

RateGain Posts 44% Growth in PAT in FY25; Continues Investments to Develop AI-First Products

Noida, 26th May 2025: RateGain Travel Technologies Limited (NSE: RATEGAIN), a global provider of AI-powered SaaS solutions for the hospitality and travel industry, today announced its financial results for the quarter and year ended March 31, 2025. In Q4 FY25, the company delivered healthy growth in Profit After Tax (PAT) with a record-high EBITDA margin of 23.2% with improved operational efficiencies.

The company's Operating Revenue grew by 12.5% YoY to reach a new high of INR 10,766.7 Mn in FY25, with steady growth across all three segments. Operating margins expanded to a record high of 21.6% for FY25, up from 19.8% in the previous year, reflecting focus on sustainable growth and operational efficiency contributing to record margins. Profit After Tax (PAT) increased by 43.7% YoY, driven by growth and disciplined execution.

For FY25, compared to the same period last year, the company reported:

- Operating Revenue: INR 10,766.7 Mn vs. INR 9,570.3 Mn (+ 12.5% YoY)
- Total Revenue: INR 11,530.4 Mn vs. INR 9,985.9 Mn (+ 15.5% YoY)
- EBITDA: INR 2,320.6 Mn vs. INR 1,897.3 Mn (+ 22.3% YoY)
- PAT: INR 2,089.3 Mn vs. INR 1,453.9 Mn (+ 43.7% YoY)
- EBITDA Margin: 21.6% vs. 19.8%
- PAT Margin: 19.4% vs. 15.2%

Financial Highlights for Q4 FY25 (Compared to Q4 FY24):

- Operating Revenue: INR 2,606.9 Mn vs. INR 2,558.1 Mn (+ 1.9% YoY)
- Total Revenue: INR 2,811.4 Mn vs. INR 2,768.6 Mn (+ 1.5% YoY)
- EBITDA: INR 605.9 Mn vs. INR 542.5 Mn (+ 11.7% YoY)
- PAT: INR 548.1 Mn vs. INR 500.2 Mn (+ 9.6% YoY)
- EBITDA Margin: 23.2% vs. 21.2%
- PAT Margin: 21.0% vs. 19.6%

The LTV to CAC ratio remains strong at 13.6x and Revenue per Employee holds steady at INR 13.1 Mn, reflecting healthy productivity levels. With continued investments in GTM, the company has further diversified its revenue base in high growth markets within APAC and Middle East regions, now contributing to 13.7% of total revenue up from 12.4% last year.

RateGain's AI-first strategy continued to drive greater adoption across leading travel and hospitality brands. Over the past few quarters, we have continued to identify problems the industry is facing and provide innovative solutions such as:

- **UNO VIVA:** world's first CRS-integrated AI voice agent that helps hotels convert more bookings and reduce missed opportunities by automating phone reservations.
- **Smart ARI:** AI-powered engine that eliminates junk updates to OTAs, preventing overbookings and rate parity issues while helping OTAs cut costs through faster, real-time updates
- **AirGain AI Digest:** Providing airlines with real-time insights on route performance, demand trends, and anomalies, enabling faster, data-driven pricing decisions in a dynamic market.

Bhanu Chopra, Founder and Chairman, RateGain Travel Technologies, said, "In FY25 we started building for the future with an AI-first approach focused on solving new customer problems. I am confident that with our ability to drive excellence at scale through our products, we will be able to deliver value to our customers across the hospitality & travel ecosystem.

As we continue to ramp up our GTM efforts and drive more strategic partnerships, we aim to empower every player in the industry to leverage RateGain's AI-powered solutions to maximize revenue."

Rohan Mittal, Chief Financial Officer, RateGain Travel Technologies, added, "We close out the year on a steady note, consolidating our position amidst a challenging demand environment and with a strong performance on margins. With a continued focus on disciplined execution and enhanced operational efficiency, the company has delivered a record margin of 23.2%.

The evolving macro landscape, with shifting demand patterns and increased volatility, continues to pose both challenges and opportunities. Given our global positioning and the opportunity ahead of us, we will be investing in our GTM motion to enhance market reach and customer engagement. We remain committed to balancing near-term profitability with long-term value creation, to deliver the best outcomes for all key stakeholders."

RateGain's global team grew to 821 employees, with an attrition rate of 10.5%. The company made strategic hires across key functions and geographies to strengthen its leadership and execution capabilities. It remains committed to its DE&I initiatives, fostering a sustainable and inclusive workplace focused on employee development and innovation.

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. For more information, please visit www.rategain.com