

November 11, 2024

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

**Subject: Press Release on the Un-audited (Standalone and Consolidated) Financial
 Results of the Company for the Quarter and half-year ended September 30,
 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 half-year ended September 30, 2024.

Please take the above information on record.

Yours faithfully,

For RateGain Travel Technologies Limited



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

Encl.: *As above*

RateGain announces results for Q2 & H1FY25; Posts 74% PAT Growth with increasing Operating Margins at 21.7% for Q2FY25

Noida, India, November 11, 2024: RateGain Travel Technologies Limited (NSE: RATEGAIN), a global provider of AI-powered SaaS solutions for the hospitality and travel industry, announced its Q2 & H1FY25 financial results ending on September 30, 2024. RateGain delivered broad based revenue growth with strong margin expansion contributing to improved profitability, capturing the inherent strength of the SaaS-based model.

RateGain's recorded revenue growth of 18.1% YoY to INR 2,772.6 Mn for Q2FY25, with steady growth across all three segments. Operating margins increased from 19.8% in Q2FY24 to 21.7% in Q2FY25, with a continued focus on sustainable growth and operating leverage playing out. Profit after Tax grew by 73.8% YoY, coming in at INR 522.1 million compared to INR 300.4 million last year.

For Q2 FY25, compared to the same quarter last year, the company reported:

- Operating Revenue of INR 2,772.6 Mn v/s INR 2,347.2 Mn (+ 18.1% YoY)
- Total Revenue at INR 2,945.8 Mn v/s INR 2,383.8 Mn (+ 23.6% YoY)
- EBITDA at INR 602.2 Mn v/s INR 464.2 Mn (+ 29.7% YoY)
- PAT at INR 522.1 Mn v/s INR 300.4 Mn (+ 73.8% YoY)
- EBITDA margin at 21.7% v/s 19.8%
- PAT margin at 18.8% v/s 12.8%

For H1 FY25 compared to the same period last year, the company reported:

- Operating Revenue of INR 5,372.7 Mn v/s INR 4,492.0 Mn (+ 19.6% YoY)
- Total Revenue at INR 5,728.7 Mn v/s INR 4,588.4 Mn (+ 24.9% YoY)
- EBITDA at INR 1,099.9 Mn v/s INR 842.1 Mn (+ 30.6% YoY)
- PAT at INR 975.8 Mn v/s INR 549.5 Mn (+ 77.6% YoY)
- EBITDA margin at 20.5% v/s 18.7%
- PAT margin at 18.2% v/s 12.2%

Driven by changes in consumer behavior and an evolving landscape, the industry's need for data and insights continues to increase to achieve higher profitability, enhance returns from marketing campaigns, and boost productivity through AI. Given this backdrop, technology spending is expected to hold steady as demand for user-friendly, AI-powered solutions continues to grow across all industry segments.

RateGain continues to focus on customer excellence and meeting this demand of the industry through strategic investments and partnerships contributing to a healthy pipeline of INR 4,691.0 Mn.

Operationally, the company posted a LTV-to-CAC ratio of 15.1x and Revenue per Employee at INR 13.4 Mn, indicating high productivity. RateGain's Annual Recurring Revenue reached an all-time high of INR 11,090.2 Mn. The company witnessed improved revenue diversification with

well balanced growth across key geographies and top 10 customers contributing to 28.6% of total revenue in H1FY25.

Sharing his views on the results, **Bhanu Chopra, Founder and Chairman, RateGain Travel Technologies**, said, *“We continue to show resilience and consolidate our position as the leading technology partner for marquee brands, in an evolving market. Solutions that drive profitability and deliver better returns are a key priority for the industry and RateGain continues to be the preferred choice for industry leaders to achieve their goals.*

We are committed to deliver customer excellence and sharpen our focus on growth through product, GTM innovation as well as strategic partnerships that will yield results in the future and help RateGain gain a strong foothold in new markets.”

Commenting on the key metrics, **Tanmaya Das, Chief Financial Officer, RateGain Travel Technologies**, said, *“We are pleased to report a healthy operating performance for Q2, marked by a steady well-rounded growth and robust operating margin expansion of 190 bps YoY. This demonstrates the strength of our SaaS based business model with its resilient and predictable revenue streams.*

We maintain a focus on operational excellence while investing strategically to drive sustainable value for our customers and stakeholders. This balanced approach enables us to deliver strong results and build a solid foundation for long-term success.”

RateGain's global workforce now numbers 830 team members, reflecting the company's commitment to a sustainable, inclusive, and development-focused workplace that has contributed to a reduced attrition rate of 10.3%.

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[®]

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