

January 08, 2026

To,

National Stock Exchange of India Limited
(NSE: RATEGAIN)

BSE Limited
(BSE: 543417)

Sub: Press Release on “RateGain Announces Exclusive Partnership with Aztech Digital to Accelerate UNO VIVA’s Expansion Across Europe”

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 “*RateGain Announces Exclusive Partnership with Aztech Digital to Accelerate UNO VIVA’s Expansion Across Europe.*”

Please take the above information on record.

Thanking you.

Yours faithfully,
For RateGain Travel Technologies Limited

Mukesh Kumar
General Counsel,
Company Secretary & Compliance Officer
Membership No.: A17925

RateGain Announces Exclusive Partnership with Aztech Digital to Accelerate UNO VIVA's Expansion Across Europe

India, 8th January 2026: RateGain Travel Technologies Limited (NSE: RATEGAIN), a global leader of AI-powered SaaS solutions for the travel and hospitality industry, today announced an exclusive reseller partnership with Aztech Digital, an adtech solution provider and trusted advisor to hotels across Greece and Cyprus. This partnership will expand the reach of UNO VIVA, the first CRS-integrated AI voice agent built for hotels.

As a part of this collaboration, Aztech Digital will serve as the exclusive distributor of UNO VIVA in Greece and Cyprus, leveraging its deep industry expertise with trusted network of global travel tech partners of more than 25+ years. Both markets operate in environments where service volumes fluctuate sharply, especially in peak season destinations. At the same time, travelers expect instant, accurate responses and seamless support across all touchpoints, yet most hospitality teams face limited operational bandwidth. With its proven track record in hospitality digital transformation, Aztech Digital is well positioned to help hotels modernize their voice reservation processes, improve conversion rates, and capture more inbound demand. This partnership accelerates UNO VIVA's footprint in Europe and strengthens RateGain's commitment to driving innovation in the hospitality sector.

UNO VIVA, built on RateGain's UNO platform, serves as a consistent, high-quality AI front-desk agent capable of handling reservations in 30+ languages, 24/7. It continuously learns and improves with every interaction, ensuring hotels never miss an opportunity to serve their guests. UNO VIVA is the industry's only Voice AI Agent that offers lightning-fast deployment through seamless integration with your CRS, PMS, and booking engines.

With UNO VIVA, hotels can:

- Automates end-to-end reservation calls, delivering up to a 60% reduction in operational cost and easing front office workload.
- Provide real-time accurate rates and availability through CRS/PMS integration Automates upselling, driving up to 40% revenue uplift through hyper-personalized guest offers.

"Integrating VIVA into our ecosystem expands the value our clients receive beyond media activation. This partnership will elevate the standards in tech-enabled hospitality with smarter, data-driven distribution, stronger direct-booking performance, and more resilient, margin-focused models. We chose VIVA because it combines three elements that are central to our long-term direction: AI-driven intelligence, operational scalability, and a commercially aligned model that links value creation directly to performance." **says Costis Fronimos, CEO, Aztech Digital.**

"Our partnership with Aztech Digital marks a significant step in bringing AI-driven innovation to the hospitality sector in Greece and Cyprus. UNO VIVA empowers hotels to deliver seamless, 24/7 voice reservations in multiple languages, ensuring no opportunity is missed, and every guest is served efficiently. This collaboration reflects our commitment to helping hotels achieve enhanced operational scalability, improved conversion rates, and sustainable growth by capturing demand that would otherwise be lost" **Ashish Sikka, Business Head - UNO Platforms at RateGain**

Learn more about UNO VIVA at <https://uno.rategain.com/distribution/viva-ai-voice-agent/>

About Aztech Digital

Aztech Digital is an adtech solutions provider focused on brandformance. Powered by human expertise, strategic insights, and advanced AI, we act as a catalyst between brands and the media universe. We combine strategic thinking with bestinclass partnerships and a datadriven mindset to deliver measurable media impact across channels.

In the travel and hospitality sector, we focus on turning complex traveller behaviour into tangible results. Through advanced data insights, traveller intent signals, and full funnel brandformance strategies, we help destinations and hotels strengthen their brand, grow direct bookings, and reduce dependency on intermediaries. With 25 years of experience in key tourism markets and a trusted network of global traveltech partners, we deliver campaigns that balance efficiency with longterm brand value. We are giving our clients a unique advantage in translating traveller behaviour into measurable business outcomes and maximising return on every ad euro invested.

About RateGain

RateGain Travel Technologies Limited is a global provider of AI-powered SaaS solutions for travel and hospitality that works with 13,000+ 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.

Media Contact

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