

**November 08, 2024**

To, The Secretary, Listing Department BSE Limited P. J. Towers, Dalal Street Mumbai – 400001 <b>Scrip Code:</b> 543591	To, The Listing Manager, Listing Department National Stock Exchange of India Limited Exchange Plaza, 5 <sup>th</sup> Floor, Plot No. C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai- 400051 <b>Symbol:</b> DREAMFOLKS
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**Subject: Press Release**

Dear Sir/Madam,

Please find enclosed herewith Press Release titled “*Dreamfolks Services Limited Q2 & H1 FY25 Financial & Operational Performance*” issued by the Company on November 08, 2024.

We are pleased to inform that the Company has achieved double-digit topline growth in Q2FY25. Further details are in the Press Release annexed herewith.

You are hereby requested to take the above intimation on record.

Yours faithfully,

**For Dreamfolks Services Limited**



**Harshit Gupta**  
**Company Secretary and Compliance Officer**

**Encl: As above**

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## Dreamfolks Services Limited Q2 & H1 FY25 Financial & Operational Performance

### DreamFolks reports double-digit topline growth in Q2FY25

*Q2FY25 Revenue at Rs. 3,169 Million, grew by 12.2% YoY*

*Q2FY25 Profit After Tax at Rs. 160 Million*

**Gurugram, Haryana (India), 8<sup>th</sup> November 2024** – Dreamfolks Services Limited (herein referred to as "DreamFolks"), India's largest travel and lifestyle service aggregator, today announced the financial results for the second quarter and first half ended 30<sup>th</sup> September 2024.

**Ms. Liberatha Kallat, Chairperson and Managing Director, commented on the performance:** *"We achieved double-digit growth on Revenue and Gross Profit, during the quarter, while in H1FY25, all key financial metrics such as - Revenue, Gross Profit, Adjusted EBITDA, and PAT reported a decent performance. This financial performance is the testament to the strategic initiatives we have undertaken over the past few quarters.*

*The "Services other than India airport lounge" contributed 6.7% to Revenue in Q2FY25 as compared to 5.5% in Q2FY24. Our continuous efforts to grow other services have started giving yields backed by growth in services like Golf and Railway Lounge.*

*Furthermore, we have successfully broadened our portfolio of clients, incorporating seven new enterprises to our client base in Q2FY25. Moreover, our commitment to maintaining a 100% airport lounge coverage in India continues, as witnessed by the addition of four new lounges to our network, culminating in a total of 74 lounges in India. In a further expansion to our global lounge network, we have integrated 38 new lounges with a significant number situated within Asia.*

*Our strategic initiatives towards integrating new services, customer acquisition, increasing wallet share with existing clients and geographic expansion; coupled with the strong momentum being witnessed by our allied industries; will continue to contribute towards our growth in future.*

*Meanwhile, our commitment to operational excellence as well as our investment in technology and people will ensure a sustained growth in profitability as well. We are confident that our unique business model and our strategies will continue to foster sustained long-term growth."*

**Key Financial Highlights of the Quarter (Consolidated):**

Particulars (Rs Million)	Q2FY25	Q2FY24	H1FY25	H1FY24	Growth (YoY)	FY24
Revenue from Operations	3,169	2,825	6,377	5,488	16.2%	11,350
Gross Profit	392	351	768	635	21.0%	1,368
Adjusted EBITDA*	255	266	513	464	10.6%	1,033
Profit After Tax	160	177	332	306	8.3%	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 Centres, Highways; and Other Services like 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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**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.