

March 21, 2024

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Press Release on 'Brightline Trains Chooses RateGain for competing in the U.S. Rail Market'

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 'Brightline Trains Chooses RateGain for competing in the U.S. Rail Market'.

Please take the above information on record.

Thanking you.

Yours faithfully,

For RateGain Travel Technologies Limited


(Thomas P. Joshi)
Vice President - Legal & Company Secretary
Memb. No.: F9839



Brightline Trains Chooses RateGain for competing in the U.S. Rail Market

New Delhi, 21st March 2024: RateGain Travel Technologies Limited (RateGain), a global provider of SaaS solutions for travel and hospitality, announced that Brightline Trains (Brightline), seamlessly connecting travelers to top destinations and major events between Central and South Florida, has selected AirGain (A RateGain Product) for advanced rail and airline pricing intelligence in the U.S. rail market. AirGain, known for its AI-powered revenue management solutions for airlines, trains, cruises, and online travel agencies (OTAs), offers real-time price intelligence and rate parity solutions, among other services. This partnership enables Brightline to access accurate and real-time competitive pricing insights, bolstering its position in the U.S. rail sector.

Founded with the vision of revolutionizing American rail travel, Brightline has been connecting major cities in Florida with high-speed rail services. The company is known for its commitment to providing a fast, comfortable, and efficient travel experience, featuring amenities like premium seating, on-board dining, and streamlined ticketing processes.

As the U.S. rail market evolves with increasing competition and changing passenger demands, Brightline acknowledges the necessity of offering the most attractive prices. Teaming up with AirGain, a leader in fare intelligence for the travel industry, Brightline intends to offer the most competitive fares across various service levels, maintaining its leading position in the market. Utilizing AirGain, Brightline will be able to monitor key airline rates and rail rates for its major routes in the U.S. more efficiently, ensuring they remain at the forefront of fare competitiveness. AirGain's AI-powered solution, tailored specifically for revenue managers, will enable Brightline to establish precise pricing strategies and seize daily opportunities for growth. As the rail industry continues to grow, Brightline is set to uphold its competitive edge by offering its customers the most appealing prices and services.

Commenting on the partnership, **Travis Christ, Chief Commercial Officer at Brightline** said, "As the demand for air travel increases, leading to higher airfare costs, we at Brightline recognize the urgency to offer a competitive and viable rail alternative within the United States. This is a pivotal moment for us as we continue to expand and evolve our services. In this landscape, having accurate and scalable market insights becomes crucial. Our aim is to be the top choice for rail travelers, offering a service that's not only outstanding but also competitively priced, making us an attractive alternative to air travel. AirGain's intuitive interface and reliable data, supported by excellent customer service, enable our teams to make strategic decisions, keeping us competitive in the U.S. rail market."

Vinay Varma — Senior Vice President and General Manager, AirGain — added, "The North American market, especially post-pandemic, is witnessing a significant increase in rail travel. While this growth is positive for the industry, it also brings heightened competition. AirGain's rate intelligence capabilities enable transport services like Brightline to access the most accurate and up-to-date fare information for making better decisions compared to traditional systems. We

are thrilled that over the past year, leading transportation services like Brightline have chosen AirGain to navigate the dynamic travel market as consumers seek the best deals.”

AirGain is an easy-to-use and responsive SaaS solution by RateGain, created for commercial teams in airlines to help them make faster and better pricing decisions through its intuitive UI and accurate, real-time price intelligence at any time of the day, any number of times. To learn more about AirGain, visit <https://airgain.ai>

About Brightline

Brightline seamlessly connects travelers to top destinations and major events between Central and South Florida. The company serves Miami, Aventura, Fort Lauderdale, Boca Raton, West Palm Beach, and Orlando. Brightline is recognized by Inc. 5000 Regionals as one of the fastest-growing private companies in the Southeast for 2023 and is noted as one of the Most Innovative Companies in travel by Fast Company. Brightline offers a guest-first experience designed to reinvent train travel and take cars off the road. The company plans to bring its award-winning service to additional city pairs and congested corridors across the country that are too close to fly and too long to drive, with immediate plans to connect Las Vegas to Southern California. For more information, visit www.gobrightline.com and follow us on [Facebook](#), [Instagram](#), and [X](#).

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, today RateGain works with 26 of the Top 30 Hotel Chains, 25 of the Top 30 Online Travel Agents, 4 of the Top 5 Airlines, and all the top car rentals, including 16 Global Fortune 500 companies in unlocking new revenue every day. For more information, please visit <https://rategain.com>.

Forward-Looking Statements

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential, and target dates for project-related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may



differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

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Global Head-Marketing

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