

June 24, 2025

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Press Release on "RateGain Appoints Sanchit Garg as EVP & GM to Lead Global Rev-AI & Car Business"

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 Sanchit Garg as EVP & GM to Lead Global Rev-AI & Car Business*'.

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 Sanchit Garg as EVP & GM to Lead Global Rev-AI & Car Business

Noida, June 24, 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 Sanchit Garg as Executive Vice President & General Manager – Rev-AI & Car. Sanchit will spearhead the global strategy, operations, and growth for RateGain's Rev-AI and Car business, collaborating with regional leaders to drive the next phase of innovation and high performance.

Sanchit is an entrepreneur at heart, with deep experience across e-commerce, sales, technology, and strategy. Over the years, he has built and scaled ventures and teams with a unique blend of product vision, business acumen, and strong P&L ownership. Known for successfully leading both early-stage startups and scale-up journeys, Sanchit brings an empathetic, collaborative leadership style and a passion for solving complex business problems.

He previously founded Rartogo, a Sequoia-backed cross-border platform for mid-market customers in the US and EMEA, scaling it to \$7M in annual recurring revenue. At Lazada (an Alibaba Group company), he led the \$250M Smartphones category, working closely with brands like Apple and Samsung. At Group ONE, he served as Global Head of Sales, growing revenues to \$80M ARR across the US, EMEA, and APAC. Sanchit started his career as a software engineer before joining McKinsey & Company, where he worked across India and the US.

"Sanchit's entrepreneurial spirit, global experience, and proven ability to scale businesses make him a vital addition to our leadership team," said **Bhanu Chopra, Founder and Managing Director of RateGain**. "As AI continues to redefine how the travel operates, his leadership will play a pivotal role in delivering next-generation solutions and driving accelerated growth for our Rev-AI and Car verticals."

"I am delighted to join RateGain at a time when AI and data-driven decision-making are transforming the travel and mobility industries," said **Sanchit Garg, Executive Vice President & General Manager – Rev-AI & Car, RateGain**. "I look forward to working with our teams around the world to deliver value, deepen customer impact, and build products that shape the future of revenue management and distribution."

An alumnus of IIT Delhi and IIM Calcutta, Sanchit has lived and worked across India, Singapore, and the US. Outside of work, he is passionate about travel, music, cricket, and mixed martial arts, and cherishes time spent with his family, including his two young children.

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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