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

August 13, 2026

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

Subject: Investor Presentation on Unaudited Financial Results for the quarter ended June 30, 2026

Dear Sir(s)/Madam(s),

Pursuant to SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our letter dated August 13, 2026 intimating the outcome of the Board Meeting held today, Investor Presentation for the Investors' call scheduled for today i.e. August 13, 2026 at 17:00 Hours (IST) on the Unaudited Financial Results for the quarter ended June 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: 2026.08.13 15:21:39 +05'30'

Dreamfolks Services Limited

Harshit Gupta
Company Secretary and Compliance Officer

Encl: as above

DreamFolks Services Limited

Q1 FY27 | Investor Presentation

August 2026

Contents

Q1 FY27 Performance Highlights

1

Leadership Message

Ms. Liberatha Kallat
Chairperson and Managing Director

"As we begin FY27, I would like to briefly reflect on the transformation undertaken during FY26. The structural reset in the domestic airport lounge ecosystem impacted our near-term performance but also accelerated our evolution from a traditional lounge aggregator into a broader Travel and Lifestyle Benefits Technology platform.

In line with our transformation, we are seeing a clear shift in the way banks and enterprises design customer value propositions — from single, standardised benefits toward personalised combinations of experiences based on customer segments and spending behaviour, exemplified by the launch of a boarding-pass-based travel benefits program for one of India's largest banks. This reinforces DreamFolks' positioning not merely as a service provider, but as a Benefits Technology platform enabling clients to design, distribute and manage differentiated propositions across travel and lifestyle categories.

During the quarter, we went live with major programs across Global Lounges, Global Meet & Assist, Airport Transfers and premium members-only clubs. Our global network has expanded to 1,100+ airport lounges, while our railway and golf ecosystems continue to scale. Importantly, non-airport lounge services contributed approximately 33% of our topline, demonstrating that diversification is increasingly reflected in our business. DF Club Membership is seeing encouraging initial traction, with steady quarter-on-quarter growth in memberships sold. While still in its early stages, it has the potential to become a meaningful direct-to-consumer and lifestyle engagement channel for DreamFolks.

Financial performance for the quarter reflects the ongoing cost of global expansion: DreamFolks reported revenue of INR 39.0 crores, with Gross Profit at negative INR 0.9 crores and Adjusted EBITDA at negative INR 16.4 crores, impacted by minimum guarantee payments supporting global lounge business scale-up, these investments expected to be recovered as transaction volumes build. Despite near-term pressure, the balance sheet remains strong, with INR 193.3 crores in cash equivalents and a net worth of INR 300.4 crores, giving the company flexibility to continue executing its growth strategy.

Going forward, our priorities remain clear: scale our global network, expand railway lounges through Ten11 Hospitality, and redefine credit card benefits in India beyond the legacy domestic lounge proposition. We believe the foundations laid during FY26 are creating a more diversified, resilient and scalable DreamFolks."

Quarter-on-Quarter Performance Highlights

DreamFolks

	Revenue *	Gross Profit	Adjusted EBITDA**	PAT	Net Worth***	Cash & Cash Equivalent
Q1 FY27	**Rs. 390 Mn**	**Rs. (9) Mn** Impact from upfront minimum guarantee commitments for global lounge expansion; recovery expected as volumes scale in coming quarters.	**Rs. (164) Mn**	**Rs. (138) Mn**	**Rs. 3,004 Mn**	**Rs. 1,933 Mn**
Q4 FY26	**Rs. 526 Mn**	**Rs. (62) Mn**	**Rs. (144) Mn**	**Rs. (130) Mn**	**Rs. 3,138 Mn**	**Rs. 1,490 Mn**

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

Consolidated Financials

Q1 Year-on-Year Performance Highlights

DreamFolks

	Revenue *	Gross Profit	Adjusted EBITDA**	PAT	Net Worth***	Cash & Cash Equivalent
Q1 FY27	Rs. 390 Mn	Rs. (9) Mn Impact from upfront minimum guarantee commitments for global lounge expansion; recovery expected as volumes scale in coming quarters.	Rs. (164) Mn	Rs. (138) Mn	Rs. 3,004 Mn	Rs. 1,933 Mn
Q1 FY26	Rs. 3,489 Mn	Rs. 466 Mn	Rs. 305 Mn	Rs. 213 Mn	Rs. 3,227 Mn	Rs. 480 Mn

** Revenue from Operations*

***Adjusted for non-cash ESOP expense*

****As on 30th June of respective years (exc. NCI)*

Consolidated Financials

The Way Forward

2

Increasing Wallet Share across services with Clients

DreamFolks

Identifying cross-selling opportunities within our diversified set of services

Travel Services	DreamFolks	Lifestyle Services
Global Airport Lounges		Private Clubs Membership
Railway Lounges		Golf Games & Lessons
Airport Transfer		Coffee
Meet & Assist		Room Upgrade & Buffet at Premium Hotels
Highway Dining		Spa, Beauty & Wellness
Flight Cancellation		Healthcare
		Travel sim

& Other services

- Offering **20+ premium travel & lifestyle services** with solutions tailored as per diverse client requirements
- Strengthening our core lounge offering through **organic and inorganic** strategic initiatives
- **Non-airport lounge** business now **contribute ~33%** to our topline, diversifying our revenue streams

Q1 FY27 Business Updates

DreamFolks

Q1 FY27 Business Updates

01 70+ global airport lounges added during the quarter; total now crossing 1100+. Program made live for new clients.

02 Private club membership program made live for new enterprise client

03 Offering Airport Ride at 40+ Indian Airports and 890+ global airports

04 DreamFolks Club Membership sign-ups saw healthy growth

Expanding Footprints in New Geographies

DreamFolks

Presence across 100+ countries and 6000+ touchpoints

1100+ Global Airport Lounge & related touchpoints

Multiple clients onboarded in SEA region

3500+ Social Clubs

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

860+ Golf courses outside India
Fastrack at 50+ touchpoints

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

DreamFolks

Card Networks	Banks / Card Issuers	Enterprises
5	20+	50+

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

3

Key Strengths

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

DreamFolks

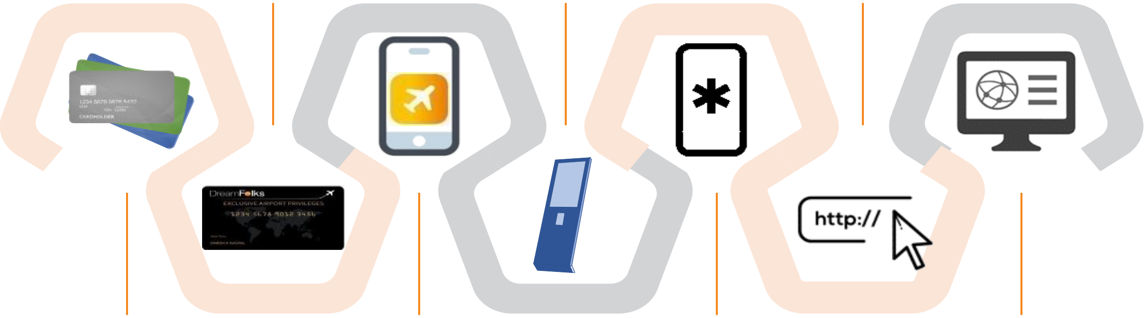
Robust Business Model

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

DreamFolks Card | **Self check-in Kiosk** | **Issuer's Website**



Issuer's Physical Card | **DreamFolks App** | **Issuer's App** | **Web check-in**

...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

DreamFolks

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

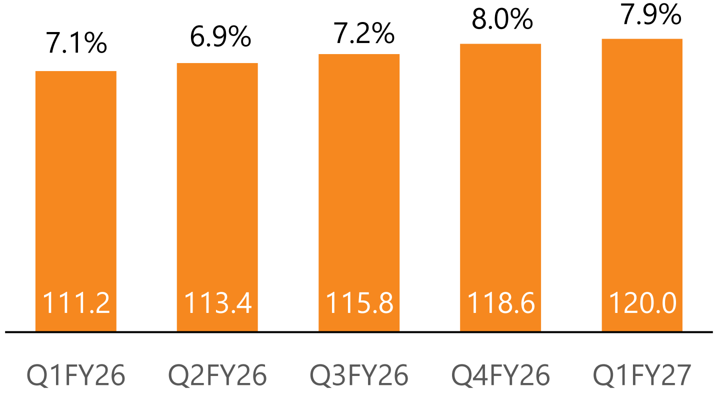
Chief Financial Officer

- 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)

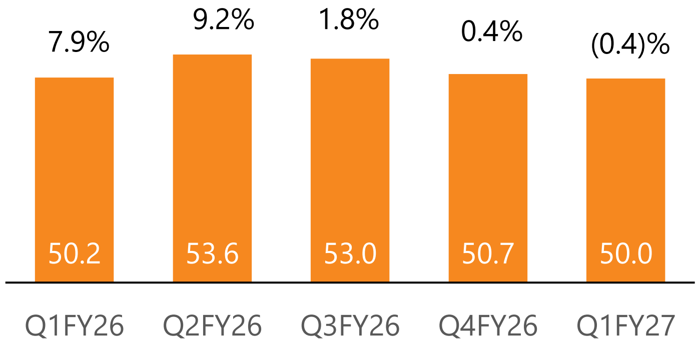
Strong Industry Tailwinds

DreamFolks

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 Q1 FY27

	Quarter-ended*			Year-ended**	
Particulars (Rs. Mn)	**30/06/2026**	**31/03/2026**	**30/06/2025**	**31/03/2026**	**31/03/2025**
Revenue from operations	**390.1**	**526.4**	**3,489.5**	**6,605.6**	**12,918.8**
Other income	37.2	67.4	25.7	190.8	85.6
Total income	**427.3**	**593.8**	**3,515.2**	**6,796.4**	**13,004.4**
Cost of Services	398.9	587.9	3,023.9	5,863.4	11,417.8
Employee benefits expenses	123.6	63.8	141.5	437.4	422.4
Other expenses	75.6	93.4	54.6	275.9	191.2
Adjusted EBITDA*	**(163.7)**	**(143.6)**	**304.9**	**249.7**	**1,020.8**
Profit Before Tax	**(183.0)**	**(179.3)**	**284.9**	**159.0**	**898.9**
Profit After Tax	**(138.3)**	**(130.1)**	**212.7**	**116.2**	**650.5**

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

Balance Sheet

DreamFolks

Particulars (Rs. Mn)	**As at 31/03/2026**	**As at 31/03/2025**
ASSETS		
Property, plant and equipment	51.2	19.0
Intangible assets	89.0	1.7
Right of use assets	90.3	108.3
Investment property	14.7	15.4
Intangible Assets under development	-	2.4
Goodwill	66.5	8.9
Other financial assets	9.8	108.5
Deferred tax assets (net)	65.9	62.9
Other non-current assets	6.0	-
Total non - current assets	**393.3**	**327.1**
Inventories	0.7	-
Investments	1,025.6	897.7
Trade receivables	1,343.6	2,943.1
Cash and cash equivalents	111.0	317.6
Other bank balances	372.6	269.3
Other financial assets	23.3	58.7
Other current assets	427.2	85.2
Current tax assets (net)	139.7	88.8
Total current assets	**3,443.8**	**4,660.4**
Total assets	**3,837.1**	**4,987.4**

Particulars (Rs. Mn)	**As at 31/03/2026**	**As at 31/03/2025**
EQUITY AND LIABILITIES		
Equity share capital	106.5	106.5
Other equity	3,031.3	2,903.0
Total equity attributable to owners	**3,137.8**	**3,009.5**
Non-controlling Interest	57.7	(3.4)
Total equity	**3,195.5**	**3,006.1**
Non - current liabilities		
Borrowings	9.4	0.7
Lease Liabilities	76.4	90.5
Provisions	62.2	54.3
Total non - current liabilities	**148.1**	**145.5**
Financial liabilities		
Borrowings	19.4	1.4
Lease Liabilities	18.2	13.7
Trade payables		
(i) Total outstanding dues of M&SE	12.9	457.4
(ii) Total outstanding dues of creditors other than M&SE	334.5	1,189.6
Other financial liabilities	37.5	95.9
Other current liabilities	63.4	70.5
Provisions	7.7	7.3
Total current liabilities	**493.6**	**1,835.8**
Total equity and liabilities	**3,837.1**	**4,987.4**

Consolidated Financials

Cash Flow Statement

DreamFolks

Particulars (Rs. Mn)	**Year ended 31/03/2026**	**Year ended 31/3/2025**
Cash Flow from Operating Activities		
Profit / (loss) before tax	159.0	898.9
Adjustments to reconcile profit before tax to net cash flows	(96.0)	66.5
Operating Profit before Working Capital changes	**63.0**	**965.4**
Changes in Working Capital	27.3	(139.0)
Cash (used)/generated from Operating Activities post working capital changes	**90.3**	**826.3**
Less: Income taxes paid net of refund	(7.3)	(252.2)
Net Cash from Operating Activities	**83.1**	**574.2**
Net Cash from Investing Activities	(300.7)	(459.0)
Net Cash from Financing Activities	8.4	(82.3)
Net increase / (decrease) in cash & cash equivalents	**(209.3)**	**32.9**
Cash and cash equivalents at the beginning of the period	317.6	284.0
Cash and cash equivalents on acquisition of subsidiary	2.4	-
Add: Net Foreign Exchange Difference	0.3	0.7
Cash and cash equivalents at the end of the period	**111.0**	**317.6**

Consolidated Financials

Journey to being the Leading Travel & Lifestyle Experiences Enabler

DreamFolks

2013

- Launch of flagship 'Lounge Access Programme' with one of world's largest Card Networks

2016

- Tied up directly with prominent Indian Card Issuers for lounge programs
- Got ISO 27001 & PCI DSS certification for the first time
- Tied up with prominent Indian Corporate Clients including a prominent airline company

2018

- DreamFolks' Membership card unveiled as part of the Global lounge program with a prominent Card Issuer

2019

- Launched our in-house technology platform
- Launched real time voucher issuance through APIs
- Launched first program for a prominent telecom company with complimentary lounge benefits as part of mobile billing plan.

2020

- Expanded into a new global operating model with direct contracts with operators across the globe
- Launched first In-app integrated solution for Clients.

2022

- Forayed into the railways sector to provide lounge access at 12 railway stations in India
- Listed on NSE and BSE

2023

- Launched Self check-in Kiosks at major Indian Airports
- Acquired Golfklik Private Limited to present golf games & lessons as a premium service to clients
- Launched the 'web-access' tool that allows the end users to seamlessly check benefits and generate access QRs digitally.

2024-25

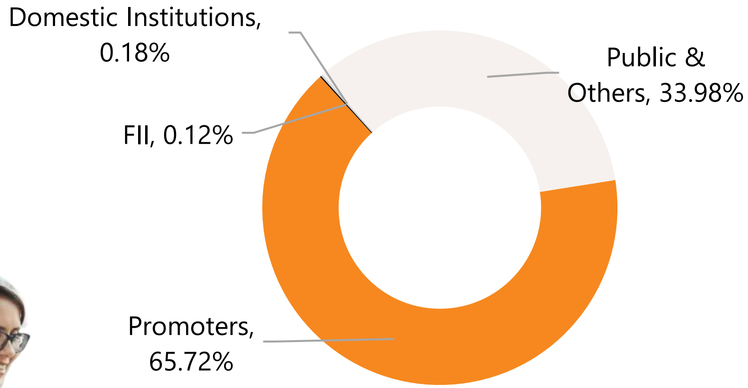
- Expanded our Global footprint by entering the Malaysia Market
- Launched our exclusive membership program – The DreamFolks Club
- Introduced Highway Dining & Coffee as a service
- Introduced Members only club
- Acquired Ten Eleven Hospitality LLP to strengthen position in railway lounge business
- Announced acquisition of Easy To Travel (ETT) to accelerate global expansion

Initial Phase | **Expansion Phase** | **Global Growth Phase**

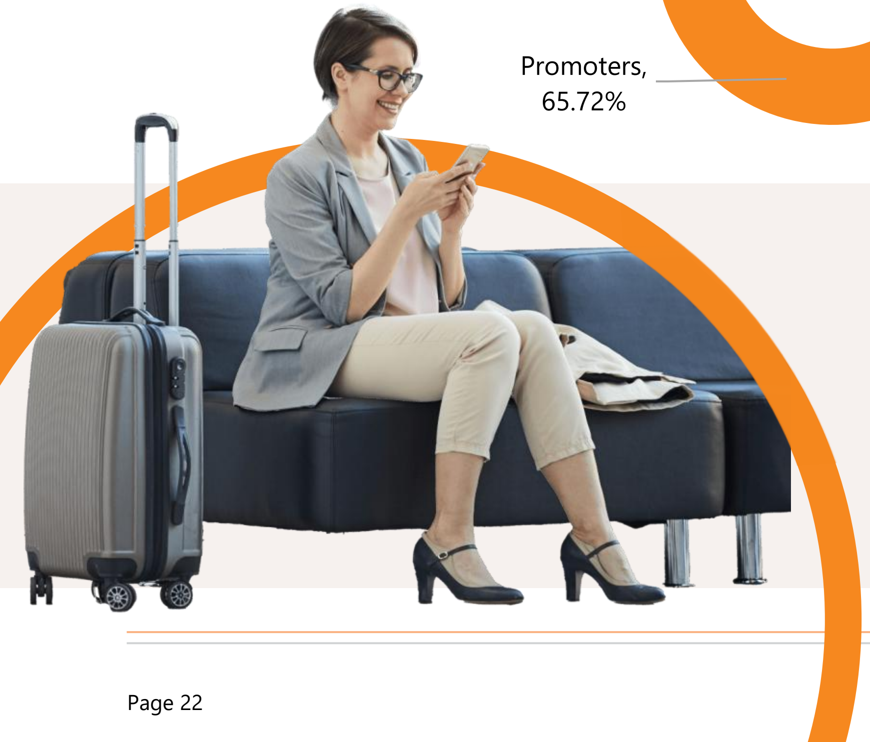
**calendar year*

Shareholding Information

Shareholding Pattern



Shareholder Information as on 30th June 2026	
BSE Ticker	543591
NSE Symbol	DREAMFOLKS
Market Cap (Rs Mn)	3,618.62
% Free- float	34.28%
Free Float Market Cap (Rs. Mn)	1,240.46
Shares Outstanding (Mn)	53.27



Top Institutions

- Quadrature Capital Vector Sp Limited
- Citadel Securities India Markets Pvt Ltd

Awards and Accolades

DreamFolks

Woman Icon in Technology 2026 **Women Icon Awards** Liberatha Kallat, CMD	Business Leadership Award 2026 **Indian Achievers' Awards** Liberatha Kallat, CMD	Excellence in Premium Travel & Lifestyle Solutions 2025 **TAFI Convention** DreamFolks	Most Innovative Emerging Technology Implement-ation **India Banking Summit** DreamFolks
Customer Experience Solution of the Year (Gold) **BW Fintech Awards** DreamFolks	Impactful CEO of India-Trailblazer 2025 **Economic Times** Liberatha Kallat, CMD	CEO of The Year 2025 **Indian Achievers' Forum** Liberatha Kallat, CMD	Best User Experience Solution Provider 2024 **India Banking Summit** DreamFolks
Business Leadership Award 2024 **Indian Achievers' Awards** Liberatha Kallat, CMD	Deloitte India Technology Fast 50 Award 2024 **Deloitte** DreamFolks	Business Innovation Award 2024 **Entrepreneur 2024** DreamFolks	India's Impactful CEOs 2024 & 2023 **Times Now** Liberatha Kallat, CMD
Iconic Brands of India 2024 **ET Now** DreamFolks	Best Banking Card Service Provider of the Year 2024 **Payments Reloaded Awards** DreamFolks	Most Promising Business Leaders Of Asia 2023-24 **Economic Times** Liberatha Kallat, CMD	Entrepreneur of the Year 2023 **Indian Achievers' Forum** Liberatha Kallat, CMD
Travel Retail Superstars 2023 – Star Team **The Moodie Davitt Report** DreamFolks	Most Trusted Service Provider for BFSI Sector 2023 **India CX Summit & Awards** DreamFolks	CX Leader of The Year 2023 **India CX Summit & Awards** Liberatha Kallat, CMD	Business Leader of the Year 2023 **ET Ascent** Liberatha Kallat, CMD
Business of the Year 2023 **ET Ascent** DreamFolks	Top 20 India Tech Leaders 2023 **Digital Transformation Summit** Balaji Srinivasan, ED & CTO	World's Best Emerging Leader 2023 **WCRCINT Group** Liberatha Kallat, CMD	Most Promising Business Leaders Of Asia 2022-23 **Economic Times** Liberatha Kallat, CMD

Safe Harbour

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