

RateGain announces the appointment of Gomti Shankar as its Commercial Leader for the Asia Pacific, Middle East, and Africa Region

New Delhi, 11th January 2024: RateGain Travel Technologies Limited, a global provider of SaaS solutions for travel and hospitality, today announced the appointment of Gomti Shankar as the new Commercial Leader for the Asia-Pacific region. With a rich career spanning over 25 years, Gomti is recognized as an accomplished business leader, known for her expertise in Business Development, Enterprise Sales, Product Management, and Strategic Partnerships, especially in the fast-evolving sectors of Digital and Data Monetization.

Gomti's career is marked by her ability to operate effectively at the intersection of Technology and Media Convergence. Her profound insights and innovative approach have been instrumental in shaping ground breaking business models, forging strategic partnerships, and developing new revenue streams. Her tenure in the industry is highlighted by numerous successes, including crafting winning product propositions, managing Profit and loss statements, leading large teams, establishing new categories, and driving significant business turnarounds.

Before joining RateGain, Gomti has held key positions in globally renowned companies such as Sony, Motorola, Philips, Vodafone, Netflix, and Taboola. This diverse experience has endowed her with a comprehensive understanding of global markets across Asia, Europe, and Latin America, making her an invaluable asset to our team as we expand our footprint in the APMEA region.

"We are excited to welcome Gomti to our team," said **Bhanu Chopra, Founder, and Managing Director of RateGain**. "Gomti brings a unique blend of visionary leadership and proven expertise to our team. Her exceptional track record in driving growth and innovation makes her the ideal leader to steer our commercial efforts in the APMEA region. We are confident that her forward-thinking approach will be a major catalyst in our journey towards achieving new heights."

Gomti's appointment is a testament to RateGain's commitment to bringing on board leaders with diverse experiences and global perspectives. Her role will be pivotal in driving the company's growth and expanding its presence in the APMEA market.

Commenting on RateGain, Gomti Shankar said, "I am thrilled to join RateGain and lead our growth in the APMEA region. My focus will be on leveraging technology and media to drive innovative and sustainable growth. I look forward to creating transformative outcomes for our clients and our company."

About RateGain

RateGain Travel Technologies Limited is a global provider of SaaS solutions for travel and hospitality that works with 3100+ 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 businesses. Founded in 2004 and headquartered in India, today RateGain works with the Top 23 of 30 Hotel Chains, the 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 www.rategain.com.

Forward-looking Statements

Certain statements in this release are forward-looking statements, which involve some risks, uncertainties, assumptions and other factors that could cause actual results to differ materially from those in such forward-looking statements. All statements, other than statements of historical fact are statements that could be deemed forward-looking statements, including but not limited to the statements containing the words 'planned,' 'expects,' 'believes,' 'strategy,' 'opportunity,' 'anticipates,' 'hopes,' or other similar words. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding impact of pending regulatory proceedings, fluctuations in earnings, our ability to manage growth, intense competition in IT services, data services, and consulting services including those factors which may affect our cost advantage, wage increases in India, customer acceptance of our services, products and fee structures, our ability to attract and retain highly skilled professionals, our ability to integrate acquired assets in a cost-effective and timely manner, time and cost overruns on fixed-price, fixed-timeframe contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, the success of our brand development efforts, liability for damages.

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