

June 10, 2025

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Press Release on “LIAT (2020) Limited Partners with RateGain to Strengthen Pricing Agility and Route Profitability in the Caribbean”

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 'LIAT (2020) Limited Partners with RateGain to Strengthen Pricing Agility and Route Profitability in the Caribbean'.

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®

LIAT (2020) Limited Partners with RateGain to Strengthen Pricing Agility and Route Profitability in the Caribbean

Noida, 10 June 2025: RateGain Travel Technologies Limited (RateGain), a global leader in AI-powered SaaS solutions for the travel and hospitality industry, today announced a new partnership with LIAT (2020) Limited — the Caribbean's regional airline reconnecting island economies — to implement AirGain by RateGain, its next-generation airfare pricing intelligence platform. This strategic collaboration marks a significant milestone in LIAT's journey to enhance its commercial operations and deliver affordable, reliable connectivity across the Caribbean.

Started operation in August 2024, LIAT (2020) Limited is a key player in Caribbean aviation. With a mission to connect island economies, boost regional tourism, and ensure vital inter-island connectivity, LIAT operates scheduled flights across the Eastern Caribbean, including Antigua, Barbados, Dominica, Grenada, St. Lucia, and St. Vincent.

LIAT is expanding across underserved routes, enhancing digital capabilities, and forming strategic partnerships to drive efficiency and long-term growth. The collaboration with RateGain reflects LIAT's push to modernize its commercial operations and adopt technology-led solutions.

With travel demand rebounding and market volatility rising, LIAT is embracing a data-driven, agile pricing strategy. Through its partnership with AirGain, revenue teams now access real-time fare intelligence across direct and indirect channels—websites, OTAs, and GDSs—enabling faster, smarter decisions in one of the world's most price-sensitive regions.

Hafsah Abdulsalam, Chief Executive Officer of LIAT (2020) Limited, said: *"As we scale our operations to meet the growing appetite for regional travel, having access to reliable, real-time pricing intelligence is no longer a luxury — it's a strategic necessity. Our partnership with AirGain empowers our teams with actionable insights that allow us to optimize pricing proactively, react to market changes with speed and accuracy, and ultimately deliver better value to the communities and travelers we serve."*

Vinay Varma, Senior Vice President and General Manager at AirGain, commented: *"We are delighted to welcome LIAT into the AirGain community. The Caribbean is a uniquely complex and dynamic aviation market, where pricing strategies must constantly adapt to local demand trends, competitive pressures, and operational challenges. With AirGain's real-time market intelligence, LIAT's revenue management and pricing teams will have the clarity and confidence to protect yield, enhance load factors, and strengthen market share on every route."*

Building on its success, AirGain will introduce the industry's first AI-powered Route Performance Digest to Tunisair, delivering daily route performance insights to enhance fare optimization. This will enable Tunisair to swiftly detect anomalies, refine pricing strategies, and make data-driven decisions with greater confidence. As AirGain continues to innovate, this automated solution is set to be a game-changer for airlines striving to stay ahead in an ever-evolving market.

About LIAT (2020) Limited

Based in Antigua and Barbuda, LIAT (2020) Limited is the Caribbean's flagship regional airline connecting key destinations across the Eastern Caribbean. Operating a modern fleet and committed to reliable, affordable service, LIAT continues to play a vital role in fostering tourism, trade, and cultural exchange throughout the region. Learn more at flyliat20.com.

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, meta-search companies, package providers, car rentals, travel management companies, cruises and ferries drive better outcomes for their business. Founded in 2004 and headquartered in India, today 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 16 Global Fortune 500 companies in unlocking new revenue every day. For more information, please visit www.rategain.com

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