

# RateGain Travel Technologies Limited

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



February 22, 2022

To,

**National Stock Exchange of India Limited**  
(NSE: RATEGAIN)

**BSE Limited**  
(BSE: 543417)

**Sub: Press Release on 'Travel Unicorn Hopper Selects RateGain for Prime Access to Global Hotel Supply Inventory and Pricing Intelligence Data'**

Dear Sir / Madam,

In accordance with SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the press release on 'Travel Unicorn Hopper Selects RateGain for Prime Access to Global Hotel Supply Inventory and Pricing Intelligence Data'.

Please take the above information on record.

Thanking you.

Yours faithfully,

**For RateGain Travel Technologies Limited**

A handwritten signature in blue ink, appearing to read "Thomas P. Joshua".

**(Thomas P. Joshua)**

**Vice President - Legal & Compliance Secretary**  
**Memb. No.: F9839**



**Encl.: As above.**



## **Travel Unicorn Hopper Selects RateGain for Prime Access to Global Hotel Supply Inventory and Pricing Intelligence Data**

**Dallas, Texas, Feb 22, 2022:** RateGain Travel Technologies Limited (RateGain), a global SaaS company for travel and hospitality, has announced a strategic partnership with Hopper Inc. (Hopper) – the world’s fastest-growing mobile-first travel marketplace poised for impressive growth as travel demand revamps and the utilization of their mobile app flourishes. This new partnership will connect Hopper to hotels and hospitality chains globally and will enable reservations made via certain Hopper Cloud partners to flow through RateGain’s Connectivity Switch platform.

Hopper aims to leverage RateGain's technology with its comprehensive demand and supply network to deliver unique travel booking experiences to users as well boost visibility and hotel bookings across continents. As travelers start planning their trips again – mobile apps like Hopper are preferred by digitally savvy and “on-the-go” younger travel consumers searching for the best deals.

Besides connectivity, Hopper also leverages RateGain's competitive pricing intelligence product for Hotels and Car Rentals worldwide to stay ahead in the market. The actionable insights help them respond proactively to market changes at a granular level. RateGain continues to add value for Hopper through product enhancements like AI-driven room mapping, API Integration, competitive intelligence from mobile app, devices, meta channels, etc.

Commenting on the partnership, Chinmai Sharma, President - Americas, RateGain, said, "Hopper and RateGain share a solid foundation as natural allies. While Hopper helps travelers save up to 40% on bookings for flights, hotels, and cars, RateGain’s Connectivity Switch platform ensures seamless connectivity to supply that delivers a smooth booking experience for travelers completing bookings on Hopper app."

He further expressed, "Consumer behavior has undergone a 360-degree shift. The lines between travel and work are surely blurring. Digital-first travel companies like Hopper extend more flexibility to their customers by connecting the right supply with the right demand. We are happy to play our part in this exciting phase of human evolution."

"One quality we liked in RateGain was our mutual synergies. They've built a strong travel and hospitality company on the back of cutting-edge technology platforms – and have more than three decades of expertise in the distribution space. This connectivity would eventually open doors for all our supply partners to tap into 400+ demand partners on RateGain, including leading OTAs, regional players, metasearch engines, GDSs, etc. We hope this partnership would ultimately fuel the recovery for not just our partners and customers, but the industry as a whole", said David Lewis, Head of Hotel Supply, Hopper.



### About RateGain

RateGain Travel Technologies Limited is a global provider of SaaS solutions for travel and hospitality that works with over 2200+ 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](http://www.rategain.com).

### About Hopper

Hopper is the world’s fastest-growing mobile-first travel marketplace. By leveraging massive amounts of data and machine learning, the company has developed several unique fintech solutions that help customers save money and travel better. Through its B2B initiative, Hopper Cloud, the company is syndicating its fintech solutions, infrastructure, and agency content. Whether it’s pricing volatility or trip disruptions, Hopper’s proprietary suite of fintech solutions address every pain point in the customer journey while driving conversion, repeat purchases, and profitability. To find out more about Hopper, visit [hopper.com](http://hopper.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:	Investor Relations Advisors:
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