

January 16, 2023

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Press Release on 'SKY express selects AirGain to drive expansion in Europe with Real-time price intelligence'

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 'SKY express selects AirGain to drive expansion in Europe with Real-time price intelligence'.

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

Encl.: As above.

SKY express selects AirGain to drive expansion in Europe with Real-time price intelligence

One of the Europe fastest growing airlines to use AirGain for expanding to new competitive markets and improve market share.

RateGain Travel Technologies Limited (RateGain), a global provider of SaaS solutions for travel and hospitality, announced today that SKY express has selected AirGain for accurate and real-time competitive pricing insights as it looks to expand its footprint across Europe. The fastest-growing airline in Greece and one of the most dynamic in Europe aims to continue to lead the development in the aviation sector locally and accelerate its international growth with accurate pricing insights that help in being more competitive in real-time.

SKY express today operates the largest network in Greece (34 destinations), while it covers throughout the year 8 international routes including London, Brussels, Rome, Paris, Milan, Munich, Sofia and Cyprus. The Greek airline has also brokered significant interline agreements with global airlines such as Air France, KLM, Qatar Airways, easy jet, Delta, Emirates, American Airlines, Air Transat, Condor, etc.

According to a recent report by Eurocontrol, a pan-European air traffic management company, the airline had the largest increase in flying operations across Europe in 2022. Specifically, SKY express showed an 162% increase in traffic this year compared to 2019 levels with 119 daily flights, which puts the company in the first place among all European airlines.

As airfares increase and airlines cut routes, SKY express wanted to offer the most competitive prices across all fare types. AirGain was able to provide the necessary data on all fare families, making it the preferred provider over other fare intelligence providers in the airline industry.

AirGain will help SKY express monitor critical OND routes 80% faster, allowing the airline to respond promptly to market shifts and deliver the most cost-effective service. Designed for revenue managers, AirGain will enable them to set accurate pricing and seize daily opportunities for growth.

Commenting on the partnership, Nikolaos Kampas, Revenue Management Supervisor, Sky Express said, "At SKY express, we work passionately every day and invest in the organization, our infrastructure, and our crew so that our company is the friendliest airline in Greece. With the presence at 34 Greek airports, on top of an ever-increasing network of international routes - reliable, scalable, and affordable market insight plays an important role. Therefore, partnering with RateGain was an obvious choice for us. The dedicated customer support, easy-to-use UI, and the accuracy of rates make it even easier for our commercial teams to use AirGain and make better decisions."



Vinay Varma, Senior Vice President and General Manager, AirGain added, "As airlines achieve pre-pandemic revenue targets despite cutting routes and raising fares, airlines must adopt a forward-looking approach to streamline demand criteria and competitive insights to build a new revenue strategy.

The team at SKY express saw AirGain as the right platform to solve today's challenges and capture tomorrow's market share. We are thrilled to partner with SKY express and expand our presence in the European region as we see great long-term potential in this region."

AirGain is an easy-to-use and responsive SaaS solution by RateGain, created for commercial teams in airlines to help them make faster and better pricing decisions through its intuitive UI and accurate, real-time price intelligence at any time of the day, any number of times. To learn more about AirGain, visit <https://airgain.ai>

About SKY express

SKY express, ERA board member, is the fastest-growing Greek airline and one of the most dynamic in Europe. Today, it operates the largest network of destinations in Greece (34), while it constantly covers throughout the year 8 international destinations including Milan, Munich and Sofia among others. It has brokered significant interline agreements with global airlines such as Air France, KLM, Qatar Airways, easy jet, Delta, Emirates, American Airlines, Air Transat, Condor, etc.

In the last two years, SKY express modernized its fleet with the acquisition of brand-new Airbus A320neo (x8) and ATR 72- 600 (x6), making one of the largest investments in the world in the field of aviation. Today, SKY express operates the youngest and greenest fleet in Greece and one of the most environmentally friendly fleets all over Europe.

W: www.skyexpress.com

FB: <https://www.facebook.com/SKYexpressAirlinesGreece>

IG: <https://www.instagram.com/skyexpressgreece/>

LI: <https://www.linkedin.com/company/sky-express-airlines/>

YT: <https://www.youtube.com/c/SKYexpressAirlineGreece>

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 business. Founded in 2004 and headquartered in India, today RateGain works with Top 23 of 30 Hotel Chains, Top 25 of 30 Online Travel Agents and all the top car rentals including 8 Global Fortune 500 companies in unlocking new revenue everyday . For more information, please visit <https://www.rategain.com>

Forward-Looking Statements

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

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