



10th July, 2012

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, 'G' Block,
Bandra Kurla Complex,
Bandra (East),
Mumbai – 400 051

Sir,

Sub: Press Release

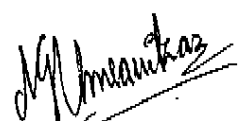
We enclose a Press Release titled "Biman Bangladesh selects Kale's FINESSE MBS™ solution to prevent miscellaneous revenue leakage".

Kindly take the same on record.

Thanking you,

Yours faithfully,

For Kale Consultants Limited


Ninad Umranikar
Company Secretary



For Immediate Release

Biman Bangladesh selects Kale's FINESSE MBS™ solution to prevent miscellaneous revenue leakage

The airline chooses the class-leading IATA SIS compliant solution that automates and standardises the entire miscellaneous billing process

Mumbai, 10 July, 2012: Kale Consultants Ltd., an Accelya Group company, a leading solution provider to the airline and travel industry, today announced that **Biman Bangladesh Airlines Limited**, the flag carrier airline of Bangladesh, has selected **FINESSE MBS™** solution to streamline its miscellaneous billing processes.

Commenting on the occasion **Mr. Mizanur Rashid, Deputy General Manager - Revenue, Biman Bangladesh Airlines Limited**, said, "Being the flag carrier airline of Bangladesh, we have considerable inward and outward billing volumes for miscellaneous services. Therefore, getting SIS compliant was a priority. We found FINESSE MBS™ an ideal fit because it not only helps us achieve SIS compliance but also enables us to automate our current manual billing processes and enforce appropriate financial controls."

FINESSE MBS™ will enable Biman Bangladesh Airlines to:

- Ensure SIS (Simplified Interline Settlement) compliance in both inward and outward miscellaneous billing processes
- Prevent revenue leakages in miscellaneous billing due to centralized Contract Management
- Reduce paper and manual work, thereby improving efficiency and reducing overall cost of operations
- Reduce total cost of ownership through SaaS model (Software-as-a-Service)

Speaking on this occasion, **Ms. Neela Bhattacharjee, Head – Airlines SBU, Kale Consultants** said, "Biman Bangladesh is a welcome addition to our growing list of customers. I am confident of the value the solution will deliver to the airline. We look forward to a long term partnership with Biman."

About FINESSE MBS™

FINESSE MBS™ is a class-leading, SIS-compliant solution that streamlines miscellaneous receivables and payables. Using a single, integrated invoicing and settlement process, FINESSE MBS™ standardizes billing and accounting practices across business units. The highly automated solution improves productivity by reducing manual work, increasing invoicing speed, and minimizing errors and leakage. A powerful Contract Management engine helps airlines effectively manage pricing contracts and prevent revenue leakage.





For Immediate Release

About Biman Bangladesh

Biman Bangladesh Airlines, the flag carrier airline of Bangladesh, started its journey from scratch, virtually with no aircraft and no ancillaries. It came into operation immediately after the war of independence. Despite many odds on its journey, Biman has been able to establish its reputation as an airline of welcome smile and an ocean of hospitality.

Biman now carries the nation's flag to South Asia, South-East Asia and Far-East; to the Gulf and Middle-East region and to Europe. A steady progress has been made with better services ensuring increased passenger comfort. To make Biman's passengers feel "once Biman, always Biman", the airline has recently brought some good, qualitative changes in its services. Biman has been aiming to achieve the goal of being a truly international airline in the region with its warmth, friendliness, care, safety, hospitality and quality of services that it offers. With great pride, Biman now plans to fly its bi-colored nation flag to greater heights, around the globe.

Visit us at: <http://biman-airlines.com>

About Kale Consultants Limited

Kale Consultants Ltd., an Accelya Group company, is a leading solutions provider to the global Airline and Travel industry. Committed to innovation and excellence, Kale delivers world-class software products, technology, managed process, hosting and consulting services. Kale employs over 1400 talented professionals who focus on delivering quality service to over 100 satisfied customers across 30 countries.

Kale's Industry Solutions are driven by active partnerships with industry bodies and customers, and unparalleled domain knowledge. Kale's Customised Approach in deploying these solutions supports clients with best fit solutions to match to their requirements.

Visit us at www.kaleconsultants.com

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