

February 10, 2023

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 and Nine months ended December 31, 2022

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 and Nine months ended December 31, 2022.

Please take the above information on record.

Yours faithfully,

For RateGain Travel Technologies Limited

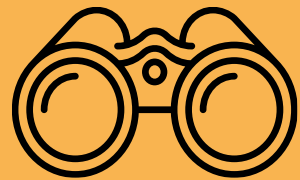


(Thomas P. Joshua)
Vice President - Legal & Company Secretary
Memb. No.: F9839

Encl.: As above

RateGain®
Investor Presentation
Q3 & 9M FY23





Our mission is to be the leading **revenue maximization SaaS platform** for the hospitality & travel industry.

Our vision is to offer an **integrated technology platform** powered by **artificial intelligence** enabling our customers to increase their revenue through **customer acquisition, retention and wallet share expansion.**

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Rategain Travel Technologies Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

Key Business Updates – Q3FY23





Bhanu Chopra

Chairman and Managing Director

“ We continue to drive consistent and resilient performance on the back of expansion of existing relationships with enterprise customers. This was the best ever quarter in the history of RateGain in regards to new order wins.

Our businesses continue to witness good traction and deliver strong growth, contributing to improving margins.

I'm also excited about our recent acquisition of Adara and the opportunity ahead of us, as we look to re-capture and re-activate the client base to drive growth. This will also unlock further opportunities to grab mindshare and deepen relations with our customers. ”



Tanmaya Das

Chief Financial Officer

“ The company has posted another quarter of well-rounded performance with healthy revenue growth, margin expansion and new contract wins. Team continues to deliver across key parameters leading to improvement in key metrics.

Balanced approach with a focus on profitable growth across businesses contributing to margin performance. We continue to deliver consistent performance on growth and margins in the backdrop of a tough macro environment.

I'm happy to report that the Adara integration is progressing well as the initial phase is on track with the integration of HR, marketing and finance underway. ”

RateGain posts Healthy Growth with Robust Margin Expansion

Q3 FY2023

40%↑

Operating Revenue
Growth y-o-y

129%↑

Adjusted EBIDTA
Growth y-o-y

217%↑

Adjusted PAT
Growth y-o-y

9M FY2023

48%↑

Operating Revenue
Growth y-o-y

122%↑

Adjusted EBIDTA
Growth y-o-y

288%↑

Adjusted PAT
Growth y-o-y

Healthy Demand with Stable Revenue Streams Driving Growth and Margins

Operating Revenue

Q3FY2023 INR 1,382.9 MN
39.7% growth y-o-y

9MFY2023 INR 3,822.0 MN
47.7% growth y-o-y

Adj. EBIDTA (Margin)

Q3FY2023 INR 243.5 MN (17.6%)
129.1% growth y-o-y

9MFY2023 INR 556.7 MN (14.6%)
122.1% growth y-o-y

Adj. PAT (Margin)

Q3FY2023 INR 199.2 MN (14.4%)
217.4% growth y-o-y

9MFY2023 INR 543.5 MN (14.2%)
287.7% growth y-o-y

Predictable Revenue*

Subscription Revenue **76.5%**
Recurring Revenue **98.7%**

Strong Balance Sheet#

Net Cash & Equiv.: **INR 4,328.2 MN**
5.6% growth over FY2022

Cash from Operations: **INR 292.1 MN**
1.7x of Cash from Operations in FY2022

Sustainable Revenue*

Gross Revenue Retention **90.4%**
Net Revenue Retention **105.0%**



Strong Growth Metrics Combined with Operational Efficiency

640

Employees

1.9% increase Q-o-Q with Revenue Increase of 11.0%

2,650

Customers

93 Net New Customer Additions in Q3FY23

23.7%

Employee Attrition reduced sequentially

INR

8.64 Mn

Revenue Per Employee

25.0% increase over FY22



INR

5,531 Mn

Annual Recurring Revenue

22.8

LTV to CAC

For 9M FY2023

INR

493 Mn

New Contract Wins

21.7% growth y-o-y

INR




2,684 Mn

Total Pipeline

Healthy pipeline growth with traction across segments

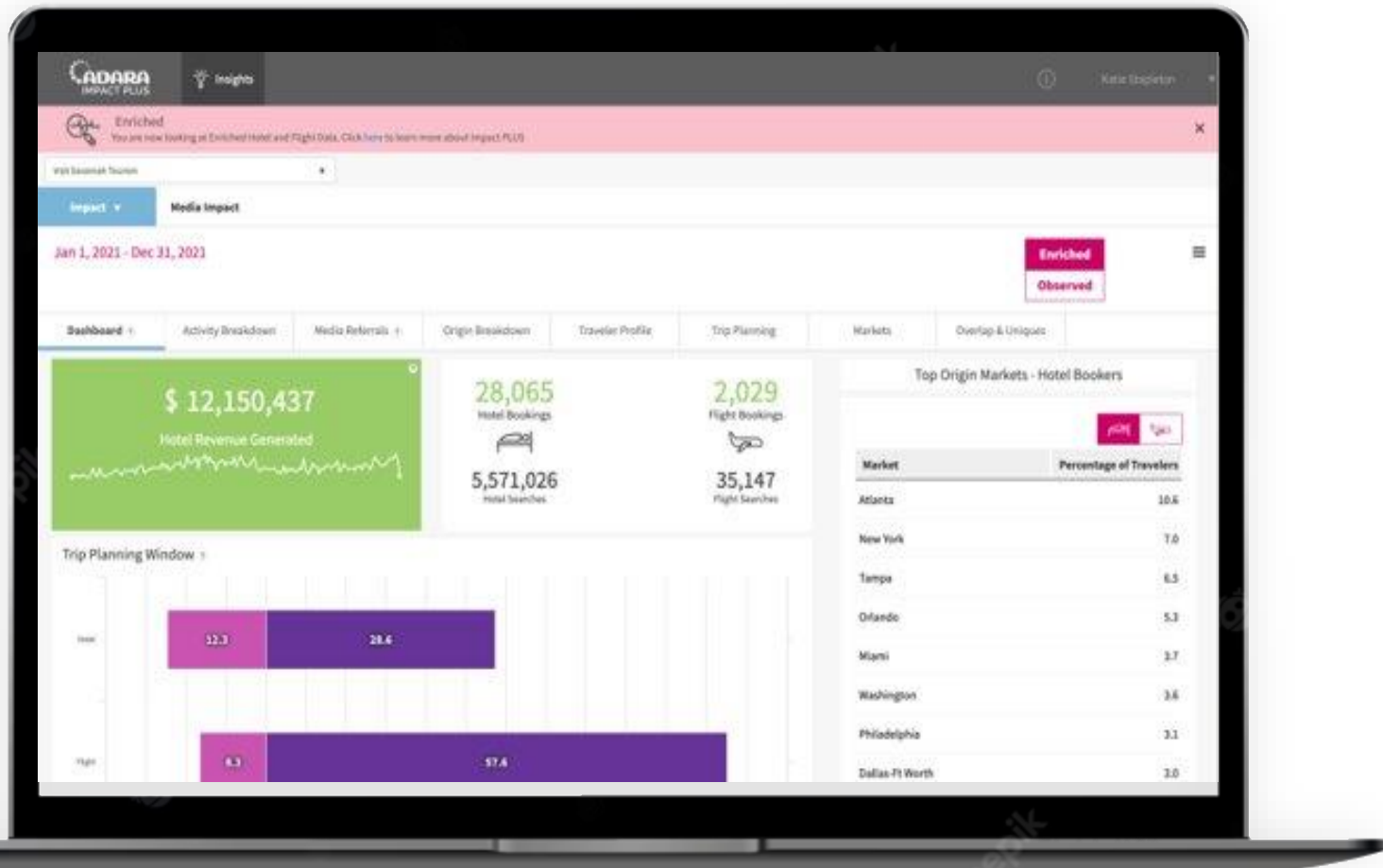


Steady Revenue Streams Driven by Constant Product Innovation

	 Martech	 Distribution	 DaaS
Key Highlights	<ul style="list-style-type: none"> Integrated end-to-end Digital Marketing offering to drive higher RoAS Increased demand for Metasearch Marketing to tackle higher costs Paid Digital Media offering – We have doubled our ARPU and increased net retention 	<ul style="list-style-type: none"> Healthy growth in booking volumes on the back of consistent travel demand and new pairings enabled Increasing traction in GDS vertical As we move into the new year, booking levels into key travel markets are reporting numbers similar to those in 2019 	<ul style="list-style-type: none"> Good growth momentum across OTAs, Airlines and Hotels Strong traction in the Asia Pacific region with travel restrictions being eased and increasing demand Healthy growth witnessed in Rev-AI
Segment wise Growth (Y-o-Y) (9M FY23)	82.2%	35.3%	29.1%
Achievements	<ul style="list-style-type: none"> Over 65+ New Hotel Properties Added All properties of Iconic luxury hotel chain in North America now being serviced Good traction in the Asia Pacific and Middle East region with new brands on-boarded 	<ul style="list-style-type: none"> Content-AI integration with Booking.com for seamless content distribution Expanding footprint with Enterprise customers and in partnership with leading PMS system 	<ul style="list-style-type: none"> One of Europe’s fastest growing airlines, SKY Express chose AirGain for optimizing pricing Expansion of existing relationships with clients across OTAs, Hospitality, Car and Cruise Lines



Acquisition of Adara: Aligned with RateGain's vision of Integrated RevMax platform



Self-use Platform with **8,000+** curated performance segments, with built-in AI

Adara Profile

- One of the world's largest travel data exchange platforms, providing access to permissioned travel intent data.
- Using first party permissioned data from brands, Adara delivers actionable travel-intent to drive better marketing ROI.
- Global leader with verified 1.6+ Billion Digital Identities and over 24 billion data elements across 100 countries for Targeted Marketing Campaigns
- Data partnership to acquire permissioned data from 270+ companies that include some of the largest Travel and Hospitality companies
- Blue chip customer base with 300+ Enterprise customers including Hotels, Airlines, DMOs, Agencies etc.
- 54 employees on-boarded
- 67% of Revenue from North America

World's Most Comprehensive Travel-Intent and Data platform to Deliver better Returns to our Customers

RateGain®

ADARA
A RateGain Company

DaaS

Competitive rate intelligence across Travel & Hospitality

Demand AI generating demand index basis leading indicators

Custom Audiences

Booking Behavior

- Higher RoAS on Digital Marketing
- Dynamic Pricing
- Personalization of Offers

Martech

Brand Engagement

Digital Customer Acquisition

Brand Scale

Travel Intent

- Content Creation
- Campaign Execution
- Reporting

Higher ROI

Award Winning Team driving Performance



Finalist
Best Channel Manager



Finalist
Best Market Intelligence Software



360 Approach to People : Learning, Growth, Wellness and Inclusion

Building Talent

- RG POLO (Product Oriented Learning Opportunity) – 1st batch of 10 participants have graduated for RG POLO
- RG Chrysalis (Management Development Program)- 50+ participants have been enrolled & graduated on the first-time manager program
- RG Sales Velocity Foundation Program- 35 participants globally, completed the sales foundation program to enhance their skills
- 33 Management & Engineering trainees completed their 6 months journey at RateGain
- These trainees gone through the Young Professional Certification



Upcoming Programs & New Initiatives

- Working on building program to bring back women to corporate (India) to be launched in March 2023; targeting women on career break
- Tailored learning programs, flexibility of work, mentorship & on-the-job training
- Announced 4th seasons of Trailblazers Club (Formerly known as CEO's club) to celebrate some of our amazing Trailblazers and their own Trailblazer journey with us

Launch of Life At RateGain

- At RateGain, we are committed towards providing a fun filled and conducive environment where employees are encouraged to perform to the best of their abilities
- Launched #LifAtRateGain communication channel to connect and celebrate people & culture





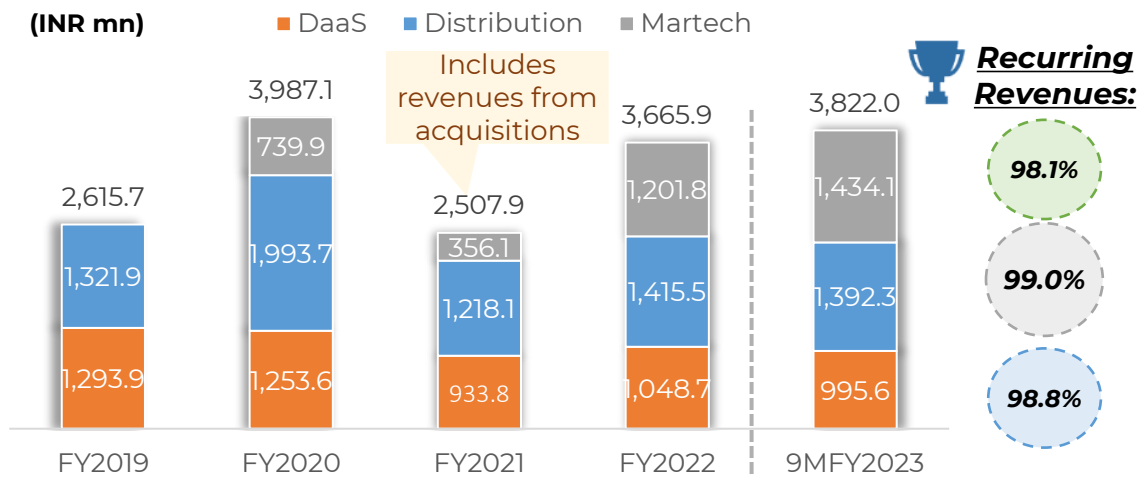
Detailed Financials



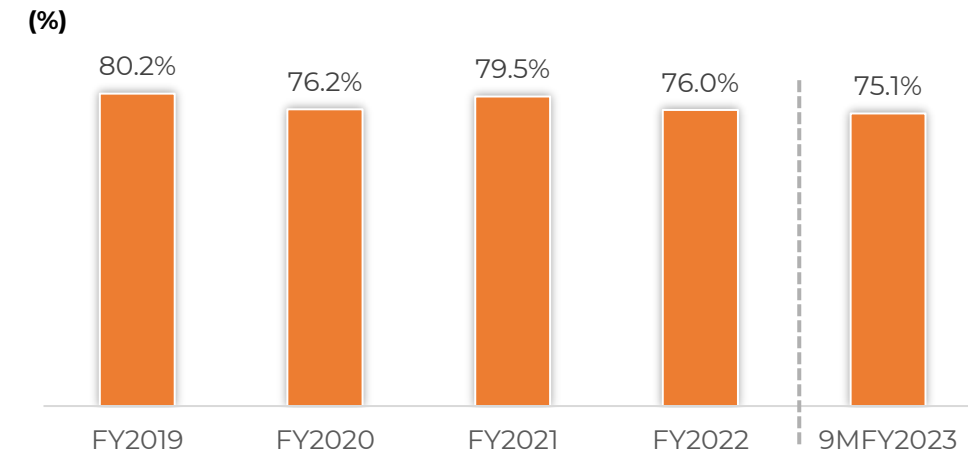
Strong Financials and Profitability Metrics

- Strong profitability metrics supported by improved positive cash flow generated from Operating Activities
- Ability to drive revenue through multiple products by cross-selling to existing marquee customers

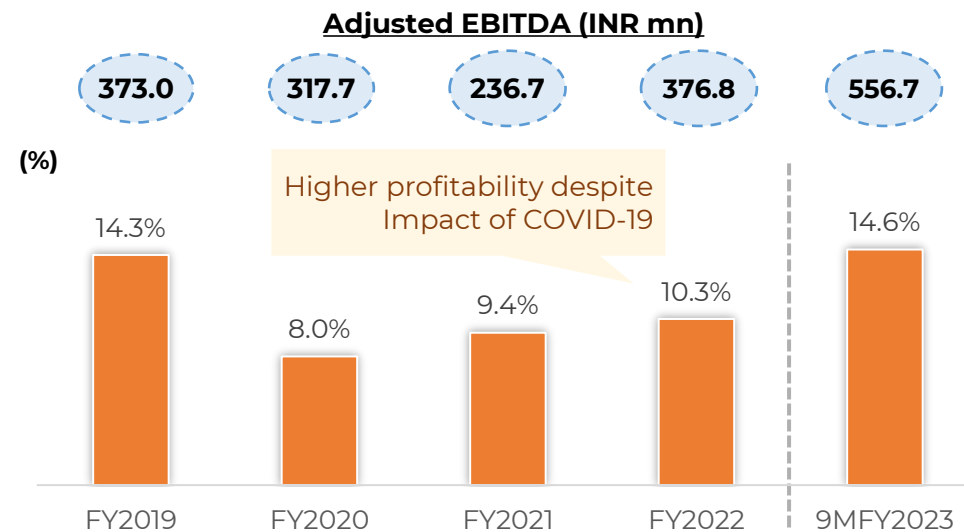
Operating Revenue



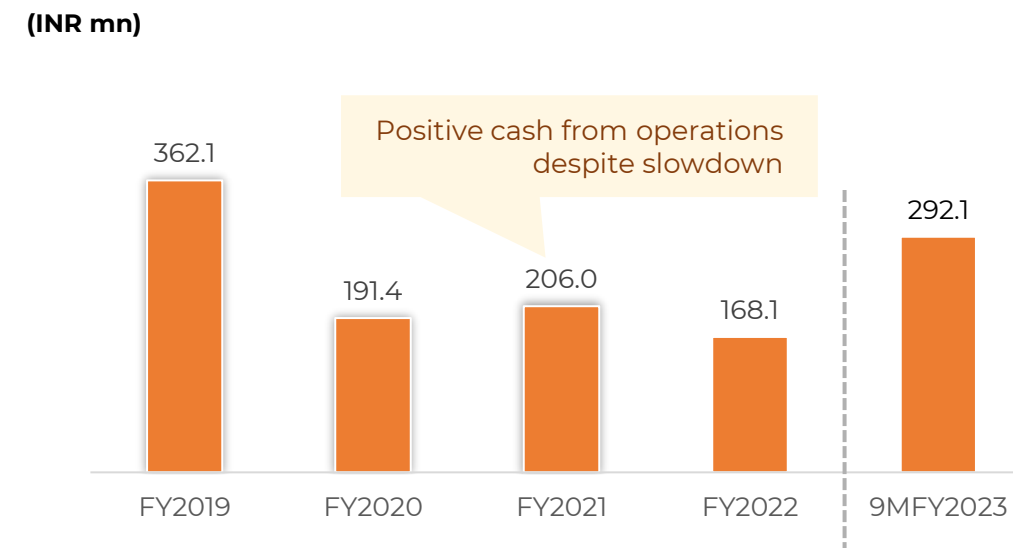
Gross Margins



Adjusted EBITDA Margins¹



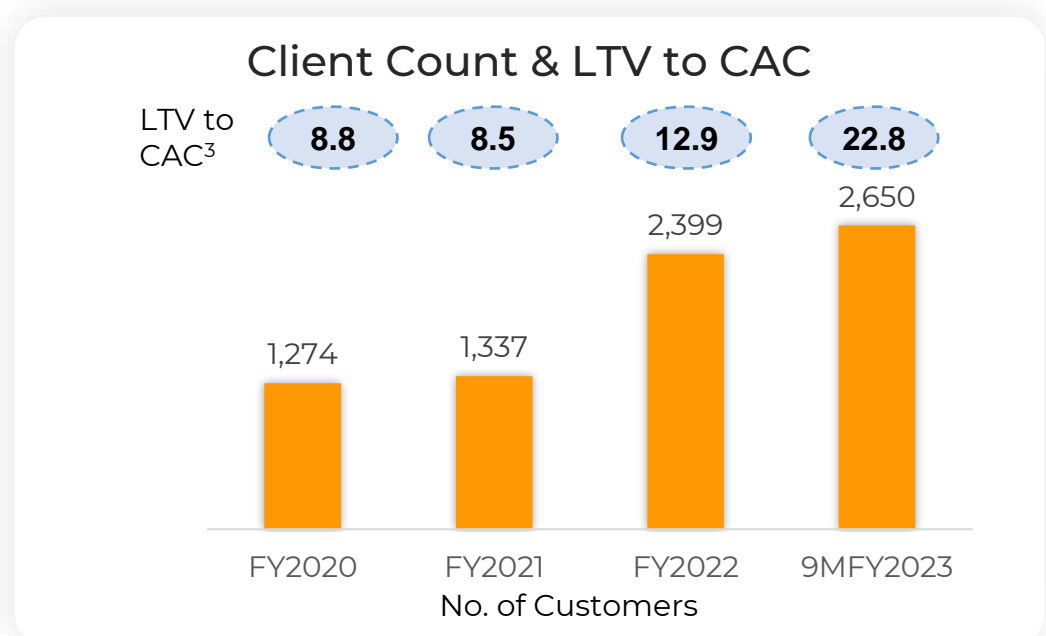
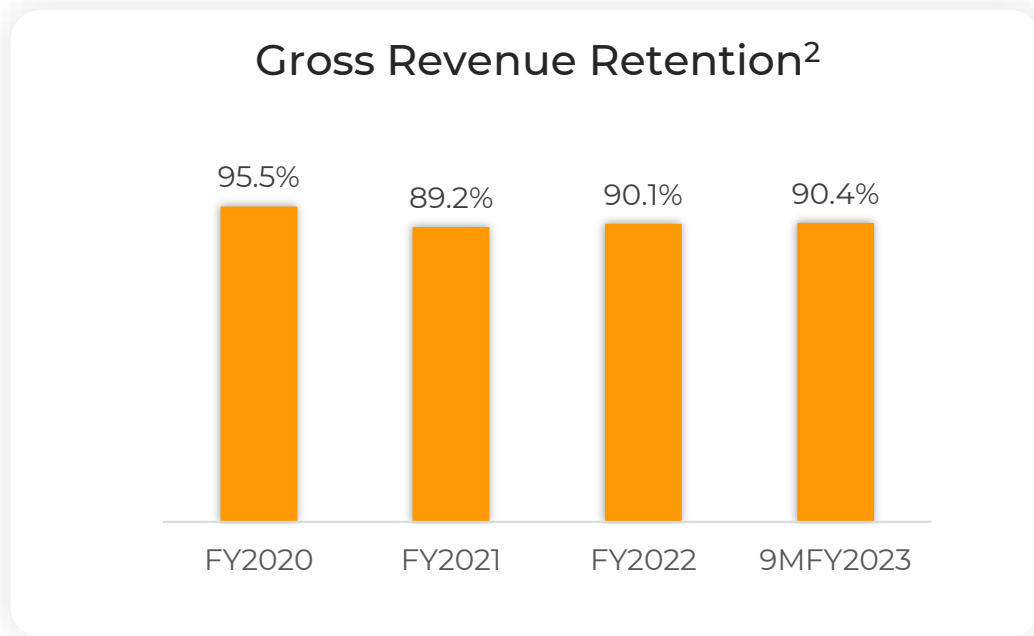
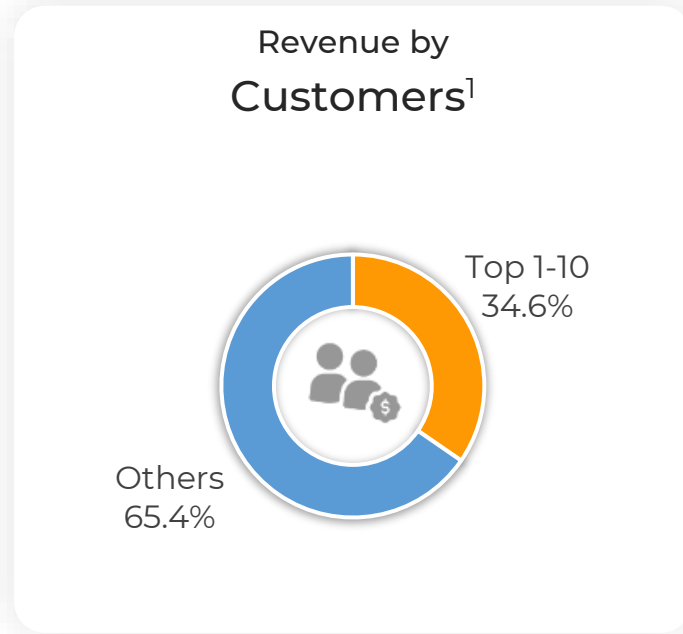
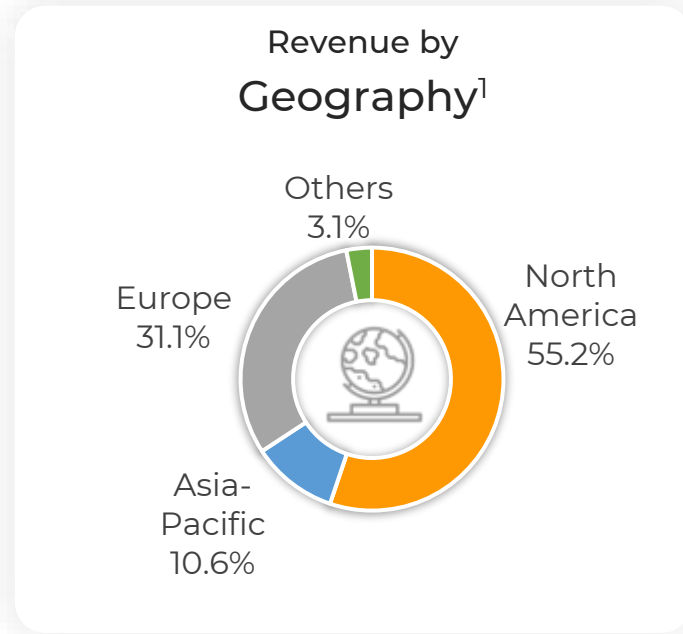
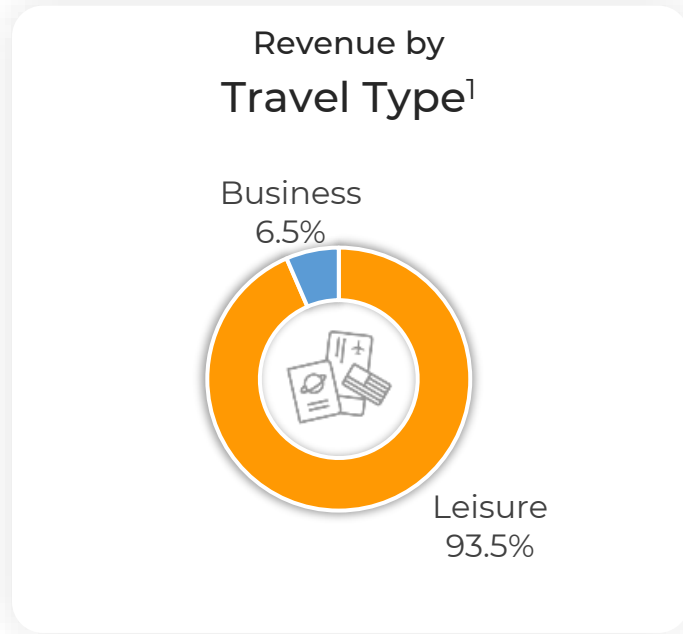
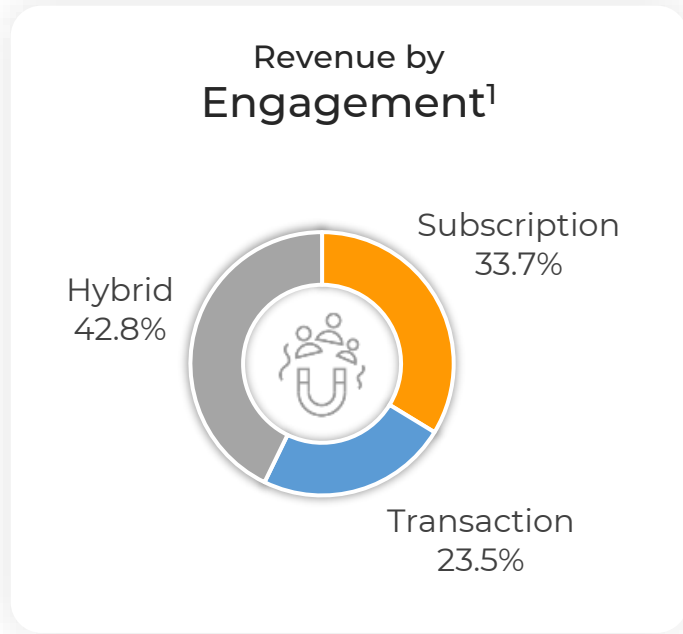
Cash Generated from Operating Activities



*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



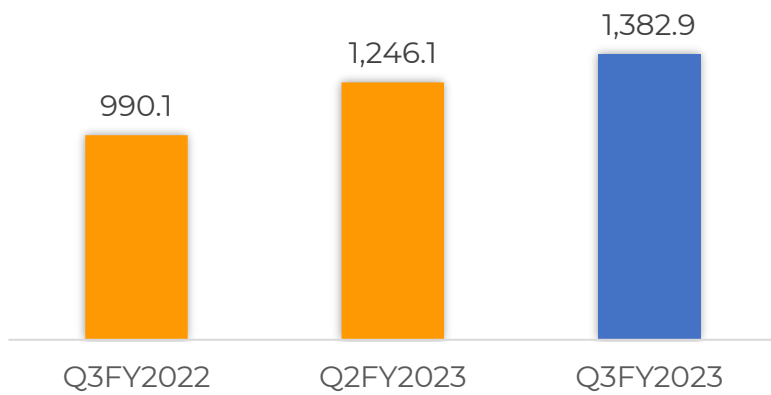
Note: Numbers have been rounded to nearest whole percentages or one decimal place.. 1. 9MFY23 Revenue from contracts with customers. 2. GRR denotes percentage of renewed revenue as compared to previous Fiscal. 3. LTV:CAC is computed by i) Multiplying Gross Margin from New Sales with expected life time of the contracts to arrive at LTV ii) CAC is calculated by dividing sales and marketing costs by no of customers added.

Key Financial Highlights for Q3FY2023

- Healthy growth registered YoY in Operating Revenue
- Operating leverage contributing to strong Operating Margin growth

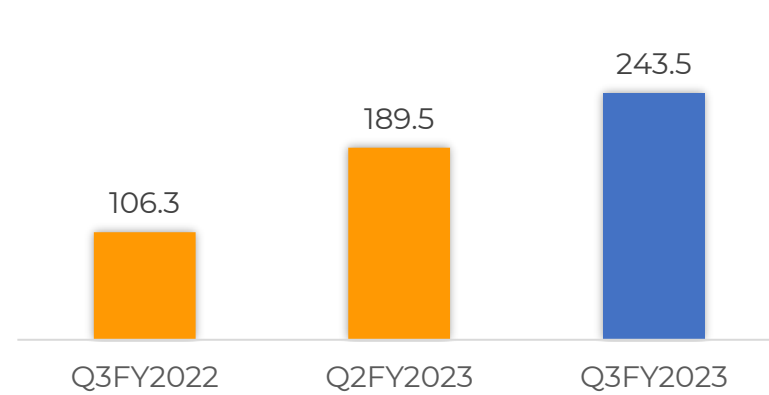
Operating Revenue

(INR mn)



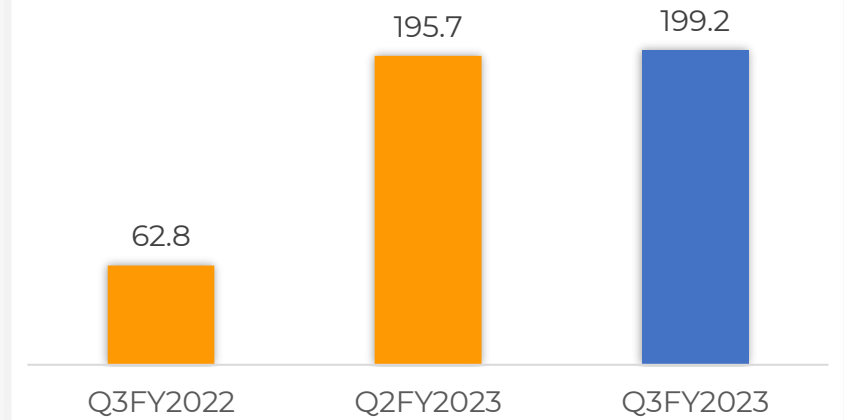
Adjusted EBIDTA

(INR mn)

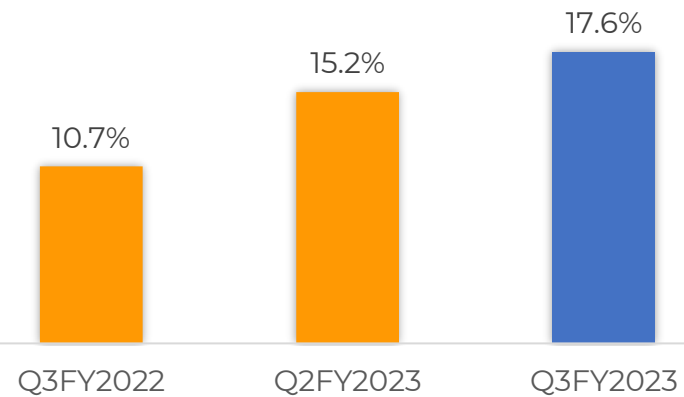


Adjusted PAT

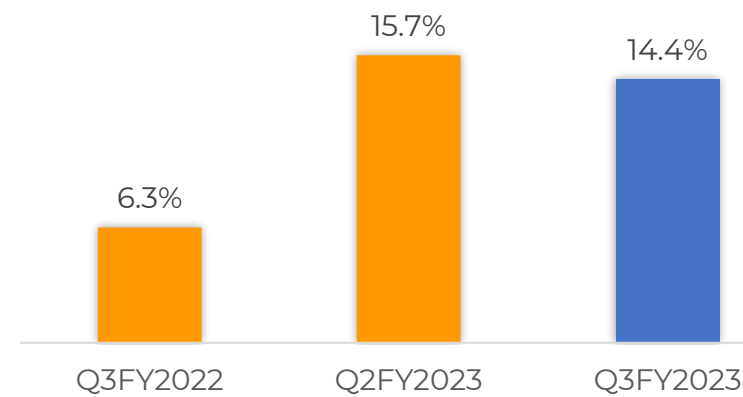
(INR mn)



Adjusted EBIDTA Margin

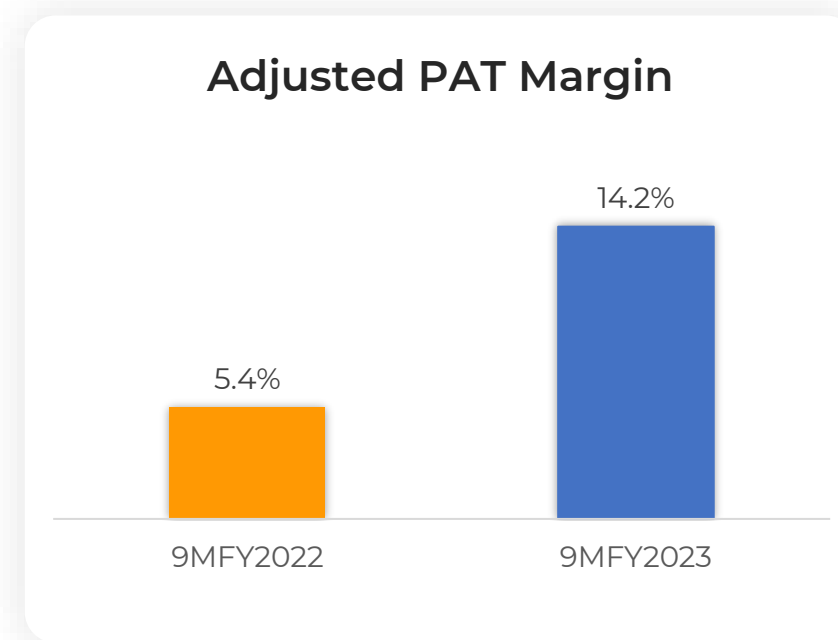
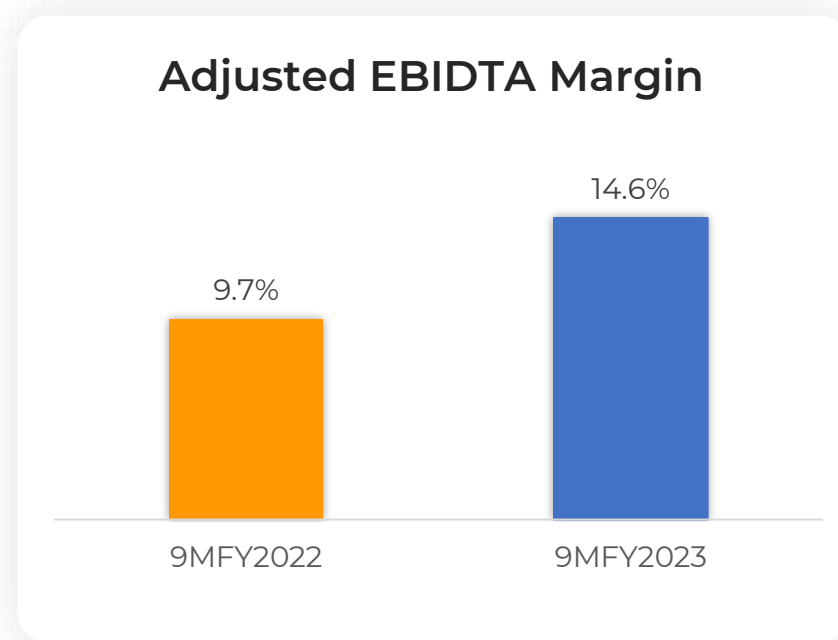
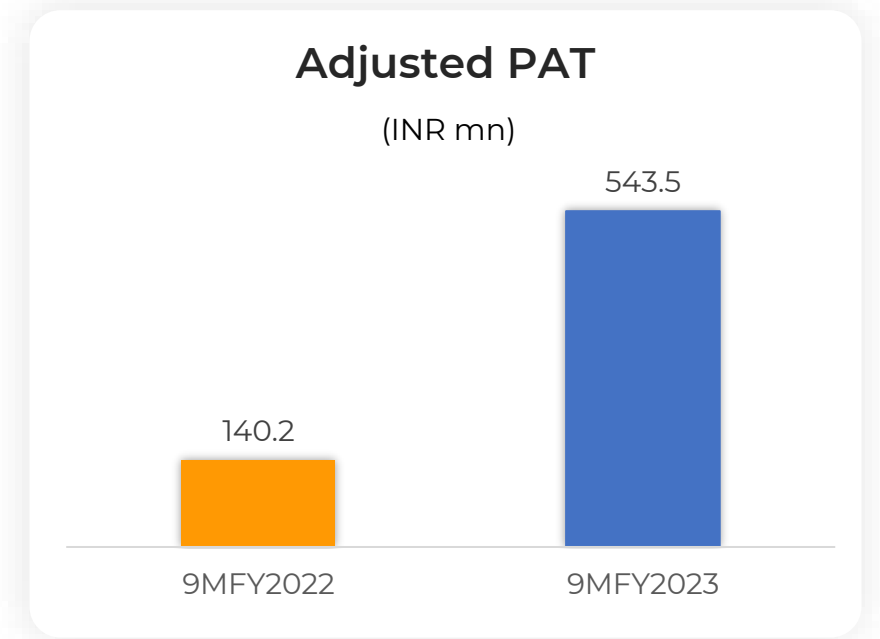
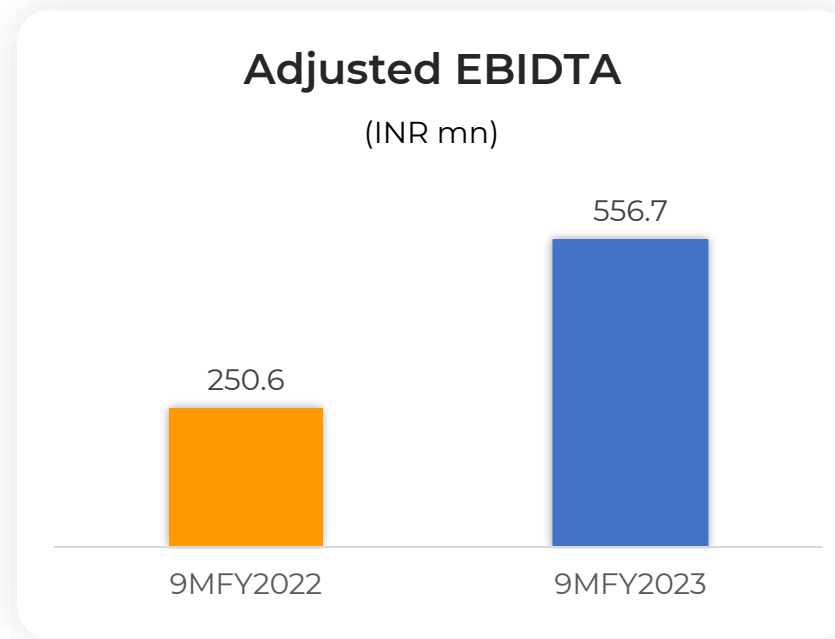
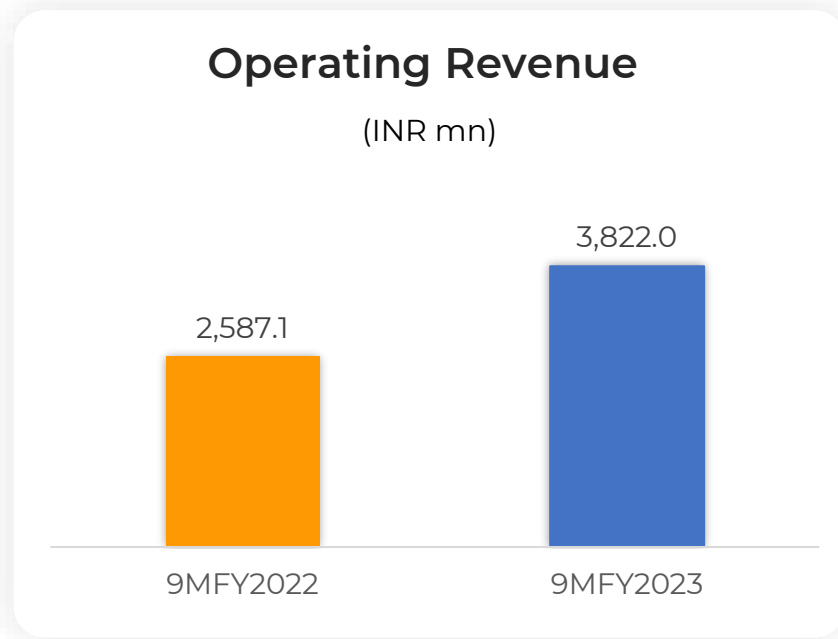


Adjusted PAT Margin



Key Financial Metrics for 9MFY2023

- Strong growth registered YoY in Operating Revenue, Adjusted EBIDTA & PAT terms
- Margin expansion on the back of improving operational efficiency





Consolidated Profit and Loss

Particulars (INR Mn)	Q3 FY23	Q3 FY22	YoY	Q2 FY23	QoQ	9M FY23	9M FY22	YoY
Revenue	1,382.9	990.1	39.7%	1,246.1	11.0%	3,822.0	2,587.1	47.7%
Employee Expenses	604.7	507.8	19.1%	579.7	4.3%	1,760.1	1,436.8	22.5%
Other Expenses	548.9	389.7	40.9%	490.6	11.9%	1,537.5	998.4	54.0%
Total Operating Expense	1,153.6	897.5	28.5%	1,070.3	7.8%	3,297.6	2,435.2	35.4%
EBIDTA	229.3	92.6	147.5%	175.8	30.4%	524.4	151.9	245.1%
EBIDTA %	16.6%	9.4%		14.1%		13.7%	5.9%	
Add:								
ESOPs	14.2	13.7	3.9%	13.7	3.7%	32.2	98.7	-67.4%
FX expenses								
Adj. EBIDTA	243.5	106.3	129.1%	189.5	28.5%	556.7	250.6	122.1%
Adj. EBIDTA %	17.6%	10.7%		15.2%		14.6%	9.7%	
Depreciation	17.3	17.6	-1.9%	17.6	-2.0%	52.6	46.8	12.5%
Amortization of Acquisition cost	66.9	61.9	8.1%	66.1	1.2%	197.4	172.1	14.7%
Finance Costs	3.6	16.7	-78.7%	3.8	-5.8%	11.7	43.3	-73.1%
Exceptional expenses	-	9.1	-	-	-	-	9.1	
Other Income	5.6	16.9	-66.8%	68.3	-91.8%	151.4	104.1	45.4%
Profit/(Loss) Before Tax	147.1	4.2	35x	156.6		414.1	-15.1	
Tax	14.8	3.3	343.7%	27.0	-45.1%	68.0	16.8	305.1%
Profit/(Loss) After Tax	132.3	0.9	147x	129.6	2.1%	346.1	-31.9	
PAT %	9.6%	0.1%		10.4%		9.1%	-	
Add: Amortization of Acquisition cost	66.9	61.9	8.1%	66.1	1.2%	197.4	172.1	14.7%
Adj. Profit/(Loss) After Tax	199.2	62.8	217.4%	195.7	1.8%	543.5	140.2	287.7%
Adj. PAT %	14.4%	6.3%		15.7%		14.2%	5.4%	

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.

Consolidated Balance Sheet

Assets (INR Mn)	Dec-22	Mar-22	Equity & Liabilities (INR Mn)	Dec-22	Mar-22
Non-Current Assets	2,329.7	2,528.5	Equity and Liabilities	6,783.0	6,191.5
Property, plant and equipment	65.7	65.5	Equity share capital	108.3	107.3
Goodwill	723.2	687.5	Equity attributable to owners of the Company	6,674.7	6,084.2
Other intangible assets	1,195.6	1,292.6	Non-current liabilities	308.8	323.5
Right to use assets	174.9	179.2	Financial liabilities		
Financial Assets			i. Borrowings	-	-
i. Investments	70.9	228.9	ii. Other Financial Liabilities	27.6	51.9
ii. Other financial assets incl. Loans	20.4	17.9	Lease Liabilities	146.4	147.2
Deferred tax assets (net)	45.0	42.3	Deferred tax liabilities (net)	94.6	86.6
Non Current Tax Assets	25.3	6.1	Provisions	40.2	37.6
Other non-current assets	8.7	8.6	Other non-current liabilities	-	0.2
Current assets	5,602.3	5,282.4	Current liabilities	840.2	1,295.9
Financial assets			Financial liabilities		
i. Investments	1,357.2	1,417.8	i. Borrowings	-	-
ii. Trade receivables	1,009.7	941.2	ii. Trade payables	257.8	418.1
iii. Cash and cash equivalents	1,790.2	341.0	iii. Other financial liabilities	110.4	255.8
iv. Bank balances other than (iii) above	1,109.8	2,110.0	Lease liabilities	37.1	33.1
Other financial assets incl. Loans	157.8	327.5	Current tax liabilities (net)	93.3	66.2
Other current assets	177.6	144.9	Provisions	3.4	2.5
Total assets	7,932.0	7,810.9	Other current liabilities	338.2	520.2
			Total equity and liabilities	7,932.0	7,810.9



Use of Funds raised from IPO



Sr. No.	Particulars	Amount (INR mn)	Status
1	Repayment of Debt availed by RateGain UK to Silicon Valley Bank	852.6	Fully utilized
2	Payment of Deferred Consideration – DHISCO	252.0	Fully utilized
3	Strategic Investments, Acquisitions and Inorganic Growth	800.0	Fully utilized in January 2023 towards acquisition of Adara
4	Investment in Technological Innovation, AI and other Organic growth initiatives	500.0	Utilized INR 168.9 Mn towards in-house product development
5	Migration & usage of our services from self-managed Data Center to Amazon Web Services Cloud	407.7	Not Yet Utilized. Special resolution seeking variation in use of funds was approved by Shareholders. ¹
6	General Corporate Purposes	937.7	Utilized INR 182.9 Mn towards IPO issue related expenses. Earmarked INR 500.0 Mn of these funds towards the acquisition of Adara

1 – Special Resolution seeking variation in the use of INR 407.7 Mn of funds from “Purchase of certain Capital Equipment for the Data Center” to the abovementioned was approved by Shareholders with an approval percentage of over 99%





Industry Trends

“

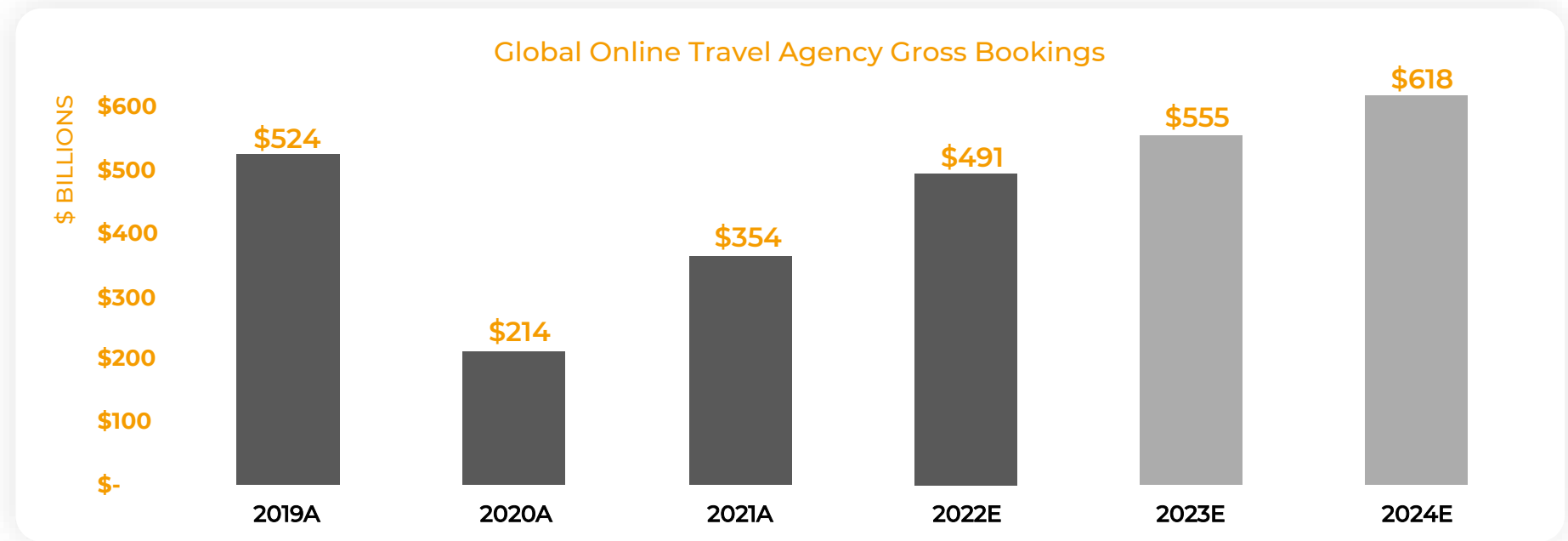
In the U.S., we no longer talk of recovery in leisure travel. The demand for travel has been above 95% of pre-pandemic levels since February 2022 – Skift

”

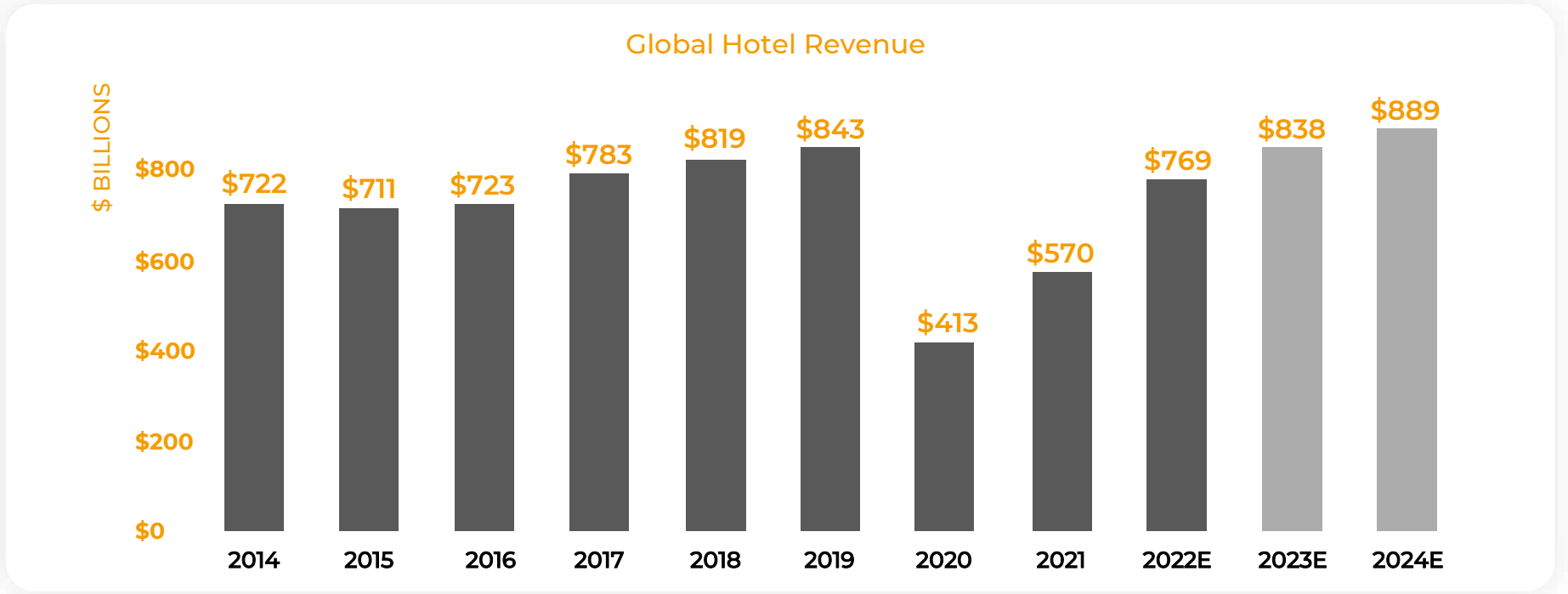
RateGain®

Travel Demand expected to Stay Strong in 2023

Healthy growth expected across OTA bookings with Asia re-opening and international travel increasing



Hotels on track for strong performance with healthy occupancy levels and high prices contributing to high Revenue per Room



Source: Skift Research

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

Uniquely positioned to capture a **Large TAM**



US\$1.4tn
Global Travel Bookings (CY24E)



US\$11.5bn
TAM (CY25E)



US\$8.5bn
SAM (CY25E)

Interoperable products to unlock new revenue across the travel value chain



Martech

Brand Engagement | Brand Monitoring | Paid Digital Media | Adara



Distribution

Connectivity Platform | Content-AI



DaaS

Parity + | Optima
CarGain | AirGain
Rev-AI | Demand-AI
Adara

Strong Financial metrics with a proven acquisition playbook (9MFY2023)

22.8

LTV to CAC

98.7%

Recurring Rev.²

105.0%

NRR

75.1%

Gross Margins

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

Clearly demarcated **Growth Levers** for future growth

Dedicated Unit to Work on New AI-led products

Investing Actively in Martech which offers good growth potential

Large Customer base to drive Up-sell & Cross-sell

Dedicated Strategic Investments Arm to Identify inorganic opportunities & Drive Synergies






Source: Company information, Phocuswright report.

Note: Updated as of 9 months ending December 31, 2022. 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 (98%), Distribution (99%), Martech (99%). Recurring revenues refer revenues which are contractually recurring and not one-off.

Expanding our Offering to enable Global Clients to Unlock New Revenue

Business Units Aligned to our vision of acquiring guest, retaining them and wallet share expansion

	2005	2008	2019
	 DaaS	 Distribution	 Martech
Overview	<ul style="list-style-type: none"> ➤ 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 	<ul style="list-style-type: none"> ➤ 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 	<ul style="list-style-type: none"> ➤ 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
Revenue Model	<ul style="list-style-type: none"> ➤ Subscription model ➤ Hybrid model⁴ 	<ul style="list-style-type: none"> ➤ RezGain - Subscription model² ➤ DHISCO - Transaction model³ 	<ul style="list-style-type: none"> ➤ Subscription model
Revenue Mix (9M FY2023)	26.1%	36.4%	37.5%
Total SAM (CY25E)	USD 1.1 Bn	USD 1.9 Bn	USD 5.5 Bn
Acquisitions	Adara (2023)	DHISCO (2018)	BCV Social (2019) MyHotelShop (2021) Adara (2023)
New AI based Products developed at RG Labs	Rev AI Demand AI	Content AI	Engage AI

*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.



Annexures



Key Shareholders

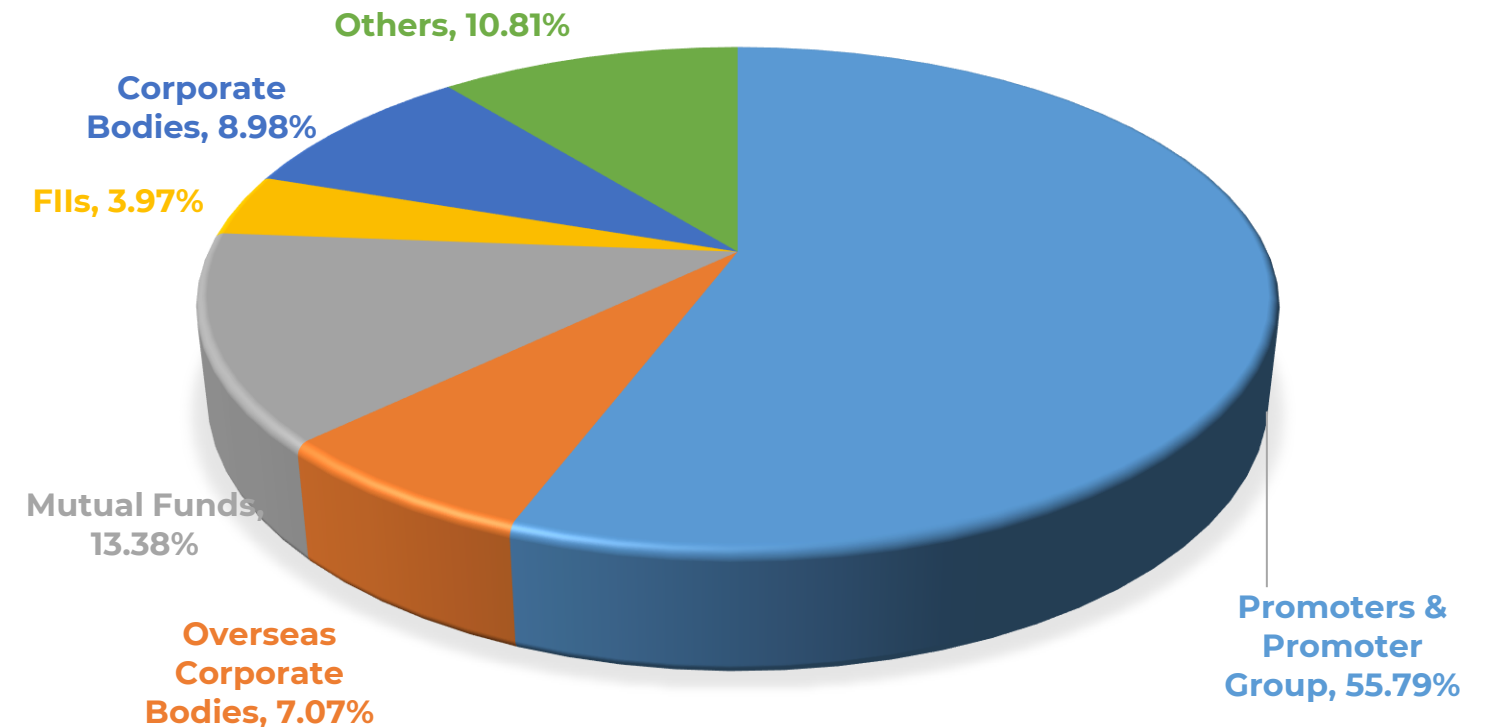
Promoters

- Bhanu Chopra & Family currently hold 55.79%
- They continue to hold same number of shares since IPO

Key Shareholders

Nippon Life India Mutual Fund	9.29%
Avataar Holdings	7.07%
Plutus Wealth Management	6.70%
Goldman Sachs Funds	2.48%
Aditya Birla Sun Life Mutual Fund	1.94%
ICICI Prudential Mutual Fund	1.15%

Shareholder Types (as of Dec 31, 2022)





RateGain®

THANK YOU

Company

CIN: L72900DL2012PLC244966

Mr. Divik Anand

Email: investor.relations@rategain.com

www.rategain.com

Investor Relations Advisors

CIN: U74140MH2010PTC204285

Mr. Rahul Agarwal / Mr. Karan Thakker

+91 98214 38864 / +91 81699 62562

rahul.agarwal@sgapl.net /

karan.thakker@sgapl.net

www.sgapl.net

