



IPO INSIGHTS



Dreamfolks Services Ltd

Issue Dates - Opens: 24-08-2022 | Closes: 26-08-2022

IPO Note	<ol style="list-style-type: none"> 1. Dominant Airport Lounge Aggregator Platform in India 2. Asset-Light & Human Resource Light Business Model 3. Trade Payables & Other dues shot up 4. No Free Cash-Flows 5. Expensive Valuation 6. Offer for Sale Only
Rating	★★ (AVERAGE)

IPO SNAPSHOT

Issue Size	₹ 562.10 Crores
Issue Type	Offer For Sale
Offer for Sale	₹ 562.10 Crores
Face Value Per Share	₹ 2
Price Band Per Share	₹ 308 - ₹ 326
Minimum Lot Size	46 shares
Listing On	BSE & NSE
Pre-Issue Promoter Shareholding	100%
Post-Issue Promoter Shareholding	67%
Registrar to the Issue	Link Intime Private Ltd

IPO SNAPSHOT – Dreamfolks Services Ltd

About the Company	<ul style="list-style-type: none"> ▪ Incorporated as ‘Believe Tradelink Private Ltd’ on April 24, 2008 ▪ A services company that has developed a tech platform that interfaces with Tri-parties: Card-Networks & Card-Issuers, Airport Lounge Operators, Retail Customers ▪ Unique Business Model ▪ Incubated and created industry from scratch ▪ 95% market share in FY22 across India for India-Issued Card-Based lounge access ▪ Provides additional services such as F&B, Spa Access, Meet & Assist, Airport Transfer, Nap-Room Access, etc ▪ Has 9 operational Railway Lounges too ▪ 50 clients – includes leading card networks and India’s prominent card issuers in FY22 ▪ 97.9 lakh customers availed services since FY20 ▪ Accounted for 68% of the total lounge access volume in India ▪ Has global foot-print extending to 1416 touch-points across 121 countries in FY22 : 244 touch-points across India and 1172 touch-points overseas ▪ Priority Pass has 1300 lounges 																														
Competitive Strengths	<ul style="list-style-type: none"> ▪ Dominant Player in the airport lounge aggregator Industry in India ▪ Entrenched relationships with marquee clientele including global network card providers in India & prominent Indian & Global Banks & Corporates ▪ Strong Business Moat due to flywheel effect led by Clients & Operators Network ▪ Ability to capitalize on growing consumer base with no associated costs of direct consumer acquisition ▪ Assets and Human Resource Light Business Model with strong track record of delivering consistent growth ▪ Proprietary Technology Platform that ensures scalability ▪ Experienced promoters and management team with strong domain expertise 																														
Financials (₹ in Millions)	<table border="1"> <thead> <tr> <th>Particulars</th> <th>31-3-2020</th> <th>31-3-2021</th> <th>31-3-2022</th> <th>Y-o-Y</th> </tr> </thead> <tbody> <tr> <td>Revenue frm operations</td> <td>3670.43</td> <td>1056.33</td> <td>2824.98</td> <td>167.43%</td> </tr> <tr> <td>EBITDA</td> <td>450.85</td> <td>-3.78</td> <td>225.45</td> <td>Loss to Profit</td> </tr> <tr> <td>EBITDA Margin</td> <td>12.28%</td> <td>-0.36%</td> <td>7.98%</td> <td></td> </tr> <tr> <td>PAT</td> <td>316.83</td> <td>-14.50</td> <td>162.52</td> <td>Loss to Profit</td> </tr> <tr> <td>PAT Margin</td> <td>8.63%</td> <td>-1.37%</td> <td>5.75%</td> <td></td> </tr> </tbody> </table> <ul style="list-style-type: none"> • Debt to Net-worth Ratio = 0.2 	Particulars	31-3-2020	31-3-2021	31-3-2022	Y-o-Y	Revenue frm operations	3670.43	1056.33	2824.98	167.43%	EBITDA	450.85	-3.78	225.45	Loss to Profit	EBITDA Margin	12.28%	-0.36%	7.98%		PAT	316.83	-14.50	162.52	Loss to Profit	PAT Margin	8.63%	-1.37%	5.75%	
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Valuation	<ul style="list-style-type: none"> ▪ Even if EPS doubles next year, P/E will be 54.5x 																														
Peers	<ul style="list-style-type: none"> ▪ No Listed Peers 																														
Promoters	<ul style="list-style-type: none"> ▪ Liberatha Peter Kallat, Mukesh Yadav & Dinesh Nagpal 																														

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