

RateGain Travel Technologies Limited

(Formally Known as RateGain Travel Technologies Pvt. Ltd.)



February 11, 2022

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

Subject: Investor Presentation on the Unaudited (Standalone and Consolidated) Financial Results of the Company for the quarter and nine months ended December 31, 2021

Dear Sir/Madam,

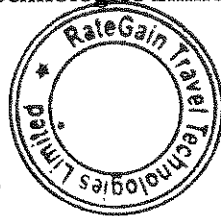
Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Unaudited (Standalone and Consolidated) Financial Results of the Company for the quarter and nine months ended December 31, 2021.

Please take the above information on record.

Yours faithfully,

For RateGain Travel Technologies Limited

(Tanmaya Das)
Chief Financial Officer

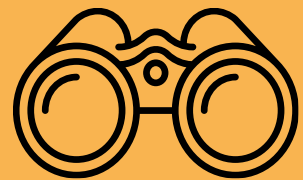


Encl.: *As above*

RateGain®

Investor Presentation





RateGain's vision is to be the leading revenue maximization operating system which offers an integrated technology stack that enables the travel industry to accelerate their revenue through acquisition, retention and wallet share expansion.



Safe Harbor

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Q3 & 9M FY22 Highlights



Management Commentary



Bhanu Chopra

Chairman and Managing Director



We are confident about future growth as we ended the quarter with a significant increase in new contract wins while improving our key KPIs.

The key to our growth is effectively capturing the new use cases that have emerged in the post-COVID world and continue building on the strengths of our core offerings.

Through our new AI-powered products as well as our recent acquisition of myhotelshop we are looking at expanding both our mindshare and wallet share with our customers.



Tanmaya Das

Chief Financial Officer



RateGain reported improvement on all of its KPIs displaying our commitment of creating value for our investors.

Our revenue model remains highly predictable, scalable and resilient. All our business has shown healthy growth with Martech leading the way.

Top Line growth and having a high gross margin business, have resulted in margin expansion both at EBIDTA and PAT level in Q3FY22.





Strong Demand and Stable Existing Revenue Improving Growth and Margins

Q3FY22 ↑ 57% YoY
9MFY22 ↑ 44% YoY

REVENUE GROWTH

9MFY22
Adj. EBIDTA 9.7%
Adj. PAT 5.4%

STRONG MARGIN

Q3 FY22 ↑ 215% YoY
9MFY22 ↑ 131% YoY
LTV to CAC 11.3

NEW CONTRACT WINS

9MFY22
Subscription Revenue 75%
Recurring Revenue 98%

9MFY22
Net Worth : INR 6,269 M
Net Cash & Equivalents: INR 4,200 M
Debt Free

PREDICTABLE SCALABLE & SUSTAINABLE REVENUE

STRONG BALANCESHEET

9MFY22
Gross Revenue Retention 92%
Net Revenue Retention 120%

RateGain®

9MFY22
INR 6.91M ↑ 17%

IMPROVING REVENUE PER EMPLOYEE

RESILIENT REVENUE



➤ Travel and Hospitality Well Positioned For Sustained Growth In FY23

Revenge Travel to Drive Fast Growth

26%

Projected CAGR for Travel industry By CY25 ⁽¹⁾

Fully Vaccinated Adult Population

70%

World's leading tourism markets have very high fully vaccinated populations ⁽²⁾

Reduced Impact of COVID19

4x

Reduction in impact on travel as compared to the First wave in June 2020 ⁽³⁾

High Leisure Demand

82%

Majority of travel is comprised of Leisure demand ⁽⁴⁾



Source

1,4: Phocuswright Industry Report; 2: Our World in Data Vaccination numbers for U.S, Spain, China, France, UK, Germany; 3: TSA, Our World in Data, Skift Research

Well-balanced Portfolio Witnessing Healthy Growth Across All Product Lines

Martech

Revenue Cont. 34%

(FY21 14%)

- 136 New Clients added
- New Sales Higher than FY20
- 65% Increase in Properties
- 99.9% Recurring Revenue
- Launched Five new offerings, including Social ecommerce and Programmatic Media



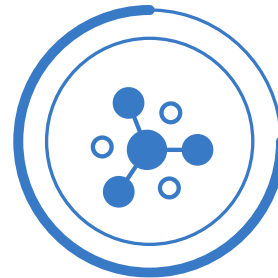
DaaS

Revenue Cont. 36%

(FY21 37%)

- 67 New clients added 97.9% Recurring Revenue
- 160% Growth in BI subscriptions
- 161% Growth in AirGain Revenue
- OTA processing 120% Pre-Covid Volumes

RateGain



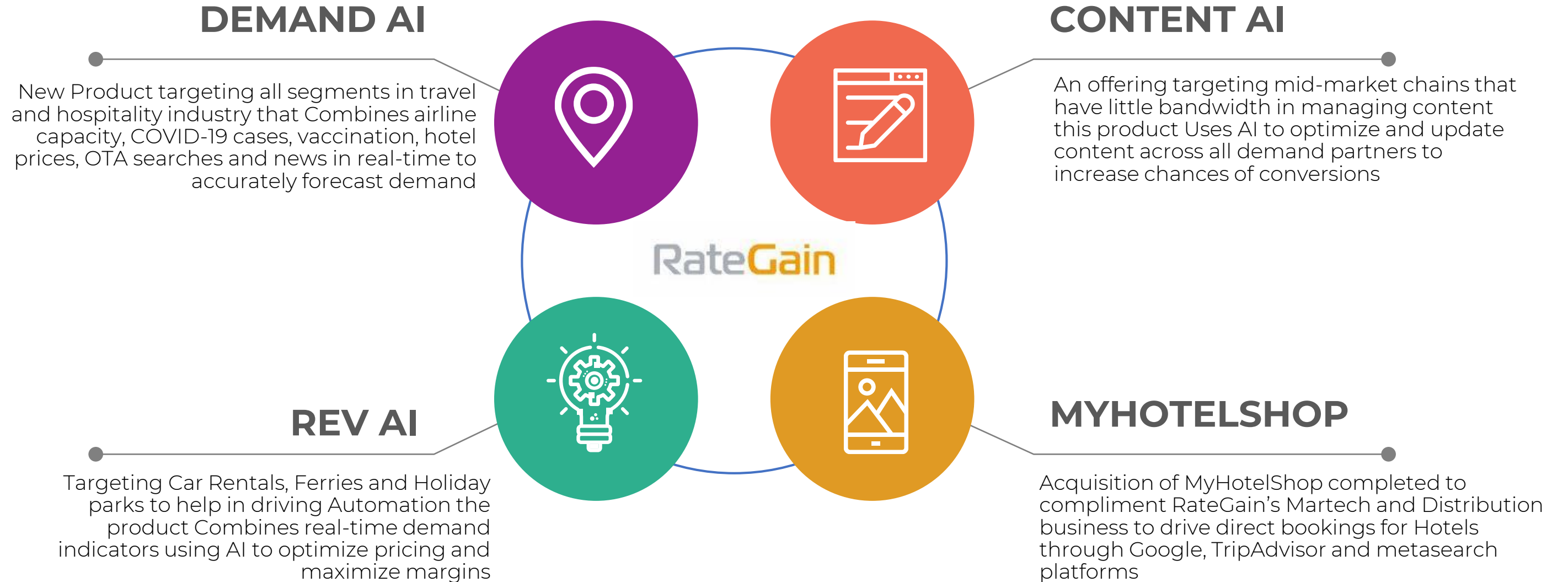
Distribution

Revenue Cont. 30%

(FY21 48%)

- 81 New clients added
- 97.9% Recurring Revenue
- Pairing between one large APAC OTA & Global Hotel Chain
- 10% Volume reduction due to Omicron

>> New Products and Acquisitions to Address Post-COVID Use cases





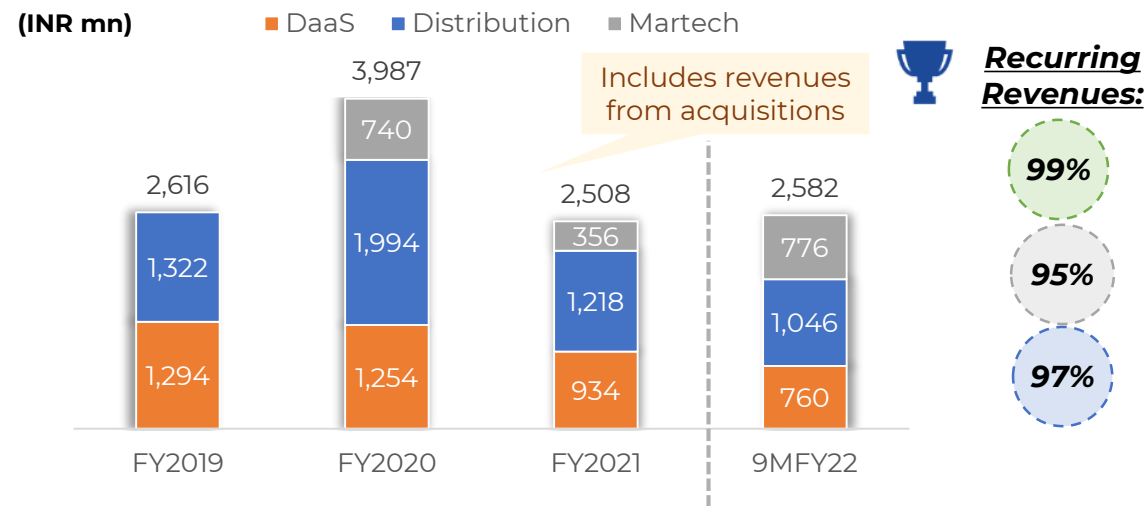
Detailed Financials



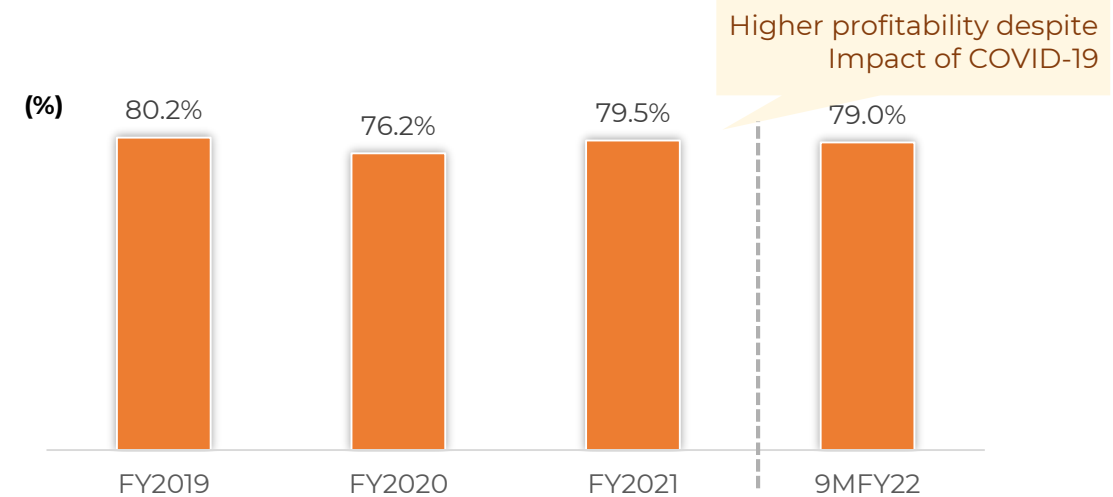
Strong Financials and Profitability Metrics

- Strong profitability metrics supported by positive cash generated from operating activities
- Ability to drive revenue through multiple products by cross-selling to existing marquee customers

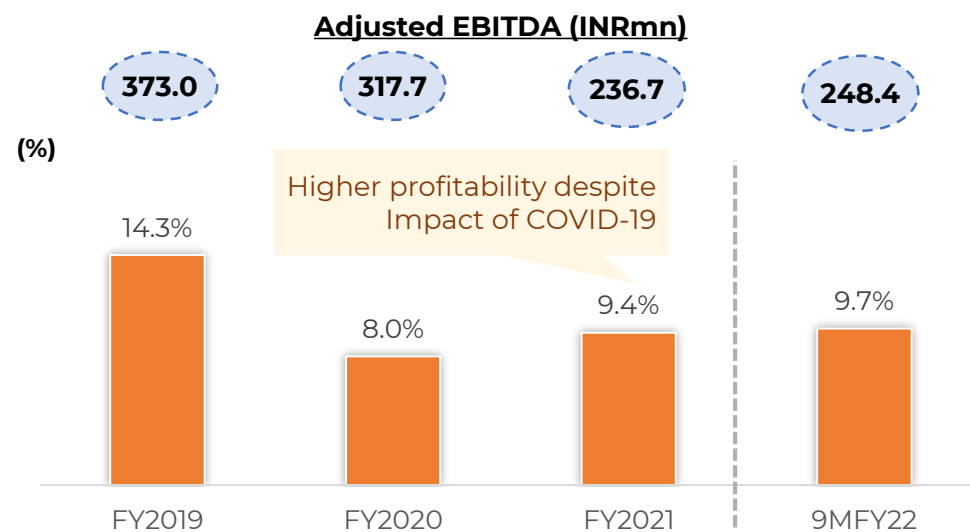
Revenue From Contracts with Customers



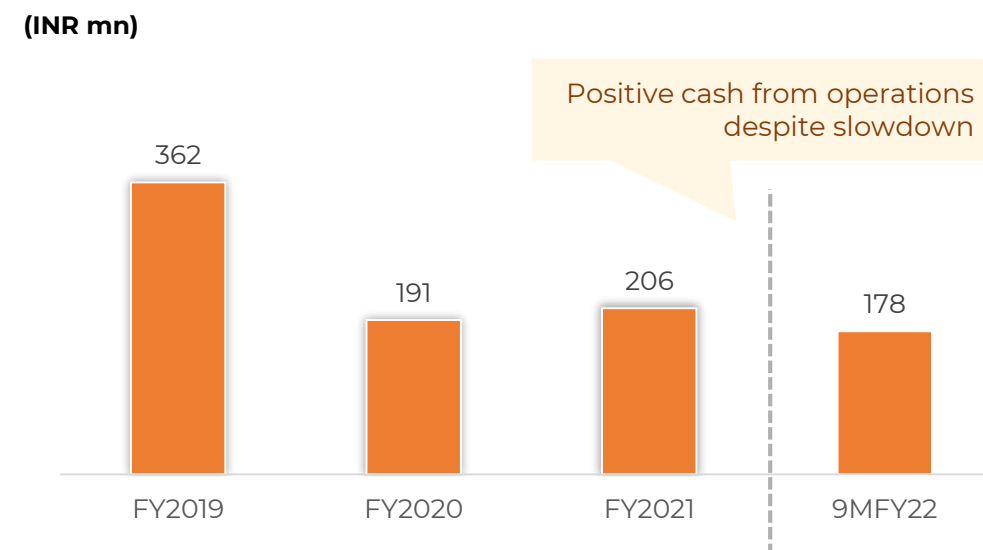
Gross Margins



Adjusted EBITDA Margins¹



Cash Generated from Operating activities

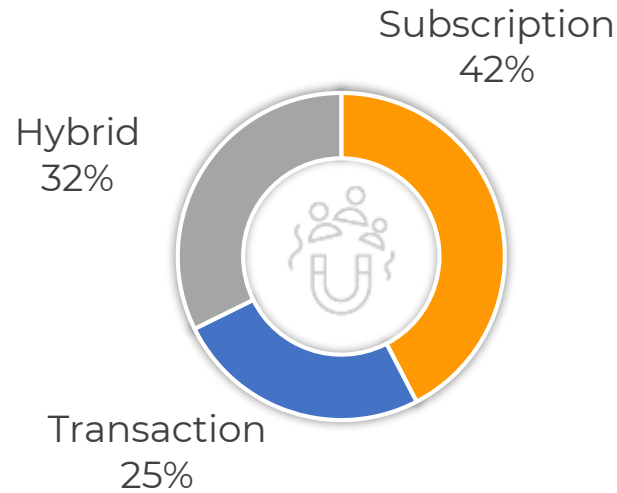


Source: Company Information. Notes: 1. Adj. EBITDA is calculated as the sum of profit, tax expenses, depreciation and amortisation expense, finance costs, stock option expenses, impairment of goodwill and foreign exchange fluctuations.

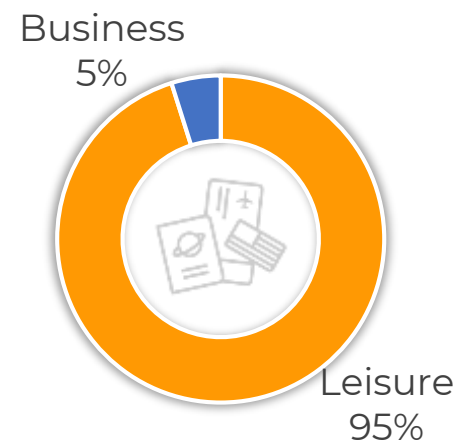
Diversified and Recurring Revenue Streams

- Diversified revenues across offerings, geographies and customers
- High recurring revenues with subscription business forming a large part of customer engagement

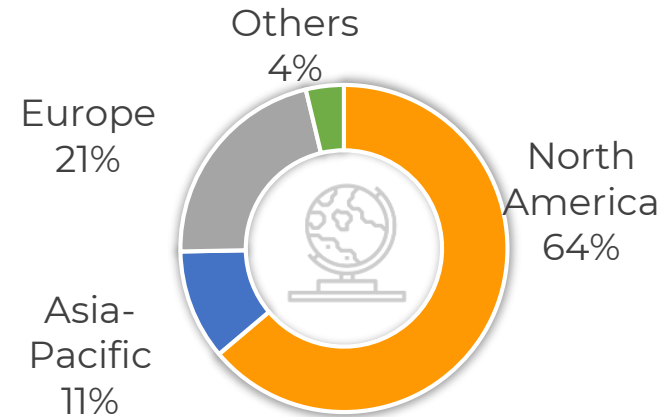
Revenue by Engagement¹



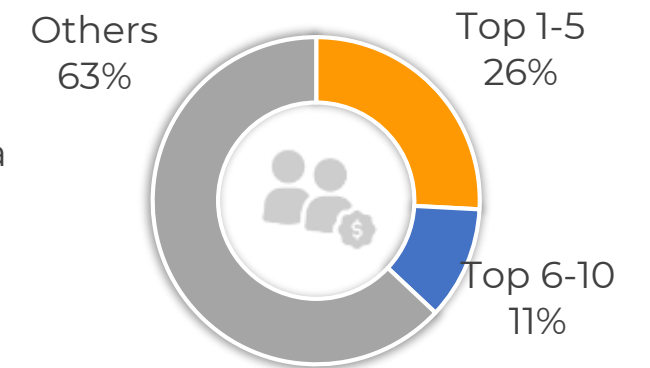
Revenue by Travel Type¹



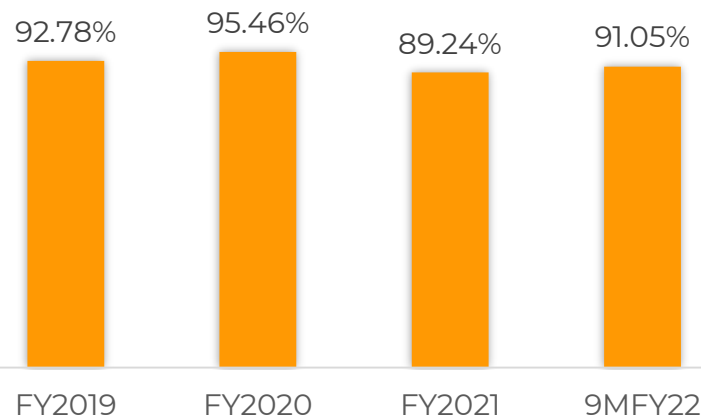
Revenue by Geography¹



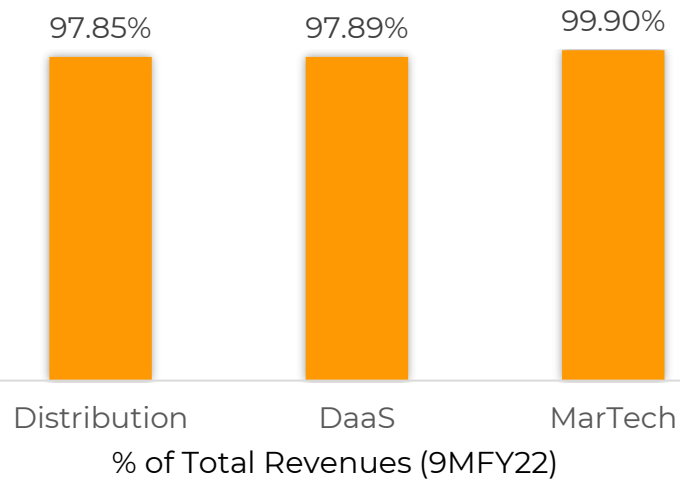
Revenue by Customers¹



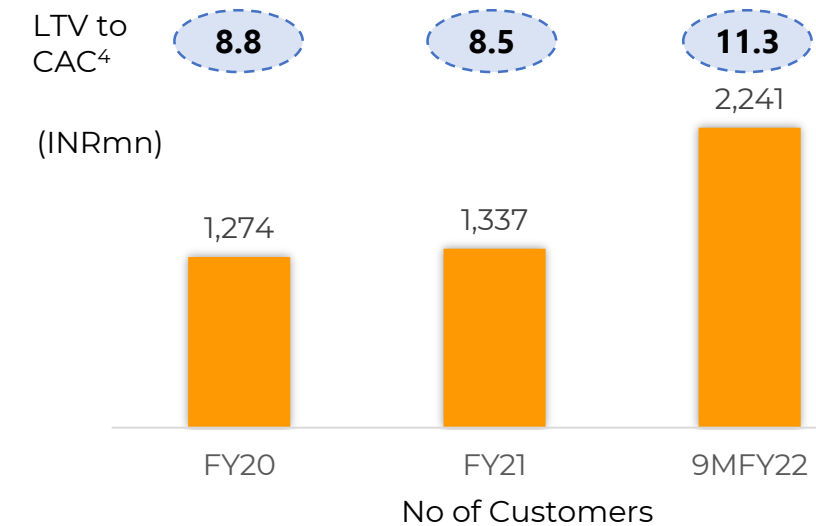
Gross Revenue Retention²



Recurring Revenues³



Client Count & LTV to CAC



Note: Numbers have been rounded to nearest whole percentages or two decimal place.. 1. 9MFY22 Revenue from contracts with customers. 2. GRR denotes percentage of renewed revenue as compared to previous Fiscal. 3. Recurring revenues refer to revenues which are contractually recurring and not one-off. 4. CAC is computed as new sales divided by number of customers acquired.



Consolidated Profit and Loss

(INR mn)	Q3FY22	Q3FY21	YoY	Q2FY22	QoQ	9MFY22	9MFY21	YoY
Revenue	990.1	629.1	57.4%	847.6	16.8%	2,587.1	1,791.6	44.4%
Employee Expenses	507.8	436.7	16.3%	460.2	10.3%	1,436.8	1,084.5	32.5%
Other Expenses	389.7	228.5	70.5%	347.7	12.1%	998.4	656.0	52.2%
EBIDTA	92.6	-36.1		39.8	132.7%	151.9	51.2	197.0%
Add:								
ESOPs expenses	13.6	23.9	-42.9%	8.1	68.6%	98.7	95.6	3.2%
Adj. EBIDTA¹	106.3	-12.2		47.9	121.9%	250.6	146.8	70.8%
Adj. EBIDTA %	10.7%	-1.9%		5.7%		9.7%	8.2%	18.2%
Depreciation	17.6	30.8	-42.8%	14.3	23.1%	46.8	96.9	-51.7%
Amortization on Acquisition cost	61.9	54.3	14.0%	55.9	10.9%	172.1	176.6	-2.5%
Finance Costs	16.8	17.8	-5.7%	13.6	23.6%	43.3	58.6	-26.2%
Exceptional expenses	9.1	-		-		9.1	-	
Other Income	16.9	25.8	-34.5%	30.1	-43.9%	104.1	64.2	62.2%
Profit/(Loss) Before Tax	4.2	-113.2		-13.8		-15.1	-216.7	
Tax	3.3	-1.8		5.2	-35.3%	16.8	10.7	56.7%
Profit/(Loss) After Tax	0.9	-111.4		-18.9		-31.9	-227.4	
Add: Amortization on Acquisition cost	61.9	54.3	14.0%	55.9	10.9%	172.1	176.6	-2.5%
Adj. Profit/(Loss) After Tax	62.8	-57.1		36.9	70.1%	140.2	-50.8	
Adj. PAT %	6.3%	-9.1%		4.4%		5.4%	-2.8%	

Note: 1. Adj. EBIDTA is calculated as the sum of profit, tax expenses, depreciation and amortisation expense, finance costs, stock option expenses, impairment of goodwill and foreign exchange fluctuations.



Consolidated Balance Sheet

ASSETS (INR mn)	Dec-21	Mar-21
Non-Current Assets	2,530.5	1,725.0
Property, plant and equipment	56.8	79.0
Goodwill	677.3	368.6
Other intangible assets	1,339.2	1,185.6
Right to use assets	180.4	45.6
Financial Assets		
i. Investments	212.1	-
ii. Other financial assets incl. Loans	11.6	7.8
Deferred tax assets (net)	38.6	29.9
Non Current Tax Assets	12.4	7.9
Other non-current assets	1.7	0.5
Current assets	6,252.6	2,673.0
Financial assets		
i. Investments	1,137.1	1,290.2
ii. Trade receivables	783.4	669.1
iii. Cash and cash equivalents	2,124.1	537.6
iv. Bank balances other than (iii) above	1,841.3	35.8
Other financial assets incl. Loans	90.7	28.3
Other current assets	276.0	112.0
Total assets	8,783.1	4,398.0

EQUITY AND LIABILITIES (INR mn)	Dec-21	Mar-21
Equity and Liabilities	6,269.4	2,449.2
Equity share capital	106.8	8.0
Equity attributable to owners of the Company	6,162.7	2,441.2
Non-current liabilities	413.1	1,039.9
Financial liabilities		
i. Borrowings	1.7	980.7
ii. Other Financial Liabilities	125.1	-
Lease Liabilities	152.2	26.2
Deferred tax liabilities (net)	95.2	0.0
Provisions	38.9	32.9
Current liabilities	2,100.5	908.9
Financial liabilities		
i. Borrowings	-	-
ii. Trade payables	230.1	243.0
iii. Other financial liabilities	1,366.4	242.5
Lease liabilities	31.5	27.1
Current tax liabilities (net)	78.4	24.4
Provisions	11.8	2.1
Other current liabilities	382.3	369.8
Total equity and liabilities	8,783.1	4,398.0



Use of Funds



Sr. No.	Particulars	Amount (INR mn)	Status
1	Repayment of Debt availed by RateGain UK to Silicon Valley Bank	852.61	Repaid in 1 st Week of Jan 22
2	Payment of Deferred Consideration – DHISCO	252.00	Will be repaid in Q4
3	Strategic Investments, Acquisitions and Inorganic Growth	800.00	Not Yet Utilized
4	Investment in Technological Innovation, AI and other Organic growth initiatives	500.00	Not Yet Utilized
5	Purchase of certain Capital Equipment for the Data Center	407.73	Not Yet Utilized
6	General Corporate Purposes	937.66	Not Yet Utilized



Company Overview

“

RateGain's high-quality data and extraordinary team support helped us resolve issues and added to the best-in-class experience.

”



RateGain®

RateGain is well positioned to Help the Industry Embrace this Change

India's Largest SaaS company in the hospitality and travel industry helping the industry to Improve Guest Acquisition with the Power of AI

Leading platform to maximize revenue for the hospitality industry



8 Global Fortune500 Cos



23 Of Top 30 Hotel Chains



25 Of Top 30 OTAs



All Leading Car Rentals



Large Cruise Lines

Interoperable products to unlock new revenue across the travel value chain



Martech

BCV | MHS



Distribution

RezGain | DHISCO | Content.AI



DaaS

Parity + | Optima
CarGain | AirGain
Rev.AI | Demand.AI

Uniquely positioned to capture a **Large TAM**



US\$1.4tn

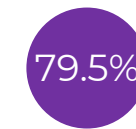
Global Travel Bookings (CY24E)



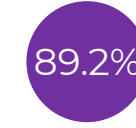
US\$11.5bn

TAM (CY25E)

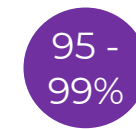
Strong Financial metrics with a proven acquisition playbook



Gross Margins (FY21)



GRR¹ (FY21)



Recurring Rev.² (FY21)

Clearly demarcated **Growth Levers** for future growth

Innovation Centric-Product Development

Dedicated MarTech Roadmap for Travel

M&A and strategic investments

Source: Company information, Phocuswright report.

Note: FY: financial year ending March 31. Numbers have been rounded to nearest one decimal place. GRR – Gross Revenue. Retention .1. GRR denotes percentage of renewed revenue as compared to previous Fiscal. 2. Recurring Revenue - DaaS (97%), Distribution (95%), Martech (99%). Recurring revenues refer revenues which are contractually recurring and not one-off.

Awards



2 Years
in a Row

RateGain®

MOST INNOVATIVE COMPANY



Hotel Tech Awards



Continuous Innovation in HR Strategy 2020



Runner Up in Building Healing Solutions for Asia



The Most Innovative Startup of 2020



Learning Strategy of the Year Award 2019



Deloitte Fast50- 5 times Winner

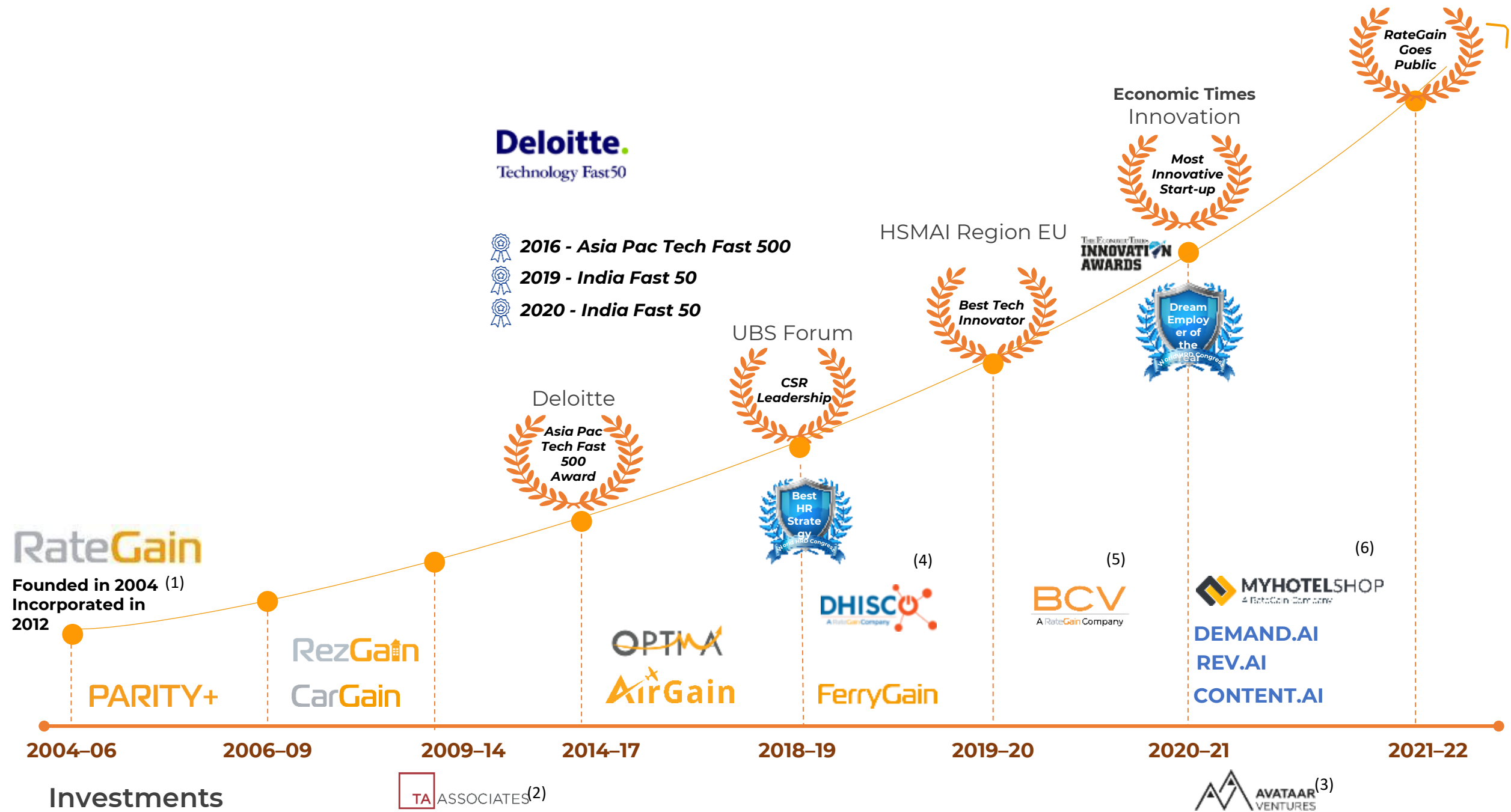
Over 2200 Customers Trust RateGain to Unlock New Revenue Everyday

RateGain provides an end-to-end platform that optimizes the travel acquisition journey to help customers unlock new revenue opportunities everyday

OTAs 25 out of 30	Airlines Fastest Growing	Hotel Chains Top 23 out of 30	Package Provider Largest in the US	Car Rentals Top 7 out of 10	Cruise Lines Largest in the world	TMCs Largest in the world

Our innovation DNA has helped us solve new use cases powered by AI



















An inter-connected suite of AI-powered products to solve critical industry challenges



Note: 1. Acquired the business of providing web-based solution to hospitality and travel sector of RateGain IT Solutions Private Limited, which was founded in 2004. Subsequently, the name of our Company was changed to 'RateGain Travel Technologies Private Limited. 2. In 2014, TA Associates (Wagner) invested through subscription of 84,516 Series A CCCPS and purchase of 105,645 equity shares of face value of INR 10 by way of a Series A SSPA. 3. In 2020, Avataar invested in RateGain through subscription of total 63,808 Series B CCCPS of our Company in two tranches via Series B SSA. 4. Acquired the assets of DHISCO Electronic Distribution, Inc. and DHISCO, Inc., by entering into an Asset Purchase Agreement dated July 14, 2018. 5. RateGain US, entered into an Agreement and Plan of Merger dated June 11, 2019 and indirectly acquired BCV Social LLC and its MarTech business.

How We are Enabling Our Global Clients to Unlock New Revenue

Business Units Aligned to our vision of Acquisition Retention and Expansion

	 Martech	 Distribution	 DaaS
Overview	<ul style="list-style-type: none"> Single source provider of social media management 24x7 real-time monitoring and engagement AI to personalize guest experience 	<ul style="list-style-type: none"> Seamless connectivity between accommodation providers and their demand partners Communicate the availability, rates, inventory and content 	<ul style="list-style-type: none"> Provide data and information to suppliers and demand providers Deliver insights including competitive intelligence and parity intelligence
Products	 	 	    
Revenue Model	<ul style="list-style-type: none"> Subscription model 	<ul style="list-style-type: none"> RezGain - Subscription model² DHISCO - Transaction model³ 	<ul style="list-style-type: none"> Subscription model Hybrid model⁴
Rev. mix % (For 9MFY22)	34%	30%	36%
Hotels 	✓	✓	✓
OTAs 	 Growth Opportunity	✓	✓
Airlines 		✗	✓
Car Rentals 		✗	✓
Others¹ 		✓	✓

Source: Company information, Phocuswright report. Note: Numbers have been rounded to nearest one decimal place. 1. Others for Distribution includes GDS and Corporate travel agents, and DaaS includes vacation rentals, package providers, tour operators and cruise lines. 2. Subscription model - where customers pay a subscription fee to access the product. 3. Transaction Model - company generates revenues from bookings. 4. Hybrid Model - charges a minimum subscription fee and a pay-per-use model for accessing additional data.

Product Lines

“

The user experience and service response on product differentiates RateGain from everyone else ”



RateGain®

Helping Hotels Engage the Tech-Savvy Traveller through Social Media

Improving Acquisition and Retention through Proprietary Tech Enabled platform that delivers ROI



Social Media plays an important role in travel decisions

Problems

Inability to drive customer delight to increase retention

Inability to target and engage travelers to drive acquisition



Customer Information

Client & Hotel Competitor's Information

International Hotel Contacts & Information



 TARGETED CONTENT MARKETING

 INFLUENCER TRACKING

 24X7 MONITORING

 PERSONALIZED EXPERIENCES

 ANALYTICS & REPORTING



RateGain Advantage

#1 Social Media Management provider by Hotel Tech Report

✓ Deliver Actionable Insights for Social ROI

✓ Proprietary Tech combined with SME team

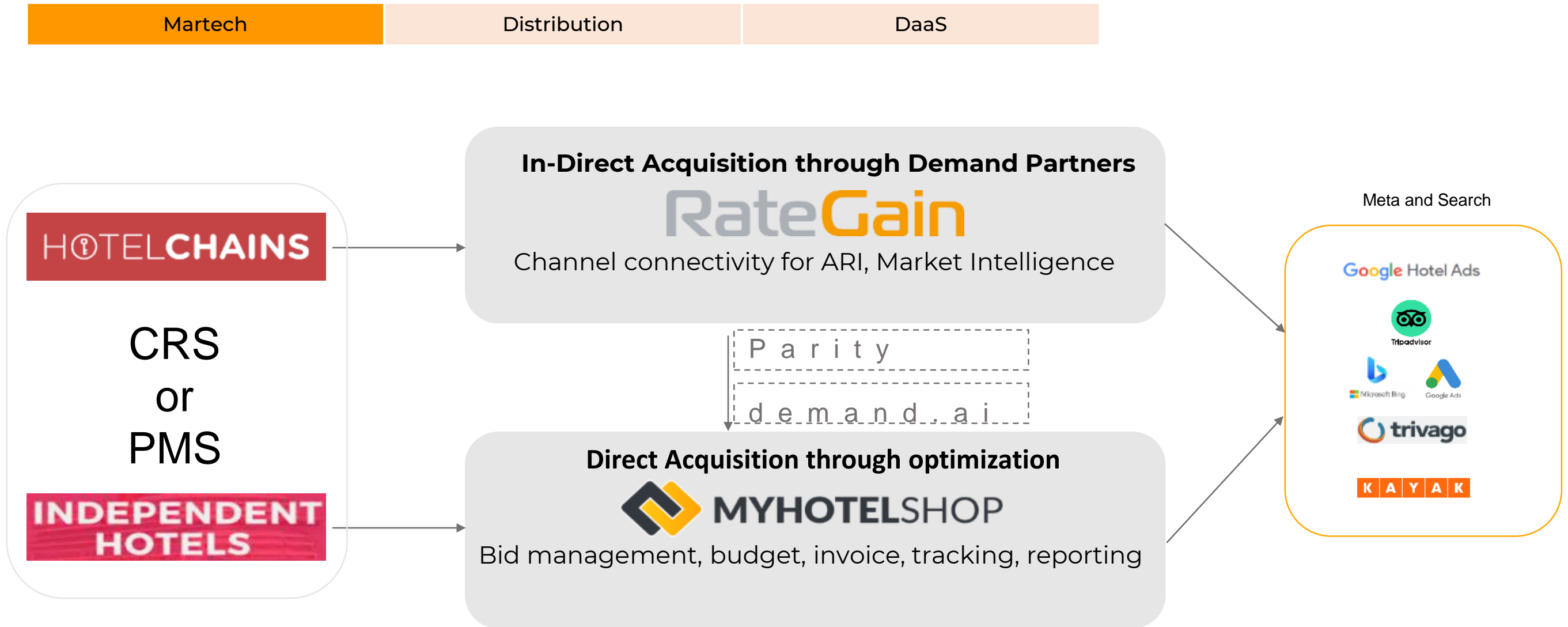
✓ 24x7 Real-time Monitoring and engagement

✓ Growth Opportunity in adjacent verticals



Powering Hotels Unlock Direct Revenue

Improving Acquisition and Retention from Meta and Demand partners

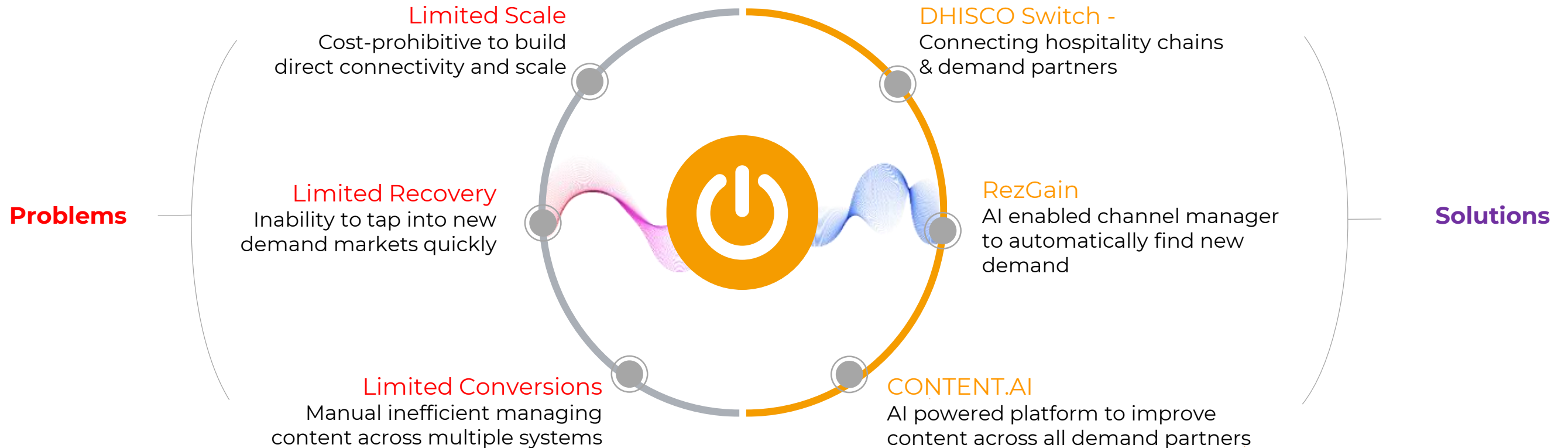


Hotels need to control – pricing (RM), placement (distribution) and promotion (Ads) through a unified provider



Helping Hotels and OTAs solve for recovery with our connectivity solutions

Solve for Scale, Agility and showing the best content to convert the tech-savvy traveler anywhere



RateGain Advantage

Amongst the largest processors of electronic hotel transactions

RezGain

- ✓ CRS level connectivity
- ✓ AI based mapping
- ✓ Auto-addition of channels



- ✓ Mission critical connectivity
- ✓ Smart cache technology
- ✓ Change hint notifications

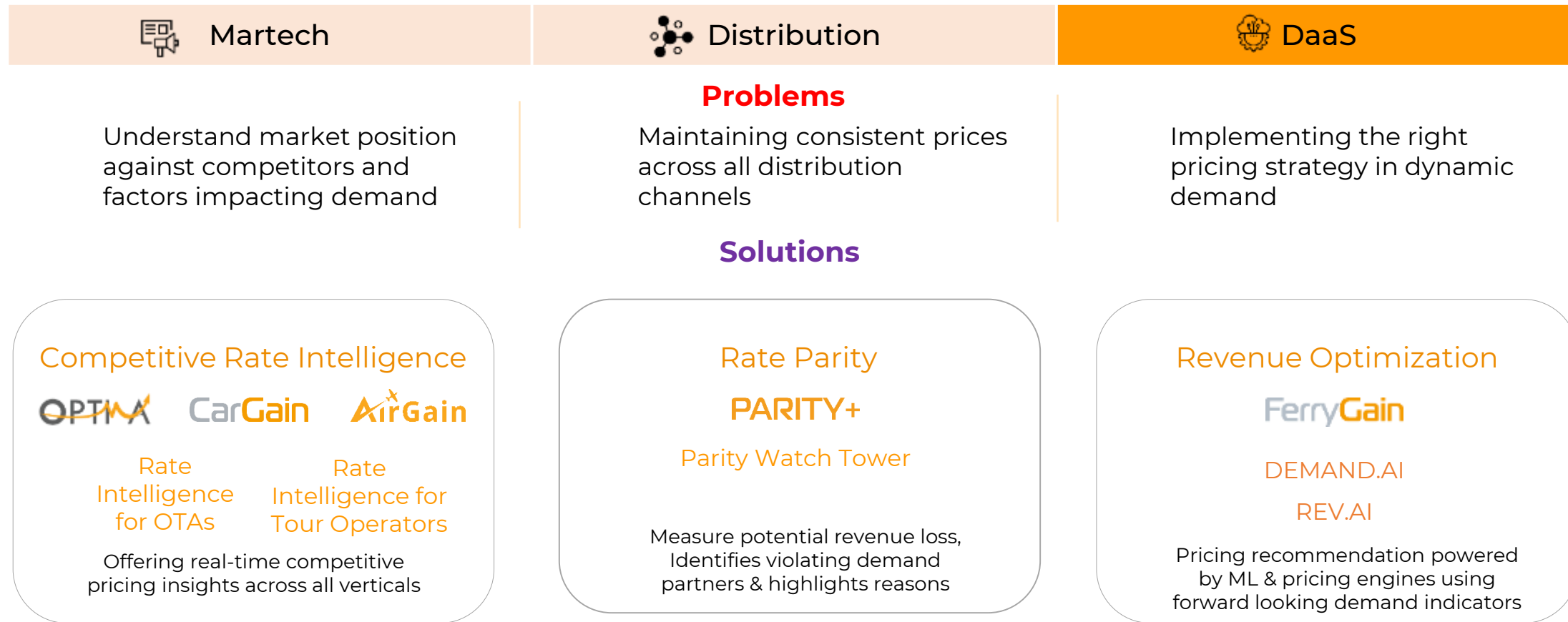
CONTENT.AI

- ✓ Auto-Augmentation
- ✓ Auto-fix Content Gaps
- ✓ Distribution to Demand Partners

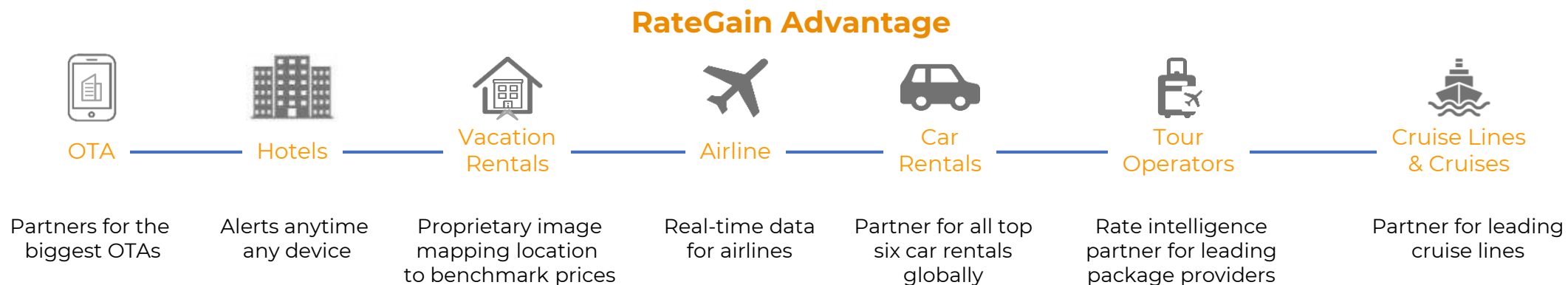


Real-time Actionable Insights that help in driving expansion

Our BI-layer powered by Data Lake plays a critical role in building new inter-operable products



Amongst the largest processors of data points in the travel industry



Source: Phocuswright report.
Note: BI – Business Intelligence.

Solving Challenges of Tomorrow, To Drive Recovery Today with AI

AI-first industry leading products to introduce new product lines using access to enterprise clients

Problems

Inability to accurately gauge demand disruptions



Demand AI

AI-powered demand index based on leading indicators

Unable to monetize demand surges



Rev.AI

AI-powered revenue management solutions platform

Inefficient operations hampering conversions

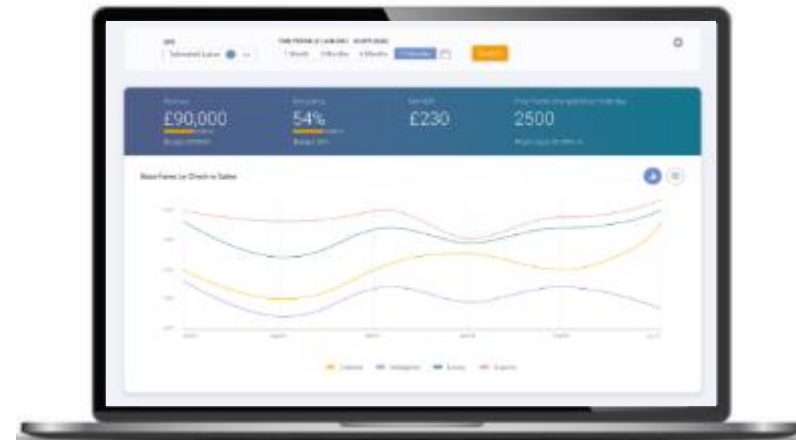


Content AI

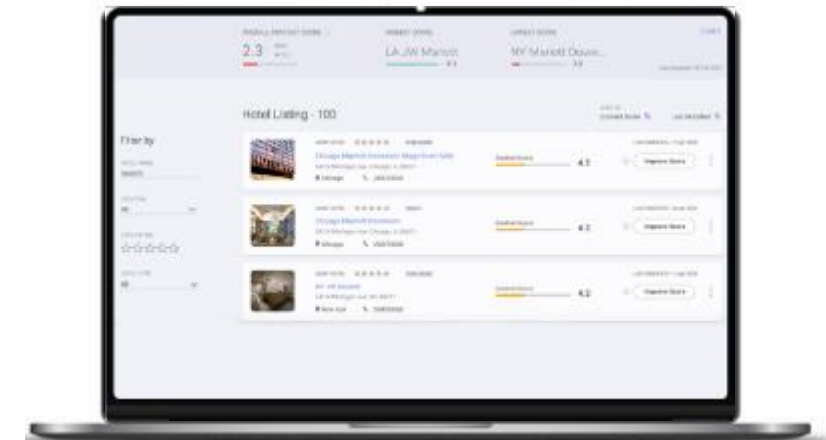
AI-powered content distribution tool, tracks KPIs for hotels



Combines airline capacity, COVID-19 cases, vaccination, hotel prices, OTA searches and news in real-time to accurately forecast demand



Combines real-time demand indicators using AI to optimize pricing and maximize margins



Uses AI to optimize and update content across all demand partners to increase chances of conversions





Long-Standing Relationships

“

We want to distribute our hotels correctly and efficiently, and without RateGain we would not only have a hard time, it would be impossible. ”

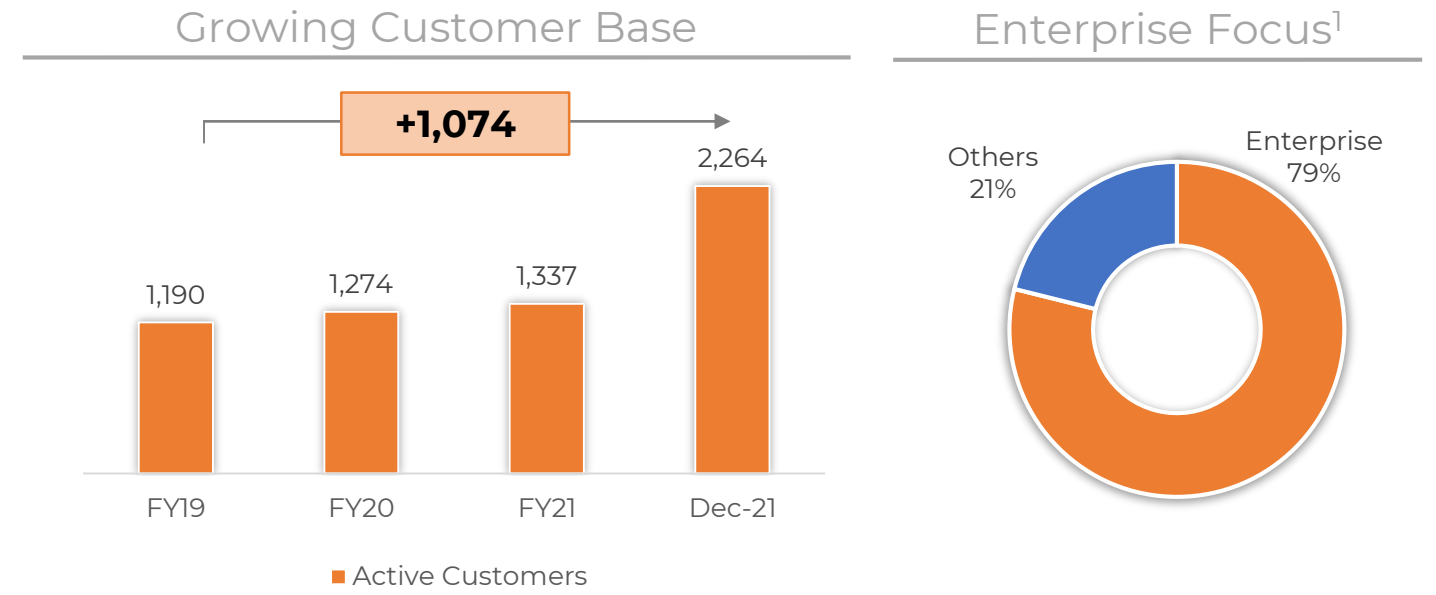
ARCHIPELAGO
INTERNATIONAL
HOTELS, RESORTS & RESIDENCES

RateGain®


Long Term Relationship with Marquee Customers

Marquee customer base having relationships of over 5 years with 415 + customers

Long-standing Relationship with Marquee Customers



Broad range of offerings enabling cross-sell

	Year	Properties	Product
 Leading Global Hotel Chain	2016	38	Distribution
	2020	66	Distribution + Optima + Parity

Source: Company Information, Phocuswright report. As of June 30, 2021.
 Note: 1. customers that generated revenues of over ₹ 4.00 million in any Fiscal

Industry Deep Dive

“

The RateGain team adds expertise and professionalism that make them easy to do business with.

”

DER
Touristik

RateGain®

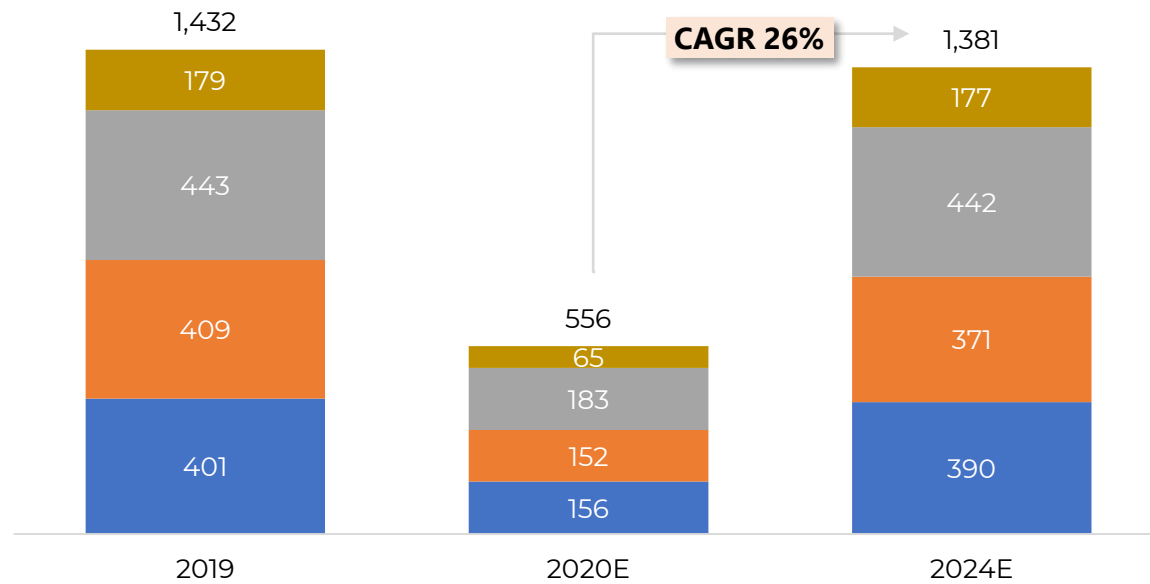
Travel is Recovering Fast and Strong

Positive Global Outlook & Increasing Vaccinations globally helping industry grow by 26% in the next 5 years

Global Travel Bookings to reach US\$1.4tn

(US\$bn)

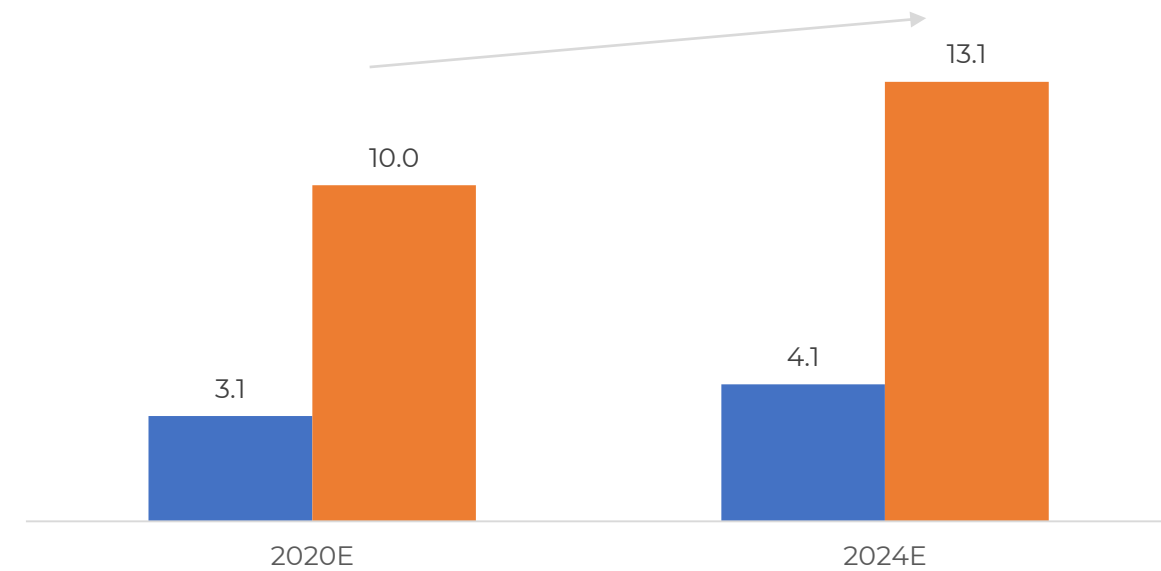
■ US ■ Europe ■ APAC ■ Other¹



Travel Contribution to GDP to reach c.US\$13.1tn²

(US\$tn)

■ Direct contribution ■ Total contribution



Key Macro Demand Drivers

Positive global economic outlook

6%
GDP Growth (2021E)

Increasing rates of vaccinations

50%
Global vaccinations³

Tech-savvy traveller⁴

70-99%
Smartphone usage to shop⁴

Leisure travel demand

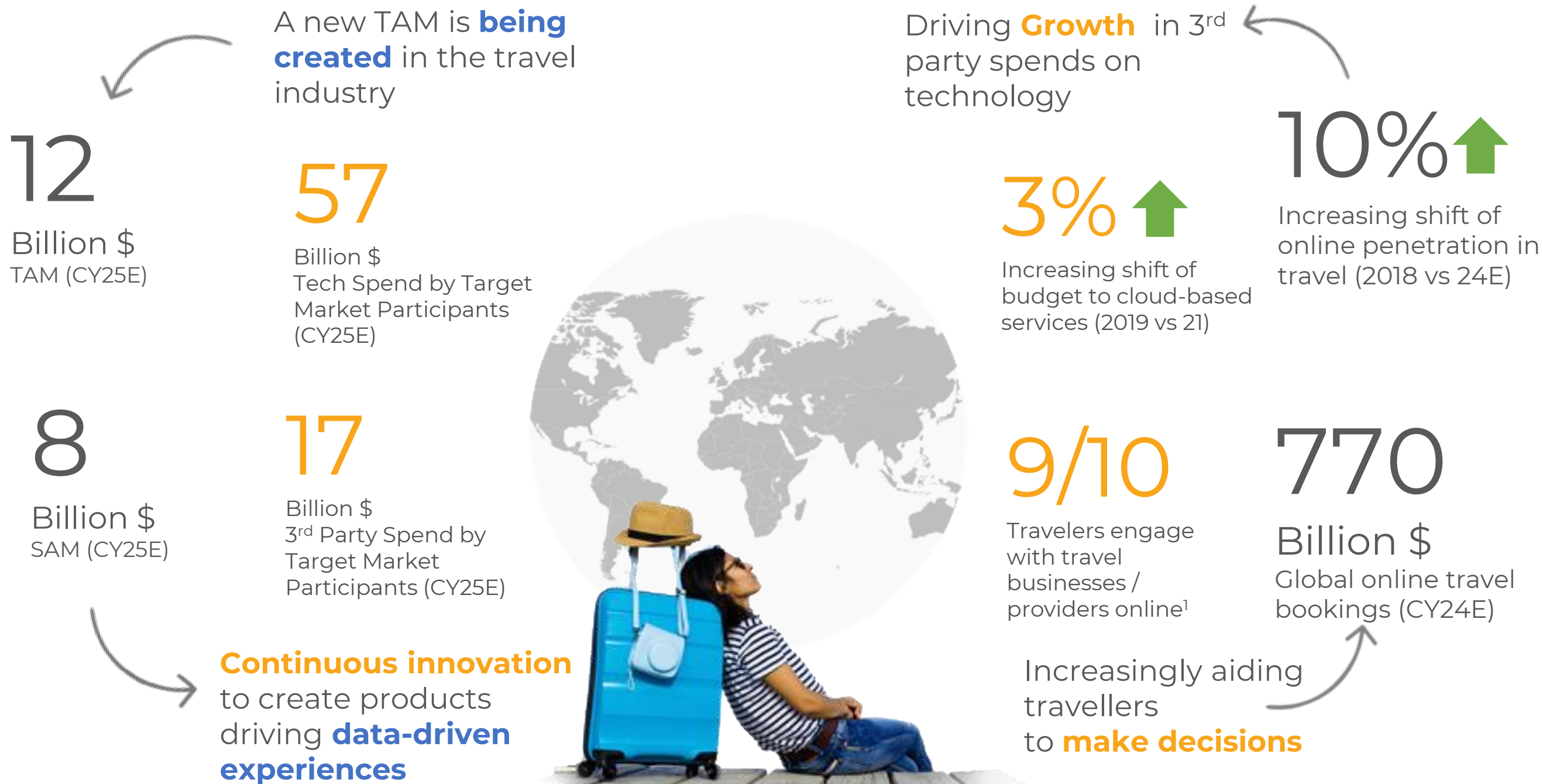
82%
Leisure travel⁵



Source: Phocuswright report, WTTC, Statista. Notes: 1. Others includes North America includes Canada and Mexico, excludes U.S. Europe includes Greece, Poland, Russia, Ukraine, Bulgaria, Hungary, Romania, Czech Republic, Baltic Region, France, Germany, Italy, Scandinavia, Spain, U.K., Austria, Belgium, Denmark, Finland, Ireland, Luxembourg, the Netherlands, Portugal, Sweden, Switzerland, and Norway. APAC includes Australia, New Zealand, China, Hong Kong, Macau, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, and Thailand. Rest of World includes US, Qatar, Saudi Arabia, U.A.E., Egypt, Rest of Middle East, Argentina, Brazil, Chile, and Colombia. 2020/2021-2024 projected (varies by market). 2. Forecasts from 2020-2024 were made prior to the COVID-19 pandemic. 3. Share of people who received at least one dose of COVID-19 vaccine. 4. Travelers who shopped/booked on smartphone (Last 12 months) by country. Survey conducted in July 2019, Base: Travelers: U.S. (N = 826), U.K. (N = 820), France (N = 856), Germany (N = 863), Indonesia (N = 730), Japan (N = 804), China (N = 883) from Phocuswright's The New Global Traveller: Discovering the Impact of Technology 2019. 5. Share of Global Travel Spends.

➤ Social Media emerging as critical acquisition channel driving travel decisions

Impulse travel plans influenced by social media are making acquisition difficult with existing systems



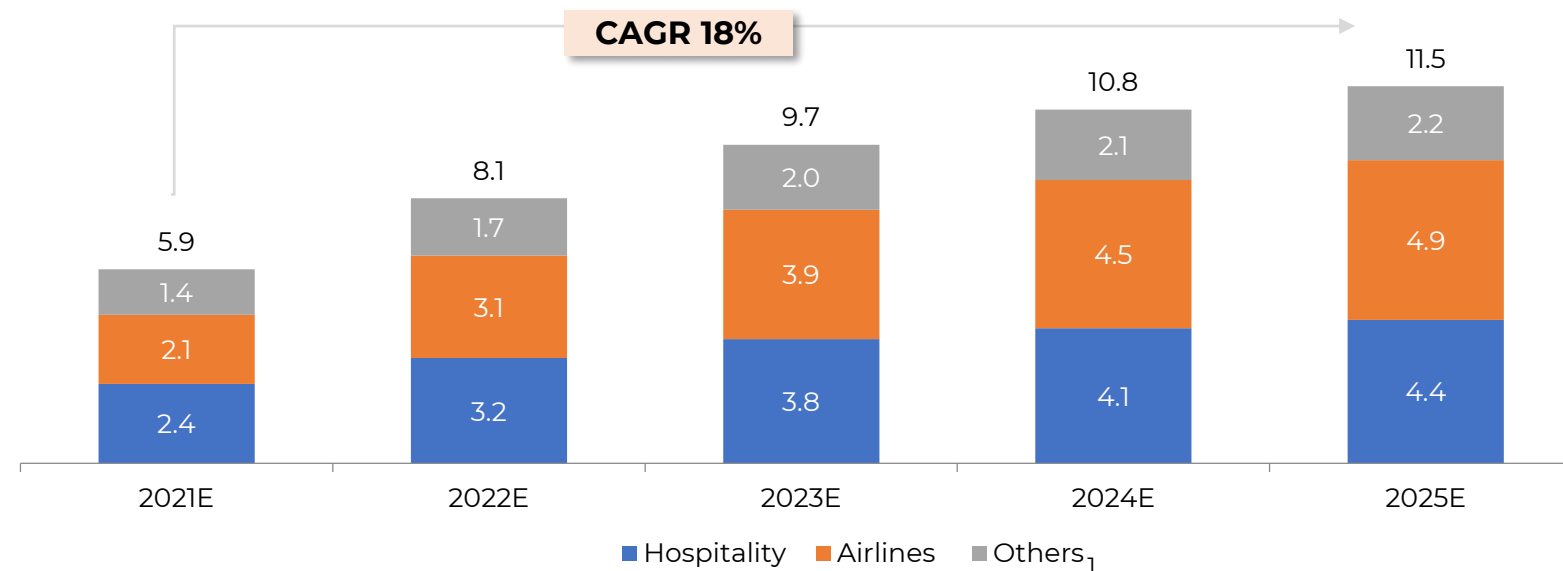
Source: Phocuswright report. Note: Numbers have been rounded to nearest whole number. ¹ Survey conducted in July 2019, Base: Travelers: U.S. (N = 826), U.K. (N = 820), France (N = 856), Germany, (N = 863), Indonesia (N = 730), Japan (N = 804), China (N = 883) from Phocuswright's The New Global Traveller: Discovering the Impact of Technology 2019.

Opportunity in the Global Travel Technology Market is Massive

US\$11.5bn (CY25E) market opportunity across the travel and hospitality value chain

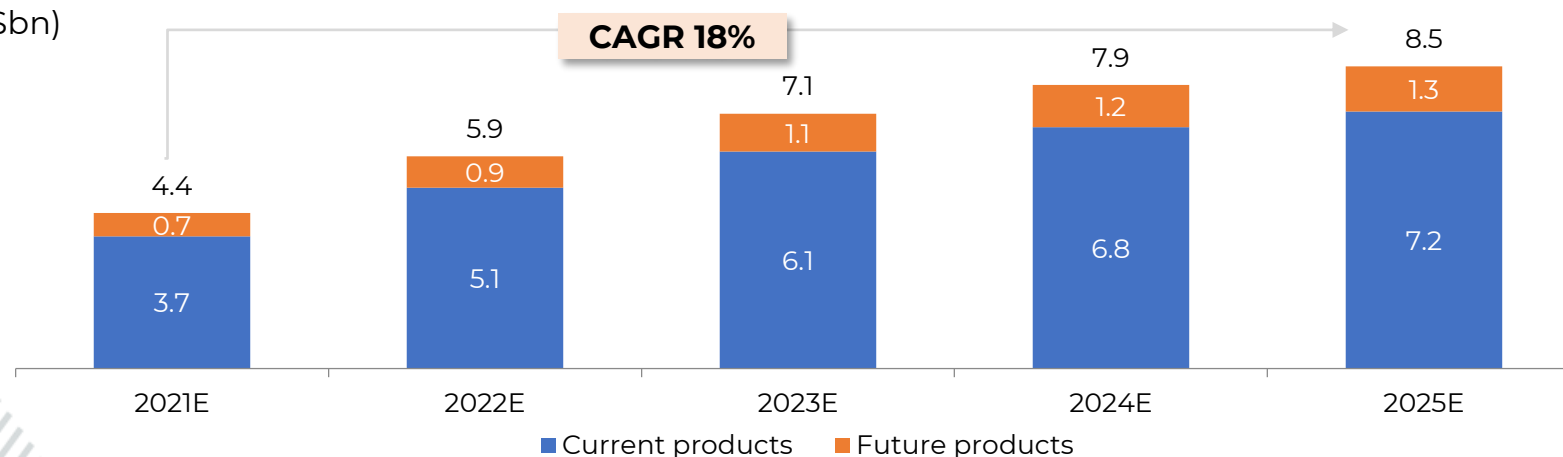
TAM for Global Technology Third Party Spend Excluding Hardware

(US\$bn)



SAM for RateGain's Products

(US\$bn)



Large and Growing Market Opportunity

- TAM for Global Tech 3rd party spend to reach c.US\$11.5bn in CY25 from c.US\$5.9bn in CY21
- Strong tailwinds driven by advances in technology and impact of COVID-19
- Benefits of uptime, availability and focus on cloud technologies
- Supply partners remain a laggard for overall digitization
- COVID-19 has led to companies focusing on cutting costs and purchase patterns becoming favourable to 3rd party apps and providers



Source: Pocuswright report.
Notes: 1. Includes OTA, Vacation rental, Car rental, Cruise and Holiday Parks.

Key Growth Strategies

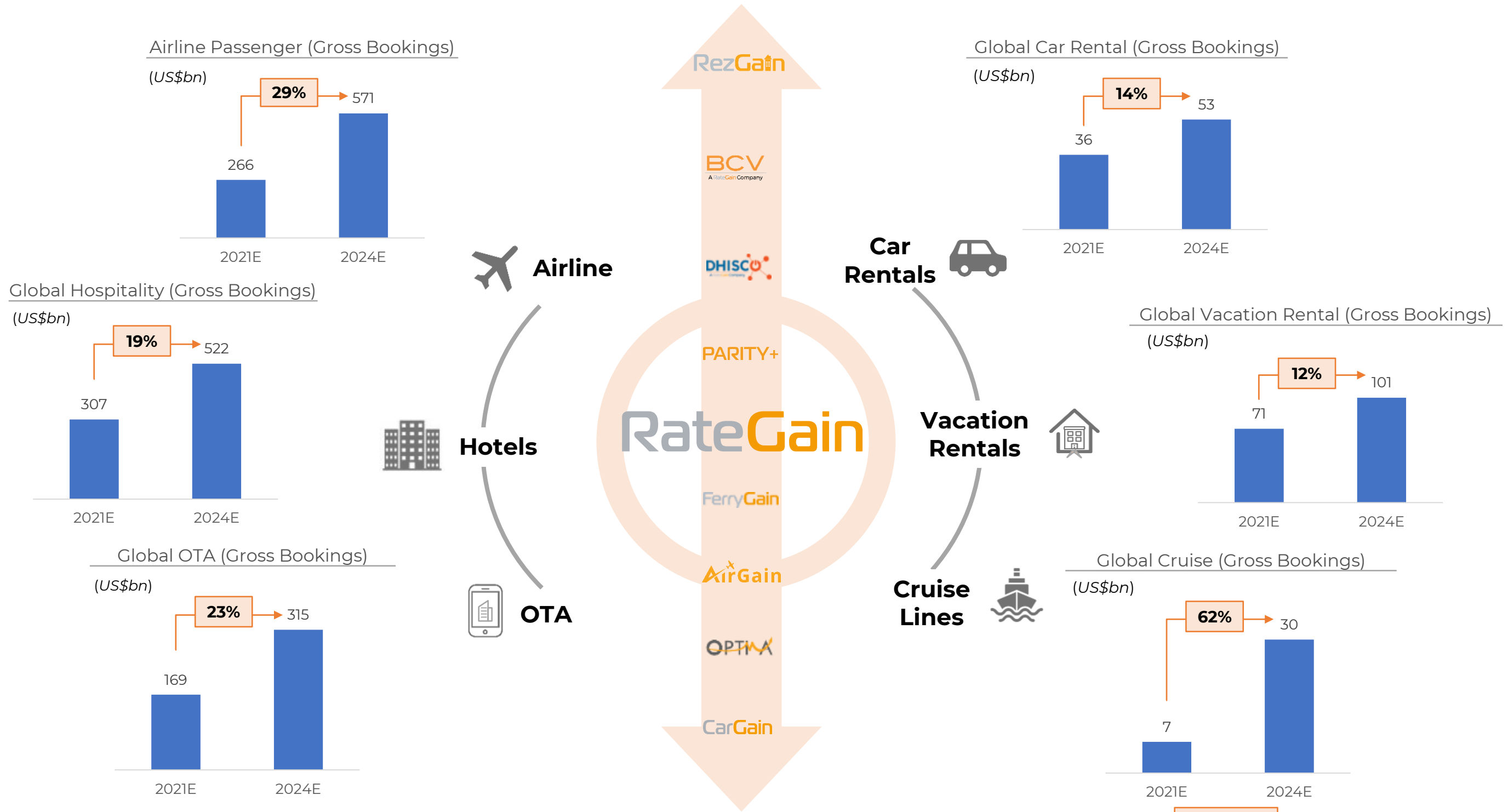
“

BCV is a true member of our team. We appreciate so much the level of service, professionalism and creativity we receive from our account team. ”



RateGain®

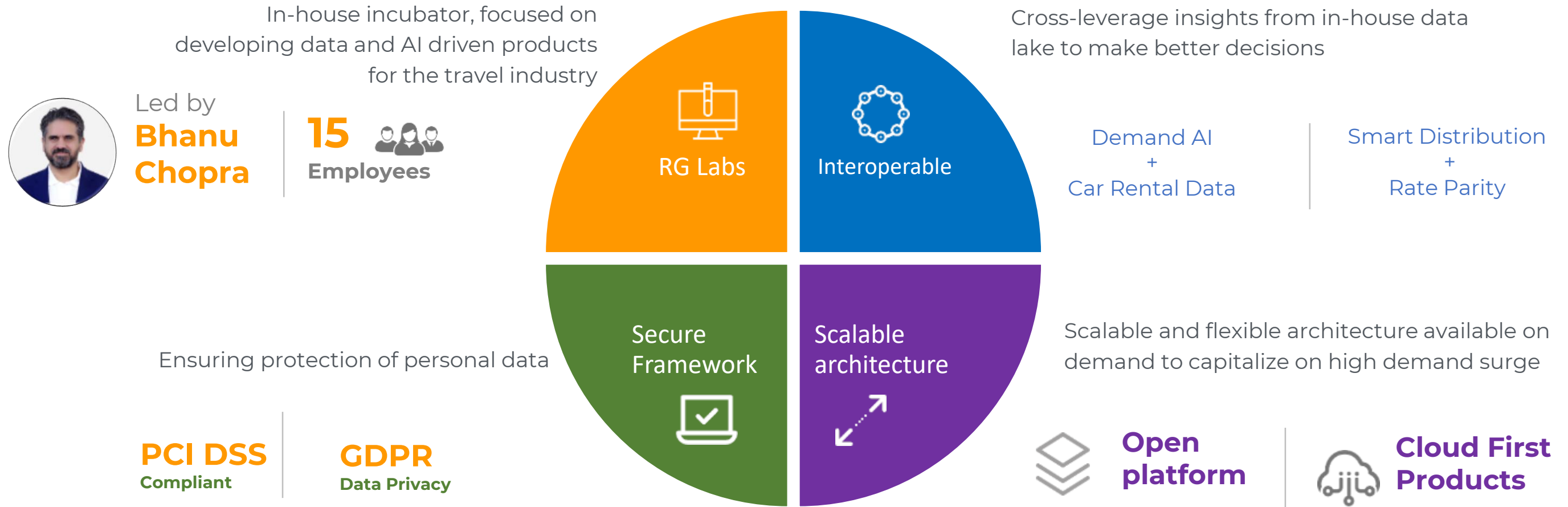
Well Placed to Capture Growth across the entire Travel Value Chain



Source: Phocuswright report.

Investing to Create Innovative AI driven SaaS Solutions

Focused on developing applications that use data science, artificial intelligence and machine learning



Solving Challenges of Tomorrow, To Drive Recovery Today with AI

AI-first industry leading products to introduce new product lines using access to enterprise clients

Problems

Inability to accurately gauge demand disruptions



Demand AI

AI-powered demand index based on leading indicators



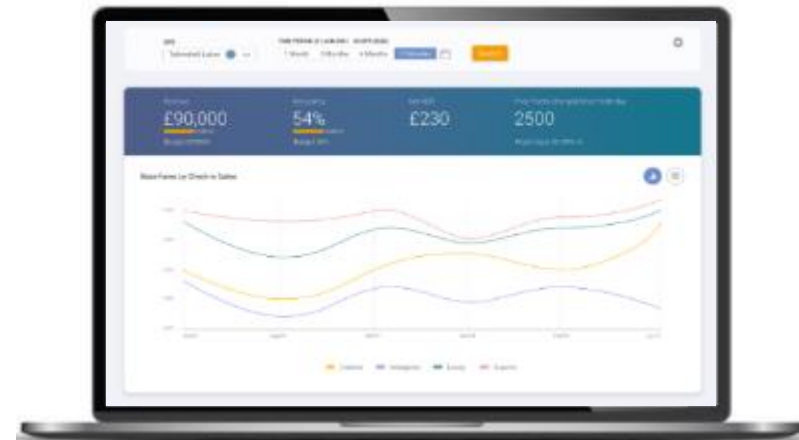
Combines airline capacity, COVID-19 cases, vaccination, hotel prices, OTA searches and news in real-time to accurately forecast demand

Unable to monetize demand surges



Rev.AI

AI-powered revenue management solutions platform



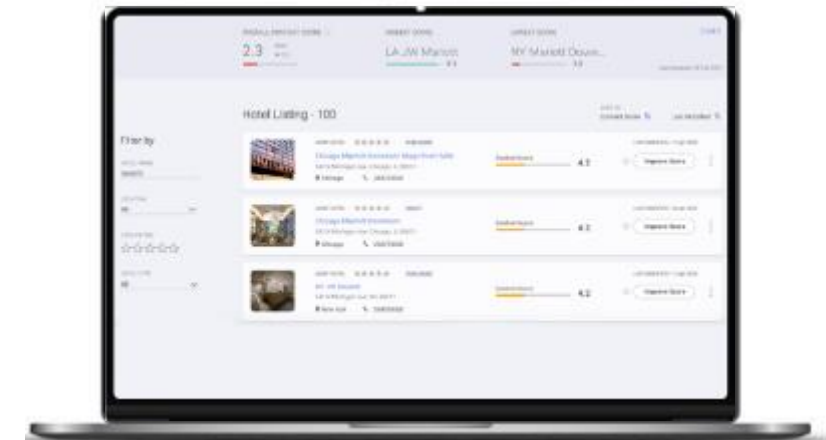
Combines real-time demand indicators using AI to optimize pricing and maximize margins

Inefficient operations hampering conversions



Content AI

AI-powered content distribution tool, tracks KPIs for hotels



Uses AI to optimize and update content across all demand partners to increase chances of conversions



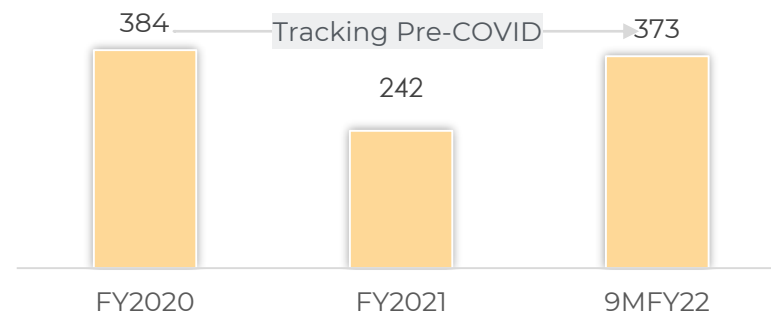
Clear Roadmap for Future Growth and Profitability

1 Focus on MarTech for Hospitality and Travel Sector

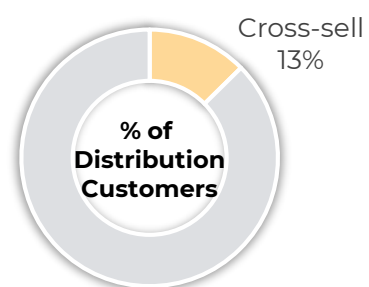
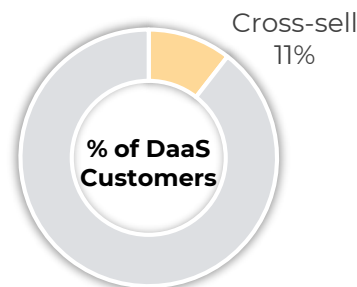
- ✓ Significant opportunity to expand in US, UAE, Indian Ocean and parts of EU
- ✓ Customers include some of the largest hospitality chains
- ✓ Focused GTM play – the company continues to invest in sales and cross-selling / upselling product offerings

Potential Upside from expanding Customer Base

of Hotel Properties



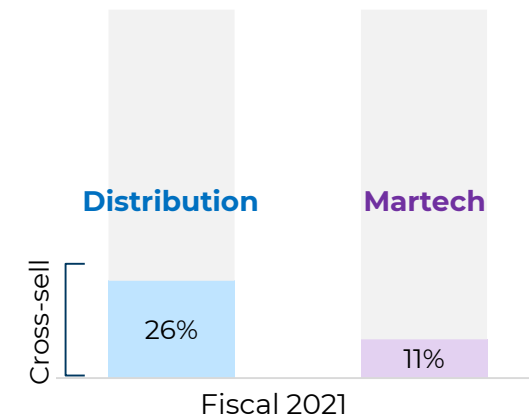
Enabling Effective Cross-sell



2 Scale DaaS and distribution offerings

DaaS

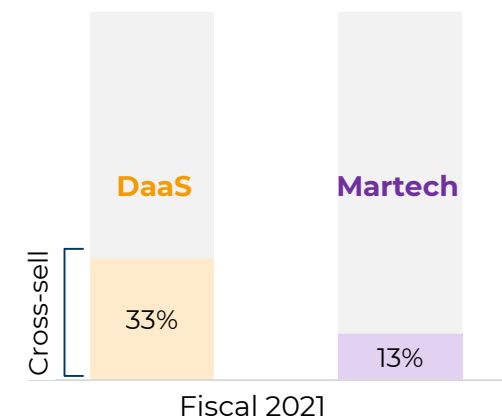
% of DaaS customers



- ✓ Rev.AI - move up in revenue creation platform
- ✓ Focus on airlines with benefit from innovations made to AirGain
- ✓ Entering ferry companies and holiday parks
- ✓ Bundling existing DaaS products

Distribution

% of Distribution customers



- ✓ Building capabilities through RG Labs and inorganic opportunities
- ✓ Partner of choice to large customer chains by tapping on new emerging OTA channels
- ✓ Become the universal content platform of choice – Content.AI
- ✓ Bundled offerings eg. Demand.AI offers knowledge of travel intent

Clear Roadmap for Future Growth and Profitability

3 Unique data assets to create AI product offerings



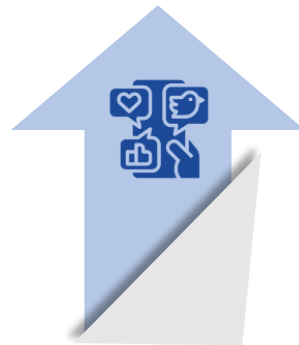
4 Strategic investments & acquisition opportunities



Focus on MarTech Solutions for the Hospitality and Travel Sector

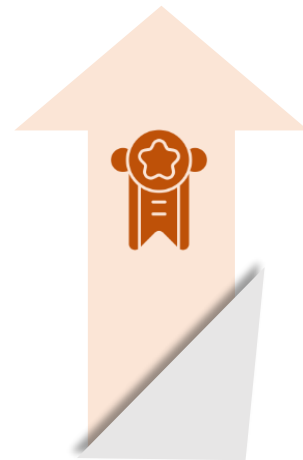
Continue to expand offerings aimed at creating customer value with end-to-end social media management

Social Media Monitoring



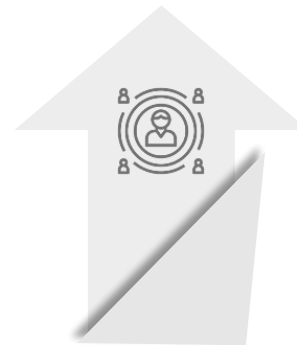
Extend to additional and more upscale and luxury hotels in key geographies

Reputation Management



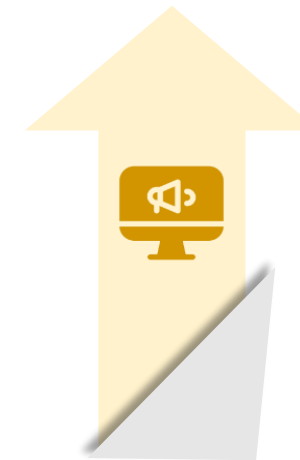
Acknowledge the supplier side of service recovery

Social Media Influencer Engagement & Management



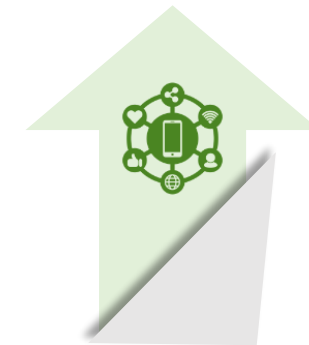
Build capabilities to make influencer commerce seamless for travel suppliers

Social Media Advertising



Leverage data lake to prepare ad campaigns

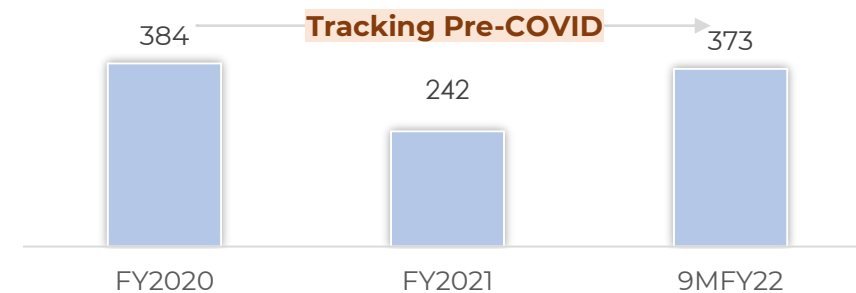
Expansion of Social Platforms



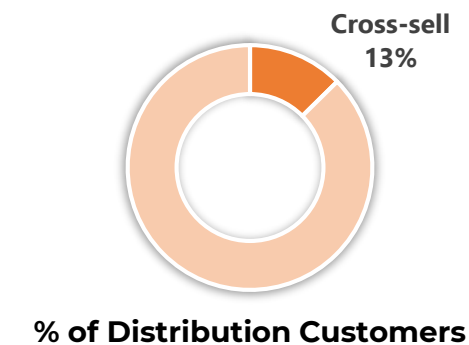
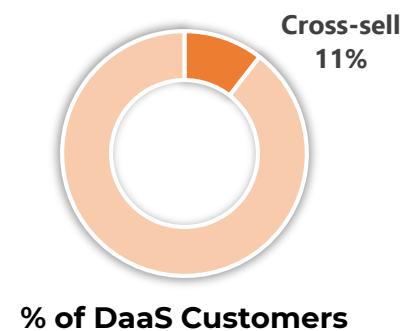
Expand channel coverage based on new social platforms

Focus on Expanding Customer Base

of Hotel Properties



Enabling Effective Cross-sell with existing customers using Martech



M&A Strategy and History

“

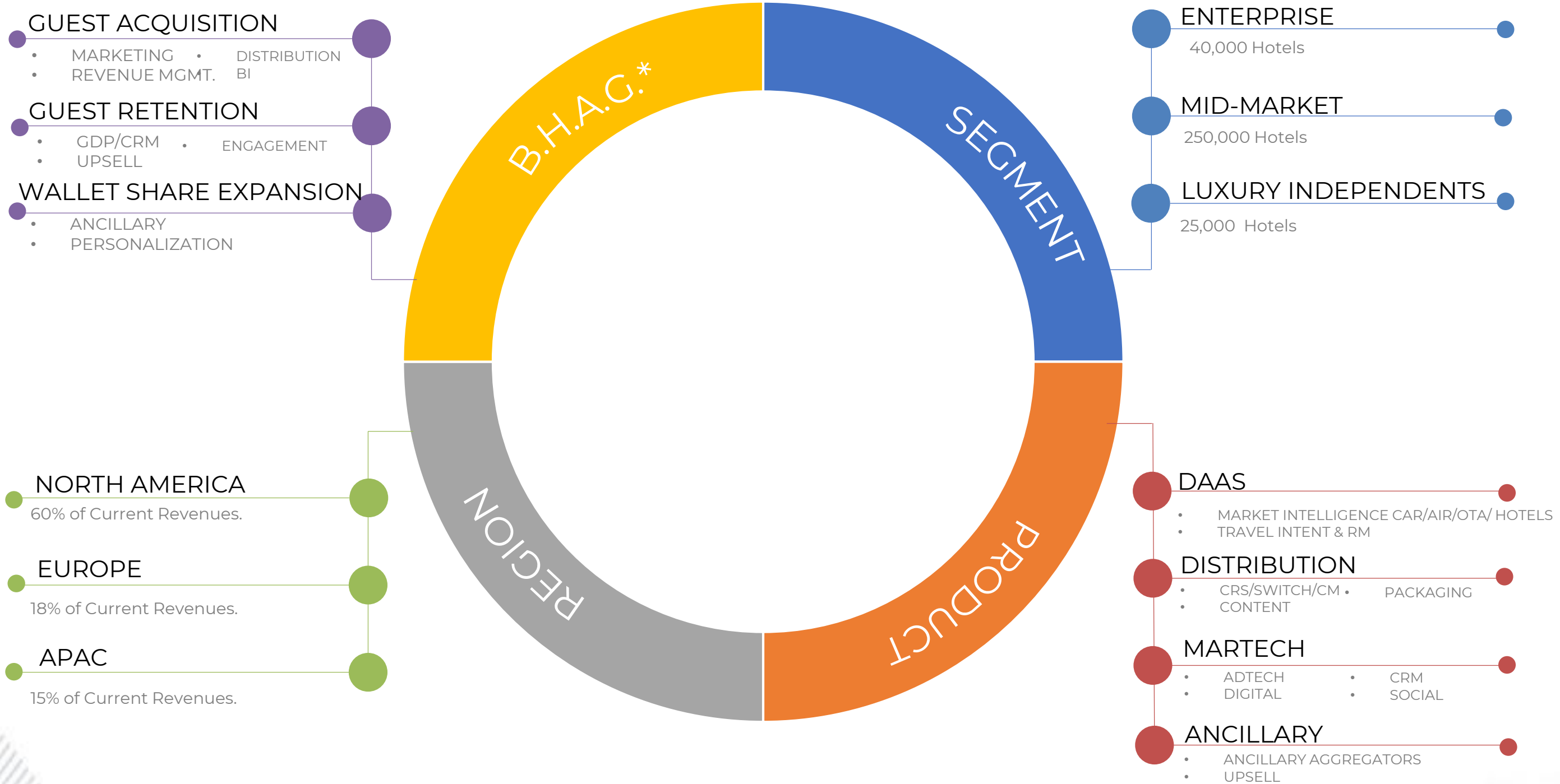
Our mission is to create a perfect space in every place and having RateGain as a strategic partner supports this vision

”

OYO

RateGain®

M&A Alignment - Guidelines



*BHAG – Big Hairy Audacious Goal

Strategic Investment & Inorganic Opportunities to Scale Creating Long-term Value

Strategic alliance partnerships that complement the growth strategy to enrich offerings, enhance technologies and products and expand customer base



Ability to successfully integrate and create value

DHISCO	BCV	MYHOTELSHOP
<p>DHISCO A RateGain Company</p> <p>Distribution Capability Contribution</p> <p>c.INR 1bn Revenue Contribution</p> <p>N. America Geography Focus</p>	<p>BCV A RateGain Company</p> <p>Martech Capability Contribution</p> <p>c.INR 0.7bn Revenue Contribution</p> <p>N. America Geography Focus</p>	<p>MYHOTELSHOP A RateGain Company</p> <p>Martech Capability Contribution</p> <p>c.INR 0.2bn Revenue Contribution¹</p> <p>N. America Geography Focus</p>
<ul style="list-style-type: none"> Acquired for INR 974 Mn, with identifiable assets of INR 959 Mn Goodwill represents residual asset value Acquired business contributed INR 1,118.5 Mn revenue and INR 4.15 Mn loss to the group (31st March 2020) 	<ul style="list-style-type: none"> Acquired for INR 1600 Mn, with identifiable assets of INR 798 Mn Goodwill represents residual asset value Acquired business contributed INR 679 Mn revenue and INR 288 Mn loss to the group (31st March 2020) 	<ul style="list-style-type: none"> Acquired for INR 704 Mn, with identifiable assets of INR 491 Mn Goodwill represents residual asset value Acquired business contributed INR 236 Mn revenue and INR 11 Mn loss to the group (Sept'21 to Dec'21)

¹ - Contribution for 4 months (Sept'21 to Dec'21)



Historical Financials



Restated Consolidated Profit and Loss

INR mn	FY19	FY20	FY21
Revenue			
Revenue from operations	2,616	3,987	2,508
Other income	111	589	133
Total income	2,727	4,576	2,641
Expenses			
Employee benefits expense	1,208	2,058	1,513
Finance costs	32	89	82
Depreciation and amortization expense	202	427	359
Impairment of goodwill	-	537	-
Other expenses	1,190	1,642	934
Total expenses	2,632	4,754	2,887
Profit before tax	95	(178)	(246)
Tax expenses	(15)	23	39
Profit for the year	110	(201)	(286)
<i>% Margin</i>	4%	(4%)	(11%)
Adjusted EBITDA¹	373	318	237
<i>% Margin</i>	14%	8%	9%
Return on Net Worth²	7.7%	(15%)	(12%)
Net Debt³	(312)	757	(679)
Net Debt to Equity Ratio⁴	(0.22x)	0.55x	(0.28x)

Note: 1. Adj. EBITDA is calculated as the sum of profit, tax expenses, depreciation and amortisation expense, finance costs, stock option expenses, impairment of goodwill and foreign exchange fluctuations.

2. Calculated as net PAT and minority interest attributable to the equity shareholders of the Company divided by Net worth. Shareholders' funds = Share capital + reserves & surplus - revaluation reserves. 3. Net Debt is calculated as the sum of non-current borrowings (NCB), current maturities of NCB incl. finance lease obligation & accrued interest less cash & cash equivalents, other bank balances and investments. 4. Equity includes equity share capital & other equity of the Group.

Consolidated Balance Sheet

ASSETS (INR mn)	Mar-21	Mar-20	Mar-19
Non-Current Assets	1725.0	2263.5	1173.6
Property, plant and equipment	79.0	131.1	170.5
Goodwill	368.6	368.4	93.3
Other intangible assets	1185.6	1462.7	580.4
Right to use assets	45.6	197.3	216.5
Financial Assets			
i. Investments	-	-	-
ii. Other financial assets incl. Loans	7.8	54.7	65.8
Deferred tax assets (net)	29.9	37.9	37.9
Non Current Tax Assets	7.9	10.5	7.6
Other non-current assets	0.5	1.0	1.7
Current assets	2673.0	1707.6	1675.4
Financial assets			
i. Investments	1290.2	449.1	406.9
ii. Trade receivables	669.1	776.7	632.7
iii. Cash and cash equivalents	537.6	209.6	396.2
iv. Bank balances other than (iii) above	35.8	33.9	52.0
Other financial assets incl. Loans	28.3	41.5	43.1
Other current assets	112.0	196.8	144.5
Total assets	4398.0	3971.1	2849.0

EQUITY AND LIABILITIES (INR mn)	Mar-21	Mar-20	Mar-19
Equity and Liabilities	2449.2	1377.2	1432.3
Equity share capital	8.0	7.4	7.4
Equity attributable to owners of the Company	2441.2	1369.8	1424.9
Non-current liabilities	1039.9	1420.8	490.6
Financial liabilities			
i. Borrowings	980.7	1007.5	244.2
ii. Other Financial Liabilities	0.0	203.2	1.8
Lease Liability	26.2	179.8	213.3
Deferred tax liabilities (net)	0.0	0.0	0.0
Provisions	32.9	30.3	31.2
Current liabilities	908.9	1173.0	926.2
Financial liabilities			
i. Borrowings	-	-	-
ii. Trade payables	243.0	385.7	192.8
iii. Other financial liabilities	242.5	240.7	320.3
Lease liability	27.1	100.1	85.9
Current tax liabilities (net)	24.4	17.9	25.6
Provisions	2.1	2.0	1.6
Other current liabilities	369.8	426.6	299.9
Total equity and liabilities	4398.0	3971.1	2849.0





Annexures



Highly Experienced Board of Directors and Management Team

Board of Directors



Mr. Bhanu Chopra
Chairman & MD

- Bachelor's degree in finance and computer science from Indiana University
- 15+ years of experience
- Ex- Deloitte



Ms. Megha Chopra
Executive Director

- Post graduate diploma in family business management from NMIMS
- 8+ years of experience
- Ex- HCL Infosystems



Mr. Nishant Kanuru Rao
Non-Executive Nominee Director (Avataar)

- Bachelor's degree in computer science from University of Texas; MBA from MIT, Cambridge
- Founder & Partner at Avataar Venture Partners
- Ex- LinkedIn, Freshdesk & Sirion Labs



Mr. Girish Paman Vanvari
Independent Director

- B.com, Member of ICAI
- Founder & Partner at Transaction Square
- Ex- National head of tax, KPMG India



Ms. Aditi Gupta
Independent Director

- B.com & LLB from Chaudhary Charan Singh University, Meerut; M.com from IGNOU²
- Member of ICSI
- 10+ years of experience as CS



Mr. EC Rajakumar Konduru
Independent Director

- B.Sc, M.Sc & M.Phil from Sri Venkateswara University, Tirupati
- Currently, MD of Ascent Capital; Ex- Officer of IRS & regional director of SEBI

Experienced Management Team



Mr. Harmeet Singh
Group CEO

- Bachelor's degree in science from California State University, Northridge
- Ex- President of J2 Cloud Services



Mr. Tanmaya Das
CFO

- B.com, Member of ICAI
- Previously worked at Dion Global Solutions, PwC & Auya Global



Mr. Yogeesh Chandra
Global Head Corporate Development

- Diploma¹ from National Council for Hotel Management & Catering Tech
- Previously worked at Taj Hotels



Mr. Chinmai Sharma
President – Americas

- BBA from University of Delhi; MBA from Institut De Management Hôtelier Intl.
- Ex- Chief Revenue Officer of Taj Hotels



Mr. Mark E Skroch
GM of BCV Social

- MBA from JL Kellogg School of Management, Chicago
- Ex- SVP(accounts) in Fusion92



Mr. Mark Haywood
Senior VP – Sales (Spain)

- Attended West Hatch High School
- Previously worked at Travelclick, Bishopsgate, Zinc House & Ascott Limited



Mr. Sahil Sharma
Global HR Head

- BBA from University of Delhi; Executive program in HRM from IIM, Calcutta
- Ex- Sr manager in Indiamart Intramesh



Mr. Thomas Joshua
VP – Legal & Company Secretary

- B..Com (Hons.), University of Delhi, LLB, MBA (F), Fellow member of ICSI
- 13+ years of experience
- Ex – Assistant VP in Indiamart Intermesh Limited



Source: Company Information. 1. In hotel management & catering technology. 2. IGNOU - Indira Gandhi National Open University.

Corporate Social Responsibility (CSR) - Philosophy and Vision

Philosophy

We, at RateGain, recognize the impact of business on the community per se and the society as a whole. Hence, we believe that it is our responsibility to contribute to society in return for the societal resources that have been used by us in the economic process.

Vision

At RateGain, we are committed towards the integration of environmental, social, and ethical principles into the core business, thereby enhancing long-term stakeholder value and touching the lives of many. One of the core objectives of our CSR Program is to provide education and eradicate poverty among children. We have consistently directed our efforts towards the fulfilment of this objective and all initiatives undertaken by us are aligned in the same direction.



➤ Employee Wellness Programs

➤ RG Health Plus (DoctorInsta)

- Doctors Consultation
- Web & Mobile App
- Lab Tests
- Order medicines
- Health Tips

➤ Mindfulness Sessions

➤ Wellness Initiatives

- No Meeting (Internal) Fridays
- Unplug Fridays
- Mindful Eating Time-offs

➤ Group Medical Insurance (New Addition)

- Medical insurance – same sex partners
- Health insurance policy now includes IVF and infertility related expenses

➤ RG Wordsmiths

- Writer's club
- Promoting writing for improving mental health

➤ Established COVID Task-Force

- Support & Supplies During COVID
- Doctor on Call
- Vaccination Drive

➤ Work From Home

- Started Work from home for location impacted while COVID

➤ Leaves

- Benevolence Leaves
- COVID Leaves





RateGain®

THANK YOU

Company

CIN: L72900DL2012PLC244966

Mr. Thomas P Joshua

Email: thomas.joshua@rategain.com

www.rategain.com

Investor Relations Advisors

CIN: U74140MH2010PTC204285

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