

April 22, 2025

To,

National Stock Exchange of India Limited

(NSE: RATEGAIN)

BSE Limited

(BSE: 543417)

**Sub: Press Release on "Tunisair Extends Partnership with RateGain for Three More Years"**

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 '*Tunisair Extends Partnership with RateGain for Three More Years*'.

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®

## Tunisair Extends Partnership with RateGain for Three More Years

**Noida, 22<sup>nd</sup> April 2025: RateGain Travel Technologies Limited (RateGain), a global provider of AI-powered SaaS solutions for the travel and hospitality industry,** today announced the renewal of its partnership with Tunisair, Tunisia's flagship carrier, for another three years. This extension builds on a successful two-year collaboration with AirGain, RateGain's advanced pricing intelligence platform, which has helped Tunisair enhance its revenue management strategy, optimize fares, and maintain a competitive edge in dynamic markets.

Tunisair, a key player in Tunisia's aviation sector, operates an extensive network across Europe, Africa, and the Middle East, ensuring seamless connectivity for millions of travelers. As a trusted AirGain partner since 2022, Tunisair has leveraged the platform's AI-driven analytics to monitor real-time competitor pricing, identify revenue opportunities, and adapt to evolving market trends. This renewal reflects Tunisair's confidence in AirGain's proven capabilities and reinforces the airline's commitment to sustained growth through data-driven decision-making.

**Mrs. Amina BEN AMMAR (Head of Revenue Management, Pricing, Distribution and E-Commerce) at Tunisair, said,** "With AirGain, we have been able to enhance our pricing strategy with accurate and timely insights. The past two years have demonstrated the value of this partnership, and we are pleased to extend it for another three years to continue optimizing our market position and offer travelers the best possible fares."

**Vinay Varma, Senior Vice President and General Manager at AirGain, stated,** "Extending our collaboration with Tunisair builds on the strong foundation we've developed over the past two years. We've worked closely with their team to refine pricing strategies, respond to market dynamics, and drive profitability. This renewal reinforces the trust Tunisair has in our solutions and our shared commitment to innovation. We look forward to continuing to support their growth journey."

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

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### About Tunisair

Founded in 1948, Tunisair is Tunisia's national flag carrier and one of North Africa's leading airlines. With its headquarters in Tunis, the airline operates scheduled flights to over 40 destinations across Europe, Africa, and the Middle East, facilitating vital connections between Tunisia and major global markets. Tunisair has built a reputation for reliability, affordability, and excellent service, catering to both leisure and business travelers. As part of its commitment to continuous improvement, Tunisair has been investing in digital transformation and operational efficiency to enhance the passenger experience and maintain its competitive standing in the aviation industry.

### 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.

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