

May 23, 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 concludes FY25 on a High Note*” issued by the Company on May 23, 2025.

We are pleased to inform that the Company concluded the year with a Revenue of Rs. 12,919 Million, marking a growth of 14% YoY. Further details are in the Press Release annexed herewith.

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 Q4 & FY25 Financial & Operational Performance**DreamFolks concludes FY25 on a High Note**

FY25 Revenue at Rs. 12,919 Million, grew up 13.8% YoY

Gross Profit at Rs. 1,501 Million in FY25, up by 9.7% YoY

Gurugram, Haryana (India), 23 May 2025 – Dreamfolks Services Limited (herein referred to as "DreamFolks"), India's largest travel and lifestyle service aggregator, today announced the financial results for quarter and full year ended 31st March 2025.

Ms. Liberatha Kallat, Chairperson and Managing Director, commented on the performance: *"FY25 was a year of consolidation for DreamFolks as we saw some structural changes in the industry, both from a revenue and a cost perspective. We concluded the year with a Revenue of Rs. 12,919 Million, marking a growth of 14% YoY, despite the macro headwinds and its short-term impact on growth and margins. Notably, this growth outpaced that of our two main macro drivers – domestic air passenger traffic and the number of credit cards, both of which experienced growth rates between 7.5% - 8.0% in FY25.*

The company reported Gross Margins of 11.6% and EBITDA margin of 7.5% in FY25, which remained within our previously communicated guidance of 11% - 13% and 7% - 9% respectively. We believe that with addition of newer services with better margin profile, these could see an uptick over the medium term.

Our committed investment in manpower has helped us not only in expanding our service offerings but also diversifying into different type of clients. During the year, we added 6 new services taking our total premium service offerings to more than 20. We also added more than 30 new clients in Enterprise and Banking industry.

Our long-term vision is to be considered as the dominant player not only in the traditional travel services but also to establish ourselves as the leading lifestyle services aggregator in the country. We have a fair sense of the visibility for the lounge services as well as our plans for the other new services which form an important part in our new strategy for the next five years.

The strategy envisages consolidating the existing lounge services, while exponentially adding other new services and scaling this up to a third of the revenues in the next 5 years, which currently form 7%. With this strategy in mind, our aim is to double the Revenue in the next 4-5 years with profitability margins also seeing a substantial increase. A key element of this strategy is to continue our focus on diversification across high-potential services other than lounges, particularly Access to members-only social clubs, Coffee at malls, as well as adding more enterprise clients.

In conclusion, we are committed to diversify our business model to become the leading aggregator of travel and lifestyle services. We are now at a point where we are experiencing good stability, and several factors boost my confidence in our potential to achieve a promising and sustainable growth in future."

Key Financial Highlights (Consolidated):

Particulars (Rs. Million)	Q4FY25	Q4FY24	FY25	FY24
Revenue from Operations	3,142	2,811	12,919	11,350
Gross Profit	351	351	1,501	1,368
Adjusted EBITDA*	252	273	1,021	1,032
Profit After Tax	149	180	651	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 Centers, Highways; and Other Services like Access to Social Club, Coffee at Malls, 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 3000+ touchpoints in 100+ countries.

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

For further information, please contact:

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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.