

April 29, 2026

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

BSE Limited
(BSE: 543417)

Sub: Press Release on “RateGain Appoints Oscar Ganuza as Senior Vice President – Revenue to Lead European Market Growth”

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 Appoints Oscar Ganuza as Senior Vice President – Revenue to Lead European Market Growth”

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 Appoints Oscar Ganuza as Senior Vice President – Revenue to Lead European Market Growth

India, April 29, 2026: RateGain Travel Technologies Limited (BSE: 543417, NSE: RATEGAIN), a global leader in AI-powered SaaS solutions for the travel and hospitality industry, today announced the appointment of Oscar Ganuza as Senior Vice President – Revenue, Europe. Based in Barcelona, Oscar will lead RateGain’s efforts to accelerate commercial performance and deepen strategic partnerships in the Europe market, supporting the company’s continued expansion in the region.

In this role, Oscar will oversee Enterprise Sales, SDR, Partnerships, Sales Travel, OTA Key Accounts, Customer Success and Marketing teams, focusing on scaling go-to-market (GTM) strategies, strengthening pipeline quality, and increasing adoption of RateGain’s AI-powered solutions. He will be responsible for driving disciplined execution, expanding market presence, and enhancing customer engagement.

Oscar brings 15+ years of scaling SaaS revenue across EMEA and Global Markets — from Groupon and Colt, through TomTom Software and Logitech Enterprise, to most recently leading the global enterprise productivity and software organization at Honeywell. Across all of it, the same pattern: taking highly potential GTM teams to significant scale, with a strong emphasis on coaching, customer-centric cultures, and measurable outcomes.

Bhanu Chopra, Founder and Managing Director, RateGain, said, “Europe is a key market for us, and Oscar brings the right mix of enterprise sales expertise, execution rigor, and team leadership. His experience across EMEA positions him well to accelerate our momentum in the region.”

Oscar Ganuza, Senior Vice President – Revenue, Europe, RateGain, said, “RateGain is solving some of the most relevant commercial challenges in travel and hospitality today. I look forward to working with our customers and partners across Europe to unlock new opportunities and drive meaningful impact.”

RateGain continues to strengthen its global leadership team as it expands across key markets and advances its AI-powered platform.

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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