August 06, 2026

To,

National Stock Exchange of India Limited (NSE: RATEGAIN)

BSE Limited (BSE: 543417)

Subject: Investor Presentation on the Un-Audited (Standalone and Consolidated) Financial Results of the Company for the Quarter ended June 30, 2026

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Un-Audited (Standalone and Consolidated) Financial Results of the Company for the Quarter ended June 30, 2026.

Please take the above information on record.

Yours faithfully,

For RATEGAIN TRAVEL TECHNOLOGIES LIMITED

Mukesh Kumar

Digitally signed by Mukesh Kumar
Date: 2026.08.06 13:34:15 +05'30'

Mukesh Kumar
General Counsel,
Company Secretary & Compliance Officer
Membership No.: A17925

Encl.: ***As above***

Investor Presentation

Q1 FY2027

RateGain

Safe Harbor

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OUR VISION

To offer an integrated technology platform to our customers in the travel and hospitality sector, powered by artificial intelligence, enabling them to increase their revenue through guest acquisition, retention, and wallet share expansion.

What we do

Aligned to our vision of Guest Acquisition, Retention, and Expansion

MarTech

- Guest Marketing
- Paid Digital Marketing
- Reputation Management
- Social Media Management

DaaS

- Rate Intelligence
- Rate Parity
- Price Recommendation
- Travel Intent Data

Distribution

- OTA Connectivity
- GDS Connectivity
- Direct bookings
- Voice Connectivity

Who we serve

25 Global Fortune 500 Companies

33 of Top 40 Hotel Chains

All Leading OTAs & Metas

7 of Top 10 Car Rentals

4 of Top 5 Airlines

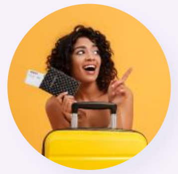
Large Cruise Lines

Largest DMOs

RateGain offers an Integrated RevMax Platform to Engage with Guests across the Entire Journey

Gets inspired by looking at images on **social media**

Dreaming



Searches for hotels, flights, & packages on **Google, Bing, Brand.com**

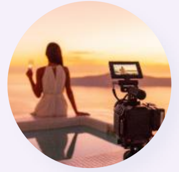
Planning

Visits **OTAs, Brand.com** to book flights, hotels, packages

Booking

Looks for **activity recommendations**

Pre-trip



Seeks **great experience** as promised during planning

Trip

Provides **feedback**, & recommendations on online portals

Post-trip

Martech

- AI-powered Content Creation & Social-Media Management to help Hotels gain visibility
- Help DMOs & Travel Brands target AI filtered high-intent traveler & achieve higher RoAS
- Multi-channel campaigns to drive incremental direct bookings for Hotels

DaaS & Distribution

- Real-time competitive pricing & demand insights to optimize revenue
- Help Hotels acquire Guests (distribute inventory) across different demand channels – Direct, OTAs, and GDS
- AI-powered Voice Agent VIVA to address guest queries and take reservations

Martech

- AI Concierge to address guest needs 24/7 and drive ancillary revenue for Hotels
- Reputation Manager to generate feedback from Guests and build up brand presence
- Fully Managed CRM & Email solution to increase Guest Loyalty

Key Business Updates

Q1 FY2027

Management Commentary

BHANU CHOPRA

Chairman and Managing Director

"What stands out to me this quarter is not just our performance, but the confidence our customers continue to place in us as travel demand becomes harder to predict. We built RateGain on a simple belief that AI should not just make existing work faster; it should become the backbone of every commercial decision our customers make, from pricing to distribution to marketing. That belief is now showing up in every product we ship and every interaction our customers have with us.

Together with Sojern, we are focused on one outcome, helping travel and hospitality businesses grow faster, with sharper data and better decisions at every step. This quarter gives us real momentum, but the future of AI-powered travel is still ours to redefine, and that's what excites me the most."

ANKIT AGGARWAL

Interim + Deputy Chief Financial Officer

"This was a quarter where growth and discipline moved together. Our EBITDA converted into cash at a strong rate, and that is the clearest signal of how healthy this business really is. It gives us the room to keep investing in growth while staying firm on our financial commitments, and we head into the rest of FY27 with real confidence."

RateGain posts Robust Growth with Strong Operating Margins

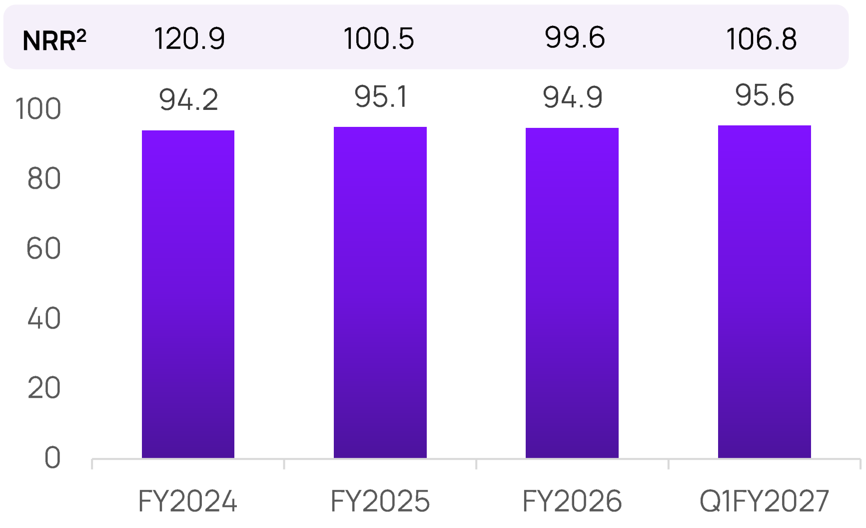
	Operating Revenue Growth Y-O-Y	Adj. EBITDA* (%) Growth Y-O-Y	Adj. PAT* (%) Growth Y-O-Y
Q1 FY2027	187.6% ▲ INR 785.0 Cr	289.3% ▲ INR 193.4 Cr (24.6%)	148.8% ▲ INR 116.8 Cr (14.9%)

Note: EBITDA and PAT are Adjusted for Deferred Deal Consideration related to the Sojern Acquisition. This expense is to be incurred for 3 years ending Q3FY29.

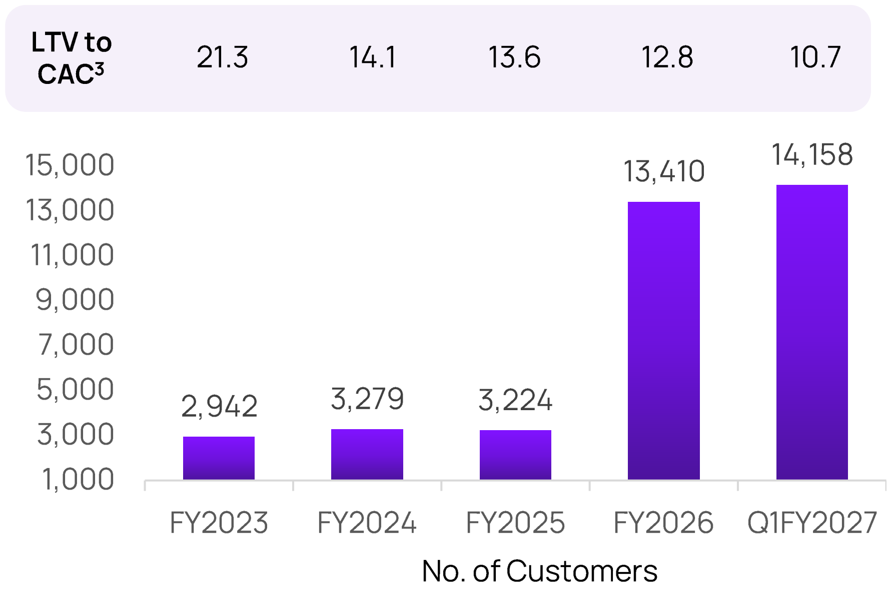
Diversified Revenue Streams

- Diversified revenues across offerings, geographies & customers
- Healthy revenue mix with subscription & hybrid business along with recurring nature of revenues given strong value proposition

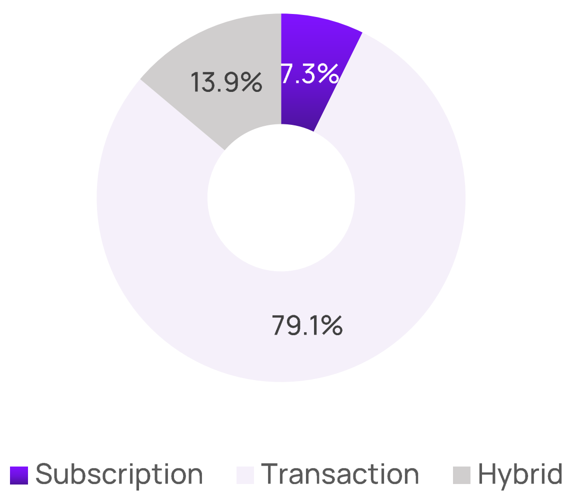
Gross Revenue Retention[2]



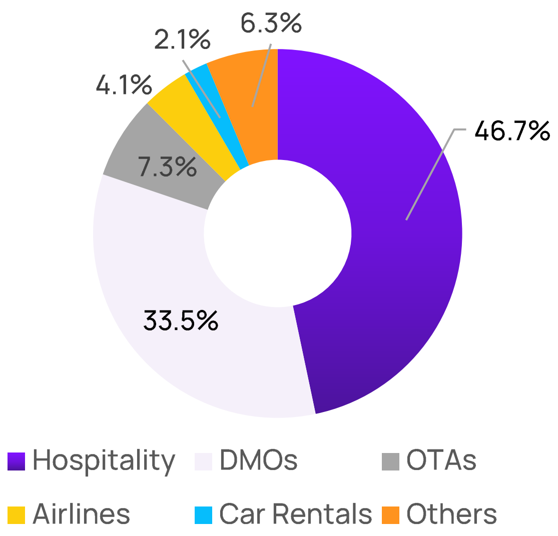
Client Count & LTV to CAC



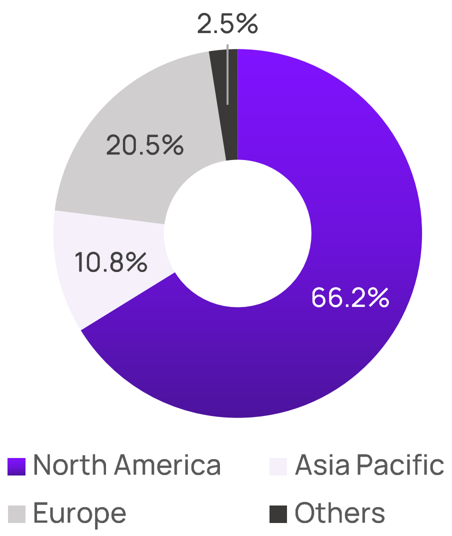
Revenue by Engagement[1]



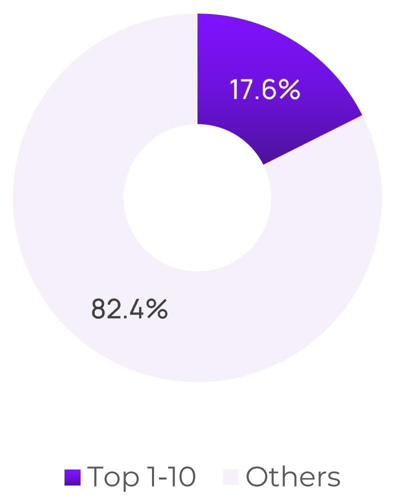
Revenue by Industry Type[1]



Revenue by Geography[1]



Revenue by Customers[1]



Note: Numbers have been rounded to nearest whole percentages or one decimal place.. 1. Q1FY27 Revenue from contracts with customers. 2. GRR – Gross Revenue Retention - denotes percentage of renewed revenue in DaaS and Distribution as compared to previous Fiscal & NRR - Net Revenue Retention – Denotes percentage of incremental revenue in DaaS and Distribution from same clients compared to previous fiscal 3. LTV:CAC is computed by i) Multiplying Gross Margin from New Sales with expected lifetime of the contracts to arrive at LTV ii) CAC is calculated by dividing sales and marketing costs by no of customers added.

Steady Growth Metrics Combined with Operational Efficiency

INR 664 Cr
TOTAL PIPELINE
Pipeline with traction across segments

INR 255.6 Cr
NET CASH & EQUIV.
Net Debt – INR 615.4 Cr

78.8%
FREE CASH FLOW CONVERSION

14,158
CUSTOMERS
Customers added with Sojern Acquisition

1,261
EMPLOYEES
47.3% increase Y-o-Y in Employee Headcount

INR 2.5 Cr
REVENUE PER EMPLOYEE
Increase of 95.3% on a Y-o-Y basis as we integrate Sojern

10.7x
LTV TO CAC
Compared to 14.5x in Q1FY26

INR 141.0 Cr
NEW CONTRACT WINS
Healthy growth compared to last year

Steady Revenue Streams Driven by Constant Product Innovation

Segment wise Growth (Y-o-Y) (Q1FY27)	Key Highlights	Key Partnerships
DAAS 22.7%	▪ **Philippine Airlines partners with RateGain** to strengthen competitive pricing intelligence across its global network ▪ **RateGain & Duetto partner** to power autonomous, real-time revenue optimization for hotels worldwide	Philippine Airlines – The Heart of the Filipino; Duetto
DISTRIBUTION 3.1%	▪ **RateGain signs Cinko** to help hotels capture last-minute booking demand ▪ **RateGain & ZentrumHub** announce strategic connectivity partnership to simplify hotel distribution ▪ **RateGain & BoxPay** partner to simplify travel and hospitality payments and reconciliation through RG Pay	Cinko; box pay; ZentrumHub
MARTECH 341.2%	▪ **Citrus Leisure partners with RateGain's UNO Direct Stack** to power end-to-end direct booking journey across Sri Lanka ▪ **RateGain wins 2026 Best in SaaS Award** for Best Company in AI-Powered Travel Marketing	citrus; BEST IN SAAS Awards

Award-winning Team Driving Performance

2026
Trip.com
Favoured
Connectivity Partner Program

3 Years in a Row

PARTNER EXCELLENCE

BEST IN SAAS
Awards

Best Company in AI-Powered Travel Marketing

PRODUCT EXCELLENCE

Reimagining People & Culture: Scaling One RateGain Through Integration, AI & Leadership Depth

Q1 FY'27 was a quarter of consolidation and scale. With the RateGain and Sojern integration substantially behind us, the focus moved to strengthening how we hire, how we grow people, how we recognize them, and how AI is embedded into all of it.

Attrition Rate for Q1FY27 stood at 14.0%

Culture and employer brand strengthened further.
RateGain was named Emerging Company of the Year at The Economic Times Awards for Corporate Excellence, and our external employer reputation continued to improve across markets. A global Culture Discovery Survey was rolled out organization-wide to shape the next phase of our combined culture.

Hiring momentum held, with a sharper focus on quality.
We welcomed 85 new colleagues across sales, engineering and customer success, with a meaningful share of roles filled internally. Hiring now runs on a single global system of record with a daily executive view, and we began rolling out competency-based interview practices to improve consistency and hiring quality across regions.

AI in HR moved from build to deployment.
Several people platforms built in-house went live: Dex, an AI-powered talent pipeline builder, and Orbit, an executive people intelligence dashboard. Alongside these, we published a Responsible AI use and governance policy and scaled AI learning journeys across the organization, so capability and guardrails advance together.

Capability building scaled across the organization.
Over 3,000 learning hours were delivered in the quarter at a consistently high learner satisfaction score. NorthStar 2.0 launched for first-time managers, and structured GTM enablement brought the merged commercial teams onto shared product, contracting and partnership practices.

Belonging was given permanent structure.
Five Employee Resource Groups were institutionalized for the first time under one global framework spanning the US, Europe and APMEA, with flagship campaigns on wellbeing, identity and sustainability, and therapist-led Belonging Circles launched during Mental Health Awareness Month.

Together, these reflect a People & Culture function building for scale: unified systems, AI embedded into everyday work, stronger managers, and a culture where performance and belonging grow together.

Innovations at RateGain

Today, we are Reimagining Hospitality with AI

Making Guest Acquisition Effortless With AI

- Target High-Value Travelers With AI
- Optimize Ad Spend With AI-Powered Bidding
- Deliver Personalized Guest Promotions on Email / Text With AI

Maximizing Revenue Instantly With AI

- AI Voice Agent For Instant Reservations
- AI-Powered Channel Manager For Real-Time ARI Updates
- AI That Addresses Guests' Needs, Upsells, and Expedites Essential Services

RateGain

Introducing Agentic ARI: A next-generation ARI engine for faster, smarter hotel distribution

An AI-enabled ARI engine that autonomously prioritizes, sequences, and executes ARI updates based on days to check-in, booking urgency, and commercial impact

How Supply Partner Benefits

Ensure rate consistency and win more bookings with:

- Faster rate increases during peak demand.
- Quicker price drops to stay competitive in low demand.
- Immediate inventory recovery after cancellations.

How Demand Partner Benefits

Delivers cleaner, faster, and more reliable data

- **30-40%** optimization in ARI Traffic.
- Prioritized processing of the most relevant updates.
- Fewer mismatches and failed bookings.

Introducing RateIQ: Identify & Recover Hidden Revenue Across Distribution

Hotels are not losing revenue (millions) due to pricing—they're losing it due to distribution inefficiencies they can't see.

Invisible revenue leaks across channels

- **Invisible Properties** – Not listed across key OTAs
- **Missing ARI** – Rates/availability not live despite listings
- **Looks No Books** – High visibility but zero conversions
- **Performance Drift** – Gradual decline in bookings/revenue
- **Parity Violations** – Inconsistent pricing across channels

RateIQ = Revenue Recovery Intelligence Layer

- Continuously scans distribution performance across channels
- Detects revenue leakages at property + channel level
- Prioritizes issues based on commercial impact
- Fixing rate violations transforms booking dead zones into revenue wins

Save Revenue Loss = Gain full visibility into distribution gaps + Proactive optimization + Improve discoverability & conversion

Introducing RG Pay: A unified, intelligent payment infrastructure for seamless payments

Real-time intelligence empowering demand partners to optimize supply performance and maximize conversions.

Optimized check out experience

Dynamic OTA-grade checkout experience with flexible payment options: cards, wallets, UPI, iDEAL, SEPA, and other local APIs

BNPL, EMI, and affordability solutions

Integration with major players, such as Klarna, Affirm, PayPal Pay Later, RazorPay EMI, and card-based instalments

VCC settlement layer

Issue and accept VCCs in 25+ currencies with automated reconciliation, split settlements and payouts

Cross-border and FX optimization

Real-time FX rate intelligence and rule-based currency optimization

15%
Revenue Uplift

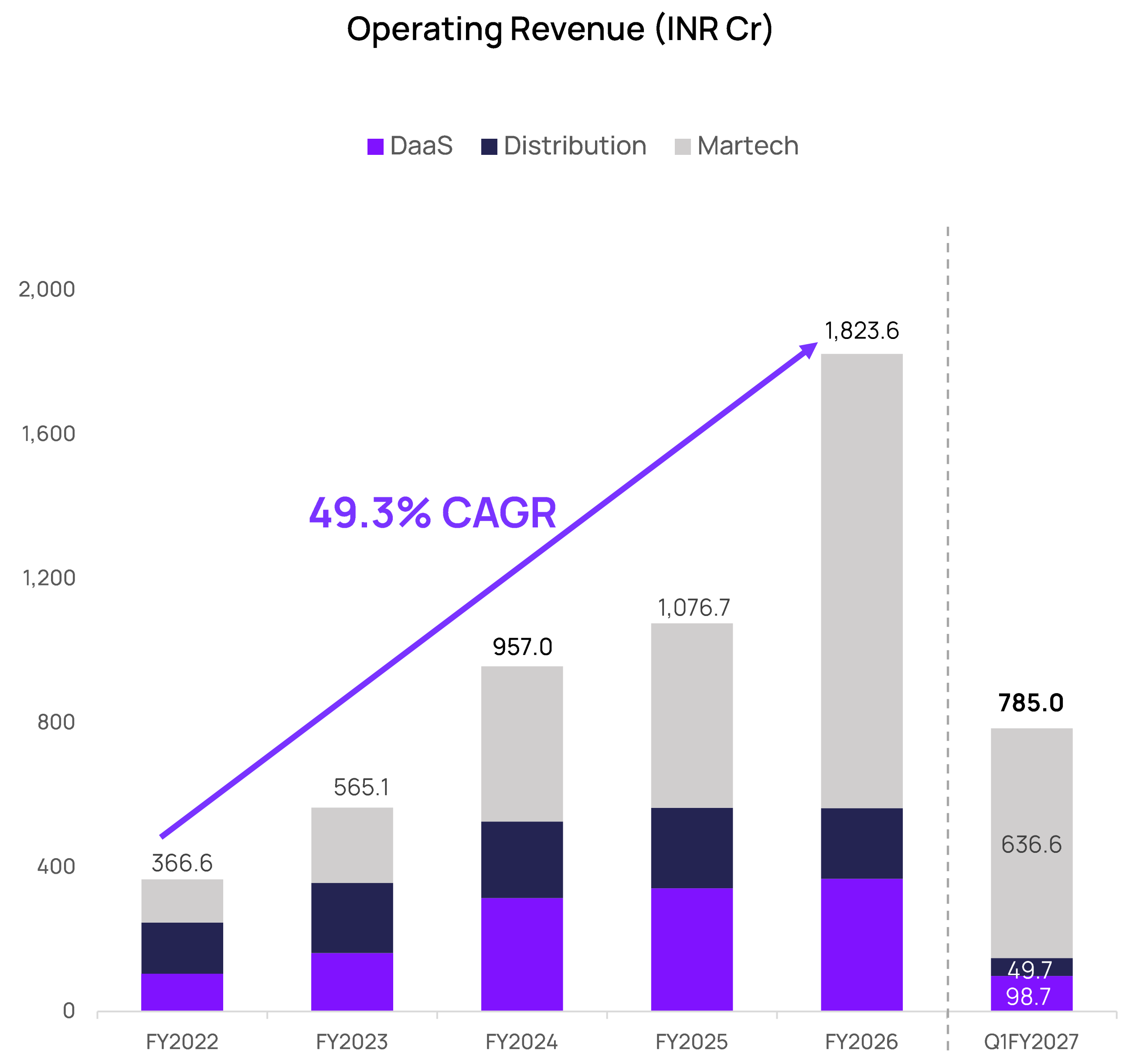
2-4%
Reduction in Revenue Leakage

~20%
Lift in stay conversion

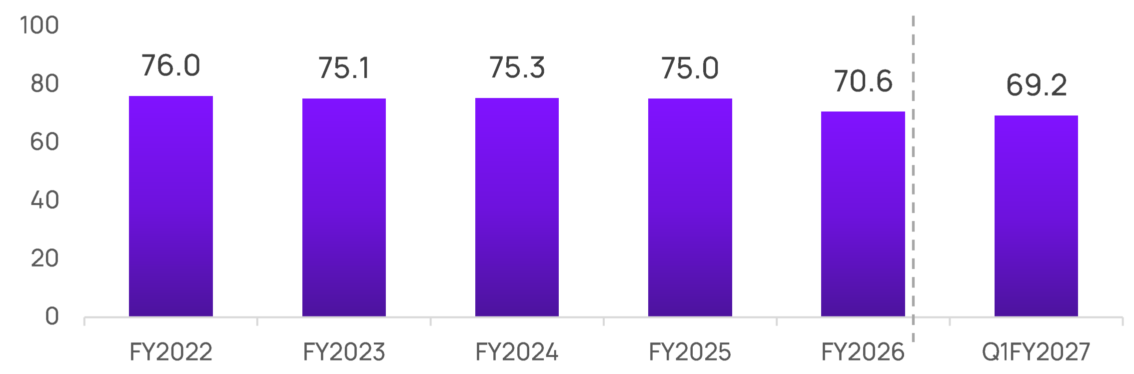
Detailed Financials

Sustained Financials and Profitability Metrics

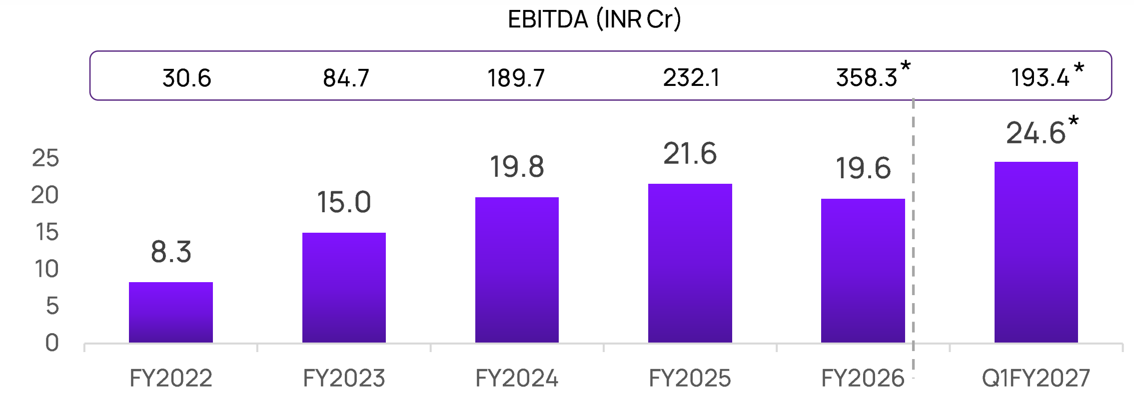
- Increased AdSpend leading to higher renewals and continued revenue traction, has an impact on Gross Margins
- Delivering Strong Operating Margins with GTM Investments and healthy progress on Sojern integration, as company maintains focus on Operational Excellence



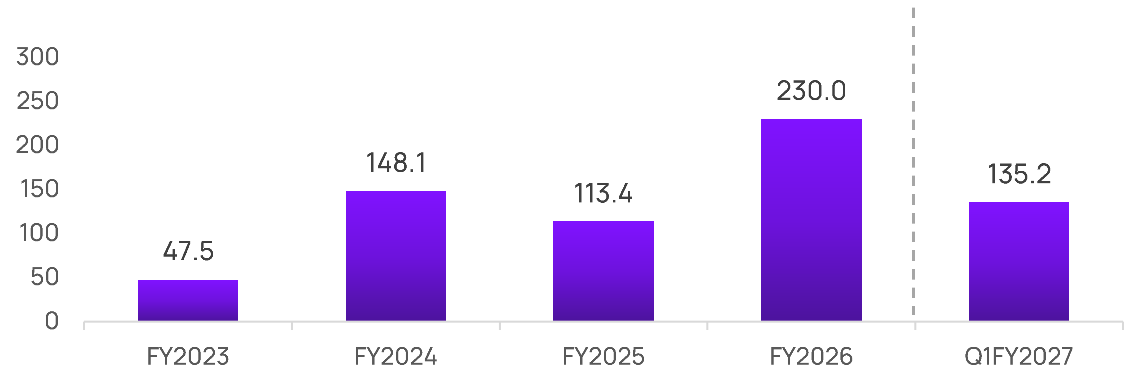
Gross Margins (%)



EBITDA Margins (%)



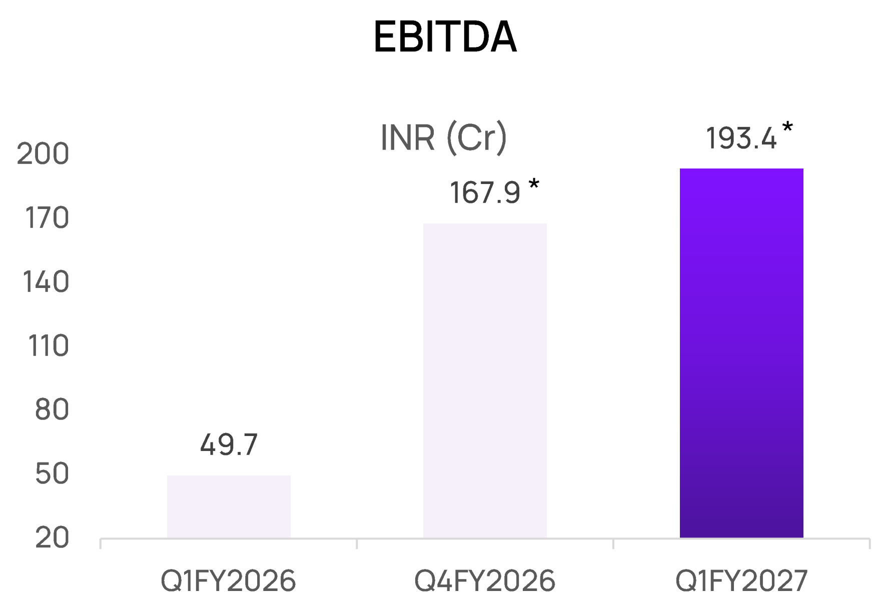
Free Cash Flow (INR Cr)

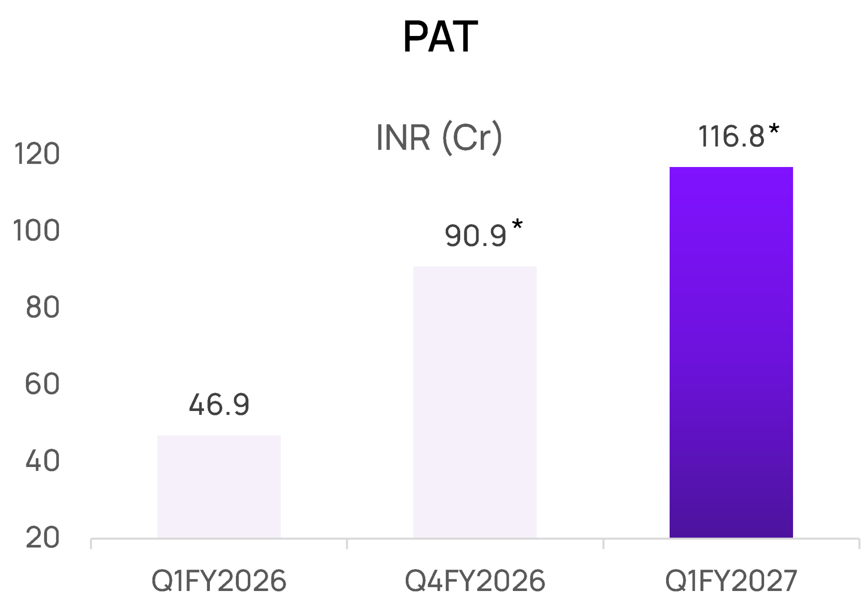


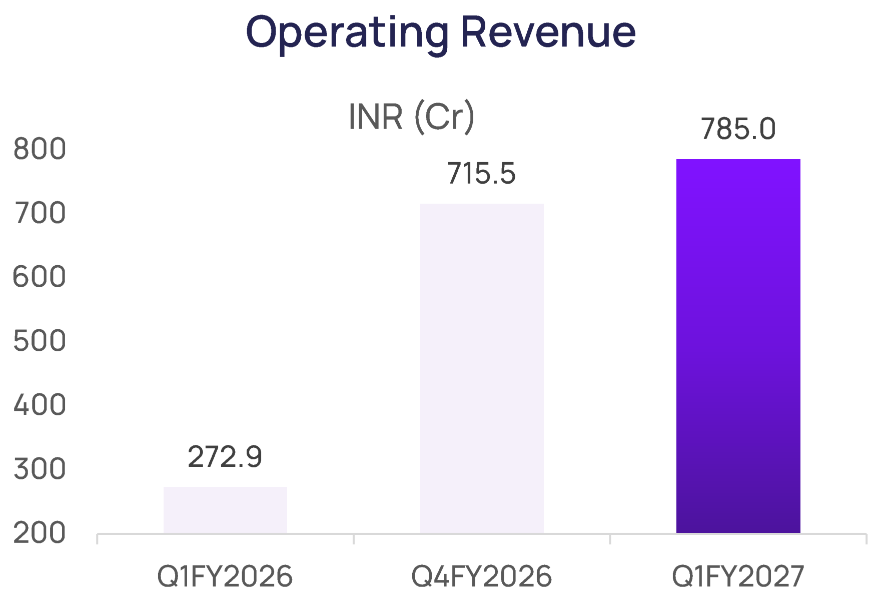
Note: *- Adjusted EBITDA -EBITDA is Adjusted for Deferred Deal Consideration related to the Sojern Acquisition. This expense is to be incurred for 3 years ending Q3FY29

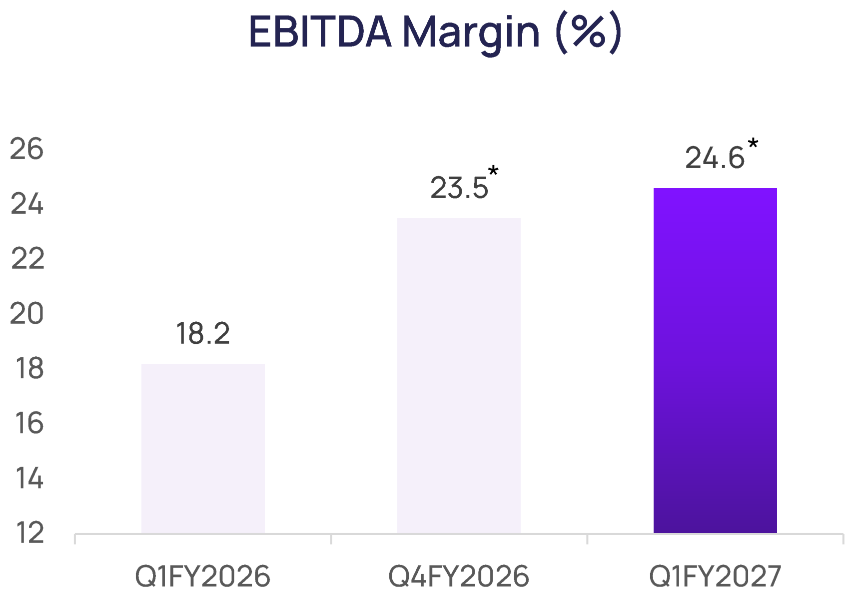
Key Financial Highlights for Q1FY2027

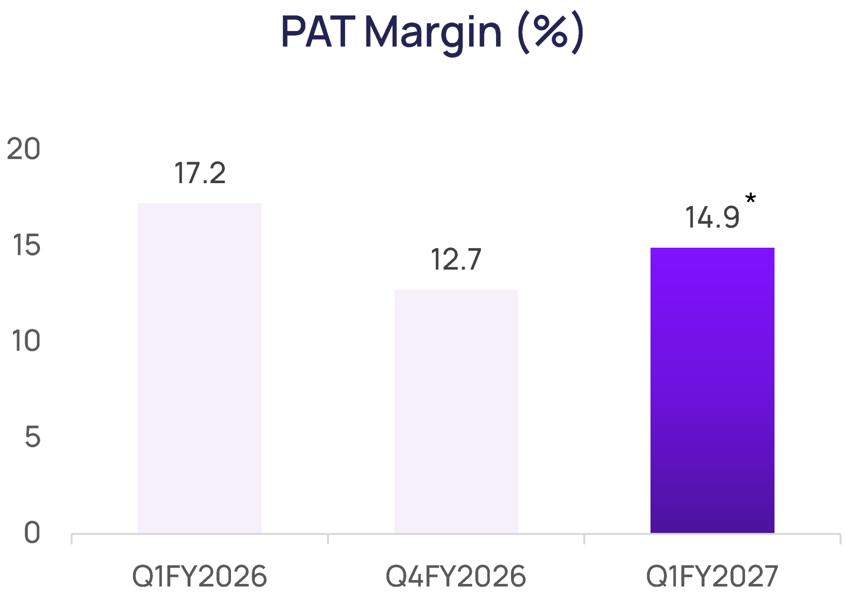
- Strong growth registered YoY in Operating Revenue with healthy growth across verticals and the integration of Sojern
- Focus on operational excellence and integration contributing to healthy Operating Margins
- EBITDA and PAT are adjusted on account of deferred deal consideration related to Sojern acquisition, to be paid over 3 years up to Q3FY29











Note: *- Adjusted EBITDA & PAT – Adjusted for Deferred Deal Consideration related to the Sojern Acquisition. This expense is to be incurred for 3 years ending Q3FY29

Consolidated Profit & Loss

Particulars (INR Cr)	Q1 FY27	Q1 FY26	YoY	Q4 FY26	QoQ	FY26	FY25	YoY
Revenue	**785.0**	**272.9**	**187.6%**	**715.5**	**9.7%**	**1,823.6**	**1,076.7**	**69.4%**
Employee Expenses	294.8	109.1	170.1%	269.5	9.4%	711.7	398.8	78.5%
Other Expenses	318.7	114.1	179.3%	299.0	6.6%	774.4	445.9	73.7%
Total Operating Expense	**613.5**	**223.2**	**174.8%**	**568.5**	**7.9%**	**1,486.1**	**844.6**	**76.0%**
EBITDA	**171.5**	**49.7**	**245.4%**	**147.0**	**16.7%**	**337.5**	**232.1**	**45.4%**
EBITDA %	**21.9%**	**18.2%**		**20.5%**		**18.5%**	**21.6%**	
Add: Sojern – Deferred Consideration	*21.9*			*20.9*		*20.9*		
Adj. EBITDA	***193.4***	***49.7***	***289.3%***	***167.9***	***15.2%***	***358.3***	***232.1***	***54.4%***
Adj. EBITDA %	***24.6%***	***18.2%***		***23.5%***		***19.6%***	***21.6%***	
Depreciation	3.7	1.9	100.2%	2.6	41.7%	11.4	6.7	69.1%
Amortization of Acquisition cost	33.8	6.8	393.9%	32.4	4.4%	69.3	28.2	145.9%
Finance Costs	16.5	0.3	5451.3%	18.4	-10.3%	31.5	1.3	2380.2%
Exceptional Expenses	-	-	-	-	-	34.6	-	NA
Other Income	3.1	20.7	-85.1%	2.6	19.9%	61.3	76.4	-19.7%
Profit/(Loss) Before Tax	**120.6**	**61.3**	**96.6%**	**96.2**	**25.3%**	**252.0**	**272.2**	**-7.4%**
Tax	25.7	14.4	78.2%	26.2	-2.1%	57.6	63.3	-9.1%
Profit/(Loss) After Tax	**94.9**	**46.9**	**102.2%**	**70.0**	**35.6%**	**194.4**	**208.9**	**-7.0%**
PAT %	**12.1%**	**17.2%**		**9.8%**		**10.7%**	**19.4%**	
Adj. Profit/(Loss) After Tax	***116.8***	***46.9***	***148.8%***	***90.9***	***28.5%***	***249.9***	***208.9***	***19.6%***
Adj. PAT %	***14.9%***	***17.2%***		***12.7%***		***13.7%***	***19.4%***	

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Note: Numbers have been rounded to nearest whole percentages or one decimal place.
Adjusted EBITDA & PAT – Adjusted for Deferred Deal Consideration related to the Sojern Acquisition. This expense is to be incurred for 3 years ending Q3FY29. For FY26, Adj. PAT accounts for Deferred Deal Consideration and One-time exceptional expense incurred in Q3FY26.

Consolidated Balance Sheet

Assets (INR Cr)	Jun-26	Mar-26
Non-Current Assets	***2,573.8***	**2,605.2**
Property, plant and equipment	14.3	12.3
Goodwill	1,591.5	1,581.0
Other intangible assets	756.3	784.9
Other intangible assets under development	-	-
Right to use assets	22.2	24.5
Financial Assets		
i. Investments	-	-
ii. Other financial assets incl. Loans	2.3	2.3
Deferred tax assets (net)	158.3	167.8
Non-Current Tax Assets	27.9	31.3
Other non-current assets	1.0	1.1
Current assets	***1,085.3***	***954.6***
Financial assets		
i. Investments	19.7	24.5
ii. Trade receivables	535.7	471.5
iii. Cash and cash equivalents	226.8	173.1
iv. Bank balances other than (iii) above	9.1	-
Other financial assets incl. Loans	9.4	13.7
Other current assets	284.6	271.8
Total assets	***3,659.1***	***3,559.8***

Equity & Liabilities (INR Cr)	Jun-26	Mar-26
Equity and Liabilities	***2,114.2***	***2,005.8***
Equity share capital	11.8	11.8
Equity attributable to owners of the Company	2,102.4	1,994.0
Non-current liabilities	***731.4***	***878.1***
Financial liabilities		
Borrowings	533.5	682.6
Lease Liabilities	17.0	18.4
Other Financial Liabilities	32.7	25.2
Deferred tax liabilities (net)	132.6	136.9
Provisions	15.2	15.0
Other non-current liabilities	0.4	-
Current liabilities	***813.5***	***675.9***
Financial liabilities		
i. Borrowings	337.5	238.7
ii. Trade payables	257.5	238.3
iii. Other financial liabilities	84.8	83.0
Lease liabilities	8.3	9.0
Current tax liabilities (net)	26.0	19.9
Provisions	0.9	0.9
Other current liabilities	98.5	86.1
Total equity and liabilities	***3,659.1***	***3,559.8***

Company Overview

RateGain's Offering to enable Global Clients to Unlock New Revenue with the Power of AI

Focused on the Travel and Hospitality Industry with business units aligned to our vision of acquiring guest, retaining them, and wallet share expansion

	2005 DaaS *Sell at the right price*	2008 Distribution *Sell on the right channels*	2019 MarTech *Sell to the right travellers*
Overview	▪ Provide data and information to players across the travel & hospitality industry ▪ Deliver insights including competitive and rate parity intelligence ▪ AI led Products to gauge Demand and optimise pricing ▪ Custom audiences based on travel intent	▪ Seamless connectivity between Hotels and their demand partners including OTAs, GDS and others ▪ Communicate availability, rates, inventory and content ▪ AI led product to standardise content distribution	▪ End to End Digital Marketing Suite to manage Brand presence for Hotels across Social Media and Metasearch platforms ▪ To Optimize Direct Bookings ▪ Monitor Guest Engagement 24x7 ▪ Performance marketing operation leveraging the travel-intent data
Revenue Model	Subscription model Hybrid model[1]	RezGain - Subscription model[2] DHISCO - Transaction model[3]	Subscription model Transaction model[4]
Revenue Mix – (Q1 FY2027)	**12.6%**	**6.3%**	**81.1%**
Total SAM	USD 1.1 Bn	USD 1.9 Bn	USD 5.8 Bn
Acquisitions*	Adara (2023) Sojern (2025)	DHISCO (2018)	BCV Social (2019) MyHotelShop (2021) Adara (2023) Sojern (2025)
New AI based Products developed	Rev-AI Demand-AI	Content-AI Voice Connectivity (UNO VIVA) Booking Engine MCP	

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Note: Source: Company information, Phocuswright and 1Lattice report. Note: Numbers have been rounded to nearest one decimal place. 1. Hybrid Model - charges a minimum subscription fee and a pay-per-use model for accessing additional data 2. Subscription model - where customers pay a subscription fee to access the product. 3. Transaction Model – company generates revenues from bookings. 4. Transaction Model – Revenue from campaigns managed for clients

Multiple Growth Engines to Drive Growth

Customer Growth	Increases focus on SMB Segment backed by expansive AI-powered Product offering & Strong Value proposition
Land & Expand	Large customer base to drive cross-sell and up-sell
AI-powered Product Innovation	Leverage our large data assets to launch AI solutions & features to offer incremental value to customers
Geographic Expansion	Invest in GTM teams to build up presence in high-growth geos
Martech Expansion	Streamlining Martech offering under a unified platform to deliver predictive traveler insight and drive incremental unique value for customers
Inorganic Growth	Dedicated Strategic Investments Arm to identify Complementary Opportunities and drive synergies

Annexures

Key Shareholders

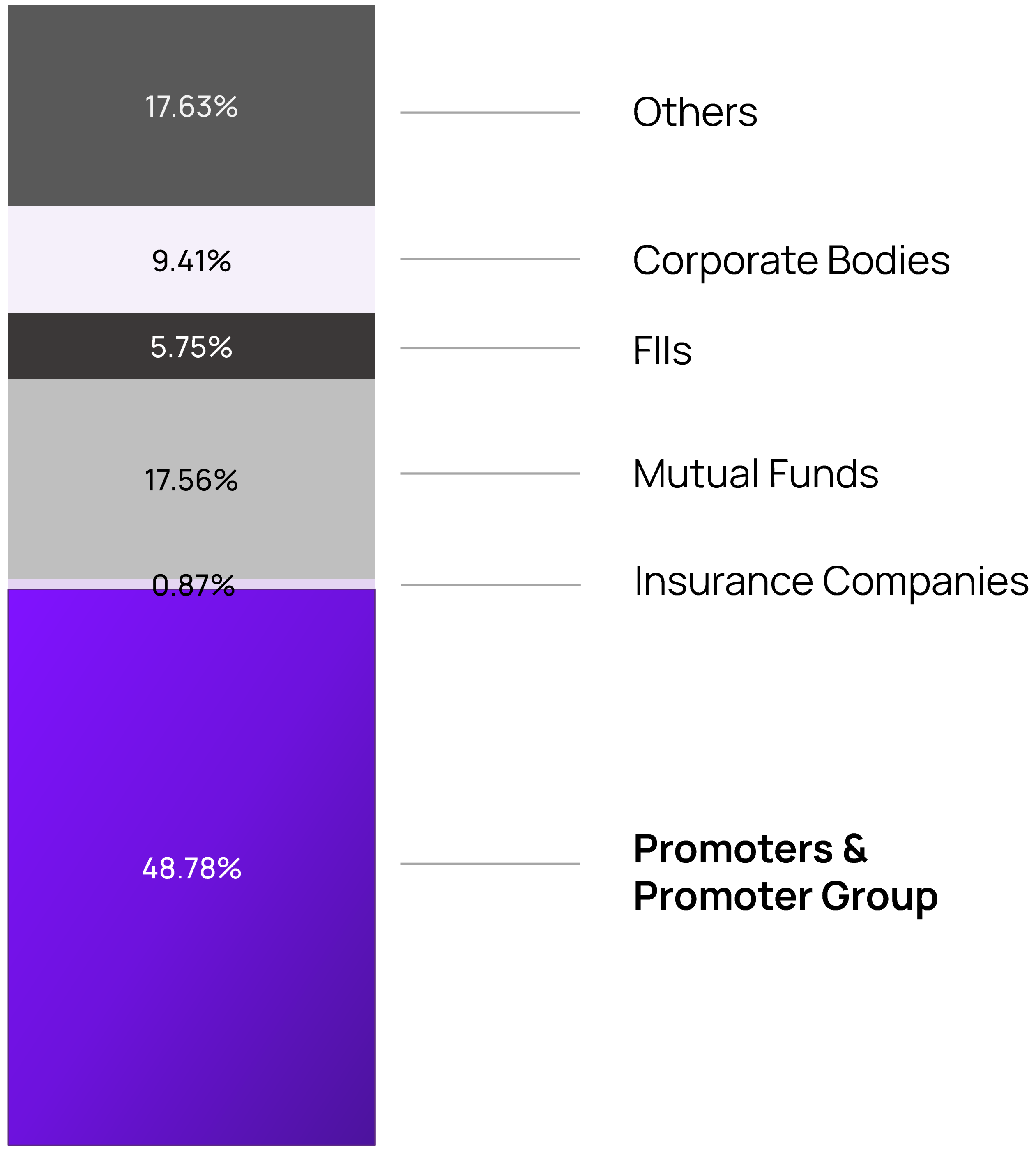
Promoters

- Bhanu Chopra & Family currently hold **48.78%**
- **Promoter Group has increased holding** up from 48.16% as of Sept. 30, 2025

Key Shareholders

Sundaram Mutual Fund	5.46%
Nippon Life India Mutual Fund	4.49%
Paisabuddy Finance	3.80%
Axis Mutual Fund	2.93%
ICICI Prudential Mutual Fund	1.85%
Plutus Wealth Management	1.69%
CIF III Scheme I	1.23%

Shareholder Types
(as of June 30, 2026)



Thank You

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