



Q4 & FY16 RESULT UPDATE – MAY 2016





Wonderla parks were ranked at #1 and #2 in India by Tripadvisor for 2015.

Wonderla parks were ranked at #7 and #9 in Asia by TripAdvisor for 2015, highest for any Indian theme parks.

Other Indian parks rated were: Adlabs Imagica, Mumbai (#18); Ramoji Film City, Hyderabad (#21); Essel World, Mumbai (#23).



Top 10 Amusement Parks & Water Parks — India

INDIA WORLD REGIONS

EXPAND LIST

1 Wonderla Amusement Park Bengaluru (Bangalore), India



“ Play, play, play. This amazingly large and superbly maintained park has every kind of water or land ride you could want! ”

Find a place to stay

- 587 Hotels
- 446 B&B and Inns
- 70 Holiday Rentals



2 of 1



Top 25 Amusement Parks — Asia

INDIA WORLD REGIONS

EXPAND LIST

7 Wonderla Amusement Park Bengaluru (Bangalore), India



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8

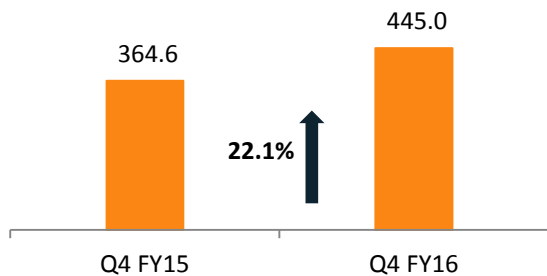
- Q4 & FY16 RESULTS HIGHLIGHTS
- Q4 & FY16 PORTFOLIO UPDATE
 - AMUSEMENT PARK, BANGALORE
 - RESORT, BANGALORE
 - AMUSEMENT PARK, KOCHI
 - AMUSEMENT PARK, HYDERABAD
- COMPANY OVERVIEW
- ANNEXURE



Q4 & FY16 RESULTS HIGHLIGHTS

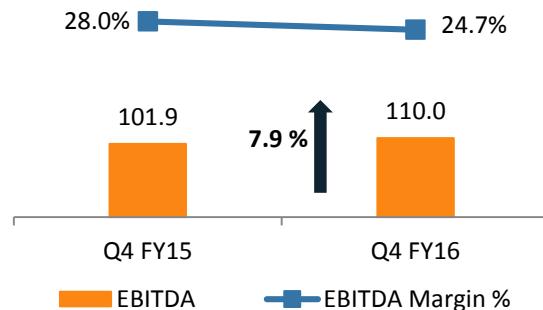


REVENUES

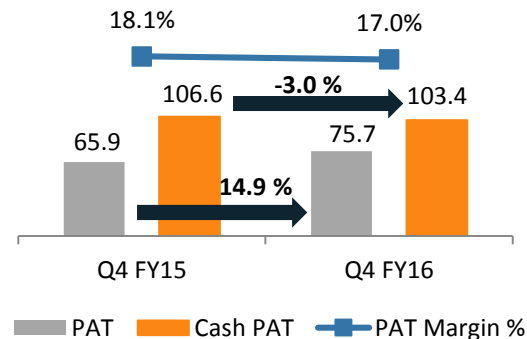


Q4 FY16 YoY Analysis

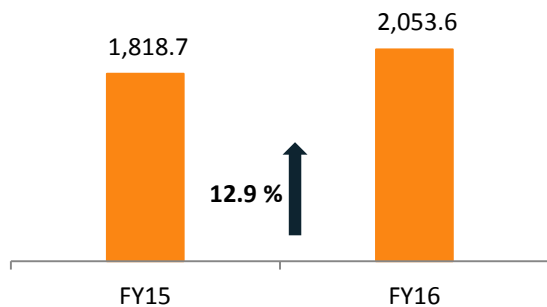
EBITDA & EBITDA MARGIN



CASH PAT, PAT & PAT MARGIN

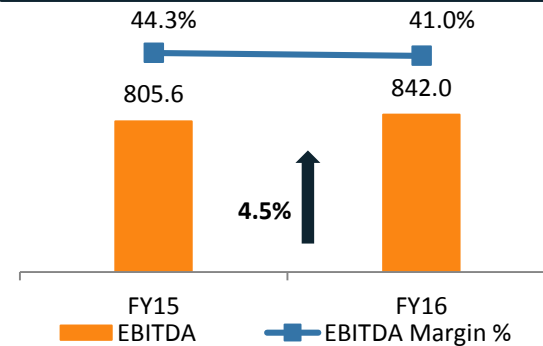


REVENUES

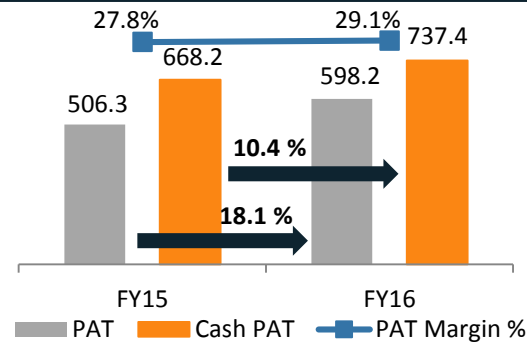


FY16 YoY Analysis

EBITDA & EBITDA MARGIN



CASH PAT, PAT & PAT MARGIN



In Rs Mn



FINANCIAL UPDATE

- Q4 FY16 Revenues from Operations grew by 22% YoY to Rs 445 mn driven by 23% growth in average revenue per visitor.
 - Bangalore park witnessed 23% increase in average ticket revenue and 21% increase in average non-ticket revenue
 - Kochi park witnessed 17% increase in average ticket revenue and 37% increase in average non-ticket revenue
 - Footfalls in Bangalore park increased by 7% and in Kochi park declined by 8% on account of lower footfalls from school & college category.
- Q4 FY16 EBITDA increased by 8% YoY to Rs 110.0 mn. EBITDA margin decreased from 28.0% in Q4 FY15 to 24.7% in Q4 FY16.
 - Employee expenses increased primarily due to top-level hires and new employees for Hyderabad Park.
 - Operating costs increased primarily due to increase in labour costs. Other expenses increased due to provisions of Rs 47.9 mn on account of service tax.
- Other income included dividend from IPO funds currently invested in Debt Mutual Fund.



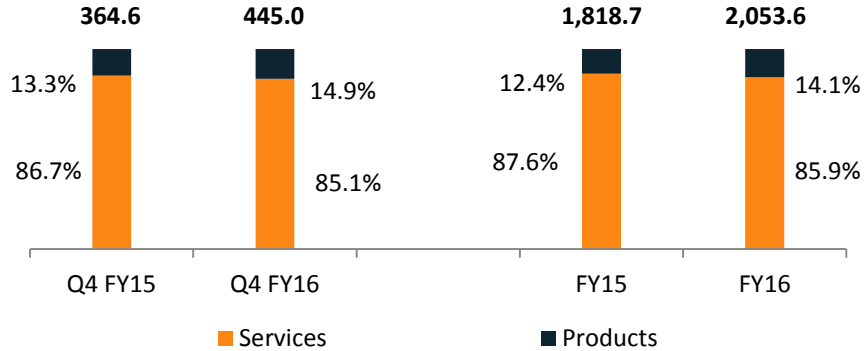
OPERATIONAL UPDATE

- **Official Inauguration of the Hyderabad park was done 20th April 2016 by Honourable IT Minister Shri. K T Rama Rao**
 - Spread Over 49.5 acres of land. Current Park development is on 27 acres of Land. The park would initially comprise of 43 rides (18 wet rides + 25 dry rides)
 - India's first ever reverse looping roller coaster named RECOIL, with maximum height of 40 metres and with 6 inversions per ride, imported from the Netherlands.
 - First park in India with Cashless RFID based transactions facility called EZ Pay across the Park.
- **Update on New Rides launched at the Bangalore Park –**
 - RECOIL - India's first ever reverse looping Roller Coaster
 - Description - This high tech roller coaster is imported from the Netherlands, and has two track ramps that go up to 40 meters. The train climbs one ramp and accelerates to 80kmph in 1 second, before encountering a 'cobra roll' and a 'loop' in the tracks, climbing the second ramp, again to a 40 m height, and then doing it all over all again, only this time, it is Backwards!
 - KORNETO – A thrilling water slide attraction
 - Description - The riders accelerate down a steep 1.5m diameter tunnel at a speed of 35kmph into the mouth of a large 12m diameter funnel. The momentum allows the riders travel high up the opposing wall of the funnel and experience momentary weightlessness as they oscillate back and forth in the narrowing funnel and then exit into a splash at the base

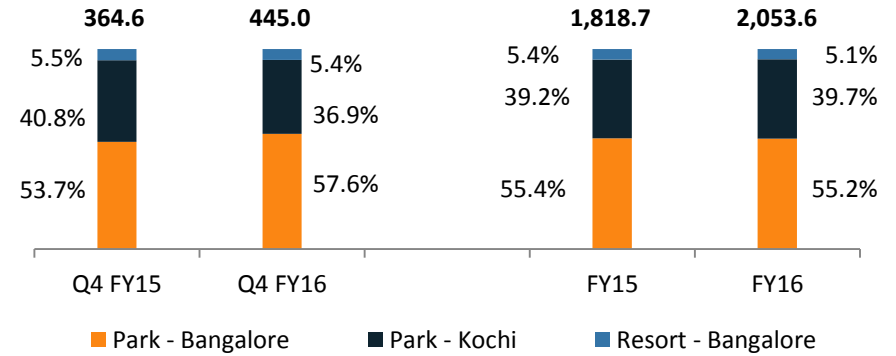
Q4 & FY16 REVENUE ANALYSIS



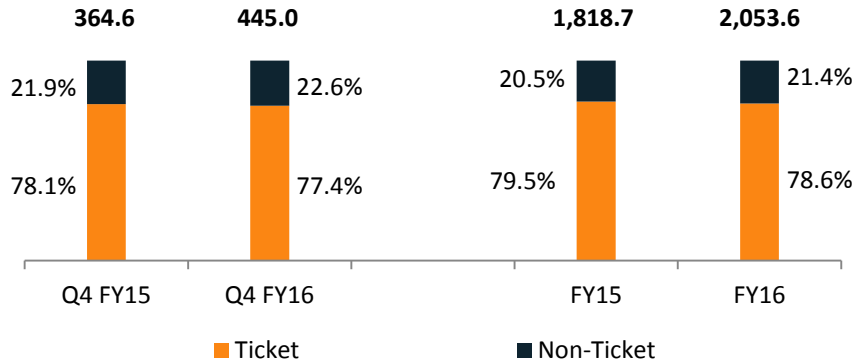
SERVICES VS. PRODUCTS



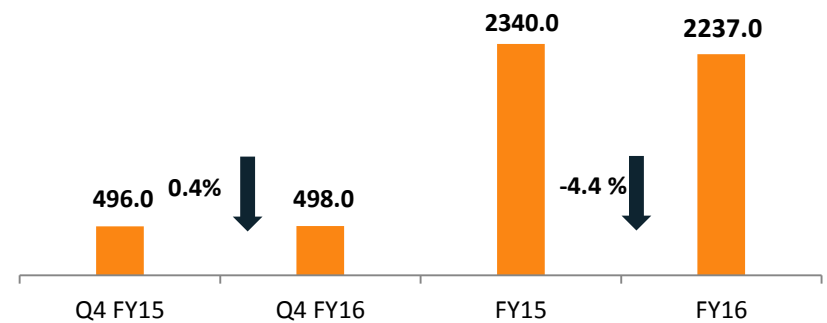
PORTFOLIO BREAKUP



TICKET VS. NON-TICKET



TOTAL FOOTFALLS (In '000)

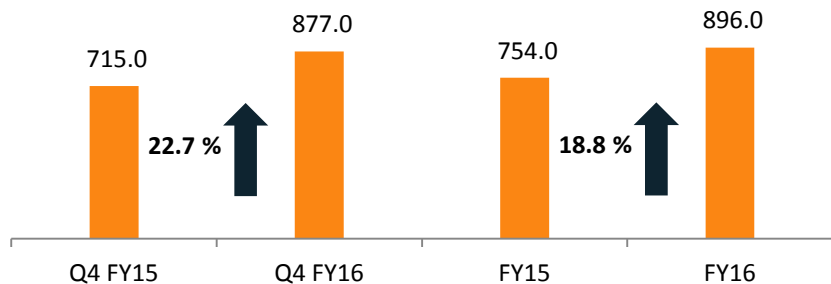


In Rs Mn

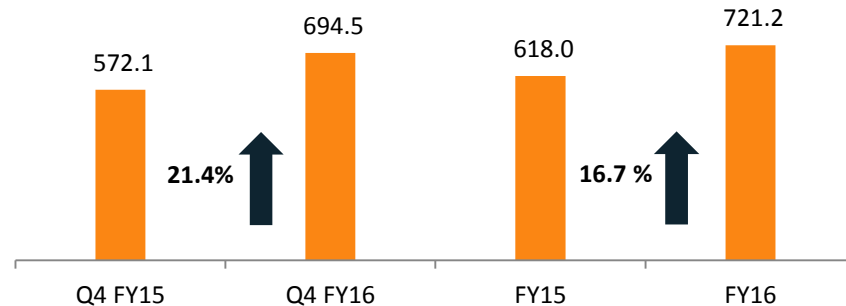
Q4 & FY16 REVENUE ANALYSIS



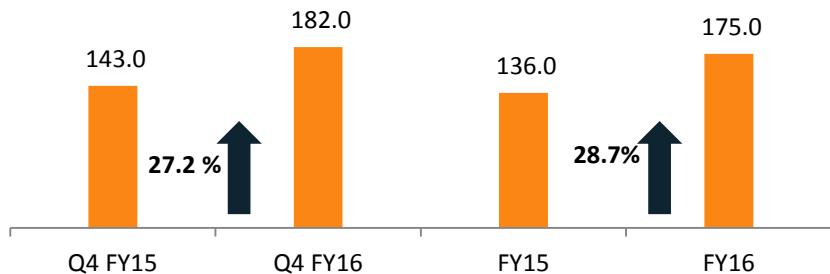
AVG. REVENUE PER VISITOR (In Rs)*



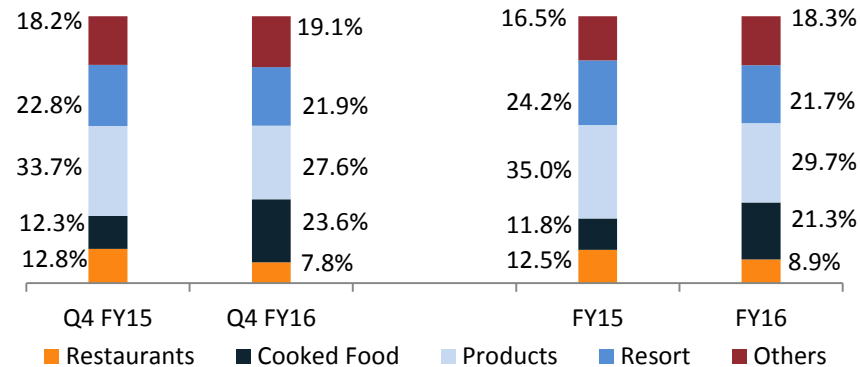
AVG. TICKET REVENUE PER VISITOR (In Rs)



AVG. NON-TICKET REVENUE PER VISITOR (In Rs)



BREAK-UP OF NON-TICKET REVENUE



* Includes sale of services, sales of products & other operating income.

PORTFOLIO UPDATE – AMUSEMENT PARK, BANGALORE



- Launched in 2005 by the name ‘Wonderla’
- Wonderla Bangalore is located off the Bangalore-Mysore highway, 28 km from Central Bangalore
- Situated on 81.75 acres of land with 59 land and water based attractions and other allied facilities
- 5 restaurants offering various cuisines, of which two are operated by the Company
- The park has won 11 awards since inception



	Q4 FY16	Q4 FY15	YoY %
Total Revenues (Rs Mn) *	265.3	202.8	31%
No of Visitors (In ‘000)	269.0	252.1	6.7%
Avg. Revenue Per Visitor (Rs)	986.2	804.4	22.6%

	FY16	FY15	YoY %
Total Revenues (Rs Mn) *	1166.1	1032.6	12.9%
No of Visitors (In ‘000)	1187.1	1248.9	-4.9%
Avg. Revenue Per Visitor (Rs)	982.3	826.8	18.8%

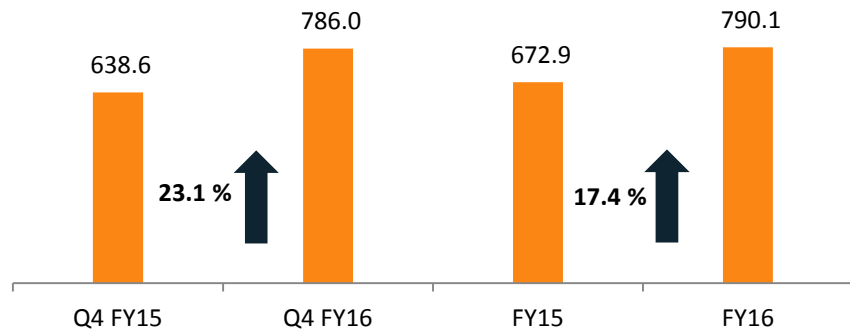
* Includes sale of services, sales of products & other operating income.

LOCATION	BANGALORE
Total Land Available (In Acres)	81.75
Developed Land (In Acres)	39.20
Land Availability for Future development (In Acres)	42.55
Total No of Rides	61
No of Wet Rides	21
No of Dry Rides	40

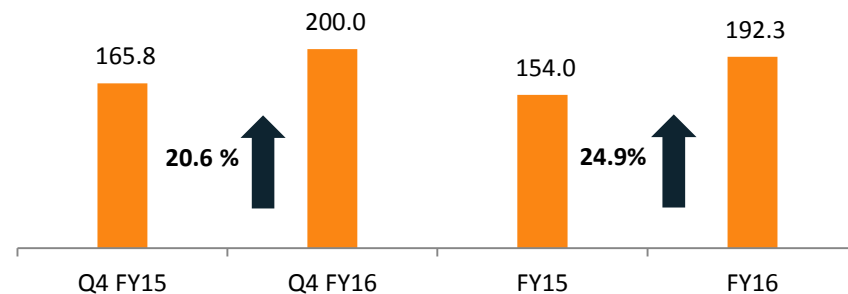
BANGALORE PARK – REVENUE & FOOTFALL ANALYSIS



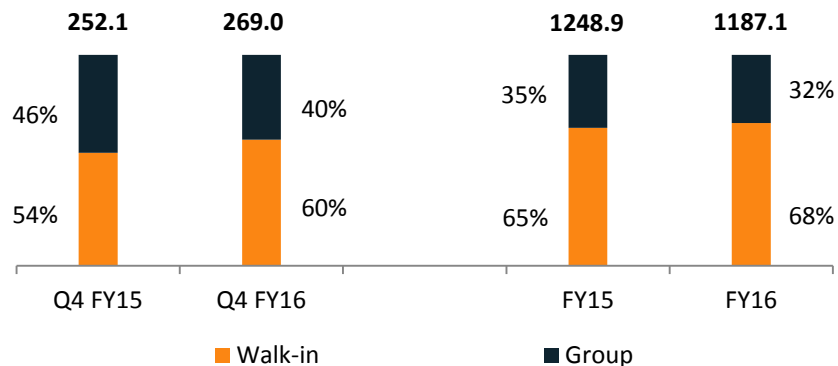
AVG. TICKET REVENUE PER VISITOR (In Rs)



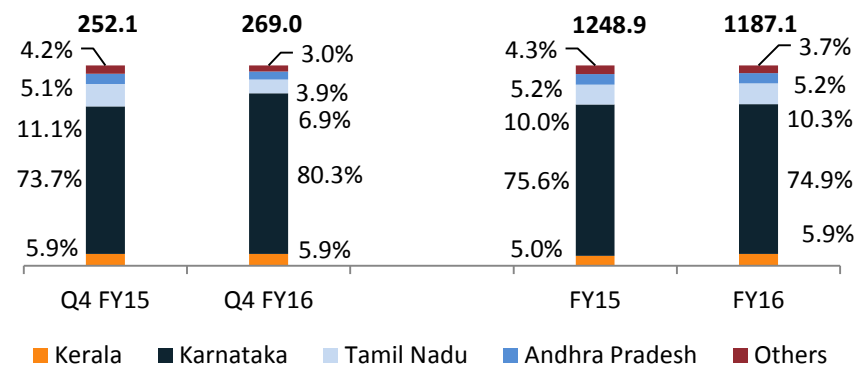
AVG. NON-TICKET REVENUE PER VISITOR (In Rs)



FOOTFALLS – WALK-IN Vs. GROUP / CHANNEL ('000)



FOOTFALLS – REGIONWISE BREAKUP ('000)



BANGALORE PARK



PORTFOLIO UPDATE – WONDERLA RESORT, BANGALORE



- 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



	Q4 FY16	Q4 FY15	YoY %
Total Revenues (Rs Mn) *	25.5	21.0	21.4%
Total No of Room Nights Available (No.) to Guests	7,379	7,498	-1.6%
Occupancy %	45%	35%	-
Avg. Room Rental for the period (Rs)	4,436	4,549	-2.5%

* Includes other operating income.

	FY16	FY15	YoY %
Total Revenues (Rs Mn) *	108.7	101.2	7.4%
Total No of Room Nights Available (No.) to Guests	30,201	29,121	3.7%
Occupancy %	42%	45%	-
Avg. Room Rental for the period (Rs)	4,764	4,403	8.2%

PORTFOLIO UPDATE – AMUSEMENT PARK, KOCHI



- Launched in 2000 by the name 'Veegaland' and operating under the name 'Wonderla' since April 2008
- Situated on 93.17 acres of land, and currently occupying 28.75 acres for 62 land and water based attractions and other allied facilities
- 5 restaurants offering various cuisines, of which two are operated by the Company
- The park has won 16 awards since inception



	Q4 FY16	Q4 FY15	YoY %
Total Revenues (Rs Mn) *	169.8	153.1	10.9%
No of Visitors (In '000)	226.7	246.6	-8.1%
Avg. Revenue Per Visitor (Rs)	749.0	620.8	20.7%

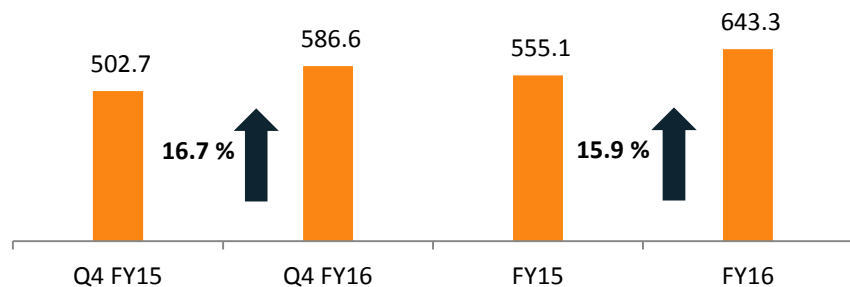
	FY16	FY15	YoY %
Total Revenues (Rs Mn) *	839.1	731.0	14.8%
No of Visitors (In '000)	1050.0	1091.6	-3.8%
Avg. Revenue Per Visitor (Rs)	799.1	670.0	19.3%

* Includes sale of services, sales of products & other operating income.

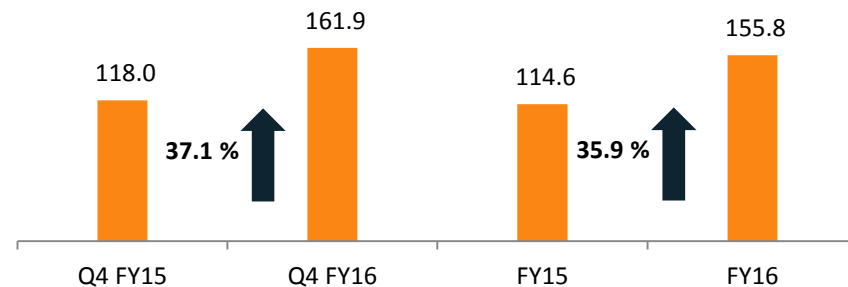
LOCATION	KOCHI
Total Land Available (In Acres)	93.17
Developed Land (In Acres)	28.75
Land Availability for Future development(In Acres)	64.42
Total No of Rides	62
No of Wet Rides	23
No of Dry Rides	39



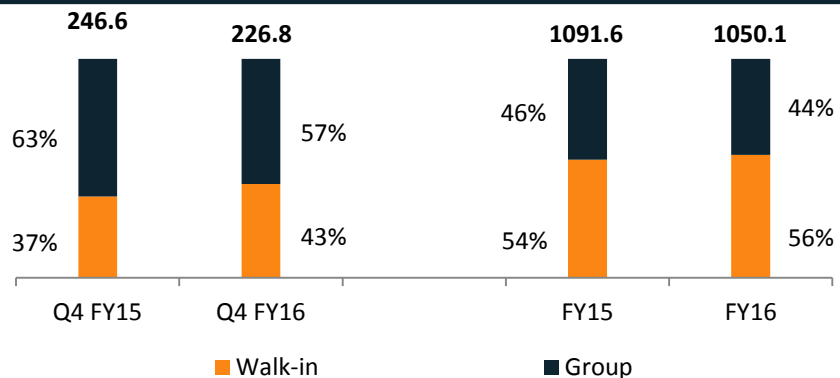
AVG. TICKET REVENUE PER VISITOR (In Rs)



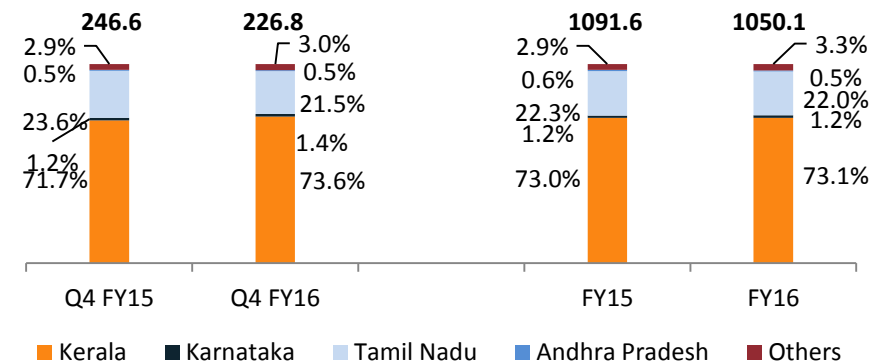
AVG. NON-TICKET REVENUE PER VISITOR (In Rs)



FOOTFALLS – WALK-IN Vs. GROUP / CHANNEL ('000)



FOOTFALLS – REGIONWISE BREAKUP ('000)







Hyderabad Project Update -

- Over 49.5 acres of land has been acquired for the Hyderabad Park. Current Park development is on 27 acres of Land. The park would initially comprise of 43 rides (18 wet rides + 25 dry rides)
- Official Inauguration of the Hyderabad park was done 20th April 2016 by Honourable IT Minister Shri. K T Rama Rao
- The park is opened to public in April 2016 and contains the capacity to entertain as much as 9,000-10,000 people in a single day
- Investment made in Hyderabad Project as on 31st March 2016 was Rs. 1,876.9 mn



HYDERABAD PARK



FINANCIALS – P&L STATEMENT



Particulars (Rs Mn)	Q4 FY16	Q4 FY15	QoQ %	FY16	FY15	YoY %	FY15
Sale of Services	378.6	316.1	19.8%	1,764.4	1,593.4	10.7%	1,593.4
Sale of products	66.4	48.6	36.8%	289.2	225.3	28.4%	225.3
Total Revenue from Operations	445.0	364.6	22.1%	2053.6	1818.7	12.9%	1,818.7
Direct Operating Expenses	113.9	79.9	42.6%	361.0	319.9	12.9%	319.9
Purchase of Stock-in-Trade	33.5	22.6	48.2%	143.8	117.7	22.2%	117.7
Changes in Inventories of Stock-in-trade	-4.2	0.6	-828.1%	-8.7	-5.8	47.2%	-5.8
Employee Expenses	81.3	63.0	28.9%	310.1	270.8	14.5%	270.8
Advertisement and marketing expense	33.0	30.0	10.0%	168.8	178.3	-5.3%	178.3
Other Expenses	77.6	66.6	16.5%	236.3	132.2	78.7%	132.2
EBITDA	110.0	101.9	7.9%	842.0	805.6	4.5%	805.6
EBITDA Margin %	24.7%	28.0 %	-330bps	41.0%	44.3%	-329bps	44.3%
Depreciation	27.7	40.7	-31.9%	139.3	161.9	-14.0%	161.9
Other Income	23.8	28.9	-17.5%	180.8	102.5	76.4%	102.5
Finance Cost	2.4	4.2	-42.2%	13.3	16.7	-20.6%	16.7
PBT	103.7	85.9	20.7%	870.2	729.5	19.3%	729.4
Tax Expense	28.0	20.0	39.9%	272.1	223.1	21.9%	223.1
PAT	75.7	65.9	14.9%	598.2	506.3	18.1%	506.3
PAT Margin %	17.0%	18.1%	-110bps	29.1%	27.8%	130bps	27.8%
Earnings Per Share (EPS)	1.34	1.17	14.5%	10.59	9.19	15.2%	9.19

Note –

Income from services includes income from sale of entry tickets, share of revenue from restaurant sales and income from resort.

Income from sale of products includes income from sale of traded goods, packaged food and other merchandise sold within amusement parks



Particulars (Rs Mn)	FY15	FY16
Share Holders' Funds:		
Equity share capital	565.0	565.0
Reserves and Surplus	2,999.4	3,465.0
Total of Shareholder funds	3,564.4	4,030.0
Minority interest	-	-
Non-current liabilities:		
Long term Borrowings	102.1	51.6
Deferred tax liabilities (Net)	0.0	0.0
Long Term Provisions	20.4	25.4
Total of Non-current liabilities	122.5	77.0
Current liabilities:		
Short-term borrowings	7.9	0.0
Trade payables	34.7	97.5
Other current liabilities	97.7	146.5
Short-term provisions	149.1	172.8
Total of Current liabilities	289.4	416.8
Total Equity & Liabilities	3,976.3	4,523.8

Particulars (Rs Mn)	FY15	FY16
Non-current assets:		
Fixed assets		
Tangible assets	1,388.1	1,522.3
Intangible assets	5.5	5.5
Capital Work-in-Progress	397.6	1,588.7
Total Fixed Assets	1,791.2	3,116.5
Deferred Tax Assets (net)	10.7	51.5
Long-term loans and advances	74.4	104.7
Other non-current assets	2.0	1.9
Total non-current assets	87.1	158.1
Current assets:		
Current Investments	1,942.8	844.0
Inventories	41.0	65.9
Trade receivables	5.1	7.8
Cash and bank balances	83.1	280.4
Short-term loans and advances	23.3	37.8
Other Current Assets	2.7	13.3
Total Current Assets	2,098.0	1,249.2
Total Assets	3,976.3	4,523.8



OUR PEDIGREE

- One of the largest amusement park operators in India with over 16 years of successful operations. Management has operational experience in the amusement park industry for over a decade
- The promoters launched the first amusement park in 2000 in Kochi under the name Veegaland and later successfully launched the second park in Bangalore in 2005 under as Wonderla
- Promoted by Mr. Kochouseph Chittilappilly and Mr. Arun Chittilappilly – Mr. Kochouseph Chittilappilly has also incorporated V-Guard Industries Ltd., a publicly listed company since 2008

BUSINESS OVERVIEW

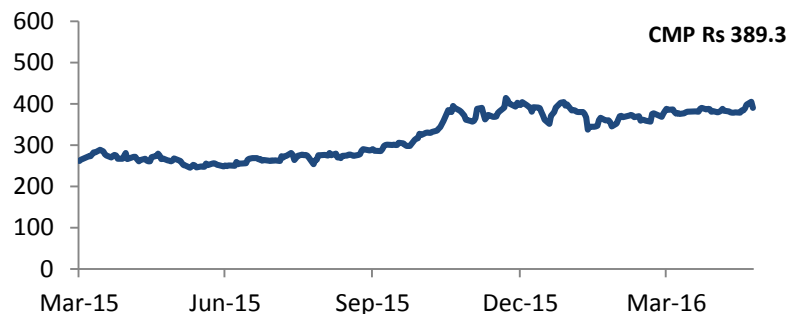
- Own and operate two amusement parks under the brand name Wonderla situated at Kochi and Bangalore and a Resort at Bangalore
- The Company is coming up with its new amusement park in Hyderabad spread over 49 acres of land (27 acres developed). The park is expected to be operational from FY17
- In-house manufacturing facility located at Kochi which manufactures / constructs rides and attractions for both the parks
- The Company and the two parks have won 30 awards / certifications since inception, including National Awards for Excellence from Indian Association of Amusement Parks & Industries in the areas of total number and variety of rides, most innovative ride, etc

STRONG FINANCIALS

- Consolidated Revenues, EBITDA and PAT were Rs 2,053.6 mn, Rs 842.0 mn and Rs 598.2 mn in FY16 having grown at CAGR of 15.7%, 10.3% and 19.0% over FY12 to FY16.
- Both the Parks Operational in Kochi and Bangalore are generating positive cash flows from operations.
- Robust balance sheet with Total Debt to Equity at 0.01x as of FY16.
- Healthy Return Ratios: FY16 ROCE – 18.1%, FY16 ROE – 15.8%

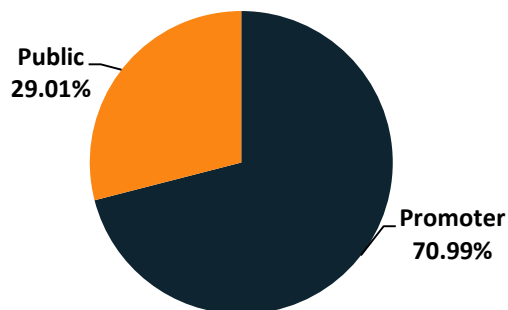


SHARE PRICE PERFORMANCE



Source: BSE

% Shareholding – March-16



Source: BSE

Market Data

As on 24.05.16 (BSE)

Market capitalization (Rs Mn)	21,995.7
Price (Rs.)	389.3
No. of shares outstanding (Mn)	56.5
Face Value (Rs.)	10.0
52 week High-Low (Rs.)	430.4 – 241.7

Key Institutional Investors at March-16

% Holding

Svenska Handelsbanken	2.00%
DNB Fund	1.99%
IL&FS Trust Company	1.70%
UTI Mutual Fund	1.37%
Acacia Partners	1.35%
Aperios Emerging Connectivity Fund	1.17%
Aditya Birla Private Equity	1.02%

Source: Company

COMPANY OVERVIEW – BOARD OF DIRECTORS & MANAGEMENT TEAM



KOCHOUSEPH CHITILAPPILLY PROMOTER AND NON EXECUTIVE DIRECTOR	<ul style="list-style-type: none"> • 16 yrs in the industry • Founded V-Guard Industries Ltd., a publicly listed company since 2008 and is currently its Chairman • Post Graduate Degree in Physics 	ARUN KOCHOUSEPH CHITILAPPILLY PROMOTER AND MANAGING DIRECTOR	<ul style="list-style-type: none"> • 12+ yrs in the industry • Holds a masters degree in industrial engineering • Actively involved in day-to-day operations and management of Wonderla since 2003 		
GEORGE JOSEPH CHAIRMAN & NON- EXECUTIVE INDEPENDENT DIRECTOR	<ul style="list-style-type: none"> • 38+ yrs of total work experience • Director in Muthoot Finance Ltd. 	RAMACHANDRAN PANJAN MOOTHEATH INDEPENDENT DIRECTOR	<ul style="list-style-type: none"> • 32+ yrs of total work experience • Promoter, Chairman and Managing Director of Jyothy Laboratories Ltd 	PRIYA SARAH CHEERAN JOSEPH EXECUTIVE DIRECTOR	<ul style="list-style-type: none"> • 12+ yrs in the Industry • Involved in F&B Operations and HR department of Wonderla since 2005
D.S. SACHDEVA (DIPY) CHIEF EXECUTIVE OFFICER (CEO)		<ul style="list-style-type: none"> • 26+ years of work experience • Prior experience in well established companies at M/s 3M India Ltd, Hindustan Unilever Ltd • Holds a degree in engineering from BIT, Ranchi and is also an alumnus of IIM-Bangalore 			
NANDAKUMAR T. CFO	<ul style="list-style-type: none"> • 18 yrs of experience • Chartered Accountant 	SIVADAS M. SENIOR GM - OPERATIONS	<ul style="list-style-type: none"> • 27 yrs of experience • Bachelor's Degree in Physics 	AJIKRISHNAN A. G. DEPUTY GM - TECHNICAL	<ul style="list-style-type: none"> • 18 yrs of experience • B.E, MBA
RAMANAKUMAR V.B. AGM - MARKETING	<ul style="list-style-type: none"> • 21 yrs of experience • Degree in Marketing Management 	MAHESH M.B. AGM – COMMERCIAL	<ul style="list-style-type: none"> • 21 yrs of experience • MBA in International Business 	ANIL SHINDE CHIEF PEOPLE OFFICER	<ul style="list-style-type: none"> • 24 yrs of experience • BE, MBA(IIM Ahmedabad) • Worked for L&T, Reliance Digital and Suzlon Energy



KEY CONCERNS ON SCALABILITY

**HIGHLY CAPITAL
INTENSIVE BUSINESS**

**AFFORDABILITY –
TICKET PRICES ARE HIGH**

**LAND AVAILABILITY,
LOCATION &
CONNECTIVITY**

WONDERLA ADVANTAGE

- In-House Design Capability for the Amusement Park
- In-House Ride Manufacturing Facility in Kochi
- Manufactured / constructed 42* rides / attractions in-house
- Typical Capex for a New Park is ~Rs 2,500 mn including Land cost

- Typical Target Audience is the Middle class which can spend Rs 4,000-5,000 per trip for a Family
- Both the Parks have Land as well as Water rides under the same Ticket
- Average Ticket prices are in the Range of Rs 600-900 per person

- Both the Current Operational Parks have large Land Parcels and have good connectivity (Within 15-25 km from the city)
- Parks witness audiences from neighbouring states like Tamil Nadu and Kerala
- Hyderabad park – Land is already acquired and has good connectivity (25 km from the city, connected through Outer Ring Road)



OVER A DECADE OF OPERATIONAL EXPERIENCE AND BRAND EQUITY

- 14+ yrs of successful operations of the parks has built significant brand equity
- Mr. Kochouseph and Mr. Arun have over 14 yrs and 11 yrs of experience respectively in amusement park industry
- Won several awards, including 'best tourism destination' and 'highest number and variety of innovative rides'

IN-HOUSE MANUFACTURING FACILITY AT WONDERLA KOCHI

- Benefits from certain cost efficiencies and improves maintenance efficiency of rides
- Enables customisation and modification of rides purchased
- Manufactured / constructed 42* rides / attractions in-house



PROXIMITY TO CITY WITH AMPLE LAND AVAILABLE FOR FUTURE DEVELOPMENT

- Already acquired 49.57 acres of land for Hyderabad park
- Owns 93.17 acres in Kochi & 81.75 acres in Bangalore, within which further expansion of existing parks can be undertaken
- All the three parks -- Kochi, Bangalore and Hyderabad -- are situated in the proximity of the main city.

STRONG CUSTOMER INSIGHTS - CONSTANTLY INNOVATING NEW ATTRACTIONS

- In-depth understanding of customer preference and needs helps while conceptualising new rides
- Won the IAAPI** excellence award for the highest number and variety of innovative rides four times

OUR FUTURE GROWTH STRATEGY



SCALABILITY – EXPANSION THROUGH SETTING NEW AMUSEMENT PARKS

- Already acquired 49.57 acres of land near Hyderabad and in the process of acquiring land in Chennai

FOCUS ON IMPROVISING EXISTING PARKS TO IMPROVE FOOTFALLS

- Evaluate customer preferences to innovate attractions based on popular concepts
- Develop the undeveloped land at existing parks to increase operational capacity

ENHANCED VISITOR EXPERIENCE THROUGH PARKS INTEGRATED WITH RESORTS

- Wonderla Resort enables visitors to stay longer at the park and increases spends
- Enhance visitor experience at other parks by integrating them with resorts

EXPAND IN-HOUSE RIDE DESIGN AND MANUFACTURING CAPABILITIES

- Introduce new rides and attractions based on customer preferences and research done by visiting parks in other parts of the world
- Continue to invest in new manufacturing facilities at upcoming parks

EXPAND REVENUE STREAMS AND INNOVATING MARKETING INITIATIVES TO SUPPLEMENT INCOME FROM ENTRY FEES

- Bolster revenues from entry tickets by offering value-added services
- Introduce character and theme based attractions and promote this through marketing initiatives , ad campaigns using media as well as tour operators



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These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond Wonderla’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of Wonderla.

In particular, such statements should not be regarded as a projection of future performance of Wonderla. It should be noted that the actual performance or achievements of Wonderla may vary significantly from such statements.



THANK YOU



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