

February 7, 2024

To, Corporate Relationship Department BSE Limited P, J. Tower, Dalal Street Mumbai – 400001 Scrip Code: 543591	To, National Stock Exchange of India Limited Exchange plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai- 400051 Script Symbol: DREAMFOLKS
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Sub: Press Release


Dear Sir/ Madam,

In reference to the captioned subject, please find enclosed herewith the press release titled “DreamFolks achieves strong Revenue growth in Q3FY24” issued by the Company on February 7, 2024.

Kindly take the above intimation on your records.

Thanking You,

Yours faithfully,
For **Dreamfolks Services Limited**


Rangoli Aggarwal
Company Secretary and Compliance Officer



Encl: As above

DreamFolks Services Limited Q3 & 9M FY24 Financial & Operational Performance

DreamFolks achieves strong Revenue growth in Q3FY24

Gurugram, Haryana (India), 07 February 2024 – DreamFolks Services Limited (herein referred to as "DreamFolks"), India's largest airport service aggregator platform Limited, today announced the financial results for the third quarter and nine months of fiscal year 2024.

Ms. Liberatha Kallat, Chairperson and Managing Director, commented on the performance: *"We are delighted to announce that we have delivered a strong revenue growth of 49.5% YoY in Q3FY24, and a robust growth of 59.5% YoY for the 9MFY24 period. We have achieved this growth by leveraging our enduring relationships and deep integration with clients, well supported by our proprietary technology and a strong resilient team. The travel & credit card industries continue to witness tailwinds, and we are actively working to capitalise on these opportunities.*

We are actively working on diversifying our business model by focusing on various aspects such as client mix, service mix, and geographical expansion. Introducing our exclusive membership program, The DreamFolks Club, allows us to offer premium travel and lifestyle services tailored to diverse budget ranges. Additionally, we've incorporated new services like health checkups and gifting, seamlessly integrated into the DreamFolks Club for comprehensive benefits. Furthermore, we've expanded our reach by forming a partnership with Russia's leading lounge operator, Grey Wall, to enhance our global presence.

Our deep integration with our clients is coming to fruition as leading Banks/ Issuers have implemented spend/usage-based solutions for product cost optimization using our proprietary technology platform, through which they can define and provide benefits to its users based on specific KPIs. Our platform will help the issuers to optimize their operations and incentivize premium users.

We're diversifying our business by leveraging technology and our client base to strengthen our position in airport services. Favourable factors like increased domestic traffic, digital payment adoption, and rising demand for lounges offer significant growth opportunities ahead."

Key Financial Highlights of the Quarter (Consolidated):

Particulars (Rs Million)	Q3FY24	Q3FY23	YoY	Q2FY24	QoQ	9MFY24	9MFY23	YoY	FY23
Revenue from Operations	3,051	2,040	49.5%	2,825	8.0%	8,539	5,355	59.5%	7,733
Gross Profit	383	334	14.7%	351	9.1%	1,017	854	19.1%	1,279
EBITDA	280	267	5.0%	248	13.0%	716	671	6.6%	1,022
Profit After Tax	200	190	5.5%	177	13.4%	507	472	7.3%	725
EPS (Rs.)	3.8	3.6	4.6%	3.3	12.8%	9.6	9.0	6.4%	13.88

Other Highlights:

- Launched our exclusive membership program – **The DreamFolks Club**, which offers a range of membership packages, strategically designed to cater to diverse travel and lifestyle needs and aspirations. Services include complimentary global lounge access, airport services, beauty & grooming, healthcare, floral gifting, travel visa, golf and more.
- Strengthened our global presence through our **partnership with Grey Wall – Russia’s leading lounge operator**. Passengers can gain lounge access to Grey Wall’s comprehensive ecosystem of lounges and services in 100+ key airports and railway stations in Russia.
- **Added two new services** to our bouquet of offerings – Gifting and Health checkups.
 - Customers can send flowers, cakes, planters and more to their friends and family.
 - Allow customers the convenience of availing pathology tests across India.
- In line with our strategic vision of **diversifying our client base**, we have added new clients to our existing roster of clients – An e-commerce company and a new-age fintech company.

About DreamFolks Services Limited

DreamFolks is India’s leading airport services aggregator and provides an 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 including the top 5 credit card issuers in India and enjoys a market share of over 90% in the domestic lounge access market for India-issued debit and credit programs. The company went public in Sep '22 with listings on both BSE and NSE and has a global footprint extending to more than 1,500 touchpoints in 100+ countries, across the world.

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

For further information, please contact:

Ms. Giya Diwaan, Chief Financial Officer
DreamFolks Services Limited
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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.