

November 06, 2022

To, Corporate Relations Department BSE Ltd. P.J. Tower, Dalal Street Mumbai-400001 Scrip Code: <b>543591</b>	To, National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai-400051 Script Symbol: <b>DREAMFOLKS</b>
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**Sub: Investor Presentation on Unaudited Financial Results for quarter and half year ended September 30, 2022**

Dear Sir/ Madam,

Pursuant to Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our letter of the even date conveying outcome of Board Meeting of the Company, Investor Presentation on the Unaudited Financial Results of the Company for the quarter and half-year ended September 30, 2022 is attached herewith this letter.

This is for your information and records.

Thanking You,

Yours faithfully,  
**For Dreamfolks Services Limited**



**Ms. Rangoli Aggarwal**  
**Company Secretary and Compliance Officer**

**Encl: As above**



# DreamFolks

DreamFolks Services Limited

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*Investor Presentation*

*November 2022*



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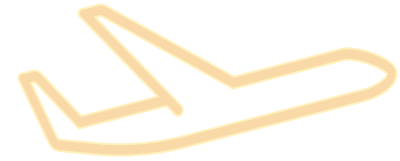
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Dream**F**olks

## Company Overview





Clients tie-up with DreamFolks...



Issuer Cards

DreamFolks Cards

# DreamFolks



Apps

Vouchers

...to enable their end-Consumers access services via Omni-channel mode...

In-house developed Proprietary Tech Platform

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

Provided by Operators



## DreamFolks

### Dominant Airport Lounge Access Provider



**100% coverage across all 60** Airport lounges operational in India<sup>2</sup>



**Market share of ~95%** of all India issued card based access to domestic lounges in India (FY22)



**68% share** of the overall lounge access volume in India (FY22)\*

### Marquee Clients – Entrenched Relationships



Card Networks



Card Issuers



Enterprises

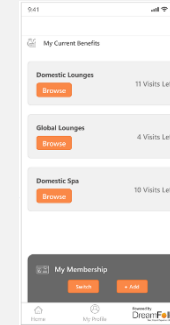


Airlines



OTAs

### Proprietary Technology Platform



Facilitates the use of hybrid access modes depending on the Client's preference

**~1,450**

# of direct Touch Points<sup>^2</sup>

**~540**

# of Cities covered<sup>2</sup>

**121**

# of Countries covered<sup>2</sup>

**3.6 Mn**

# of Paxes<sup>2</sup>

**52**

# of Clients<sup>2</sup>

**60**

# of Full-time Employees<sup>2</sup>

**3,328 Mn**

Total Income (INR)<sup>2</sup>

**~23.4%**

3 Yr Revenue CAGR\* (FY17-FY22)

**379 Mn**

Profit Before Tax (INR)<sup>2</sup>

**69.0%**

ROCE<sup>2</sup> (non-annualized)

**50.6%**

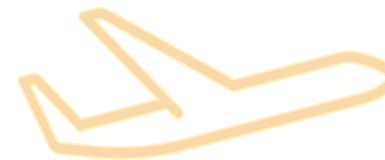
ROE<sup>2</sup> (non-annualized)



DreamFolks

## Industry Details

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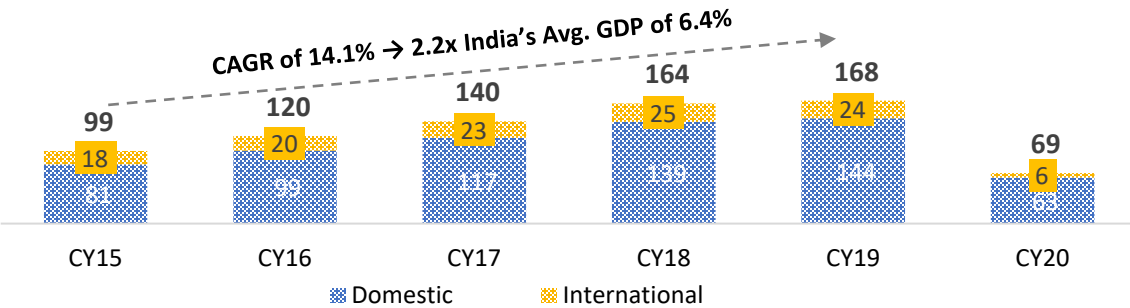


# Indian Air Travel Market - A Multi-Decade Growth Opportunity

Indian Air Passenger Traffic expected to grow ~6x from ~175 mn travelers in 2019 to 1 bn travelers in 2040 vs 2x growth for Global Market

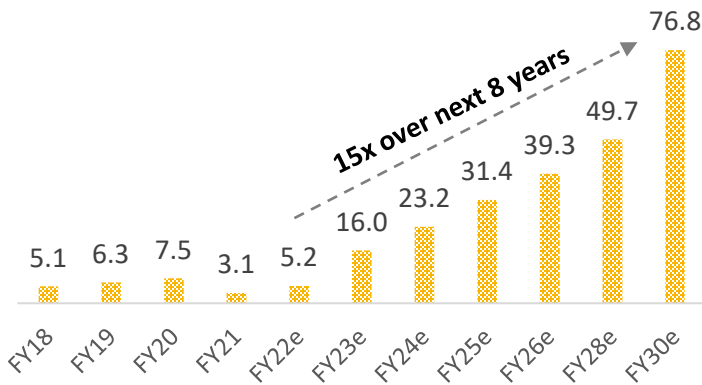
## Strong Correlation between India's GDP Growth and Total Air Passenger Traffic

GDP Growth (%)	8.3%	6.8%	6.5%	4.0%
Passenger Traffic Growth (%)	20.6%	16.9%	17.5%	2.3%



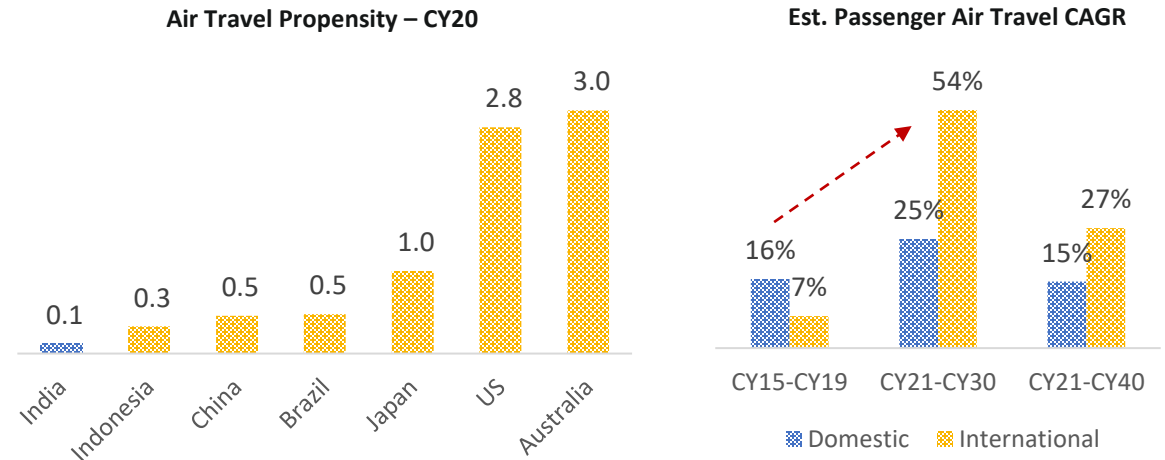
## Lounge Market in terms of Passengers is estimated to reach ~70 mn at CAGR of ~41.8%

Total Lounge Passengers (In Mn)



- Due to Covid, no. of passengers availing lounge services declined in FY21 & FY22e
- FY23e onwards, with recovery in Air Traffic and rising base of Credit / Debit card passenger, footfall in Airport Lounges expect to grow 15x till FY30e
- Market size in terms of value expected to grow from INR 3.6 bn in FY22e to INR 58.6 bn in FY30e at a CAGR of 43.1%

## India's low Air Travel Propensity augurs multi decade Air Passenger Traffic Growth



## Key factors contributing to the overall Indian Air Travel growth

- Rising preference of Air Travel amongst travelers over rail and road
- Jump in India' Ease of Doing Business - Enhanced economic activity
- Rising class of leisure travelers – 72% extend business trip for leisure
- Declining Air travel cost compared to AC Rail travel
- Govt push through UDAN Scheme – Increase Air Travel in Tier 2 & Tier 3 cities

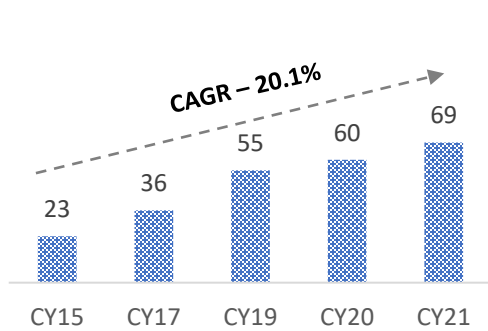
**Rising Air Passenger traffic to increase demand for Airport and related services like Lounges – DreamFolks to benefit from rising footfall at Airport lounges**



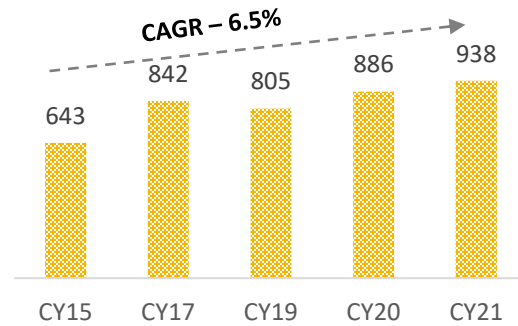
# Indian Credit & Debit Card Industry – Increasing User Base to Drive Growth

## Rising base of Credit & Debit Card Users led by push towards digital economy...

# of O/s. Credit Cards (In Mn)

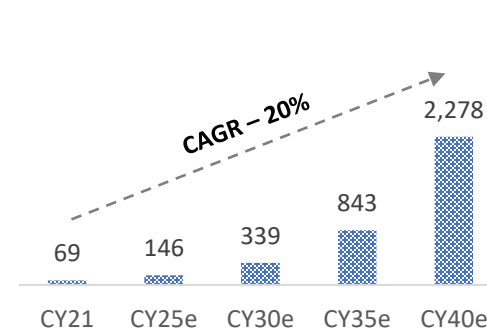


# of O/s. Debit Cards (In Mn)

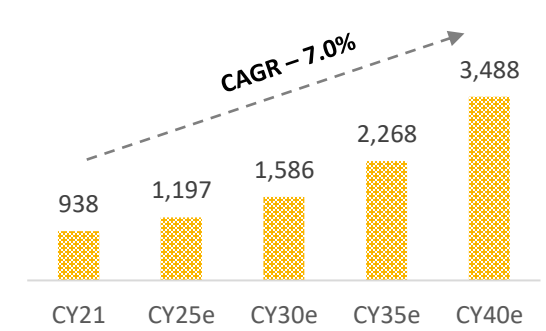


## Favorable demographics and faster digital penetration to further expand the base

# of O/s. Credit Cards (In Mn)

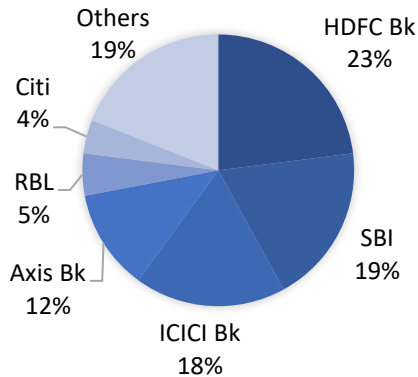


# of O/s. Debit Cards (In Mn)

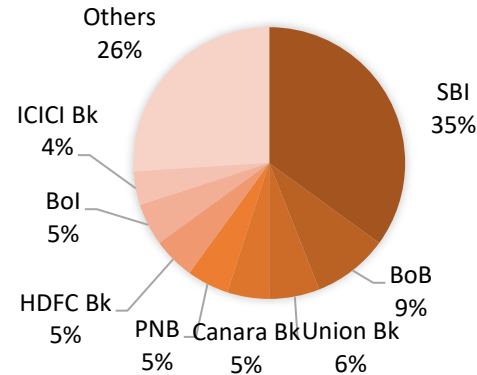


## Top 5 card issuers holds majority of Credit & Debit Card Market share

Credit Card Market Share - CY21

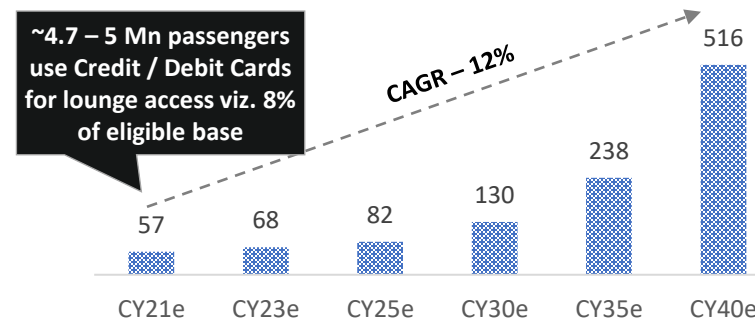


Debit Card Market Share - CY21



## Huge head room for growth in Credit / Debit card-based Airport Lounge Access

Estimated growth in Credit and Debit Cards with Lounge Access (In Mn)



~4.7 – 5 Mn passengers use Credit / Debit Cards for lounge access viz. 8% of eligible base

For Card Issuers, providing lounge access to their Consumers at Airport is increasingly becoming a key aspect of their customer acquisition and loyalty program

Increasing Credit & Debit cards base bodes well for DreamFolks – Key beneficiary from Bank led Card Loyalty Programs targeting Airport Lounge Access

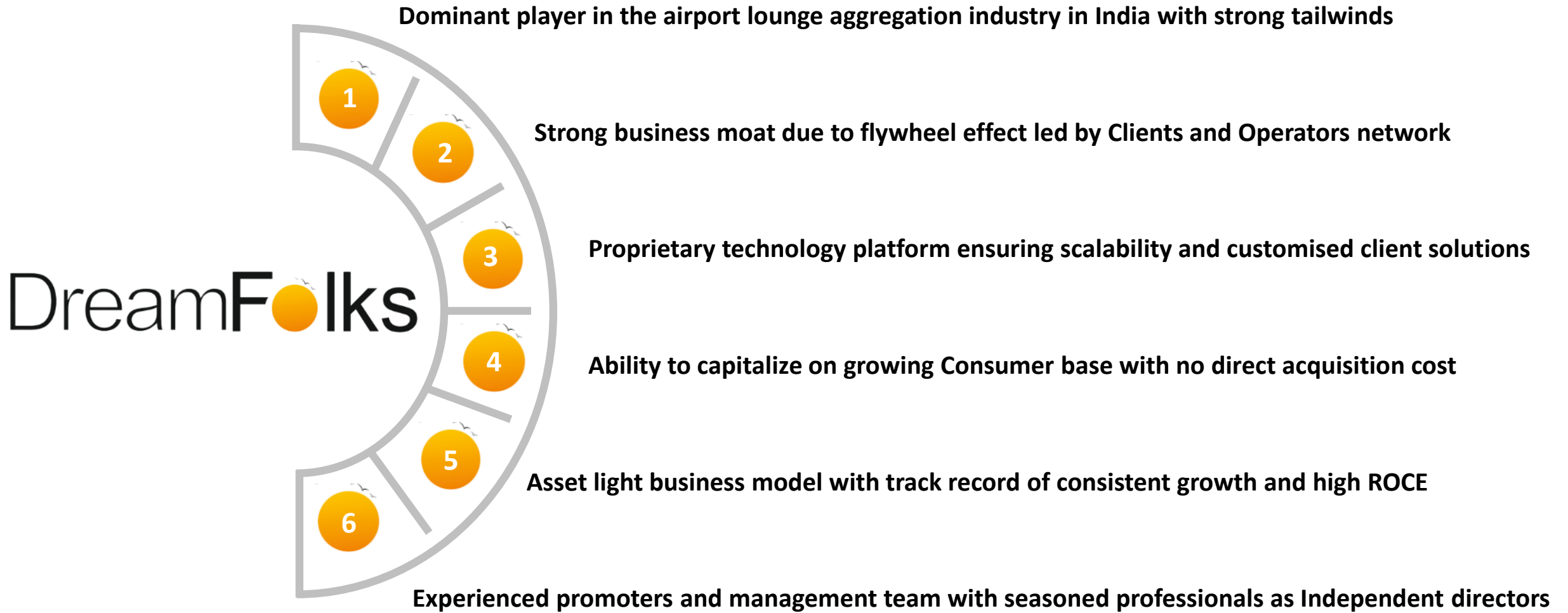


Dream**F**olks

## Key Strengths

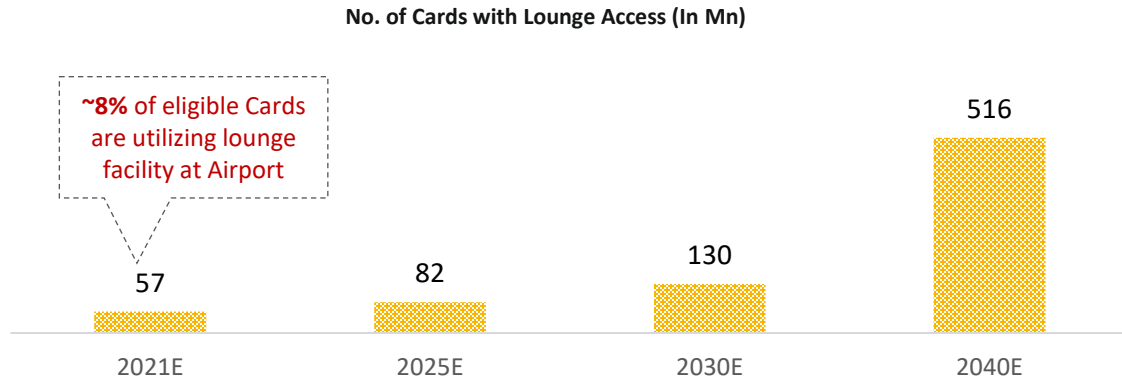
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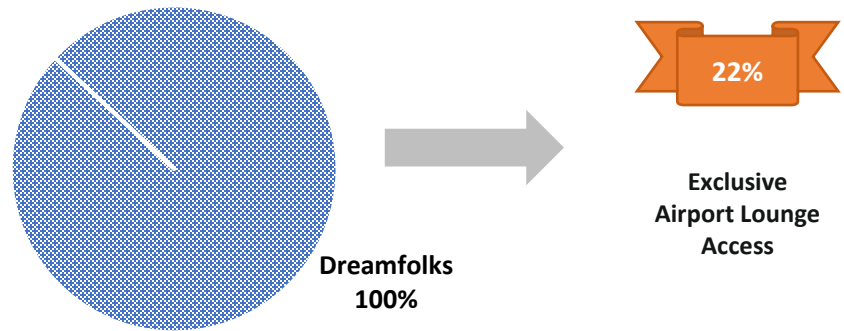
# Dominant player in the airport lounge aggregation industry in India with strong tailwinds (1/2)

## Growth in Lounge Access eligible cards – Higher footfalls



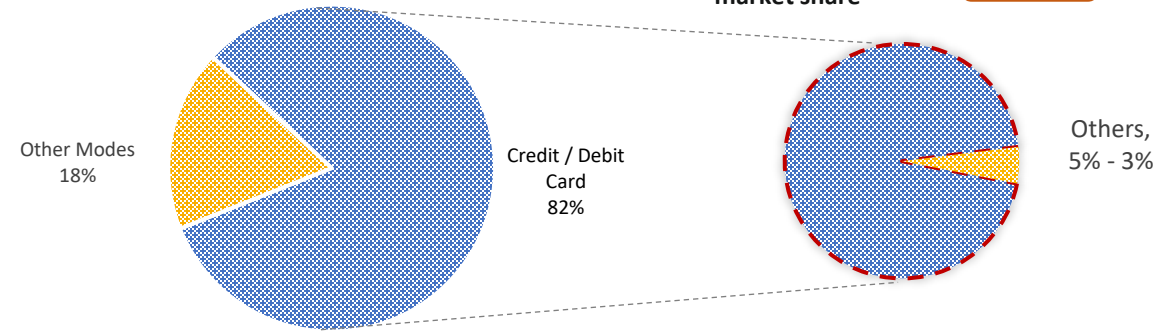
## DreamFolks has 100% lounge coverage in India with significant exclusivity...

### Dreamfolks India Lounge Coverage



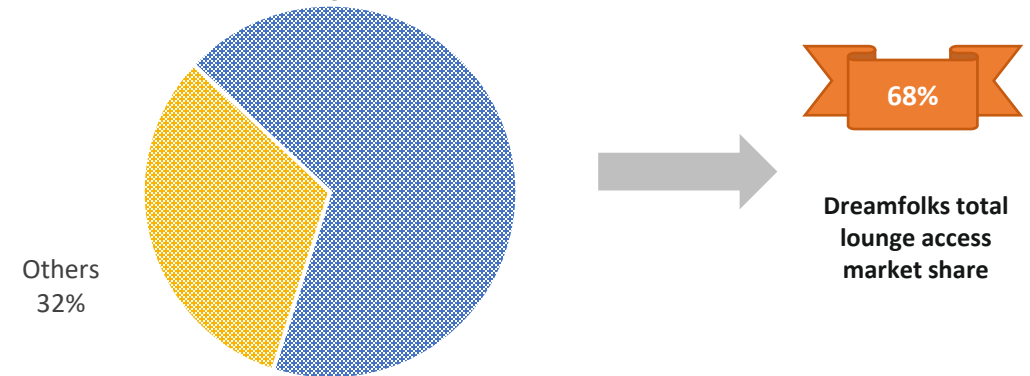
## DreamFolks is the dominant player in card-based lounge access

### Domestic Lounge – Preferred Access mode



## ... and a dominant market share of the Total Lounge Access Market

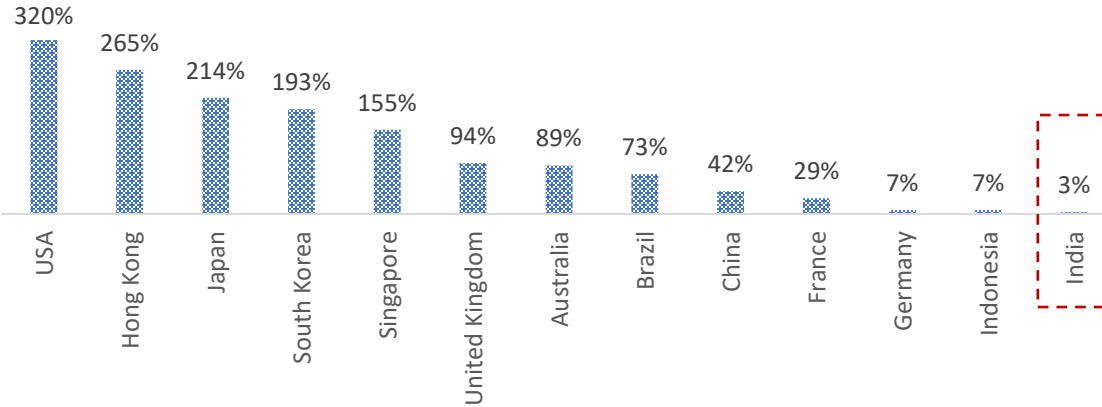
### Total Lounge Access Market Share by Customer Base, presence across lounges in India



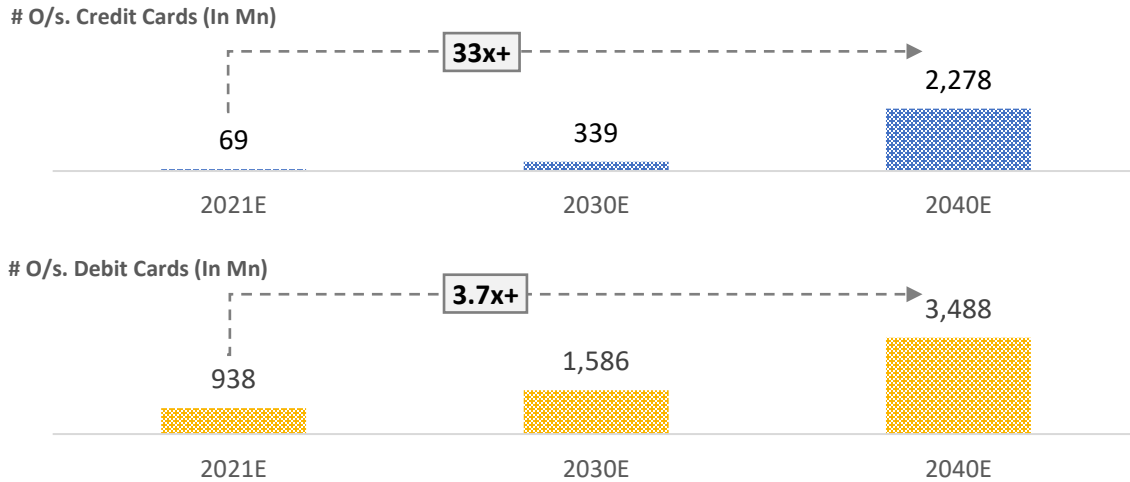
Growing Air Travelers + Higher Card Users with Lounge Access → Increase in Airport Lounge Usage → DreamFolks well poised for growth with dominance

# Dominant player in the airport lounge aggregation industry in India with strong tailwinds (2/2)

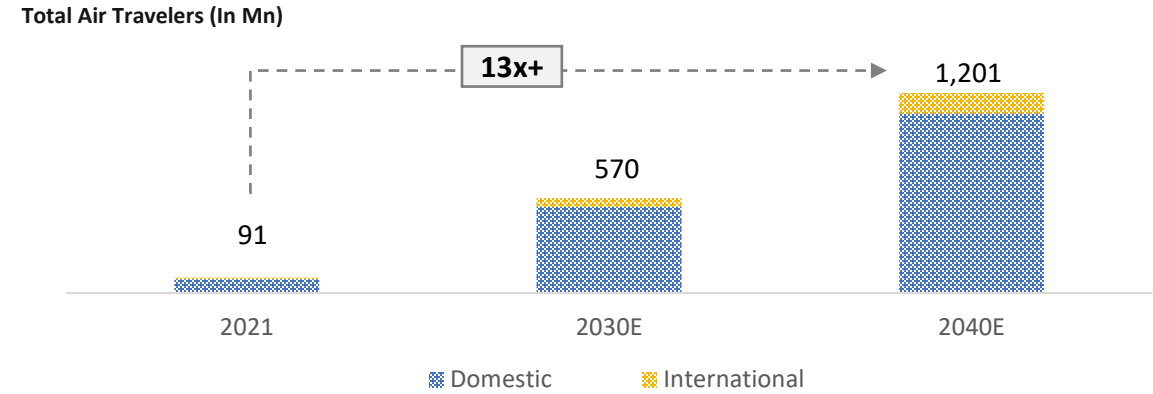
The credit card penetration is low in India and expected to increase exponentially



Credit Cards User Base to grow by ~33x by next 2 decades

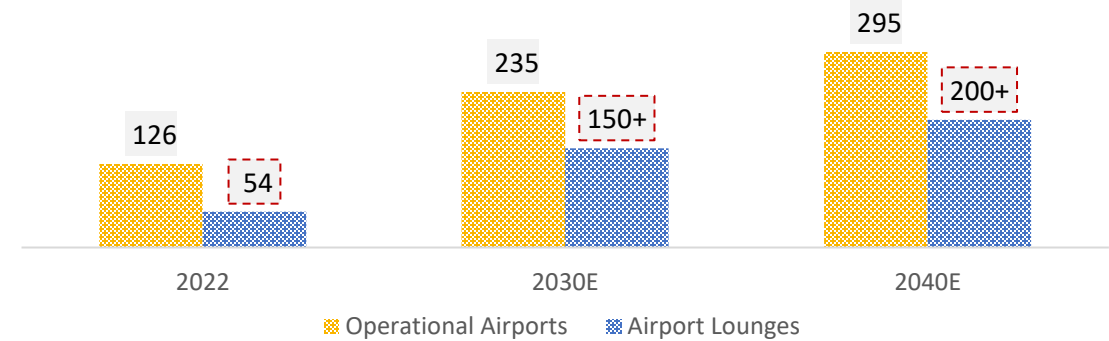


Indian Air Travel Market expected to grow ~13x+ by 2040



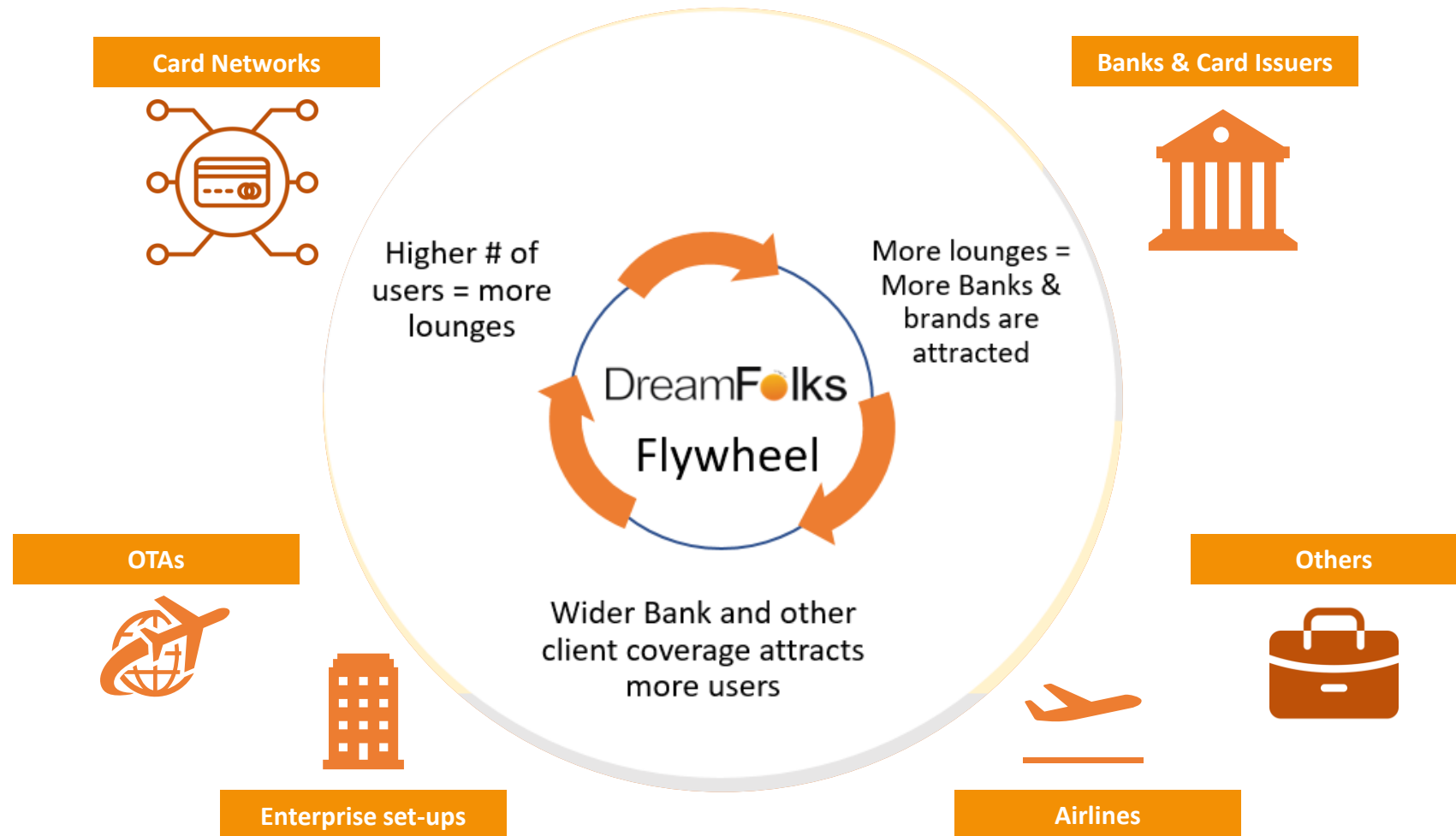
India's Low Air Travel Propensity 0.1x – Huge growth headroom

Leading to significant expansion in India Airport Infrastructure



**Growing Air Travelers + Higher Card Users with Lounge Access → Increase in Airport Lounge Usage → DreamFolks well poised for growth with dominance**

Strong business moat due to flywheel effect



Build a successful bridge between Clients and Airport Lounge Operators → Creates Interdependencies for DreamFolks service offerings

In-house developed proprietary technology platform designed and aimed at 'hassle-free' experience

Clients

Card Networks

Banks & Issuers

OTAs

Airlines

Enterprise Set-ups

Issuer's Physical Card



DreamFolks Card



DreamFolks App



Issuer's App



Hybrid Model: Pick & Choose mode of Access

Web check-in



Self check-in Kiosk



Issuer's Website



Partners

Lounges

Spas

F&B

Meet & Assist

Airport Transfer

Baggage Transfer

Nap Room / Pods / Hotels

DreamFolks proprietary technology platform



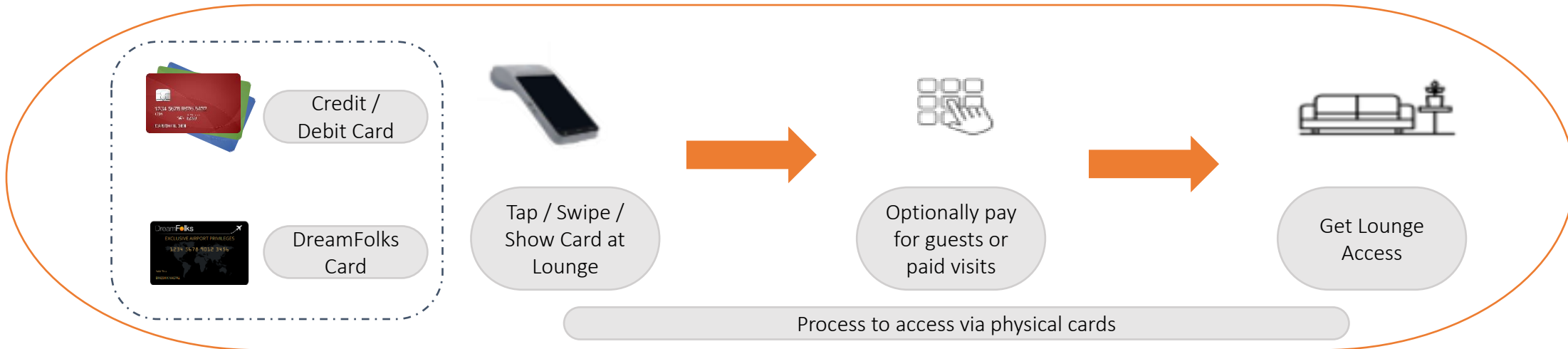
✓ Enabled scale in business by increasing levels of automation

✓ Simplified transactional & process aspects

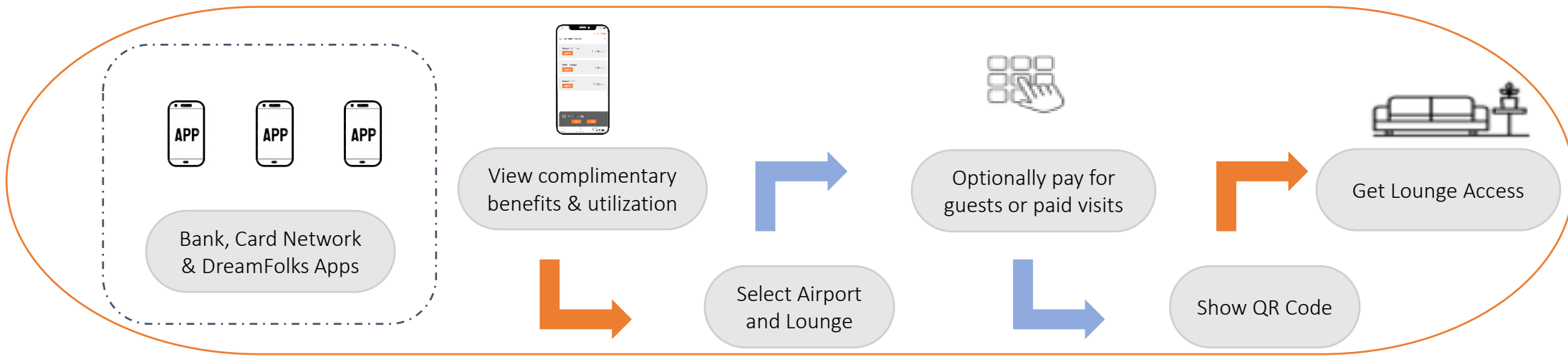
Lounge Access Mode

## How DreamFolks' technology platform enables Lounge Access at an Airport?

via physical cards



Via DreamFolks App or Clients in-App



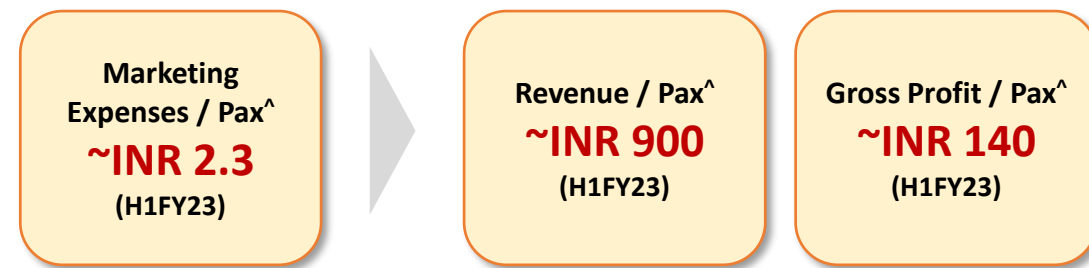
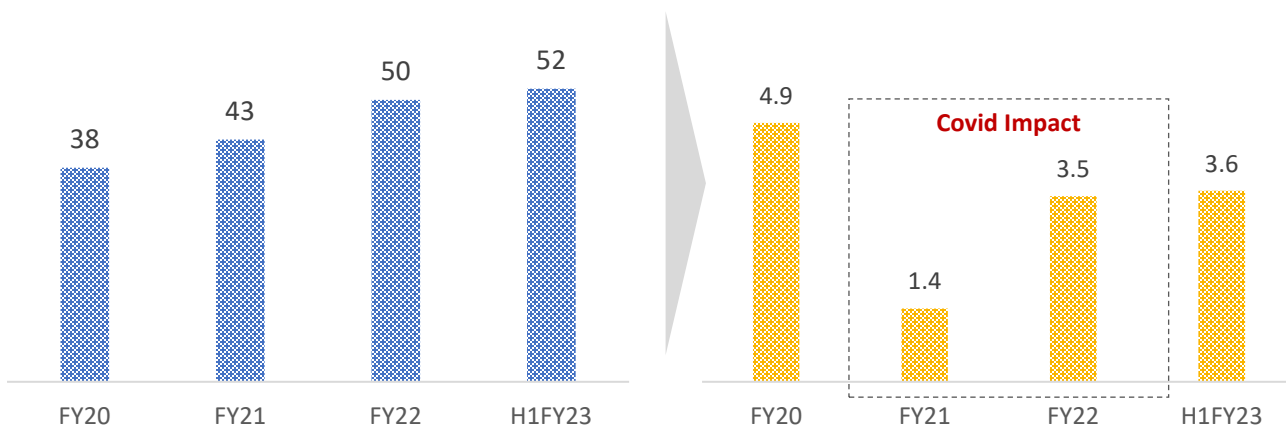


## Increase in Clients base and Consumers availing Services (Pax)

...With no direct Consumer Acquisition cost → reduces cost and higher profitability

# of clients

# of Pax (In Mn)\*



Primary Revenue model is on a per Pax basis

## Acquisition of the Consumers i.e. Paxes is done by Clients – No Consumer acquisition cost

- ✓ Increasing no. of Clients + Paxes utilizing multiple services at Airport → **Increasing Consumers availing lounge facilities and other services**
- ✓ Acquisition of Consumers (Pax) is entirely done by Clients – **No Consumer acquisition cost for DreamFolks**
- ✓ Clients **leverage DreamFolks technology driven solutions and platform** to provide value added services to the Consumers as part of their customer engagement

## DreamFolks long standing association with Clients – Ability to retain clients and continue to derive healthy revenues

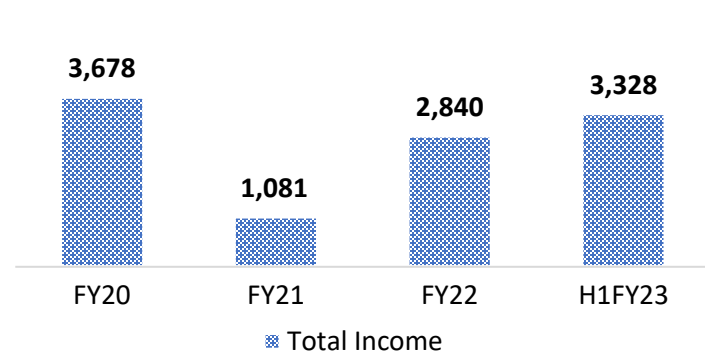
Note - \*No. of unique times consumers avail the service; ^Derived by division of Total Marketing Expenses, Revenue and Gross Profits each by total Pax for FY22

# Asset and human resource light business model with a strong track record of delivering consistent growth

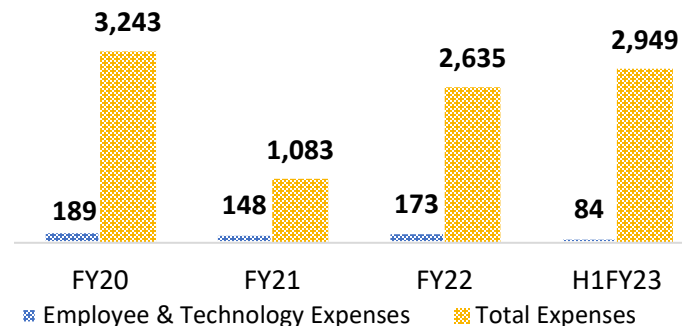
Asset Light business model → Proven ability to scale up business with minimal incremental capital → High operating leverage business

Revenue has seen a **consistent growth**, albeit impacted by the Covid pandemic...

INR Mn

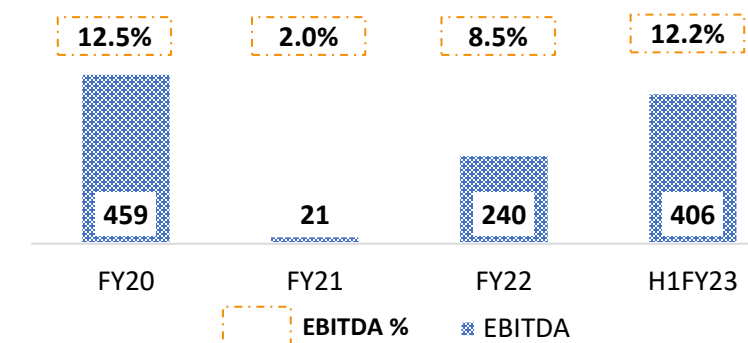


Apart from Cost of Services, operational expenses are relatively minimal – **Low Employee & Technology Cost**



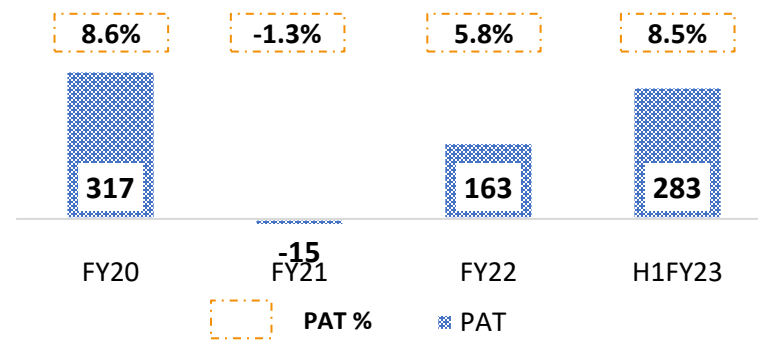
No direct consumer acquisition cost and **high operating leverage** – Healthy EBIDTA profile

INR Mn

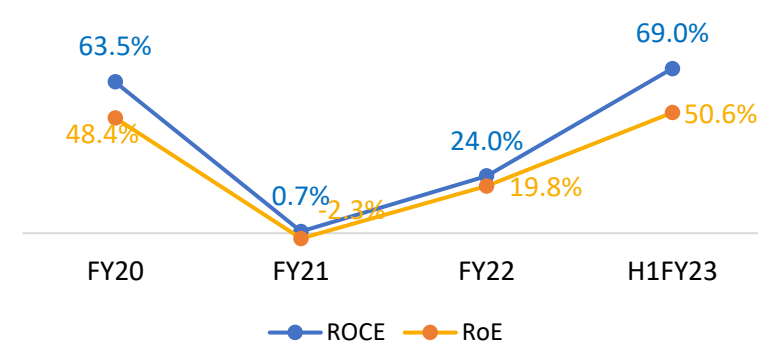


With **minimal finance cost and depreciation**, track record generating profits

INR Mn



**Strong profitability profile and asset light business model** - High capital efficiency & returns profile




**DreamFolks strong internal accruals, superior returns and efficient working capital management are testament of efficient and prudent financial management**

Senior management team with over 2 decades of experience in different aspects of business operations and across sectors

### Ms. Liberatha Kallat, Chairperson and Managing Director

- Over 2 decades of experience in the hospitality sector
- Forefront of incubating the Lounge Access Industry
- Responsible for the business strategy, management
- Earlier associated with **Taj GVK Hotels & Resorts Ltd, PepsiCo. India, Premium Port Lounge and Pernod Ricard**

 10 most inspiring Entrepreneurs to watch globally – Innovative Zone (2022)

 10 best entrepreneurs Industry Era Magazine (2021)

 Woman Entrepreneur of the Year Award (2019)

#### Industry Insights

Hospitality  
Technology  
Financial Services


### Ms. Giya Diwaan, Chief Financial Officer

- Experience in business operations, corporate finance, accounting, regulatory, legal and secretarial compliances, and strategy across Fintech, Internet Commerce Technology companies
- A chartered accountant and an IIM Lucknow alumnus
- Earlier associated with **Times Internet, Musafir.com, Awfis, Itz Cash Card and Resources Global Professional**

 Women Icon of the Year by UBS Forums – GIWL Award (2022)

### Mr. Balaji Srinivasan, Chief Technical Officer and Executive Director

- Experienced in the technology sector
- Earlier held senior management positions at **Genpact India Private Limited** and at start-up ventures such as **FarEye**

 Smart Innovator Award  
Enterprise Innovation Summit  
(2019 & 2021)

 Global FinTech Excellence in Leadership Award  
Elets (Banking & Finance)  
(2022)

Backed by an Experienced Board of Directors

**Mr. Mukesh Yadav**  
Promoter & Non-Executive Director

~20 years of experience and has been associated with DreamFolks since 2011

**Mr. Dinesh Nagpal**  
Promoter & Non-Executive Director

~20 years of experience and has been associated with DreamFolks since 2011

**Mr. Sharadchandra Abhayankar**  
Independent Director

~33+ years of experience and a Senior Partner in corporate advisory at **Khaitan & Co** since 2011

**Mr. Mario Anthony Nazareth**  
Independent Director

Associated with **M&M Ltd** for ~4 decades and served as Group Chief Internal Auditor

**Ms. Aditi Balbir**  
Independent Director

Experienced in Travel Sector and founder in the hospitality space of **V Resorts** and CEO of **Eco Weekends Pvt Ltd**

**Mr. Sudhir Jain,**  
Independent Director

~20 years of association with **Minda Industries** and served as ED & Group CFO at **Minda Industries Ltd**



Dream**F**olks

## Q2 & H1 FY23 Highlights

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**Liberatha Kallat**

Chairperson and Managing Director

*“With the opening of borders over the past couple of quarters, combined with the boom in leisure travel as part of the revenge travel trends that we observe across the globe, the propensity for air travel is higher than ever before. Lounge access is no longer limited to business travel and with additional waiting times at airports, the need and desire to access lounges is rising steadily. Post covid travel has given birth to a new segment.... the family and leisure traveller in addition to the existing business travel segment thereby creating a larger target base for us to work with.*

*We at DreamFolks have helped facilitate lounge access to majority of the total travellers who accessed lounges in FY22. With the number of airports and lounges increasing at a rapid pace, in sync with an equally strong rise in air traffic and card user base, who are willing to access lounges, we find ourselves in an exceptionally advantageous position to capitalize on these tailwinds and use our dominant position and first-mover advantage to capture the market even further. Conversion rates of the total air travellers have increased sharply over the past few quarters indicating a staggering growth and we are confident of the large headroom for growth that lies ahead of us.*

*Talking about our Financial Performance, our Revenue for the quarter stood at Rs. 1,712 Mn and the same for the half-year stood at Rs. 3,315 Mn, indicating a growth of 183% and 290% YoY respectively. Our EBITDA Margins of 12.3% have improved significantly over the course of this quarter as compared to the previous year.*

*We operate on an asset light model, with optimal operating expenses and have our own Research & Development initiatives within the organization, which does not warranty large investments. We are confident of maintain a healthy profitability and finance any future scale-ups with internal accruals”*

Revenue	
Q2FY23	H1FY23
1,712	3,315
↑ 183% YoY	↑ 290% YoY

EBITDA	
Q2FY23	H1FY23
211	406
↑ 461% YoY	↑ 1,255% YoY

PAT	
Q2FY23	H1FY23
148	283
↑ 494% YoY	↑ 2,448% YoY

## Business Update

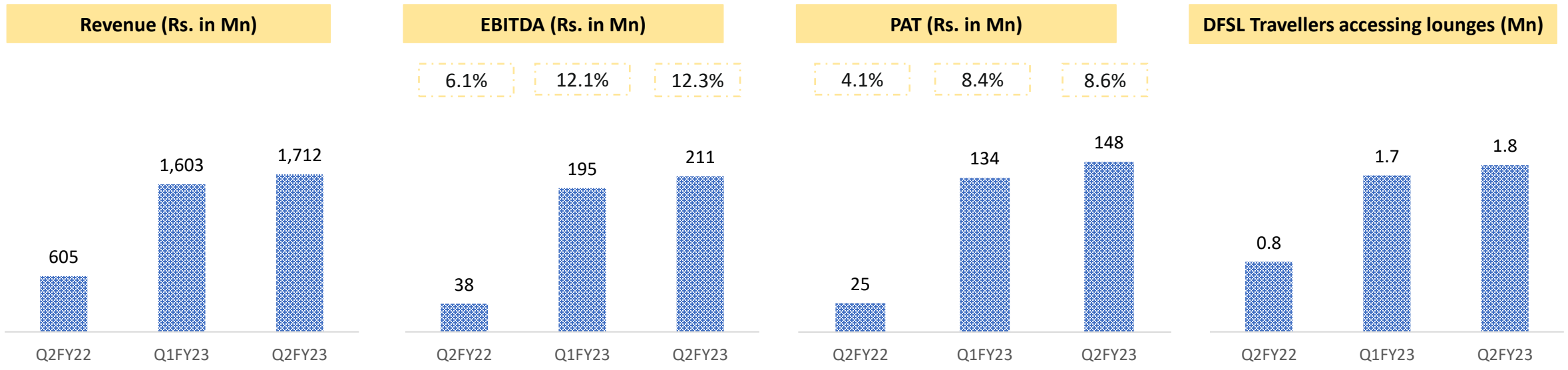
- **Air Traffic** - Strong growth of ~110% in domestic air traffic in H1FY23 which has surpassed pre-covid level. Whereas the domestic air traffic grew by ~60% in Q2 FY23 as compared to Q2 FY22.
- **DFSL Passengers:**
  - Number of passengers availing lounge access & other touchpoints through us has grown at a healthy rate of ~240% yoy in H1 FY23 and ~140% in Q2 FY23.
  - In H1FY23, passengers accessing the airport lounges stood at 3.6 million compared to 1.1 million in H1FY22 reflecting the recovery in the travel industry growth.
  - For Q2 FY23, passengers accessing the airport lounges stood at 1.8 million compared to 0.76 million in Q2 FY22.
- In addition to lounge access, the company has witnessed strong footfall at other touchpoints like Meet & Assist, Food & Beverages, Airport Transport etc.

## Recent Developments

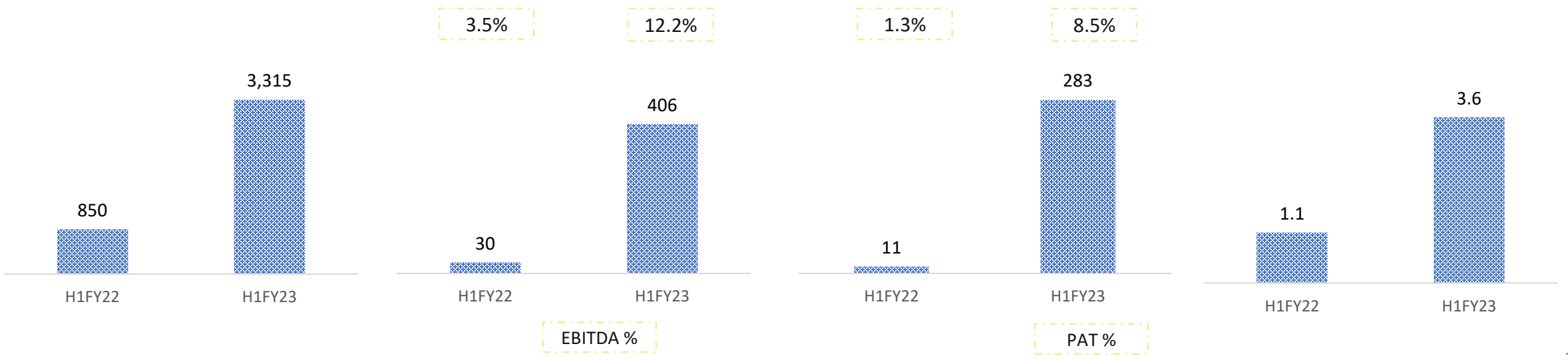
- **ASPIRE Lounges Australia** - Delighted to tie up with ASPIRE Lounges Australia. With this partnership, air travelers can now experience exclusive luxury lounge access in Sydney, Melbourne, Perth and Brisbane as part of 66 Aspire Branded Lounges globally.
- **Dhanlaxmi Bank** – Tie-up for access to Indian Lounges for their customers
- **FCM Travel** – Corporate tie-up to provide their customers with domestic lounge access, Meet & assist and Airport Transfer Services

# Performance Highlights: Q2 & H1 FY23

Quarterly Highlights



Half Yearly Highlights



# Profit & Loss Statement

Particulars (Rs. in Mn)	Q2FY23	Q2FY22	YoY%	Q1FY23	QoQ%	H1FY23	H1FY22	YoY%
Revenue from operations	1,712	605		1,603		3,315	850	
Other income	11	9		2		13	12	
<b>Total income</b>	<b>1,723</b>	<b>614</b>	<b>181%</b>	<b>1,605</b>	<b>7%</b>	<b>3,328</b>	<b>862</b>	<b>286%</b>
Cost of Services	1,444	511		1,351		2,794	716	
Employee benefits expenses	46	48		38		84	89	
Other expenses	22	17		21		43	28	
<b>EBITDA</b>	<b>211</b>	<b>38</b>	<b>461%</b>	<b>195</b>	<b>8%</b>	<b>406</b>	<b>30</b>	<b>1,255%</b>
<b>EBITDA Margin (%)</b>	<b>12.3%</b>	<b>6.2%</b>	<b>610 bps</b>	<b>12.1%</b>	<b>18 bps</b>	<b>12.2%</b>	<b>3.5%</b>	<b>872 bps</b>
Depreciation and amortization expenses	9	5		8		17	11	
Finance costs	6	2		4		10	7	
<b>Profit / (loss) before tax</b>	<b>196</b>	<b>30</b>		<b>182</b>		<b>379</b>	<b>13</b>	
Tax Expense	48	5		48		96	2	
<b>Profit after tax</b>	<b>148</b>	<b>25</b>	<b>494%</b>	<b>134</b>	<b>10%</b>	<b>283</b>	<b>11</b>	<b>2449%</b>
<b>Profit after tax (%)</b>	<b>8.6%</b>	<b>4.1%</b>	<b>453 bps</b>	<b>8.4%</b>	<b>23 bps</b>	<b>8.5%</b>	<b>1.3%</b>	<b>720 bps</b>
<b>EPS (Rs.)</b>	<b>2.84</b>	<b>0.48</b>		<b>2.57</b>		<b>5.41</b>	<b>0.21</b>	



# Balance Sheet

Assets (Rs. in Mn)	As on 30th September 2022	As on 31st March 2022
<b>Non - current assets</b>		
Property, plant and equipment	32	30
Intangible assets	38	45
Right of use assets	59	64
Investment property	80	18
<b>Financial assets</b>		
Other financial assets	60	27
Deferred tax assets (net)	17	12
Other non-current assets	87	210
<b>Total non - current assets</b>	<b>374</b>	<b>407</b>
<b>Current assets</b>		
<b>Financial assets</b>		
Trade receivables	1,597	907
Cash and cash equivalents	145	11
Other bank balances	225	135
Other financial assets	200	83
Other current assets	24	62
Current tax assets (net)	64	83
<b>Total current assets</b>	<b>2,254</b>	<b>1,280</b>
<b>Total assets</b>	<b>2,628</b>	<b>1,687</b>

Equity and Liabilities (Rs. in Mn)	As on 30th September 2022	As on 31st March 2022
<b>Equity</b>		
Share capital	105	105
Other equity	1,012	717
<b>Total equity</b>	<b>1,117</b>	<b>822</b>
<b>Liabilities</b>		
<b>Non - current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	9	10
Lease liabilities	61	64
Provisions	16	17
<b>Total non-current liabilities</b>	<b>86</b>	<b>91</b>
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	1	3
Lease liabilities	7	5
Trade payables		
(i) Total outstanding dues of micro enterprises and small enterprises	679	422
(ii) Total outstanding dues of creditors other than micro enterprises and small enterprises	567	291
Other financial liabilities (refer Note 9)	136	14
Other current liabilities	30	36
Provisions	6	3
<b>Total current liabilities</b>	<b>1,425</b>	<b>774</b>
<b>Total equity and liabilities</b>	<b>2,628</b>	<b>1,687</b>

# Cash Flow Statement

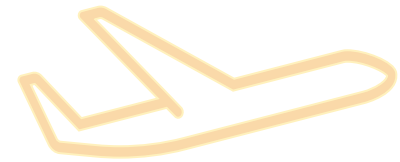
Particulars	H1FY23	H1FY22
<b>Profit / (loss) before tax</b>	<b>379</b>	<b>13</b>
Adjustments	33	6
<b>Operating Profit before working capital changes</b>	<b>412</b>	<b>19</b>
Adjustments for working Capital changes	-216	40
Cash (used)/generated from operating activities post working capital changes	196	59
Income taxes (paid)/received	-82	-24
<b>Net Cash used in Operating activities (A)</b>	<b>114</b>	<b>34</b>
<b>Net Cash generated / (used in) Investing Activities (B)</b>	<b>34</b>	<b>159</b>
<b>Net cash generated from / (used in) financing activities (C)</b>	<b>-14</b>	<b>-12</b>
<b>Net increase in cash and cash equivalents (A+B+C)</b>	<b>134</b>	<b>181</b>
Cash and cash equivalents at the beginning of the period	11	100
<b>Cash and cash equivalents at the end of the period</b>	<b>145</b>	<b>281</b>



Dream**F**olk**s**

## Historical Financials

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# Profit & Loss Statement

Particulars (Rs. in Mn)	FY22	FY21	FY20
Revenue from operations	2,825	1,056	3,670
Other income	15	25	8
<b>Total income</b>	<b>2,840</b>	<b>1,081</b>	<b>3,678</b>
Cost of Services	2,373	875	2,996
Employee benefits expenses	166	126	179
Other expenses	61	58	45
<b>EBITDA</b>	<b>240</b>	<b>22</b>	<b>458</b>
<b>EBITDA Margin (%)</b>	<b>8.5%</b>	<b>2.0%</b>	<b>12.5%</b>
Depreciation and amortization expenses	21	16	16
Finance costs	14	7	7
<b>Profit / (loss) before tax</b>	<b>205</b>	<b>-1</b>	<b>435</b>
Tax Expense	42	12	119
<b>Profit After Tax</b>	<b>163</b>	<b>-13</b>	<b>316</b>
<b>Profit After Tax (%)</b>	<b>5.7%</b>	<b>-1.2%</b>	<b>8.6%</b>

# Balance Sheet

Particulars (Rs. in Mn)	As on March 31, 2022	As on March 31, 2021	As on March 31, 2020
<b>ASSETS</b>			
Property, plant and equipment	30	38	53
Capital work in progress	0	0	6
Other intangible assets	46	3	1
Right of use assets	64	74	-
Investment property	18	271	-
Financial assets			
Other financial assets	27	25	26
Deferred tax assets (net)	12	8	21
Other non-current assets	210	187	106
<b>Total non - current assets</b>	<b>407</b>	<b>605</b>	<b>213</b>
Financial assets			
Trade receivables	906	395	685
Cash and cash equivalents	11	100	321
Other bank balances	135	-	-
Other financial assets	83	51	29
Other current assets	62	19	57
Current tax assets	83	55	73
<b>Total current assets</b>	<b>1,280</b>	<b>620</b>	<b>1,165</b>
<b>Total assets</b>	<b>1,687</b>	<b>1,225</b>	<b>1,378</b>

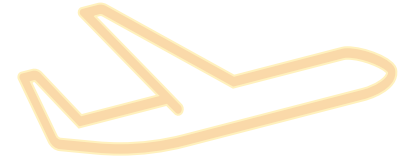
Particulars (Rs. in Mn)	As on March 31, 2022	As on March 31, 2021	As on March 31, 2020
<b>EQUITY AND LIABILITIES</b>			
Share capital	105	48	48
Other equity	717	595	608
<b>Total equity</b>	<b>822</b>	<b>643</b>	<b>655</b>
<u>Non - current liabilities</u>			
Borrowings	10	13	20
Lease Liabilities	64	63	-
Provisions	17	18	22
<b>Total non - current liabilities</b>	<b>91</b>	<b>95</b>	<b>42</b>
<u>Financial liabilities</u>			
Borrowings	3	7	11
Lease Liabilities	5	11	-
<u>Trade payables</u>			
(i) Total outstanding dues of M&SE	422	212	-
(ii) Total outstanding dues of creditors other than M&SE	291	97	561
Other financial liabilities	14	27	53
Other current liabilities	36	130	54
Provisions	3	3	1
<b>Total current liabilities</b>	<b>774</b>	<b>488</b>	<b>680</b>
<b>Total equity and liabilities</b>	<b>1,687</b>	<b>1,225</b>	<b>1,378</b>

Particulars (Rs. in Mn)	FY22	FY21	FY20
<b>Profit / (loss) before tax</b>	<b>205</b>	<b>-2</b>	<b>436</b>
Adjustments	36	1	17
<b>Operating Profit before working capital changes</b>	<b>241</b>	<b>-1</b>	<b>453</b>
Adjustments for working Capital changes	-286	45	-69
Cash (used)/generated from operating activities post working capital changes	-45	44	384
Income taxes (paid)/received	-76	18	-160
<b>Net Cash used in Operating activities (A)</b>	<b>-121</b>	<b>63</b>	<b>224</b>
<b>Net Cash generated / (used in) Investing Activities (B)</b>	<b>59</b>	<b>-269</b>	<b>3</b>
<b>Net cash generated from / (used in) financing activities (C)</b>	<b>-26</b>	<b>-15</b>	<b>7</b>
<b>Net increase in cash and cash equivalents ( A+B+C)</b>	<b>-89</b>	<b>-221</b>	<b>234</b>
Cash and cash equivalents at the beginning of the period	100	321	87
<b>Cash and cash equivalents at the end of the period</b>	<b>11</b>	<b>100</b>	<b>321</b>



## Annexures

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- Listing on 6<sup>th</sup> September 2022
- IPO subscribed 56.68 times
- The public issue subscribed
  - 43.66 times in the retail category
  - 70.53 times in QIB
  - 37.66 times in the NII





## DreamFolks

### Empowering Girl Child

- Aiding Two schools in Gurgaon, Haryana
- To protect, safeguard, educate and empower the girl child
- Employees and Management team actively volunteers for the distribution

*“We firmly believe that by educating and empowering a girl child, we are facilitating the growth and development of an empowered woman, who has the potential to contribute immensely to the empowerment of our nation. These little girls have dreams which can transform into bright visions given the right support, opportunities, and budding environment. We believe in any kind of gender bias, merit is all that matters. These girls need the right kind of backing & platform to showcase their merit and that is exactly what we at DreamFolks aim to do. Our objective is to contribute as a catalyst for their advancement.”*



Under MISSION SAKSHAM, our employees participated in multiple volunteering activities at Govt. Model Sanskriti Primary School, Tigra, Gurugram. We supported them with the necessary repairs, installation of water coolers, new blackboards, and provision of textbooks, notebooks, bags, and stationery.

Education

Sports

Health

School  
Supplies

Clean  
Environment

Overall  
Empowerment



Super Woman of Tourism for Business Leadership at **TAFI Convention**, Malaysia (Liberatha Kallat – Chairperson & MD) (Sep 2022)



Woman of Excellence Award by **Indian Achievers' Forum** (Liberatha Kallat – Chairperson & MD) (June 2022)

Woman Entrepreneur of the Year 2022 by **Entrepreneur India** (Liberatha Kallat – Chairperson & MD) (Sep 2022)



ET Inspiring Women Leaders (North) by **Economic Times** (Liberatha Kallat – Chairperson & MD) (Apr 2022)

**Indian Achievers' Forum**

WOMAN OF EXCELLENCE AWARD  
*Winner*

**LIBERATHA KALLAT**  
Chairperson & Managing Director  
Dreamfolks Services Limited

[www.iafindia.com](http://www.iafindia.com)



Global FinTech Excellence in Leadership by **Elets Banking and Finance** (Balaji Srinivasan - Executive Director & CTO) (Sep 2022)



**FuTech Award 2022** by Financial Express under the category Best Use of Technology to Revolutionise Customer Experience (Sep 2022)



Innovator Award by the **BIG CIO SHOW & AWARDS**, Trescon (Balaji Srinivasan - Executive Director & CTO) (May 2022)

Woman Icon of the Year by UBS Forums at 3rd Edition of **Women Empowerment Summit & GIWL Awards 2022** (CFO - Giya Diwaan) (May 2022)



# Thank You

**DreamFolks**

**DreamFolks Services Limited**  
CIN: L51909DL2008PLC177181

Ms. Rangoli Aggarwal  
Company Secretary  
Email id: [compliance@dreamfolks.in](mailto:compliance@dreamfolks.in)

**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt Ltd.**  
CIN: U74140MH2010PTC204285

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