

August 21, 2024

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Press Release on ‘Thai Airways selects RateGain for a multi-year partnership for accurate pricing 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 ‘Thai Airways selects RateGain for a multi-year partnership for accurate pricing 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

RateGain®

Thai Airways selects RateGain for a multi-year partnership for accurate pricing intelligence

Noida, 21st August 2024: RateGain Travel Technologies Limited (RateGain), a leading provider of AI-powered SaaS solutions for travel and hospitality, today announced that it was selected by Thai International Public Company Limited (Thai Airways), the national flag carrier of Thailand and a proud member of the Star Alliance network for a multi-year partnership with RateGain's dedicated platform for Airlines, AirGain. This collaboration is driven by Thai Airways' focus on redefining pricing strategies across its comprehensive network, encompassing a wide array of domestic and international routes facilitated by its Star Alliance membership.

Founded in 1960, Thai Airways has consistently played a pivotal role in the aviation sector. Celebrated for its commitment to quality service, punctuality, and safety, it has been repeatedly recognized as one of the best airlines in the world. Operating from its central hub at Suvarnabhumi Airport in Bangkok, Thai Airways extends its reach globally, offering flights to a wide variety of destinations. This capability is significantly enhanced by its Star Alliance membership, connecting Thai Airways with an extensive network of airlines and providing seamless travel options and benefits to passengers worldwide.

In the first quarter of 2024, Thai and its subsidiaries reported total revenue of 45,955 million baht, a 10.7% increase from the 41,507 million baht recorded during the same period last year. This growth was primarily driven by a substantial increase in passenger revenue following the resumption of flight services and increased flight frequencies on preferred routes to Europe, Australia, and Japan.

Operating a fleet of 79 aircraft at the end of 2024 and planning to expand to 89 by 2025, Thai Airways' partnership with AirGain comes at a crucial time as the airline industry experiences remarkable growth. This alliance positions Thai Airways to leverage AirGain's advanced technological solutions, enhancing its competitive edge. By offering unmatched value and superior service, Thai Airways aims to solidify its status as the airline of choice for travelers worldwide.

RateGain, which recently surpassed a 1 billion market cap on the Indian stock exchange, has been witnessing healthy growth Year on Year and is emerging as a dependable partner in the airline rate intelligence space and a leader known for its cutting-edge pricing intelligence solutions. This partnership positions AirGain as the perfect partner for Thai Airways in its quest to enhance pricing strategies and sustain leadership in the competitive aviation market.

Through this collaboration, Thai Airways will be able to identify daily growth opportunities, respond swiftly to market changes, and offer competitively priced travel options that cater to a diverse range of passengers.

Commenting on the Partnership, Nuthaphol Amawatana, Head of Pricing and Revenue Management at Thai Airways, commented, "The dynamic nature of the aviation market necessitates access to precise and up-to-date market data. Our collaboration with AirGain aligns with our strategic goals, empowering us to make informed decisions based on robust data analytics. This partnership not only reinforces our competitive advantage but also reaffirms our

status as the preferred airline for travelers to and from Thailand, leveraging our extensive network through Star Alliance."

Vinay Varma, Senior Vice President and General Manager at AirGain shared his optimism about the partnership, "This alliance underscores the importance of building innovative pricing strategies by airlines, especially given Thailand's growing appeal as a premier tourist destination. The need for such airlines to remain at the forefront of pricing strategy to attract global travelers is more pressing than ever. We are delighted with the opportunity and eager to contribute to Thai Airways' journey towards pricing optimization and reinforcing its market leadership, ensuring it continues to meet the demands of international tourists and maintain its esteemed position."

AirGain's platform is crafted to meet the specific needs of commercial teams in airlines, offering an intuitive interface and reliable, real-time pricing intelligence to facilitate rapid, well-informed pricing decisions. To learn more about how AirGain is transforming the travel industry, visit <https://airgain.ai>.

About Thai Airways

Thai Airways International Public Company Limited, Thailand's premier airline and a key member of the Star Alliance, has been instrumental in promoting Thailand as a top global tourist destination. From its hub at Suvarnabhumi Airport, Thai Airways operates a wide-reaching network of flights catering to both domestic and international travelers. Renowned for its dedication to service excellence, operational safety, and reliability, Thai Airways strives to exceed passenger expectations, enhancing the travel experience on every journey.

About RateGain

RateGain Travel Technologies Limited is a global provider of SaaS solutions for travel and hospitality that works with 3200+ 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 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

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