

RateGain Partners with Vietnam Airlines to Strengthen Competitive Pricing Intelligence

India, 7 October 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 that the national flag carrier of Vietnam, has selected AirGain, RateGain's pricing intelligence platform for airlines, to enhance its rate shopping and competitive pricing capabilities.

The partnership gives Vietnam Airlines access to AirGain's competitive fare intelligence across 300+ airlines, 170+ OTAs, and 50+ meta-search platforms, supported by high-frequency rate shopping and 99.95% uptime. Through a single interface, revenue teams can monitor fare movements across direct and indirect channels, detect market shifts early, and move from reactive adjustments to more deliberate, strategy-led pricing decisions.

Vietnam Airlines operates an extensive network spanning Asia, Europe, and beyond. With Vietnam recording over 21 million international arrivals in 2025 and a 17.7% year-on-year increase in Q1 2026 (*Tourism Information Technology Center*), the airline operates in one of the region's fastest-growing travel markets, where fare competition across channels is intensifying.

Vinay Varma, Senior Vice President and General Manager at AirGain, RateGain, said, *"We are excited to partner with Vietnam Airlines as they continue to strengthen their position across international markets. In an environment where pricing decisions need to be both fast and precise, AirGain helps bring clarity to complex market signals, enabling teams to move from reactive adjustments to more proactive, strategy-led decisions".* With this agreement, Vietnam Airlines joins a growing community of airlines using AirGain to modernize how revenue teams consume and act on competitive intelligence.

AirGain will soon introduce Smart Search, a natural language capability that allows revenue teams to query pricing insights directly, reducing dependence on multiple dashboards and making fare intelligence faster and more actionable.

About RateGain Travel Technologies Limited

RateGain Travel Technologies Limited is a global provider of AI-powered SaaS solutions for travel and hospitality that works with 14,000+ customers and 700+ partners in 160+ 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 33 of the Top 40 Hotel Chains, 4 of the Top 5 Airlines, 7 of the Top 10 Car Rentals, and all leading OTAs and metasearch websites, including 25 Global Fortune 500 companies, in unlocking new revenue every day.

About Vietnam Airlines

For all information related to Vietnam Airlines, kindly use and reference only official information published on Vietnam Airlines' official websites/channels to ensure consistency and accuracy.

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