

March 24, 2026

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

**BSE Limited**  
(BSE: 543417)

**Sub: Press Release on “Myanmar Airways International (MAI) Partners with AirGain to Strengthen Pricing Intelligence and Market Responsiveness”**

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 “*Myanmar Airways International (MAI) Partners with AirGain to Strengthen Pricing Intelligence and Market Responsiveness*”

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**

## Myanmar Airways International (MAI) Partners with AirGain to Strengthen Pricing Intelligence and Market Responsiveness

**India, 24 March 2026: RateGain Travel Technologies Limited (RateGain), a global provider of AI-powered SaaS solutions for the travel and hospitality industry,** today announced that MAI, a Myanmar-based international carrier, has chosen AirGain, RateGain's pricing intelligence platform for airlines, to enhance its rate shopping and competitive pricing strategy.

Founded in 1993, MAI operates an extensive network connecting major cities across Myanmar with key international hubs in Asia, supporting regional and cross-border travel. As the airline expands in a highly competitive market, access to timely and accurate market intelligence is crucial for making smarter pricing decisions. Through this partnership, Myanmar Airways will leverage AirGain to monitor competitive fares across both direct and indirect channels, enabling faster, data-driven pricing decisions throughout its network.

As part of this collaboration, MAI will benefit from AirGain's AI-powered Route Performance Digest, which provides daily automated route-level insights to identify pricing gaps and performance changes. By presenting actionable intelligence in a clear, structured format, the Digest helps revenue teams quickly find where intervention is needed. These capabilities make it easier for teams to access and act on market insights, leading to faster and more confident pricing decisions.

Operating in a fast-changing, price-sensitive market, MAI aims to remain competitive while safeguarding profitability and maintaining consistent pricing across channels. With AirGain's high-frequency fare shopping and intuitive analytics, the airline can monitor fare movements, spot market shifts early, and respond quickly through a single interface. This real-time insight is driven by competitive intelligence from over 300 airlines, 170 OTAs, and 50 meta-search platforms, backed by enterprise-level reliability and 99.95% uptime.

**Mr. Tanes Kumar, Chief Executive Officer of MAI,** said: "Access to timely and reliable market intelligence is essential in today's competitive aviation environment. Through our partnership with AirGain, we are strengthening our pricing capabilities and enabling faster, data-driven decisions to deliver greater value across our international network."

**Vinay Varma, Senior Vice President and General Manager at AirGain,** said: "We are glad to welcome MAI to the AirGain community. Airlines operating in dynamic and rapidly growing regions like Southeast Asia need real-time intelligence to stay agile. With AirGain, MAI's commercial teams will have the clarity and confidence to track market changes, improve fare positioning, and support sustainable growth."

With this partnership, MAI joins a growing community of airlines, transforming how revenue teams use and act on competitive intelligence. As part of its AI-driven product development, AirGain will soon launch Smart Search — an industry-first natural-language feature in pricing intelligence. Instead of browsing multiple dashboards and static reports, revenue managers will be able to ask pricing questions directly and get immediate, contextual insights. This change shifts AirGain from just monitoring tools to an AI-powered decision-making assistant, strengthening its competitive edge and long-term strategic position.

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### About Myanmar Airways International (MAI)

Myanmar Airways International (MAI) is the leading airline in Myanmar, along with its sister airline Mingalar (formerly Air KBZ). Operating from its main hubs in Yangon and Mandalay, MAI serves 39 destinations both within Myanmar and internationally, including Thailand, Singapore, Malaysia, China, India, the United Arab Emirates (UAE), Cambodia, Vietnam, South Korea, Russia, and Laos. Its fleet includes eight Airbus A320 family aircraft, two Embraer E190s, four ATR72-600s, and one Boeing 737 freighter.

### About RateGain

RateGain Travel Technologies Limited is a global provider of AI-powered SaaS solutions for travel and hospitality, working with 13,000+ customers and 700+ partners across 160+ countries. RateGain helps travel and hospitality businesses accelerate revenue generation through acquisition, retention, and wallet share expansion.

Today, RateGain is one of the world's largest processors of electronic transactions, price points, and travel intent data, enabling revenue management, distribution, and marketing teams across hotels, airlines, destination marketing organizations, online travel agents, metasearch companies, package providers, car rentals, travel management companies, cruises, and ferries to drive better business outcomes.

Founded in 2004 and headquartered in India, RateGain works with 33 of the Top 40 Hotel Chains, 4 of the Top 5 Airlines, 7 of the Top 10 Car Rental companies, and all leading DMOs, OTAs, and metasearch platforms, including 25 Global Fortune 500 companies, unlocking new revenue every day.

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