

February 20, 2025

To,

National Stock Exchange of India Limited

(NSE: RATEGAIN)

BSE Limited

(BSE: 543417)

Sub: Press Release on “Nok Air Partners with AirGain to Redefine Pricing Strategies”

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 '*Nok Air Partners with AirGain to Redefine Pricing Strategies*'.

Please take the above information on record.

Thanking you.

Yours faithfully,

For RateGain Travel Technologies Limited

Mukesh Kumar
General Counsel,
Company Secretary & Compliance Officer
Membership No.: A17925

RateGain®

Nok Air Partners with AirGain to Redefine Pricing Strategies

Noida, 20th February 2025: RateGain Travel Technologies Limited (RateGain), a global provider of AI-powered SaaS solutions for the travel and hospitality industry, today announced that Nok Air, a leading budget carrier in Thailand, has selected AirGain, RateGain's advanced pricing intelligence platform, to gain real-time competitive insights. This strategic collaboration highlights Nok Air's commitment to delivering affordable and seamless travel experiences across its expanding network in Thailand and Asia.

Nok Air, a well-known budget carrier in Thailand, operates a broad domestic network and international routes in India and China, connecting key cities and tourist destinations. Known for its distinctive branding and customer-first approach, the airline has earned a strong reputation among budget and value-conscious travelers. By addressing challenges such as rising competition, fluctuating demand, and shifting customer preferences, Nok Air continues to strengthen its presence in the region.

With AirGain, Nok Air will access real-time competitive pricing data from over 300 airlines and 50+ OTAs. This enables the airline to refine its pricing strategies, optimize promotions, and maintain leadership in the aviation market. By leveraging dynamic pricing and market trends, Nok Air aims to deliver exceptional value to its customers while ensuring sustainable growth.

Mr. Ranon Viputsiri, Chief Commercial Officer of Nok Air, said, "Staying competitive in today's fast-paced aviation industry requires innovative solutions and actionable insights. With AirGain's cutting-edge platform, Nok Air can optimize our pricing and promotions to better serve our passengers while achieving sustainable growth. This collaboration marks a significant step forward in our mission to make travel more accessible and enjoyable for everyone."

Vinay Varma, Senior Vice President and General Manager at AirGain, commented, "Partnering with Nok Air, a trailblazer in Thailand's aviation market, is an exciting opportunity for us. AirGain's AI-powered pricing intelligence will enable Nok Air to navigate market complexities, enhance pricing agility, and deliver exceptional value to passengers. We are proud to support their strategic goals and redefine budget-friendly travel in the region."

As Nok Air's network expands, AirGain's advanced analytics will help uncover new opportunities and respond to changing industry dynamics. This real-time adaptability allows the airline to meet diverse traveler needs, enhancing the overall travel experience and reinforcing its position as a trusted carrier.

About Nok Air

Nok Air is a leading carrier based in Bangkok, Thailand, offering a wide range of domestic and regional flights. Known for its vibrant branding and commitment to affordability, Nok Air connects travelers to key cities and tourist destinations with a modern fleet and customer-centric services. By consistently focusing on value and innovation, the airline has become a trusted choice for millions of passengers in the region.

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.

Media Contact:

Aastha Khurana, Director- Corporate Communication

media@rategain.com

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