



**Malaysia Airlines selects RateGain for a multi-year partnership to get AI-powered rate intelligence.**

**Noida, 9th July 2024-** RateGain Travel Technologies Limited (“RateGain”), a global provider of SaaS solutions for the travel and hospitality industries, has announced today that it has been selected for a multi-year partnership by Malaysia Airlines Berhad (“Malaysia Airlines”), the national flag carrier of Malaysia. This strategic collaboration will see Malaysia Airlines leveraging RateGain’s advanced AirGain platform to boost its competitive edge through superior pricing intelligence capabilities.

This partnership aims to elevate Malaysia Airlines’ performance across its extensive network of domestic and international routes. Amid significant growth and competition in the aviation industry, the integration of the AirGain platform positions Malaysia Airlines to not only compete but also set market trends. By providing a real-time view into competitive pricing, AirGain offers a critical advantage for sustained growth and competitiveness on both regional and international stages. Malaysia Airlines will utilize AirGain’s cutting-edge price intelligence solution to refine pricing strategies, optimize daily opportunities for expansion and enhance customer satisfaction.

**Ahmad Luqman Mohd Azmi, Chief Executive Officer of Airlines at Malaysia Aviation Group, the parent company of Malaysia Airlines,** commented, “In a dynamic marketplace, access to accurate and immediate market data is crucial. Our partnership with AirGain aligns perfectly with our strategic goals allowing us to make data-driven decisions that keep us at the forefront of the competitive aviation industry. This partnership empowers us to strengthen our position and continue to be the gateway to Asia and beyond.

**Vinay Varma, Senior Vice President and General Manager at AirGain,** remarked, "Our AirGain solution will allow Malaysia Airlines to set new benchmarks in the commercial aviation pricing domain. This collaboration not only signifies a leap toward advanced pricing intelligence but also underscores our commitment to enhancing the competitive dynamics of the airline industry. We look forward to a journey of shared success and innovation that will undoubtedly elevate the passenger experience to new heights."

In a competitive landscape, Malaysia Airlines is dedicated to consistently offering excellent services and competitiveness in value. As a Oneworld alliance member, Malaysia Airlines remains committed to delivering exceptional products and service while operating a modern, eco-friendly fleet.

AirGain’s reputation for enhancing pricing strategies for large airlines across Asia makes it the ideal partner for Malaysia Airlines. AirGain’s platform is a sophisticated, yet user-friendly SaaS solution designed specifically for commercial teams in airlines, enabling them to make quick and informed pricing decisions with its intuitive interface and accurate, real-time price intelligence. For more information about AirGain, visit <https://airgain.ai>.

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## 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, 4 of the Top 5 Airlines, and all the top car rentals, including 16 Global Fortune 500 companies in unlocking new revenue every day.

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## About Malaysia Airlines

Malaysia Airlines is the national carrier of Malaysia, offering the best way to fly to, from and around Malaysia through its premium and full-service offerings. Malaysia Airlines carries up to 40,000 guests daily on memorable journeys inspired by Malaysia's diverse richness. As the nation's flag bearer, it embodies the incredible diversity of Malaysia; capturing its rich traditions, cultures and cuisines via its inimitable Malaysian Hospitality across all customer touch points. Since September 2015, the airline has been owned and operated by Malaysia Airlines Berhad. It is part of the Malaysia Aviation Group (MAG), a global aviation organisation that comprises of different aviation business and lifestyle travel solution portfolios aimed at serving global air travel needs. The airline is committed to facilitating safe and seamless travels by placing safety and hygiene as the anchor across all end-to-end consumer touchpoints in line with its MHFlySafe initiative. Via its alliance with oneworld®, Malaysia Airlines offers superior connectivity to more than 900 destinations in 170 territories across the globe. For more information, please visit [www.malaysiaairlines.com](http://www.malaysiaairlines.com) and download the Malaysia Airlines app to get the latest promotions conveniently at your fingertips.