

October 28, 2025

To,

National Stock Exchange of India Limited

(NSE: RATEGAIN)

BSE Limited

(BSE: 543417)

**Sub: Press Release on “RateGain, Royal Orchid Hotels, and ICONIQA Hotels & Resorts Join Forces to Redefine Guest Experience”**

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, Royal Orchid Hotels, and ICONIQA Hotels & Resorts Join Forces to Redefine Guest Experience”

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®

## **RateGain, Royal Orchid Hotels, and ICONIQA Hotels & Resorts Join Forces to Redefine Guest Experience**

**Noida, 28<sup>th</sup> October 2025: RateGain Travel Technologies Limited (RateGain), a leading provider of AI-powered SaaS solutions for the travel and hospitality industry, today announced the expansion of its strategic partnership with Royal Orchid Hotels, one of India's fastest-growing hotel chains, to power its expanding portfolio, including its new luxury and lifestyle brand, ICONIQA Hotels and Resorts. Together, we will work on a single AI-powered platform to improve profitability and deliver a seamless guest experience at scale.**

Royal Orchid has long relied on RateGain's distribution and business intelligence products to power its commercial strategy. Building on this trusted foundation, the group is now taking a bold step forward by adopting RateGain's AI-first UNO suite - a unified tech stack designed to maximize direct bookings. The suite brings together the Booking Engine, VIVA AI Voice Agent, Smart Distribution, and Demand Booster solutions.

This partnership marks one of the largest full-suite integrations for RateGain, reinforcing the growing shift in the hospitality industry toward AI-led, unified commercial platforms. With 123 hotels today and plans to scale beyond 250 across its brand portfolio, Royal Orchid is future proofing its commercial operations with intelligent technology designed to support rapid expansion and maximize revenue performance for its distinct brands.

**Arjun Baljee, Founder of ICONIQA and President of Royal Orchid Hotels Ltd., said, "As we scale our portfolio and launch new brands like ICONIQA, it's essential to have a partner who can power both growth and efficiency across a diverse collection of hotels. RateGain's platform brings together everything we need to strengthen our direct business, control distribution costs, and deliver consistent, high-quality guest experience, whether it's at a Royal Orchid or an ICONIQA property. This partnership is a key step in building a future-ready commercial engine for our entire group."**

**Anurag Jain, Executive Vice President, Revenue (APMEA) at RateGain, said, "We're excited to partner with the entire Royal Orchid and ICONIQA family on this next chapter of their growth. Their forward-looking approach to managing a multi-brand portfolio aligns perfectly with our mission to help hotels unlock revenue through smarter technology. This deployment is proof of how leading hotel brands are embracing AI to simplify operations, lower costs, and scale profitably."**

Royal Orchid's decision underscores industry confidence in RateGain's ability to modernize hotel commerce and help brands like Royal Orchid and ICONIQA scale smarter. For RateGain, this partnership reflects the accelerating adoption of its AI-powered platform, which unifies fragmented systems to deliver improved margins and friction-free guest experiences.

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## About Royal Orchid Hotels

Royal Orchid Hotels is one of India's fastest-growing hotel chains, managing a diverse portfolio of properties that includes its flagship Royal Orchid brand and the new luxury lifestyle brand, ICONIQA Hotels and Resorts. With a presence in over 70 locations, the group is renowned for its commitment to exceptional service and guest satisfaction. It caters to discerning business and leisure travelers with a wide range of upscale, mid-market, and economy hotels.

## About ICONIQA Hotels and Resorts

ICONIQA Hotels and Resorts is the new luxury and lifestyle brand from the Royal Orchid Hotels. Designed for the modern global traveler, ICONIQA properties are defined by their distinctive design, curated local experiences, and vibrant social spaces. Each hotel serves as a cultural hub, blending iconic character with intuitive service to create unforgettable stays in sought-after destinations.

## 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 in unlocking new revenue every day. For more information, please visit [www.rategain.com](http://www.rategain.com).

## Media Contact

Aastha Khurana

Director – Corporate Communication

[media@rategain.com](mailto:media@rategain.com)