

**Date:** August 08, 2024

To,  Corporate Relationship Department BSE Limited P, J. Tower, Dalal Street Mumbai – 400001 <b>Script Code:</b> 543591	To,  National Stock Exchange of India Limited Exchange plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai- 400051 <b>Script Symbol:</b> DREAMFOLKS
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Dear Sir/Madam,

**Sub: Investor Presentation on Unaudited Quarterly Financial Results for the quarter ended June 30, 2024**


Dear Sir/ Madam,

Pursuant to Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our letter dated August 08, 2024 intimating the outcome of the Board Meeting held today, Investor Presentation for the Investors' call scheduled for today i.e. August 08, 2024 at 05:00 P.M. on the Unaudited Quarterly Financial Results of the Company for the quarter ended June 30, 2024 is attached herewith this letter.

This is for your information and records.

Thanking You

For **Dreamfolks Services Limited**

**Rangoli Aggarwal**  
**Company Secretary & Compliance Officer**

Encl: A/a

# DreamFolks Services Limited

Q1FY25 | Investor Presentation

August 2024



# Contents

1. Q1FY25 | Performance Highlights
2. About DreamFolks and The Way Forward
3. Key Strengths
4. Annual Performance Highlights
5. Annexures

Q1FY25 |  
Performance  
Highlights

1







**Declaring the results, *Liberatha Kallat* , Chairperson and Managing Director, commented:**

*"We are pleased to announce a strong start to FY25, marked by a notable Revenue growth of 20.5% YoY in Q1FY25. Our commitment to margin enhancement has yielded positive results, with gross margins rising to 11.7% this quarter, up from 10.7% in Q1FY24. Our initial two quarters see a margin compression compared to H2 and we expect the margins to witness an expansion in the later quarters, owing to seasonality and contract renewal cycle. However, on a full-year basis, the Gross Margins would remain in the 11-13% range, as per our guidance. We witnessed a growth of 2.8% YoY in DreamFolks' pax, to reach 2.7 million paxes, despite implementation of the spend-based models by most of the clients.*

*We have been focusing on increasing the share of services beyond the "India Airport Lounge" offerings, and I'm pleased to report that these services have gained significant traction. Our golf services, in particular, are seeing strong demand. In the domestic market, we have launched golf programs at new locations and added six new clubs that provide access to golf games, lessons, or both. We have also expanded existing services by adding new products such as Medicine on Call and Doctor Consultation through our partnerships.*

*With all our allied industries expected to witness solid momentum, coupled with our continuous strategic efforts towards achieving our vision, as well as our proprietary state-of-the-art technology platform; we have positioned ourselves correctly and are confident will continue to deliver positive results in future."*

**Q1FY25**

**3,208**

Revenue \*  
(Rs. Mn)

**20.5%**

Revenue  
Growth Y-o-Y

# Q1FY25 Performance highlights

	Revenue **	Gross Profit & Margin	Adjusted EBITDA & Margin*	PAT & Margin	Net Worth
<b>Q1FY25</b>	<p><b>Rs. 3,208 Mn</b></p> <p>↑ 20.5% Y-o-Y</p>	<p><b>Rs. 376 Mn</b></p> <p>↑ 32.2% Y-o-Y</p> <p><b>Margin 11.7%</b></p>	<p><b>Rs. 258 Mn</b></p> <p>↑ 30.3% Y-o-Y</p> <p><b>Margin 8.0%</b></p>	<p><b>Rs. 172 Mn</b></p> <p>↑ 32.3% Y-o-Y</p> <p><b>Margin 5.3%</b></p>	<p><b>Rs. 2,545 Mn</b></p> <p>↑ 42.6% Y-o-Y</p>
<b>Q1FY24</b>	<p><b>Rs. 2,663 Mn</b></p>	<p><b>Rs. 284 Mn</b></p> <p><b>Margin 10.7%</b></p>	<p><b>Rs. 198 Mn</b></p> <p><b>Margin 7.4%</b></p>	<p><b>Rs. 130 Mn</b></p> <p><b>Margin 4.9%</b></p>	<p><b>Rs. 1,784 Mn</b></p>

\*\* Revenue from Operations

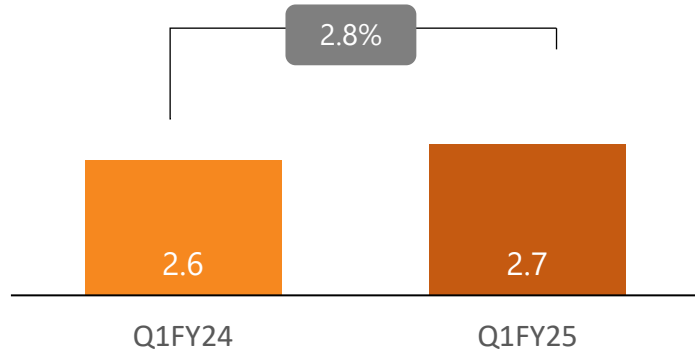
\*After adjusting for non-cash ESOP Expenses of Rs. 60.1 Mn in FY24 and Rs. 11.8 Mn in Q1FY25

Consolidated Financials

# Key Operational Metrics & Financials

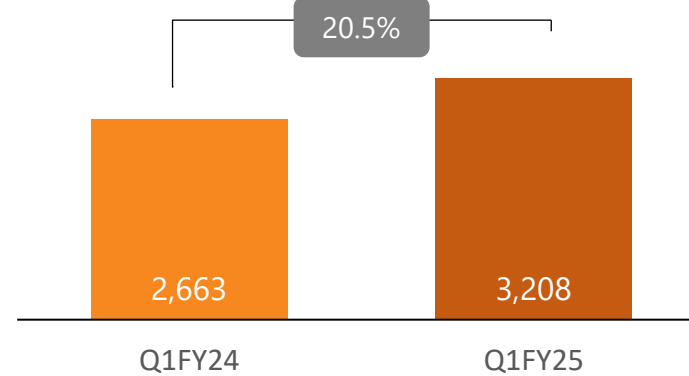
## DreamFolks Pax

(Count in Mn, YoY growth in %)



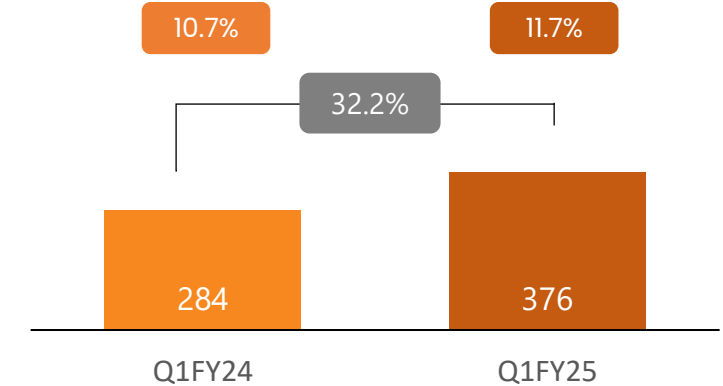
## Revenue

(Rs. Mn, YoY Growth in %)



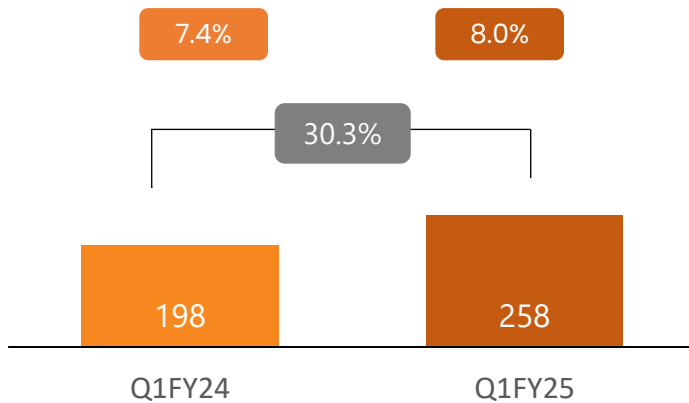
## Gross Profit & Margin

(Rs. Mn, Margin in %, YoY Growth in %)



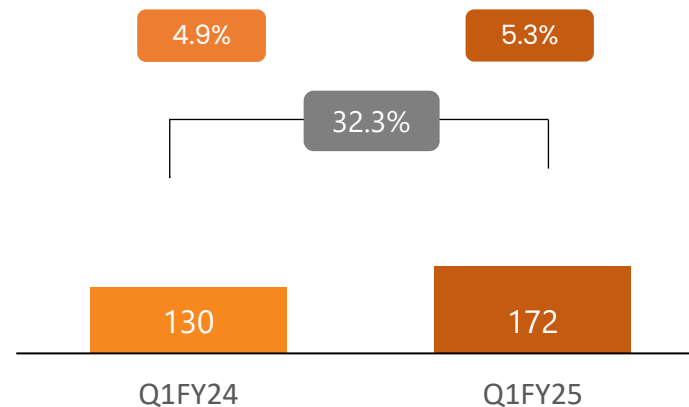
## Adjusted EBITDA & Margin\*

(Rs. Mn, Margin in %, YoY Growth in %)



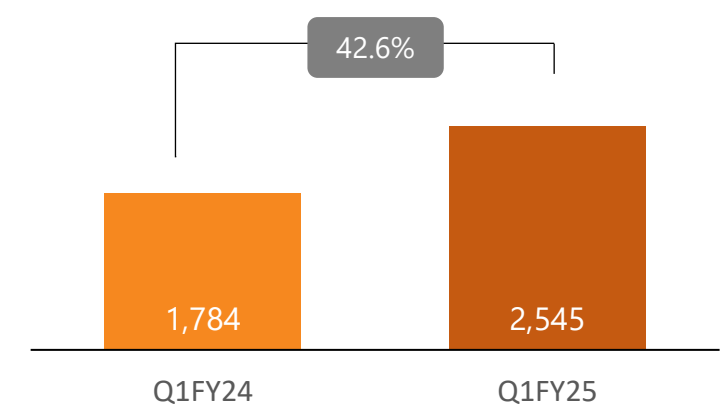
## PAT & Margin

(Rs. Mn, Margin in %, YoY Growth in %)



## Net Worth

(Rs. Mn, YoY Growth in %)



# Consolidated Profit & Loss Statement Q1FY25

Particulars (Rs. Mn)	Quarter ended		Year ended	
	30/06/2024	30/06/2023	31/03/2024	31/03/2023
Revenue from operations	<b>3,208.0</b>	<b>2,663.2</b>	<b>11,350.1</b>	<b>7,732.5</b>
Other income	17.5	10.7	33.3	33.0
<b>Total income</b>	<b>3,225.5</b>	<b>2,673.9</b>	<b>11,383.4</b>	<b>7,765.5</b>
Cost of Services	2,832.4	2,379.1	9,981.7	6,453.8
Employee benefits expenses	103.7	74.9	284.9	178.3
Other expenses	43.1	33.0	143.6	111.2
<b>Adjusted EBITDA*</b>	<b>258.0</b>	<b>198.1</b>	<b>1,033.4</b>	<b>1,046.1</b>
<b>Adjusted PBT *</b>	<b>246.2</b>	<b>187.4</b>	<b>984.6</b>	<b>998.3</b>
<b>Profit After Tax</b>	<b>171.5</b>	<b>129.6</b>	<b>686.4</b>	<b>725.3</b>



# Q1FY25 Business Updates (1/2)

## New Enterprise Clients

Onboarded prominent names in Loyalty, Travel, Hospitality and Events solutions



### Evolve Brands

- ▶ Evolve Brand is a decade old Loyalty Programs service provider . They manage flagship accounts across industries like IT, FMCG, Automobile, etc. by providing services like Loyalty, CRM, Rewards, etc.



### Signature Journeys

- ▶ A&S Signature Journeys specializes in offering customized travel and tour services. Their luxury itineraries are tailor-made to meet individual tastes and desires for a truly memorable holiday.



### Tahini Hospitality

- ▶ Tahini Hospitality manages lifestyle membership for leading 5-star hotels in Maharashtra.



### Story Experiences

- ▶ Incorporated in 2007, STORY is a MICE & loyalty company led by loyalty program & experiential marketing experts. They have created over 1500+ world-class events and manage loyalty programs for major MNCs.

# Q1FY25 Business Updates (2/2)

## New Services added along with few touch points

### New Airport Lounges additions to our network during the quarter

#### India

- ▶ 5 New Lounges at Domestic terminals of the Nagpur, Vizag, Ranchi, Bagdogra, and Gwalior Airport
- ▶ 1 New Lounge at International terminal at Amritsar Airport



#### Outside India

- ▶ Added 41 Global lounges in the portfolio

### Added 2 new spa location at Airports

- ▶ 1 at the International terminal of Cochin Airport
- ▶ 1 at the International terminal of Lucknow Airport



### Added New Products under Healthcare services

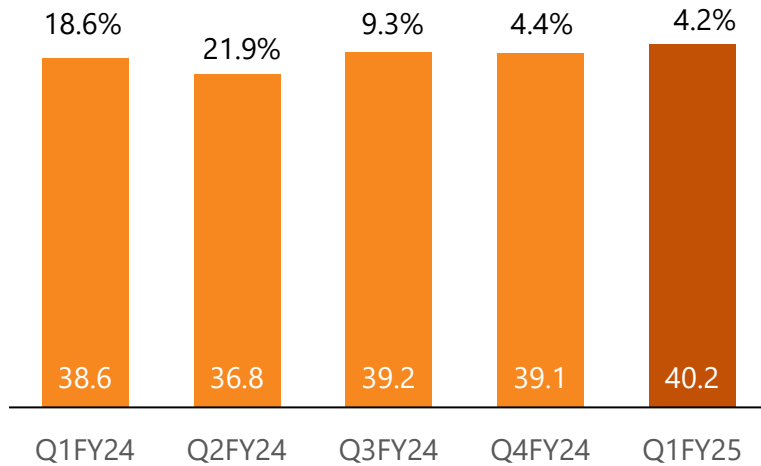
- ▶ Online delivery of Medicines
- ▶ Online Doctor Consultancy

### GolfKlik Highlights

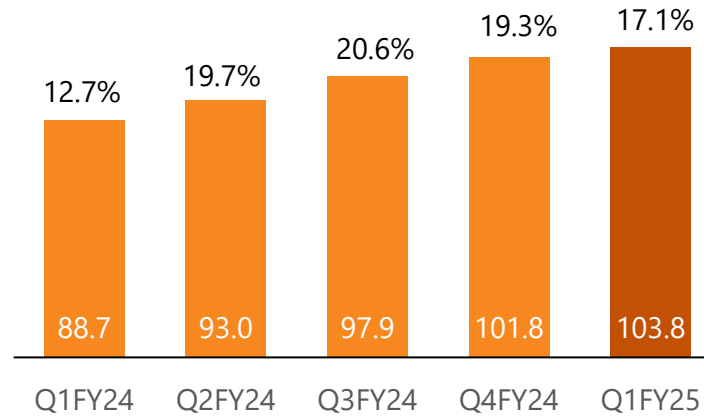
- ▶ 6 new Golf clubs added in India
- ▶ Started Golf programs at new locations for a major client In India

# Q1FY25 Key Industry Parameters

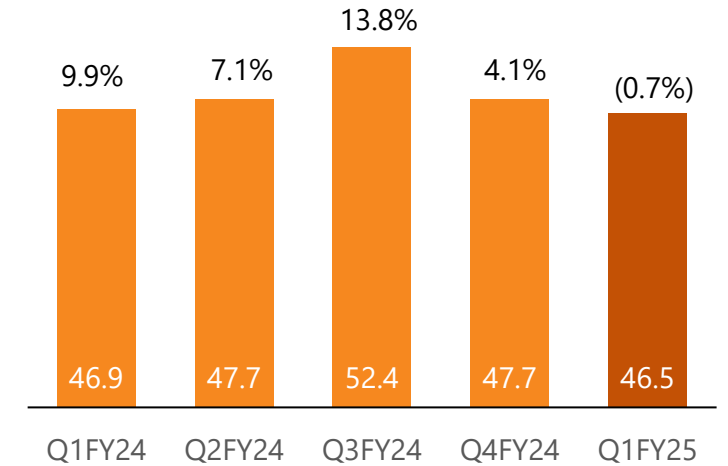
**Domestic Passenger Traffic**<sup>1</sup>  
(Count in Mn, YoY growth in %)



**Credit Cards in Circulation (As at end of Quarter)**<sup>2</sup>  
(Count in Mn, YoY growth in %)



**Average Spend Per Credit Card**<sup>2</sup>  
(Rs. Thousand, YoY Growth in %)





About DreamFolks  
and  
The Way Forward

2



# DreamFolks : More than just a Lounge Services Provider

DreamFolks

DreamFolks is India's leading Lifestyle Services Aggregator providing services through an in-house proprietary technology platform ensuring scalability and customized solutions to clients such as Banks, Card Networks, Airlines, OTAs and Enterprises

## The Pioneer of Lounge Access Industry



## Focused on becoming a Travel and Lifestyle services provider

**100%**

Coverage across Airport & Railway lounges In India

**~11 Mn**

Passengers accessing lounge services through DreamFolks in FY24



Manages Lounge Benefits for Top Banks & Network Providers in India



Global Coverage in 100+ Countries



1,500+ Touchpoints

Unlocking new avenues of growth by providing additional services:



Meet & Assist



Spa & Wellness



Airport Transfer



Golf Games & Lessons



Visa services



E-Sim & Other services

### Key Financials

**Rs. 11,350 Mn**

FY24 Revenue\*

**Rs. 1,033 Mn**

FY24 Adjusted EBITDA\*\*

**Rs. 686 Mn**

FY24 PAT

**38.1%**

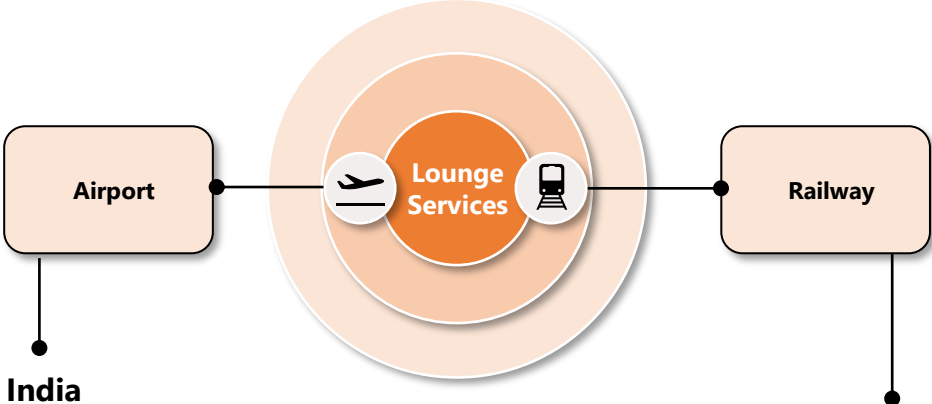
FY24 ROCE

**34.9%**

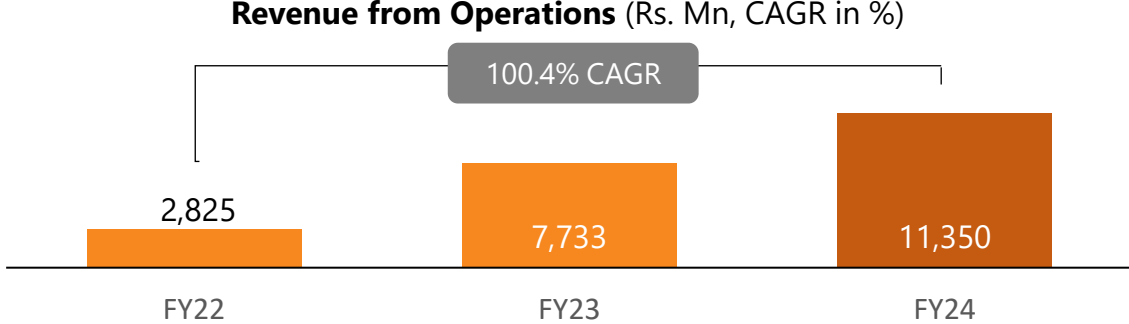
FY24 ROE

# Dominant Player in Airport & Railway Lounge Services

DreamFolks is the leading player in the Indian lounge aggregation industry, with a **100% Coverage** in both Airports & Railway



- India**
- 71** Lounges in Q1FY25 (100% Coverage)
- 95%** Market Share in Card-based Lounge Access\*
- 68%** Market Share in Overall Lounge Access\*
- 77:23** Domestic : International Mix ^
- 295** Lounges – Target by 2040
- 14** Lounges in FY24 (100% Coverage)
- Started in **FY22**
- Revenue grew by **3.5x** between FY23 to FY24



### Strong Industry Tailwinds

<p><b># of Credit Cards (Mn)</b></p> <p>102 FY24 → 339 FY30E</p> <p><b># of Debit Cards (Mn)</b></p> <p>965 FY24 → 1,586 FY30E</p>	<p><b>Passenger Traffic (Mn)</b></p> <p>153 FY24 → 290 FY30E</p> <p><b># of Operational Airports</b></p> <p>148** FY23 → 235 FY30E</p> <p><b># of Airport Lounges</b></p> <p>65 FY24 → 150 FY30E</p>	<p><b>Low Credit Card Penetration in India</b></p> <p>5.5%</p> <p><b>Low Air Travel Propensity</b></p> <p>1 India vs 28x USA</p> <p><b>Lounge Penetration</b></p> <p>1% In FY13 → 7% In FY24</p>
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# Increasing Wallet Share with Clients

## Identifying cross-selling opportunities within our diversified set of services

Our services cover the entire consumer journey...

From doorstep to the airport, and beyond



**Revenue** from "Other Services" other than India Airport lounge **increased by ~14x from FY22 to FY24**

**Contribution** of "Other Services" other than India Airport lounge **increased to 6% in FY24** from less than 2% in FY22

**Aiming** to increase the share of "Other Services" other than India Airport lounge **to 15-20% in the next 4-5 years**

# Deep Focus on Growing Other Services, through Tie-ups

Acquisition of **GolfKlik** to allow access to **golf games & lessons** at golf clubs in India & globally



Expanded **Airport Transfer services** through partnership with **Eco Mobility**



Added **Pathology Testing services** through our partnership with **Healthians**



Added access to **Premium Lounges at VFS Visa Centres** across the country along with Visa at your Doorstep Services



Strategic partnership with **RedBeryl** to provide **ultra-luxury experiences** including access to 3000+ exclusive members-only club across 150+ countries, and many more luxury experiences



Added **E-Sim services** through partnership with **Matrix**, one of the largest network providers



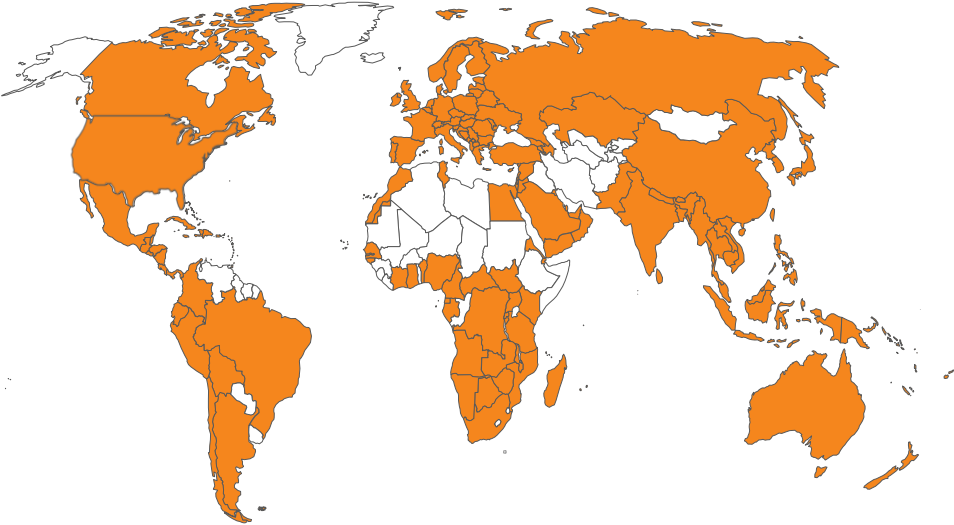
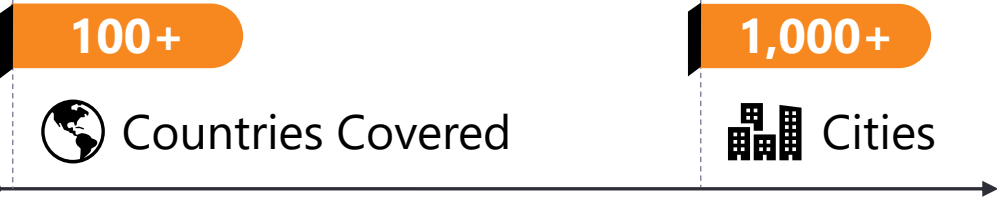
Added **Salon Services** through partnership with **Looks Salon** chain offer beauty and grooming services to its clients



Added **Gifting Services** through our collaboration with **My Flower Tree**, allowing customers to send flowers, cakes, planters, etc.



# Expanding Footprints in New Geographies



Countries where DreamFolks operates

PLAZA  
PREMIUM  
GROUP



**Strategic partnership with Plaza Premium Group**, to include 340+ Plaza Premium Lounges in 70+ major airports into the DreamFolks network

**Entered Malaysia** and on-boarded one of the key players in airport lounge space by **offering technology** w.r.t. card-based lounge benefit management



## Looking to expand into new geographies

- ▶ Replicating our deep knowledge of the industry, technology innovation, process expertise, and business model across new high growth markets.
- ▶ Leveraging our well-entrenched relationships with our global Clients for expanding our footprint
- ▶ Targeting CEMEA and South-East Asia



# Diversifying Client Base to reduce Customer Concentration

## DreamFolks Flywheel



Not an exhaustive List of clients



# Key Strengths

3



# Robust Business Model backed by State-of-the-art Technology Platform

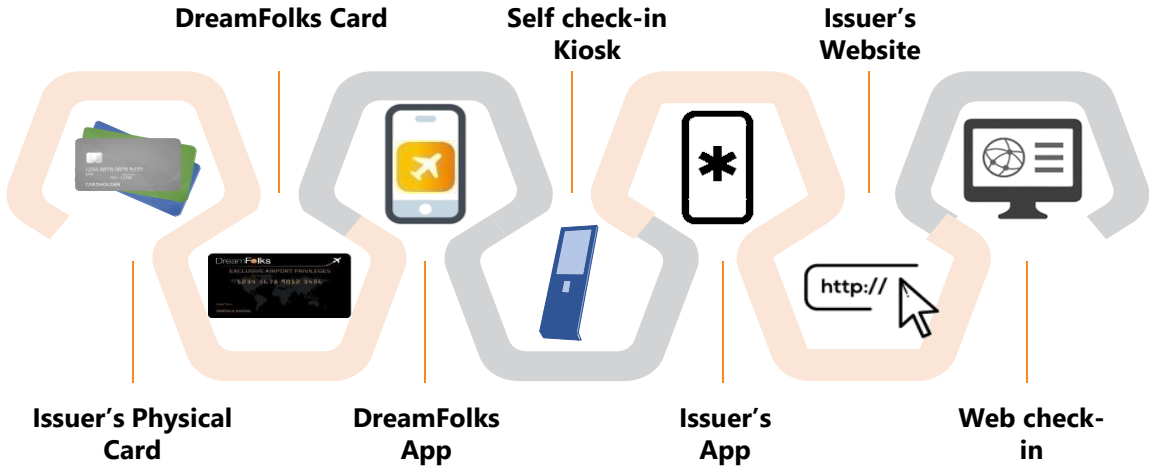
## Robust Business Model

## State-of-the-art Technology Platform

**Clients**  
(Card Issuers/ Card Network Providers/ Airlines/ OTAs/ Enterprises)  
**tie-up with DreamFolks**

...to enable their end-Consumers access services via

### Omni-Channel Mode through Hybrid Model



...to get multiple services during their journey at the Airport



*In-house proprietary technology*



*Offering technology solutions*



*Multiple options for access*



*Client-centric customised products*



*Deeper client integration*

### Certifications

- ISO/IEC 27001 (international standard to manage information security)
- PCIDSS version 4 (Payment Card Industry Data Security Standard)
- SOC1 Type 2; SOC2 Type 2, SOC2 Type 1
- LEED Gold Certification

# Experienced & Able Leadership Team



**Liberatha Peter Kallat**

**Promoter, Chairperson and Managing Director**

- ▶ With company since 2014
- ▶ 24+ Years of Experience
- ▶ Worked at Organisations like Taj GVK Hotels & Resorts, PepsiCo India, Pernod Ricard India



**Mukesh Yadav**

**Promoter & Non-Executive Director**

- ▶ With company since 2011
- ▶ 30+ Years of Experience
- ▶ Worked at organisations like Whistling Heights Resorts Pvt. Ltd., Urban Land Management Pvt. Ltd., and Yashna Infratech Pvt. Ltd.



**Dinesh Nagpal**

**Promoter & Non-Executive Director**

- ▶ With company since 2011
- ▶ 30+ Years of Experience
- ▶ Worked at organisations like Ankur Propmart Pvt. Ltd., Urban Land Management Pvt. Ltd., and Yashna Infratech Pvt. Ltd.



**Balaji Srinivasan**

**Chief Technology Officer & Executive Director**

- ▶ With company since 2019
- ▶ 26+ Years of Experience
- ▶ Worked at organisations like Genpact and Fareye



**Giya Diwaan**

**Chief Financial Officer**

- ▶ With company since 2021
- ▶ 24+ Years of Experience
- ▶ Worked at organisations like PwC, Times Internet, Itz Cash Card (now EBIX Cash), and Deloitte Sub.



**Sandeep Sonawane**

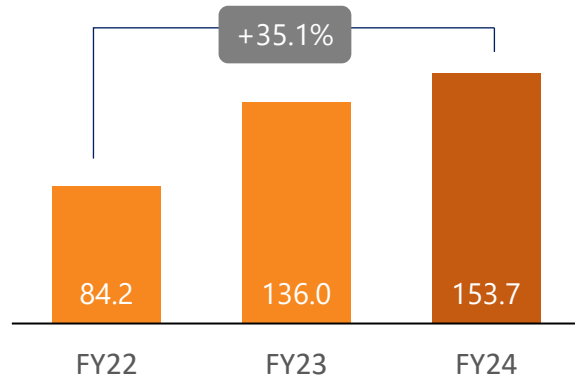
**Chief Business Officer**

- ▶ With company since 2023
- ▶ 26+ Years of Experience
- ▶ Worked at organisations like Adani Airport Holdings, Pernod Ricard, PepsiCo India, Dabur India

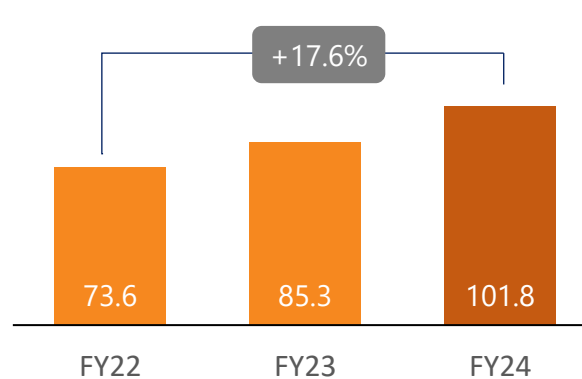


# Strong Industry Tailwinds

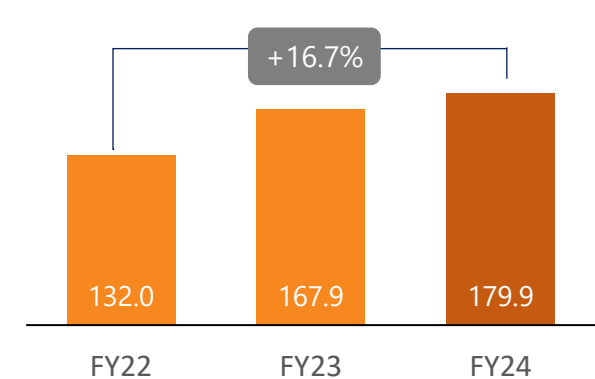
**Domestic Passenger Traffic**<sup>1</sup>  
(Count in Mn, CAGR Growth in %)



**Credit Cards in Circulation (As at end of Year)**<sup>2</sup>  
(Count in Mn, CAGR Growth in %)



**Average Spend Per Credit Card**<sup>2</sup>  
(Rs. Thousand, CAGR Growth in %)



## Key Highlights

- ▶ India has seen a strong rise in demand for domestic travel driven by growing middle class and increase in disposable income
- ▶ The country's attractiveness as a global travel destination has been further enhanced by its geopolitical stability, world-class infrastructure, and the government's renewed focus on expanding tourism sector
- ▶ For our clients like banks, card issuers, card network providers, providing lounge access to their consumers is increasingly becoming a key aspect of their customer acquisition and loyalty programs
- ▶ India has witnessed a remarkable increase in digital payments, driven by factors such as demonetization, government initiatives and the proliferation of smartphones, which has been instrumental in driving the growth of the card industry
- ▶ The Average Spend per Credit Card, which is an important criteria for being eligible for lounge access, has been rising for the last few years, which also showcases the growing adoption of Credit Cards in India

The global lounge industry is expected to grow at a CAGR of 7.5% from 2023-2033, as per Spherical Insights Report (Jan'24)

# The MOATS that will help DreamFolks achieve its vision

**A dominant player in the Indian lounge aggregation industry with strong tailwinds**



**Deep-rooted relationships with marquee Clients developed on the back of long-term associations**

**Proprietary technology platform providing scalability and tailor-made client solutions**

**Ability to leverage an expanding consumer base without direct acquisition costs**



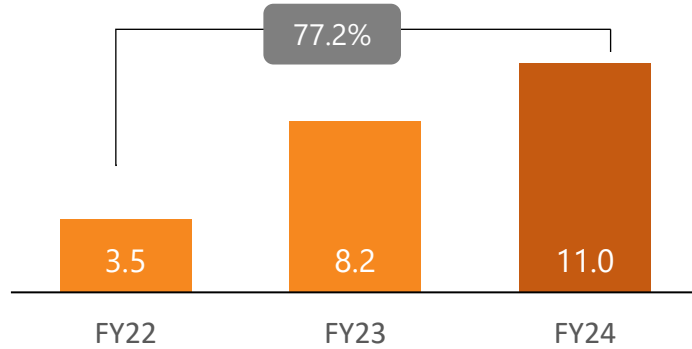
Annual Financial  
Highlights

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# Key Operational Metrics & Financials

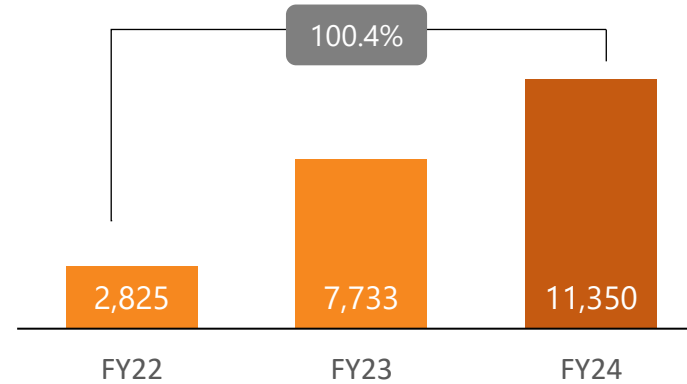
## DreamFolks Pax

(Count in Mn, CAGR growth in %)



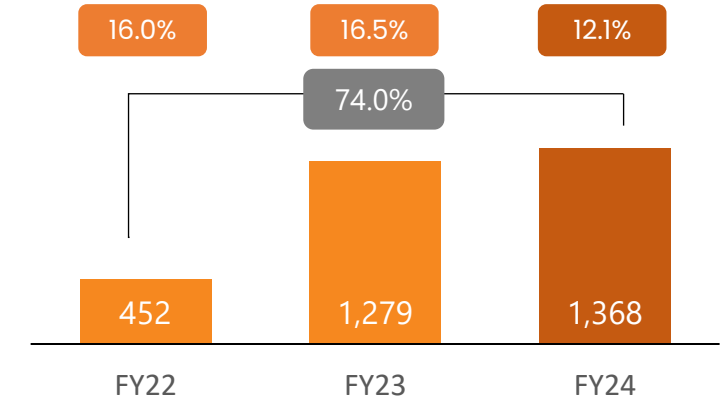
## Revenue

(Rs. Mn, CAGR Growth in %)



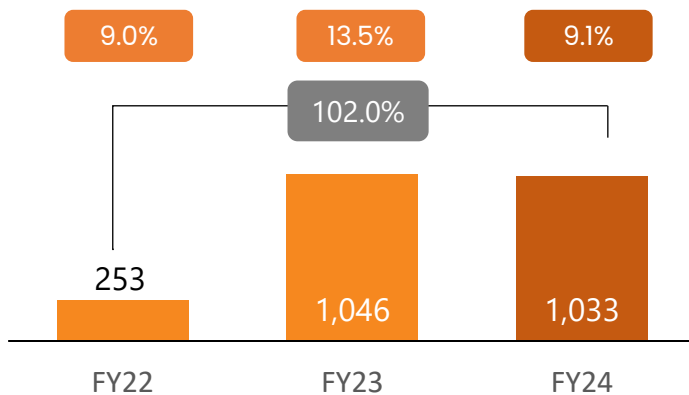
## Gross Profit & Margin

(Rs. Mn, Margin in %, CAGR Growth in %)



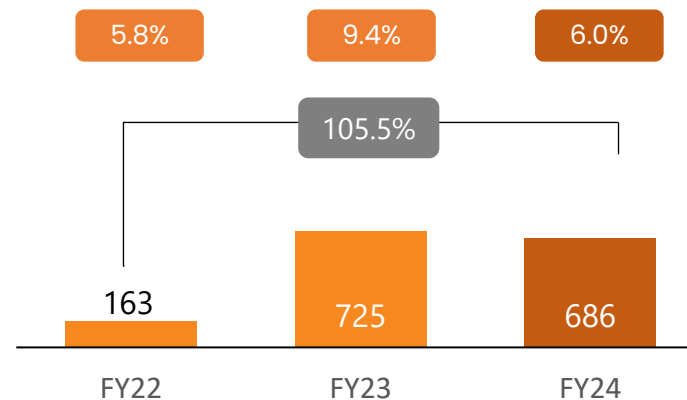
## Adjusted EBITDA & Margin\*

(Rs. Mn, Margin in %, CAGR Growth in %)



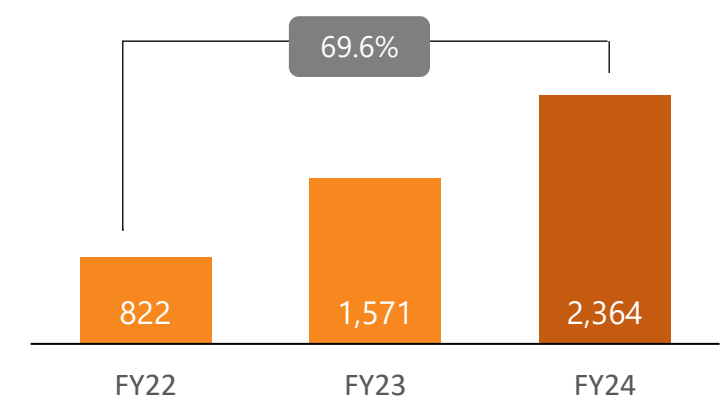
## PAT & Margin

(Rs. Mn, Margin in %, CAGR Growth in %)



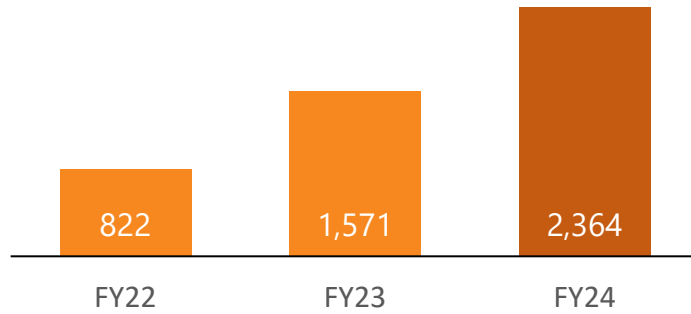
## Net Worth

(Rs. Mn, CAGR Growth in %)

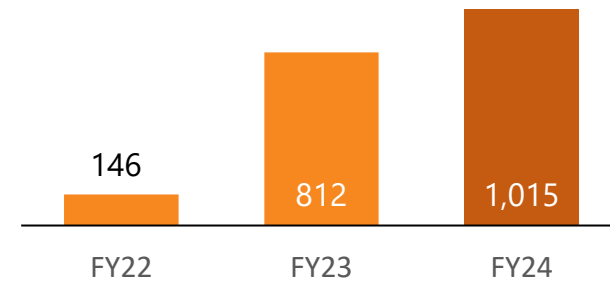




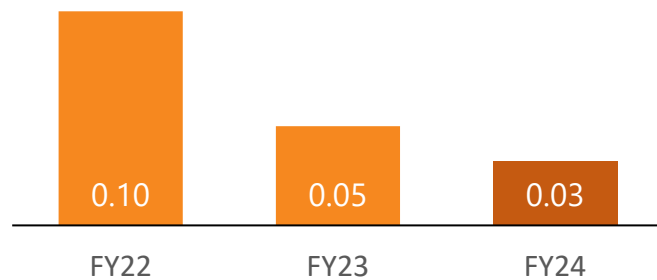
**Net Worth**  
(Rs. Mn)



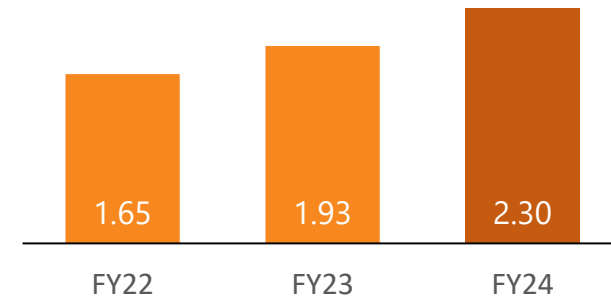
**Cash & Cash Equivalents <sup>^</sup>**  
(Rs. Mn)



**Debt to Equity Ratio**  
(times)



**Current Ratio**  
(times)



# Profit & Loss statement

Particulars (Rs. Mn)	FY2022	FY2023	FY2024	CAGR
Revenue from operations	2,825.0	7,732.5	11,350.1	100.4%
Other income	14.9	33.0	33.3	
<b>Total income</b>	<b>2,839.9</b>	<b>7,765.5</b>	<b>11,383.4</b>	<b>100.2%</b>
Cost of Services	2,372.7	6,453.8	9,981.7	
Employee benefits expenses	165.5	178.3	284.9	
Other expenses	61.0	111.2	143.6	
<b>Adjusted EBITDA *</b>	<b>253.3</b>	<b>1,046.1</b>	<b>1,033.4</b>	<b>102.0%</b>
<b>Adjusted PBT *</b>	<b>217.4</b>	<b>998.3</b>	<b>984.6</b>	<b>112.8%</b>
<b>Profit After Tax</b>	<b>162.5</b>	<b>725.3</b>	<b>686.4</b>	<b>105.5%</b>

# Balance Sheet

Particulars (Rs. Mn)	As at 31/03/2024	As at 31/03/2023
<b>ASSETS</b>		
Property, plant and equipment	31.2	30.5
Capital work in progress	-	0.4
Intangible assets	18.6	30.9
Right of use assets	43.7	52.9
Investment property	16.2	17.1
Goodwill	8.9	8.9
Other financial assets	43.3	39.0
Deferred tax assets (net)	45.1	24.8
Other non-current assets	1.9	5.9
<b>Total non - current assets</b>	<b>208.9</b>	<b>210.3</b>
Investments	438.7	444.1
Trade receivables	2,649.9	2,018.9
Cash and cash equivalents	284.0	189.6
Other bank balances	292.3	178.7
Other financial assets	105.6	131.6
Other current assets	109.6	42.0
Current tax assets (net)	97.0	13.9
<b>Total current assets</b>	<b>3,977.2</b>	<b>3,018.8</b>
<b>Total assets</b>	<b>4,186.1</b>	<b>3,229.2</b>

Particulars (Rs. Mn)	As at 31/03/2024	As at 31/03/2023
<b>EQUITY AND LIABILITIES</b>		
Share capital	106.1	104.5
Other equity	2,257.7	1462.6
Non-controlling Interest	0.3	4.0
<b>Total equity</b>	<b>2,364.1</b>	<b>1,571.1</b>
<u>Non - current liabilities</u>		
Borrowings	2.1	8.8
Lease Liabilities	48.3	56.7
Provisions	41.4	29.4
<b>Total non - current liabilities</b>	<b>91.8</b>	<b>94.9</b>
<u>Financial liabilities</u>		
Borrowings	2.3	1.4
Lease Liabilities	8.4	6.1
<u>Trade payables</u>		
(i) Total outstanding dues of M&SE	77.1	718.1
(ii) Total outstanding dues of creditors other than M&SE	1,552.5	675.1
Other financial liabilities	21.0	89.5
Other current liabilities	64.9	70.6
Provisions	4.0	2.4
<b>Total current liabilities</b>	<b>1,730.2</b>	<b>1,563.2</b>
<b>Total equity and liabilities</b>	<b>4,186.1</b>	<b>3,229.2</b>

# Cash Flow Statement

Particulars (Rs. Mn)	Period ended 31/03/2024	Period ended 31/03/2023
<b>Cash Flow from Operating Activities</b>		
Profit / (loss) before tax	924.5	974.4
Adjustments for Non-Operating Items	78.6	46.9
<b>Operating Profit before Working Capital changes</b>	<b>1,003.1</b>	<b>1,021.2</b>
Changes in Working Capital	(444.8)	(337.3)
<b>Cash (used)/generated from Operating</b>	<b>558.3</b>	<b>683.9</b>
Less: Direct Tax paid	(339.1)	(187.8)
<b>Net Cash from Operating Activities</b>	<b>219.2</b>	<b>496.1</b>
Net Cash from Investing Activities	(149.6)	(302.0)
Net Cash from Financing Activities	24.7	(20.6)
<b>Net increase / (decrease) in cash &amp; cash equivalents</b>	<b>94.3</b>	<b>173.5</b>
Cash and cash equivalents at the beginning of the period	189.6	10.9
Add: Cash and Cash Equivalents on acquisition of Subsidiary	-	5.2
<b>Cash and cash equivalents at the end of the period</b>	<b>283.9</b>	<b>189.6</b>



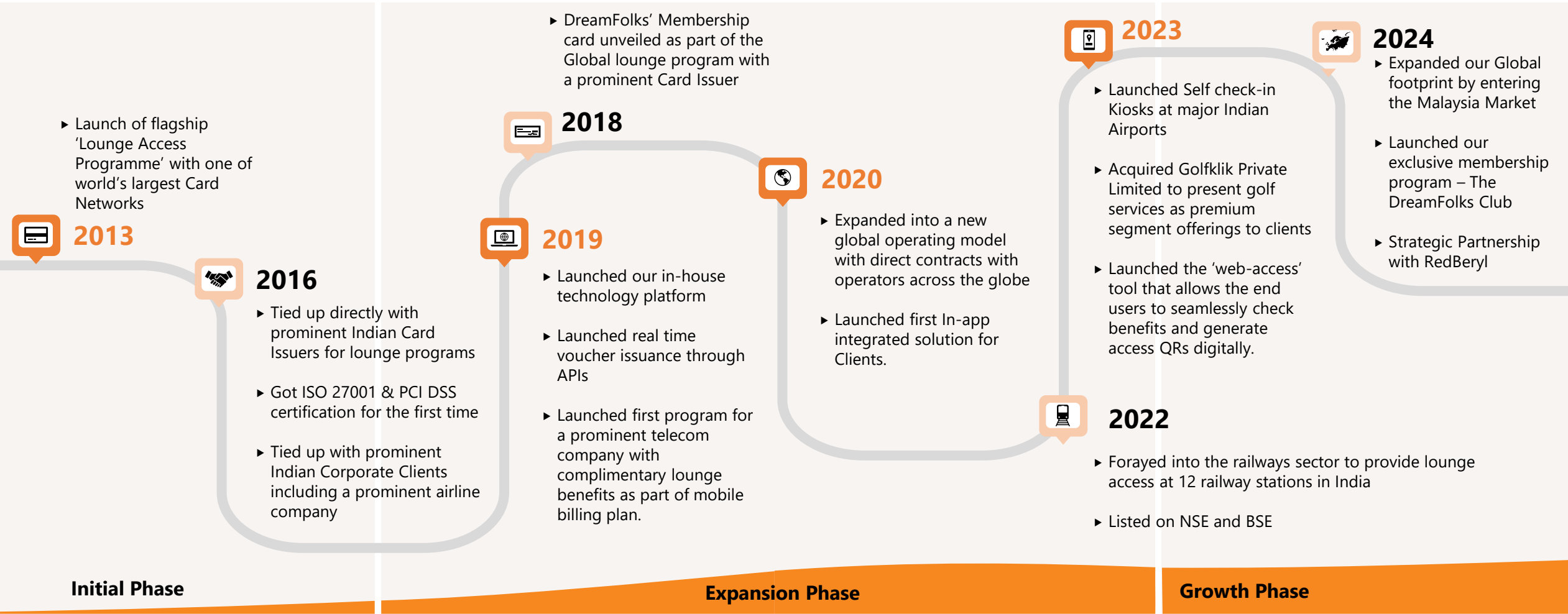
A large, solid orange circle is positioned on the left side of the slide. A white dotted line starts from the top edge of this circle, curves upwards and to the right, then curves downwards and to the right, ending at a small white dot above a grey circle containing the number 5.

# Annexures

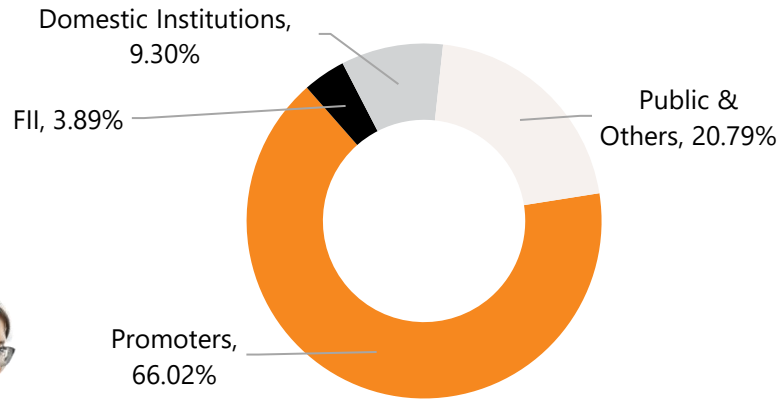
A grey circle containing the white number "5", which serves as a section indicator.

5

# Journey to being the Leading Airport Services Aggregator



## Shareholding Pattern



## Shareholder Information as on 30<sup>th</sup> June 2024

BSE Ticker	543591
NSE Symbol	DREAMFOLKS
Market Cap (Rs Mn)	25,325.2
% Free- float	33.98%
Free Float Market Cap (Rs. Mn)	8,605.5
Shares Outstanding (Mn)	53.0
3M ADTV (Shares)	2,23,450
3M ADTV (Rs. Mn)	112.4

## Top Institutions

- ▶ Motilal Oswal Mutual Fund
- ▶ Invesco India Mutual Fund
- ▶ Mobius Funds
- ▶ PNB MetLife India Insurance Company Ltd.
- ▶ Mirae Asset Funds
- ▶ Govt. of Singapore
- ▶ Abu Dhabi Investment Authority
- ▶ Kitara India Growth Fund



# Awards and Accolades



**Payments Reloaded**  
DreamFolks



**India Banking Summit & Awards**  
DreamFolks



**Economic Times**  
Liberatha Kallat, CMD



**Digital Transformation Summit**  
Balaji Srinivasan, ED & CTO



**The Moodie Davitt Report**  
DreamFolks



**India CX Summit & Awards**  
DreamFolks



**Economic Times**  
Liberatha Kallat, CMD



**WCRCINT Group**  
Liberatha Kallat, CMD



**Economic Times**  
Liberatha Kallat, CMD



**ET Ascent**  
Liberatha Kallat, CMD



**Indian Achievers' Forum**  
Liberatha Kallat, CMD



**India CX Summit & Awards**  
Liberatha Kallat, CMD



**WCRCINT Group**  
DreamFolks



**ET Ascent**  
DreamFolks



**Economic Times**  
DreamFolks



**Elets Banking & Finance**  
Balaji Srinivasan, ED & CTO



**Women Empowerment Summit**  
Giya Diwaan - CFO



**Economic Times**  
DreamFolks



## // Safe Harbour

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