

August 07, 2023

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Press Release on 'RateGain announces the appointment of Peter Strebel as its New President for the Americas'

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 announces the appointment of Peter Strebel as its New President for the Americas'.

Please take the above information on record.

Thanking you.

Yours faithfully,

For RateGain Travel Technologies Limited


(Thomas P. Joshua)
Vice President - Legal & Company Secretary
Memb. No.: F9839



RateGain®

RateGain announces the appointment of Peter Strebel as its New President for the Americas

The two-time CEO of leading hotel chains will accelerate RateGain's efforts to drive deeper into the enterprise market of the Americas

Dallas, 7th Aug: RateGain Travel Technologies Limited, a global provider of SaaS solutions for travel and hospitality, today announced the appointment of Peter Strebel as its new President to lead the Americas region. Peter, a two-time CEO, in his last role, was the Chairman of Omni Hotels & Resorts, providing strategic counsel to the company before serving as the company's former President, Chief Marketing Officer, and Senior Vice President of Sales.

Named as a Top CEO on Glassdoor, Strebel was responsible for guiding the company through the pandemic crisis, leaving the brand in a prime position to capitalize on the rebounding trends and changes in the industry. He also played an instrumental role in creating and driving innovative branding, communications, marketing, and business development strategies to increase awareness, capture market share, and build revenue for the luxury hotel brand.

In between his time with Omni, Strebel served as Executive Vice President and Chief Marketing Officer for the Wyndham Hotel Group and was promoted to President of the company before returning to Omni. Strebel sits on the board of directors for the American Hotel and Lodging Association (AHLA), as well as the board of trustees for the Incarnation House in Dallas, Texas.

Peter will be replacing the outgoing President, Chinmai Sharma, who spent half a decade with RateGain, playing a key role in scaling its Americas business and providing overall strategic guidance for RateGain's growth in the region.

Over the last few years, through strategic acquisitions, RateGain has consolidated its position in the enterprise segment in the Americas region, with the region contributing significantly to the company's top line. A lifetime hotelier and an advocate of new technology, combined with Peter's deep understanding of the industry and extensive experience in the region will help RateGain accelerate growth as it looks to double its revenue in the next three years.

Welcoming Peter to RateGain's leadership team, Bhanu Chopra, Founder, and Managing Director of RateGain, said, "The next phase of RateGain's growth requires a leadership team that can help us outsize the impact we are making on our industry, and I am quite certain that Peter will help in bringing that to RateGain. His experience in leading operations, sales, and marketing will be critical for us to drive more well-rounded growth as we aim for our next big goal."

"I would also like to take this opportunity to thank Chinmai for his leadership and belief in RateGain. The work he has done in scaling the business and identifying new business opportunities leaves the Americas team far better positioned for success," added Bhanu.

Commenting on RateGain, Peter Strebel said, "I have built a career by continuously identifying new areas of investment and innovation to change the status quo, and I believe that RateGain is also trying to do the same for the hospitality industry. The opportunity to do that for over 100,000 hotels excites me about this opportunity."

Peter is based out of Dallas where he lives with his wife and enjoys spending time with his family.

About RateGain

RateGain Travel Technologies Limited is a global provider of SaaS solutions for travel and hospitality that works with 2800+ 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 businesses. Founded in 2004 and headquartered in India, today RateGain works with the Top 23 of 30 Hotel Chains, the Top 25 of 30 Online Travel Agents, and all the top car rentals, including 8 Global Fortune 500 companies, in unlocking new revenue every day. For more information, please visit www.rategain.com.

Forward-looking Statements

Certain statements in this release are forward-looking statements, which involve some risks, uncertainties, assumptions and other factors that could cause actual results to differ materially from those in such forward-looking statements. All statements, other than statements of historical fact are statements that could be deemed forward-looking statements, including but not limited to the statements containing the words 'planned,' 'expects,' 'believes,' 'strategy,' 'opportunity,' 'anticipates,' 'hopes', or other similar words. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding impact of pending regulatory proceedings, fluctuations in earnings, our ability to manage growth, intense competition in IT services, data services, and consulting services including those factors which may affect our cost advantage, wage increases in India, customer acceptance of our services, products and fee structures, our ability to attract and retain highly skilled professionals, our ability to integrate acquired assets in a cost-effective and timely manner, time and cost overruns on fixed-price, fixed-timeframe contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, the success of our brand development efforts, liability for damages.

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Global Head-Marketing