

Date: 08th August 2024

To, Corporate Relationship Department BSE Limited P, J. Tower, Dalal Street Mumbai – 400001 Script 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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Subject: Press Release

Dear Sir/Madam,

In reference to the above captioned subject and provisions, please find enclosed herewith a press release titled “Dreamfolks Services Limited Q1FY25 Financial & Operational Performance” issued by the Company on 08th August 2024.

You are requested to kindly take the same on your records.

Thanking You

For Dreamfolks Services Limited



Ms. Rangoli Aggarwal ★
Company Secretary and Compliance officer

Encl: A/a

Dreamfolks Services Limited Q1FY25 Financial & Operational Performance

DreamFolks registers a strong start to FY25

Q1FY25 Revenue at Rs. 3,208 Million, up 20% YoY
 Q1FY25 Gross Profit at Rs. 376 Million, grew by 32% YoY
 Q1FY25 Adjusted EBITDA at Rs. 258 Million, grew by 30% YoY

Gurugram, Haryana (India), 08 August 2024 – Dreamfolks Services Limited (herein referred to as "DreamFolks"), India's largest travel and lifestyle service aggregator, today announced the financial results for the first quarter ended 30th June 2024.

Ms. Liberatha Kallat, Chairperson and Managing Director, commented on the performance: "We are happy to report a strong start to FY25. Our revenue from operations climbed approximately 20% Y-o-Y to Rs 3,208 million in Q1FY25, from Rs 2,663 million in Q1FY24. We recorded a gross margin of 11.7% and Adjusted EBITDA margin of 8.0% in Q1FY25.

We are on track to achieve a revenue growth of 20%, a gross margin of 11-13% on a yearly basis, which is in line with our guidance for FY25. Given the seasonality and contract renewal cycle of our business, the first two quarters in a fiscal see margin compression as compared to the second half of the year where we see the margins expand.

A notable highlight of this quarter was the growth in passenger volumes by 2.8% YoY, despite a structural shift from blanket benefit offers to the spend based program implementation, by most of our clients.

We continue to take strides towards becoming a one-stop aggregator of lifestyle services in the country and will continue to take initiatives in line with our business strategies of adding new contemporary services other than lounges, increasing wallet share with existing clients, expanding & diversifying our client base and expanding geographically. In line with our strategy of adding more contemporary services into our portfolio, we have introduced a new service – Doctor consultation and Medicine on call during the quarter.

We believe that with our unique business model, the tail winds from our allied industries, proprietary state-of-the-art technology platform and our foray into adjacent lifestyle services, we are confident of the long-term momentum being sustained."

Key Financial Highlights of the Quarter (Consolidated):

Particulars (Rs Million)	Q1FY25	Q1FY24	YoY	FY24
Revenue from Operations	3,208	2,663	20.5%	11,350
Gross Profit	376	284	32.2%	1,368
Adjusted EBITDA*	258	198	30.3%	1,033
Profit After Tax	172	130	32.3%	686

*After adjusting for non-cash ESOP Expenses

Other Highlights:

- Onboarded 6 new lounges to our network in India – 5 at domestic terminals and 1 at international terminal
- We have added 41 lounges to our network outside India
- Under the GolfKlik business service, we have added 6 domestic golf courses to our portfolio

About Dreamfolks Services Limited

DreamFolks is India's leading travel and lifestyle services aggregator, providing lounge services at Airports and Railways, Visa Application Centres, Highways; and Other Services including Golf games and lessons, Meet and Assist, Airport Transfer, Duty Free, Spa & Wellness, F&B Offers, E-Sim, Beauty and Grooming, and many other services. 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 1,500+ touchpoints in 100+ countries.

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

For further information, please contact:

Ms. Giya Diwaan, Chief Financial Officer
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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.