

June 27, 2023

To,
National Stock Exchange of India Limited BSE Limited
(NSE: RATEGAIN) (BSE: 543417)

Sub: Press Release on 'Virgin Voyages Partners with RateGain for In-Depth Cruise Data and Pricing Insights'

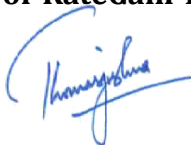
Dear Sir / Ma'am,

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 'Virgin Voyages Partners with RateGain for In-Depth Cruise Data and Pricing Insights'.

Please take the above information on record.

Thanking you.

Yours faithfully,
For RateGain Travel Technologies Limited



(Thomas P. Joshua)
Vice President - Legal & Company Secretary
Memb. No.: F9839

Virgin Voyages Partners with RateGain for In-Depth Cruise Data and Pricing Insights

New Delhi, June 27, 2023: RateGain Travel Technologies Limited (RateGain), the leading SaaS (Software as a Service) provider for travel and hospitality, today announced that it has been selected by the North American-headquartered, Virgin Voyages to provide comprehensive Cruise Rate Intelligence data. Virgin Voyages, an innovative cruise line co-owned by the Virgin Group and Bain Capital, is redefining sea travel for the modern traveler set to enhance its competitive edge with the deployment of RateGain's advanced data analytics and connectivity solutions.

With the global cruise industry on the road to recovery and an influx of passengers expected in the coming seasons, Virgin Voyages will be implementing RateGain's award-winning rate intelligence solutions. The primary focus will be to capture and analyze competitive cruise data, enabling Virgin Voyages to remain on top of market shifts and seize growth opportunities effectively.

The continuous volatility in travel demand, coupled with an ever-evolving landscape of digital channels, necessitates robust tools to identify new trends and business opportunities in real-time. Virgin Voyages has responded to this need by choosing RateGain's innovative technology, which is trusted by over 2800+ leading brands. This will furnish them with real-time competitive pricing intelligence and enhanced connectivity to a global network of demand partners.

Leveraging RateGain's unrivaled expertise and cutting-edge product tailored for the Cruise Data sector, Virgin Voyages will gain access to real-time price intelligence solutions, enabling them to align their pricing strategy with the latest market trends and competitor rates. Concurrently, RateGain's data analytics platform will empower Virgin Voyages to track rates across multiple channels, bolstering their global visibility and facilitating the delivery of unique booking experiences to their customers.

Expressing her views on the partnership, Jessica Fleisher, Vice President of Revenue for Virgin Voyages, said, "As we navigate the strong return of cruise travel, it is vital that we stay ahead of the curve by optimizing our pricing and enhancing our visibility across global

demand partners. Partnering with RateGain gives us access to a single platform for real-time intelligence and connectivity, making our operations more seamless and efficient."

Commenting on the partnership, Vinay Varma, Senior Vice President and General Manager, said, "We are thrilled to provide our robust data analytics solution to Virgin Voyages. Our combined capabilities of delivering actionable data and improved visibility will help Virgin Voyages unlock new revenue streams. It's a privilege to support Virgin Voyages' revolutionary portfolio through the current recovery and beyond."

About Virgin Voyages:

Set Sail the Virgin Way with Virgin Voyages, the irresistible travel brand founded by Sir Richard Branson. Delivering epic vacations at sea, Virgin Voyages launched at the end of 2021. The brand's four Lady Ships – inspired by 50+ years of Virgin history -- include Scarlet Lady, Valiant Lady, Resilient Lady and Brilliant Lady. Designed for discerning travelers, Virgin Voyages offers relaxing, exclusively adult (18+) sailings. Working with a Creative Collective of the world's most sought-after designers, performance artists and architects, Virgin Voyages delivers an enchanting boutique hotel at sea with fresh, elevated spaces that strike the perfect balance of nautical chic and glamour. Currently departing from the sun-soaked cities of Miami, Barcelona and Athens – and soon to include San Juan and Melbourne – the fleet offers itineraries to more than 100 awe-inspiring destinations across four continents. Virgin Sailors are spoiled for choice with 20 eateries offering Michelin-star culinary experiences all included, a festival-like line-up of entertainment, stylish and comfortable cabins, Rockstar Quarters, authentic and locally inspired shore excursions, and a dose of Vitamin Sea with well-being naturally intertwined throughout the experience. Promising to Create an Epic Sea Change for All, Virgin Voyages also puts sustainability front and center.

About RateGain:

RateGain Travel Technologies Limited is a global provider of SaaS solutions for travel and hospitality that works with 2800+ 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, 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 Fortune 500 companies in unlocking new revenue every day. For more information, please visit <https://rategain.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.