

August 14, 2025

To,
National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Press Release on "Avis Fargo Achieves 14% Increase in RPD (Revenue Per Day) with RateGain's AI-Powered Pricing Platform for Car Rentals"

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 "*Avis Fargo Achieves 14% Increase in RPD (Revenue Per Day) with RateGain's AI-Powered Pricing Platform for Car Rentals.*"

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®

Avis Fargo Achieves 14% Increase in RPD (Revenue Per Day) with RateGain's AI-Powered Pricing Platform for Car Rentals

Noida, 14th August 2025: RateGain Travel Technologies Limited (RateGain), a global provider of AI-powered SaaS solutions for the travel and hospitality industry, today announced the remarkable success of Avis Fargo with Rev-AI, its AI-powered demand forecasting and dynamic pricing platform for Car Rentals.

Operating the Avis and Budget franchises at Fargo's Hector International Airport, Reliance Leasing, Inc., serves both business and leisure travelers in a region marked by extreme seasonality. With thin margins, a lean team, and rapidly shifting demand, the Fargo operations needed a smarter way to anticipate market trends, modernize pricing, and optimize fleet allocation without adding staff or complexity.

By adopting Rev-AI by RateGain, Avis Fargo transformed its pricing approach—automating rate updates, centralizing market intelligence, and gaining forward-looking demand insights that enabled faster, more profitable decisions.

Key outcomes include:

- 21% average growth in bookings, showcasing consistent momentum and culminating in a peak uplift of 26% while maintaining strong performance throughout.
- 30% revenue uplift forecast proved accurate, generating a tangible \$100K increase in the initial phase.
- 14% rise in RPD, signaling stronger pricing leverage, maintained at this improved level even as booking volumes grew.
- 5 percent increase in market share, securing a notable gain in a highly competitive regional market.
- Hours of Manual Work Eliminated: Pricing automation freed the team from daily updates, enabling focus on fleet strategy and targeted promotions.

Dani Arnold, Vice President at Reliance Leasing, Inc. (Avis Fargo), shared, "Rev-AI has become our true strategic partner in our operations. By blending automation with real-time insights, we've gained the confidence to plan ahead, align pricing with our fleet strategy, forecast demand with greater accuracy, and capture growth across brands. It's the kind of control every operator needs."

To learn more about how Avis Fargo unlocked profitable growth with Rev-AI, read the full case study here: [Success Story with Avis Fargo - Rev-AI](#).

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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