

RateGain delivers steady Q2FY26 performance; GTM expansion and Sojern acquisition reinforce long-term growth strategy

India, 11th November 2025: RateGain Travel Technologies Limited (NSE: RATEGAIN), a global provider of AI-powered technology solutions for the hospitality and travel industry, today announced its financial results for Q2 FY2026, reporting its highest-ever quarterly revenue, driven by healthy growth across the DaaS and MarTech verticals.

RateGain strengthened its position across key markets through deeper customer relationships, new partnerships with leading revenue management and technology providers, and continued investments in AI and go-to-market capabilities. Sojern acquisition further amplifies this momentum, creating one of the most comprehensive AI-led platforms in travel and hospitality. These milestones reinforce RateGain's long-term vision of sustainable, innovation-led growth powered by data, intelligence, and platform integration.

RateGain reported highest ever operating revenue of INR 2,950.6 Mn in Q2FY2026, growing 6.4% year-on-year, and maintained operating margins of 18.2%. PAT stood at INR 510.1 Mn, reflecting the company's disciplined approach to balancing growth and profitability while continuing to invest in product innovation and market expansion. Our new contract wins came in at INR 888.1 Mn for Q2FY26, taking the total tally for H1FY26 to INR 1,704.9 Mn.

For Q2 FY26, compared to the same quarter last year, the company reported:

- Operating Revenue of INR 2,950.6 Mn v/s INR 2,772.6 Mn (+ 6.4% YoY)
- Total Revenue at INR 3,166.0 Mn v/s INR 2,945.8 Mn (+ 7.5% YoY)
- EBITDA at INR 536.3 Mn v/s INR 602.2 Mn (- 10.9% YoY)
- PAT at INR 510.1 Mn v/s INR 522.1 Mn (- 2.3% YoY)
- EBITDA margin at 18.2% v/s 21.7%
- PAT margin at 17.3% v/s 18.8%

For H1 FY26 compared to the same period last year, the company reported:

- Operating Revenue of INR 5,679.7 Mn v/s INR 5,372.7 Mn (+ 5.7% YoY)
- Total Revenue at INR 6,101.7 Mn v/s INR 5,728.7 Mn (+ 6.5% YoY)
- EBITDA at INR 1,033.0 Mn v/s INR 1,099.9 Mn (- 6.1% YoY)
- PAT at INR 979.4 Mn v/s INR 975.8 Mn (+ 0.4% YoY)
- EBITDA margin at 18.2% v/s 20.5%
- PAT margin at 17.2% v/s 18.2%

Bhanu Chopra, Founder and Chairman, RateGain Travel Technologies, said, "GTM expansion strategy continues to deliver strong results in the form of pick-up in new contract wins in H1FY26. We have registered our best-ever performance in new contract wins in APMEA driven by focused execution and growing adoption of RateGain's integrated solutions.

This performance reaffirms the strength of our strategy and validates the progress we are making in building an AI-first platform for the travel industry. The acquisition of Sojern further enhances our ability to deliver value across marketing, distribution, and revenue optimization for our customers."

Rohan Mittal, Chief Financial Officer, RateGain Travel Technologies, added, “Highest ever quarterly revenue reaffirms our GTM strategy, stable EBITDA % reflects a disciplined approach to investments that we are making across products and people. The addition of Sojern will further accelerate our EPS journey.

The successful integration of Sojern continues to be our immediate priority.”

RateGain continues to advance its journey toward becoming a people-first, AI-enabled organization. The company is now Great Place to Work® certified in both Spain and the United States, reflecting its consistent commitment to fostering an inclusive, innovative culture. Additionally, RateGain won the CII Award for Best AI Solution Showcase for its flagship product UNO VIVA, recognizing its leadership in building transformative AI-led solutions for the travel industry.

About RateGain

RateGain 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, car rentals, cruise lines, and OTAs drive better outcomes. Founded in 2004 and headquartered in India, RateGain works with 26 of the Top 30 Hotel Chains, 25 of the Top 30 Online Travel Agents, 3 of the Top 4 Airlines, and all the top car rentals, including 15 Global Fortune 500 companies, unlocking new revenue every day. For more information, please visit www.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.

Company:

RateGain Travel Technologies Limited
(Formerly Known as RateGain Travel Technologies Pvt. Ltd.)

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