to deliver real business value. We are both a business intelligence consultancy, and a software development company. We have worked with many large

businesses, both public and private, a lot of them in the travel and transport sector. We carry out bespoke projects using our expertise, and have also developed our own suite of software solutions for airlines which address high-value challenges such as Revenue Integrity and Passenger Profiling.

For more information please visit www.anari.aero.

About Mercator

Mercator is a leading provider of software platforms and product-led solutions to the global travel, transportation, and logistics industry. We want to revolutionize the way the world moves people and products. Our mission is to build smart and powerful products that drive intelligence, predictability, and value into our customers' business. Mercator helps move the world in the safest, fastest, and smartest ways possible. Every day, over 3 million passenger journeys and 200,000 tons of cargo are processed with Mercator products, enabling us to analyze large streams of data and deliver actionable insights that drive value for our customers. For more information please visit www.mercator.com.

About Warburg Pincus

Warburg Pincus LLC is a leading global private equity firm focused on growth investing. The firm has more than \$44 billion in private equity assets under management. The firm's active portfolio of more than 140 companies is highly diversified by stage, sector and geography. Warburg Pincus is an experienced partner to management teams seeking to build durable companies with sustainable value. Founded in 1966, Warburg Pincus has raised 16 private equity funds, which have invested more than \$60 billion in over 780 companies in more than 40 countries.

The firm is a leading investor in both the technology and aerospace industries. Since inception, the firm has invested more than \$15 billion in technology, media and tech-enabled services companies, including investments in globally leading software and technology-enabled services firms including BEA Systems, Nuance Communications (NASDAQ: NUAN), Fidelity National Information Services



(NASDAQ: FIS), Wall Street Systems, Veritas, Gordian Group and iParadigms. The firm's aerospace and transportation-related investments include Camp Systems, Transdigm, WNS, Consolidated Precision Products, Coyote Logistics and Triton Container.

The firm is headquartered in New York with offices in Amsterdam, Beijing, Hong Kong, London, Luxembourg, Mumbai, Mauritius, San Francisco, São Paulo, Shanghai, and Singapore. For more information please visit www.warburgpincus.com.

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