

November 28, 2024

To,
National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Press Release on 'Vietjet Thailand Partners with AirGain to Enhance Fare Precision and Market Leadership'

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 '*Vietjet Thailand Partners with AirGain to Enhance Fare Precision and Market Leadership*'.

Please take the above information on record.

Thanking you.

Yours faithfully,
For RateGain Travel Technologies Limited

(Mukesh Kumar)
General Counsel,
Company Secretary & Compliance Officer
Memb. No.: A17925

RateGain®

Vietjet Thailand Partners with AirGain to Enhance Fare Precision and Market Leadership

Noida, 28th November 2024: RateGain Travel Technologies Limited (RateGain), a global provider of AI-powered SaaS solutions for the travel and hospitality industry, announced today that Vietjet Thailand, a subsidiary of the Vietjet group, has selected AirGain, RateGain's advanced pricing intelligence platform, to gain real-time competitive insights. This strategic collaboration highlights Vietjet Thailand's commitment to delivering affordable and seamless travel experiences across its expanding network in Thailand and Asia.

A leading low-cost carrier in Thailand, Vietjet Thailand today operates a robust network throughout the region, connecting major cities and popular tourist destinations. The airline has established itself as a reliable player in the low-cost aviation sector, known for offering budget-friendly fares and efficient services. With a modern and efficient fleet, Vietjet Thailand continues to expand its reach, enter new markets, and solidify its position in Asia's aviation industry. However, as competition intensifies and market conditions evolve, the airline faces the challenge of maintaining price leadership while managing fluctuating demand, rising operational costs, and changing customer expectations.

Through its partnership with AirGain, Vietjet Thailand will gain access to real-time competitive pricing data from over 300 airlines and 50+ OTAs. These insights will empower the airline to refine its dynamic pricing strategies and enhance promotional efforts to remain competitive in a rapidly evolving market. By optimizing pricing models and monitoring shifting market trends, Vietjet Thailand will ensure that its fares align with demand while delivering greater value to travelers. The partnership also supports Vietjet Thailand's ambition to grow sustainably across key markets by offering affordable fares without compromising service quality.

As Vietjet Thailand continues to expand, it will leverage AirGain's platform to identify new growth opportunities and respond quickly to market dynamics. With the ability to adjust fares and promotions in real time, the airline is well-positioned to meet the evolving preferences of modern travelers while maintaining its leadership in the low-cost segment.

Commenting on the partnership, Mr. Pinyot, Head of Commercial of Vietjet Thailand said, "In the competitive world of low-cost aviation, having real-time insights is vital for maintaining our edge. With AirGain's platform, Vietjet Thailand can monitor market trends and optimize our pricing to offer the best value to our passengers. We are excited about this collaboration and the opportunities it brings to improve our service and extend our market reach."

Vinay Varma, Senior Vice President and General Manager at AirGain, added, "We are delighted to partner with Vietjet Thailand, a dynamic low-cost carrier in the region. AirGain's pricing intelligence will help Vietjet Thailand navigate competitive pressures, drive growth, and set new standards for affordability and service quality. We look forward to supporting their ongoing success and innovation in the airline industry."

About Vietjet Thailand

Vietjet Thailand is a leading low-cost carrier based in Bangkok, offering affordable and reliable flights across Thailand and regional destinations. Known for its vibrant marketing and customer-focused services, the airline continues to grow as a major player in Asia's aviation market, connecting key cities and popular tourist spots with a modern fleet and competitive fares.

About RateGain

RateGain Travel Technologies Limited is a global provider of AI-powered SaaS solutions for travel and hospitality that works with 3,200+ 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 26 of the Top 30 Hotel Chains, 25 of the Top 30 Online Travel Agents, 3 of the Top 4 Airlines, and all the top car rentals, including 16 Global Fortune 500 companies in unlocking new revenue every day.

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