

October 25, 2023

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,

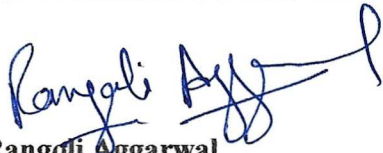
In reference to the captioned subject, please find enclosed herewith the press release titled “DreamFolks delivers a strong Revenue growth of 65% YoY along with Gross Profit growth of 30.4% YoY” issued by the Company on 25th October, 2023.

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 Q2 & H1 FY24 Financial & Operational Performance

*DreamFolks delivers a strong Revenue growth of 65.0% YoY along with
Gross Profit growth of 30.4% YoY*

Gurugram, Haryana (India), 25 October 2023 – DreamFolks Services Limited (herein referred to as "DreamFolks"), India's largest airport service aggregator platform, today announced the financial results for the quarter and first half ended 30th September 2023.

Ms. Liberatha Kallat, Chairperson and Managing Director, commented on the performance: *"The company delivered a strong revenue performance registering 65.0% growth YoY in Q2FY24 while on a QoQ basis revenue grew marginally by 6.1%. On a sequential basis the company have seen a gross margin improvement of 174 bps to 12.4% in Q2FY24.*

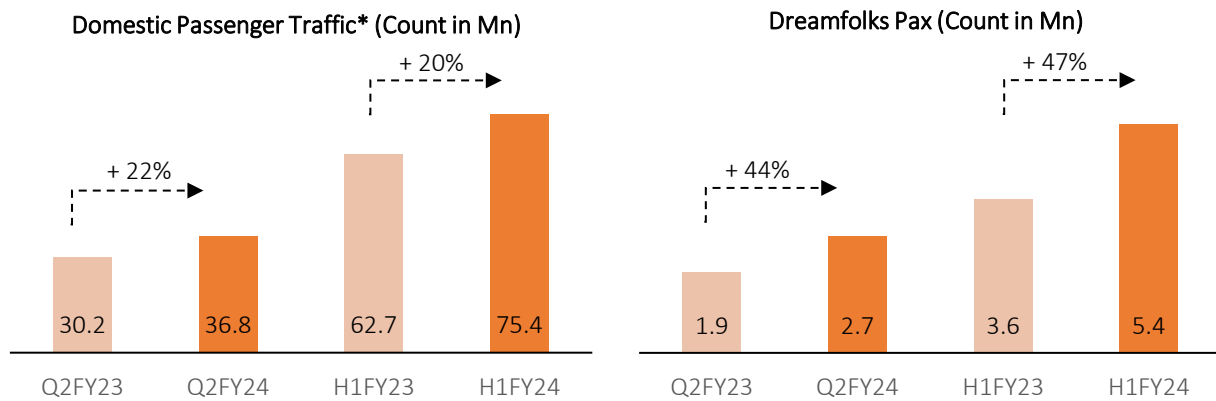
We are a dominant player in the airport services industry and are at the forefront of digitizing the industry, which is witnessing multiple tailwinds. The domestic passenger traffic, as reported by the DGCA, has witnessed a growth of 20% on YoY basis in H1FY24, while the Dreamfolks pax has increased by 47% in the same period, indicating the growing demand for lounge services in India as well as changing attitude of people towards having new experiences.

As the travel industry continues to witness robust demand, we believe we are well positioned to capitalize on the growth opportunities. We are working hard to achieve the goals and are excited about the future."

Key Financial Highlights of the Quarter (Consolidated):

Particulars (Rs Million)	Q2FY24	Q2FY23	Q1FY24	H1FY24	H1FY23	FY23
Revenue from Operations	2,825	1,712	2,663	5,488	3,315	7,733
Gross Profit	351	269	284	635	521	1,279
EBITDA	248	210	187	435	404	1,022
Profit Before Tax	236	196	176	413	379	974
Profit After Tax	177	148	130	306	283	725
PAT Margin	6.25%	8.65%	4.87%	5.58%	8.52%	9.38%
Diluted EPS (Rs.)	3.25	2.74	2.38	5.63	5.23	13.32

Key Operational Highlights of the Quarter:



Source: *DGCA Data

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 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 over 1,500 touchpoints in 100+ countries, across the world.

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

For further information, please contact:

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