

April 15, 2025

To,

**National Stock Exchange of India Limited**

(NSE: RATEGAIN)

**BSE Limited**

(BSE: 543417)

**Sub: Press Release on “Sky Airline Partners with AirGain to Strengthen Competitive Pricing Strategy”**

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 *‘Sky Airline Partners with AirGain to Strengthen Competitive Pricing Strategy’*.

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®

## Sky Airline Partners with AirGain to Strengthen Competitive Pricing Strategy

**Noida, 15<sup>th</sup> April 2025: RateGain Travel Technologies Limited (RateGain), a global provider of AI-powered SaaS solutions for the travel and hospitality industry,** today announced its partnership with Sky Airline, one of South America's leading low-cost carriers. Sky Airline has selected AirGain, RateGain's advanced pricing intelligence platform, to enhance its competitive pricing strategy and optimize revenue across its expanding network. This collaboration highlights Sky Airline's commitment to leveraging real-time market intelligence to deliver the best fares to travelers while maintaining profitability. With a strong presence in Chile, Peru, Argentina, Brazil, and other key South American markets, Sky Airline has built a reputation for offering affordable and efficient travel solutions. By integrating AirGain's platform, the airline gains access to real-time competitor pricing data, enabling it to make informed pricing decisions, respond swiftly to market changes, and maintain a competitive edge. The partnership aligns with Sky Airline's mission to provide customers with cost-effective travel options while maximizing revenue opportunities.

With AirGain, SKY airline will get access to real-time competitive pricing data from over 300 airlines and 50+ OTAs. This will enable the airline to refine its pricing strategies, optimize promotions, and maintain leadership in the aviation market. By leveraging dynamic pricing and market trends, SKY Airline aims to deliver exceptional value to its customers while ensuring sustainable growth.

**Juan Ignacio Galán, Head of Revenue Management & Pricing at Sky Airline, commented,** "Partnering with AirGain will allow us to refine our pricing strategy using the latest AI-driven insights. In a highly dynamic market, this is crucial to ensure we offer the best fares without compromising profitability. We look forward to this partnership with AirGain and the opportunity to optimize our pricing decisions and strengthen our market position."

**Vinay Varma, Senior Vice President and General Manager at AirGain, commented,** "We are thrilled to collaborate with Sky Airline in its journey to enhance pricing intelligence. As one of the fastest-growing carriers in South America, Sky Airline requires real-time, data-driven insights to remain competitive. With AirGain, they can efficiently track market trends, identify pricing opportunities, and ensure optimal fare positioning. We look forward to supporting their continued growth and success."

Following the launch of AI-Digest, AirGain introduced the industry's first daily route performance digest for its airline partners, delivering real-time insights into fare trends, market dynamics, and pricing anomalies. This AI-powered tool enables revenue managers to make faster, more informed decisions, adapt to changing market conditions, and refine pricing strategies with greater confidence. As AirGain continues to drive innovation, this solution will be instrumental in helping airlines stay ahead in an ever-evolving aviation landscape.

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### About Sky Airline

Founded in 2001, Sky Airline is a Chilean low-cost carrier operating a modern fleet of Airbus A320neo aircraft. The airline serves domestic and international routes across South America, including Argentina, Brazil, Peru, and Colombia. Committed to affordability, efficiency, and sustainability, Sky Airline continues to expand its network while maintaining a strong focus on customer experience and operational excellence.

## 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](http://www.rategain.com)

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