RateGain Travel Technologies Limited

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June 12, 2025

To,

National Stock Exchange of India Limited   **BSE Limited**
(NSE: RATEGAIN)   (BSE: 543417)

Sub: Press Release on "RateGain Launches Real-Time Insights for Hotel Commercial Teams to Track Distribution Productivity"

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 *'RateGain Launches Real-Time Insights for Hotel Commercial Teams to Track Distribution Productivity'*.

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

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CIN No.: L72900DL2012PLC244966
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RateGain Launches Real-Time Insights for Hotel Commercial Teams to Track Distribution Productivity

Noida, 12ᵗʰ June 2025: RateGain Travel Technologies Limited (RateGain), a global provider of AI-powered SaaS solutions for the travel and hospitality industry, today announced the launch of a real-time analytics solution developed specifically to overcome the challenges faced by commercial teams that require instant visibility into their distribution systems to make faster, data-driven decisions.

Most reporting tools are built for hotel revenue managers and often overlook the unique needs of distribution teams. Thus, forcing distribution staff to stitch data manually. Today, more than half of hotel commercial teams spend up to 40% of their time every month creating reports and collecting data from different systems.

While every commercial team uses some form of analytics to monitor performance, most solutions fall short, they lack real-time synchronization and cannot provide an easy way to drill down across demand partners. This results in delayed decision-making, inefficiencies, and missed revenue opportunities.

With RateGain's new analytics solution, commercial leaders managing multiple hotels and brands can now reduce resource costs, eliminate manual effort, and access real-time insights that help them stay ahead of the competition.

The solution processes over 200 billion ARIs annually through RateGain's connectivity platform, delivering a comprehensive health check of distribution performance. From identifying opportunities to resolving issues across brands, it provides commercial teams with a unified, real-time view of their third-party ecosystem.

Traditional data warehousing systems typically rely on nightly data refreshes using batch-based ETL (Extract, Transform, Load) pipelines. These systems collect data from various sources and update dashboards once a day, leading to outdated insights, slow decisions, and no real-time responsiveness when issues arise. RateGain's solution eliminates this lag by delivering live, actionable intelligence, instantly.

RateGain customers will now be able to analyze cancellation and reservation trends and gain detailed performance insights for each demand partner with a single click. Additionally, the tool helps commercial teams understand booking types by length of stay and PAX (number of guests)—making it easier to assess channel mix quality and optimize partner strategies.

Beyond historical insights, the solution also offers intelligent forecasting capabilities. By combining historical booking patterns with real-time market signals, commercial teams can now anticipate trends in bookings, check-in dates, and revenue—empowering them to plan proactively instead of reacting to outdated data.

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"We are now enabling our customers with a greater degree of control and visibility of their third-party distribution ecosystem. With increased volatility, commercial teams need a solution that can guide them instantly to take the right decisions instead of gathering data for days impacting potential revenue opportunities," said **Bhanu Chopra, Founder and Managing Director, RateGain**.

The launch is underpinned by findings from the *State of Distribution Report* by HEDNA and NYU SPS Tisch Center of Hospitality, which highlighted the fragmentation in hotel reporting and the need for integrated, intelligent tools that unify data from multiple systems. To learn more about Connectivity Insights, please visit https://rategain.com/hotels/connectivity-insights/.

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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, 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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