

Leading Regional Brazilian airline VOEPASS Linhas Aéreas selects AirGain to have an accurate pricing positioning in the Brazilian market

New Delhi – May 2, 2023 –RateGain Travel Technologies Limited (RateGain), a global provider of SaaS solutions for travel and hospitality, announced that VOEPASS Linhas Aéreas (VOEPASS), Brazil's leading regional airline, has chosen to partner with AirGain. AirGain provides revenue management solutions for both airlines and online travel agencies, including real-time price intelligence and rate parity solutions, among others. This partnership will provide VOEPASS with accurate and real-time competitive pricing insights as it seeks to expand its market share in the regional airline market.

VOEPASS, previously known as Passaredo Linhas Aéreas, is a regional airline based in Ribeirão Preto, São Paulo, Brazil. Since its inception in 1995, the airline has provided domestic flight services throughout Brazil utilizing ATR aircraft equipped with economy seating. The airline also strives to ensure a comfortable flying experience for its customers by offering in-flight meals, beverages, and entertainment.

As Brazil's airline market becomes increasingly competitive with more than 10 airlines, VOEPASS recognizes the importance of providing customers with the best prices. That's why the airline has partnered with AirGain, a leading provider of fare intelligence solutions in the airline industry. With this collaboration, VOEPASS aims to offer the most competitive prices across all fare types and stay ahead of the game.

With the use of AirGain, VOEPASS will be able to monitor the key Origin-and-Destination (OND) routes at an 80% faster pace, allowing them to stay abreast of market shifts and provide customers with the most competitive offers.

AirGain's technology, designed specifically for revenue managers, will empower VOEPASS to establish precise pricing and capitalize on daily opportunities for growth. As competition intensifies, VOEPASS is determined to maintain its competitive advantage by providing its customers with the most competitive prices and services.

Commenting on the partnership, **Adriano Pinhas, CRO of VOEPASS** said, "As our airline is growing and expanding its markets, the need for reliable and scalable market insight becomes even more crucial. That's why partnering with RateGain was a great choice for our airline. With AirGain's dedicated customer support, easy-to-use UI, and an accurate rate data, our revenue and strategic teams can make informed decisions and stay ahead of our competitors. Our airline is committed to becoming the preferred and best choice for regional travelers in Brazil and an appropriate pricing is fundamental to grow in the regional market."

Vinay Varma, Senior Vice President and General Manager, AirGain added, “The LATAM market is one of the fastest growing markets in terms of capacity addition after the pandemic, and while increased capacity is good for the industry, it also means increased competitiveness and that is where AirGain’s rate intelligence capabilities are able to help airlines in the region with the most accurate and fresh rates to take better decisions, as compared to their incumbent systems. We are delighted that over the last one year, leading regional airlines have selected AirGain to compete in a resurgent travel market as consumers look at the best deals across metasearch, OTAs, and brand websites to plan their travel.

AirGain is an easy-to-use and responsive SaaS solution by RateGain, created for commercial teams in airlines to help them make faster and better pricing decisions through its intuitive UI and accurate, real-time price intelligence at any time of the day, any number of times. To learn more about AirGain, visit <https://airgain.ai>

About VOEPASS Linhas Aéreas

VOEPASS Linhas Aéreas, formerly known as Passaredo Linhas Aéreas, has cemented its position as a trusted regional airline within Brazil. With its main hub located at Dr. Leite Lopes Airport in Ribeirão Preto, São Paulo, the airline has garnered a reputation for its reliability and efficiency, thanks to its fleet of ATR turboprop aircraft serving numerous destinations throughout the country.

According to data from the National Civil Aviation Agency of Brazil (ANAC), Passaredo, now known as VOEPASS, held the fifth-largest domestic market share of revenue passenger kilometers (RPK) in Brazil between January and December 2019, accounting for 0.3% of the total. The acquisition of MAP Linhas Aereas in August 2019 further solidified VOEPASS's position in the competitive Brazilian aviation market.

About RateGain

RateGain Travel Technologies Limited is a global provider of SaaS solutions for travel and hospitality that works with 2800+ 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 Top 23 of 30 Hotel Chains, Top 25 of 30 Online Travel Agents and all the top car rentals including 8 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.

RateGain Travel Technologies Ltd.

RateGain®

CIN No: L72900DL2012PLC244966

Name: Mr. Divik Anand

Designation - Director - Investor Relations

Email: investor.relations@rategain.com

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