

October 08, 2024

To,
National Stock Exchange of India Limited BSE Limited
(NSE: RATEGAIN) (BSE: 543417)

Sub: Press Release on 'FlyArystan Selects AirGain to Strengthen Competitive Rate Intelligence and Passenger Experience'

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 'FlyArystan Selects AirGain to Strengthen Competitive Rate Intelligence and Passenger Experience'.

Please take the above information on record.

Thanking you.

Yours faithfully,
For RateGain Travel Technologies Limited

(Thomas P. Joshua)
Vice President - Legal & Company Secretary
Memb. No.: F9839

RateGain®

FlyArystan Selects AirGain to Strengthen Competitive Rate Intelligence and Passenger Experience

Noida, 8th October 2024: RateGain Travel Technologies Limited (RateGain), a global provider of AI-powered SaaS solutions for travel and hospitality, announced today that FlyArystan, Kazakhstan's premier low-cost airline and a subsidiary of the Air Astana group, has extended its partnership with AirGain, RateGain's pricing solution for airlines, to gain real-time competitive insights. This continued partnership underscores FlyArystan's commitment to offering affordable fares and a seamless booking experience to passengers across Central Asia and beyond.

By utilizing AirGain's advanced analytics platform, FlyArystan will continue to access real-time pricing data from over 300 airlines and 50+ OTAs. With a near-perfect data sufficiency rate of 98%, this partnership empowers FlyArystan to refine its dynamic pricing strategies and remain the top choice for budget-conscious travelers in its key markets.

The extended collaboration will also focus on enhancing FlyArystan's ability to adapt swiftly to market trends and competitive pressures. By utilizing AirGain's advanced data analytics, FlyArystan aims to refine its pricing strategies and promotional offers, ensuring they align with the evolving needs of travelers while upholding its reputation for affordability. This proactive approach is set to reinforce FlyArystan's leadership position in the low-cost airline sector and drive ongoing growth and innovation.

As Central Asia's aviation sector expands rapidly, FlyArystan remains dedicated to offering affordable and reliable air travel across its extensive network. With AirGain's continued support, FlyArystan will leverage real-time competitive pricing insights to refine its strategies, respond swiftly to market changes, and deliver greater value to its passengers.

Commenting on the partnership, Yerkin Tursynbek, Manager of Revenue Management, FlyArystan, said, "In the dynamic world of low-cost aviation, staying ahead of market trends is essential. By selecting AirGain, FlyArystan can better analyze trends and optimize pricing to meet the needs of budget-conscious travelers. Having worked with AirGain for over a year, we are confident that the platform will continue to support our business intelligence needs as we scale. This renewed contract builds on our successful collaboration, allowing us to drive greater efficiencies, refine our pricing strategies, and strengthen our competitive edge."

Vinay Varma, Senior Vice President and General Manager at AirGain, added, "We are thrilled to extend our collaboration with FlyArystan, a valuable player in Central Asia's aviation market. AirGain's advanced pricing intelligence capabilities will continue to support FlyArystan in setting new standards for affordability and service quality in the region. Together, we look forward to driving growth and innovation in the airline industry."

FlyArystan's dedication to providing accessible and affordable air travel is further reinforced by this ongoing partnership. With AirGain's real-time insights, the airline will be better equipped to offer competitive fares, optimize revenue management, and enhance the overall travel experience for its passengers.

About FlyArystan

FlyArystan is Kazakhstan's leading low-cost airline, offering affordable and reliable air travel options across Central Asia and beyond. Launched in 2019 as a subsidiary of Air Astana, FlyArystan is committed to delivering excellent service at competitive prices.

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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