

May 29, 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, 5 th Floor, Plot No. C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai- 400051 Symbol: DREAMFOLKS
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Subject: Investor Presentation on Audited Financial Results for the quarter and financial year ended March 31, 2026

Dear Sir(s)/Madam(s),

Pursuant to SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our letter dated May 29, 2026 intimating the outcome of the Board Meeting held today, Investor Presentation for the Investors' call scheduled for today i.e. May 29, 2026 at 17:30 Hours (IST) on the Audited Financial Results for the quarter and financial year ended March 31, 2026 is attached herewith.

This Presentation 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 & FY26 | Investor Presentation

May 2026

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Q4 & FY26
Performance
Highlights

1





Ms. Liberatha Kallat
Chairperson and
Managing Director

"As DreamFolks marks its next chapter following a transformative FY26, this fiscal year stands as a defining moment in our evolution toward becoming an integrated global travel and lifestyle platform.

FY26 was a year that tested our resolve and sharpened our strategic focus. The domestic credit card ecosystem underwent significant structural changes — a broad shift from unlimited lounge access toward spend-based models, and banks redesigning their customer value proposition around personalized, lifestyle-oriented benefits. Simultaneously, geopolitical headwinds from the Middle East conflict created temporary pressure on international travel volumes and near-term impact on the business, but these are not structural disruptions and we have been using this period to strengthen the business through tech & innovation.

Our two strategic acquisitions have meaningfully solidified our competitive position. The Ten11 Hospitality acquisition gives us direct ownership of premium railway lounge infrastructure across Chennai, Mumbai, and Vadodara, with Lucknow launching soon — placing us at the forefront of India's railway modernization wave. The ongoing Easy To Travel (ETT) acquisition accelerates our international expansion, adding an established global distribution network and technology platform with strong reach across the Middle East and South-East Asia, and transforming DreamFolks into a truly global platform.

We are seeing tangible results from this transformation: global lounge transaction volumes grew 140% year-on-year, our global lounge network now spans over 1,000 airport touchpoints, and our lifestyle services portfolio — Spa, Members-only Clubs, Hotel Room Upgrades, Airport Transfers, Dining, and Coffee — has gained meaningful traction. The launch of DreamFolks Club 2.0 marks our entry into B2C, evolving from an airport-centric proposition into a comprehensive lifestyle membership ecosystem. We also launched the boarding pass-based benefits program with a leading Indian bank, showcasing our capability to design and scale differentiated travel benefit programs for marquee banking partners.

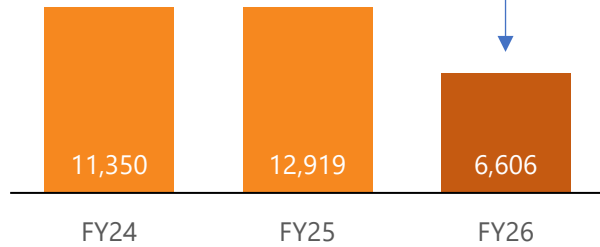
Financial performance for full year FY26 reflects the impact of the domestic business transition. DreamFolks reported revenue of INR 660.6 crores, with adjusted EBITDA of INR 25.0 crores. Despite this, our balance sheet remains resilient — we closed the year with INR 150.9 crores in cash and a net worth of INR 313.8 crores, providing ample flexibility to execute our growth agenda. As our global, railway, and lifestyle segments scale rapidly, we remain confident in our ability to grow bigger than ever."

FY26 Performance Highlights

	Revenue *	Gross Profit & Margin	Adjusted EBITDA & Margin**	PAT & Margin	Net Worth***
FY26	Rs. 6,606 Mn	Rs. 742 Mn Margin 11.2%	Rs. 250 Mn Margin 3.8%	Rs. 116 Mn Margin 1.8%	Rs. 3,138 Mn ↑ 4.3% Y-o-Y
FY25	Rs. 12,919 Mn	Rs. 1,501 Mn Margin 11.6%	Rs. 1,021 Mn Margin 7.9%	Rs. 651 Mn Margin 5.0%	Rs. 3,010 Mn

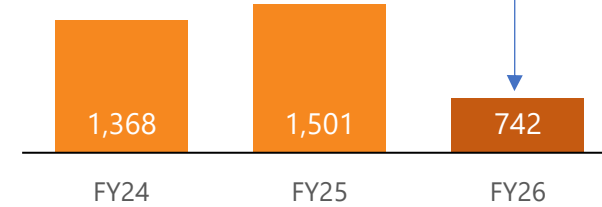
FY26 Key Figures

Revenue from Operations
(Rs. Mn)

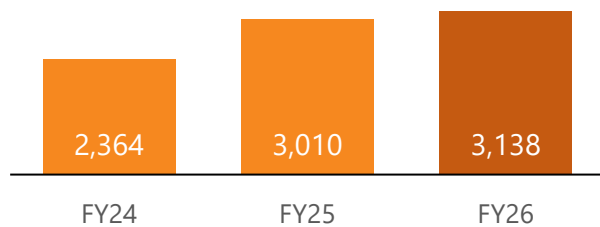


Impact from disruption in domestic lounge business

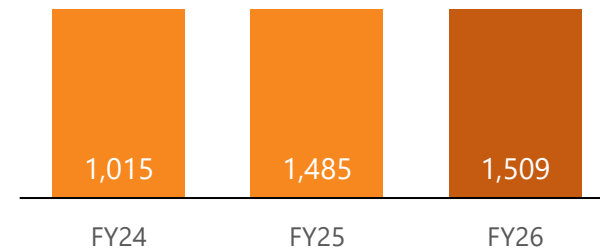
Gross Profit
(Rs. Mn)



Net Worth*
(Rs. Mn)

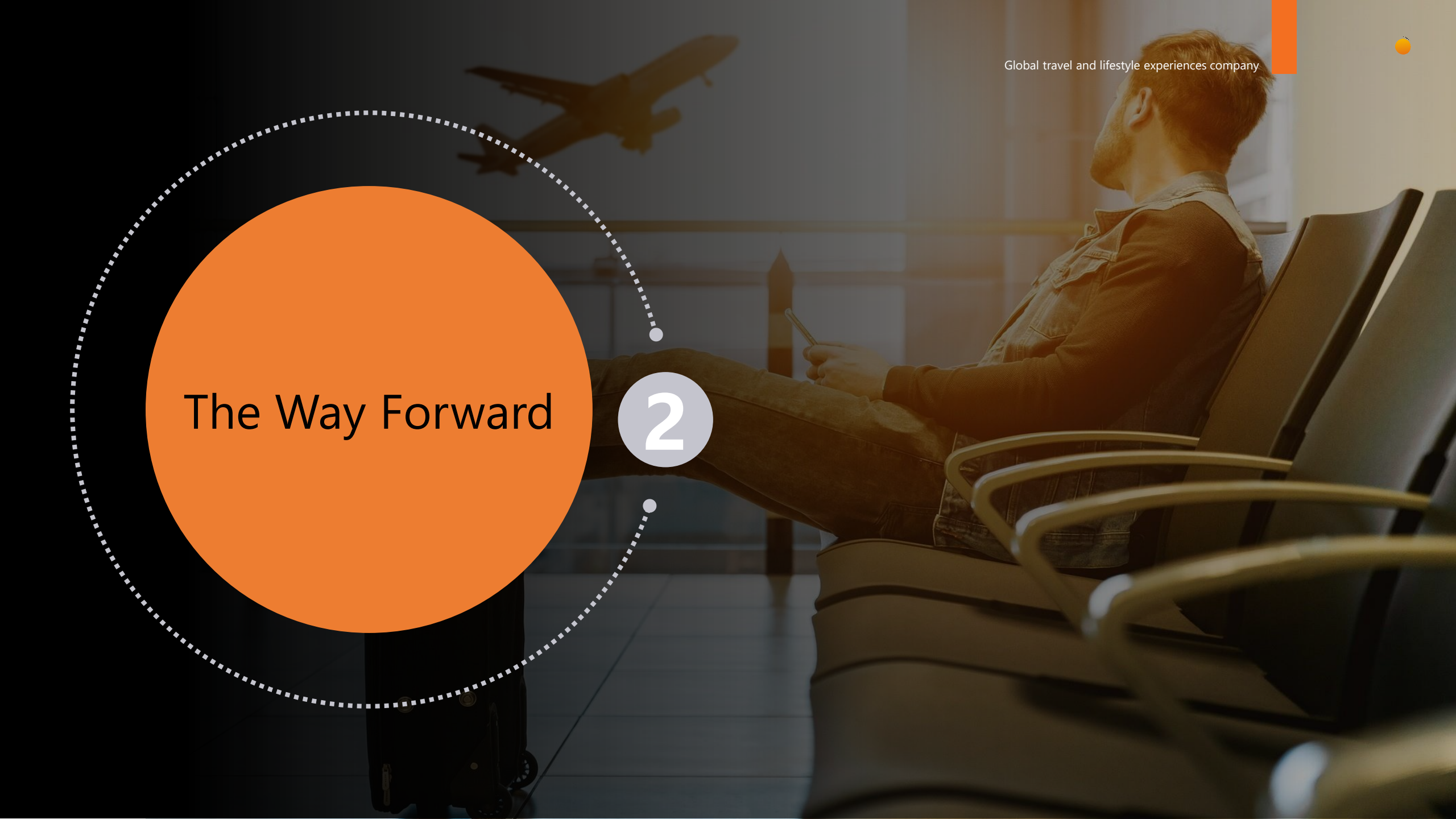


Cash & Cash Equivalent
(Rs. Mn)



The Way Forward

2



DreamFolks acquires Easy To Travel (ETT)



GLOBAL AIRPORT INDUSTRY OUTLOOK



14.1%

CAGR projected for global airport lounges (2026–35)*



+52%

Lounge usage growth over the last 5 years*



30%

Asia-Pacific share of global lounge market, followed by the Middle East & Africa region that holds nearly 10% share*



19 Bn

Global passenger traffic projected by 2042**



KEY SYNERGIES & GROWTH OPPORTUNITIES



01

Geographical Expansion

Wider lounge coverage worldwide



02

Client Uptake

Faster adoption via global presence



03

New Avenues

Added services for global audience



04

Client Diversification

International clients via ETT's global reach



05

Improved Technology

Unified tech integration edge

DreamFolks acquires Ten11 Hospitality

RAILWAYS INDUSTRY OUTLOOK

 **7.15 Bn**

Passengers travelled via Indian Railways in FY25, driven by a rising base in Tier 2 & Tier 3 cities*

 **₹2.8 L Cr**

Capex allocated to Railways in FY26–27^

 **1300+**

Railway Stations to be redeveloped under Amrit Bharat Scheme^

 **350**

200 Vande Bharat, 100 Amrit Bharat & 50 Namo Bharat trains approved^

KEY SYNERGIES & GROWTH OPPORTUNITIES



01

Vertical Integration into Lounge Operations

Entry into lounge operations, enabling robust service delivery



02

Operational Efficiency & Profitability

Same entity facilitates lounge access and operates lounges



03

Quicker Diversification & Expansion

Accelerated entry into railway lounges, and complementary travel-adjacent services



04

Geographic Expansion

Only 14 railway lounges exist in India today - vast potential to expand presence in Tier 1, Tier 2 and Railway junction cities



05

Tech Enhancement

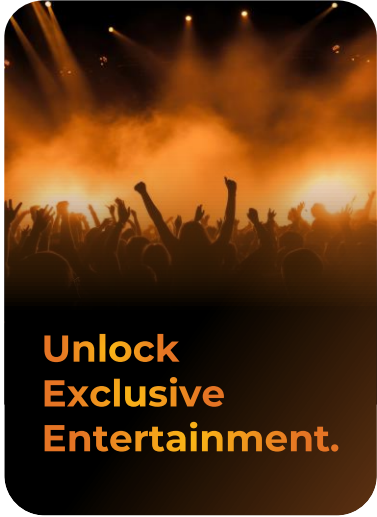
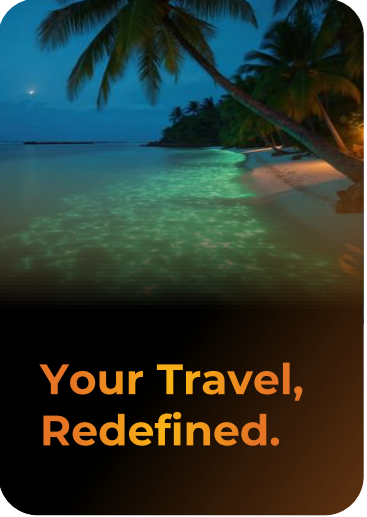
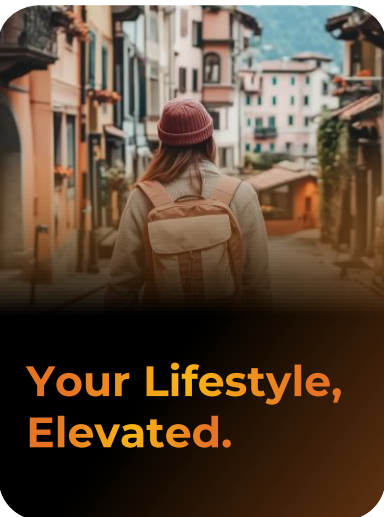
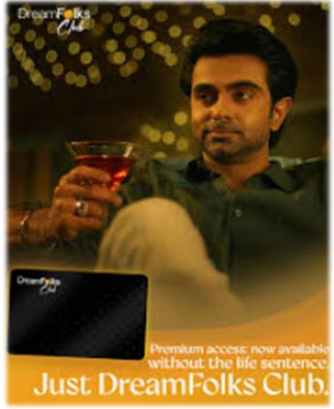
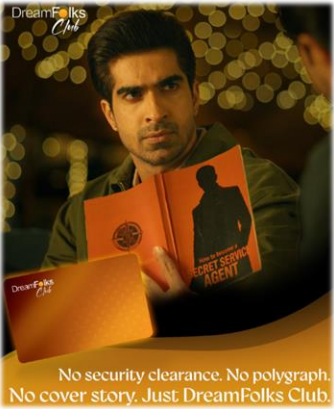
Seamless check-in / check-out, digital lounge passes, real-time occupancy monitoring, integrated payments & loyalty tracking

Dreamfolks enters B2C



Launched DreamFolks Club 2.0

Your Special Status.

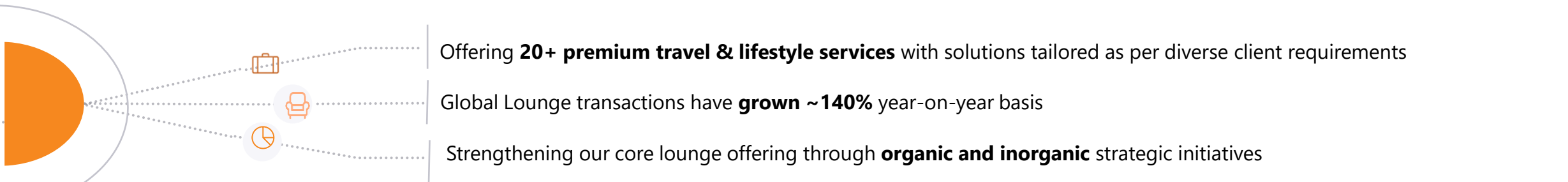


Increasing Wallet Share across services with Clients

Identifying cross-selling opportunities within our diversified set of services



& Other services

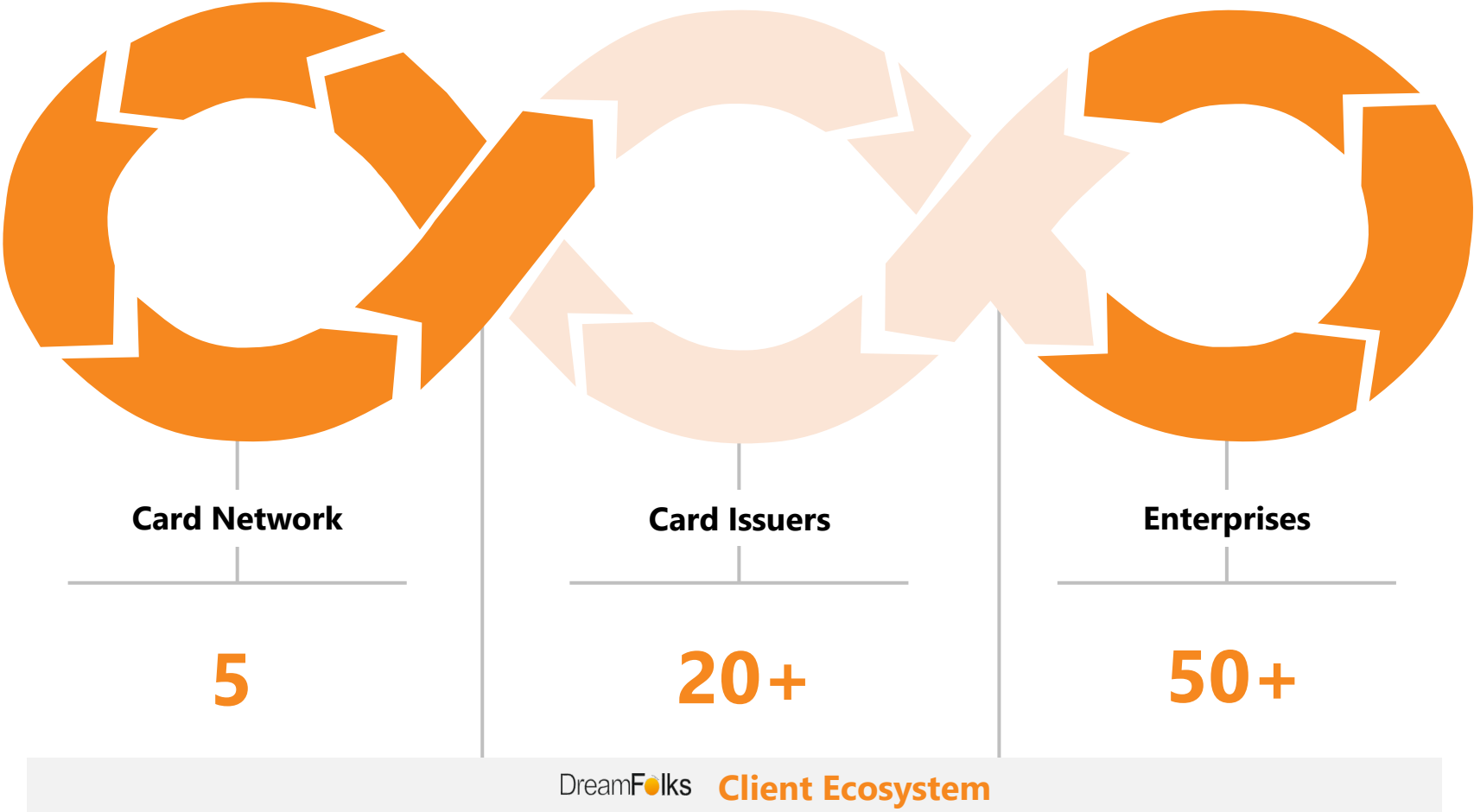




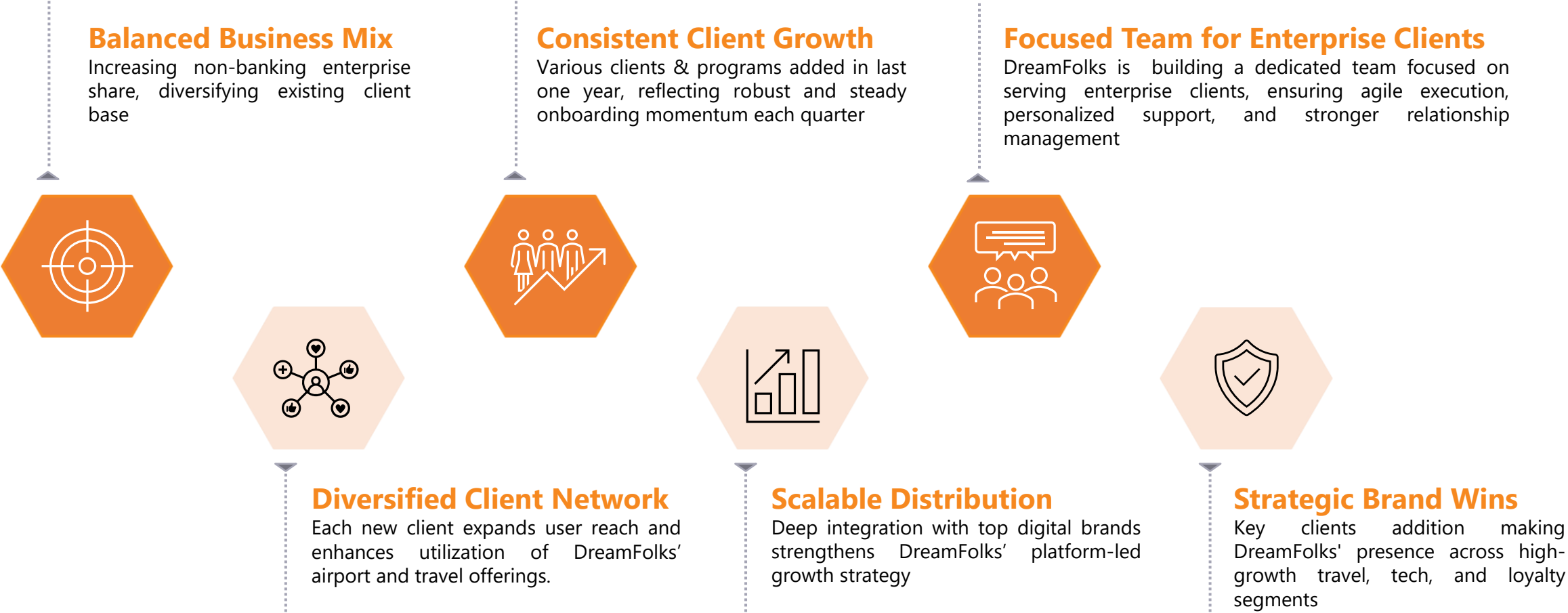
Expanding Footprints in New Geographies



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



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



Key Strengths

3



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

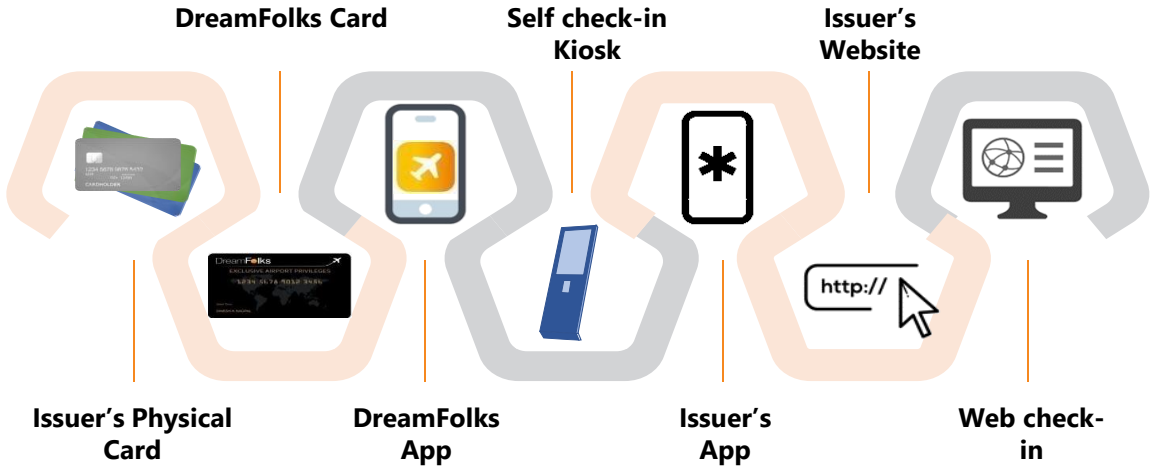
Robust Business Model

State-of-the-art Technology Platform

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



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

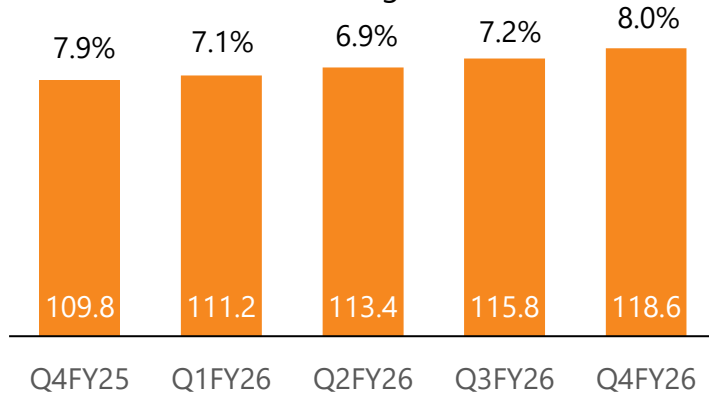
- ▶ 27+ Years of Experience
- ▶ Worked at organisations like Adani Airport Holdings, Pernod Ricard, PepsiCo India, Dabur India



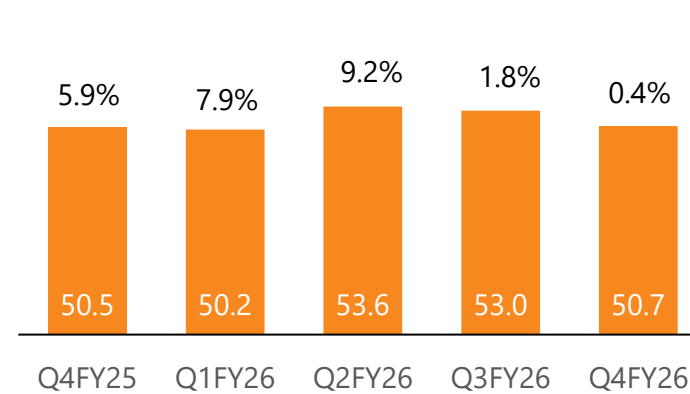
Shekhar Sood
Chief Financial Officer

- ▶ 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)

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



Average Spend Per Credit Card¹
(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

Annexures

4



Profit & Loss Statement FY26

Particulars (Rs. Mn)	Year-ended	
	31/03/2026	31/03/2025
Revenue from operations	6,605.6	12,918.8
Other income	190.8	85.6
Total income	6,796.4	13,004.4
Cost of Services	5,863.4	11,417.8
Employee benefits expenses	437.4	422.4
Other expenses	275.9	191.2
Adjusted EBITDA*	249.7	1,020.8
Profit Before Tax	159.0	898.9
Profit After Tax	116.2	650.5

Balance Sheet

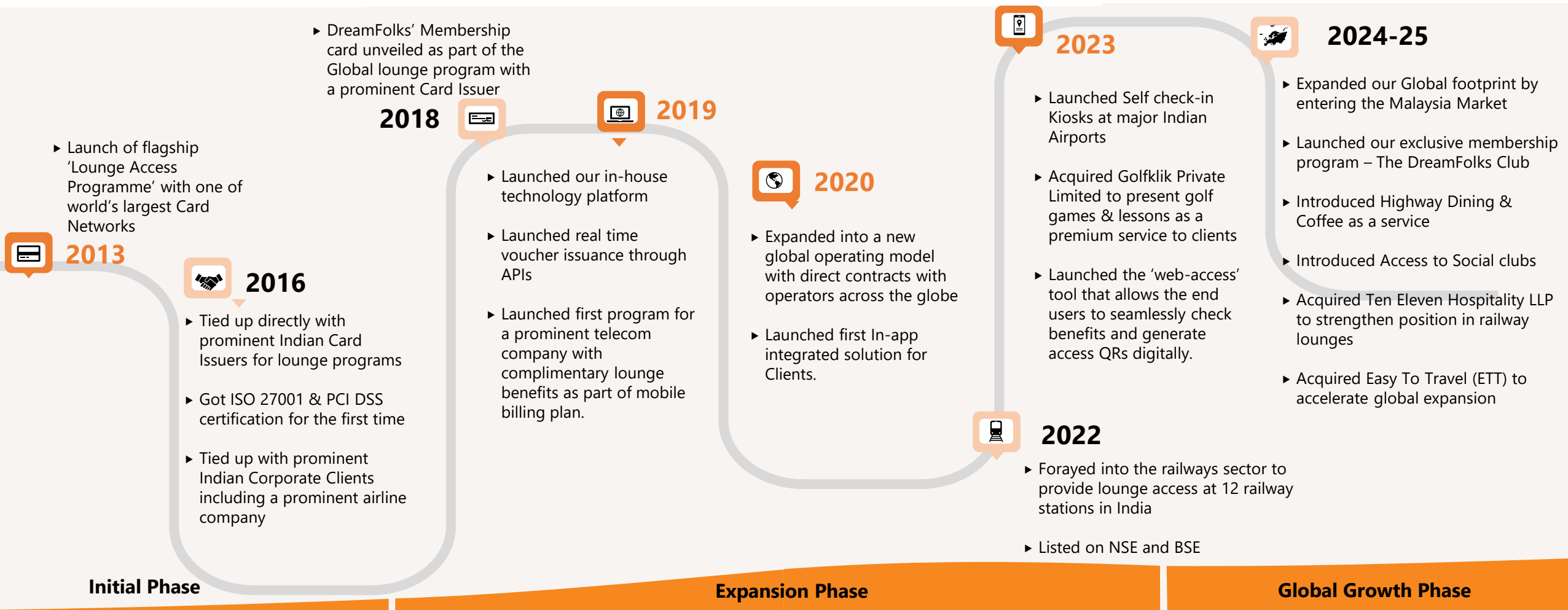
Particulars (Rs. Mn)	As at 31/03/2026	As at 31/03/2025
ASSETS		
Property, plant and equipment	51.2	19.0
Intangible assets	89.0	1.7
Right of use assets	90.3	108.3
Investment property	14.7	15.4
Intangible Assets under development	-	2.4
Goodwill	66.5	8.9
Other financial assets	9.8	108.5
Deferred tax assets (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	2,943.3
Cash and cash equivalents	111.0	317.6
Other bank balances	372.6	269.3
Other financial assets	23.3	58.5
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	458.9
(ii) Total outstanding dues of creditors other than M&SE	334.5	1,209.8
Other financial liabilities	37.5	74.3
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

Cash Flow Statement

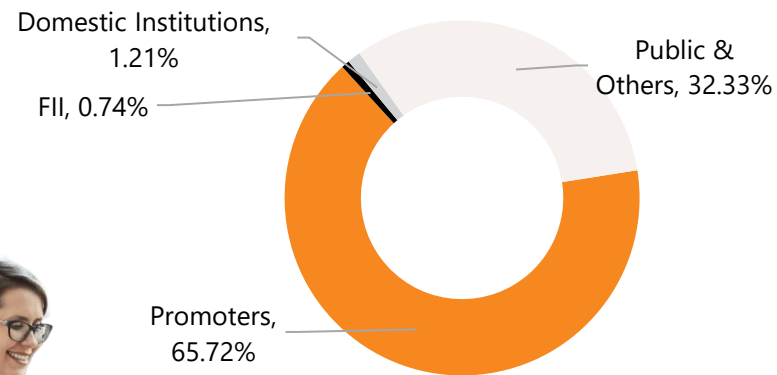
Particulars (Rs. Mn)	Year ended 31/03/2026	Year ended 31/3/2025
Cash Flow from Operating Activities		
Profit / (loss) before tax	159.0	898.9
Adjustments to reconcile profit before tax to net cash flows	(96.0)	66.5
Operating Profit before Working Capital changes	63.0	965.4
Changes in Working Capital	27.3	(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

Journey to being the Leading Travel & Lifestyle Experiences Enabler



*calendar year

Shareholding Pattern



Shareholder Information as on 31st March 2026

BSE Ticker	543591
NSE Symbol	DREAMFOLKS
Market Cap (Rs Mn)	3,604.24
% Free- float	34.28%
Free Float Market Cap (Rs. Mn)	1,235.53
Shares Outstanding (Mn)	53.27

Top Institutions

- ▶ Quadrature Trading Vcc
- ▶ Citadel Securities India Markets Pvt Ltd
- ▶ Jvs Flow Control Private Limited

Awards and Accolades



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 & CTO



WCRCINT Group
Liberatha Kallat, CMD



Economic Times
Liberatha Kallat, CMD

// Safe Harbour

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