

August 07, 2025

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Subject: Press Release on the Un-Audited (Standalone and Consolidated) Financial Results of the Company for the Quarter ended June 30, 2025

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), 2015, please find enclosed herewith Press Release on Un-Audited (Standalone and Consolidated) Financial Results of the Company for the Quarter ended June 30, 2025.

Please take the above information on record.

Yours faithfully,

For RATEGAIN TRAVEL TECHNOLOGIES LIMITED

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

Encl.: As above

RateGain Announces Q1 FY26 Results: Posts 38% Growth in New Contract Wins to INR 816.8 Mn

Noida, August 07, 2025: RateGain Travel Technologies Limited (NSE: RATEGAIN), a global provider of AI-powered technology solutions for the hospitality and travel industry, today announced its financial results for Q1 FY2026, starting the year on a strong note with substantial growth in new contract wins, a result aligned with its strategy of scaling investments across key markets.

RateGain recorded strong growth of 37.7% YoY in New contract wins in Q1FY26, coming in at INR 816.8 Mn - a 6-quarter new high. This is a validation of the strategic investments undertaken by RateGain since the beginning of the year in its GTM motion and focus to deepen presence across key geographies. Along with this, the New Contract Wins for RateGain (ex-Adara) stood an all-time high of INR 461.1 Mn, growing at 52.6% YoY.

RateGain delivered steady revenue growth of 5.0% YoY to INR 2,729.2 Mn, and posted healthy operating margins of 18.2%. This is despite the ramp-up in investments and annual wage increments, as the company maintains its continued focus on operational excellence. PAT grew 3.4% YoY, coming in at INR 469.3 million in Q1FY26 compared to INR 453.8 million last year. The performance reflects the company's continued focus on scaling efficiently while deepening its presence in key markets.

For Q1 FY26, compared to the same quarter last year, the company reported:

- Operating Revenue of INR 2,729.2 Mn v/s INR 2,600.1 Mn (+ 5.0% YoY)
- Total Revenue at INR 2,935.7 Mn v/s INR 2,782.8 Mn (+ 5.4% YoY)
- EBITDA at INR 496.7 Mn v/s INR 497.7 Mn (- 0.2% YoY)
- PAT at INR 469.3 Mn v/s INR 453.8 Mn (+ 3.4% YoY)
- EBITDA margin at 18.2% v/s 19.1%
- PAT margin at 17.2% v/s 17.5%

Our continued investments in high growth geographies of APAC and the Middle East continue to deliver positive results, posting a growth of 23.2% YoY, driven by increased market presence and execution. This is in line with our strategy to strengthen presence in key high-growth markets along with deepening relationships within our core markets.

Bhanu Chopra, Founder and Chairman, RateGain Travel Technologies, said, "*Q1 FY26 reflects the momentum we are building through focused execution and continued investments. The strong growth in new contract wins highlights the impact of our efforts across GTM, product, and leadership.*"

As we scale, our priority remains clear, build AI-powered platforms that solve real challenges, deliver measurable value, and help our customers stay competitive in a rapidly evolving travel landscape."

Rohan Mittal, Chief Financial Officer, RateGain Travel Technologies, added, *“We are pleased to start FY26 on a positive note with healthy traction in new deal wins and steady operational performance. With the impact of annual wage hikes and continued investments in our GTM teams, we see operational margins coming in at 18.2% on the back of continued focus on operational excellence.*

As we move forward, we will remain focused on making the right investments in product, partnerships, and talent to drive the next leg of sustainable growth across the business.”

RateGain's global team stands at 856 employees, with an all-time low attrition rate of 9.6%. The company was ranked 77th in the Top 100 Mid-Size Workplaces by Great Place to Work® India in 2025, marking a 20-place jump from previous year. The recognition reflects its continued focus on building a future-ready, inclusive workplace guided by its “AI & I” philosophy.

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. For more information, please visit www.rategain.com