

February 14, 2025

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

**Subject: Press Release on the Un-audited (Standalone and Consolidated) Financial Results of the Company for the Quarter and nine months ended December 31, 2024**

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Press Release on Un-audited (Standalone and Consolidated) Financial Results of the Company for the Quarter and nine months ended December 31, 2024.

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 delivers Healthy PAT Growth of 40% with Margins Expanding to a new high of 22.1% in Q3FY25

**Noida, February 14, 2025: RateGain Travel Technologies Limited (NSE: RATEGAIN)**, a global provider of AI-powered SaaS solutions for the hospitality and travel industry, today announced its Q3 & 9MFY25 financial results for the period ending December 31, 2024. The company reported balanced growth, expanding margins, and strong performance driven by strategic investments in product innovation and partnerships.

At RateGain, we are committed to supporting our customers through scalable, AI-powered technologies that streamline operations and enhance decision-making. Our continued focus on existing and new partnerships ensures more predictable and long-term growth for both our customers as well as stakeholders.

The company's Operating Revenue grew by 10.6% YoY to INR 2,787.1 Mn in Q3 FY25, with steady growth across Martech & DaaS segments. Operating margins expanded to 22.1%, up from 20.3% in the same period last year, reflecting focus on sustainable growth and operational excellence contributing to record margins. Profit After Tax (PAT) increased by 39.9% YoY, driven by efficient execution and growth.

Financial Highlights for Q3 FY25 (Compared to Q3 FY24):

- Total Revenue: INR 2,990.4 Mn vs. INR 2,628.9 Mn (+ 13.7% YoY)
- Operating Revenue: INR 2,787.1 Mn vs. INR 2,520.2 Mn (+ 10.6% YoY)
- EBITDA: INR 614.7 Mn vs. INR 512.6 Mn (+ 19.9% YoY)
- PAT: INR 565.4 Mn vs. INR 404.2 Mn (+ 39.9% YoY)
- EBITDA Margin: 22.1% vs. 20.3%
- PAT Margin: 20.3% vs. 16.0%

For 9MFY25, compared to the same period last year, the company reported:

- Total Revenue: INR 8,719.0 Mn vs. INR 7,217.3 Mn (+ 20.8% YoY)
- Operating Revenue: INR 8,159.8 Mn vs. INR 7,012.2 Mn (+ 16.4% YoY)
- EBITDA: INR 1,714.7 Mn vs. INR 1,354.7 Mn (+ 26.6% YoY)
- PAT: INR 1,541.2 Mn vs. INR 953.7 Mn (+ 61.6% YoY)
- EBITDA Margin: 21.0% vs. 19.3%
- PAT Margin: 18.9% vs. 13.6%

The LTV to CAC ratio remains strong at 14.2x, while Revenue per Employee stands at INR 13.3 Mn, reflecting healthy productivity levels. RateGain achieved an all-time high Annual Recurring Revenue (ARR) of INR 11,148.6 Mn, reinforcing the strength of its efficient SaaS model.

Sharing his views on the results, **Bhanu Chopra, Founder and Managing Director of RateGain Travel Technologies, said**, "At RateGain, we continue to see sustainable growth, driven by marquee customers across verticals who are expanding their engagements and trusting RateGain's ability to deliver excellence at scale through AI-driven innovation. With a robust deal pipeline and growing adoption of our AI-powered solutions in new market segments, we are confident in building on this momentum in the next fiscal year."

Commenting on the key metrics, **Tanmaya Das, Chief Financial Officer, RateGain Travel Technologies**, said, "With a continued focus on operational excellence and sustainable growth, the company has achieved a record EBITDA margin of 22.1%. Our structured approach has enabled us to meet key operating metrics, driving margin expansion as we leverage the benefits of scale.

We're seeing steady growth in key geographies, and with a strong pipeline, we remain committed to scaling our newly launched products and strengthening relationships with key clients. As the global environment stabilizes and investment prospects in the sector improve, we are confident in our ability to capture these opportunities and deliver greater value to our customers."

RateGain's global workforce now stands at 836 team members, reflecting the company's commitment to a sustainable, inclusive, and development-focused workplace that has contributed to an attrition rate of 9.6%. Our efforts continue to be recognized, with RateGain being named the Best B2B Travel Technology Provider by The Economic Times Travel & Tourism Awards. We were also ranked among the Top 10 in the Forbes India Select 200 and featured on the Deloitte India Technology Fast 50 list for the sixth consecutive year.

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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, 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 <https://www.rategain.com>

#### **Forward-Looking Statements**

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 project characteristics, project potential, and target dates for project-related issues 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:**

**RateGain Travel Technologies Limited**  
(Formerly Known as RateGain Travel Technologies Pvt. Ltd.)

**RateGain**<sup>®</sup>

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