



**Q4 & FY23
INVESTOR PRESENTATION**

May 2023



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& Operational Highlights
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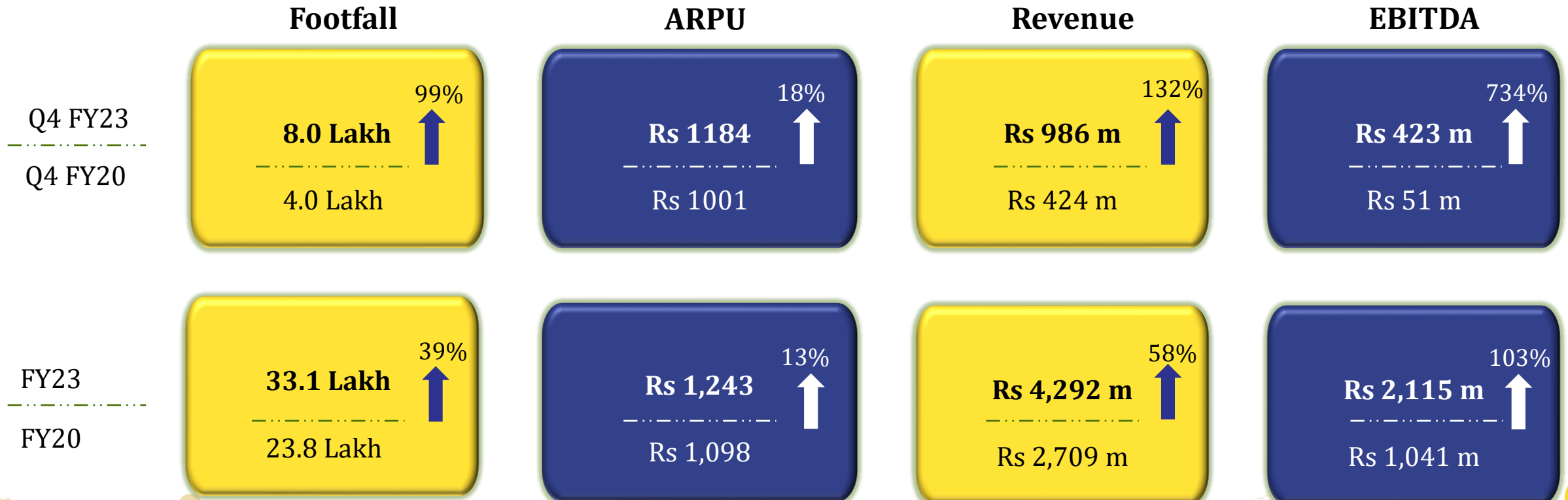
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Q4 & FY23 Result Highlights*

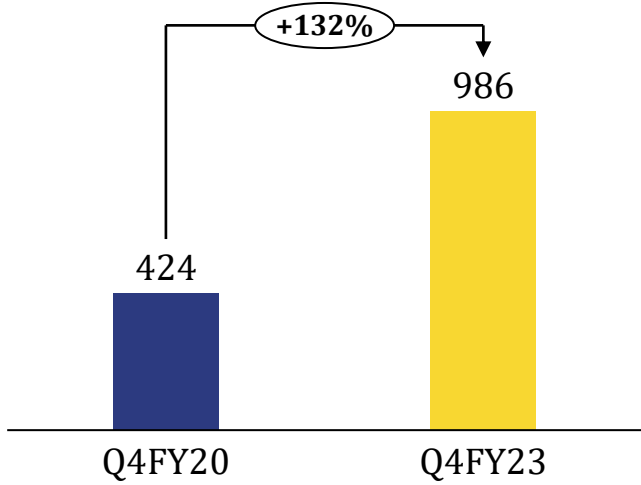
Our highest EPS ever, surpassing previous record by more than 2x



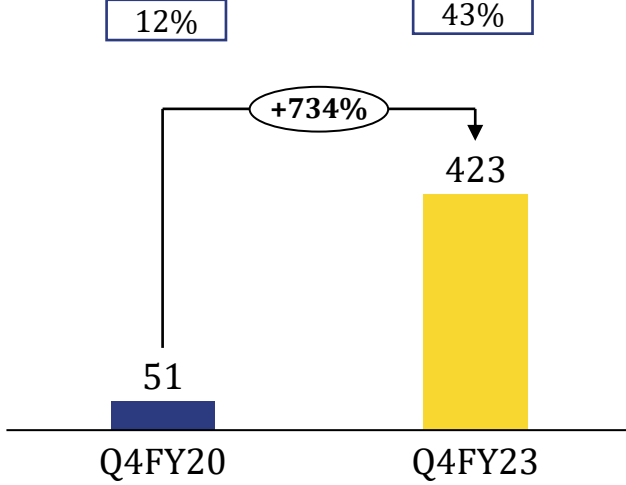
*Note: All figures in the document have been compared to Q4 & FY20, for a like-to-like pre-Covid full scale operational result

Q4 & FY23 Result Highlights

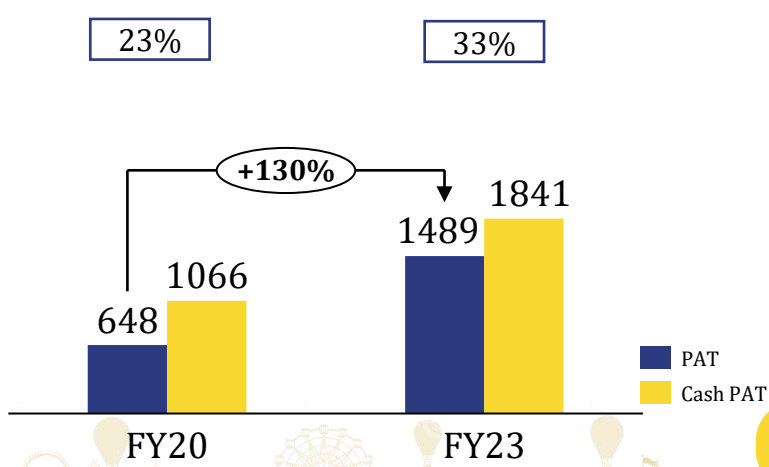
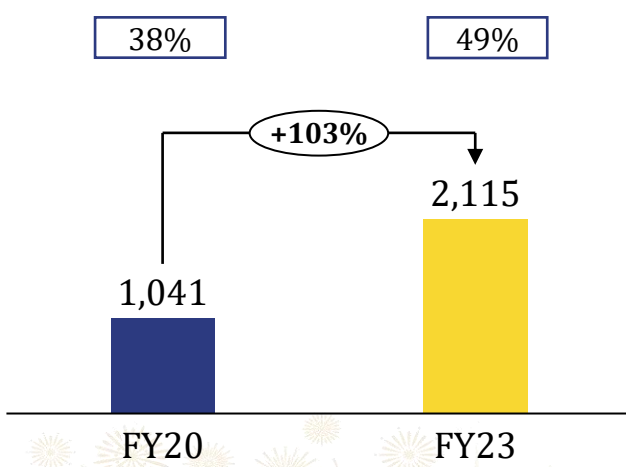
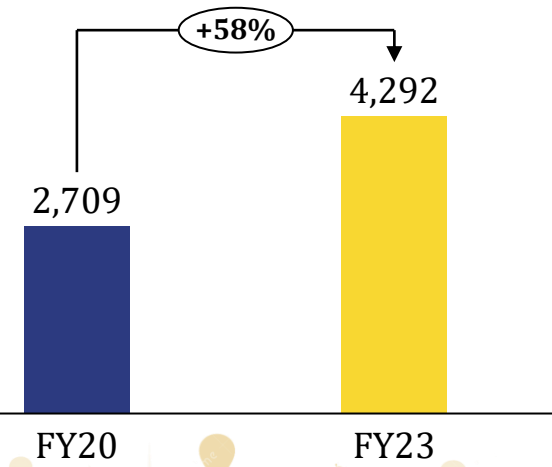
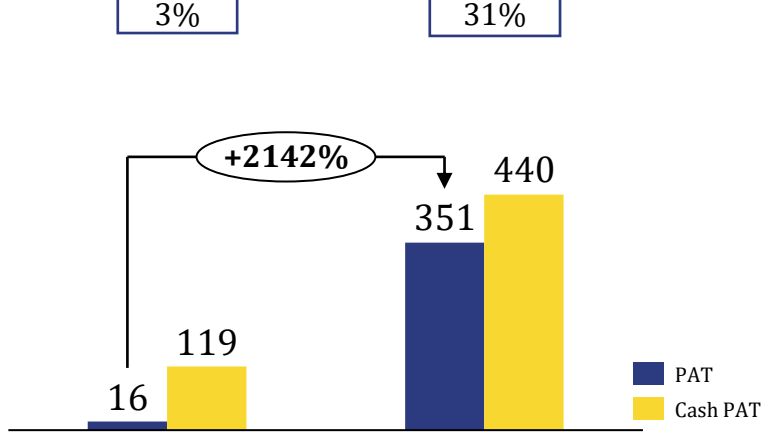
Revenue



EBITDA & EBITDA Margin



PAT, CASH PAT & PAT Margin



Note: All figures in Rs million

- A blockbuster year wherein we recorded our highest EPS ever, clocking 130% growth over earlier peak EPS of FY20.
- Smashed previous records across multiple parameters, registering **All Time high footfall, revenue EBITDA & PAT**.
- 5th consecutive quarter of double-digit footfall growth: strong growth momentum led to an average 39% footfall growth across all park in FY23 (over the base of FY20). Encouraging response from school groups coupled with strong walk-in & group footfalls
- Surpassed the milestone of **33 Lakh footfalls** in FY23. All our parks witnessed strong footfall growth compared to pre-covid base of Q4 & FY20, leading to record breaking numbers at all our parks:
Q4 FY23: Bengaluru- 96% , Hyderabad – 73%, Kochi – 128%
FY23: Bengaluru- 33% , Hyderabad – 37% , Kochi – 47%
- Q4 FY23 ARPU at Rs 1,184 with a stellar 18% growth and FY23 ARPU at Rs 1,243 grew by 13% (base of Q4 & FY20).
- Marquee musical concerts, festivities and occasions continue to draw crowds with people thronging to Wonderla as their favourite destination to mark events & make memories for a lifetime
- Sharp uptick in Resort Performance; Revenue up 58% over FY20 registering **high occupancy of 69% in FY23**
- Orissa Park construction commenced and progress in full swing
- Recommended Dividend of 25%, Rs. 2.50 per equity share of Rs. 10/- each

Marketing Initiatives

Wonderla
PARKS AND RESORTS

Super Sankranti
9-15 JAN 2023
JOY OVERFLOWS

CELEBRATE NEW BEGINNINGS WITH US AT WONDERLA **BOOK NOW**

Wonderla
PARKS AND RESORTS

Valentine's Week
10 - 14 FEB

DINE WITH YOUR HEADS IN THE CLOUDS

CELEBRATE THIS VALENTINE'S DAY WITH YOUR SPECIAL ONE AT WONDERLA'S SKY WHEEL

HURRY, BOOK NOW

Wonderla
PARKS AND RESORTS

DECYBEL

Le twins LO/ST

25TH MARCH, WONDERLA BENGALURU

Tickets live on [wonderla](#) [bookmyshow](#) [pressinsider](#)

BOOK NOW

Wonderla
PARKS AND RESORTS

DECYBEL

~~₹1599/-~~
₹799/-

FLASH SALE

LIVE NOW

BIGGEST EDM FESTIVAL
ON 25TH MARCH AT WONDERLA BENGALURU

TO BOOK SCAN THE QR CODE

FOR MORE DETAILS, VISIT: WWW.WONDERLA.COM OR CALL: 95911 24268 / 70220 41127

Wonderla
PARKS AND RESORTS

RANG BARSE, LADIES!

PARK ENTRY ONLY FOR WOMEN, ON 8TH MARCH

COME CELEBRATE BUY PARK ENTRY TICKET & ENJOY HOLI CELEBRATIONS ABSOLUTELY FREE

HERBAL COLOURS WILL BE PROVIDED AT WONDERLA. OUTSIDE COLOURS WILL STRICTLY NOT BE PERMITTED. **BOOK NOW**

Wonderla
PARKS AND RESORTS

Rocking @ 23
23 YEARS OF KOCHI PARK

WONDERLA KOCHI ANNIVERSARY OFFER

BUY 1 GET 1 FREE
FOR PEOPLE BORN IN APRIL

VALID FROM 1ST - 30TH APRIL

OFFER APPLICABLE FOR WONDERLA KOCHI PARK ONLY **BOOK NOW**

Wonderla
PARKS AND RESORTS

Sunday BRUNCH
AT WONDERLA RESORT, BENGALURU

EVERY SUNDAY
12:00 NOON - 3:30 PM

LIVE MUSIC | LIVE COUNTERS
COCKTAILS / MOCTAILS & MORE

T&C APPLY

Wonderla
PARKS AND RESORTS

BEFORE EXAM
HALL TICKET

AFTER EXAM
TICKET TO FUN

SHOW YOUR **HALL TICKETS** & ENJOY **35% OFF** AT ALL WONDERLA PARKS.

ONLY FOR 10TH, 11TH AND 12TH CLASS

T&C APPLY

Republic Day Celebrations



Women's Day Celebration across Parks



Easter's Sunday Celebrations at Kochi & Hyderabad Parks



Attractive Food Offerings Introduced in Q4



Classic Shawarma



Mandi Biryani



Falafel with Tahini



Chip & Dip



Kabsa



Alfham Mandi



Tabouleh



Wonderla Special



Project Pipeline



Participation in Global Investor Summit organised by the Madhya Pradesh Government



Active discussions for New Amusement Park Development with Goa and Punjab Governments





**Q4 & FY23
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

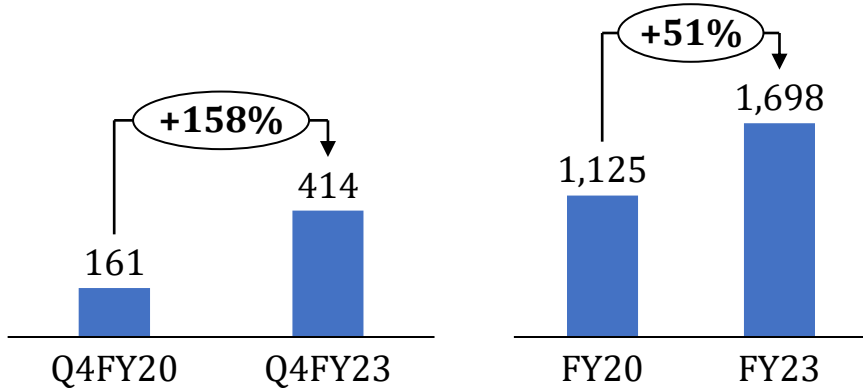


40 Land Rides

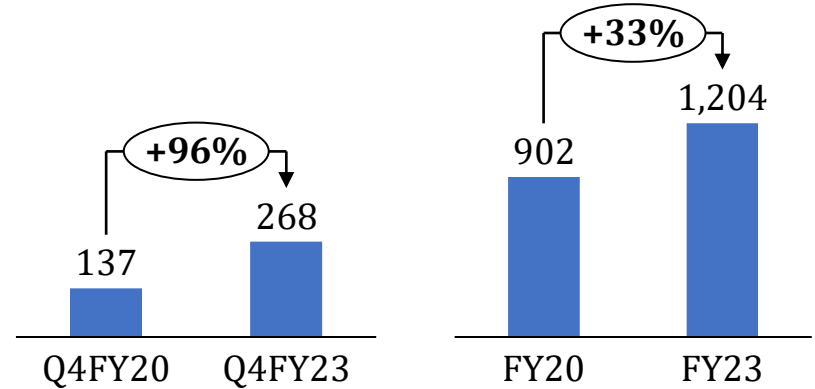


21 Wet Rides

Revenue (Rs in Mn)

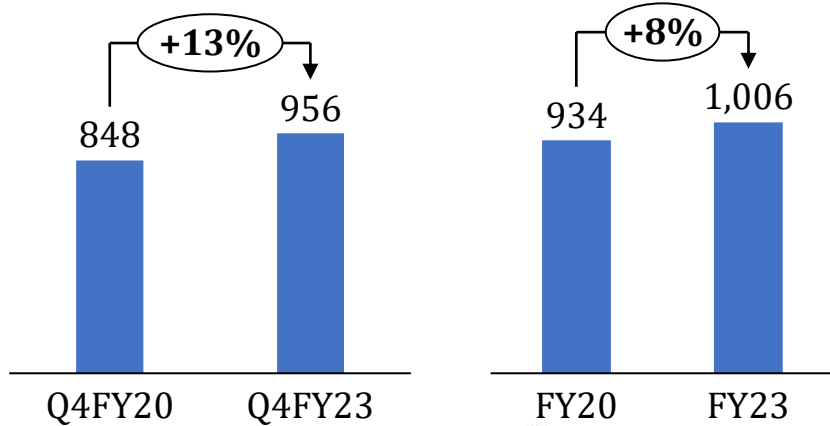


Footfalls (In '000)

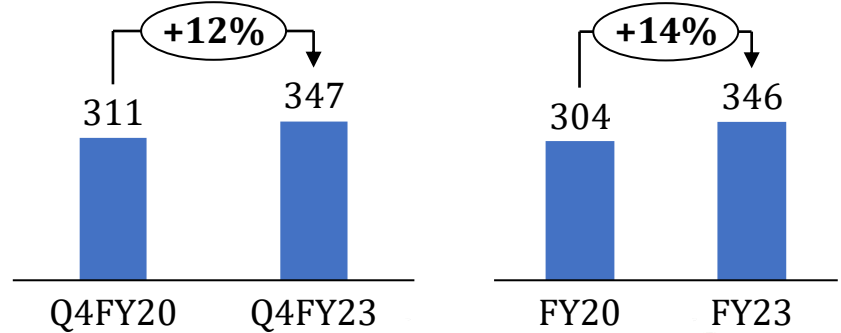


ARPU (in Rs)

Average Ticket Revenue



Average Non-Ticket Revenue





Bengaluru Park Signature Rides



WONDERLA
DECYBEL

DECYBEL Event Bengaluru Park



WONDERLA
PARKS AND RESORTS

DECYBEL

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



| | Q4 FY20 | Q4 FY23 | YoY % |
|--------------------------|---------|---------|-------|
| Total Revenues (Rs Mn) * | 21.3 | 34.0 | 60% |
| Occupancy % | 33% | 49% | |
| Avg. Room Rental (Rs) | 4,392 | 5,299 | 21% |

| | FY20 | FY23 | YoY % |
|--------------------------|-------|-------|-------|
| Total Revenues (Rs Mn) * | 110.7 | 174.5 | 58% |
| Occupancy % | 45% | 69% | |
| Avg. Room Rental (Rs) | 4,738 | 5,017 | 6% |



Portfolio Update – Kochi Park



Launched
2000

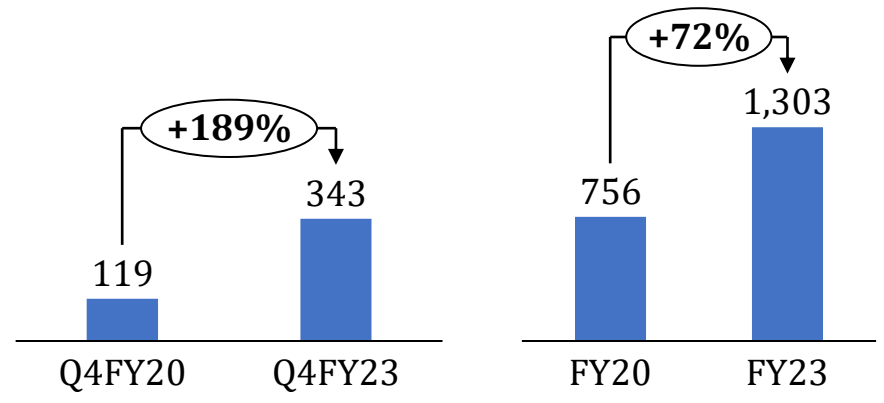


33 Land Rides

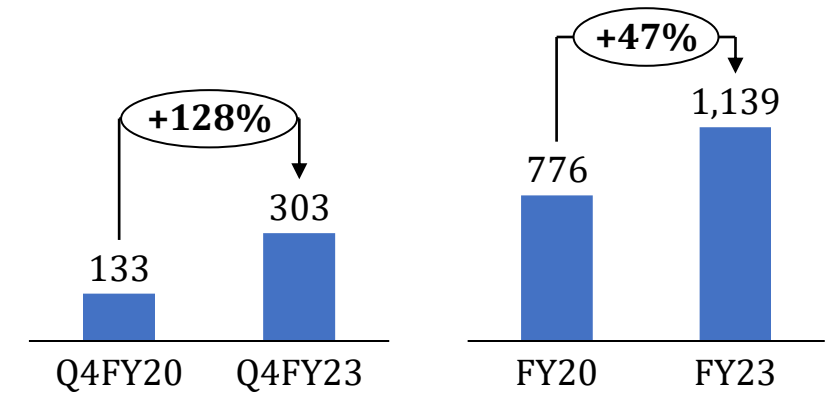


21 Wet Rides

Revenue (Rs in Mn)

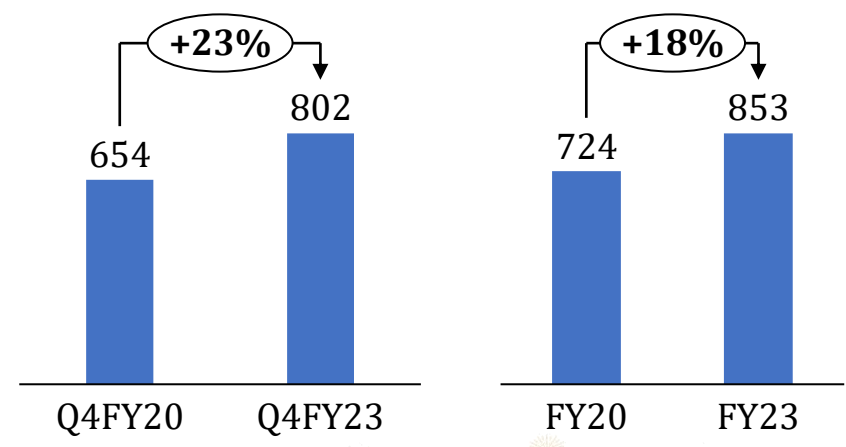


Footfalls (In '000)

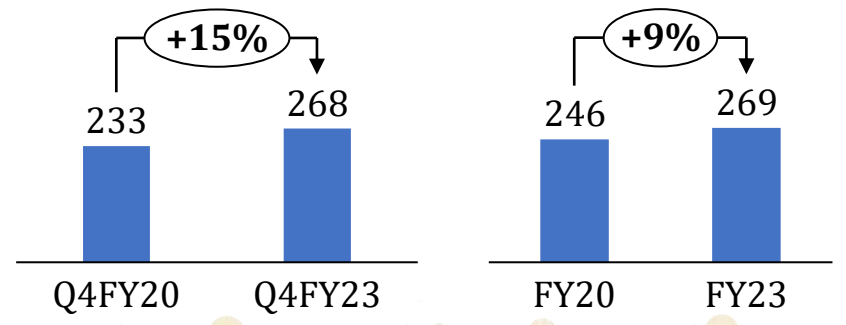


ARPU (in Rs)

Average Ticket Revenue



Average Non-Ticket Revenue





Kochi Park Signature Rides



New Ride Launch



Inauguration of New Water Rides by actress Nikhila Vimal

Portfolio Update – Hyderabad Park

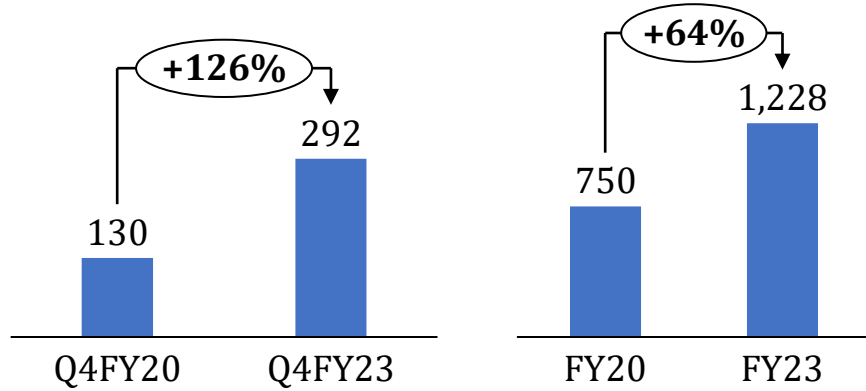


28 Land Rides

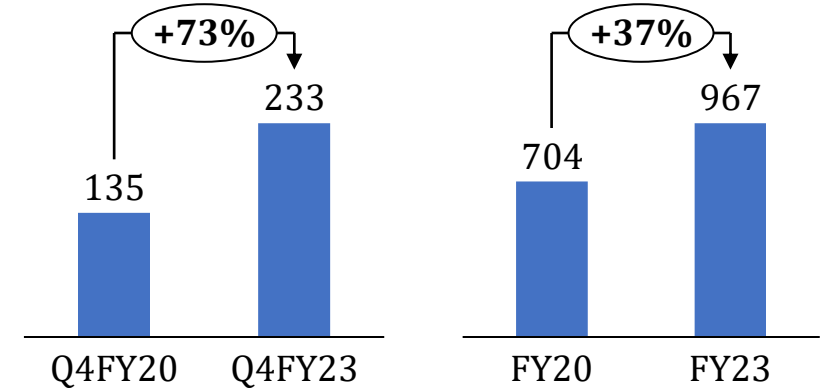


18 Wet Rides

Revenue (Rs in Mn)

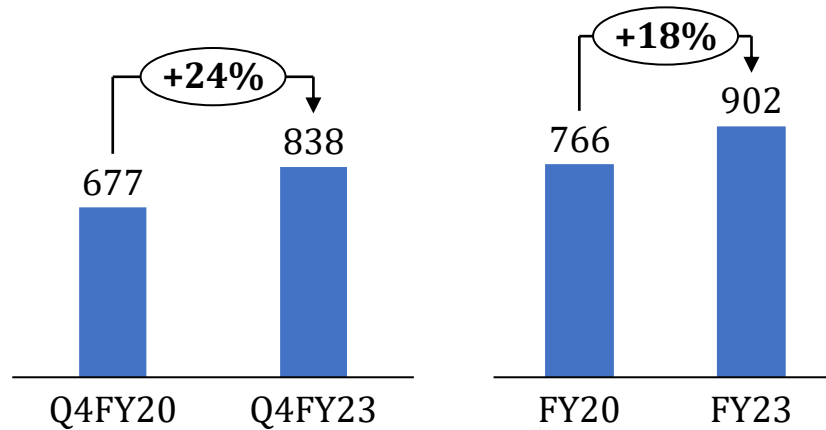


Footfalls (In '000)

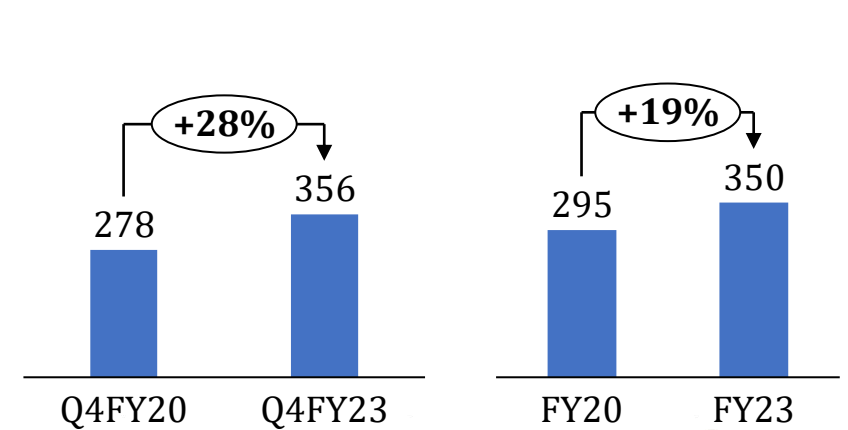


ARPU (in Rs)

Average Ticket Revenue



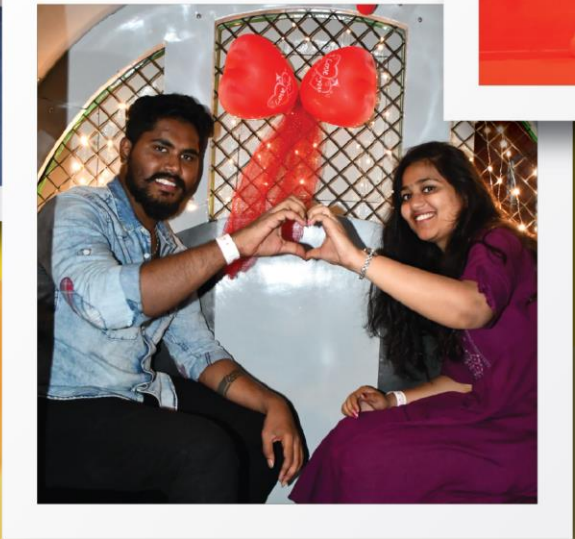
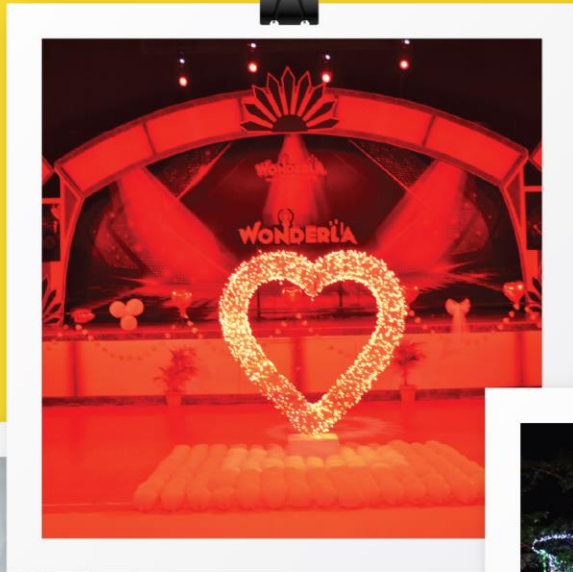
Average Non-Ticket Revenue





Hyderabad Park Signature Rides





Valentine's Day Celebrations



Q4 & FY23 Financials

Annexure

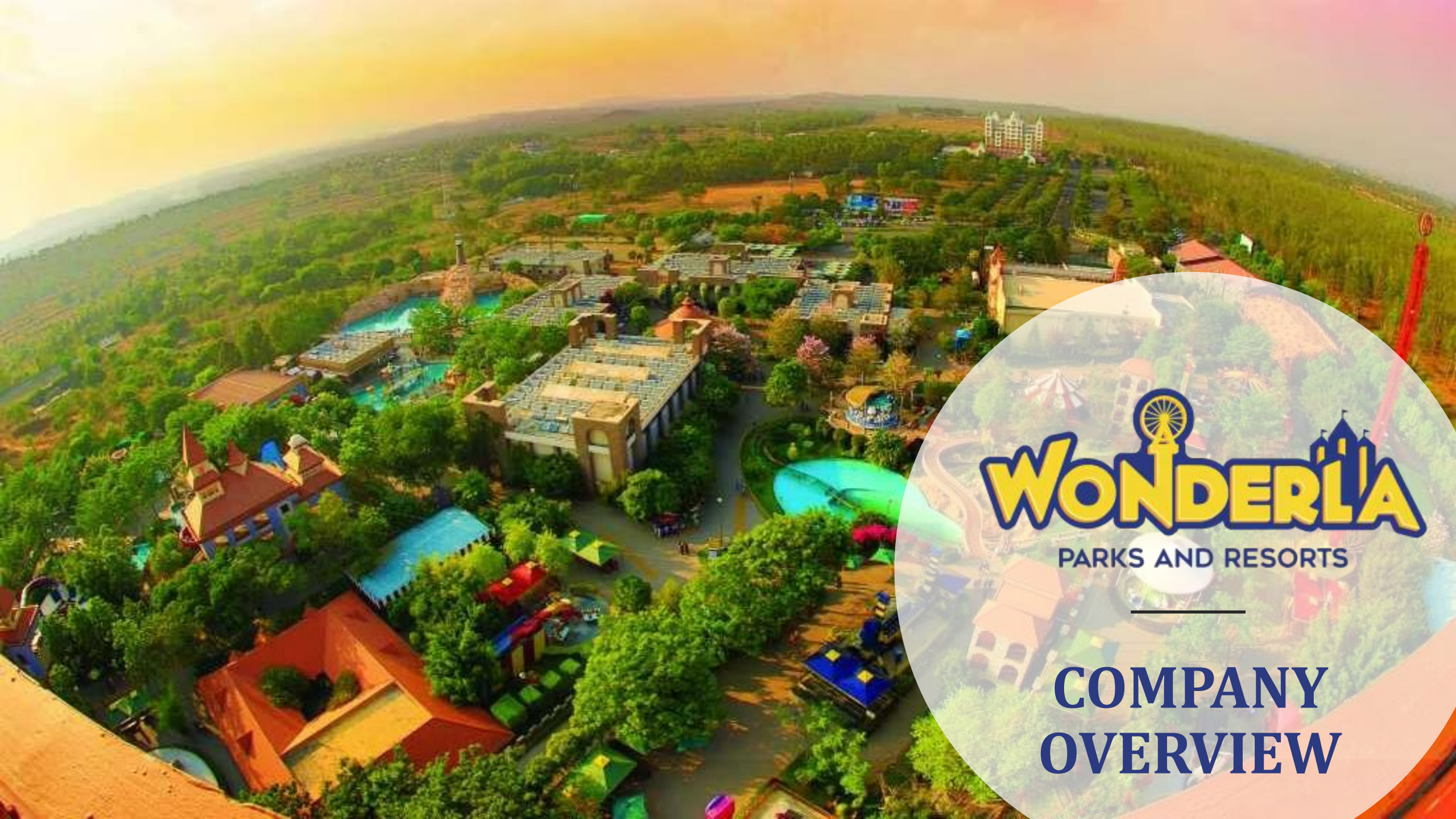
Consolidated P&L Statement

| Particulars (In Rs Mn.) | Q4 FY23 | Q4FY22 | Q4 FY 20 | FY23 | FY22 | FY 20 |
|--|----------------|--------------|--------------|-----------------|----------------|----------------|
| Revenue from Operations | 986.0 | 576.9 | 424.2 | 4,292.2 | 1,275.5 | 2,708.7 |
| Other Income | 140.4 | 17.5 | 24.9 | 232.0 | 57.5 | 120.1 |
| Total income | 1,126.3 | 594.4 | 449.1 | 4,524.2 | 1,333.0 | 2,828.8 |
| Cost of materials consumed | 57.1 | 29.3 | 23.6 | 229.3 | 65.9 | 131.4 |
| Purchase of stock-in-trade | 48.9 | 34.9 | 22.2 | 218.4 | 73.9 | 158.6 |
| Changes in inventories of stock-in-trade | 1.0 | -1.6 | 4.7 | -6.0 | -2.9 | -3.6 |
| Employee Expenses | 127.4 | 86.5 | 94.5 | 511.6 | 325.2 | 404.1 |
| Other Expenses | 328.3 | 231.9 | 228.5 | 1,224.2 | 611.1 | 977.2 |
| EBITDA | 563.7 | 213.4 | 75.6 | 2,346.8 | 259.7 | 1,161.1 |
| EBITDA Margin (%) | 50.0% | 35.9% | 16.8% | 51.9% | 19.5% | 41.0% |
| Depreciation | 89.8 | 95.2 | 103.5 | 352.3 | 384.1 | 417.7 |
| Finance Cost | 1.6 | 0.7 | 1.4 | 3.4 | 3.1 | 6.8 |
| PBT | 472 | 118 | -29 | 1,991.14 | -127.54 | 736.69 |
| Exceptional Item | - | - | 33.5 | - | - | 189.2 |
| Tax | 121.7 | 32.5 | -11.4 | 502.1 | -32.7 | 278.0 |
| PAT | 350.5 | 85.1 | 15.6 | 1489.0 | -94.8 | 647.8 |
| PAT Margin (%) | 31.1% | 14.3% | 3.5% | 32.9% | -7.1% | 22.9% |
| EPS | 6.2 | 1.5 | 0.3 | 26.3 | -1.7 | 11.5 |

Consolidated Balance Sheet

| Balance sheet (In Rs mn) | As at 31st Mar 2023 | As at 31st Mar 2022 |
|-------------------------------------|---------------------|---------------------|
| EQUITY AND LIABILITIES | | |
| Equity | | |
| Equity share capital | 565.6 | 565.5 |
| Other equity | 8,930.6 | 7,441.2 |
| Sub Total | 9,496.2 | 8,006.7 |
| Liabilities | | |
| Borrowings | 3.1 | - |
| Lease liabilities | 47.7 | 10.0 |
| Provisions | 54.5 | 45.6 |
| Deferred tax liabilities (net) | 777.6 | 613.3 |
| Sub Total | 882.9 | 668.8 |
| Current liabilities | | |
| Borrowings | 0.1 | - |
| Lease liabilities | 18.5 | 16.4 |
| Trade payables | 257.3 | 190.0 |
| Other financial liabilities | 22.7 | 5.3 |
| Other current liabilities | 57.9 | 52.1 |
| Provisions | 27.1 | 117.3 |
| Sub Total | 383.6 | 381.1 |
| TOTAL EQUITY AND LIABILITIES | 10,762.7 | 9,056.6 |

| Balance sheet | As at 31st Mar 2023 | As at 31st Mar 2022 |
|-------------------------------|---------------------|---------------------|
| ASSETS | | |
| Non-current assets | | |
| Property, plant and equipment | 7,134.8 | 7,215.8 |
| Capital work-in-progress | 417.6 | 324.5 |
| Intangible assets | 7.3 | 4.0 |
| Right to use Assets | 123.4 | 22.1 |
| Loans | 1.2 | 1.9 |
| Other financial assets | 28.5 | 107.2 |
| Other non-current assets | 184.2 | 68.3 |
| Sub Total | 7,897.00 | 7,743.83 |
| Current assets | | |
| Inventories | 94.4 | 75.6 |
| Investments | 1,202.7 | 650.7 |
| Trade receivables | 13.9 | 12.3 |
| Cash and cash equivalents | 255.2 | 51.3 |
| Other balances with banks | 1,102.0 | 350.8 |
| Loans | 7.3 | 7.8 |
| Other financial assets | 34.3 | 16.0 |
| Other current assets | 155.9 | 148.3 |
| Sub Total | 2,865.7 | 1,312.7 |
| TOTAL ASSETS | 10,762.7 | 9,056.6 |




WONDERLA

PARKS AND RESORTS

**COMPANY
OVERVIEW**

3
Amusement
Parks

161
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 **35 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.

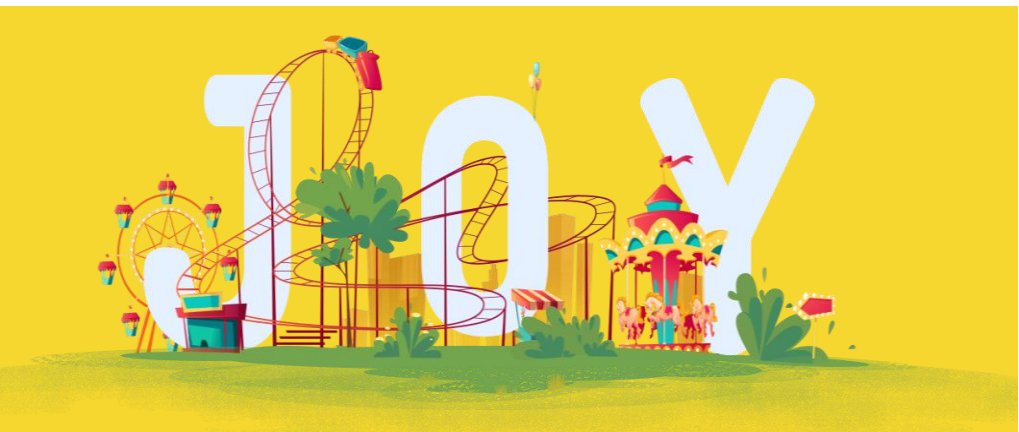


MISSION

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



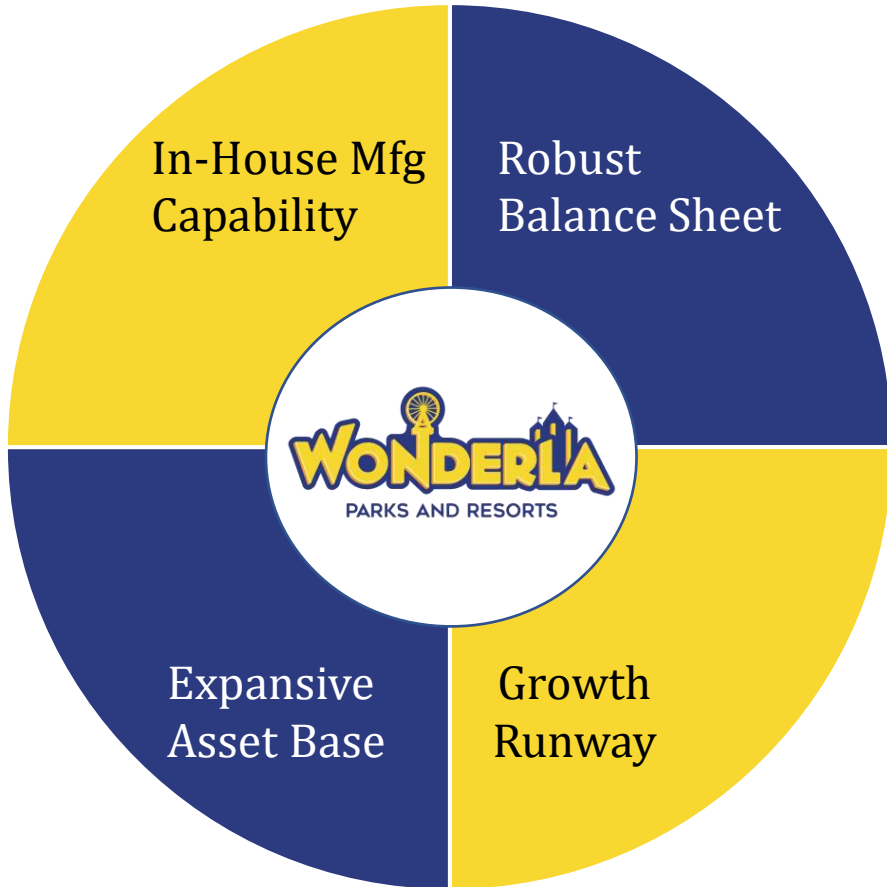
A Complete Family Entertainment Destination



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

- Chennai project awaiting regulatory(LBT) clearance
- 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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