

February 09, 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 Unaudited Financial Results for the quarter and nine months ended December 31, 2025

Dear Sir(s)/ Madam(s),

Pursuant to SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our letter dated February 09, 2026 intimating the outcome of the Board Meeting held today, Investor Presentation for the Investors' call scheduled for today i.e. February 09, 2026 at 18:30 Hours (IST) on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2025 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

Q3 & 9M FY26 | Investor Presentation

February 2026

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Q3 & 9M FY26 Performance Highlights

1



Leadership Message

DreamFolks



Ms. Liberatha Kallat
Chairperson and
Managing Director

"As DreamFolks completes 13 years of operations, Q3 FY26 stands out as a transformative milestone in our journey toward building an integrated global travel and lifestyle platform.

During the quarter, we executed two strategic acquisitions that fundamentally strengthen our competitive position and long-term value creation potential. Through Ten11 Hospitality, we now own and operate premium railway lounge infrastructure at three strategic high-traffic locations—Chennai and Mumbai are already operational, with Vadodara launching shortly. This move provides us direct control over quality, margins, and customer experience while positioning us at the forefront of India's railway modernization revolution. With the government redeveloping over 1,300 stations under the Amrit Bharat Scheme, we are strategically aligned with one of India's largest infrastructure transformations. The Easy To Travel (ETT) acquisition accelerates our international expansion by adding an established global footprint and technology-enabled distribution network. This acquisition enhances our ability to serve multinational clients and capture cross-border travel demand, transforming DreamFolks into a truly global platform.

We are already seeing tangible results from our transformation: Global lounge transaction volumes surged 200% year-on-year and 80% quarter-on-quarter, railway lounge volumes posted sequential growth with strong scale-up visibility ahead, and our premium lifestyle offerings gained meaningful traction across a diverse client base.

Another strategic highlight was the launch of DreamFolks Club 2.0, our enhanced B2C membership platform. This offering evolved from an airport-centric proposition to a comprehensive lifestyle ecosystem integrating global lounge access, private social clubs, golf, wellness, and curated experiences—significantly broadening our addressable market. Our Machine Learning-driven intelligent orchestration platform allows enterprise clients to offer personalized, cohort-based benefits programs with over 20 service combinations that align with evolving consumer preferences for premium experiences.

Financial performance for the period ended December 31, 2025, reflected the impact of the legacy domestic lounge business. DreamFolks reported revenue of INR 608 crores with a gross profit of INR 80 crores. While Adjusted EBITDA stood at INR 38 crores due to ongoing business transitions, the company maintains a highly resilient financial foundation. With INR 129 crores in cash & cash equivalent and a net worth of INR 326 crores, DreamFolks remains well-capitalized to pursue value-accretive growth and technological transformation, converting near-term industry challenges into sustainable long-term opportunities."

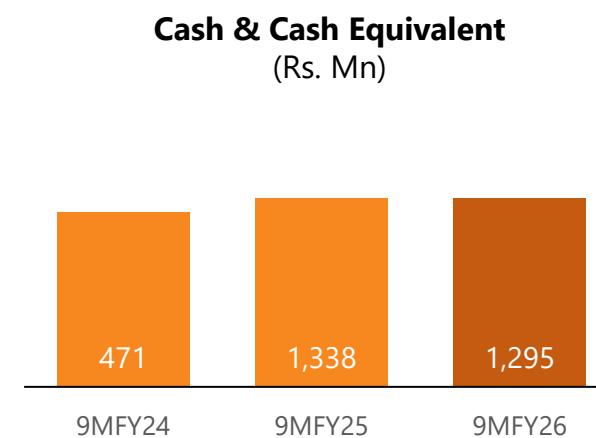
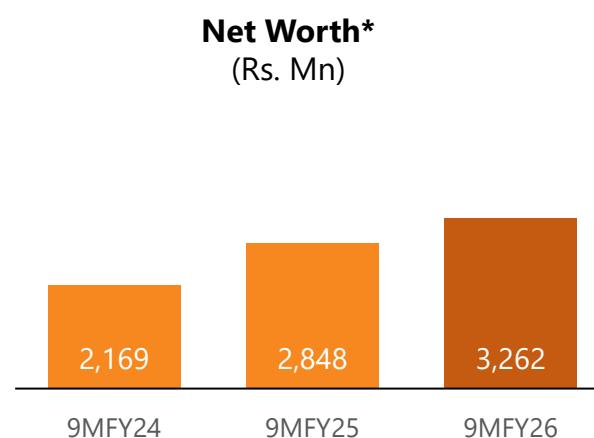
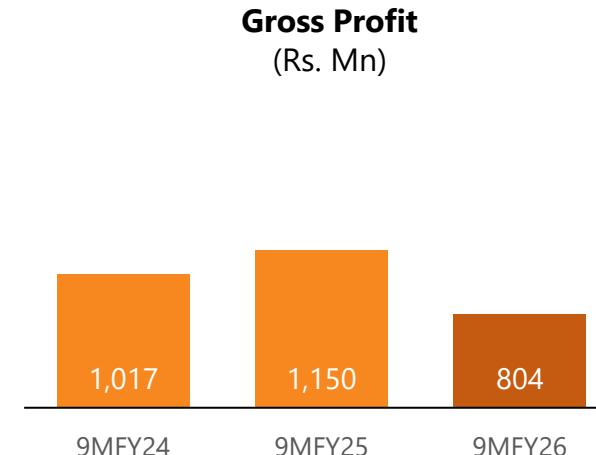
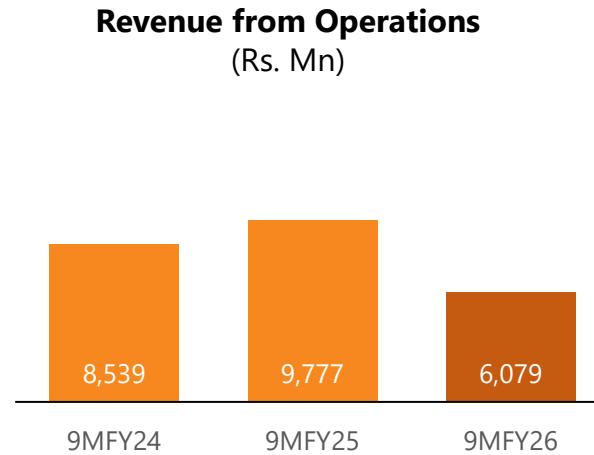
9M FY26 Performance Highlights

DreamFolks

Revenue *	Gross Profit & Margin	Adjusted EBITDA & Margin**	PAT & Margin	Net Worth***
9MFY26				
Rs. 6,079 Mn	Rs. 804 Mn Margin 13.2%	Rs. 384 Mn Margin 6.3%	Rs. 246 Mn Margin 4.1%	Rs. 3,262 Mn ↑ 14.5% Y-o-Y
9MFY25				
Rs. 9,777 Mn	Rs. 1,150 Mn Margin 11.8%	Rs. 769 Mn Margin 7.9%	Rs. 501 Mn Margin 5.1%	Rs. 2,848 Mn

9MFY26 Key Figures

DreamFolks





The Way Forward

2

Global Airport Lounges*

Market forecasted to grow at 14.1% CAGR from 2026-35, fueled by frequent travelers seeking premium amenities



Global Passenger Traffic**

Total global passenger traffic to exceed 19 billion by 2042



Acceleration in Card-access Segments^

Expected to grow fastest among all other segments like pay-per-use, memberships, etc. at a CAGR of 9.1% from 2025-34



Rising Premium Travel Demand*

Lounge usage has increased by 52% in last 5 years



Leading Growth Market*

Asia-Pacific represents 30% of global airport lounge market, followed by the Middle East & Africa region that holds nearly 10% share



Premiumization in Emerging Markets*

More than 50% of the upcoming airport infrastructure projects in emerging economies are integrating premium lounge facilities



DreamFolks acquires Easy To Travel (ETT)

DreamFolks



"To elevate traveler comfort by integrating premium travel experiences into digital distribution channels"



100+ countries

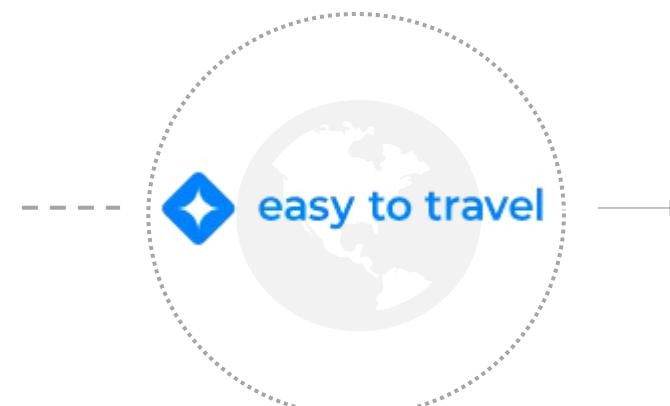


500+ airports



1200+ locations

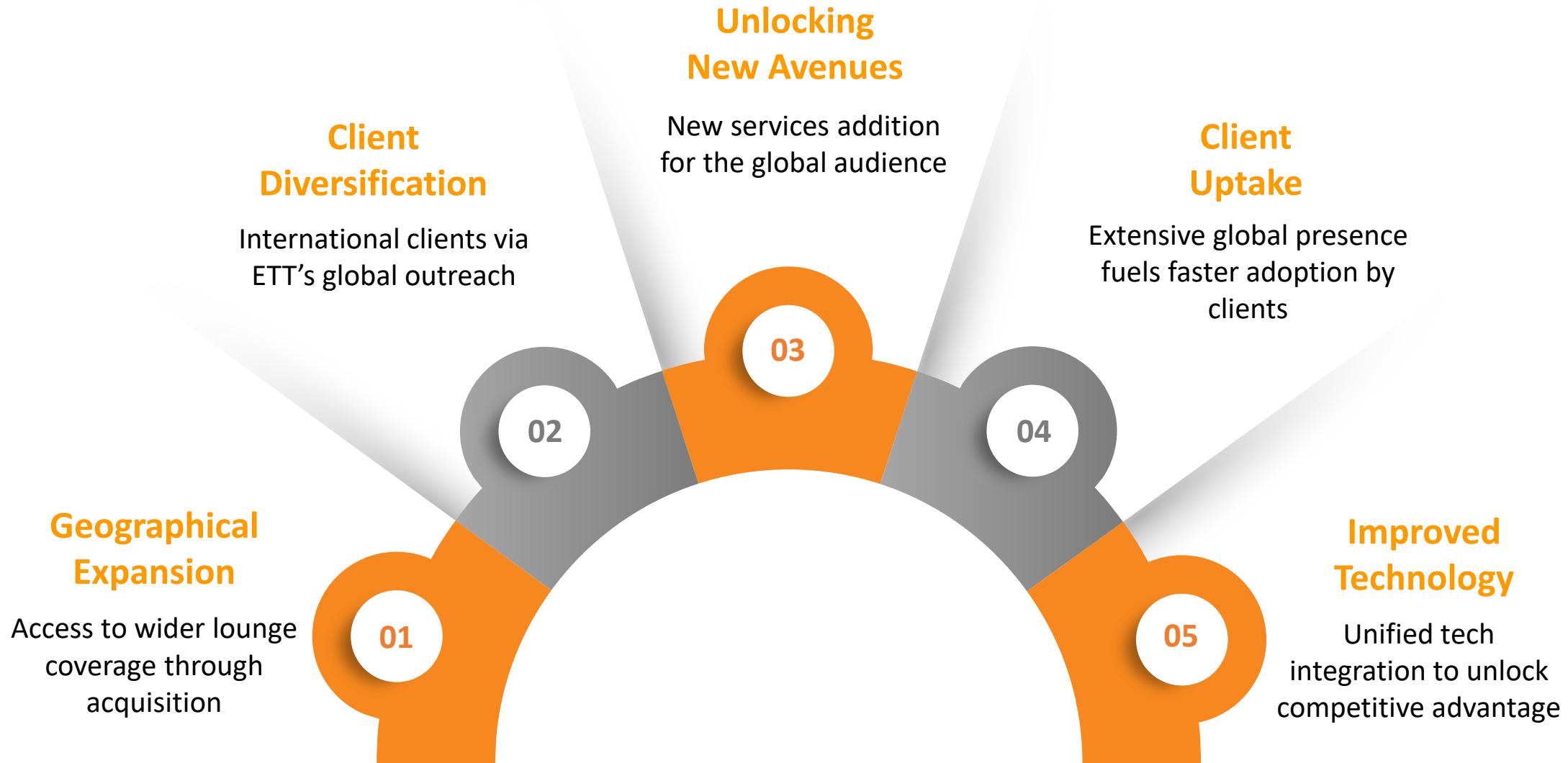
Aggregators
Suppliers
Lounge Operators
Airports
Telecom Providers



Travel Agencies
Airlines
Banks
FinTechs
Marketplaces

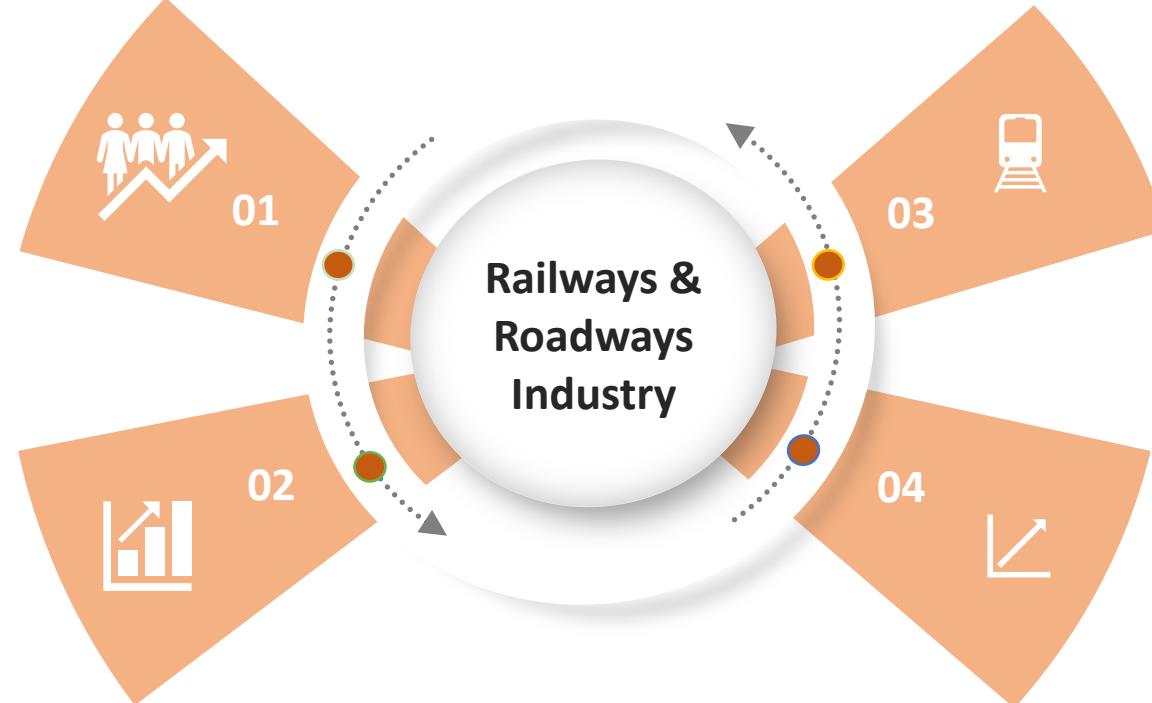
Potential Synergies & Growth Opportunities from ETT acquisition

DreamFolks



Growth in Railway Passengers*
Railways facilitated travel for nearly 7.15 bn passengers in FY25, driven by a rising base in Tier 2 & Tier 3 cities

Capex in Coming Years^
INR 2.8 lakh crore Capex allocated to Railways in FY26-27



Railway Stations Modernization^
Under Amrit Bharat Scheme, 1300+ railway stations to be redeveloped, executive lounges planned at various stations

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

DreamFolks acquires Ten11 Hospitality

DreamFolks



TEN ELEVEN
HOSPITALITY

"To place hospitality at the heart of India's travel, creating welcoming spaces where millions of passengers feel valued, cared for, and inspired at every stop."



CHENNAI CENTRAL - INEJ LOUNGE

SLEEPING PODS GOURMET DINING
BUSINESS CENTER +1 MORE



MUMBAI CENTRAL - INEJ DIGITAL LOUNGE

CO-WORKING SPACES HIGH-SPEED INTERNET
DIGITAL CHECK-IN +1 MORE



VADODARA JUNCTION - INEJ DIGITAL LOUNGE

WI-FI & CHARGING COMFORTABLE SEATING
FOOD & BEVERAGE +1 MORE

Potential Synergies & Growth Opportunities with Ten11

DreamFolks



Vertical Integration into Hospitality

DreamFolks' gets entry into the hospitality and lounge operations business



Geographic Expansion

Currently, only 14 Railway Lounges in India. Huge potential to expand presence in Tier 1, Tier 2 and Railway junction cities



Operational Efficiency & Profitability

Better operational efficiency & profitability as the same entity acting as lounge access facilitator and lounge operator



Tech Enhancement

Tech-platform for seamless check-in/check-out, real-time occupancy monitoring, digital lounge passes, integrated payments and loyalty tracking



Quicker Diversification & Expansion

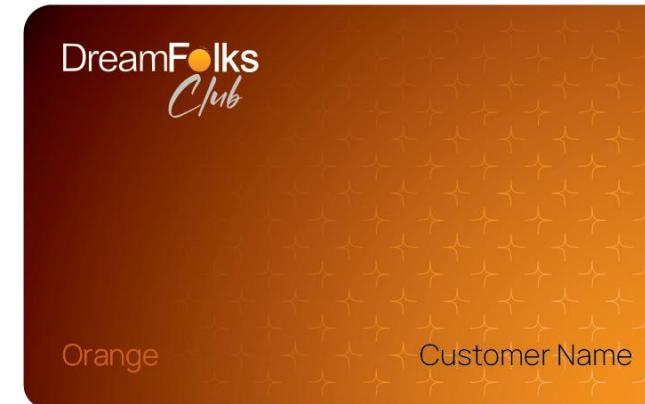
Strategic acquisitions to accelerate our entry into railway lounges, and complementary travel-adjacent services

Launched DreamFolks Club 2.0

A membership that defines access. You can choose the package that suits your lifestyle and open doors to curated privileges across travel, lifestyle and leisure.



Black



Orange



White

Increasing Wallet Share across services with Clients

DreamFolks

Identifying cross-selling opportunities within our diversified set of services



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

Global Lounge quarterly transactions have **grown 200%** year-on-year

Organic and Inorganic growth accelerating railway lounge business

01

Went live with major clients for lifestyle services, new client integrations in pipeline

02

Added 100+ global airport lounges

Global Lounge program made live across forex & credit cards of diverse clients

03

Partnered with leading app-based taxi for airport transfers

04

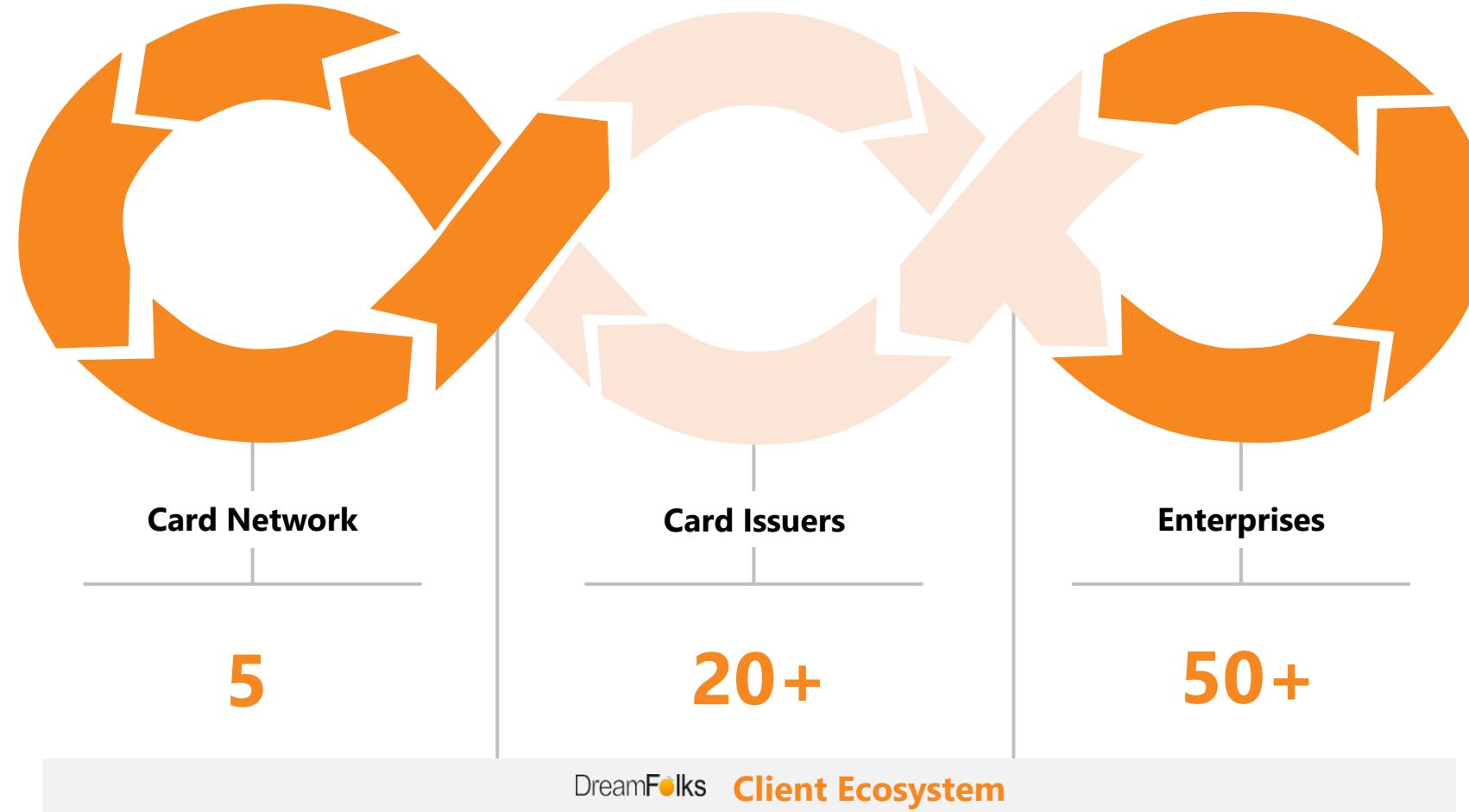
Q3 FY26
Business
Updates

Expanding Footprints in New Geographies



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

DreamFolks



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



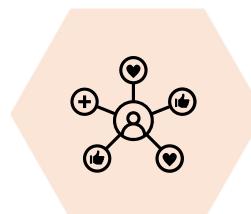
Focused Team for Enterprise Clients

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



Network Effect Advantage

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

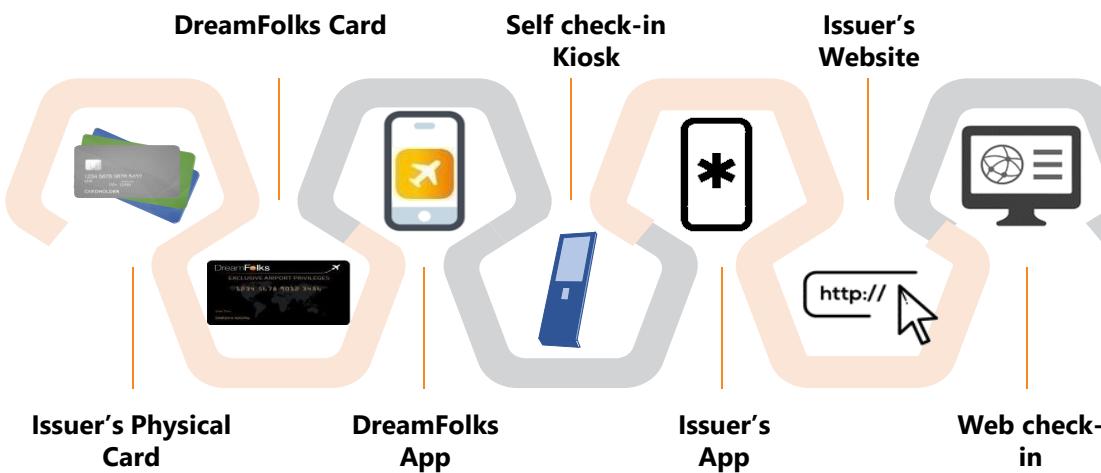
DreamFolks

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



...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)
- PCI DSS 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

- With company since 2014
- 24+ Years of Experience
- Worked at Organisations like Taj GVK Hotels & Resorts, PepsiCo India, Pernod Ricard India



Mukesh Yadav

Promoter & Non-Executive Director

- With company since 2011
- 30+ 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

- With company since 2011
- 30+ 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

- With company since 2019
- 26+ Years of Experience
- Worked at organisations like Genpact and Fareye



Sandeep Sonawane

Chief Business Officer

- With company since 2023
- 26+ Years of Experience
- Worked at organisations like Adani Airport Holdings, Pernod Ricard, PepsiCo India, Dabur India



Shekhar Sood

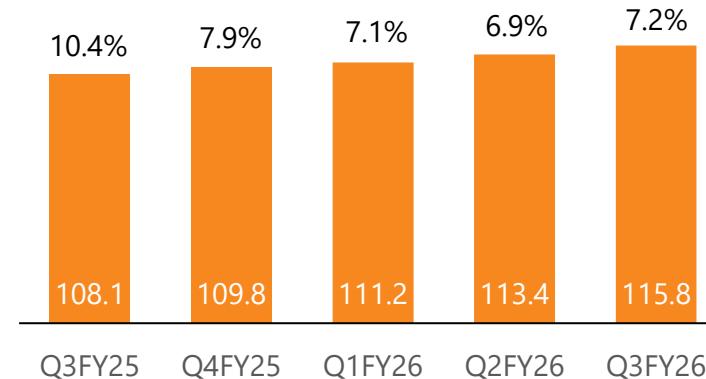
Chief Financial Officer

- 19+ 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)

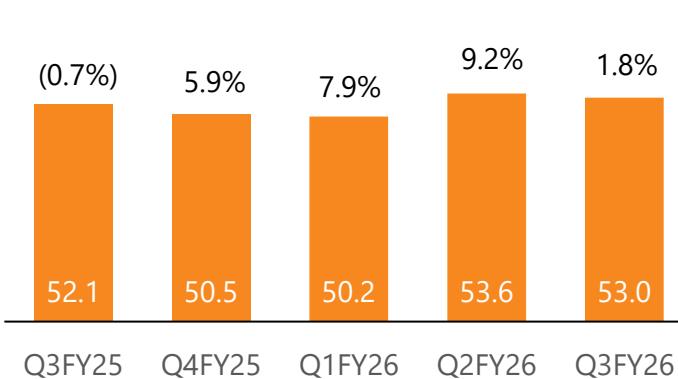
Strong Industry Tailwinds

DreamFolks

Credit Cards in Circulation (As at end of Quarter)
(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



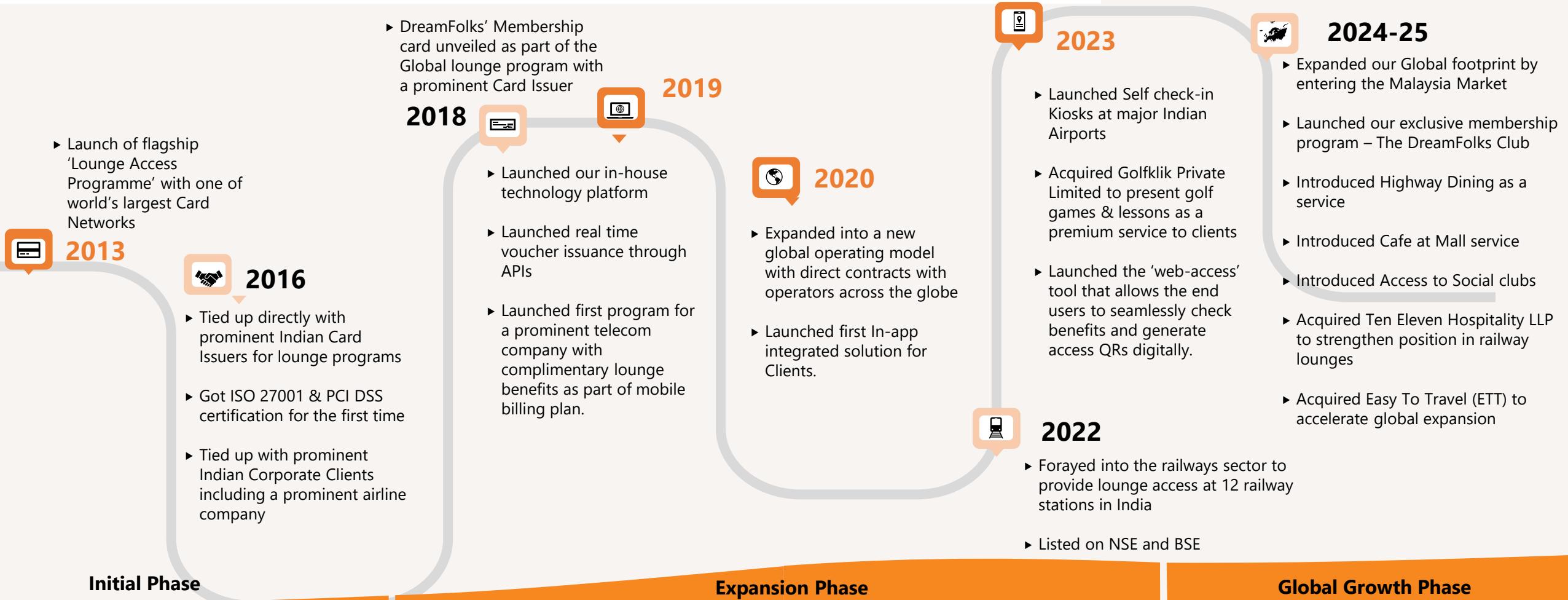
Profit & Loss Statement Q3 FY26

DreamFolks

Particulars (Rs. Mn)	Quarter ended		Year-ended	
	31/12/2025	31/12/2024	31/03/2025	31/03/2024
Revenue from operations	534.5	3,400.7	12,918.8	11,350.1
Other income	56.6	19.5	85.6	33.3
Total income	591.1	3,420.2	13,004.4	11,383.4
Cost of Services	488.3	3,018.1	11,417.8	9,981.7
Employee benefits expenses	119.6	109.5	422.4	284.8
Other expenses	68.0	43.6	191.2	145.1
Adjusted EBITDA*	(76.5)	257.8	1,020.9	1,031.8
Adjusted PBT *	(88.6)	244.0	946.7	984.6
Profit After Tax	(78.6)	169.4	650.5	686.4

Journey to being the Leading Travel & Lifestyle Experiences Enabler

DreamFolks



Awards and Accolades

DreamFolks



Economic Times
Liberatha Kallat, CMD



Indian Achievers' Forum
Liberatha Kallat, CMD



TAFI Convention
DreamFolks



India Banking Summit
DreamFolks



BW Fintech Awards
DreamFolks



ET Now
DreamFolks



Payments Reloaded Awards
DreamFolks



India Banking Summit
DreamFolks



Business Leadership Award 2024



India's Impactful CEOs 2024
Liberatha Kallat, CMD



Business Innovation Award 2024
Liberatha Kallat, CMD



Deloitte India Technology Fast 50 Award 2024
DreamFolks



World's Best Emerging Leader 2023
Liberatha Kallat, CMD



Most Promising Business Leaders Of Asia 2023-24
Liberatha Kallat, CMD



Business Leader of the Year 2023
Liberatha Kallat, CMD



Entrepreneur of the Year 2023
Liberatha Kallat, CMD



Travel Retail Superstars 2023 - Star Team



Most Trusted Service Provider for BFSI Sector 2023



CX Leader of The Year 2023



World's Best Emerging Brand 2023



Business of the Year 2023



Top 20 India Tech Leaders 2023



Most Promising Business Leaders Of Asia 2022-23



India's Impactful CEOs 2023

The Moodie Davitt Report
DreamFolks

India CX Summit & Awards
DreamFolks

India CX Summit & Awards
Liberatha Kallat, CMD

ET Ascent
DreamFolks

Digital Transformation Summit
Balaji Srinivasan, ED & CTO

Economic Times
Liberatha Kallat, CMD

Economic Times
Liberatha Kallat, CMD



Safe Harbour

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