

December 11, 2024

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

BSE Limited  
(BSE: 543417)

**Sub: Press Release on 'Jazeera Airways sees 80% growth in Annual Contract Value with RateGain'**

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 '*Jazeera Airways sees 80% growth in Annual Contract Value with RateGain*'.

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®

## Jazeera Airways sees 80% growth in Annual Contract Value with RateGain

**Noida, 11<sup>th</sup> December 2024:** RateGain Travel Technologies Limited (RateGain), a leading provider of AI-powered SaaS solutions for travel and hospitality shared insights on how AirGain significantly enhanced Jazeera Airways' revenue management and operational efficiency. As a leading Kuwaiti budget airline operating across the Middle East, South Asia, and Europe, Jazeera Airways is known for delivering top-tier service at competitive prices. With AirGain's innovative technology, the airline continues to ensure a superior travel experience while maintaining a competitive edge in these regions.

Operating in the highly competitive markets of Oman, Qatar, and the UAE, Jazeera Airways faced pricing challenges from other low-cost carriers. By partnering with AirGain, the airline strengthened profitability through real-time pricing strategies, dynamic fare adjustments, and accurate demand forecasting, ensuring a competitive edge.

The impact of this collaboration has been impressive:

- ✓ Rapid onboarding process, completed in under two weeks.
- ✓ 98% data sufficiency rate quarter-over-quarter, ensuring comprehensive data for decision-making.
- ✓ 100% issue resolution rate through a defined Service Level Agreement (SLA).

Commenting on the partnership, **Nilesh Ayare, Revenue Manager & Network Specialist, Jazeera Airways, said,** *“AirGain has been an invaluable partner since day one, contributing immensely to our success. Their data-driven approach and advanced technology help us stay ahead of competitors and maximize revenue potential in the ever-changing aviation industry. As we continue to expand our operations and pursue new growth opportunities, we look forward to continuing our partnership with AirGain to achieve our strategic goals and deliver excellent value to our customers.”*

To read the complete case study, [click here](#).

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### About Jazeera Airways

Established in 2004, Jazeera Airways is a leading Kuwaiti budget airline that operates across the Middle East, Nepal, Pakistan, Bangladesh, India, Sri Lanka, and Europe. The airline's mission is to provide top-notch services at competitive prices while exceeding customers' expectations. Jazeera Airways is a publicly traded company listed on the Kuwait Stock Exchange and is fully compliant with international aviation standards and regulations as a member of IATA.

The airline currently operates a fleet of Airbus A320 and A320neo aircraft and has also opened a dedicated terminal at Kuwait International Airport in 2018, the first terminal owned, built, and operated by a private airline in the Middle East. Since then, Jazeera Airways have grown to be one of the market leaders at Kuwait International Airport. It currently serves almost 50 destinations and is expanding its route network to cater to the growing demand for air travel. The airline's commitment to passenger comfort can be seen in the modern amenities and services provided in its dedicated terminal. The terminal features a range of facilities, including duty-free shops, restaurants, lounges, prayer rooms, and children's play areas.

In addition to its commitment to passenger comfort, Jazeera Airways also places a strong emphasis on safety. The airline has a robust safety management system and regularly invests in training programs for its crew and ground staff. Jazeera Airways has received several awards for its safety record and operational excellence, including the 'Best Low-Cost Airline' award at the World Tourism Awards in 2020.

### 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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