

February 07, 2025

To, The Secretary, Listing Department BSE Limited P. J. Towers, Dalal Street Mumbai – 400001 Scrip Code: 543591	To, The Listing Manager, Listing Department National Stock Exchange of India Limited Exchange Plaza, 5 th Floor, Plot No. C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai- 400051 Symbol: DREAMFOLKS
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Subject: Press Release

Dear Sir(s)/ Madam(s),

Please find enclosed herewith Press Release titled “*Dreamfolks Services Limited Q3 & 9M FY25 Financial & Operational Performance*” issued by the Company on February 07, 2025.

We are pleased to inform that DreamFolks continues its growth momentum with 14.5% revenue growth in 9MFY25 YoY. Further details are in the Press Release annexed herewith. This press release is being submitted in compliance with Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

The above information will also be available on the website of the Company at www.dreamfolks.com.

You are hereby requested to take the above intimation on record.

Thanking you!

Yours faithfully

For Dreamfolks Services Limited



Harshit Gupta

Company Secretary and Compliance Officer

Encl: as above

Dreamfolks Services Limited Q3 & 9M FY25 Financial & Operational Performance

DreamFolks Continues Its Growth Momentum with 14.5% Revenue Growth in 9MFY25 YoY

Q3FY25 Revenue at Rs. 3,401 Million, grew by 11.5% YoY

Gurugram, Haryana (India), 7th February 2025 – Dreamfolks Services Limited (herein referred to as "DreamFolks"), India's largest travel and lifestyle service aggregator, today announced the financial results for the third quarter and nine months ended 31st December 2024.

Ms. Liberatha Kallat, Chairperson and Managing Director, commented on the performance: *"During the first nine months of FY25, the two main revenue drivers i.e. Air Traffic and Credit card growth, grew by 6.7% and 13.7% respectively. Dreamfolks revenue grew by 14.5%, beating industry growth, on account of addition of new clients. Our strategic focus of expanding our services beyond travel to lifestyle services will provide tailwinds to our topline growth in the coming years.*

This quarter, we have added a significant number of enterprise clients, with organisations like MakeMyTrip, TBO, and 11 others joining our client base. Furthermore, we have also welcomed new banking clients, some of whom transitioned to us from competitors, demonstrating our excellent service quality and offerings.

The revenue contribution of "Services other than India Airport Lounge" increased to 6.9% in 9MFY25, as compared to 5.2% in 9MFY24. This growth of the other services is a testament to our strategic focus on expanding our service portfolio, to become a complete travel and lifestyle services aggregator.

During this period, bank clients continued to increase their minimum spending threshold on cards thereby maximising their return by spending money on right set of users, leading to a slight change in our volume mix and hence our Gross Margins. However, Gross Margin remain within the guidance of 11-13% for FY25. We are witnessing structural change by our bank clients as part of the Spend based program implementation, so as to offer the benefits to the right set of users.

The company's strategic focus on diversification has led to notable expansion in services, client base, and geographic reach. In the realm of services, we introduced new services – Baggage Wrapping and Coffee at Malls during the quarter. Additionally, our domestic lounge presence has grown with the addition of 2 new airport lounges at Ayodhya Airport and Goa Dabolim Airport, bringing the total to 76 airport lounges.

Our global presence has increased notably, with the addition of 16 global lounges to our network. This was complemented by 18 new airport F&B outlets in the Middle East and our M&A service extending to more than 380 airport terminals worldwide.

Our strategic endeavours in diversifying services, expanding our clientele, and extending our global reach are stepping stones to a future where our brand is synonymous with excellence, innovation, and customer satisfaction. We are building a business that sets new benchmarks in the industry and focuses on sustained growth of the company.”

Key Financial Highlights of the Quarter (Consolidated):

Particulars (Rs Million)	9MFY25	9MFY24	Growth (YoY)	Q3FY25	Q3FY24	FY24
Revenue from Operations	9,777	8,539	14.5 %	3,401	3,051	11,350
Gross Profit	1,150	1,017	13.1 %	383	383	1,368
Adjusted EBITDA*	771	761	1.4 %	258	297	1,033
Profit After Tax	501	507	(1.2) %	169	200	686

*After adjusting for non-cash ESOP Expenses

About Dreamfolks Services Limited

DreamFolks is India’s leading travel and lifestyle services aggregator, providing “Lounge Services” at Airports, Railways, Visa Application Centres, Highways; and Other Services like Golf games and lessons, Meet and Assist, Airport Transfer, Duty Free, Spa & Wellness, F&B Offers, E-Sim, Beauty and Grooming, Highway Dining, etc. DreamFolks provides these services using the in-house proprietary technology platform that allows its clients such as Banks, Card Networks, Airlines, OTAs and Enterprises to create custom offerings for their end consumers. DreamFolks today manages the lounge and other benefits for most of the top Banks, Card network providers and Enterprises, including the top 5 credit card issuers in India; and has a 100% coverage across airport and railway lounges in India. As per Frost & Sullivan Report, DreamFolks enjoys a market share of over 90% in the domestic lounge access market for India-issued debit and credit programs. The company was listed in September 2022 on both BSE and NSE and has a global footprint extending to 3,000+ touchpoints in 100+ countries.

For more details, please visit: <https://www.dreamfolks.com/>

For further information, please contact:

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Disclaimer:

Certain statements in this document that are not historical facts, are forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political, or economic developments, industry risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Dreamfolks Services Limited will not be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.