Dreamfolks Services Limited
Unit No. 301-307, Tower B, Good Earth Trade Tower,
Sector-62, Gurgaon-122001,
Haryana, India | Tel: 0124-4037306
www.dreamfolks.com | info@dreamfolks.com
CIN: L51909DL2008PLC177181

November 03, 2026

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, 5th Floor, Plot No. C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai- 400051 **Symbol:** DREAMFOLKS

Subject: Investor Presentation on Unaudited Financial Results for the quarter and half year ended September 30, 2026

Dear Sir(s)/Madam(s),

Pursuant to SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our letter dated November 03, 2026 intimating the outcome of the Board Meeting held today, Investor Presentation for the Investors' call scheduled for today i.e. November 03, 2026 at 17:30 Hours (IST) on the Unaudited Financial Results for the quarter and half year ended September 30, 2026 is attached herewith.

This Presentation will also be available on the website of the Company ats www.dreamfolks.com.

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

Thanking You!

Yours Faithfully

For Dreamfolks Services Limited

Harshit Gupta
Digitally signed by Harshit Gupta
Date: 2026.11.03 17:09:12 +05'30'

Harshit Gupta
Company Secretary and Compliance Officer

Encl: as above



DreamFolks Services Limited

Q2 & H1 FY27 | Investor Presentation

November 2026

Contents

1. Q2 & H1 FY27 | Performance Highlights
2. The Way Forward
3. Key Strengths
4. Annexures

DreamFolks

Q2 & H1 FY27 Performance Highlights

1



Leadership Message



Ms. Liberatha Kallat
Chairperson and
Managing Director

"Q2 FY27 was a quarter of encouraging progress across several important areas of our business. We continued to deepen our engagement with banks and card networks through newer offerings such as Coffee BOGO, members-only club access and innovative travel benefits. The growing adoption of these services reflects the increasing relevance of our platform beyond traditional airport lounge access.

An important milestone was the integration of DF Club Membership with the loyalty platforms of multiple major banks, creating wider distribution and accessibility for our membership proposition. We also launched DreamFolks Club Nagavalli Wilderness Estate in the Eastern Ghats, a distinctive private club spread across approximately 30 acres, featuring a 25-acre golf course, luxury and eco cottages, wellness and immersive experiences rooted in the region's natural and cultural heritage.

Our partnerships announced at Global Fintech Fest 2026 further demonstrate the versatility of our Benefits Technology platform, spanning flight cancellation benefits, wellness offerings and premium prepaid card propositions. Meanwhile, our global network of over 1,100 airport lounges provides a strong foundation for international growth. The addition of a new railway lounge at Nashik further strengthens our presence, with DreamFolks maintaining coverage across 100% of railway lounges in India.

As we move through FY27, our focus remains on deepening client relationships, increasing adoption across global and lifestyle services, scaling the railway business through Ten11 and strengthening our technology and operating capabilities. We remain focused on translating these initiatives into sustained business scale, improved operating leverage and long-term value creation.

Financially, the Company reported revenue of INR 31.1 crores in Q2 FY27, taking first-half revenue to INR 70.1 crores. Gross Profit returned to positive territory, closing the H1 at INR 6.1 crores, with a Gross Profit margin of 8.7%. Encouragingly, non-airport lounge services contributed more than one-third of the topline during the quarter, reflecting the growing contribution of our diversified business portfolio."

H1FY27 Performance Highlights

DreamFolks

	Revenue *	Gross Profit & Margin	Adjusted EBITDA & Margin**	PAT & Margin	Net Worth***
H1FY27	**Rs. 701 Mn**	**Rs. 61 Mn**	**Rs. (252) Mn**	**Rs. (246) Mn**	**Rs. 2,901 Mn**
H1FY26	**Rs. 5,545 Mn**	**Rs. 757 Mn**	**Rs. 461 Mn**	**Rs. 325 Mn**	**Rs. 3,335 Mn**

** Revenue from Operations* ***Adjusted for non-cash expenses* ****As on 30th September of respective years*

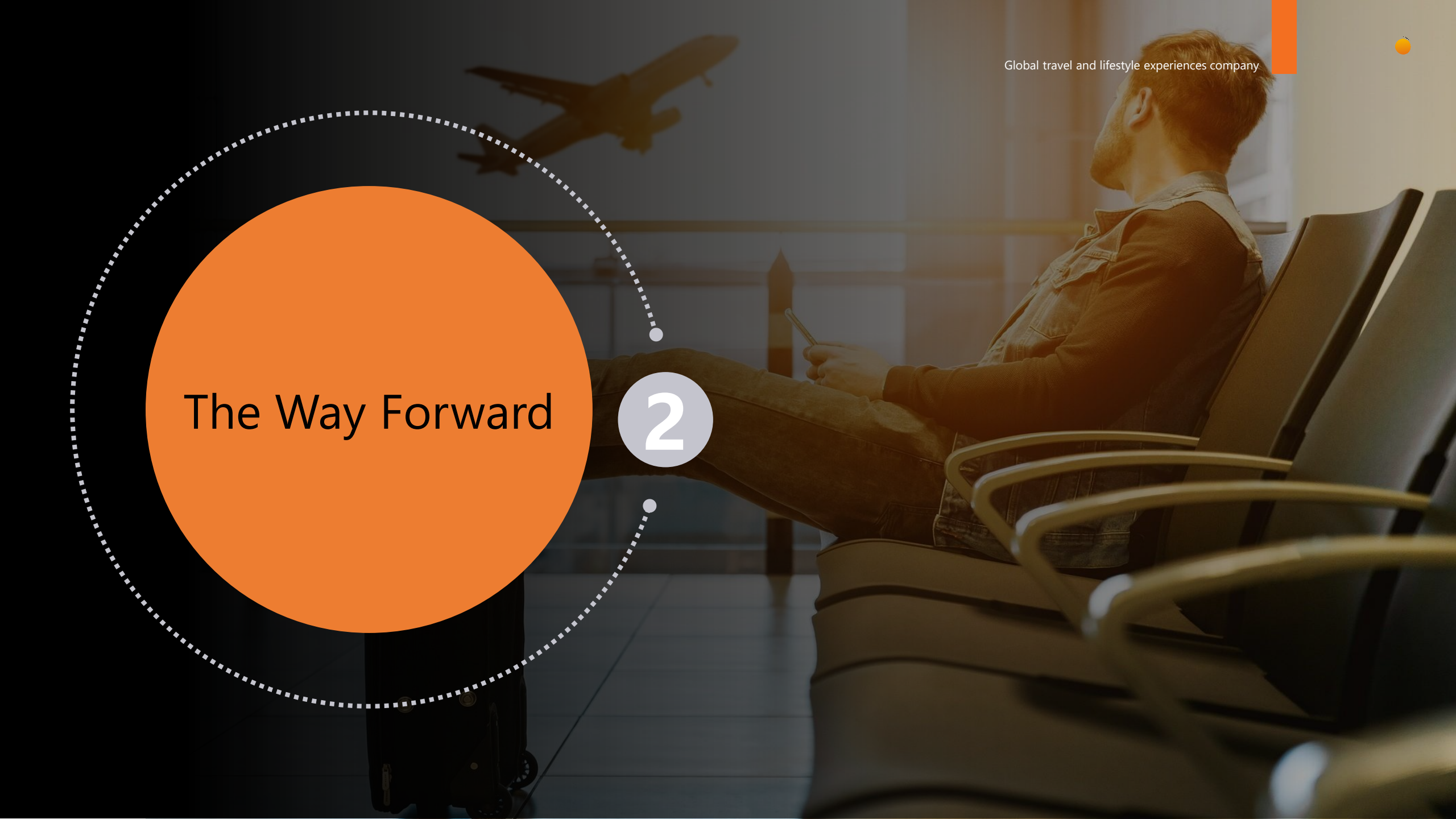
Quarter-on-Quarter Performance Highlights

	Revenue *	Gross Profit	Adjusted EBITDA**	PAT	Net Worth***	Cash balance & investments
Q2 FY27	**Rs. 311 Mn**	**Rs. 70 Mn**	**Rs. (88) Mn**	**Rs. (107) Mn**	**Rs. 2,901 Mn**	**Rs. 1,878 Mn**
Q1 FY27	**Rs. 390 Mn**	**Rs. (9) Mn**	**Rs. (164) Mn**	**Rs. (138) Mn**	**Rs. 3,004 Mn**	**Rs. 1,933 Mn**
Q2 FY26	**Rs. 2,055 Mn**	**Rs. 292 Mn**	**Rs. 156 Mn**	**Rs. 112 Mn**	**Rs. 3,335 Mn**	**Rs. 1,408 Mn**

** Revenue from Operations* ***Adjusted for non-cash ESOP expense* ****As on 30th September of respective years (exc. NCI)*

The Way Forward

2



Increasing Wallet Share across services with Clients

Identifying cross-selling opportunities within our diversified set of services

Travel Services

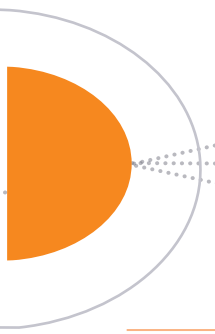
- Airport Lounges
- Railway Lounges
- Airport Transfer
- Meet & Assist
- Highway Dining
- Flight Cancellation for any reason
- Travel sim

DreamFolks

Lifestyle Services

- Private Clubs Membership
- Golf Games & Lessons
- Coffee
- Room Upgrade & Buffet at Premium Hotels
- Spa, Beauty & Wellness
- Healthcare

& Other services



Offering **20+ premium travel & lifestyle services** with solutions tailored as per diverse client requirements

Strengthening our core offering - lounge, through **organic and inorganic** strategic initiatives

Non-airport lounge business now **contribute more than one-third** to our topline, diversifying our revenue streams

Q2 FY27 Business Updates

Q2 FY27 Business Updates

01 New Railway lounge at Nashik, DreamFolks maintaining 100% coverage

02 Lifestyle services like Coffee, Member-only club access, etc., made live for multiple banking clients

03 Launched DreamFolks Club - Nagavalli Wilderness Estate, a members-only private club

04 DreamFolks Club Membership sign-ups saw healthy growth

Expanding Footprints in New Geographies

DreamFolks

Presence across 100+ countries and 6000+ touchpoints

Multiple clients onboarded in SEA region

Have covered major locations across Asia Pacific and Middle East, actively expanding into more regions

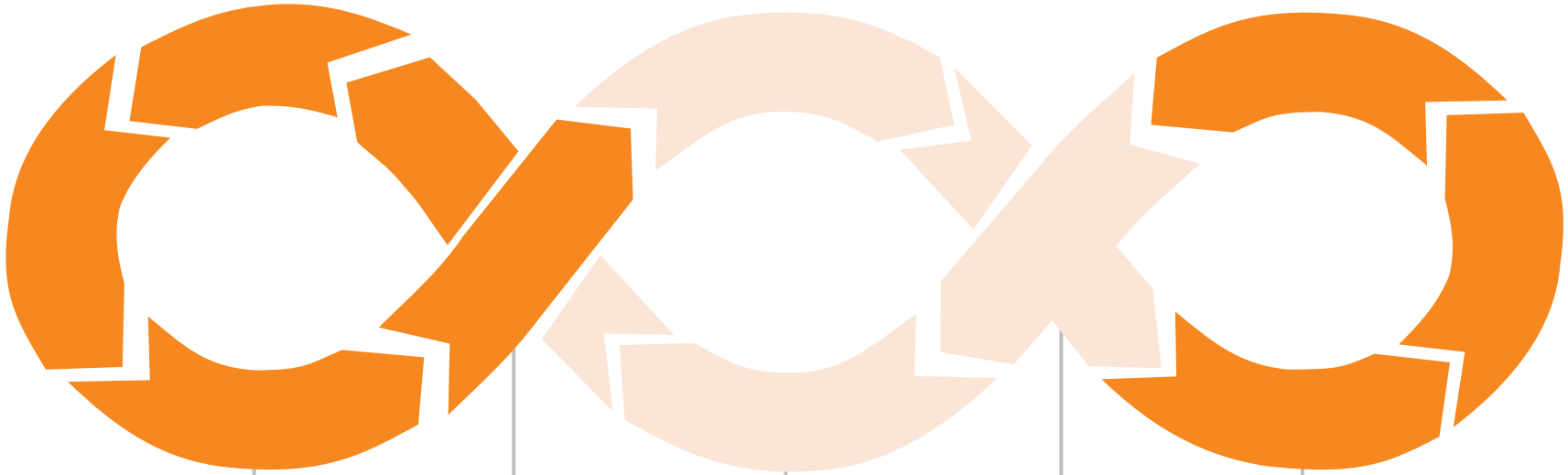


1100+ Global Airport Lounge & related touchpoints

3500+ Social Clubs

860+ Golf courses outside India
Fastrack at 50+ touchpoints

Diversifying Client Base to reduce Customer Concentration (1/2)



DreamFolks Client Ecosystem

Not an exhaustive List of clients

Diversifying Client Base to reduce Customer Concentration (2/2)

DreamFolks

Balanced Business Mix

Increasing non-banking enterprise share, diversifying existing client base

Consistent Client Growth

Various clients & programs added in last one year, reflecting robust and steady onboarding momentum each quarter

Focused Team for Enterprise Clients

DreamFolks is building a dedicated team focused on serving enterprise clients, ensuring agile execution, personalized support, and stronger relationship management

Diversified Client Network

Each new client expands user reach and enhances utilization of DreamFolks' airport and travel offerings.

Scalable Distribution

Deep integration with top digital brands strengthens DreamFolks' platform-led growth strategy

Strategic Brand Wins

Key clients addition making DreamFolks' presence across high-growth travel, tech, and loyalty segments

Key Strengths

3



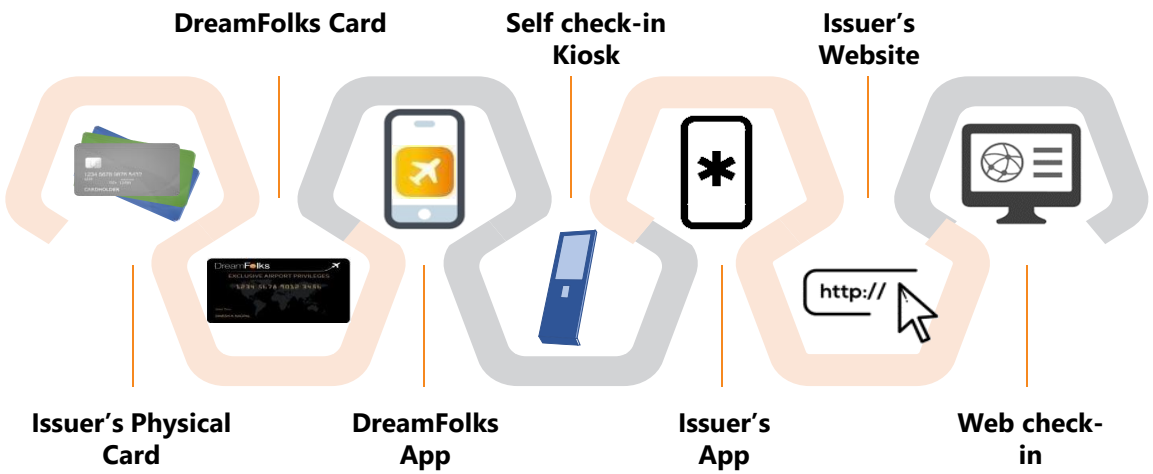
Robust Business Model backed by State-of-the-art Technology Platform

Robust Business Model

Clients
(Card Issuers/ Card Network Providers/ Airlines/ OTAs/ Enterprises**)**
tie-up with DreamFolks

...to enable their end-Consumers access services via

Omni-Channel Mode through Hybrid Model



...to get multiple services during their journey at the Airport

State-of-the-art Technology Platform

In-house proprietary technology

Offering technology solutions

Multiple options for access

Client-centric customised products

Deeper client integration

Certifications

- ISO/IEC 27001 (international standard to manage information security)
- PCIDSS version 4 (Payment Card Industry Data Security Standard)
- SOC1 Type 2; SOC2 Type 2, SOC2 Type 1
- LEED Gold Certification

Experienced & Able Leadership Team



Liberatha Peter Kallat

Promoter, Chairperson and Managing Director

- 25+ Years of Experience
- Worked at Organisations like Taj Hotels & Resorts, PepsiCo India, Pernod Ricard India



Mukesh Yadav

Promoter & Non-Executive Director

- 31+ Years of Experience
- Worked at organisations like Whistling Heights Resorts Pvt. Ltd., Urban Land Management Pvt. Ltd., and Yashna Infratech Pvt. Ltd.



Dinesh Nagpal

Promoter & Non-Executive Director

- 35+ Years of Experience
- Worked at organisations like Ankur Propmart Pvt. Ltd., Urban Land Management Pvt. Ltd., and Yashna Infratech Pvt. Ltd.



Balaji Srinivasan

Chief Technology Officer & Executive Director

- 26+ Years of Experience
- Worked at organisations like Genpact and Fareye



Sandeep Sonawane

Chief Business Officer

- 27+ Years of Experience
- Worked at organisations like Adani Airport Holdings, Pernod Ricard, PepsiCo India, Dabur India



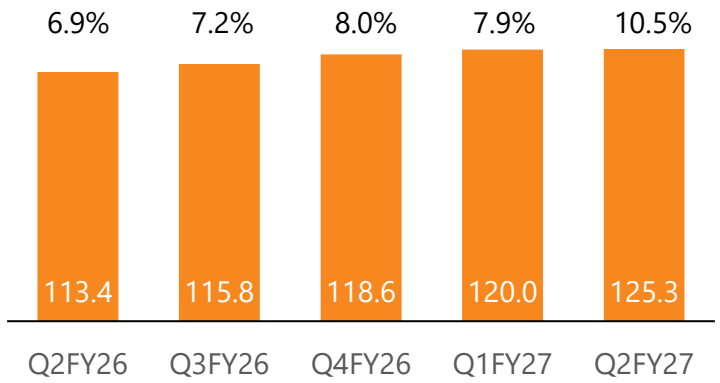
Shekhar Sood

Chief Financial Officer

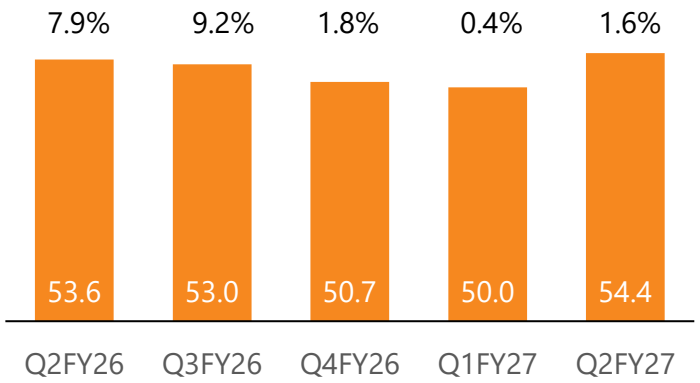
- 20+ years of global experience
- Worked at organisations like Bajaj Capital Group, Socomec India, Ambuja Cements Ltd., CLAAS Agricultural Machinery, Nangia & Co. and Grant Thornton (WCC)

Strong Industry Tailwinds

Credit Cards in Circulation (As at end of Quarter) [1]
(Count in Mn, YoY growth in %)



Average Spend Per Credit Card [1]
(Rs. Thousand, YoY Growth in %)



Key Highlights

- India has seen a strong rise in demand for outbound travel driven by growing middle class and increase in disposable income
- The country's attractiveness as a global travel destination has been further enhanced by its geopolitical stability, world-class infrastructure, and the government's renewed focus on expanding tourism sector
- For our clients like banks, card issuers, card network providers, providing travel & lifestyle services to their consumers is increasingly becoming a key aspect of their customer acquisition and loyalty programs
- India has witnessed a remarkable increase in digital payments, driven by factors such as demonetization, government initiatives and the proliferation of smartphones, which has been instrumental in driving the growth of the card industry
- The Average Spend per Credit Card, which is an important criteria for being eligible for lounge access, has been rising for the last few years, which also showcases the growing adoption of Credit Cards in India

Source: 1. RBI

Annexures

4

Profit & Loss Statement Q2 FY27

	Quarter-ended*			Year-ended*
Particulars (Rs. Mn)	**30/09/2026**	**30/06/2026**	**30/09/2025**	**31/03/2026**
Revenue from operations	**310.6**	**390.1**	**2,055.2**	**6,605.6**
Other income	27.5	37.2	41.1	190.8
Total income	**338.1**	**427.3**	**2,096.3**	**6,796.4**
Cost of Services	240.7	398.9	1,763.3	5,863.4
Employee benefits expenses	121.1	123.6	112.4	437.4
Other expenses	70.7	75.6	59.9	275.9
Adjusted EBITDA*	**(88.4)**	**(163.7)**	**156.0**	**249.7**
Profit Before Tax	**(135.6)**	**(183.0)**	**150.3**	**159.0**
Profit After Tax	**(107.4)**	**(138.3)**	**112.3**	**116.2**

Consolidated Financials

**Adjusted for non-cash ESOP expense and one-off impairment charges*

Balance Sheet

Particulars (Rs. Mn)	As at 30/09/2026	As at 31/03/2026
ASSETS		
Property, plant and equipment	47.9	51.2
Intangible assets	83.1	89.0
Right of use assets	196.7	90.3
Investment property	14.3	14.7
Investments	116.5	-
Goodwill	66.5	66.5
Other financial assets	25.8	9.8
Deferred tax assets (net)	144.6	65.9
Other non-current assets	6.4	6.0
Total non - current assets	**701.8**	**393.3**
Inventories	0.2	0.7
Investments	1,444.8	1,025.6
Trade receivables	627.1	1,343.6
Cash and cash equivalents	112.3	111.0
Other bank balances	342.6	372.6
Other financial assets	37.6	23.3
Other current assets	232.9	427.2
Current tax assets (net)	172.6	139.7
Total current assets	**2970.1**	**3,443.8**
Total assets	**3,671.9**	**3,837.1**

Particulars (Rs. Mn)	As at 30/09/2026	As at 31/03/2026
EQUITY AND LIABILITIES		
Equity share capital	106.5	106.5
Other equity	2794.8	3,031.3
Total equity attributable to owners	**2,901.3**	**3,137.8**
Non-controlling Interest	44.5	57.7
Total equity	**2,945.8**	**3,195.5**
Non - current liabilities		
Borrowings	5.1	9.4
Lease Liabilities	158.5	76.4
Provisions	73.6	62.2
Total non - current liabilities	**237.2**	**148.1**
Financial liabilities		
Borrowings	39.5	19.4
Lease Liabilities	53.9	18.2
Trade payables		
(i) Total outstanding dues of M&SE	2.5	12.9
(ii) Total outstanding dues of creditors other than M&SE	244.8	334.5
Other financial liabilities	41.9	37.5
Other current liabilities	94.9	63.4
Provisions	11.4	7.7
Total current liabilities	**488.9**	**493.6**
Total equity and liabilities	**3,671.9**	**3,837.1**

Cash Flow Statement

Particulars (Rs. Mn)	**Year ended 30/09/2026**	**Year ended 31/3/2026**
Cash Flow from Operating Activities		
Profit / (loss) before tax	(318.7)	159.0
Adjustments to reconcile profit before tax to net cash flows	(4.0)	(96.0)
Operating Profit before Working Capital changes	**(322.7)**	**63.0**
Changes in Working Capital	715.8	27.3
Cash (used)/generated from Operating Activities post working capital changes	**393.1**	**90.3**
Less: Income taxes paid net of refund	(34.6)	(7.3)
Net Cash from Operating Activities	**358.5**	**83.1**
Net Cash from Investing Activities	(344.8)	(300.7)
Net Cash from Financing Activities	(12.3)	8.4
Net increase / (decrease) in cash & cash equivalents	**1.4**	**(209.3)**
Cash and cash equivalents at the beginning of the period	111.0	317.6
Cash and cash equivalents on acquisition of subsidiary	-	2.4
Add: Net Foreign Exchange Difference	(0.1)	0.3
Cash and cash equivalents at the end of the period	**112.3**	**111.0**

Journey to being the Leading Travel & Lifestyle Experiences Enabler

DreamFolks

INITIAL PHASE 2013 – 2018

2013

- Flagship Lounge Access Programme with a global card network

2016

- Direct tie-ups with Indian card issuers
- ISO 27001 & PCI DSS certified
- Corporate clients incl. a leading airline

2018

- Membership card in a global lounge program with a leading card issuer

EXPANSION PHASE 2019 – 2022

2019

- In-house technology platform
- Real-time voucher issuance via APIs
- Lounge access bundled in telecom mobile plans

2020

- Global operating model with direct operator contracts
- First in-app integrated client solution

2022

- Railway lounges at 12 stations in India
- Listed on NSE & BSE

GLOBAL GROWTH PHASE 2023 – 2026

2023

- Self check-in kiosks at major Indian airports
- Acquired Golfklik – golf games & lessons
- Web-access tool for digital benefit checks & QR access

2024-25

- Entered Malaysia
- Launched The DreamFolks Club 2.0
- Highway Dining & Coffee
- Access to members-only club
- Acquired Ten 11 Hospitality
- Easy To Travel (ETT) acquisition announced

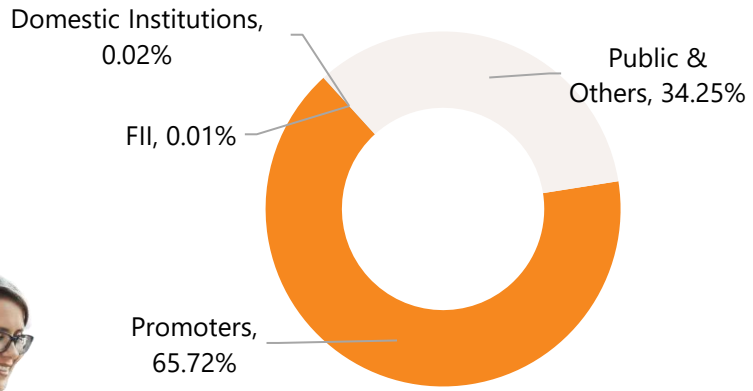
2026-

- Launched Vadodara Railway lounge
- Expanded coverage to 1000+ global lounges
- Rolled-out Boarding pass-based benefits program
- Launched DreamFolks Club - Nagavalli

**calendar year*

Shareholding Information

Shareholding Pattern



Shareholder Information as on 30th Sep 2026	
BSE Ticker	543591
NSE Symbol	DREAMFOLKS
Market Cap (Rs Mn)	3,271.83
% Free- float	34.28%
Free Float Market Cap (Rs. Mn)	1,121.59
Shares Outstanding (Mn)	53.27



Top Institutions & Corporate Bodies

- Jvs Flow Control Private Limited
- Universal Pipes Pvt. Ltd.

Awards and Accolades

DreamFolks



Indian Achievers' Forum
Liberatha Kallat, CMD



Achievers' World Excellence Awards
Liberatha Kallat, CMD



Delhi Gaurav Awards
Liberatha Kallat, CMD



Women Icon Awards
Liberatha Kallat, CMD



Indian Achievers' Awards
Liberatha Kallat, CMD



TAFI Convention
DreamFolks



India Banking Summit
DreamFolks



BW Fintech Awards
DreamFolks



Economic Times
Liberatha Kallat, CMD



Indian Achievers' Forum
Liberatha Kallat, CMD



India Banking Summit
DreamFolks



Indian Achievers' Awards
Liberatha Kallat, CMD



Deloitte
DreamFolks



Entrepreneur 2024
DreamFolks



Times Now
Liberatha Kallat, CMD



ET Now
DreamFolks



Payments Reloaded Awards
DreamFolks



Economic Times
Liberatha Kallat, CMD



Indian Achievers' Forum
Liberatha Kallat, CMD



The Moodie Davitt Report
DreamFolks



India CX Summit & Awards
DreamFolks



India CX Summit & Awards
Liberatha Kallat, CMD



ET Ascent
Liberatha Kallat, CMD



ET Ascent
DreamFolks



Digital Transformation Summit
Balaji Srinivasan, ED & CTPO



WCRCINT Group
Liberatha Kallat, CMD



Economic Times
Liberatha Kallat, CMD

Safe Harbour

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DreamFolks

DreamFolks Services Limited
CIN: L51909DL2008PLC177181
www.dreamfolks.com

Investor Relations
Vibhor Jain
Email id: vibhor.jain@dreamfolks.com
Email id: investor.support@dreamfolks.in