

WONDERLA

PARKS AND RESORTS



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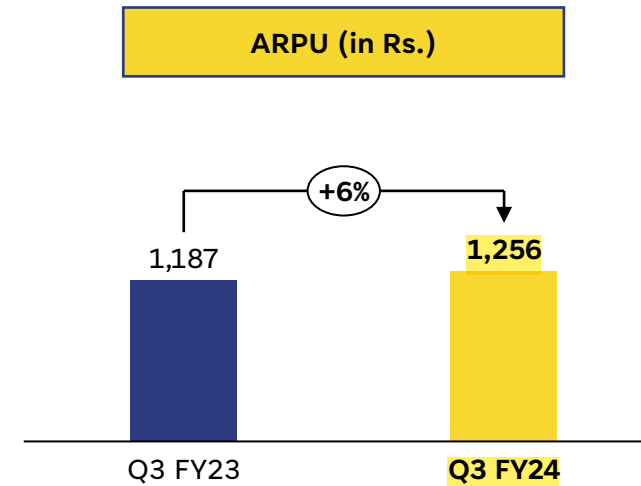
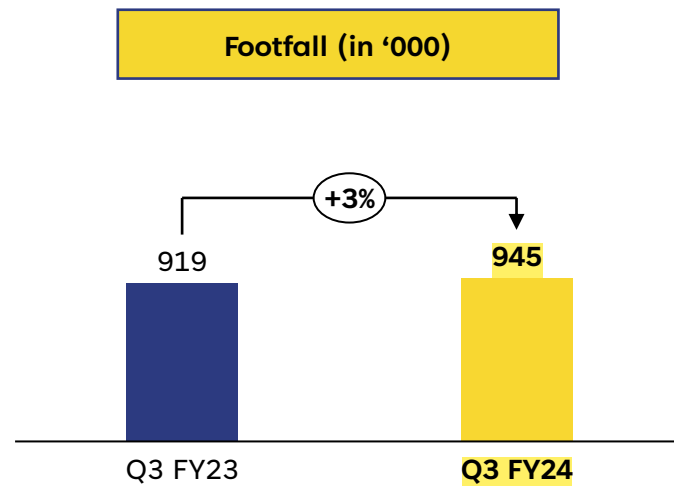
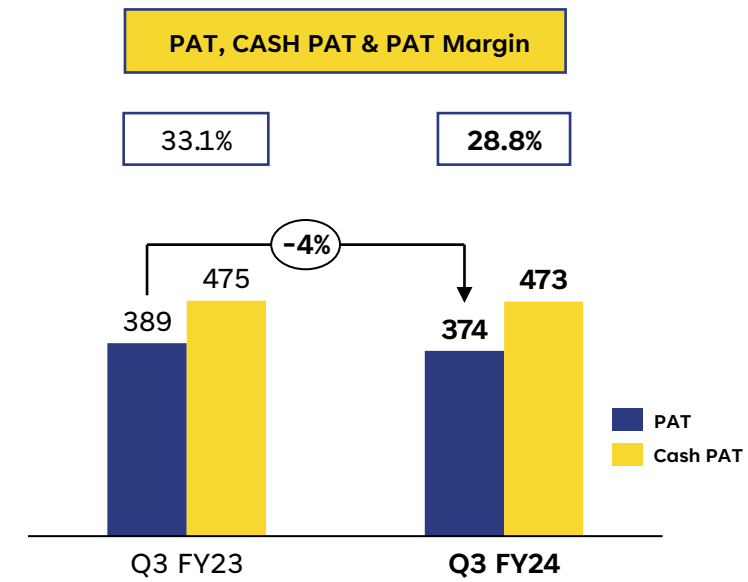
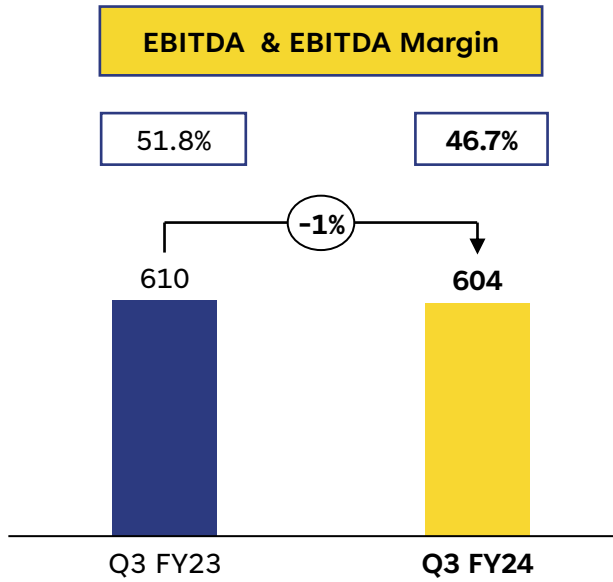
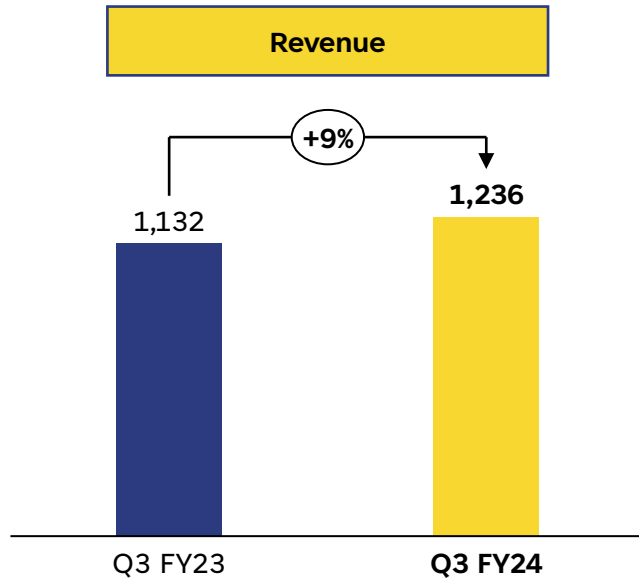
Q3 & 9M FY24 | Result Highlights

- ❖ Recorded a revenue growth of **17%** in 9M FY24.
- ❖ Footfall for quarter seen a growth of **3% YoY** which stood at **9.45 lakhs** whereas footfall for 9M FY24 stood at **25.43 lakhs** across parks.
- ❖ Park wise footfall for the Q3 FY24: Bengaluru – 3.52 lakhs, Kochi – 2.97 lakhs, Hyderabad – 2.96 lakhs.

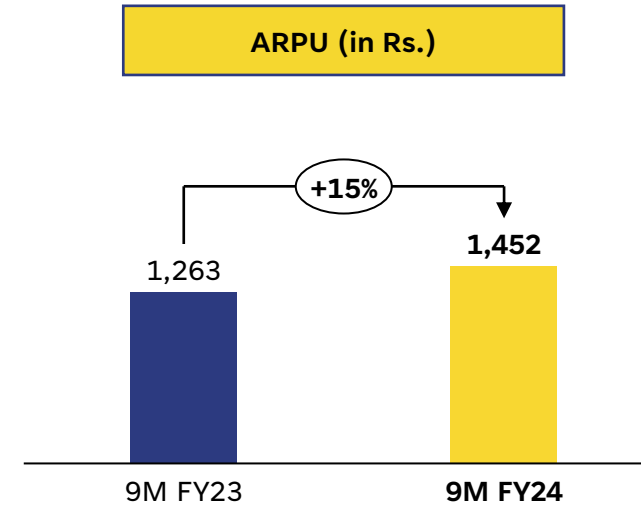
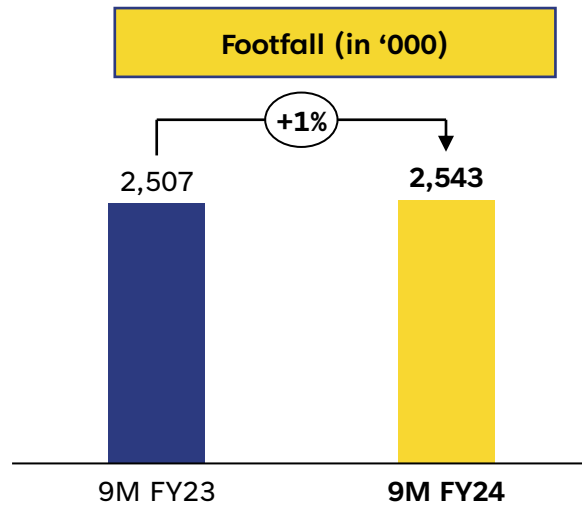
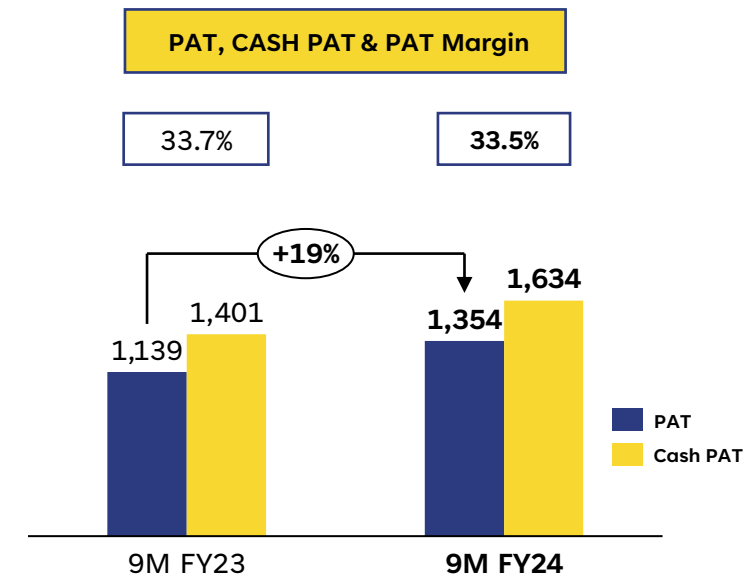
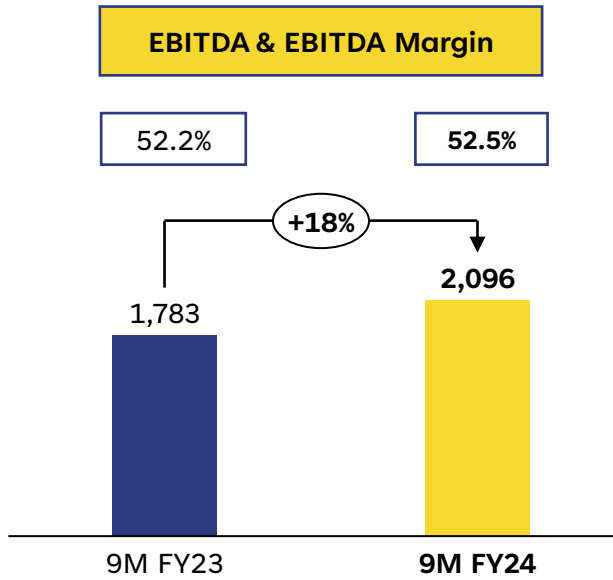
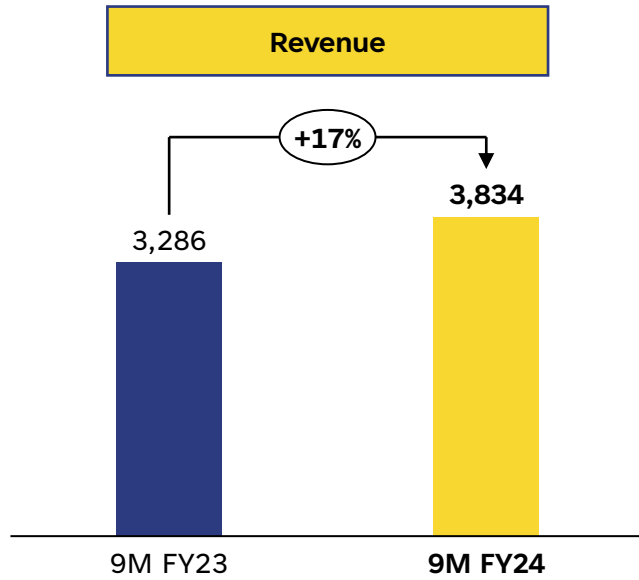
Park wise footfall for the 9M FY24: Bengaluru – 10.28 lakhs, Kochi – 8.01 lakhs, Hyderabad – 7.15 lakhs.
- ❖ ARPU in 9M FY24 stood at Rs. 1452, an increase of **15% YoY**.
- ❖ Marquee events hosted during the quarter across parks like Sunburn event at Kochi Park, New Year Event at Hyderabad Park and live concert of singer Vijay Anthony at Bengaluru Park.
- ❖ Creative & Innovative market strategies to increase footfalls continued with festival and event-based campaigns.
- ❖ Enhanced customer experience with special festive decorations along with festive themed food & product offerings across parks.



Q3 FY24 Result Highlights

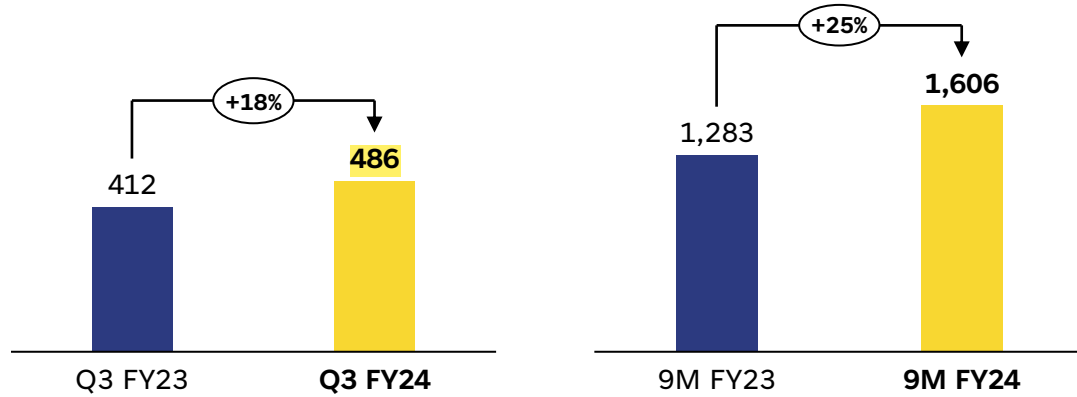


9M FY24 Result Highlights

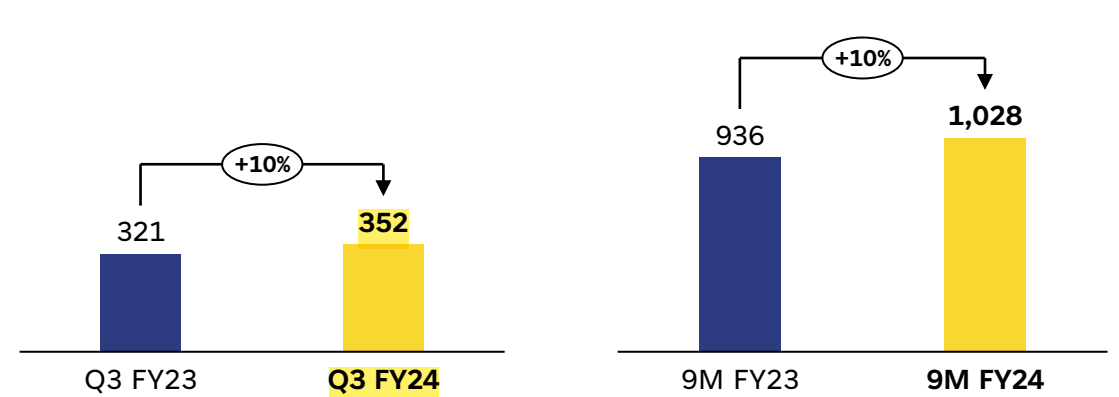


Bengaluru Park - Q3 & 9M FY24 Metrics

Revenue (in Rs. Mn)

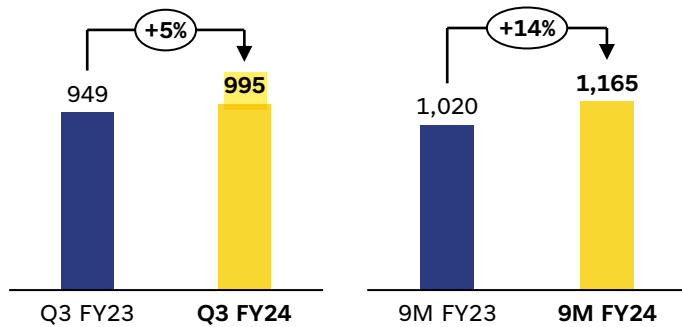


Footfalls (in '000)

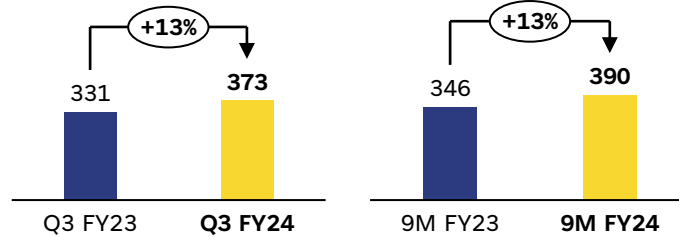


ARPU (in Rs)

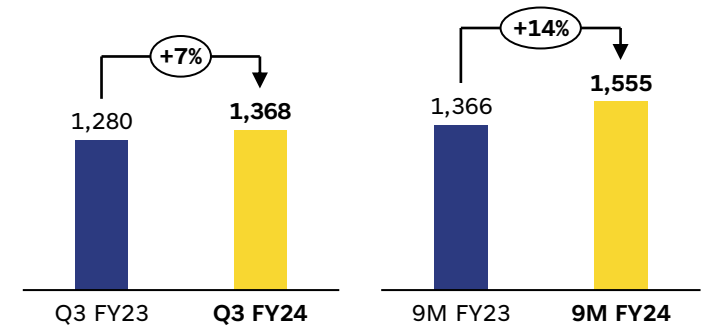
Average Ticket Price



Average Non-Ticket Price

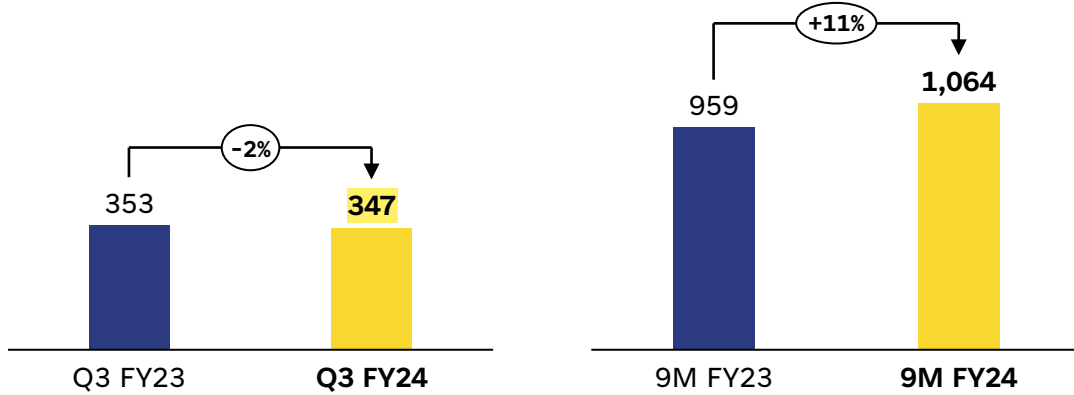


ARPU

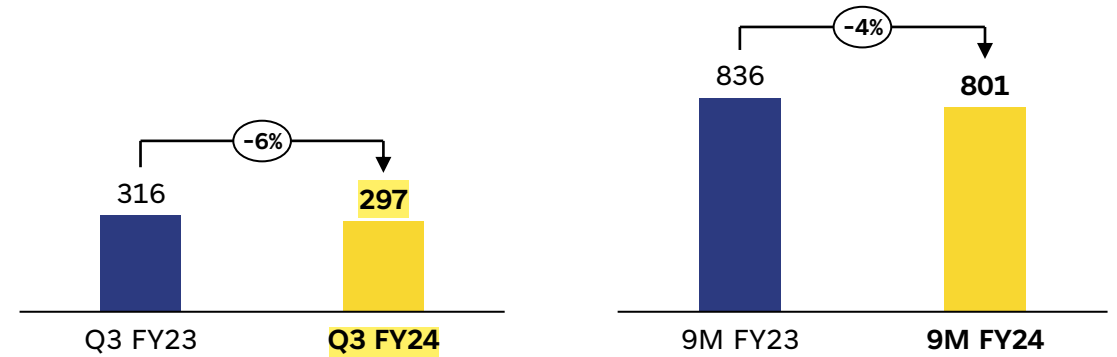


Kochi Park - Q3 & 9M FY24 Metrics

Revenue (in Rs. Mn)

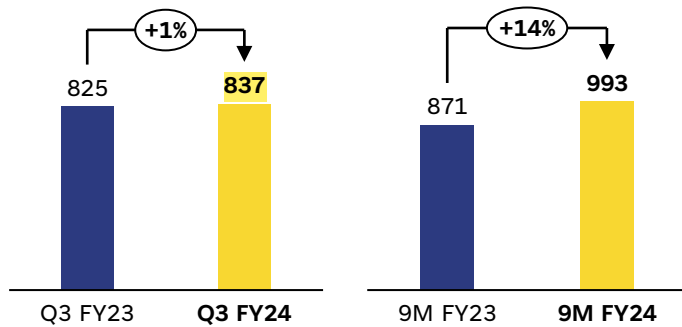


Footfalls (in '000)

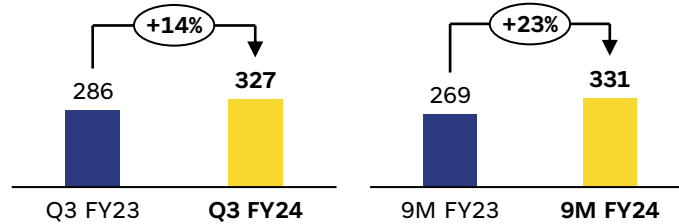


ARPU (in Rs)

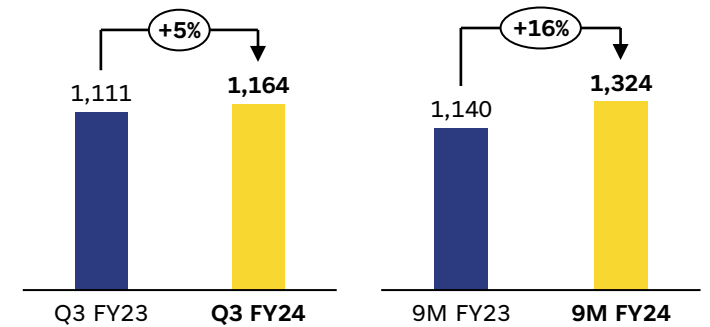
Average Ticket Price



Average Non-Ticket Price

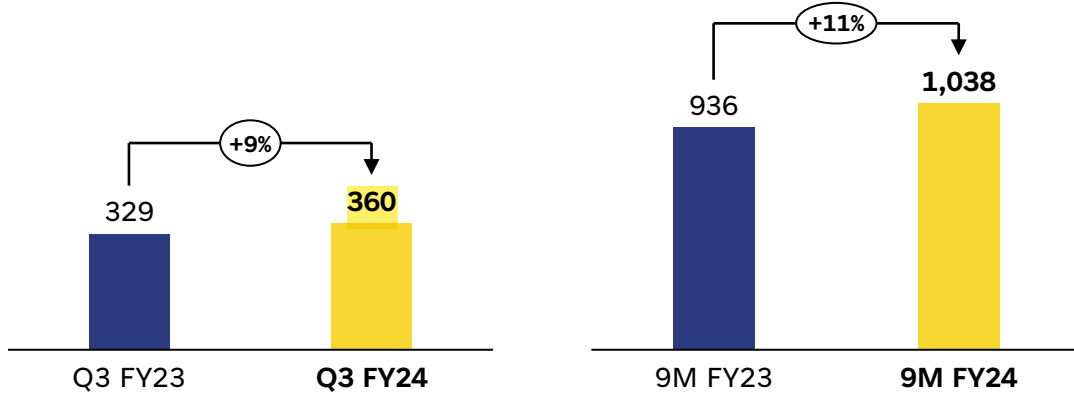


ARPU

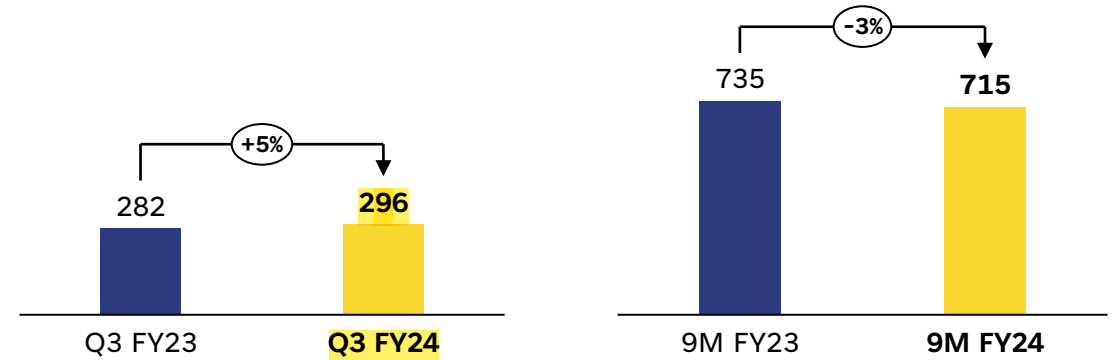


Hyderabad Park – Q3 & 9M FY24 Metrics

Revenue (in Rs. Mn)

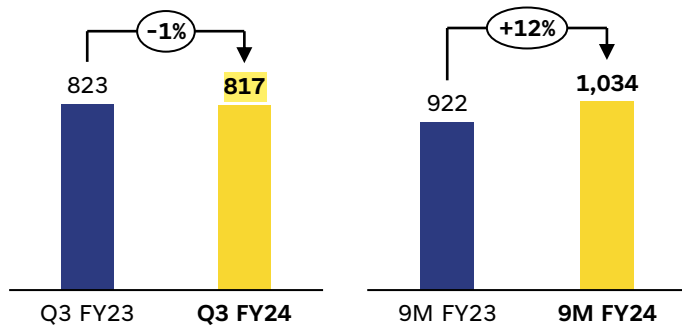


Footfalls (in '000)

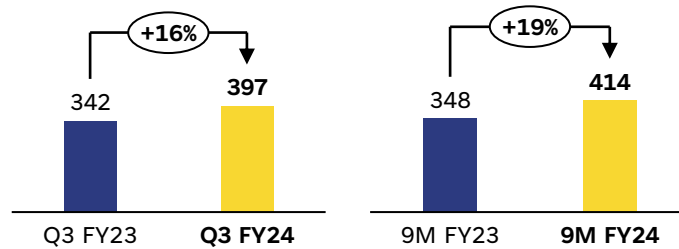


ARPU (in Rs)

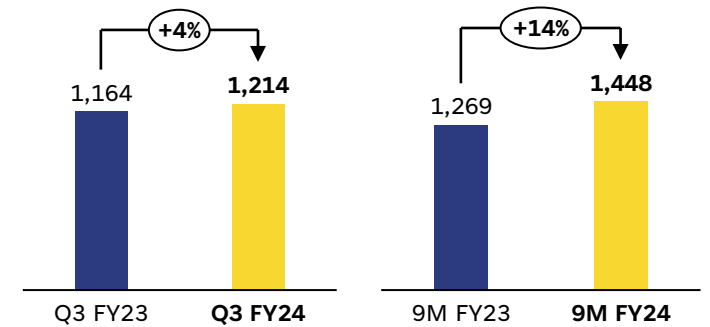
Average Ticket Price



Average Non-Ticket Price

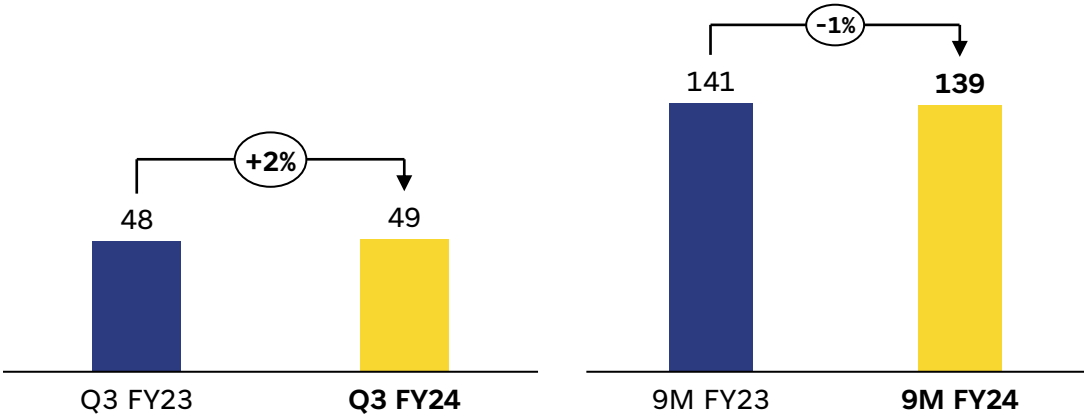


ARPU

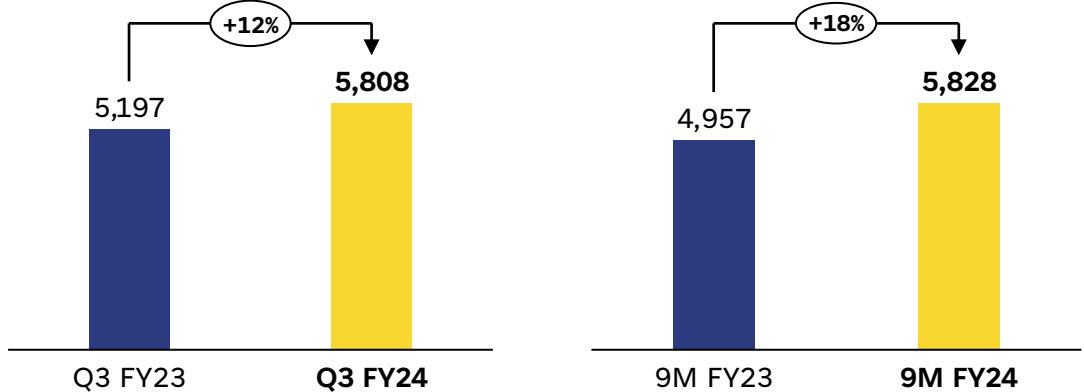


Wonderla Resort, Bengaluru – Q3 & 9M FY24 Metrics

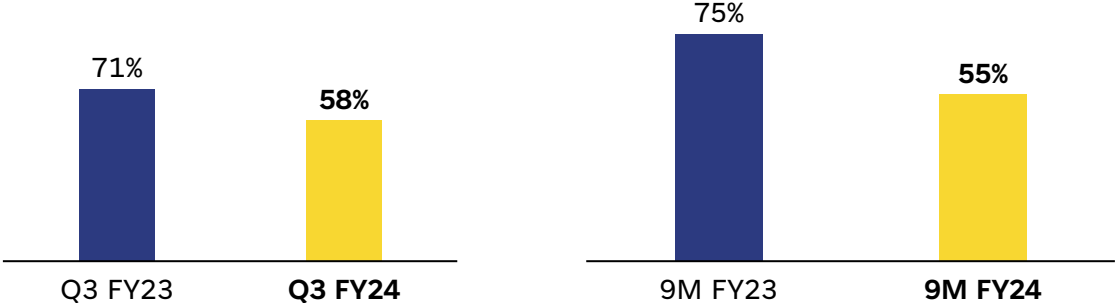
Total Revenue (in Rs. Mn)



Average Room Rental (in Rs.)



Occupancy (%)



Consolidated Profit & Loss Statement

Particulars (In Rs Mn.)	Q3 FY24	Q3 FY23	YoY%	9M FY24	9M FY23	YoY%
Revenue from Operations	1,235.6	1,132.0	9%	3,833.6	3,286.7	17%
Other Income	59.6	45.6		178.4	111.2	
Total Income	1,295.2	1,177.6	10%	4,011.9	3,397.9	18%
Cost of materials consumed	82.3	63.6		210.0	172.2	
Purchase of stock-in-trade	55.4	58.2		162.6	169.5	
Changes in inventories of stock-in-trade	-0.1	-0.4		-2.3	-7.0	
Employee Expenses	149.0	128.1		455.6	384.2	
Other Expenses	404.2	318.0		1,090.2	895.9	
EBITDA	604.4	610.1	-1%	2,095.9	1,783.1	18%
EBITDA Margin (%)	46.7%	51.8%		52.2%	52.5%	
Depreciation	99.3	85.4		280.9	262.4	
Finance Cost	1.8	0.7		4.7	1.8	
PBT	503.3	523.9		1,810.3	1,518.9	
Tax	129.7	134.5		456.8	380.4	
PAT	373.6	389.4	-4%	1,353.5	1,138.5	19%
PAT Margin (%)	28.8%	33.1%		33.7%	33.5%	
EPS	6.6	6.9		23.9	20.1	



Marketing Initiatives & Events

Marketing Initiatives

Thrilling all the way!

Pay once. Enjoy unlimited access to all rides.

WONDERLA, THE HOME OF CHRISTMAS CELEBRATIONS. **BOOK NOW**

Christmas Branch

FOOD, LIVE MUSIC, CARIBBEAN WHIRL, A GLASS OF WINE, MOCKTAILS & COCKTAILS
25TH DEC, 12 PM - 3 PM

STARTING AT **₹1,500 + GST**

COME SAVOUR THE FLAVOURS OF CHRISTMAS AT WONDERLA RESORT.

BOOK NOW

#INDIANNAVYDAY

SEAS THE DAY.

25% OFF
FOR ACTIVE INDIAN NAVY PERSONNEL AND THEIR FAMILIES.

OFFER VALID AT ALL WONDERLA PARKS THROUGHOUT DECEMBER. **BOOK NOW**

Triwali
Enjoy 3 nights of Diwali with us.

WONDERLA AMUSEMENT PARK

BIG BANYAN WINERY & DOODA ALADA MAZA

SAIRANDURGA HILLS

3 NIGHTS, 4 DAYS AT THE RESORT AND PARK @ **₹15,500/- + GST.** **BOOK NOW**

#InternationalMensDay

BE A BRO. COME WITH A BRO.

BUY 1 GET 1 OFFER FOR MEN
19TH NOV THIS MEN'S DAY.

ONLINE BOOKING ONLY. HURRY LIMITED TICKETS. **BUDDY UP! BOOK NOW**

Wonder Women!

BUY 2 GET 2 TICKETS FOR YOU AND YOUR GIRL GANG*

*OFFER APPLICABLE ONLY FOR WOMEN ON EVERY WEDNESDAY AT WONDERLA HYDERABAD

OFFER VALID - PAID & FREE - FOR WOMEN ON ONLINE BOOKINGS ONLY. **BOOK NOW**

sunburn reload

STYLED BY **JACK & JONES**

GIMNOBILEE
MANY MORE+

29 DEC. 2023 | 6:30PM ONWARDS
WONDERLA KOCHI

Tickets live on [bookshow](#) [wonderla](#)

CLICK HERE TO BOOK YOUR TICKETS NOW
FOR QUERIES: 0484 3514001 / 79938 93107

NAUGHTY OR NICE? DOESN'T MATTER.

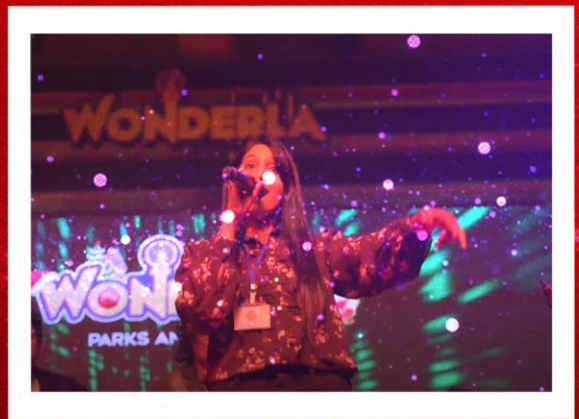
GIFT YOURSELF JOY, ALL THROUGH XMAS AND NEW YEAR.

MA XMAS
23RD DEC - 1ST JAN
HOI HOI HOI!

THRILLING RIDES | LIVE SHOWS | FUN GAMES | FOOD FEST | DJ AND MUCH MORE

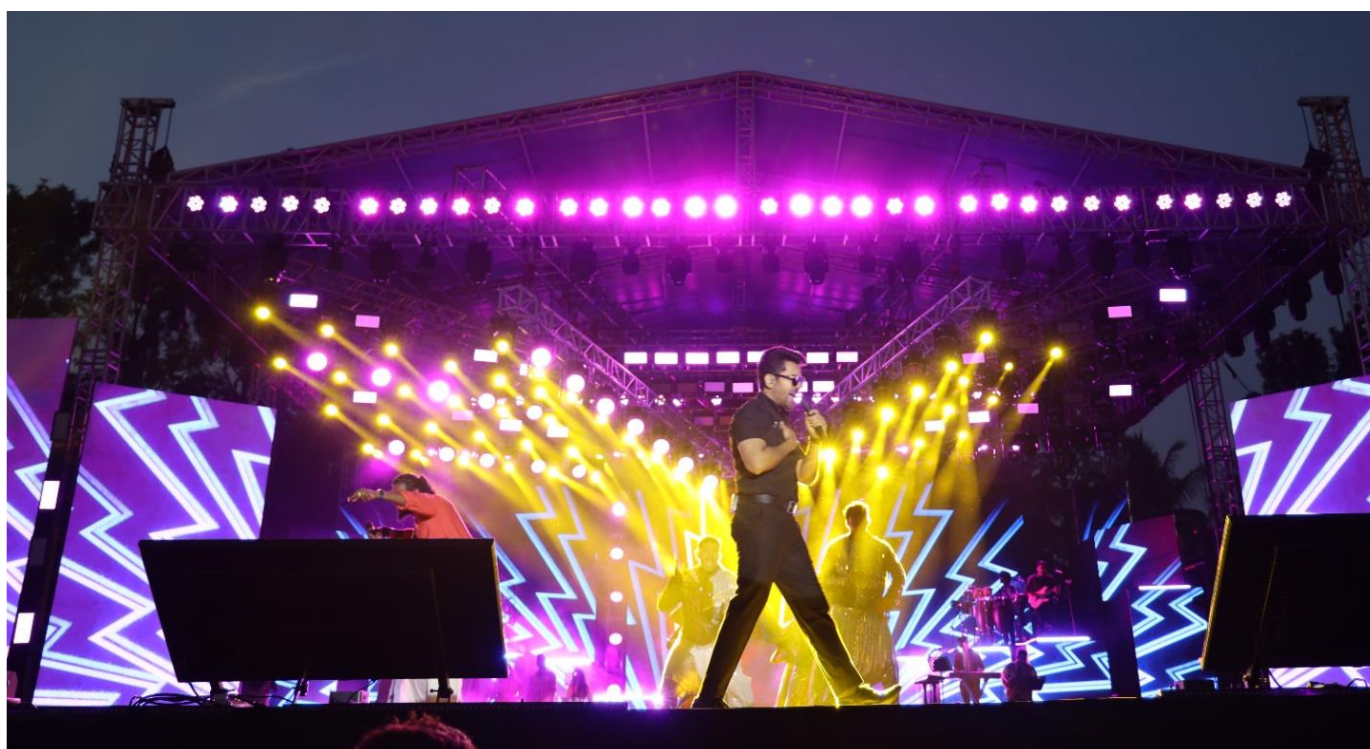
COME TO WONDERLA AND EXPERIENCE THE MAGIC OF FUN LIKE NEVER BEFORE **BOOK NOW**

CHRISTMAS CELEBRATIONS





Vijay Anthony Concert
Bengaluru Park





 sunburn
Kochi





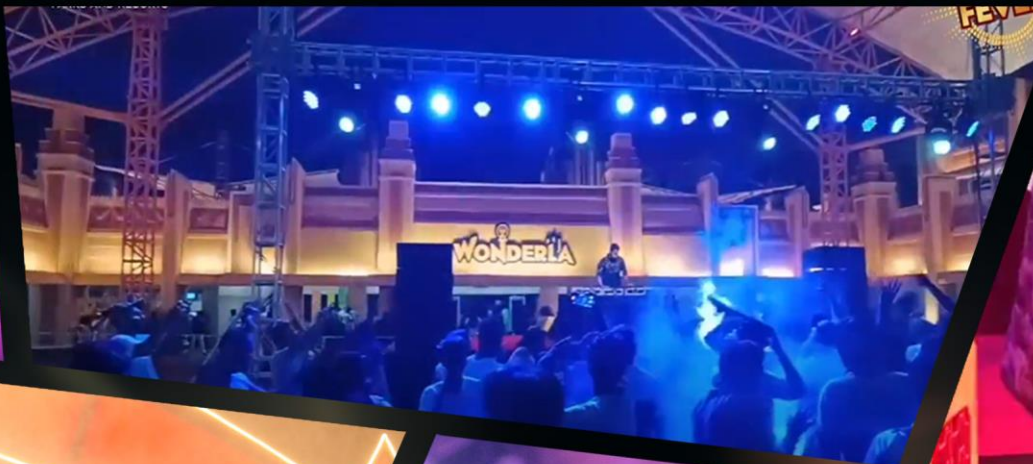
New
YEAR
EVENT

GIMNOBILE

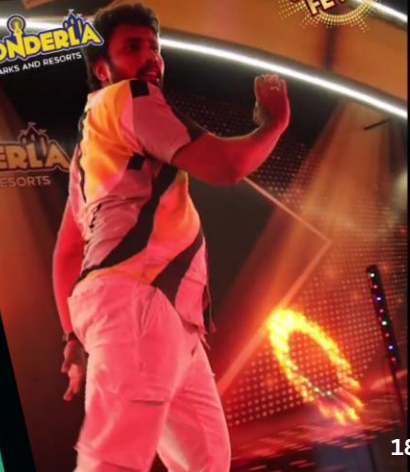
GIMNOBILE

WONDER RIA

DECYBEL



SATURNIGHT *Fever*



Food & Beverages - New Additions in Q3 FY24

Introduced **Subwich** at Hyderabad Park during Dusshera Week



Introduced **Rollito** - a combination of Roll & Burrito



Dusshera Thali
Special Thalis introduced during Dusshera

- Started a new counter in Bengaluru Park - **Ola Mexicana**
- Menu has Nachos, Tacos, Quesadilla and Bowls



Momo Mania
Launched across parks which includes Momo Burger, Rice Bowl, Fried Momos

Halloween themed Menu introduced across all Parks



Introduced **Biryani Bucket** across all parks



WONDERLA PARKS AND RESORTS

— INTRODUCING —

BUCKET Biryani

CHICKEN BIRYANI + 2 COKE FOR 2 ₹680

CHICKEN BIRYANI + 4 COKE FOR 4 ₹1360



Company Overview



Vision

Adding 'Wonder' to lives and bringing people closer.



Mission

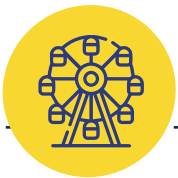
Build and operate resource efficient amusement spaces to deliver a fun, thrilling, and hygienic experience to our guests.

One of the Most visited parks in India:

Wonderla parks have been visited by over **40 million*** visitors since 2000, making us the most visited amusement park in India.

Two decades of experience (since launch of first park) in running parks in 3 different cities:

Kochi, Bengaluru, and Hyderabad.



3

Amusement Parks



164

Fun Rides



15

Restaurants



10

Banquet Halls



3

Food courts

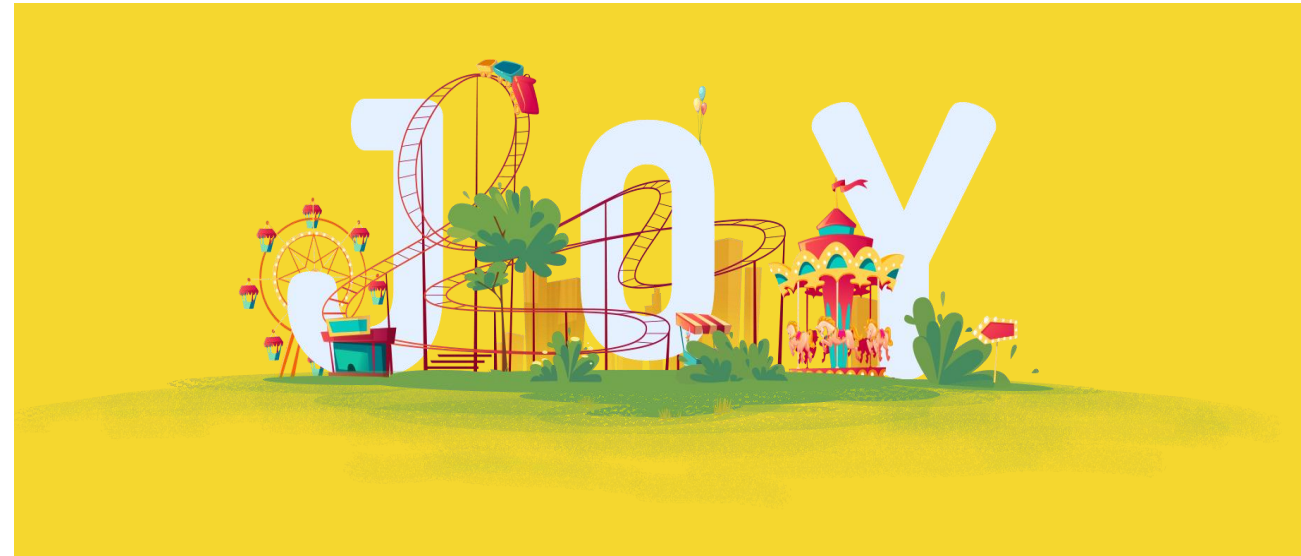


1

Lounge bar

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.



... with Signature Rides across Parks



Recoil



Equinox



Wonder Splash

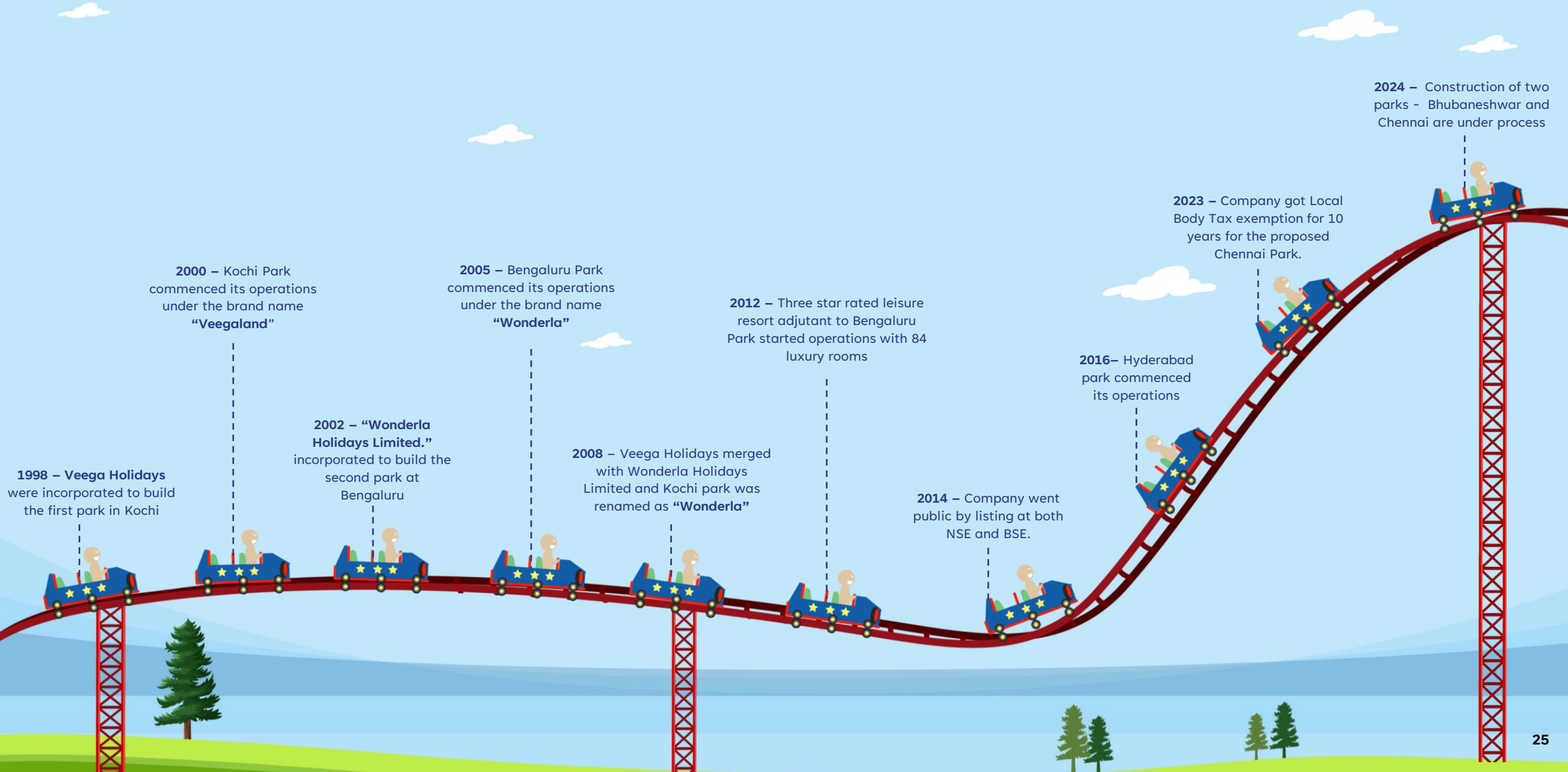


Wonderla Bamba

... with Signature Rides across Parks



Key Milestones



1998 – Veega Holidays were incorporated to build the first park in Kochi

2000 – Kochi Park commenced its operations under the brand name “Veegaland”

2002 – “Wonderla Holidays Limited.” incorporated to build the second park at Bengaluru

2005 – Bengaluru Park commenced its operations under the brand name “Wonderla”

2008 – Veega Holidays merged with Wonderla Holidays Limited and Kochi park was renamed as “Wonderla”

2012 – Three star rated leisure resort adjutant to Bengaluru Park started operations with 84 luxury rooms

2014 – Company went public by listing at both NSE and BSE.

2016– Hyderabad park commenced its operations

2023 – Company got Local Body Tax exemption for 10 years for the proposed Chennai Park.

2024 – Construction of two parks - Bhubaneshwar and Chennai are under process

Experience at Helm – Board of Directors & Senior Management Team



Mr. Kochouseph Chittilappilly

Chairman Emeritus



Mr. M. Ramachandran

Chairman



Mr. Arun K. Chittilappilly

Managing Director



Mr. R. Lakshminarayanan

Non-Executive Vice-Chairman



Ms. Priya Sarah Cheeran Joseph

Non-Executive Director



Mrs. Anjali Nair

Independent Director



Mr. Kasaragod Ullas Kamath

Independent Director



Mr. Madan Padaki

Independent Director



Mr. Saji K Louiz

Chief Financial Officer



Mr. Dheeran Choudhary

Chief Operating Officer



Mr. Srinivasulu Raju Y

Company Secretary & Compliance Officer



Award : Best Innovative Tourism Product



Award : Best Civic Management Of Tourism Destination

Wonderla Hyderabad wins best innovation award from Department of Tourism, Govt of Telangana



Strategic Location

All the three parks have **good connectivity** to major cities making it attractive tourist destination for pan India

In-house ride designing and manufacturing capabilities

Leverages specific cost efficiencies and enhances **maintenance efficiency** of rides. This capability allows for the **customization and modification** of purchased rides

Superior Brand Recall

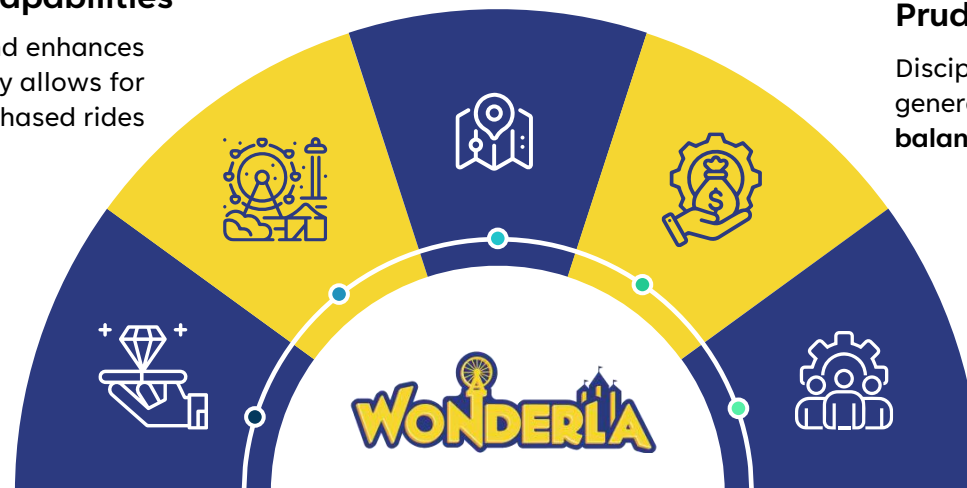
Established as strong brand amongst visitors evidenced by better customer ratings & reviews, arises from its ability to provide memorable experiences and consistently **introduce innovative attractions**

Prudent Capital allocation

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

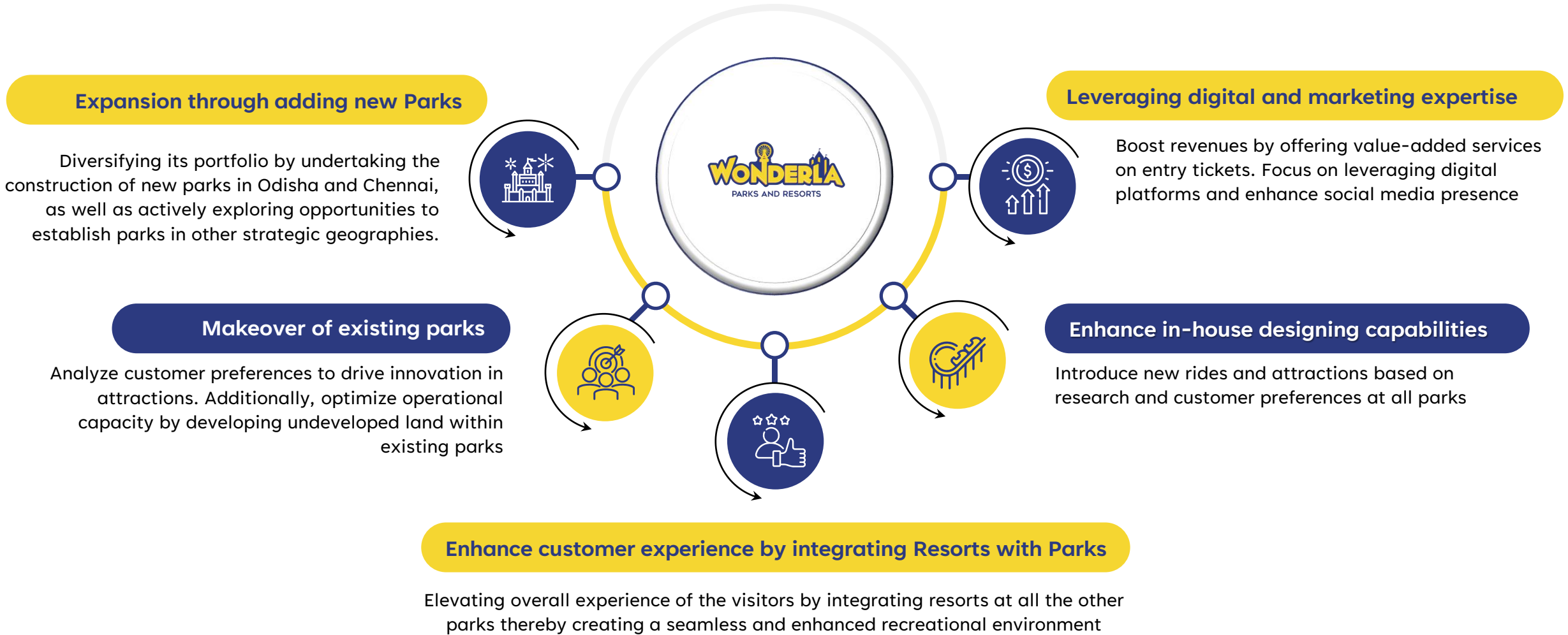
Experienced Management Team

Experienced **Promoters** supported by professional senior management team





**WHAT'S
NEXT**



New Portfolio Additions

Odisha Park Construction in Progress



Chennai Park

- Preliminary construction work like site levelling, workshop setup has been commenced.



- Recently signed MoU with Gujarat Government during Vibrant Gujarat Summit.
- Active discussions with Madhya Pradesh, Uttar Pradesh and Punjab State Governments is on track.



For Further Queries:



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Email: investors@wonderla.com



orient capital

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sumeet.khaitan@linkintime.co.in

Mr. Bhavya Shah
+91 8082748577
bhavya.shah@linkintime.co.in



Thank you !