

Date: May 23<sup>rd</sup>, 2023

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>
---	--

**Sub: Investor Presentation on audited Quarterly Financial Results for the quarter and year ended March 31<sup>st</sup>, 2023**

Dear Sir/ Madam,

Pursuant to Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our letter dated May 23<sup>rd</sup>, 2023 intimating the outcome of the Board Meeting held today, Investor Presentation for the Investors' call scheduled for Wednesday, May 24<sup>th</sup>, 2023 at 11:00 a.m. on the audited Quarterly Financial Results of the Company for the quarter and year ended March 31<sup>st</sup>, 2023 is attached herewith this letter.

This is for your information and records.

Thanking You,

Yours faithfully,

**For Dreamfolks Services Limited**



*Rangoli Aggarwal*

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

**Encl: As above**

# Dreamfolks Services Limited

Investor  
Presentation  
Q4 & FY23

---



*This presentation and the accompanying slides (the “Presentation”), which have been prepared by DreamFolks Services Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.*

*This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.*

*Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.*

*The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.*



**Liberatha Kallat**  
Chairperson and Managing Director

*“Over the past year, we saw a strong resurgence in Air Travel as a consequence of multiple tailwinds. From the opening up of borders at the start of the year, major global events boosting travel and changing travel trends including revenge travel and sharply growing leisure travel. We are seeing new air traffic records being created each passing day. In FY23, the number of domestic passengers traffic saw a major rise of 59.74% and stood at 136.03 Mn as against 85.15 Mn in the previous year.*

*With a view to expand our premium service offerings we deepened our association with Vidsur Golf, by acquiring a 60% stake in the company and look to capitalize on the growing interest in Golf in the country. This integration provides our customers access to 40+ golf courses in the country and 1,800+ globally. From a Global expansion point of view, we incorporated a wholly owned subsidiary in one of the most exciting travel markets – Singapore, with the objective of carrying out airport related services including lounge operations and access and running of loyalty programs.*

*We continue to work on adding services to our portfolio, investing in our R&D efforts, enhance user experience and expand our footprint globally. To this effect, we also strengthened our senior leadership team and appointed a Chief Business Officer, Sandeep Sonawane, to help redefine airport services and driving our technology offerings to the next level.*

*Talking about to our Financial Performance, we had our best ever year, with the revenue from operations growing by 174%, from Rs. 2824.98 Mn in FY22 to Rs. 7732.52 Mn in FY23. From a quarterly perspective too, we had a strong performance, the revenue standing at Rs. 2377.52 Mn in Q4FY23 as compared to Rs. 991.66 Mn in Q4FY22. We have achieved a significant improvement in our profitability margins, working on an asset-light model and lean team structure and continue to be debt-free”*

Q4FY23

140% ↑

Revenue  
Growth y-o-y

181% ↑

EBITDA  
Growth Y-o-Y

182% ↑

Profit After Tax  
Growth Y-o-Y

FY23

174% ↑

Revenue  
Growth y-o-y

325% ↑

EBITDA  
Growth Y-o-Y

346% ↑

Profit After Tax  
Growth Y-o-Y

**1,500+**

Touch Points across Globe

**121**

Countries Covered

**95%**

Market share in card-based lounge access in India

**100%**

Lounge coverage across Indian airports

**68%**

Share of the overall lounge access volume in India

**~500**

Cities Covered

**70**

Employees





# Business Updates

---

## Acquired a controlling stake in Vidsur Golf and rebranded it to GolfKlik

During the last quarter, we extended our association with Vidsur Golf and acquired a 60% stake in the company to capitalize on a growing Golf market in the country and expand our portfolio of service offerings to now include Golf Sessions and Golf Lessons.

This will give our customers access to golf games & lessons at golf clubs in India and across the globally.

The association layers the DreamFolks proprietary tech platform on the global inventory of the golf provider, thus seamlessly blending into the existing customer value propositions of our esteemed clients.







### Senior Leadership Team Strengthened

We appointed Mr. Sandeep Sonawane as the Chief Business Officer to strengthen the Senior Leadership Team and leverage his extensive experience in business development and strategy to strengthen the company's position as India's largest airport services aggregator platform.

With his prior experience in the industry, he will be a valuable asset to the entire leadership team at DreamFolks as we work towards redefining airport services and driving our technology offerings to the next level.



### Incorporation of a Wholly-Owned Subsidiary in Singapore

Wholly-owned Subsidiary incorporated in Singapore with a view to expand the Global footprint.

The main objective of the new subsidiary is to carry out the operations related to airport operation services including lounge operations and access, running of loyalty programs.



# Detailed Financials

---

# Profit and Loss Statement

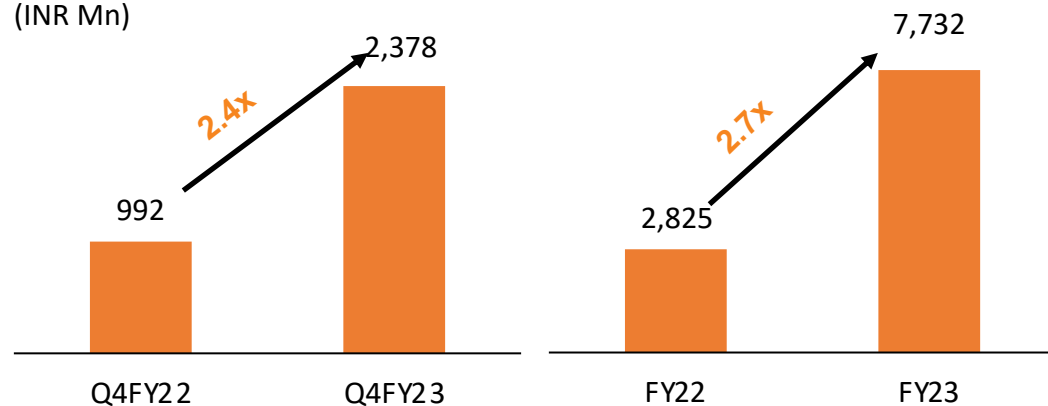
Particulars (Rs. in Mn)	Q4FY23	Q4FY22	YoY	Q3FY23	QoQ	FY23	FY22	YoY
Revenue from operations	2377.52	991.66	140%	2040.00	17%	7732.52	2824.98	174%
Other income	13.78	2.44	466%	6.51	112%	32.96	14.91	121%
<b>Total income</b>	<b>2391.30</b>	<b>994.10</b>	<b>141%</b>	<b>2046.51</b>	<b>17%</b>	<b>7765.48</b>	<b>2839.89</b>	<b>173%</b>
Cost of Services	1952.24	816.55	139%	1706.49	14%	6453.78	2372.66	172%
<b>Gross Profit</b>	<b>424.58</b>	<b>175.11</b>	<b>142%</b>	<b>333.51</b>	<b>27%</b>	<b>1278.74</b>	<b>452.32</b>	<b>183%</b>
Employee benefits expenses	51.39	34.14	51%	38.74	33%	174.41	165.53	5%
Other expenses	36.03	18.35	96%	34.23	5%	115.10	60.98	89%
<b>EBITDA</b>	<b>350.94</b>	<b>125.06</b>	<b>181%</b>	<b>267.05</b>	<b>31%</b>	<b>1022.19</b>	<b>240.72</b>	<b>325%</b>
Depreciation and amortization	9.22	5.37	72%	8.80	5%	34.98	21.29	64%
Finance costs	1.71	5.55	-69%	2.82	-39%	12.86	14.67	-12%
<b>Profit / (loss) before tax</b>	<b>340.01</b>	<b>114.14</b>	<b>198%</b>	<b>255.43</b>	<b>33%</b>	<b>974.35</b>	<b>204.76</b>	<b>376%</b>
Tax Expense	87.02	24.32	258%	65.66	33%	249.08	42.24	490%
<b>Profit After Tax</b>	<b>252.99</b>	<b>89.82</b>	<b>182%</b>	<b>189.77</b>	<b>33%</b>	<b>725.27</b>	<b>162.52</b>	<b>346%</b>

Assets (Rs. in Mn)	As on 31 <sup>st</sup> March 2023	As on 31st March 2022	Equity and Liabilities (Rs. in Mn)	As on 31 <sup>st</sup> March 2023	As on 31st March 2022
<b>Non - current assets</b>			<b>Equity</b>		
Property, plant and equipment	30.48	29.77	Share capital	104.50	104.50
Capital work in progress	0.43	-	Other equity	1462.58	717.15
Intangible assets	30.85	45.47	Non-controlling interest	4.01	-
Right of use assets	52.92	64.17	<b>Total equity</b>	<b>1571.09</b>	<b>821.65</b>
Investment property	17.05	17.92	<b>Liabilities</b>		
Goodwill	8.87	-	<b>Non - current liabilities</b>		
<b>Financial assets</b>			<b>Financial liabilities</b>		
Other financial assets	39.01	27.19	Borrowings	8.83	10.22
Deferred tax assets (net)	24.80	12.38	Lease liabilities	56.65	64.30
Other non-current assets	5.93	210.06	Provisions	29.39	16.96
<b>Total non - current assets</b>	<b>210.34</b>	<b>406.96</b>	<b>Total non-current liabilities</b>	<b>94.87</b>	<b>91.48</b>
			<b>Current liabilities</b>		
<b>Current assets</b>			<b>Financial liabilities</b>		
<b>Financial assets</b>			Borrowings	1.40	2.53
Investments	444.12	-	Lease liabilities	6.11	5.46
Trade receivables	2018.89	906.56	Trade payables		
Cash and cash equivalents	189.65	10.96	(i) Total outstanding dues of micro enterprises and small enterprises	718.12	339.54
Other bank balances	178.69	134.62	(ii) Total outstanding dues of creditors other than micro enterprises and small enterprises	675.10	373.53
Other financial assets	131.58	82.84	Other financial liabilities	89.51	14.01
Other current assets	42.01	61.97	Other current liabilities	70.55	35.84
Current tax assets (net)	13.89	82.92	Provisions	2.42	2.79
<b>Total current assets</b>	<b>3018.83</b>	<b>1,279.87</b>	<b>Total current liabilities</b>	<b>1563.21</b>	<b>773.70</b>
<b>Total assets</b>	<b>3229.17</b>	<b>1,686.83</b>	<b>Total equity and liabilities</b>	<b>3229.17</b>	<b>1,686.83</b>

Particulars (INR Mn)	FY23	FY22
<b>Cash Flow from Operating Activities</b>		
Profit / (loss) before tax	974.35	204.76
Adjustments for Non-Operating Items	46.87	40.28
<b>Operating Profit before Working Capital changes</b>	<b>1021.22</b>	<b>245.04</b>
Changes in Working Capital	(337.29)	(285.83)
<b>Cash (used)/generated from Operating</b>	<b>683.93</b>	<b>(40.79)</b>
Less: Direct Tax paid	(187.81)	(76.42)
<b>Net Cash from Operating Activities</b>	<b>496.12</b>	<b>(117.21)</b>
<b>Net Cash from Investing Activities</b>	<b>(302.03)</b>	<b>58.74</b>
<b>Net Cash from Financing Activities</b>	<b>(20.61)</b>	<b>(30.57)</b>
<b>Net increase / (decrease) in cash &amp; cash equivalents</b>	<b>173.48</b>	<b>(89.04)</b>
Cash and cash equivalents at the beginning of the period	10.96	100.00
Add: Cash and cash equivalents on acquisition of subsidiary	5.21	-
<b>Cash and cash equivalents at the end of the period</b>	<b>189.65</b>	<b>10.96</b>

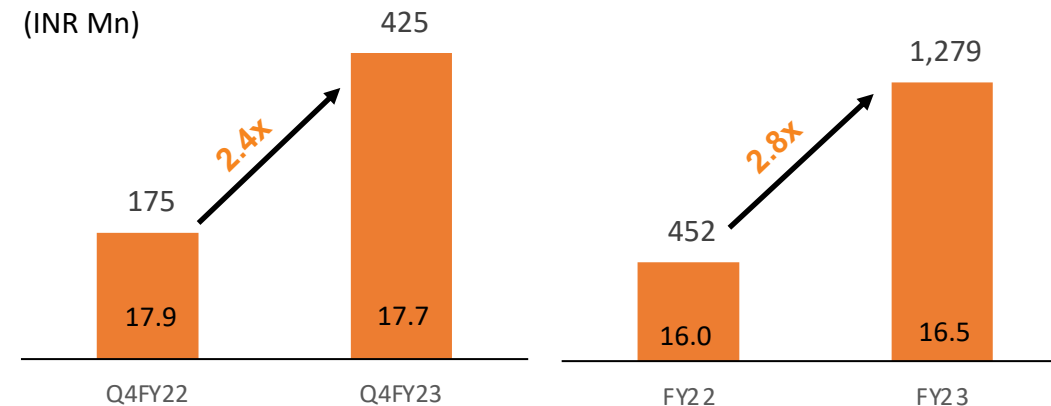
## Revenue from Operations

(INR Mn)



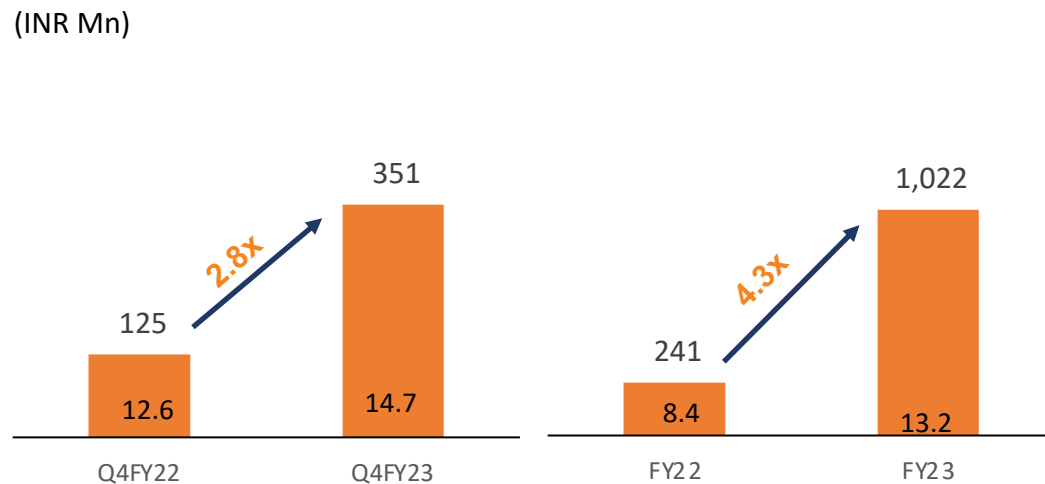
## Gross Profit / Gross Profit Margin (%)

(INR Mn)



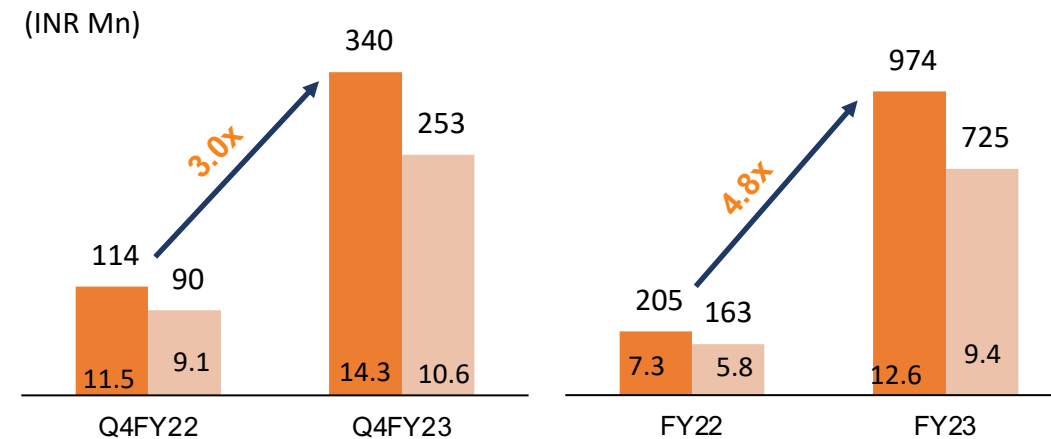
## EBITDA / EBITDA Margin (%)

(INR Mn)

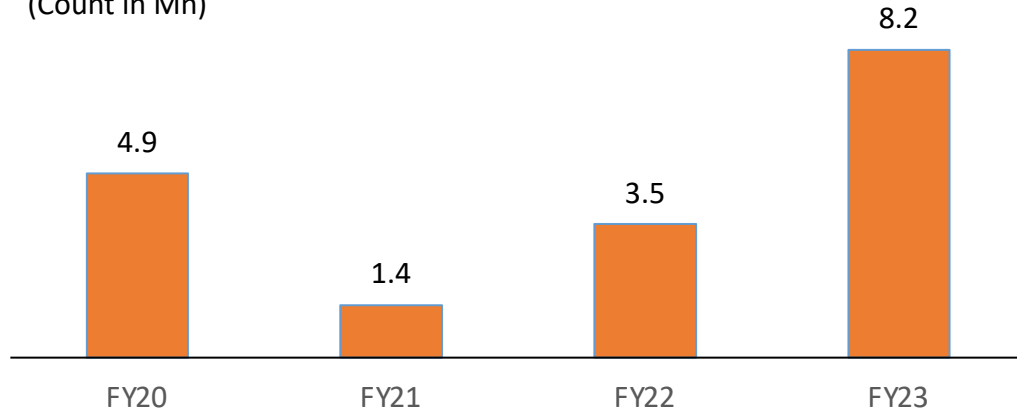


## PBT / PAT / PAT Margin (%)

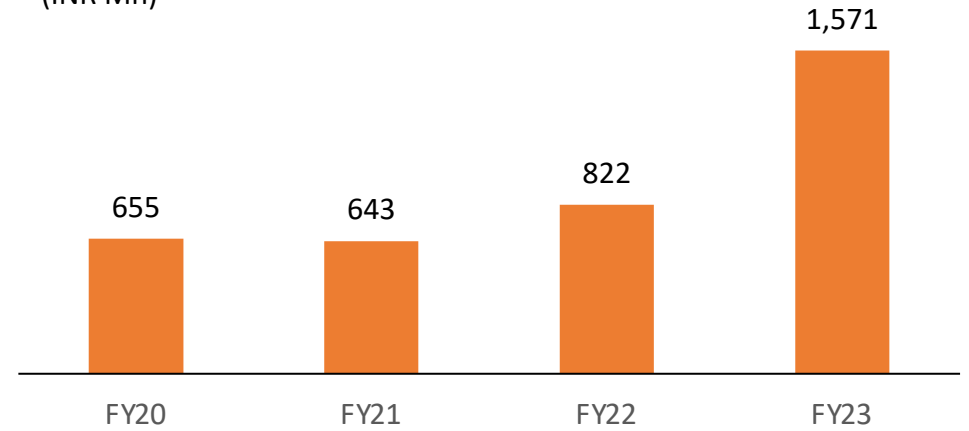
(INR Mn)



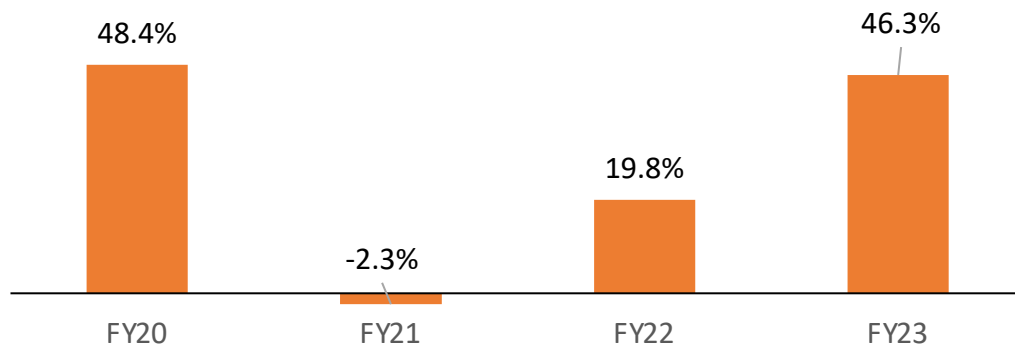
**Dreamfolks Pax**  
(Count in Mn)



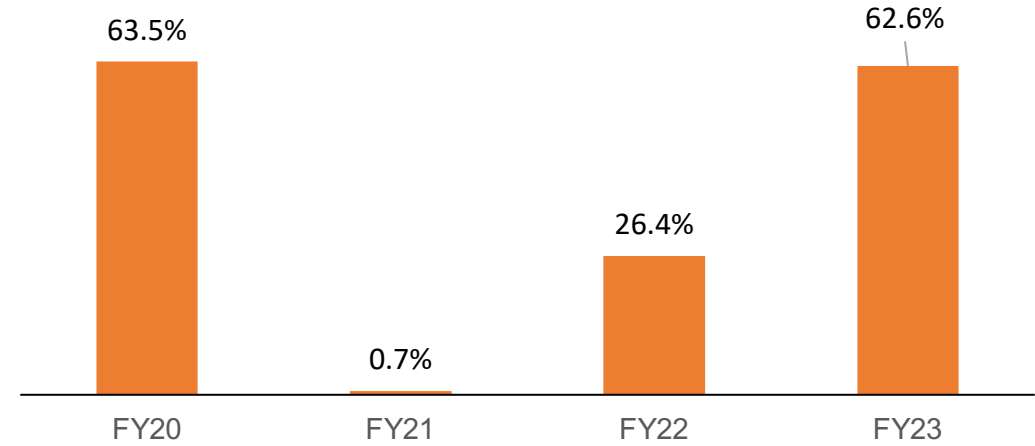
**Net Worth**  
(INR Mn)



**RoE (%)**



**RoCE (%)**





# Industry Overview

---



## Privatization & Premiumization 01

Strong trend of premiumization seen in the country for luxury goods and services – same is evident in the case of lounges

New & advanced premium lounges coming up owing to increase in number of passengers willing to pay a premium for availing best-in-class services on a high priority basis



## 02 Infrastructure Development

Strong thrust in the Budget and as part of the UDAN Scheme to build new airports, increase the number of routes to boost connectivity and to improve the existing Airport infrastructure and thereby



## Tech Adoption 03

Airport lounge operators are increasingly adopting tech to drive higher revenues, faster reconciliation of backend processes and to drive loyalty programs



## 04 Strong Growth in Air Traffic

With a complete market recovery, even beyond pre-Covid levels, major events across the globe and rising leisure travel, Air Traffic around the globe is rapidly increasing alongside a growing preference for comfort and luxury

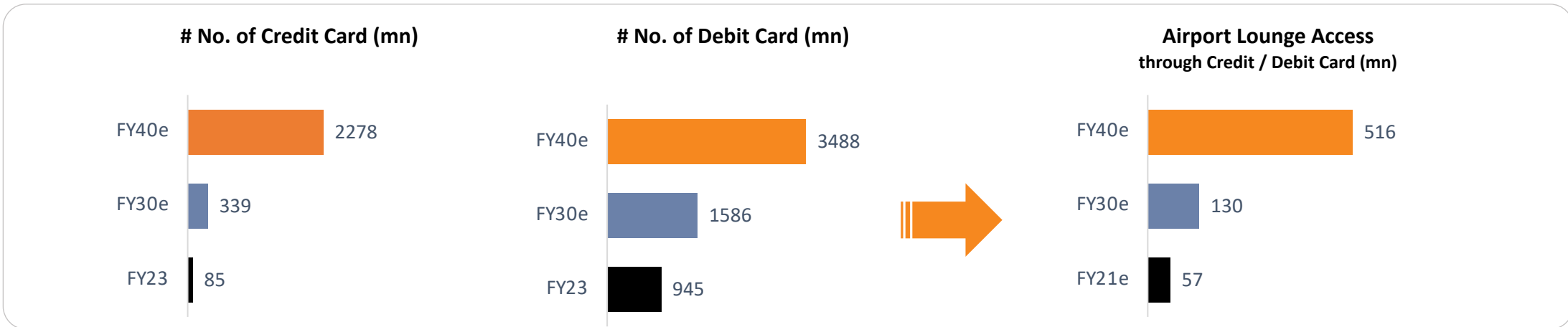


## Higher Propensity for Air Travel 05

Significant uptick in the number of people preferring Air Travel over Road and Rail travel, owing to better connectivity, falling differential in fares and improving experience

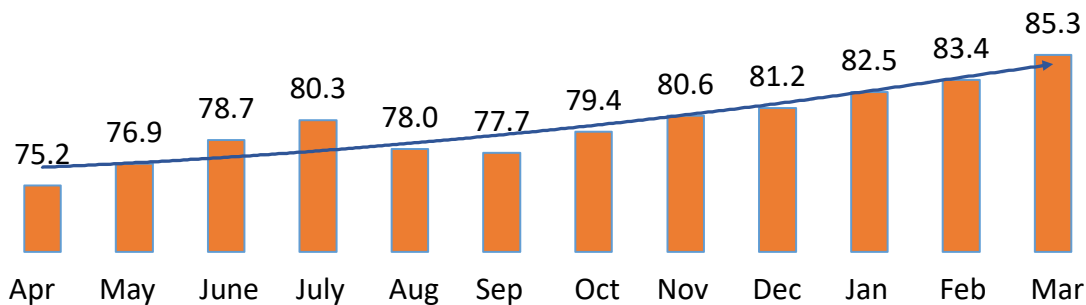


*For Card Issuers, providing lounge access to their Consumers at Airport is increasingly becoming a key aspect of their customer acquisition and loyalty program*



Expected Growth for Next 2 Decades ~33x ~4x ~10x

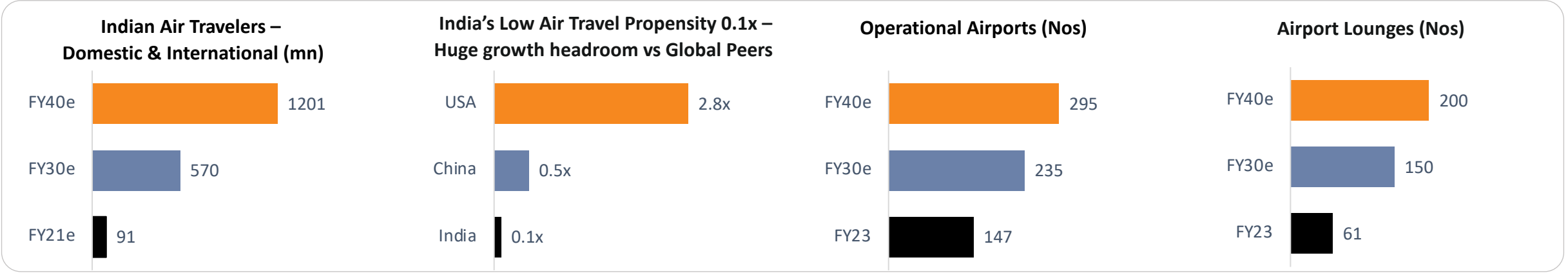
Monthly Credit Cards Outstanding (in Mn)



Source: Frost & Sullivan Report; RBI Data

**Both Debit & Credit Card Base is expected to ascend at Global Average**

- Rising Disposable Income
- Favorable Demographic
- Digital Penetration
- Low, but steadily increasing Credit Card Penetration
- Increase in standard of Living

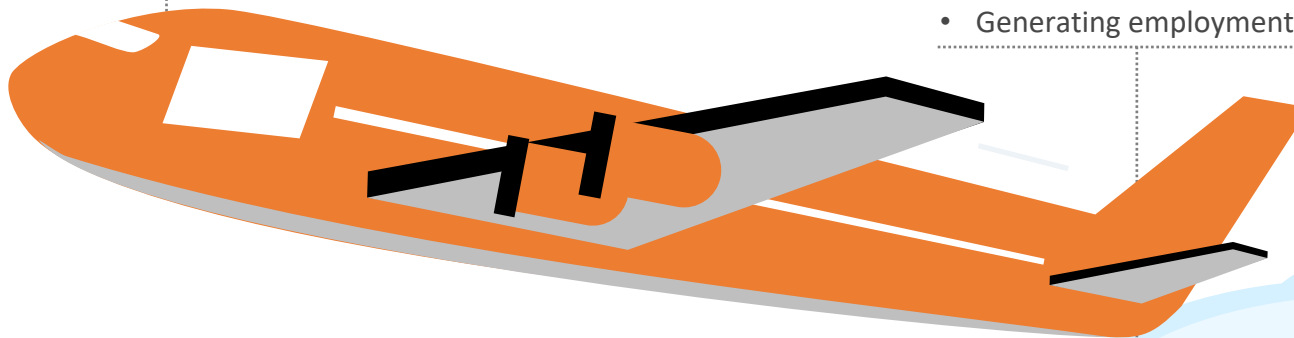


## About

- Launched by the Ministry of Civil Aviation
- Part of National Civil Aviation Policy 2016
- Applicable for a period of 10 years

## Objective

- Improve the air connectivity to remote and regional areas
- Development of remote areas, enhancing trade, commerce, & tourism
- Generating employment



## Achievements

- Improved air connectivity for Tier 2 & 3 cities
- Number of operational **airports has gone up to 147 from 74 in 2014**
- **68 underserved/unserved destinations** which include 58 Airports, 8 Heliports & 2 Water Aerodromes have been connected under UDAN scheme
- With 425 new routes initiated, **UDAN has provided air connectivity to more than 29 States/ UTs** across the country
- **More than one crore passengers** have availed the benefits of this scheme

### Air Travel Growth in India

Rising preference for Air Travel over rail and road due to decrease in fare differential between travel modes

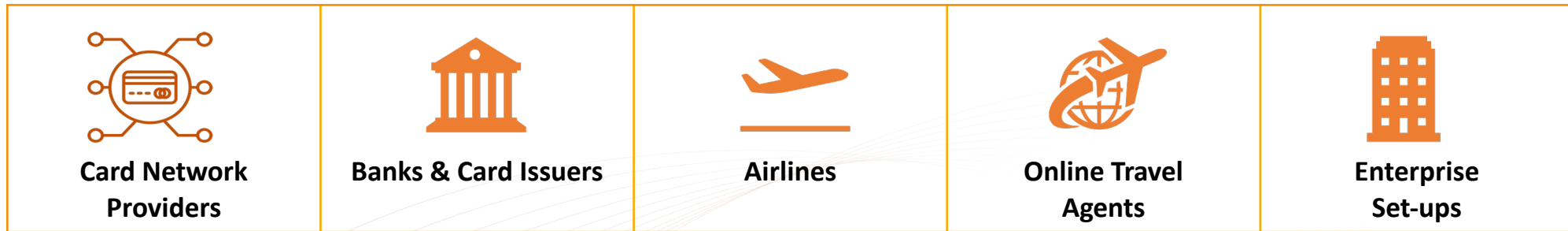
Sharp increase in Leisure Travel

50 new airports, helipads, announced recently to improve connectivity across the country

Allocated budget of Rs 4,500 crores for the revival of Airports would provide an impetus to infrastructure development in Tier-2 & Tier-3 cities



# Company Overview



Clients tie-up with DreamFolks...

## DreamFolks

...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



Issuer's Physical Card



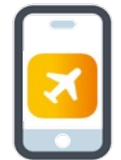
DreamFolks Card



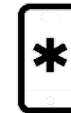
Web check-in



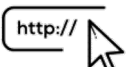
Self check-in Kiosk



DreamFolks App



Issuer's App



Issuer's Website

**2013**<sup>1</sup>

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 8 railway stations in India.

Conversion of our Company into a public limited company.

Stellar listing on Stock Exchanges

**2023**

Launched Self check-in Kiosks at major Indian Airports

Acquisition of Vidsur Golf to launch Golf services as a premium segment offerings to Clients

Launched web-access

**Initial Phase**

**Expansion Phase**

**Growth Phase**

<sup>1</sup> The years represent financial year

# Awards and Accolades



**ET Ascent – Business Leader of the Year Awards 2023**  
DreamFolks Services Limited



**ET Ascent**  
Liberatha Kallat – Chairperson & MD



**Economic Times**  
Liberatha Kallat – Chairperson & MD



**Indian Achievers' Forum**  
Liberatha Kallat – Chairperson & MD



**Entrepreneur India**  
Liberatha Kallat – Chairperson & MD



**TAFI Convention**  
Liberatha Kallat – Chairperson & MD



**Economic Times**  
Liberatha Kallat – Chairperson & MD



**Women Empowerment Summit & GIWL Awards**  
Giya Diwaan - CFO



**Financial Express**  
Best Use of Technology to Revolutionise Customer Experience



**Elets Banking & Finance**  
Balaji Srinivasan – ED & CTO



**BIG CIO Show & Awards, Trescon**  
Balaji Srinivasan – ED & CTO



**Economic Times**  
DreamFolks Services Limited





# Proprietary technology platform that ensures Scalability...

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

Clients

Card Networks

Banks & Issuers

OTAs

Airlines

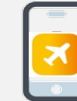
Enterprise Set-ups

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

Golf Access

Nap Room / Pods / Hotels

Duty Free Outlets

DreamFolks proprietary technology platform



Enabled scale in business by increasing levels of automation

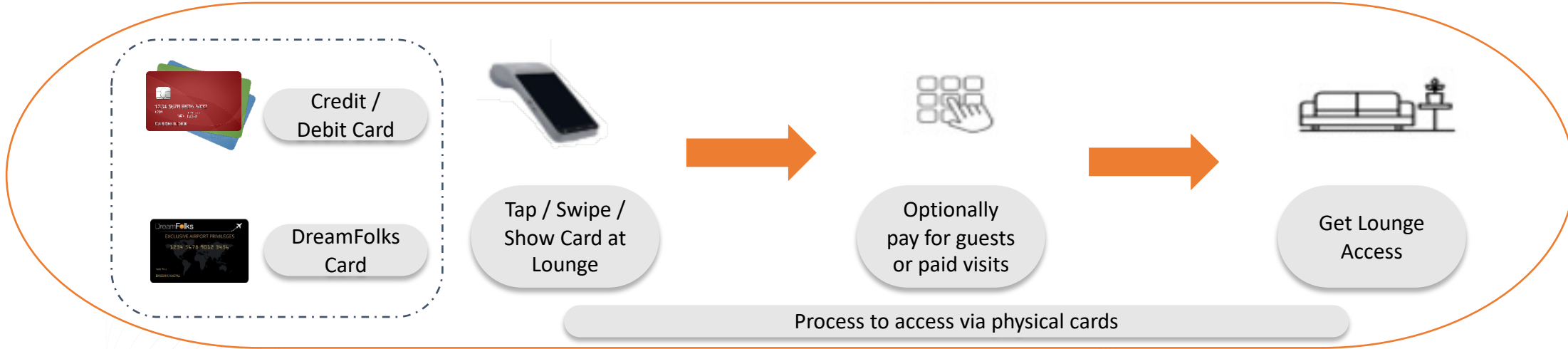
Simplified transactional & process aspects



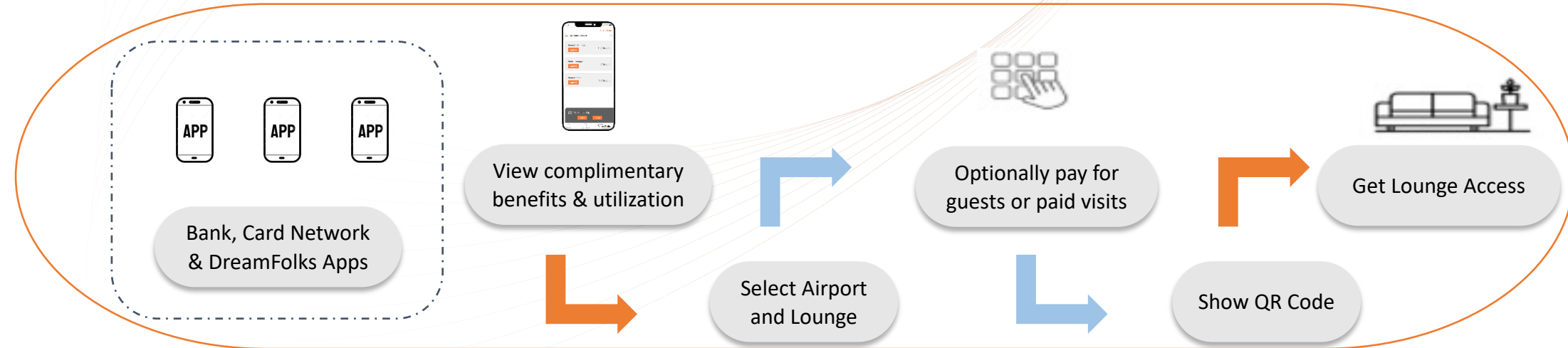
Lounge Access Mode

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

*via physical cards*



*Via digital modes*



Large and growing Indian travel market driven by an **increased infrastructure development** and **card penetration**

**Market leader in the airport lounge aggregation industry in India** with diversified service portfolio across travel assistance value spectrum

**Asset light business model** with track record of consistent growth and high ROCE

**100% coverage of 60 lounges** in India & **1,500+ touch points** across **540 cities**

**Proprietary technology platform** ensuring scalability and customized client solutions

**Strong business moat due to flywheel effect** led by Clients and Operators network

**Experienced and Professional Management Team**

**Seasoned Board of Directors** aided by professional partners

Strong growth trajectory with **industry leading margins & return metrics**

# Historical Financial Performance

---



# Profit and Loss Statement

Particulars (Rs. in Mn)	FY2023	FY2022	FY2021	FY2020
Revenue from operations	7,732.52	2,824.98	1,056.33	3,670.43
Other income	32.96	14.91	24.46	7.65
<b>Total income</b>	<b>7,765.48</b>	<b>2,839.89</b>	<b>1,081.09</b>	<b>3,678.08</b>
Cost of Services	6,453.78	2,372.66	875.41	2,995.62
Employee benefits expenses	174.41	165.53	126.39	179.28
Other expenses	115.10	60.98	58.31	44.68
<b>EBITDA</b>	<b>1,022.19</b>	<b>240.72</b>	<b>20.98</b>	<b>458.50</b>
<b>EBITDA Margin (%)</b>	<b>13.16%</b>	<b>8.48%</b>	<b>1.94%</b>	<b>12.47%</b>
Depreciation and amortization expenses	34.98	21.29	15.54	15.88
Finance costs	12.86	14.67	7.45	7.05
<b>Profit / (loss) before tax</b>	<b>974.35</b>	<b>204.76</b>	<b>-2.01</b>	<b>435.57</b>
Tax Expense	249.08	42.24	12.49	118.74
<b>Profit After Tax</b>	<b>725.27</b>	<b>162.52</b>	<b>-14.50</b>	<b>316.83</b>
<b>Profit After Tax (%)</b>	<b>9.38%</b>	<b>5.75%</b>	<b>-1.37%</b>	<b>8.63%</b>

Particulars (INR Mn)	FY2023	FY2022	FY2021
<b>ASSETS</b>			
Property, plant and equipment	30.48	29.77	38.30
Capital work in progress	0.43	-	0.43
Other intangible assets	30.85	45.47	2.61
Right of use assets	52.92	64.17	73.66
Investment property	17.05	17.92	271.01
Goodwill	8.87	-	-
Other financial assets	39.01	27.19	24.72
Deferred tax assets (net)	24.80	12.38	7.75
Other non-current assets	5.93	210.06	186.61
<b>Total non - current assets</b>	<b>210.34</b>	<b>406.96</b>	<b>605.09</b>
Investments	444.12	-	-
Trade receivables	2018.89	906.56	395.49
Cash and cash equivalents	186.65	10.96	100.00
Other bank balances	178.69	134.62	-
Other financial assets	131.58	82.84	50.91
Other current assets	42.01	61.97	18.98
Current tax assets	13.89	82.92	54.55
<b>Total current assets</b>	<b>3,018.83</b>	<b>1,279.87</b>	<b>619.93</b>
<b>Total assets</b>	<b>3,229.17</b>	<b>1,686.83</b>	<b>1,225.02</b>

Particulars (INR Mn)	FY2023	FY2022	FY2021
<b>EQUITY AND LIABILITIES</b>			
Share capital	104.50	104.50	47.50
Other equity	1462.58	717.15	595.49
Non-controlling interest	4.01	-	-
<b>Total equity</b>	<b>1571.09</b>	<b>821.65</b>	<b>642.99</b>
<u>Non - current liabilities</u>			
Borrowings	8.83	10.22	12.85
Lease Liabilities	56.65	64.30	63.33
Provisions	29.39	16.96	18.35
<b>Total non - current liabilities</b>	<b>94.87</b>	<b>91.48</b>	<b>94.53</b>
<u>Financial liabilities</u>			
Borrowings	1.40	2.53	7.34
Lease Liabilities	6.11	5.46	11.10
<u>Trade payables</u>			
(i) Total outstanding dues of M&SE	718.12	339.54	211.81
(ii) Total outstanding dues of creditors other than M&SE	675.10	373.53	97.10
Other financial liabilities	89.51	14.01	26.59
Other current liabilities	70.55	35.84	130.14
Provisions	2.42	2.79	3.42
<b>Total current liabilities</b>	<b>1,563.21</b>	<b>773.70</b>	<b>487.50</b>
<b>Total equity and liabilities</b>	<b>3,229.17</b>	<b>1,686.83</b>	<b>1,225.02</b>

Particulars (INR Mn)	FY2023	FY2022	FY2021
<b>Cash Flow from Operating Activities</b>			
Profit / (loss) before tax	974.35	204.76	(2.01)
Adjustments for Non-Operating Items	46.87	40.28	1.34
<b>Operating Profit before Working Capital changes</b>	<b>1021.22</b>	<b>245.04</b>	<b>(0.67)</b>
Changes in Working Capital	(337.29)	(285.83)	45.10
<b>Cash (used)/generated from Operating</b>	<b>683.93</b>	<b>(40.79)</b>	<b>44.43</b>
Less: Direct Tax paid	(187.81)	(76.42)	18.12
<b>Net Cash from Operating Activities</b>	<b>496.12</b>	<b>(117.21)</b>	<b>62.55</b>
Net Cash from Investing Activities	(302.03)	58.74	(268.54)
Net Cash from Financing Activities	(20.61)	(30.57)	(15.36)
<b>Net increase / (decrease) in cash &amp; cash equivalents</b>	<b>173.48</b>	<b>(89.04)</b>	<b>(221.34)</b>
Cash and cash equivalents at the beginning of the period	10.96	100.00	321.34
Add: Cash and cash equivalents on acquisition of subsidiary	5.21	-	-
<b>Cash and cash equivalents at the end of the period</b>	<b>189.65</b>	<b>10.96</b>	<b>100.00</b>



**Service Offerings**

Aim to maintain leadership position in terms of proactively providing high-quality service offerings.

Look to move towards more premium offerings while further increasing ease of use and improving customer experience



**Industry Tailwinds**

With the significant rise in air travel, the number of airports, lounges and size of existing lounges is continuously rising.

This augurs well for the industry and for the company going forward



**Geographic Expansion**

Company is looking to expand in the Middle-East and South Asia

Recent tie-up with Aspire Lounges, Australia also strengthens their presence in APAC





# Thank You

DreamFolks

**Dreamfolks Services Limited**  
CIN: L51909DL2008PLC177181

**Investor Relations Team**  
Email id: [investor.support@dreamfolks.in](mailto:investor.support@dreamfolks.in)

[www.dreamfolks.in](http://www.dreamfolks.in)

---

**SGA** Strategic Growth Advisors

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

Mr. Aakash Mehta / Mr. Shrikant Sangani  
Email id: [aakash.mehta@sgapl.net](mailto:aakash.mehta@sgapl.net) / [shrikant.sangani@sgapl.net](mailto:shrikant.sangani@sgapl.net)  
Tel No: +91 98191 78243 / +91 96195 95686