

June 17, 2025

To,

National Stock Exchange of India Limited

(NSE: RATEGAIN)

BSE Limited

(BSE: 543417)

Sub: Press Release on “Air Montenegro Partners with RateGain to Enhance Pricing Agility and Market Competitiveness Across Europe”

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 Montenegro Partners with RateGain to Enhance Pricing Agility and Market Competitiveness Across Europe*'.

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 Montenegro Partners with RateGain to Enhance Pricing Agility and Market Competitiveness Across Europe

Noida, 17 June 2025: RateGain Travel Technologies Limited (RateGain), a global provider of AI-powered SaaS solutions for the travel and hospitality industry, today announced that Air Montenegro, the national airline of Montenegro, has selected AirGain by RateGain - a globally trusted, AI-powered airfare pricing intelligence platform for gaining real-time competitive insights. This strategic collaboration underscores Air Montenegro's commitment to delivering affordable and seamless travel experiences across its expanding network in Europe and beyond.

Established in 2021, Air Montenegro has rapidly expanded its network, connecting Montenegro to key destinations across Europe. As Air Montenegro scales its operations to meet growing passenger demand across European and regional markets, the partnership with AirGain will equip the airline's revenue management and pricing teams with real-time, high-quality competitive fare insights. These insights will enable faster, more confident decision-making, empowering the airline to react to market changes swiftly while ensuring optimal pricing strategies to protect yield and improve load factors.

Since its inception, Air Montenegro has positioned itself as a reliable and efficient carrier, connecting Montenegro to major European cities and contributing to the growth of tourism and trade in the region. With travel demand surging across Europe and an increasingly dynamic pricing environment, the airline recognized the need to move beyond traditional data sources and adopt a more agile, data-led approach to its commercial operations.

With AirGain's advanced airfare pricing intelligence, Air Montenegro will gain access to real-time competitor pricing data from both direct airline websites and indirect channels like OTAs and GDSs. The solution enables airline pricing teams to track route-level trends, spot anomalies, benchmark fare positions, and proactively respond to competitor moves — all within a single, intuitive dashboard.

Vukadin Stojanović, CEO at Air Montenegro, said: "For an airline like ours that's expanding and serving competitive European markets, staying ahead of pricing shifts is essential. This partnership with AirGain allows us to move from reactive to proactive pricing strategies, empowering our teams with reliable data and actionable insights that directly impact our commercial performance."

Vinay Varma, Senior Vice President and General Manager at AirGain, commented: "We're proud to support Air Montenegro as they strengthen their position in the Balkan and Central European aviation markets. They are among the first in the region to adopt our AI-powered platform, VUE. Airlines in this region operate in some of the most complex fare environments in Europe, and conventional systems often fall short in addressing the dynamic nature of today's fare environments. With VUE, Air Montenegro's revenue team now has access to real-time, travel-specific intelligence—powered by AI—that enables faster, sharper decision-making every day."

Building on its success, AirGain will introduce the industry's first AI-powered Route Performance Digest to Air Montenegro, delivering daily route performance insights to enhance fare optimization. This will enable Air Montenegro 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 Air Montenegro:

Air Montenegro is the flag carrier of Montenegro, based in Podgorica. Operating a modern fleet, the airline connects Montenegro to key destinations across Europe, contributing to the country's economic development and tourism growth. Learn more at airmontenegro.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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