



**Q1 FY24
INVESTOR PRESENTATION**

August 2023



Table of contents

- Q1 FY24 Result & Operational Highlights
- Company Overview
- Portfolio Update
 - Amusement Park, Bengaluru
 - Resort, Bengaluru
 - Amusement Park, Kochi
 - Amusement Park, Hyderabad
- Financials



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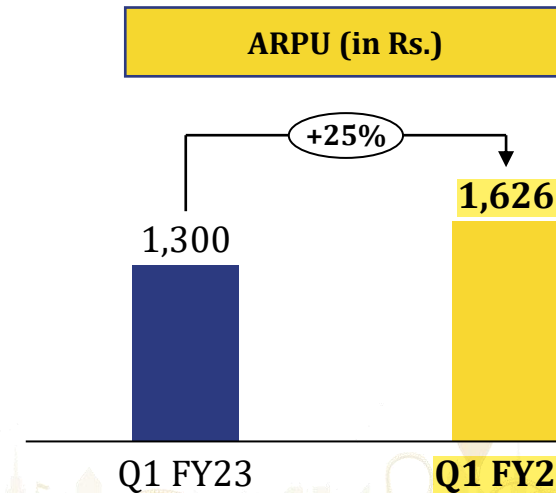
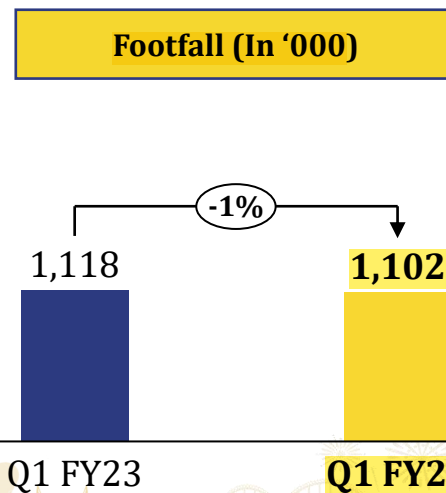
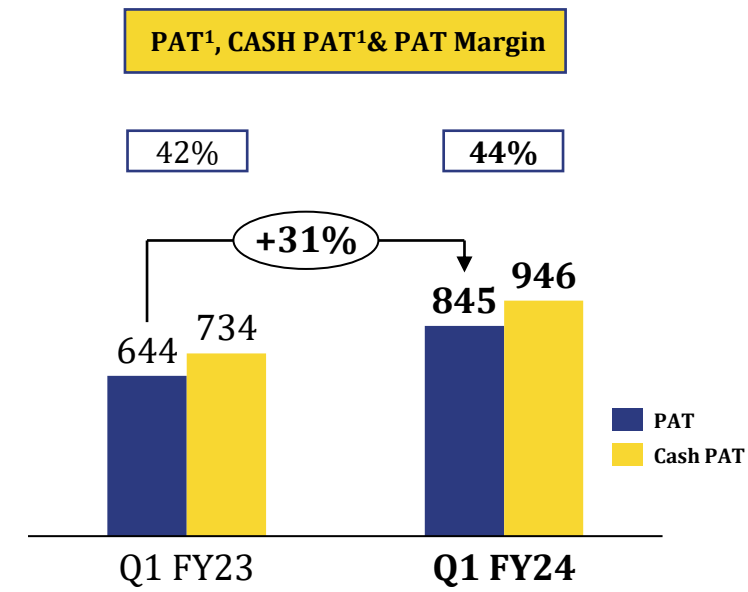
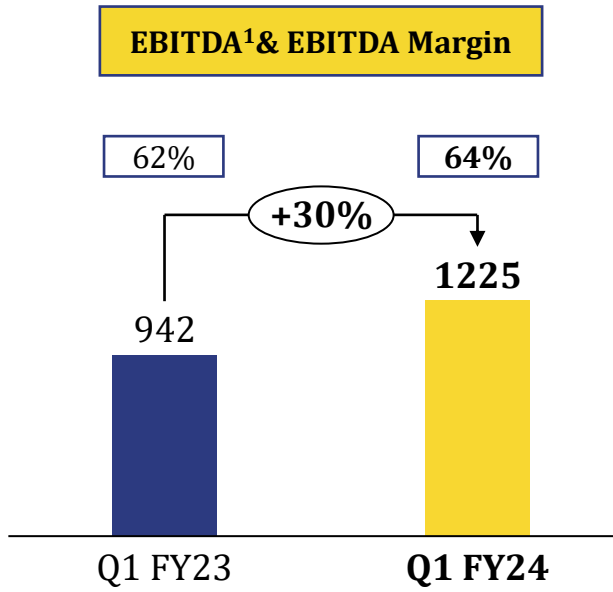
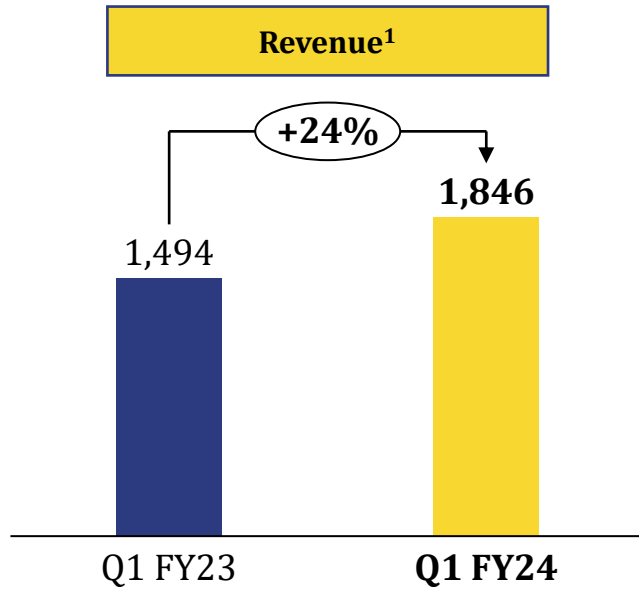
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Q1 FY24 Result Highlights



- ❖ Double digit revenue growth across all parks, driven by robust footfall.
- ❖ Highest ever EPS of **14.9** in Q1 FY24, strong y-o-y of growth **31%**.
- ❖ Highest ever quarterly Revenue, EBITDA, PBT and PAT since inception.
- ❖ Overall footfall for the quarter stood at **11.02 lakhs**.

Park-wise footfall for the quarter: Bengaluru – 4.69 lakhs, Kochi – 3.19 lakhs, Hyderabad – 3.14 lakhs.

- ❖ Q1 FY24 ARPU at **Rs 1,626** with a stellar **25% growth** compared to Q1 FY23.
- ❖ **Resort Revenue up by 10% compared to Q1 FY23, registering occupancy of 69% in the quarter.**
- ❖ Received regulatory clearances (LBT) from Tamil Nadu Government. Chennai Park construction would commence soon.



WONDERLA
PARKS AND RESORTS

13 MAY

SATURNIGHT FEVER

THIS WEEKEND

SEBASTIAN TNU Wonderla Kochi 6:00 pm onwards	DJ SHIV Wonderla Hyderabad 6:00 pm onwards	Talon Wonderla Bengaluru 6:00 pm onwards	Naveen Hemant Wonderla Resort 7:30 pm onwards

ENTRY FREE WITH YOUR PARK TICKET/RESORT BOOKING

WONDERLA
PARKS AND RESORTS

A SUMMER TO REMEMBER

25% OFF

FOR SENIOR CITIZENS ON ENTRY TICKETS

THIS SUMMER, BRING THE FAMILY TOGETHER & ENJOY AT WONDERLA PARKS.

WONDERLA
PARKS AND RESORTS

VOTE FOR YOURSELF.

SHOW YOUR INKED FINGER FROM 10TH - 12TH MAY AND GET **15% OFF ON TICKETS.**

Offer valid for online bookings only. **BOOK NOW**

Applicable at Wonderla Bengaluru, only

WONDERLA
PARKS AND RESORTS

SUMMER'S GONNA END

HERE'S YOUR **LAST CHANCE** TO ENJOY THE BIGGEST SUMMER CARNIVAL

BOOK NOW

THRILLING RIDES | LIVE DJ | STREET FOOD FESTIVAL | ACROBATIC SHOW | FUN GAMES & ACTIVITIES

WONDERLA
PARKS AND RESORTS

Papa Power

BUY 2 TICKETS AND GET A FREE TICKET FOR PAPA

ONLY ON FATHER'S DAY, 18TH JUNE, SUNDAY **BOOK NOW**

WONDERLA
PARKS AND RESORTS

DECYBEL

THE TECHNO RAVE OF THE YEAR

FEATURING DJ **STOKED**

1ST JUL Saturday Bengaluru | 7-9 pm

Tickets live on **WONDERLA** [book@show](#) **BOOK NOW**

WONDERLA
PARKS AND RESORTS

Sunday BRUNCH

AT WONDERLA RESORT, BENGALURU

EVERY SUNDAY | 12:00 NOON TO 3:30 PM

WONDERLA
PARKS AND RESORTS

Midweek Magic

GET **25% OFF** EVERY **WEDNESDAY** at all Wonderla Parks

Father's Day Celebration across parks (1/2)



Father's Day Celebration across parks (2/2)



Attractive Food Offerings Introduced in Q1 FY24



Nasi Goreng



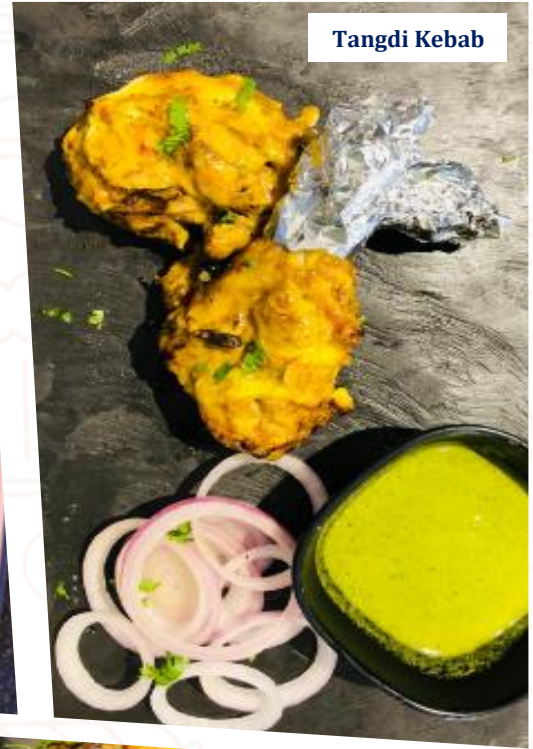
Mandi Biryani



Chicken Stuffed Idly



Fish Kebab



Tangdi Kebab



Special Thali



Chicken dosa



Chettinadu Biryani

Monsoon Food Festival across Parks



Foodies Having Fun..



- We planned a Quiz at Bangalore titled “**Chillies of India**”.
- Kochi park had a memory test, where the guests had to name maximum ingredients displayed.
- At Hyderabad Park guests had to name ingredients after tasting the soup.

Active Discussions with State Governments



- Expanding operations outside South India with upcoming 4th park in Odisha.
- In talks with governments of Madhya Pradesh, Uttar Pradesh and Punjab to have Wonderla as Tourism destination.





**Q1 FY24
Portfolio Update**

**Park-wise
Performance**

Current Portfolio of Award-Winning Parks & Resorts



Wonderla
Bengaluru



Wonderla
Kochi



Wonderla
Hyderabad



Wonderla
Resort



Portfolio Update – Bengaluru Park



Launched
2005

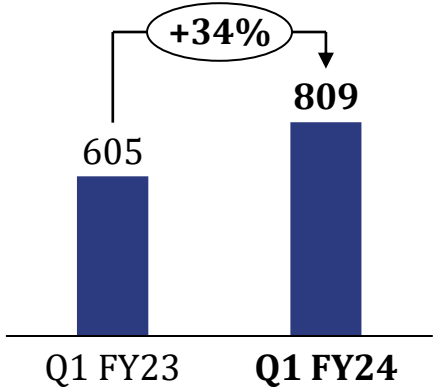


40 Land Rides

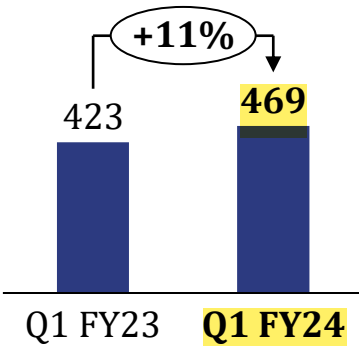


21 Wet Rides

Revenue (in Rs. Mn)

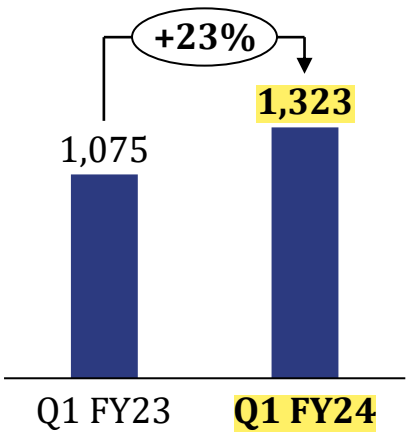


Footfalls (In '000)

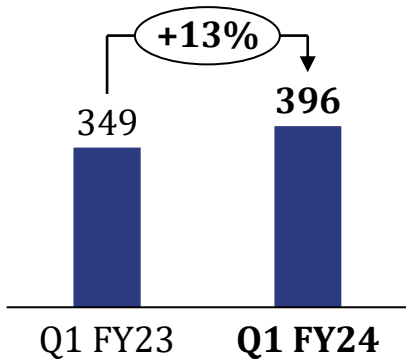


ARPU (in Rs)

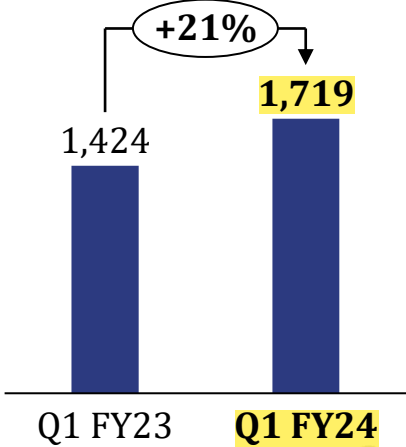
Average Ticket Price



Average Non-Ticket Price



ARPU





Bengaluru Park Signature Rides



Fun Events at Bengaluru Park



Portfolio Update – Bengaluru Resort

- ❖ Three Star leisure resort attached to the amusement park; launched in March 2012
- ❖ The resort has 84 luxury rooms
- ❖ The resort also has 4 banquet halls / conference rooms, totalling 8,900 sq. ft. with a capacity to hold 800 guests and a well-equipped board room
- ❖ Suitable for hosting wedding receptions, parties and other corporate events and meetings
- ❖ Other amenities include a multi-cuisine restaurant, rest-o-bar, solar heated swimming pool, recreation area, kids' activity centre and a well-equipped gym.

	Q1 FY23	Q1 FY24	YoY %
Total Revenues (Rs Mn) *	48.5	53.4	10%
Occupancy %	80%	69%	
Avg. Room Rental (Rs)	4,891	5,888	20%



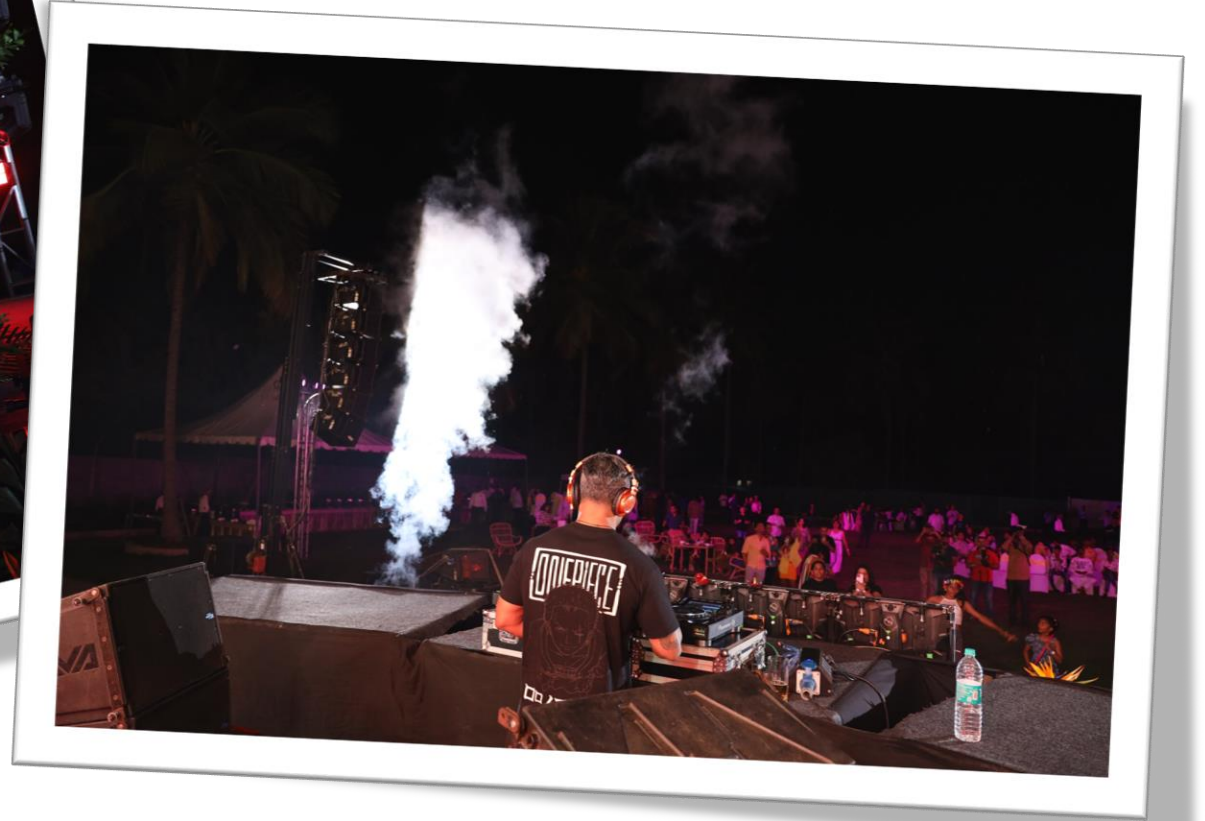
New Additions at Wonderla Resort



Inauguration of New Rides by actress Aditi Prabhudeva



Tropical Nights at Wonderla Resort



Caribbean & Hawaiian Menu at “Mai Kinda Place” Restaurant



Portfolio Update – Kochi Park



Launched
2000

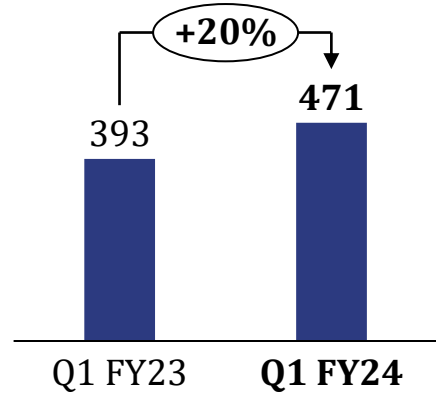


33 Land Rides

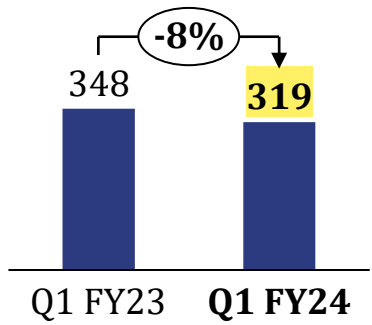


22 Wet Rides

Revenue (Rs in Mn)

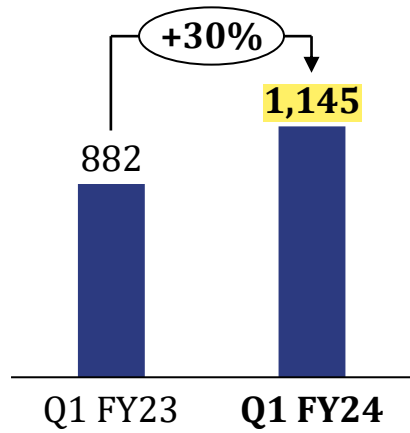


Footfalls (In '000)

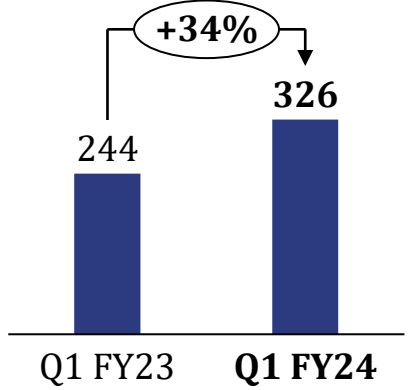


ARPU (in Rs)

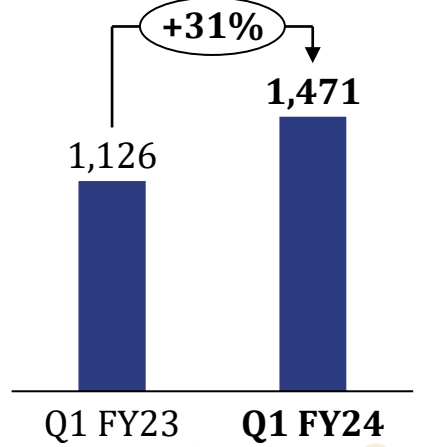
Average Ticket Price



Average Non-Ticket Price



ARPU





Kochi Park Signature Rides



Portfolio Update – Hyderabad Park

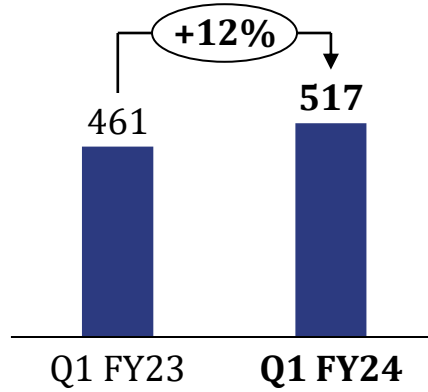


28 Land Rides

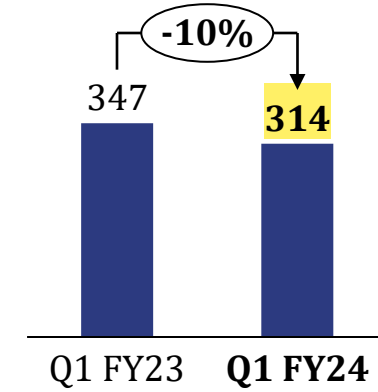


18 Wet Rides

Revenue (Rs in Mn)

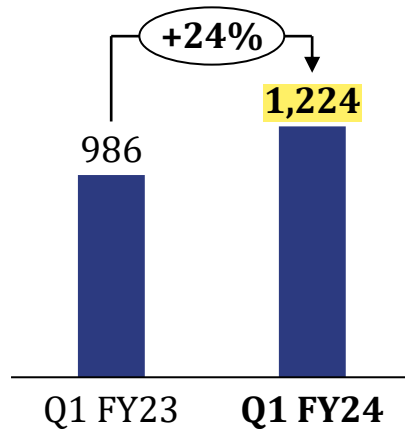


Footfalls (In '000)

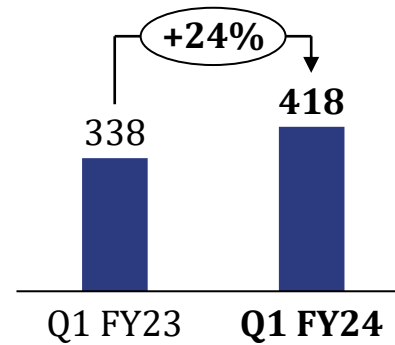


ARPU (in Rs)

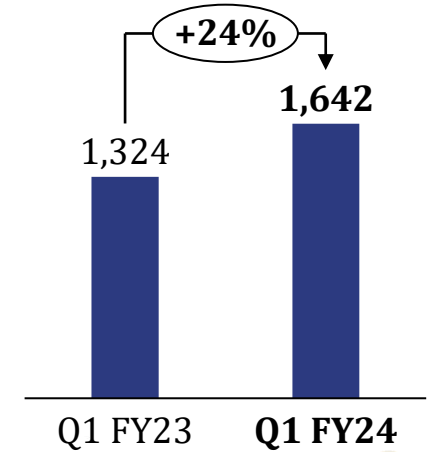
Average Ticket Price



Average Non-Ticket Price



ARPU





Hyderabad Park Signature Rides





Eid Decor – Hyderabad Park



Saturday Night Fever



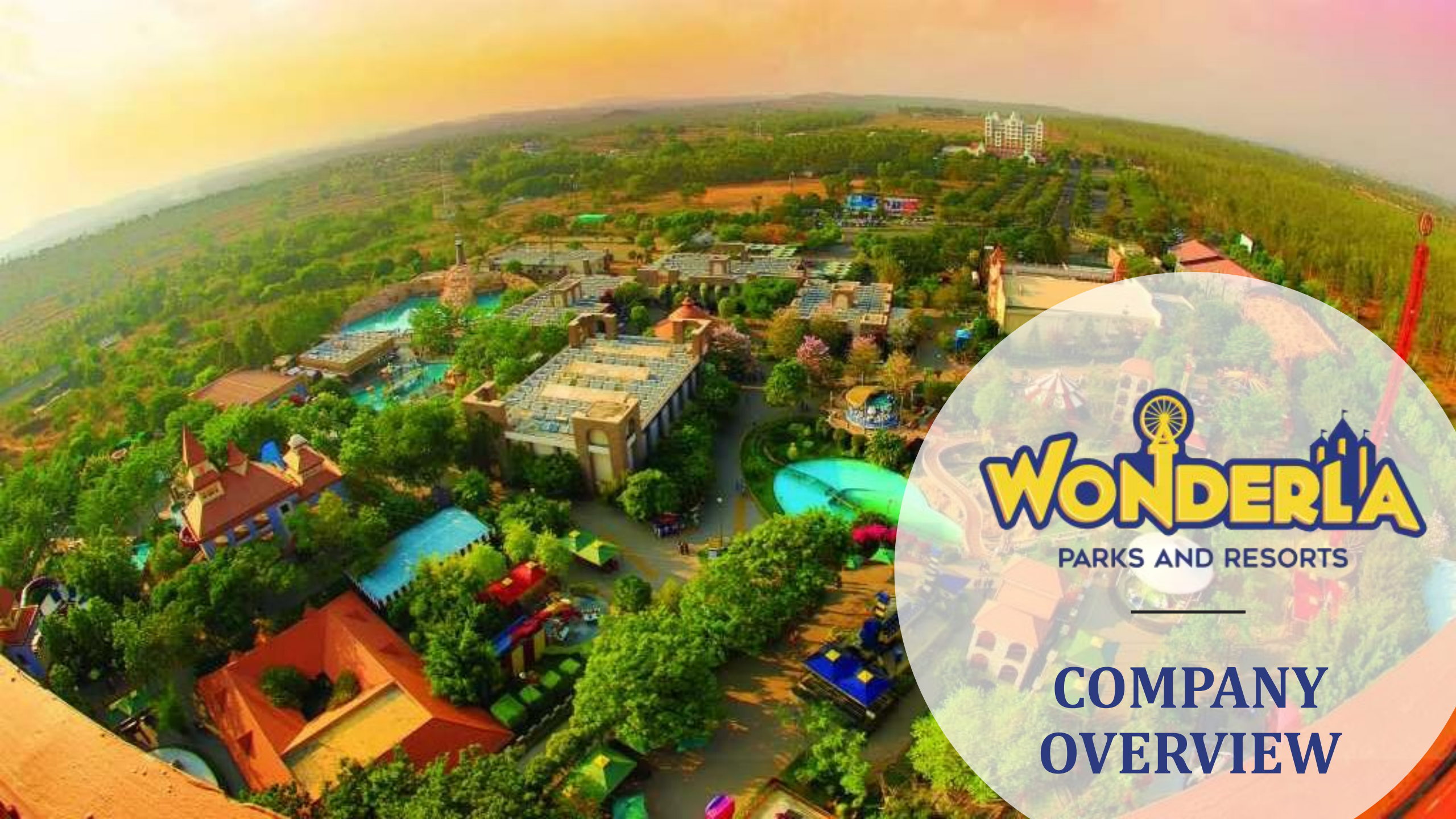


Q1 FY24 Financials

Annexure

Consolidated P&L Statement

Particulars (In Rs Mn.)	Q1 FY24	Q1 FY23	YoY%	Q4 FY23	QoQ %	FY23
Revenue from Operations	1846.3	1,494.2	24%	986.0	87%	4,292.2
Other Income	56.2	28.80		140.4		232.0
Total Income	1902.6	1,523.0	25%	1,126.3	69%	4,524.2
Cost of materials consumed	81.2	68.8		57.1		229.3
Purchase of stock-in-trade	79.7	76.3		48.9		218.4
Changes in inventories of stock-in-trade	-5.4	-4.3		1.0		-6.0
Employee Expenses	155.7	143.2		127.4		511.6
Other Expenses	366.3	296.9		328.3		1,224.2
EBITDA	1225.0	941.9	30%	563.7	117%	2,346.8
EBITDA Margin (%)	64%	62%		50%		52%
Depreciation	101.4	90.5		89.8		352.3
Finance Cost	1.4	0.5		1.6		3.4
PBT	1122.2	850.8		472.3		1,991.1
Tax	277.4	207.0		121.7		502.1
PAT	844.7	643.7	31%	350.5	141%	1,489.0
PAT Margin (%)	44%	42%		31%		33%
EPS	14.9	11.3		6.2		26.3




WONDERLA

PARKS AND RESORTS

**COMPANY
OVERVIEW**

3
Amusement
Parks

162
Fun Rides

15
Restaurants

10
Banquet Halls

3
Food courts

1
Lounge bar

- **Most visited parks in India:** Wonderla parks have been visited by over **39 million visitors since 2000**, making us the most visited amusement park in India.
- Two decades of experience in running parks in 3 different cities- Kochi, Bengaluru, and Hyderabad.



VISION

Adding 'Wonder' to lives and bringing people closer.

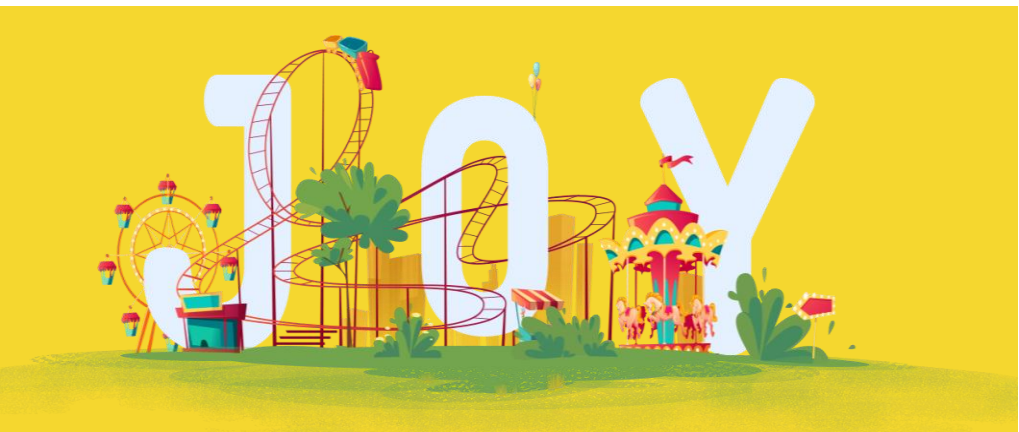


MISSION

Build and operate resource efficient amusement spaces to deliver a fun, thrilling, and hygienic experience to our guests.



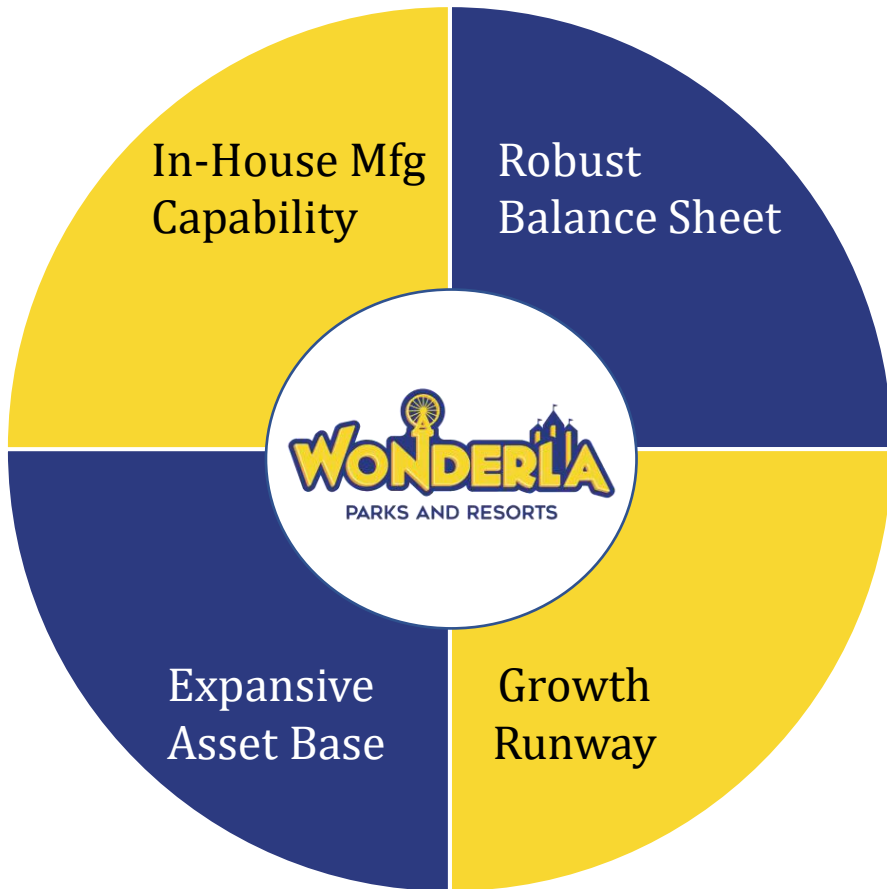
A Complete Family Entertainment Destination



Wonderla parks provide a rare avenue for families and friends to bond together in a wonderful outdoor environment. The parks deliver a safe, out-of-the-ordinary and highly memorable experience.



A Strong, Scalable & Enduring Business Model



Competency

- Skilled task force for designing new and modifying purchased rides
- Unmatched customer experience

Prudence

- Disciplined capital allocation over the decades
- Focus on generating substantial cash flows & maintaining debt free balance sheet

Forte

- Higher barrier to entry
- Land bank of ~220 acres to leverage/ expand operations
- Over two decades of rich experience of park operations

Breakthrough

- Regulatory Clearance (LBT) received for Chennai Park.
- Venturing into asset-light model with Odisha park
- Increasing demand for outdoor experiences by the populace

Thank you !

For Further Queries:



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