

RateGain Travel Technologies Limited

(Formally Known as RateGain Travel Technologies Pvt. Ltd.)



June 23, 2022

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Press Release on 'RateGain Selected by Mexico's Leading Hotel Chain Grupo Posadas to Bolster Recovery in Latin America'

Dear Sir / Madam,

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 'RateGain Selected by Mexico's Leading Hotel Chain Grupo Posadas to Bolster Recovery in Latin America'.

Please take the above information on record.

Thanking you.

Yours faithfully,

For RateGain Travel Technologies Limited

A handwritten signature in blue ink, appearing to read "Thomas P. Joshua".



(Thomas P. Joshua)

Vice President - Legal & Company Secretary

Memb. No.: F9839

Encl.: As above.

RATEGAIN SELECTED BY MEXICO'S LEADING HOTEL CHAIN GRUPO POSADAS TO BOLSTER RECOVERY IN LATIN AMERICA

The acclaimed resort and hotel brands in Mexico owned by Posadas will leverage RateGain's data-driven business intelligence solutions to stay on top of its market and capitalize on the region's travel recovery and expected surge in tourism market

NEW DELHI, June 23, 2022 -- RateGain Travel Technologies Limited (RateGain), a global SaaS company for travel and hospitality, has today announced that it has been selected by Posadas which owns Live Aqua, Grand Fiesta Americana, Fiesta Americana, The Explorean, IOH, Fiesta Inn, Gamma and one Hotels to provide business intelligence solutions, rate parity technology, and data intelligence to increase profitability and forecasting functionalities.

As Mexico's largest and most internationally renowned hotelier established four decades ago with an impressive history of business growth and brand expansion, the company is poised for an excellent growth recovery as travel demand rebounds in Latin America and tourists alike flock to Mexico as an alluring travel and vacation destination.

Posadas will be implementing RateGain's award-winning BI solutions bundled together with Room Only Rate Shopper OPTIMA, Package (Hotel + Flight) price intelligence, PARITY+, and Test Reservation service across all its properties and brands throughout Mexico. Posadas owns, leases, operates, and manages hotels, resorts, and villas and their portfolio ranges from luxury properties, upscale resorts to budget-friendly city hotels as well as vacation rental clubs all around Mexico.

As travel recovers and reopens across Latin America, short-term demand volatility continues to make it difficult for hotels to track market changes in real-time and identify opportunities to either maximize their margins during high-demand dates or reduce the impact on bookings in case demand falls.

The ongoing volatility also makes it hard for hotels to manage their prices across different channels and frequent changes in rates tend to increase instances of disparity, which further can impact revenue and profitability.

To counter these challenges and maximize revenue opportunity, Grupo Posadas selected RateGain, whose technology would provide them with real-time competitive intelligence and actionable insights to react faster to sudden market changes. RateGain's Real-time Rate Intelligence Solution - OPTIMA will help Grupo Posadas optimize their pricing strategy in accordance with the current market trends and competitor rates. Through an easy-to-use platform, Optima users can track rates across multiple channels – Mobile, Meta, Member & Market (Geographic point of sale).

By being agile & proactive and using data to drive their pricing strategy, Posadas can expect to accelerate RevPAR.

RateGain's Parity+, with its in-built workflows and automation, helps to track pricing across different demand partners and channels. It will ensure Posadas has the right prices across channels thereby controlling revenue leakage. In addition, through the test reservations service, RateGain offers a solution to proactively identify defaulters violating the Rate Parity and provides assistance to correct the violations instantly.

José Lorenzo, (SVP of Revenue Management, Distribution and IT) said: "We are always looking for innovative solutions to give our hotel portfolio a unique competitive advantage along with greater levels of automation to reduce manual tasks and workloads. The extension of our partnership with RateGain reflects our commitment to enable best-in-class revenue management solutions for today's market. The current volatility in consumer demand and pricing has made it increasingly challenging for hoteliers to maintain hotel rate integrity and apply historical best practices, highlighting a need for advanced forward-looking tools to support revenue recovery. The business intelligence tools from RateGain deliver easy-to-use forward demand tracking and competitive intelligence to our hotels in Mexico enabling them a clearer view of the path towards revenue recovery and beyond."

Commenting on the partnership, Chinmai Sharma, President – Americas, RateGain, said, "We are delighted to deliver Grupo Posadas with smarter revenue insights that can help accelerate further business growth. Mexico is the fastest recovering market in all Latin America and actionable data can bring a real commercial advantage to our partners in the region. It is a privilege to support Grupo Posada's hotel portfolio through the current recovery and beyond."

About Posadas

Posadas is the leading hotel operator in Mexico and owns, leases, franchises and manages 185 hotels and more than 28,500 rooms in the most important and visited urban and coastal destinations in Mexico. Urban hotels represent 85% of total rooms and coastal hotels represent 15%. Posadas operates the following brands: Live Aqua Beach Resort, Live Aqua Urban Resort, Live Aqua Boutique Resort, Grand Fiesta Americana, Fiesta Americana, The Explorean, Fiesta Americana Vacation Villas, Live Aqua Residence Club, IOH, Fiesta Inn, Fiesta Inn LOFT, Fiesta Inn Express, Gamma and One Hotels. Posadas has traded on the Mexican Stock Exchange since 1992. For more information, please visit <https://www.posadas.com/>

About RateGain

RateGain Travel Technologies Limited is a global provider of SaaS solutions for travel and hospitality that works with over 2200+ customers in over 100+ countries helping them accelerate revenue generation through acquisition, retention, and wallet share expansion. Founded in 2004 and headquartered in India, today RateGain works with Top 23 of 30 Hotel Chains, Top 25 of 30 Online Travel Agents and all the top car rentals including 8 Global Fortune500 companies. RateGain is one of the world's largest processors of electronic transactions and price points for the travel and hospitality industry and is the largest Software as a Service ("SaaS") company in the hospitality and travel industry in India. It offers travel and hospitality

solutions across a wide spectrum of verticals including hotels, airlines, online travel agents (“OTAs”), meta-search companies, vacation rentals, package providers, car rentals, rail, travel management companies, cruises, and ferries. For more information, please visit www.rategain.com

Safe Harbor Statement:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential product characteristics and uses, product sales potential and target dates for product launch are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

Company:	Investor Relations Advisors:
<p>RateGain Travel Technologies Limited (Formerly Known as RateGain Travel Technologies Pvt. Ltd.)</p>  <p>CIN No: L72900DL2012PLC244966 Name: Mr. Thomas P Joshua Design: Vice President – Legal & Company Secretary Email: investor.relations@rategain.com</p>	<p>Strategic Growth Advisors Private Limited</p>  <p>CIN No: U74140MH2010PTC204285 Mr. Rahul Agarwal / Mr. Aakash Mehta Email: rahul.agarwal@sgapl.net/aakash.mehta@sgapl.net Tel No: +91 98214 38864/ +91 9819178243</p>