

March 21, 2023

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Press Release on 'RateGain Recognized as The SaaS Startup of the Year by SaaSBOOMi'

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 Recognized as The SaaS Startup of the Year by SaaSBOOMi'.

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.



RateGain Recognized as The SaaS Startup of the Year by SaaSBOOMi

Noida, March 21, 2023: [RateGain](#) Travel Technologies Limited, a global provider of SaaS solutions for the hospitality and travel industry, today announced that it has been awarded as the 'SaaS Startup of the Year' at the recently concluded SaaSBOOMi Awards.

[SaaSBOOMi](#) is a close-knit community of B2B SaaS founders from India, founded in 2018 by some of the leading SaaS founders from the country. The community helps other founders and their companies build the future of SaaS with a robust support system, including valuable connections, personalized mentorship, and actionable playbooks from peers.

Today, the Indian Software-as-a-Service (SaaS) ecosystem has become a global leader behind only the US in scale and maturity, and boasts of an annual recurring revenue of over 13 billion USD across 1,600+ SaaS companies. It was to acknowledge the importance of the rapidly growing industry and to celebrate the extraordinary aspirations and efforts of Indian SaaS founders that the SaaSBOOMi Awards were launched in 2020.

And in the 3rd edition of the awards, RateGain has been recognized as the SaaS Startup of the Year for its constant focus on leveraging AI to build products that help travel and hospitality companies across the world generate more revenue opportunities.

The jury consisted of stalwarts of the industry: Aneesh Reddy - Co-founder and CEO of Capillary Technologies; Ashwini Asokan – Founder and CEO of Mad Street Den; Girish Mathrubootham – Founder and CEO of Freshworks; Krish Subramanian – Co-founder and CEO of Chargebee; Manav Garg – Founder and CEO of Eka Software; and Suresh Sambandam – CEO of Kissflow.

RateGain, which got listed on the Indian stock market in December 2021, has ever since shown significant all-round growth. In the recently announced Q3FY23 financial results, the company reported a 39.7% YoY growth in the operating revenue. Furthermore, the company recently completed the acquisition of the [Adara Inc.](#), headquartered in the Silicon Valley, to form the world's most comprehensive travel-intent and data platform powered by AI.

Speaking on the occasion, **Bhanu Chopra – Chairman and Managing Director, RateGain** – said, "Over the past few years, SaaSBOOMi has emerged as one of the most revered communities for SaaS in Asia, helping thousands of founders to learn, grow and scale their businesses. This award is a validation of the



efforts that our teams at RateGain have put to consistently build our business and take it to new heights. I hope this award inspires all those founders who are trying to make a truly global SaaS business from India.”

The recognition adds to a list of other notable accolades including, inter alia, World Travel Tech Awards, HotelTechReport Awards, Deloitte Fast50, ET Most Innovative Startup of the Year 2020, and HSMAI Gold in Technology Innovation 2021.

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 every day. For more information, please visit <https://www.rategain.com>.

About SaaSBOOMi

SaaSBOOMi is a close-knit community of B2B SaaS founders from India. We are founded by some of the best SaaS founders of the country, and so we know what it’s like to be in the founder’s shoes at every stage. We are stage and funding agnostic: idea stage technology companies to bootstrapped or VC-backed unicorns are all part of our community, which has a full-fledged US Chapter as well.

Our community events and initiatives are designed entirely around the journey of an Indian SaaS founder. Here, founders build together, share knowledge, avoid costly pitfalls, and help one another connect the dots. Our pay-it-forward ethos is our biggest strength. Founders, volunteers, and fellows find joy in giving their time, energy, and effort to plan, drive, and execute all our initiatives, events, and projects selflessly and, in the process, learn and grow themselves.



We deeply empathize with the entrepreneur and are guided by respect for the founder and the startup-building process. And everything we do in the community is driven by the founders. For more information, please visit <https://saasboomi.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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Global Head-Marketing

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