

July 22, 2025

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Press Release on "RateGain Appoints Parijat Tiwari as EVP & GM to Lead Enterprise Connectivity & Smart Distribution"

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 '*RateGain Appoints Parijat Tiwari as EVP & GM to Lead Enterprise Connectivity & Smart Distribution*'.

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®

RateGain Appoints Parijat Tiwari as EVP & GM to Lead Enterprise Connectivity & Smart Distribution

Noida, 22nd July 2025: RateGain Travel Technologies Limited (RateGain), a global provider of AI-powered SaaS solutions for the travel and hospitality industry, today announced the appointment of Parijat Tiwari as Executive Vice President & General Manager – Distribution. In this role, Parijat will lead the global strategy, innovation, and growth of RateGain's Distribution business, further strengthening the company's mission to make the world's travel more connected, real-time, and impactful.

Parijat brings over 17 years of experience in strategy, operations, and digital transformation across diverse industries. Most recently, as Senior Vice President at Paytm, he led AI-powered automation of large-scale operations, scaled merchant ecosystems, and led the operational risk team to enhance trust in digital payments. At BCG, he drove commercial strategy for the AP region and helped setup a center of excellence for Business Intelligence & Analytics.

His leadership spans organizations like Fliplearn, AskmeBazaar, Cairn Oil & Gas, and early consulting stints at BCG, Kearney, and Inductis, where he shaped transformative programs across energy, banking, and ecommerce. He holds an MBA in Strategy and Finance from IIM Calcutta and a B.Tech in Information Technology from Harcourt Butler Technical University.

Parijat's appointment comes at a time when RateGain's Distribution platform is playing an increasingly critical role in helping hotels simplify connectivity, improve channel performance, and drive more revenue through smarter, real-time decisions.

Commenting on the appointment, Bhanu Chopra, Founder and Managing Director of RateGain, said, "Parijat brings a rare combination of strategic vision, operational expertise, and a strong grasp of how AI can transform distribution at scale. As we continue to reimagine travel through intelligent automation and real-time decision-making, his leadership will be key to expanding our global footprint and delivering greater value to our partners."

"I'm excited to join RateGain at a time when AI, automation, and real-time data are fundamentally reshaping travel," said **Parijat Tiwari, Executive Vice President & General Manager – Distribution.** "I look forward to contributing to RateGain's mission of building the world's most valuable AI-powered travel platform by driving growth, innovation, and efficiency across our global distribution ecosystem."

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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