



Q2 & H1 FY22  
RESULT UPDATE  
November 2021



- Q2 & H1 FY22 HIGHLIGHTS
- BUSINESS UPDATES
- FINANCIALS
- COMPANY OVERVIEW



## Q2 & H1 FY22 OPERATIONAL HIGHLIGHTS

- The second wave of Covid-19 continued to impact the operations in Q2. All of our parks remained closed for operation from mid April till July.
- Subsequently, as the second wave receded, as per the unlock guidelines by respective state governments, Hyderabad park re-opened on 5<sup>th</sup> August , followed by Bangalore park on 12<sup>th</sup> August and Kochi park on 1<sup>st</sup> September. The resort at Bangalore had resumed operations on 5<sup>th</sup> July.
- In Q2 FY22, gross revenue was INR 18.3 cr vs INR 1.8 cr in Q2 FY21. EBITDA loss for the quarter was at INR 3.5 cr as against INR 9.1 cr in Q2 FY21.

During the quarter, the Company focused its efforts on-

- Vaccination - achieved 100% vaccination of both on & off roll staff
- Maintaining high standards of safety & hygiene with COV- Safe protocols
- Controlling costs and preserving cash
- Marketing initiatives around events like Teachers Day, Ganesh Chaturthi, Grandparents Day, Engineers Day etc to drive footfalls



## BUSINESS UPDATES

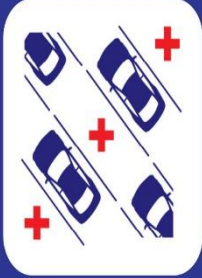
- As a gesture of gratitude, in the first three days of reopening, the company offered free entry to COVID Angels at all our parks. This initiative was very well received and admired by the people and we saw COVID angels register footfalls of 2,612 at Hyderabad park; 4,481 at Bangalore park and 3,343 at Kochi Park.
- Initially, the parks were open on the weekends and public holidays with an introductory prices of INR 799.
- September onwards, Bangalore & Hyderabad parks have been operational all days of the week and Kochi park for four days a week, with normal ticket pricing
- During the quarter, the resort achieved 23% occupancy with an ARR of INR 3,711 . Total rooms occupied for the period : 1,694.
- Footfalls:

| Location     | Q2 FY22         | H1 FY22         |
|--------------|-----------------|-----------------|
| Bangalore    | 79,781          | 90,952          |
| Kochi        | 17,595          | 29,607          |
| Hyderabad    | 50,150          | 61,452          |
| <b>Total</b> | <b>1,47,526</b> | <b>1,82,011</b> |



# Precautions in place at parks

## PRE-ENTRY SAFETY PROTOCOLS



**PARKING INSTRUCTIONS  
TO BE FOLLOWED.**



**TEMPERATURE CHECK  
IS MANDATORY BEFORE ENTRY.**



**SAFETY INFO SIGNAGES ARE  
DISPLAYED ACROSS THE PARK  
FOR GUESTS TO FOLLOW.**



**REDUCED CAPACITY  
WITH LIMITED TICKETS TO  
ENSURE PHYSICAL DISTANCING.**

## HEALTH & SAFETY INSTRUCTIONS



**ADVANCE ONLINE  
BOOKING  
IS MANDATORY.**



**IF FLU SYMPTOMS APPEAR,  
INFORM US TO MAKE  
NECESSARY ARRANGEMENTS.**



**WEARING MASKS IS  
COMPULSORY.**



**USE CONTACTLESS  
PAYMENTS FOR  
ALL TRANSACTIONS.**



**ADVISE TO INSTALL  
THE AROGYA SETU APP  
ON GUEST PHONES.**



**PHYSICAL  
DISTANCING TO BE  
MAINTAINED.**



**TEMPERATURE  
CHECK IS  
MANDATORY  
BEFORE ENTRY.**



**SAFETY INFO SIGNAGES  
ARE DISPLAYED ACROSS  
THE PARK FOR GUESTS  
TO FOLLOW.**



**ALWAYS COVER  
COUGH AND SNEEZE  
WITH YOUR ARM OR  
USE A TISSUE  
OR UPPER SLEEVES**



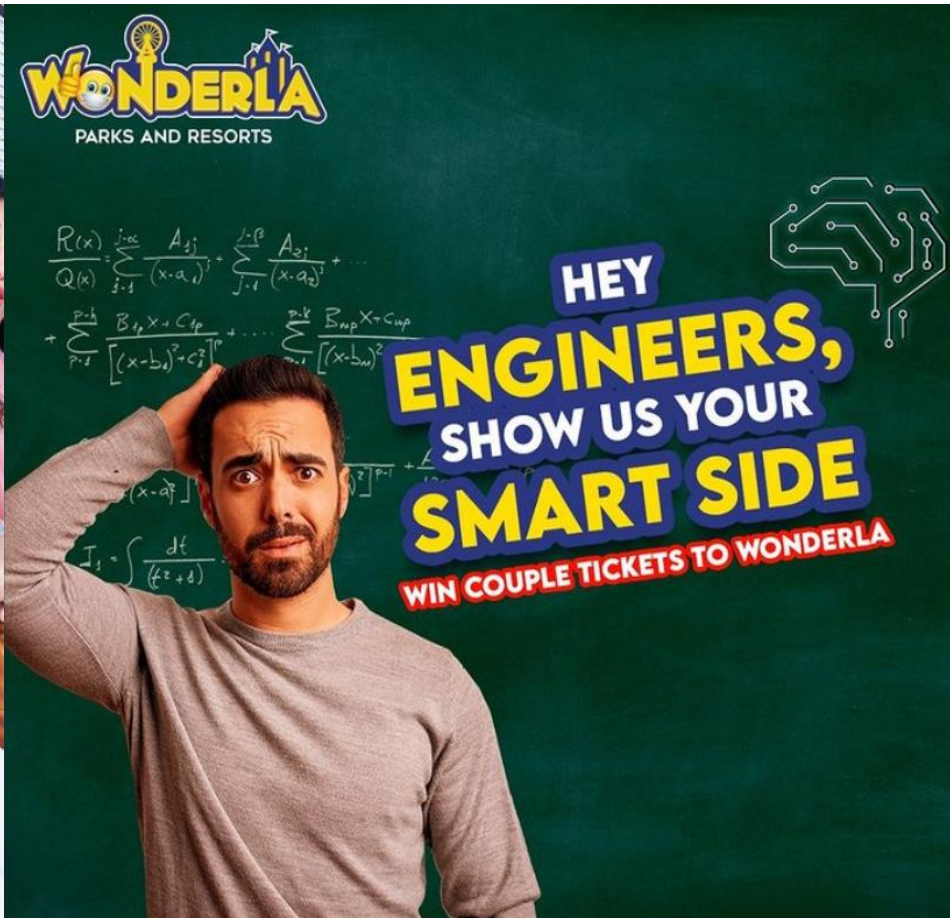
**WONDERLA**  
PARKS AND RESORTS

**A GRAND OFFER FOR GRANDPARENTS**

**1+1 OFFER**  
ON 12<sup>TH</sup> SEP  
ONLY ON THE FIRST 500 TICKETS

COV-Safe  
Covered Safety  
CERTIFICATION

A photograph of a smiling grandfather with a white beard and a young girl, both looking excited. The background shows a roller coaster track.



**WONDERLA**  
PARKS AND RESORTS

**HEY ENGINEERS, SHOW US YOUR SMART SIDE**

**WIN COUPLE TICKETS TO WONDERLA**

$$\frac{P(x)}{Q(x)} = \sum_{j=1}^{i-\infty} \frac{A_{1j}}{(x-a_1)^j} + \sum_{j=1}^{l-\beta} \frac{A_{2j}}{(x-a_2)^j} + \dots$$

$$+ \sum_{p=1}^{p-1} \frac{B_{1p}x + C_{1p}}{[(x-b_1)^2 + c^2]^p} + \dots + \sum_{p=1}^{p-k} \frac{B_{kp}x + C_{kp}}{[(x-b_k)^2]^p} + \dots$$

$$I_1 = \int \frac{dx}{(x^2 + d)}$$

A photograph of a man with a beard looking thoughtful, with his hand on his head. The background is a chalkboard with mathematical formulas and a circuit diagram.



**WONDERLA**  
PARKS AND RESORTS

**COVID-Safe**  
Covered Safety  
CERTIFICATION

**DAUGHTERS  
DESERVE  
FREE ENTRY.  
ON 26<sup>TH</sup> SEP**

CELEBRATING  
DAUGHTERS' DAY  
AT WONDERLA.



**WONDERLA**  
PARKS AND RESORTS

**NAME: LORD GANESHA  
PARK ENTRY: FREE**

ONLY FOR THE FIRST 100 PEOPLE

## FINANCIALS - P&L STATEMENT

| Particulars (Rs mil)                     | Q2 FY 22     | Q2 FY 21     | H1 FY 22      | H1 FY 21      |
|--|--------------|--------------|---------------|---------------|
| <b>Revenue from Operations</b>           | <b>172.1</b> | <b>1.8</b>   | <b>215.6</b>  | <b>2.0</b>    |
| Cost of materials consumed               | 8.4          | 0.8          | 11.0          | 0.8           |
| Purchase of stock-in-trade               | 8.7          | -1.4         | 13.6          | -1.5          |
| Changes in inventories of stock-in-trade | 1.1          | 2.2          | -1.2          | 2.4           |
| Employee benefits expense                | 77.1         | 47.5         | 149.1         | 101.2         |
| Other expenses                           | 111.7        | 44.2         | 179.3         | 109.4         |
| Total Expense                            | 207.0        | 93.2         | 351.8         | 212.2         |
| <b>EBITDA</b>                            | <b>-35.0</b> | <b>-91.4</b> | <b>-136.2</b> | <b>-210.2</b> |
| Other Income                             | 11.2         | 15.8         | 22.0          | 34.0          |
| Depreciation                             | 95.8         | 126.4        | 193.9         | 230.3         |
| Finance Cost                             | 0.8          | 1.3          | 1.7           | 2.8           |
| PBT                                      | -120.4       | -203.3       | -310.0        | -409.2        |
| Tax Expense                              | -27.6        | -45.4        | -84.6         | -106.1        |
| PAT                                      | -92.8        | -158.0       | -225.4        | -303.1        |



# FINANCIALS - BALANCE SHEET

| Particulars (Rs mil)                | 30-Sep-21      | 31-Mar-21      | Particulars (Rs mil)             | 30-Sep-21      | 31-Mar-21      |
|-------------------------------------|----------------|----------------|----------------------------------|----------------|----------------|
| <b>Equity</b>                       |                |                | <b>ASSETS</b>                    |                |                |
| Equity share capital                | 565.5          | 565.3          | <b>Non-current assets</b>        |                |                |
| Other equity                        | 7,305.1        | 7,529.8        | Property, plant and equipment    | 7,290.1        | 7,451.0        |
|                                     | <b>7,870.6</b> | <b>8,095.1</b> | Capital work-in-progress         | 359.3          | 345.1          |
| <b>Liabilities</b>                  |                |                | Intangible assets                | 7.1            | 12.1           |
| Lease Liabilities                   | 21.1           | 27.4           | Intangible assets under develop. | 0.4            | 0.3            |
| Provisions                          | 55.8           | 44.5           | Right to use Assets              | 29.1           | 36.8           |
| Deferred tax liabilities (net)      | 559.9          | 644.6          | Loans                            | 1.9            | 1.7            |
|                                     | <b>636.8</b>   | <b>716.6</b>   | Other financial assets           | 45.4           | 27.2           |
| <b>Current liabilities</b>          |                |                | Other non-current assets         | 67.8           | 69.8           |
| Lease Liabilities                   | 11.4           | 12.0           |                                  | <b>7,801.1</b> | <b>7,943.9</b> |
| Trade payables                      | 144.3          | 147.2          | <b>Current assets</b>            |                |                |
| Other financial liabilities         | 3.9            | 7.3            | Inventories                      | 75.1           | 71.6           |
| Other current liabilities           | 25.9           | 14.6           | Investments                      | 402.7          | 534.5          |
| Provisions                          | 112.1          | 118.4          | Trade receivables                | 5.6            | 4.8            |
|                                     | <b>297.7</b>   | <b>299.5</b>   | Cash and cash equivalents        | 28.1           | 213.8          |
| <b>TOTAL EQUITY AND LIABILITIES</b> | <b>8,805.1</b> | <b>9,111.1</b> | Other balances with banks        | 331.6          | 181.0          |
|                                     |                |                | Loans                            | 6.8            | 6.7            |
|                                     |                |                | Other financial assets           | 5.3            | 9.5            |
|                                     |                |                | Other current assets             | 148.9          | 145.2          |
|                                     |                |                |                                  | <b>1,004.0</b> | <b>1,167.2</b> |
|                                     |                |                | <b>TOTAL ASSETS</b>              | <b>8,805.1</b> | <b>9,111.1</b> |

# COMPANY OVERVIEW – BOARD OF DIRECTORS & MANAGEMENT TEAM



|   |   |
|---|---|
| <b>KOCHOUSEPH CHITILAPPILLY</b><br>PROMOTER AND<br>CHAIRMAN EMERITUS,<br>WONDERLA | <ul style="list-style-type: none"> <li>• 20 years in the industry</li> <li>• Founded V-Guard Industries Ltd., a publicly listed company since 2008 and is currently its Chairman Emeritus</li> <li>• Post Graduate Degree in Physics</li> </ul> |
|---|---|

|   |   |
|---|---|
| <b>ARUN KOCHOUSEPH CHITILAPPILLY</b><br>PROMOTER AND<br>MANAGING DIRECTOR | <ul style="list-style-type: none"> <li>• 15+ years in the industry</li> <li>• Holds a masters degree in industrial engineering</li> <li>• Actively involved in day-to-day operations and management of Wonderla since 2003</li> </ul> |
|---|---|

|  |  |
|--|--|
| <b>M RAMACHANDRAN</b><br>CHAIRMAN &<br>INDEPENDENT<br>DIRECTOR | <ul style="list-style-type: none"> <li>• 45+ years of work experience</li> <li>• Served as partner for 20 years with audit firm Deloitte Haskins &amp; Sells LLP</li> <li>• Member of ICAI &amp; ICSI</li> </ul> |
|--|--|

|   |   |
|---|---|
| <b>R LAKSHMINARAYANAN</b><br>VICE CHAIRMAN &<br>NON-EXECUTIVE<br>DIRECTOR | <ul style="list-style-type: none"> <li>• 40+ years of work experience in Retail &amp; Marketing</li> <li>• Chairman in Jyothi Labs Limited</li> </ul> |
|---|---|

|   |  |
|---|--|
| <b>GEORGE JOSEPH</b><br>NON-EXECUTIVE<br>DIRECTOR | <ul style="list-style-type: none"> <li>• 40+ years work experience</li> <li>• Ex-Chairman &amp; MD- Syndicate Bank</li> <li>• Director at Credit Access Grameen</li> </ul> |
|---|--|

|  |   |
|--|---|
| <b>GOPAL SRINIVASAN</b><br>INDEPENDENT<br>DIRECTOR | <ul style="list-style-type: none"> <li>• 40+ years work experience</li> <li>• Chairman &amp; MD- TVS Capital Funds Pvt Ltd &amp; Chairman- TVS Electronics Ltd</li> </ul> |
|--|---|

|  |  |
|--|--|
| <b>PRIYA SARAH CHEERAN JOSEPH</b><br>NON-EXECUTIVE<br>DIRECTOR | <ul style="list-style-type: none"> <li>• 15+ years in the Industry</li> <li>• Was involved in F&amp;B Operations and HR department of Wonderla since 2005</li> </ul> |
|--|--|

|  |  |
|--|--|
| <b>ANJALI NAIR</b><br>INDEPENDENT DIRECTOR | <ul style="list-style-type: none"> <li>• 20+ years of executive experience in development and commercialization of hi-tech products that are software-driven, incorporating Design Thinking, Data Sciences, advanced algorithms and applied Artificial Intelligence.</li> <li>• Working as COO SP Life Care Pvt Ltd</li> </ul> |
|--|--|

|  |  |
|--|--|
| <b>SIVADAS M.</b><br>PRESIDENT –<br>OPERATIONS | <ul style="list-style-type: none"> <li>• 28 years of experience</li> <li>• Bachelor’s Degree in Physics</li> </ul> |
|--|--|

|  |  |
|--|--|
| <b>SATHEESH SESHADRI</b><br>CHIEF FINANCIAL<br>OFFICER (CFO) | <ul style="list-style-type: none"> <li>• 25 years of experience</li> <li>• Worked in Finance &amp; Accounts at Bangalore International Airport, Dubai Transport Corporation</li> <li>• Chartered Accountant &amp; SAP ERP certified</li> </ul> |
|--|--|

|   |   |
|---|---|
| <b>MAHESH M.B.</b><br>AVP –<br>COMMERCIAL | <ul style="list-style-type: none"> <li>• 22 years of experience</li> <li>• MBA in International Business</li> </ul> |
|---|---|

|  |   |
|--|---|
| <b>AJIKRISHNAN A. G.</b><br>VP – ENGINEERING<br>& IT | <ul style="list-style-type: none"> <li>• 25+ years of experience</li> <li>• B.E, MBA</li> </ul> |
|--|---|



## 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 – Rs 3,500 mn including Land cost

- Typical Target Audience is the Middle class which can spend Rs 4,000-5,000 per trip for a Family
- All three Parks have Land as well as Water rides under the same Ticket
- Average ticket prices in the range of Rs 800 – Rs 1200

- All three Operational Parks have large Land Parcels and have good connectivity (Within 15-25 km from the city)
- Parks provide a thrilling & unforgettable experience to visitors from neighbouring states like Tamil Nadu and Andhra Pradesh while also being an attractive tourist spot for pan India population



## OVER A DECADE OF OPERATIONAL EXPERIENCE AND BRAND EQUITY

- 20+ yrs of successful operations of the parks has built significant brand equity
- Mr. Kochouseph and Mr. Arun have over 20 yrs and 15+ 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

- Owns 93.17 acres in Kochi, 81.75 acres in Bangalore and 49.50 acres in Hyderabad, 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

## SCALABILITY – EXPANSION THROUGH SETTING NEW AMUSEMENT PARKS

- Currently in process of Construction of Project in Chennai as well as identifying potential opportunities for setting up new parks in other key geographies
- Board has recently approved setting up another park in Odisha

## 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
- Efforts to cover tourists through portals developed for tour operators.

## ENHANCED VISITOR EXPERIENCE THROUGH PARKS INTEGRATED WITH RESORTS

- Wonderla Resort enables visitors to stay longer at the park & increases spend per head
- Enhance visitor experience at other parks by integrating them with resorts
- Introduced stay & paly scheme at Kochi park in association with a leading hotel

## 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

*Wonderla parks in Bangalore, Kochi and Hyderabad were ranked at #3, #8 and #17 respectively in India by Tripadvisor (2021)*

*Wonderla Bangalore ranked 11<sup>th</sup> Best in Asia.*



## FOR FURTHER QUERIES -



**Mr. Satheesh Seshadri**  
**CFO**

Email -  
satheesh.seshadri@wonderla.com

**DICKENSON**

**Mehul Mehta/Nachiket Kale**  
**IR Consultant**  
**Dickenson World**

Contact No : +91 9920940808  
Email - wonderla@dickensonworld.com

# THANK YOU

### Disclaimer

This presentation and the following discussion may contain “forward looking statements” by Wonderla Holidays Limited (“Wonderla” or the Company) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of Wonderla about the business, industry and markets in which Wonderla operates.

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.