

November 21, 2025

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

BSE Limited
(BSE: 543417)

Sub: Press Release on “RateGain and HotelIQ Partner to Bring Real-Time Rate Shopping to Smarter Revenue Management”

Dear Sir / Ma’am,

In accordance with Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the press release on “*RateGain and HotelIQ Partner to Bring Real-Time Rate Shopping to Smarter Revenue Management*”

Please take the above information on record.

Thanking you.

Yours faithfully,
For RateGain Travel Technologies Limited

Mukesh Kumar
General Counsel,
Company Secretary & Compliance Officer
Membership No.: A17925

RateGain and HotellIQ Partner to Bring Real-Time Rate Shopping to Smarter Revenue Management

Strategic agreement enables HotellIQ to offer RateGain's Navigator and other AI-powered solutions to hotels globally

Noida, 21 November 2025: RateGain Travel Technologies Limited (RateGain), a global provider of AI-powered SaaS solutions for the travel and hospitality industry, today announced a strategic partnership with HotellIQ, a leading provider of business intelligence and analytics solutions purpose-built for hoteliers. HotellIQ's decision-intelligence platform is used by hotels worldwide to transform raw data into actionable insights for commercial planning, forecasting, and revenue management.

As part of this collaboration, HotellIQ will now integrate RateGain's rate shopping solution, Navigator, into their ecosystem for hotels worldwide.

This integration allows HotellIQ customers to access real-time, high-fidelity competitor rate data directly within the platform they already use—eliminating the need for separate tools, vendors, or fragmented workflows.

"Our mission has always been to provide hotel leaders with intelligent tools that make data more actionable," said **Firas Moolla, VP Commercial, HotellIQ**. "By integrating Navigator, we're extending that capability to include real-time rate shopping—giving our customers a competitive edge with reliable insights that drive smarter decisions."

"Navigator is designed to give revenue leaders real-time clarity when it matters most," said **Toby March, EVP-Revenue (Americas) at RateGain**. "With HotellIQ, we're making it easier than ever for hotels to act on accurate, timely data—enabling faster decisions, better pricing, and stronger revenue outcomes."

HotellIQ customers will benefit from a simplified contracting process, quick onboarding, and access to Navigator's full suite—including rate shopping, parity tracking, and demand signals. This integration supports smarter pricing strategies with comprehensive visibility across 1,100+ sources and 800+ OTAs.

The partnership reflects a shared vision to empower hotel commercial teams with smarter tools that enhance performance, improve accuracy, and reduce time-to-insight—ultimately driving revenue growth in an increasingly dynamic hospitality market.

About HotellIQ

HotellIQ Decision Cloud, a leading hospitality decision intelligence platform for the global hotel industry, empowers hoteliers to make faster, data-driven decisions across departments. By providing insights into key performance metrics, AI-powered predictive models for forecasting and budgeting, and tools to identify revenue opportunities, the platform streamlines operations and eliminates time-consuming manual data analysis. With user-friendly dashboards and reports, Decision Cloud ensures sales, marketing, and revenue teams have consistent access to high-quality property data, fostering collaboration and unlocking new revenue streams within a unified digital workspace. Learn more at hotelliq.io.

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, 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 15 Global Fortune 500 companies.

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