

RateGain Travel Technologies Limited

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



January 4, 2022

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Intimation under SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015

Dear Sir / Madam,

In accordance with SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information in terms of Regulations 8 of SEBI (Prohibition of Insider Trading) Regulations 2015, we would like to provide a Business and Industry Update for the period ended December 31, 2021.

Please take the above information on record.

Thanking you.

Yours Truly,

For Rategain Travel Technologies Limited

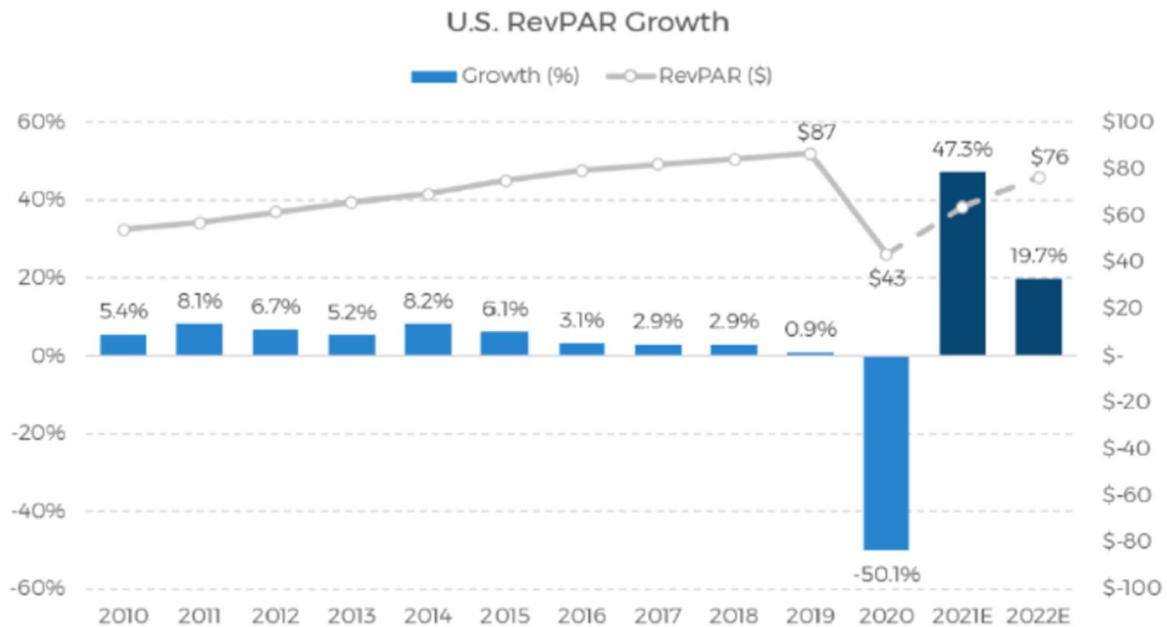

(Sachin Verma)

Company Secretary & Compliance Officer



Industry Update

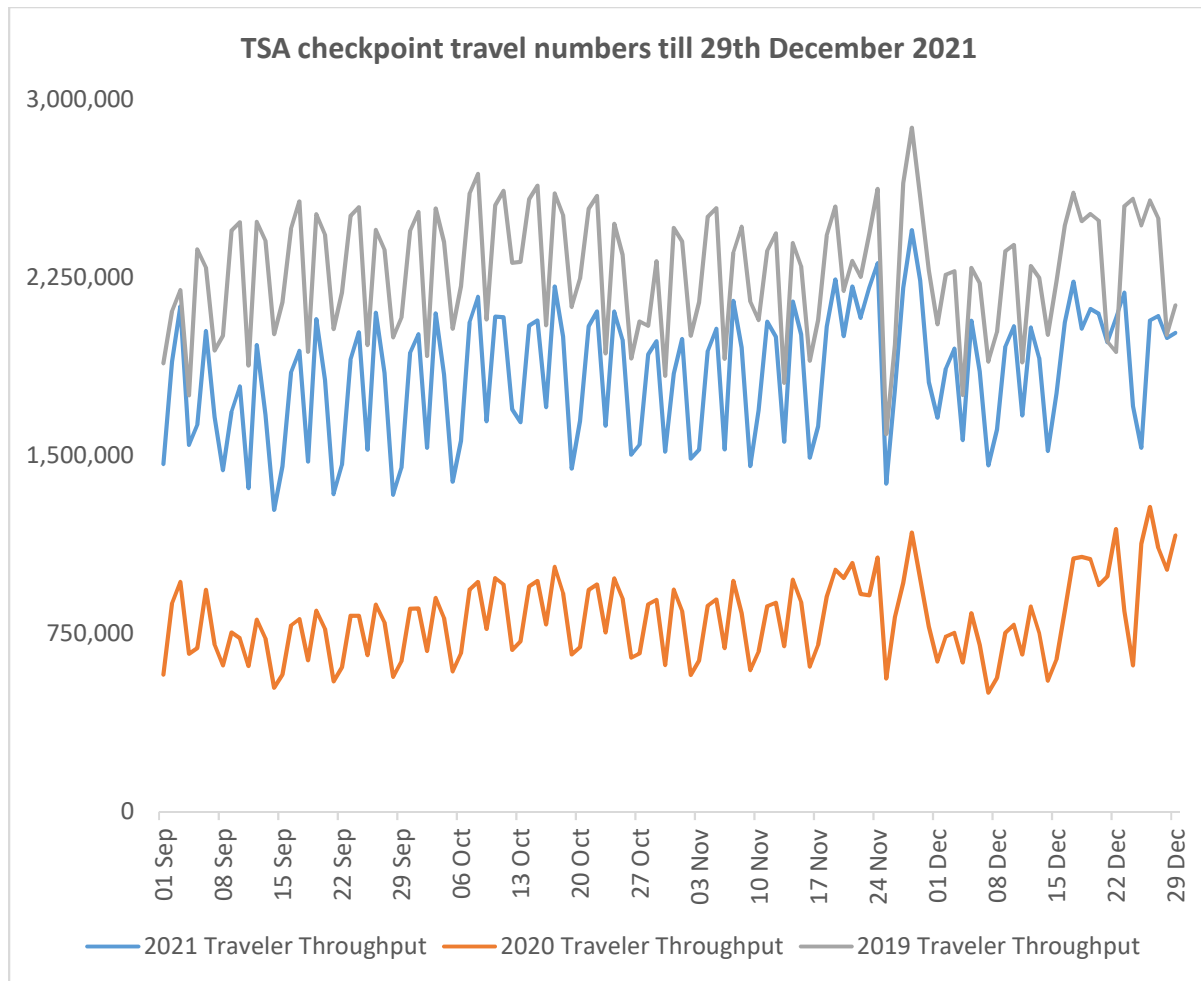
As per Skift, despite covid cases not subsiding over the last few months, the travel performance remains strong on its monthly recovery index that compares travel indicators with 2019 levels. The report suggests that the accommodations sector which includes hotel chains and vacation rentals are faring well with STR and Tourism Economics upgrading their forecast for the U.S. hotel industry amidst stronger recoveries of average daily room rates (ADR) than expected.



Source: STR, Tourism Economics.

Revenues per available room (RevPAR) for U.S. hotels are forecasted to return to \$76 in 2022, an increase of 20% compared to 2021 values, although still lower than 2019 values.

The strong travel demand is also reflected by the TSA checkpoint travel numbers updated daily with the number of air travelers crossing the security check point which provides an indication of traveler confidence. Comparing daily numbers between 01st September and 29th December for the year 2019, 2020, and 2021 clearly shows that daily travelers have inched closer to 2019 levels.



Source: TSA.gov

Business Update

The overall demand for the company's products improved in 9MFY22 driven by a strong travel demand in our key market of United States even though most of Europe and Asia continued to be under restrictions following localized lockdowns.

- Company's revenues grew by around 40% on Y-o-Y basis during 9MFY22 and grew by around 55% on Y-o-Y basis in Q3FY22.
- Q3FY22 is the highest quarter in terms of new contract wins for RateGain, during which company witnessed a growth of 215% over Q3FY21. 9MFY22 saw a growth of around 131% over the corresponding previous year.
- Our Gross Retention Rate remained around 92% during this period.
- Our Net Retention Rate remained around 121% during this period

- Our Customer Counts increased from 1,462 on 31 Aug 2021 to around 2,264 by 31 Dec 2021.
- US remained our largest geography with around 65% revenue contribution.
- Our LTV to CAC improved to 11.34 from 8.9 last year, on the back of high volume of new bookings.
- Our Recurring Revenue remained at around 97%
- During December 2021, The Company did an IPO. The total issue size was Rs. 1,335.73 crores of which Rs. 375 crores was fresh issue. In line with the objects of the issue, The Company is in the process of repaying debts availed by RateGain UK from Silicon Valley Bank (Rs. 85.26 Crores). This will make the company debt free and will result in lower financing costs and a stronger balance sheet position for the company. Including the IPO proceeds, cash and equivalents as on 31st December stood at around Rs. 500 Crores.
- In September 2021, The Company completed its acquisition of the German company, MyHotelshop GmbH, which provides a platform to help hotels improve direct guest acquisition. Myhotelshop will help hotels with reporting, bid management and campaign intelligence for metasearch publishers and other travel products that enables hotel suppliers to reach more customers without increasing costs and will enhance our Martech Product Suites.
- The company's new RG Labs initiative launched three new products during this time – Demand.AI, Rev.AI, and Content.AI. All of these products leverage artificial intelligence to help the travel and hospitality industry generate more revenue. The products are focused on addressing the new challenges the industry faces due to the COVID-19 pandemic such as lack of reliable historical data, lack of automation to create reliable forecasts, and lack of processes to manage online content seamlessly.

Demand.AI, Rev.AI and Content.AI – will help the industry track future demand, identify new opportunities to maximize revenue, and optimize their content to get more bookings respectively.

- The Company's Customer Support Processes was given Level-III certification under the Hotel Tech Report Global Customer Support certification program. The industry-recognized program analyzes software vendors' customer processes along 34 critical dimensions in order to help hoteliers in selecting the right technology partners.

The company was certified as a 'Customer-Centric' product company with an average rating of 4.7 out of 5 on its most reviewed product, which is the highest rating as of October 30, 2021 in its category.

This is a one-time update to provide a direction on the key trends witnessed by RateGain Travel Technologies Limited ("RateGain") during the nine months ended 31st December 2021. The growth numbers and other details provided in this note are based on management estimates.

**About RateGain Travel Technologies Limited:**

RateGain Travel Technologies Limited is a global provider of SaaS solutions for travel and hospitality that works with over 1400+ 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 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:	Investor Relations Advisors:
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