

RateGain Travel Technologies Limited

(Formally Known as RateGain Travel Technologies Pvt. Ltd.)



August 01, 2022

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Subject: Press Release on the Un-Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended June 30, 2022

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Press Release on Un-Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended June 30, 2022.

Please take the above information on record.

Yours faithfully,

For RateGain Travel Technologies Limited


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



Encl.: As above

RateGain announces Results for Q1FY23; Continues Strong Momentum with 59% Y-o-Y Revenue Growth

Improves Profitability and Margin Growth Y-o-Y By 267% and 103% Respectively

Noida, August 01, 2022, Monday: RateGain Travel Technologies Limited (NSE: RATEGAIN), a global provider of SaaS solutions for the hospitality and travel industry, today announced its financial results for Q1FY23 ending on June 30, 2022.

RateGain continues to deliver profitability along with strong growth driven by demand for its digital solutions across the hospitality & travel industry. Expansion of existing marquee relationships across all business verticals and demand for new products drive revenue growth and pipeline momentum.

For the quarter ending June 30, 2022, the company registered a 59% Y-o-Y revenue growth with revenue from operations at INR 1,193 Million compared to INR 749 Million in the corresponding quarter last year.

The company reported strong adjusted EBITDA growth adjusted for ESOP expenses of 103% coming in at INR 124 Million in Q1FY23 over INR 61 Million in Q1FY22. Adjusted EBITDA margin for the quarter stood at 10.4% compared to 8.1% in the corresponding quarter last year.

Adjusted PAT stood at INR 149 Million in Q1FY23 compared to INR 40 Million in Q1FY22, a growth of 267%. Adjusted PAT margin stood at 12.5% for Q1 FY23.

The company continues to have strong customer relationships that are helping in building predictive, stable, and sustainable revenue streams. Recurring revenues for the quarter stood at 99% and the Annual Recurring Revenue stands at INR 4,772 Million, an increase of 20% over pre-Covid levels. The LTV to CAC for Q1 FY23 was steady Y-o-Y at 8.9x.

Sharing his views on what helped in driving the performance this quarter, **Bhanu Chopra, Founder and Chairman, RateGain Travel Technologies, said,** *“We are seeing a healthy demand for our products on the back of the world travelling again. We continue to deliver sustainable profitable growth resulting in margin expansion from last year coupled with a strong pipeline.*

With acceleration in digitization across the industry due to labor shortages, RateGain is well positioned to capture the opportunity and remains focused on building innovative products using AI/ML to help our customers acquire guests, retain them and expand on their wallet share.”

Commenting on the key metrics, Tanmaya Das, Chief Financial Officer, RateGain Travel Technologies, said, *“RateGain goes from strength to strength on the back of another robust Quarterly performance. Strong Revenue growth and margin expansion reflect the business performance in a historically challenging Quarter. Revenue diversification continues with our expanding footprint in Europe. The Global environment uncertainty continues but travel demand remains strong across key geographies reflecting the industry remains on a strong footing.”*

About RateGain

RateGain Travel Technologies Limited is a global provider of SaaS solutions for travel and hospitality that works with over 2400 customers in over 100+ countries helping them accelerate revenue generation through acquisition, retention, and wallet share expansion. 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 Fortune500 companies. RateGain is one of the world's largest processors of electronic transactions and price points for the travel and hospitality industry and is the largest Software as a Service ("SaaS") company in the hospitality and travel industry in India. It offers travel and hospitality solutions across a wide spectrum of verticals including hotels, airlines, online travel agents ("OTAs"), metasearch companies, vacation rentals, package providers, car rentals, rail, travel management companies, cruises, and ferries.

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.

Company:	Investor Relations Advisors:
<p>RateGain Travel Technologies Limited (Formerly Known as RateGain Travel Technologies Pvt. Ltd.)</p>  <p>CIN No: L72900DL2012PLC244966 Name: Mr. Divik Anand Design: Director – Investor Relations Email: investor.relations@rategain.com</p>	<p>Strategic Growth Advisors Private Limited</p>  <p>CIN No: U74140MH2010PTC204285 Mr. Rahul Agarwal / Mr. Aakash Mehta Email: rahul.agarwal@sgapl.net/aakash.mehta@sgapl.net Tel No: +91 98214 38864/ +91 9819178243</p>