

September 04, 2025

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Press Release on "Payless Costa Rica Boosts Bookings by 21% with RateGain's AI-Powered Pricing"

Dear Sir / Ma'am,

In accordance with Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the press release on "*Payless Costa Rica Boosts Bookings by 21% with RateGain's AI-Powered Pricing.*"

Please take the above information on record.

Thanking you.

Yours faithfully,

For RateGain Travel Technologies Limited

Mukesh Kumar
General Counsel,
Company Secretary & Compliance Officer
Membership No.: A17925

RateGain®

Payless Costa Rica Boosts Bookings by 21% with RateGain's AI-Powered Pricing

Noida, 4th September 2025: RateGain Travel Technologies Limited (RateGain), a global provider of AI-powered SaaS solutions for the travel and hospitality industry, today announced the successful deployment of Rev-AI, its AI-driven demand forecasting and dynamic pricing platform for car rentals, by Payless Costa Rica.

A Payless franchise since 2015, Payless Costa Rica has grown from 40 cars in 2003 to a fleet of over 500 vehicles today. With booking volumes increasingly driven by brokers (OTAs) and competition intensifying after post-pandemic fleet expansions, the operator required a more agile and automated approach to pricing.

By adopting Rev-AI by RateGain, Payless Costa Rica transformed its revenue management operations, automating daily rate updates, gaining forward-looking demand visibility, and applying location-based pricing to improve fleet allocation.

Key Outcomes

- **21.1% Increase in Bookings:** Growth in pickup-date bookings over four months compared to the previous year.
- **16.5% Revenue Growth:** Smarter, data-driven pricing delivered consistent revenue uplift.
- **94% Accuracy in 60-Day Forecasts:** Forward visibility enabled proactive planning and improved pricing confidence.
- **5,500+ Automated Daily Rate Updates:** Manual effort minimised, ensuring competitive pricing across channels.

Eduardo Guzowski, General Manager at Payless Costa Rica, said, *"Rev-AI has brought structure to a market that's been anything but predictable. It took the manual load off our team and now updates our rates daily across channels—even when key people are away. The market today is tough and highly price-driven, but with Rev-AI, we finally have the visibility and tools to stay steady. We're no longer reacting day to day—we're planning ahead, even when bookings come in last minute."*

With Rev-AI by RateGain embedded into its revenue management strategy, Payless Costa Rica is positioned to respond faster to market shifts, plan with greater confidence, and sustain profitable growth.

About RateGain

RateGain Travel Technologies Limited is a global provider of AI-powered SaaS solutions for travel and hospitality that works with 3,200+ customers and 700+ partners in 100+ countries, helping them accelerate revenue generation through acquisition, retention, and wallet share expansion.

RateGain today is one of the world's largest processors of electronic transactions, price points, and travel intent data—helping revenue management, distribution, and marketing teams across hotels, airlines, car rentals, cruise lines, and OTAs drive better outcomes. Founded in 2004 and headquartered in India, RateGain works with 26 of the Top 30 Hotel Chains, 25 of the Top 30 Online Travel Agents, 3 of the Top 4 Airlines, and all the top car rentals, including 15 Global Fortune 500 companies, unlocking new revenue every day. For more information, please visit www.rategain.com.

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