

August 12, 2025

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Press Release on "Air Astana Partners with RateGain to Power Pricing Agility and Market Responsiveness Across Central Asia and Global Routes"

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 '*Air Astana Partners with RateGain to Power Pricing Agility and Market Responsiveness Across Central Asia and Global Routes*'.

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®

Air Astana Partners with RateGain to Power Pricing Agility and Market Responsiveness Across Central Asia and Global Routes

Noida, 12th August 2025: RateGain Travel Technologies Limited (RateGain), a global provider of AI-powered SaaS solutions for the travel and hospitality industry, announced that Air Astana JSC (the "Company" and, together with its subsidiary FlyArystan, the "Group"), the largest airline group in Central Asia and the Caucasus regions by revenue and fleet size, has selected AirGain by RateGain, an AI-powered airfare pricing intelligence platform to gain real-time competitive insights and enhance pricing agility. This strategic collaboration reflects Air Astana's continued focus on adopting innovative technology to strengthen its competitive edge while expanding its global footprint.

Air Astana, recognized for its operational excellence and modern fleet, operates an extensive international and regional network, connecting Kazakhstan with Europe, Asia, and the Middle East. As the airline scales to meet growing travel demand and navigates an increasingly complex pricing environment, its partnership with AirGain will empower the pricing and revenue management teams with accurate, real-time data. This will enable faster and more confident decision-making, allowing the airline to swiftly respond to market fluctuations while safeguarding revenue and maintaining a strong competitive edge.

Renowned for its award-winning service and innovation, Air Astana continues to adopt advanced technology to boost efficiency across its commercial operations. Recently named "Best Airline in Central Asia and CIS" for the 14th consecutive year at the 2025 Skytrax Awards, the airline strengthens its leadership with solutions that deliver measurable impact. With AirGain, Air Astana moves beyond traditional fare tracking gaining real-time visibility into competitor pricing across airline websites, OTAs, and GDSs, enabling its teams to monitor trends, detect anomalies, benchmark fares, and respond swiftly to market shifts.

Yerbolat Baisalykov, Senior Vice President of Revenue Management and Network Planning at Air Astana JSC, commented:

"At Air Astana, we continuously seek innovative solutions to enhance our pricing capabilities and maintain a competitive edge in a dynamic market. Our collaboration with RateGain and adoption of the AirGain platform will equip our teams with accurate, real-time data to make smarter and faster decisions. This is a key step in strengthening our revenue management strategy as we expand our global network."

Vinay Varma, Senior Vice President and General Manager at AirGain, commented: "We are delighted to welcome Air Astana to the growing community of airlines leveraging VUE, our newly launched, AI-powered pricing intelligence platform. In an environment where fare dynamics change by the hour, VUE equips their team with the real-time intelligence needed to respond with agility and precision, strengthening their ability to lead in competitive markets."

About the Air Astana Group

Air Astana Group is the largest airline group in Central Asia and the Caucasus regions by revenue and fleet size. The Group operates a fleet of 61 aircraft split between Air Astana, its full-service airline that operated its inaugural flight in 2002, and FlyArystan, its low-cost airline established in 2019. The Group provides scheduled, point-to-point and transit, short-haul and long-haul air travel and cargo on domestic, regional and international routes across Central Asia, the Caucasus, the Far East, the Gulf, India and Europe. Air Astana has been recognized by SkyTrax as the Best Airline in Central Asia & CIS fourteen years running and received the Best Airline Staff Service in Central Asia & CIS award nine times in a row. FlyArystan has been recognised as the Best Low-Cost Carrier (LCC) in Central Asia & CIS at the SkyTrax awards three times. Additionally, Air Astana was awarded a five-star rating in the major airline category by the Airline Passenger Experience Association (APEX). The Group is listed on the Kazakhstan Stock Exchange, Astana International Exchange and London Stock Exchange (ticker symbol: AIRA).

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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