



**Q3 & 9M FY23
INVESTOR PRESENTATION**

February 2023



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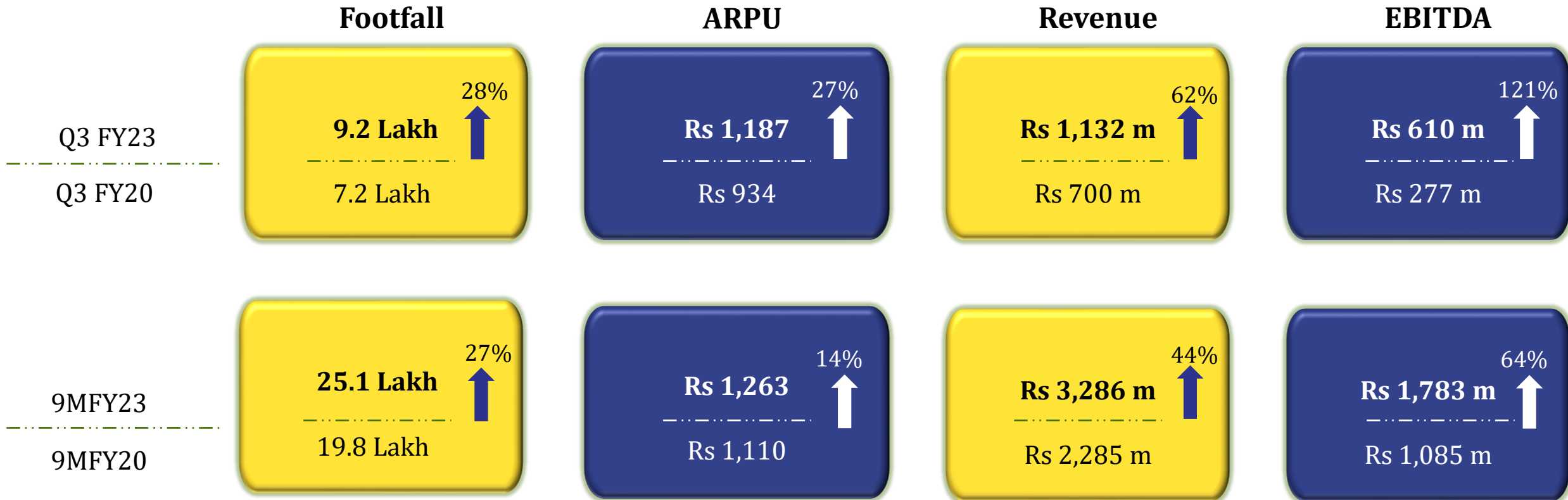
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Record Breaking Revenue & Highest EPS in history



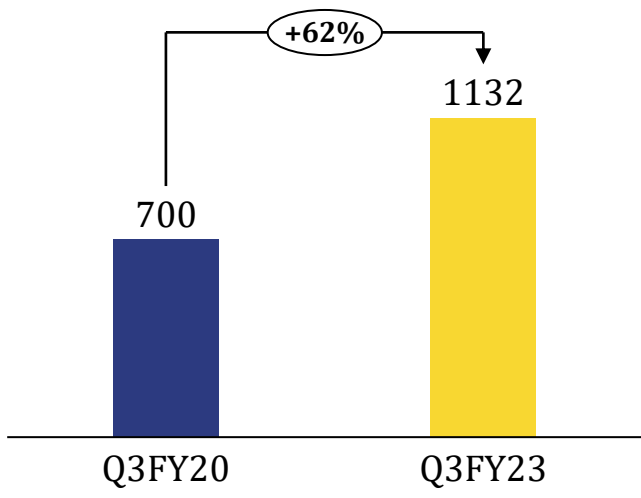
9M FY23 EPS at Rs 20.1 has grown by 80% over 9MFY20 EPS of Rs 11.1 and has set a record as **our highest EPS since inception**

*Note: All figures in the document have been compared to Q3 & 9MFY20, for a like-to-like pre-Covid full scale operational result

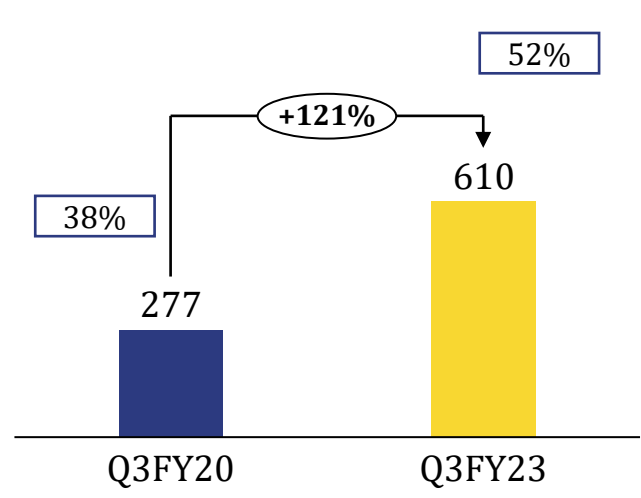
Q3 & 9M FY23 Result Highlights

All figures in Rs million

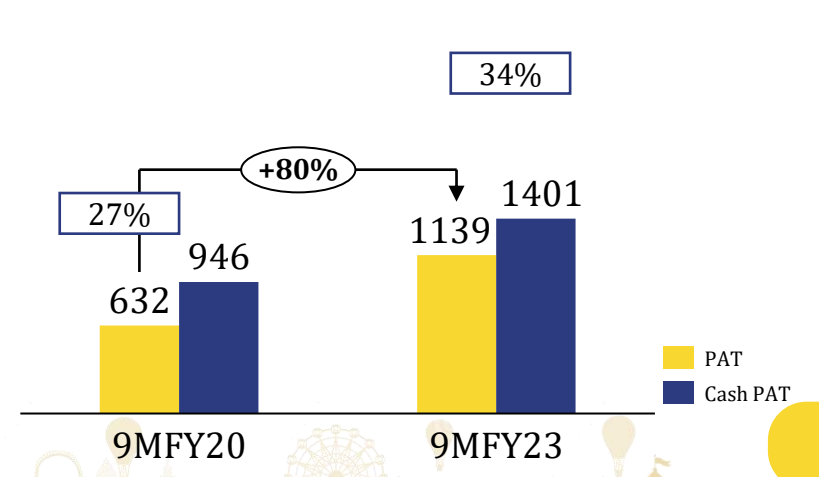
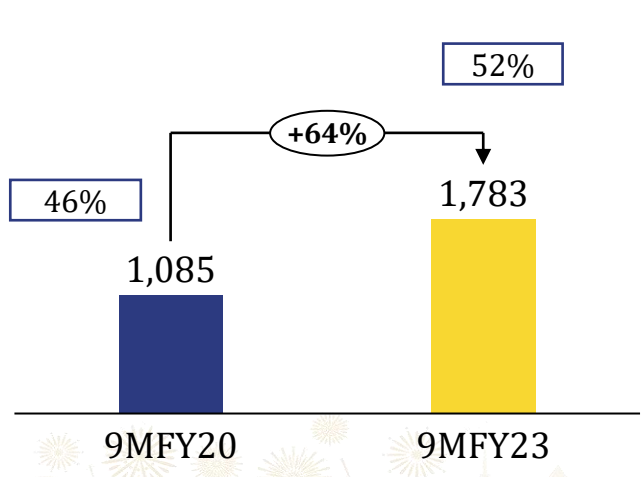
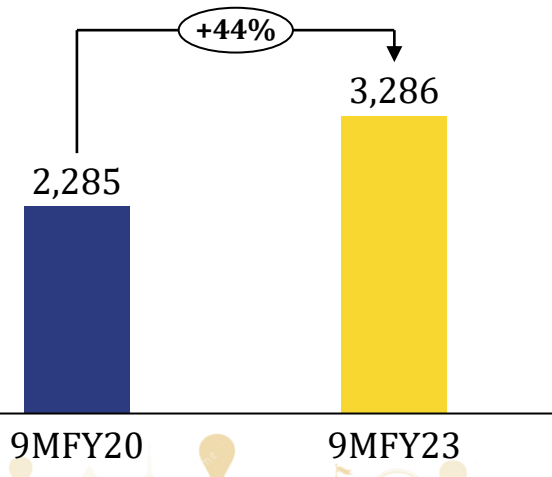
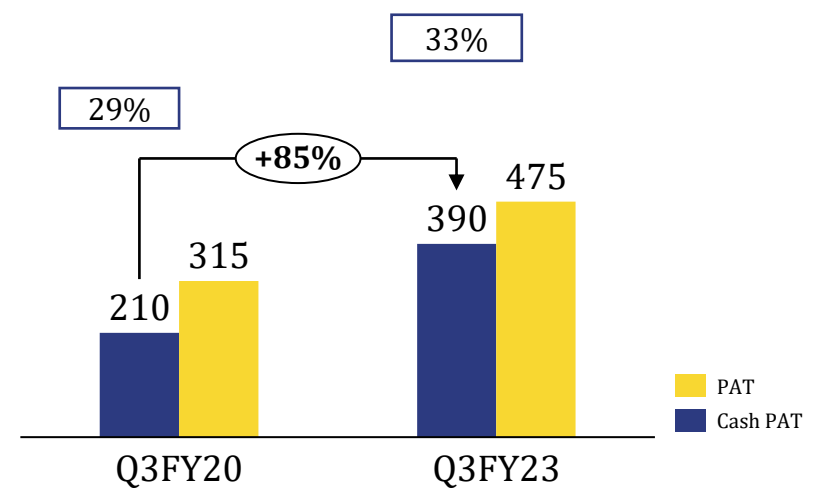
Revenue



EBITDA & EBITDA Margin



PAT, CASH PAT & PAT Margin



- **An impressive feat of record-breaking revenue & highest EPS since our inception**
- Growth momentum sustained with double digit growth across all units.
- On aggregate we passed the milestone of **25 Lakh footfalls** in 9MFY23. All our parks witnessed strong footfall growth compared to pre-covid base of Q3 & 9M FY20:
Q3 FY23: Bengaluru- 42% , Hyderabad – 23% , Kochi – 19%
9MFY23: Bengaluru- 23% , Hyderabad – 29% , Kochi – 30%
- Q3 FY23 ARPU at Rs 1,187 has registered a healthy growth of 27%.
- Sharp uptick in Resort Performance; Revenue up 71% over FY20 registering **Highest Occupancy of 72%**.
- Utilising potential of parks as venues for grand marquee events. **New Year's eve-** Hyderabad park hosted the Sunburn event and a live concert of renowned singer Karthik was held at Kochi Park . The highly successful events saw an attendance of ~2400 at Kochi and ~2600 at Hyderabad.
- Innovative marketing campaigns to attract footfalls continued with festival & event-based campaigns. High turnout witnessed on Dussehra, Diwali & Christmas.
- We are also seeing resumption in high footfall from schools and colleges.



Marketing Initiatives

25% OFF
FOR INDIAN NAVY PERSONNEL*

AT WONDERLA PARKS,
ALL THROUGH DECEMBER

*ACTIVE INDIAN NAVY PERSONNEL AND THEIR FAMILIES

**TWO STATES.
ONE BIRTHDAY.
ONE BEATING HEART.**

HAPPY KANNADA RAJYOTSAVA
and
HAPPY KERALA PIRAVI

OH SO MACHO

INTERNATIONAL MEN'S DAY
19TH NOV 22

FLEX YOUR MUSCLES. ROLL UP YOUR SLEEVES.
WE'VE GOT SOMETHING MANTASTIC COMING UP.

MAKE MO MERRY

MORE REASONS FOR FUN AT
WONDERLA PARK, HYDERABAD.

24TH DEC 2022
TO
1ST JAN 2023

LIVE SHOWS | FOOD FEST | GRAND PROCESSION | FUN GAMES & MUCH MORE

SCREAM WITH JOY

ENJOY THIS HALLOWEEN AT WONDERLA PARKS

FACE PAINTING | SPOOKY SELFIE STATION | HAUNTED HOUSE HORRORS AND LOTS MORE

GALA NIGHT

KARTHIK LIVE IN CONCERT

WITH DJ SHAMIL AND SONU SEBASTIAN

31ST DEC 2022
8:00 PM ONWARDS
AT WONDERLA KOCHI

LIVE BAND • LIVE DJ • PERCUSSIONIST • FOOD STALLS & MORE

sunburn reload nye

31 12 22
8:30 PM ONWARDS

WOLFF III TRUUS

SPACE BOUND

GIMMOBILE

ZEPHYRONE

SUPPORTING ACT
TIMERS | VVAAN
WONDERLA HYDERABAD

FOR TABLES & ENTRIES: +91 84146 76301 | 93462 39936
TICKETS LIVE ON BOOK NOW

GALA NIGHT

KARTHIK LIVE SHOW

WELCOME 2023

WITH SONU SEBASTIAN AND DJ SHAMIL

31ST DEC 2022
08:00 PM ONWARDS
AT WONDERLA KOCHI

LIVE BAND • EDM PERCUSSIONIST • LIVE DJ • FOOD STALLS & MORE

HURRY, LIMITED TICKETS ONLY!



Christmas Decorations





Football Fever FIFA World Cup



Halloween Celebration



Attractive Food Offerings Introduced in Q3



Classic Shawarma



Mandi Biryani



Falafel with Tahini



Chip & Dip



Kabsa



Alfham Mandi



Tabouleh



Wonderla Special





Odisha Park setup commenced post ground-breaking ceremony



Active discussions for New Amusement Park Development with Madhya Pradesh, Uttar Pradesh, and Punjab Governments





**Q3 & 9M 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

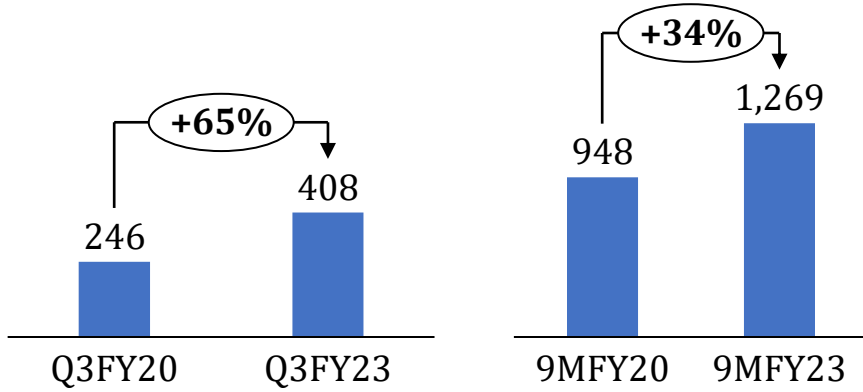


40 Land Rides

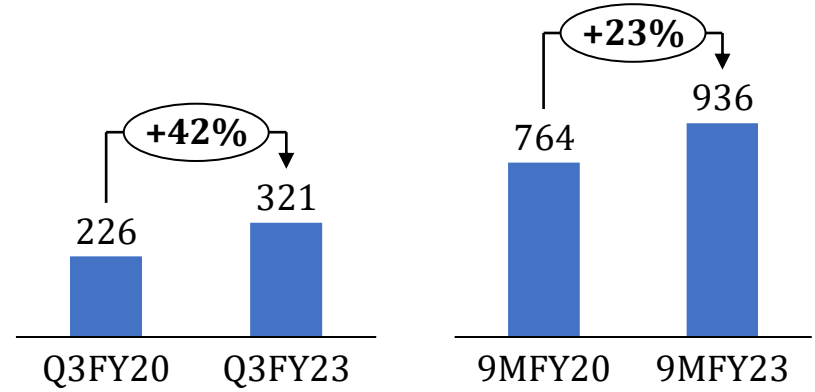


21 Wet Rides

Revenue (Rs in Mn)

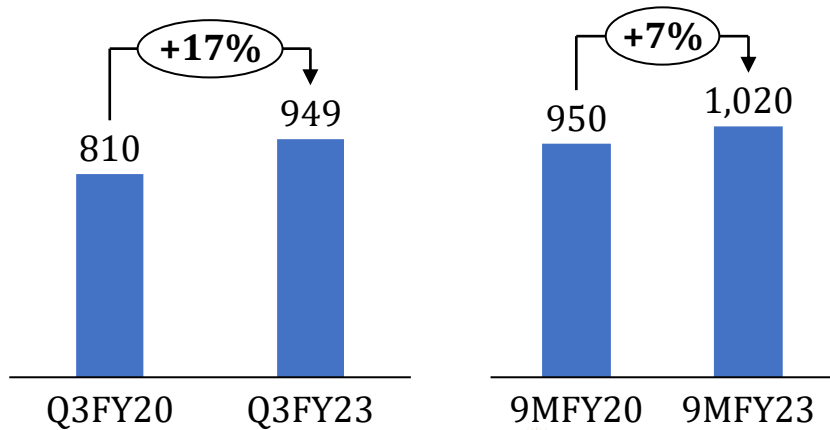


Footfalls (In '000)

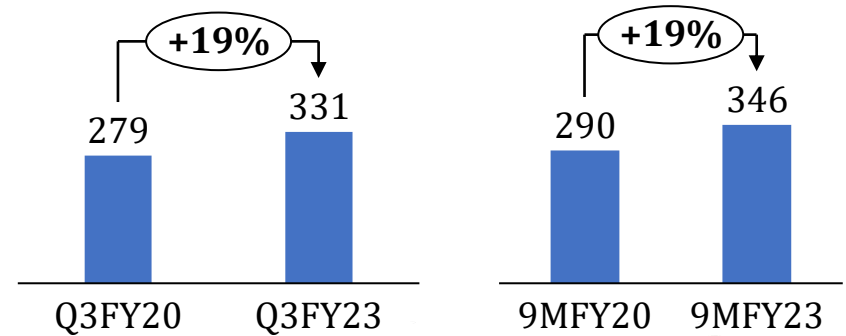


ARPU (in Rs)

Average Ticket Revenue



Average Non-Ticket Revenue





**Inauguration of new ride
"Sky Tilt"
at Bengaluru Park**





Bengaluru Park Signature Rides





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



	Q3 FY20	Q3 FY23	YoY %
Total Revenues (Rs Mn) *	27.5	47.0	71%
Occupancy %	43%	72%	
Avg. Room Rental (Rs)	4,801	5,197	8%

	9MFY20	9MFY23	YoY %
Total Revenues (Rs Mn) *	89.5	138.9	55%
Occupancy %	48%	76%	
Avg. Room Rental (Rs)	4,750	4,957	4%



Portfolio Update – Kochi Park



Launched
2000

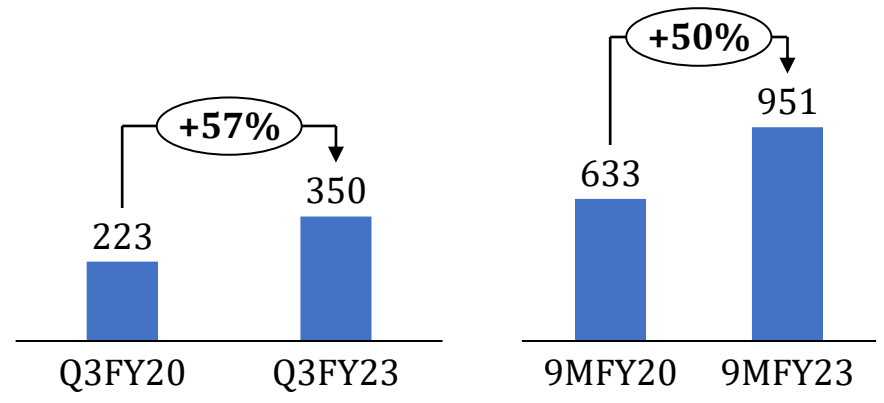


33 Land Rides

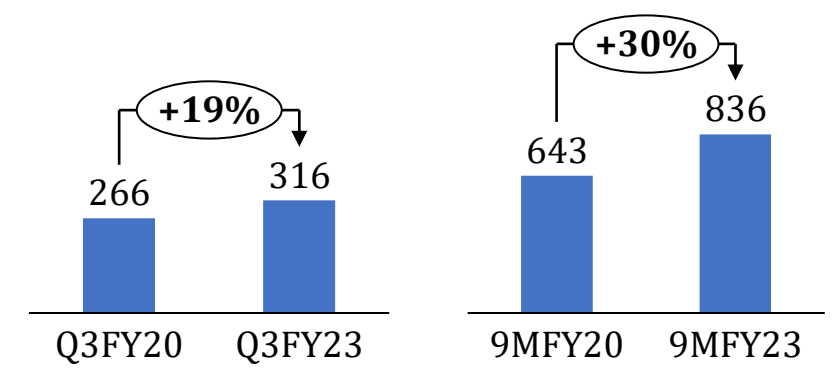


21 Wet Rides

Revenue (Rs in Mn)

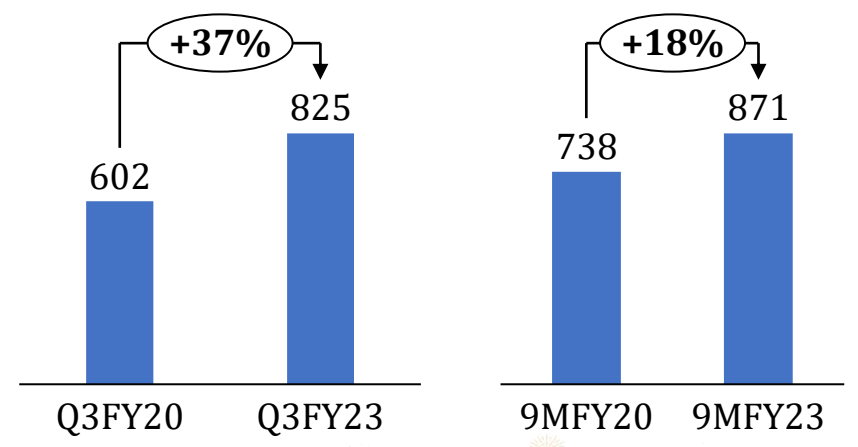


Footfalls (In '000)

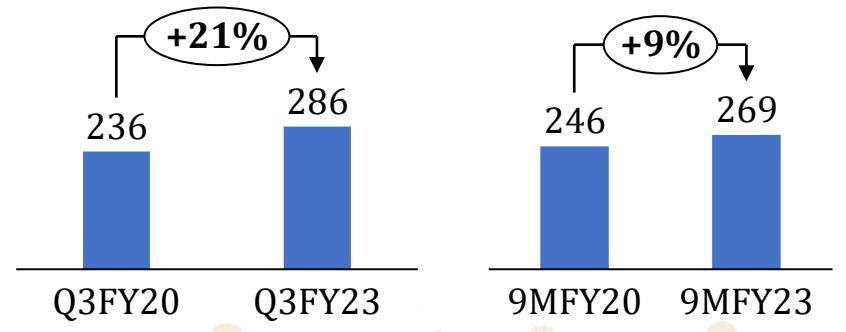


ARPU (in Rs)

Average Ticket Revenue



Average Non-Ticket Revenue





Kochi Park Signature Rides





Karthik
Live-in-concert on NYE



Portfolio Update – Hyderabad Park

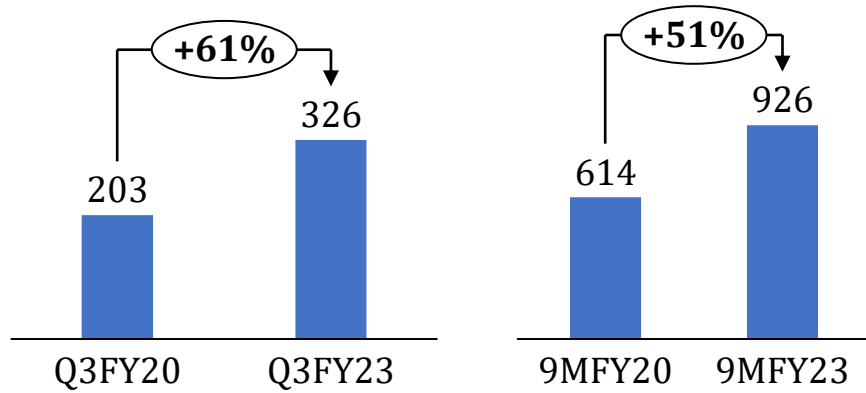


28 Land Rides

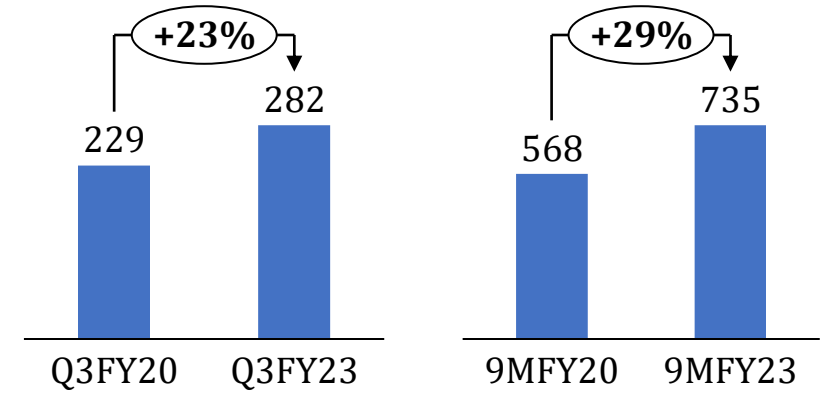


18 Wet Rides

Revenue (Rs in Mn)

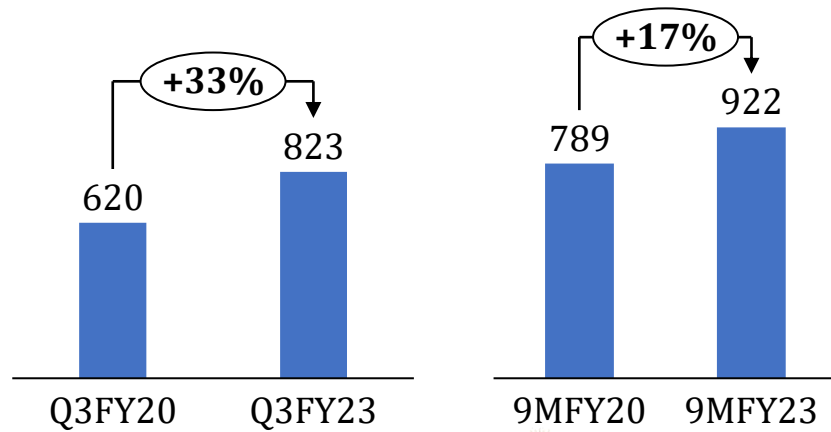


Footfalls (In '000)

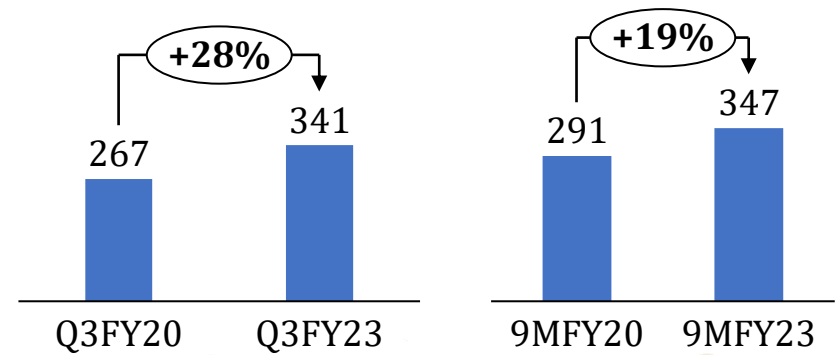


ARPU (in Rs)

Average Ticket Revenue



Average Non-Ticket Revenue





Hyderabad Park Signature Rides



**SUNBURN
Hyderabad**



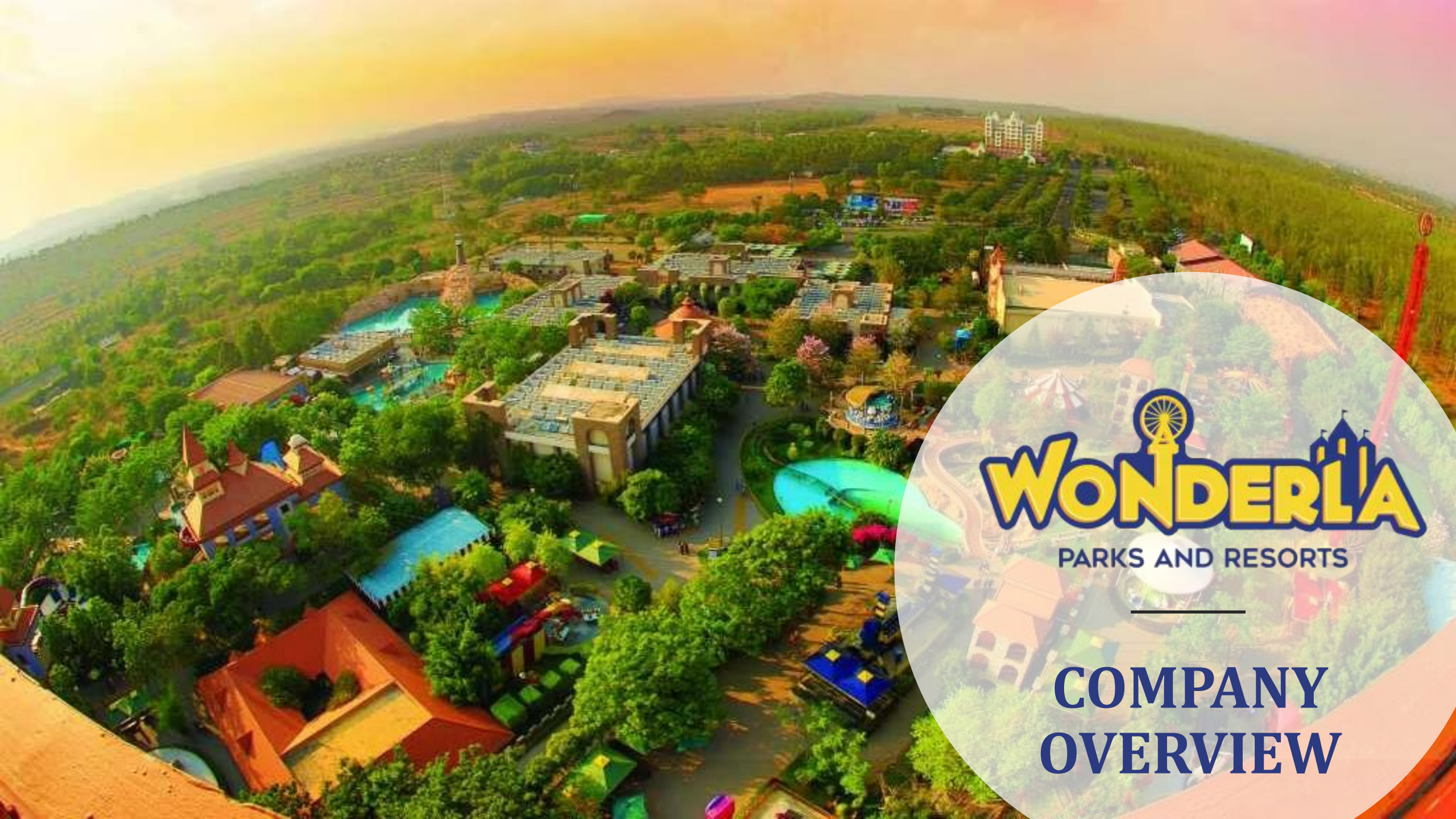


Q3 & 9MFY23 Financials

Annexure

Consolidated P&L Statement

Particulars (In Rs mil.)	Q3 FY23	Q3FY22	Q3 FY 20	9MFY23	9MFY22	9MFY 20
Revenue from Operations	1,132.0	483.1	700.1	3,286.7	698.7	2,284.5
Other Income	45.6	18.0	27.3	111.2	39.9	95.2
Total income	1,177.6	501.1	727.4	3,397.9	738.6	2,379.7
Cost of materials consumed	63.6	25.6	39.5	172.2	36.7	107.8
Purchase of stock-in-trade	58.2	25.4	51.5	169.5	39.0	136.4
Changes in inventories of stock-in-trade	-0.4	-0.1	-6.0	-7.0	-1.3	-8.3
Employee Expenses	128.1	89.6	103.8	384.2	238.8	309.6
Other Expenses	318.0	199.9	261.6	895.9	379.2	748.7
EBITDA	610.1	160.5	276.9	1,783.1	46.2	1,085.5
EBITDA Margin (%)	51.8%	32.0%	38.1%	52.5%	6.3%	45.6%
Depreciation	85.4	94.9	104.8	262.4	288.9	314.2
Finance Cost	0.7	0.7	1.7	1.8	2.5	5.3
PBT	523.9	64.9	170.4	1,518.9	-245.1	766.0
Exceptional Item			155.7			155.7
Tax	134.5	19.4	115.7	380.4	-65.2	289.5
PAT	389.4	45.5	210.3	1,138.5	-179.9	632.2
PAT Margin (%)	33.1%	9.1%	28.9%	33.5%	-	26.6%
EPS	6.9	0.8	3.7	20.1	-3.2	11.2



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.

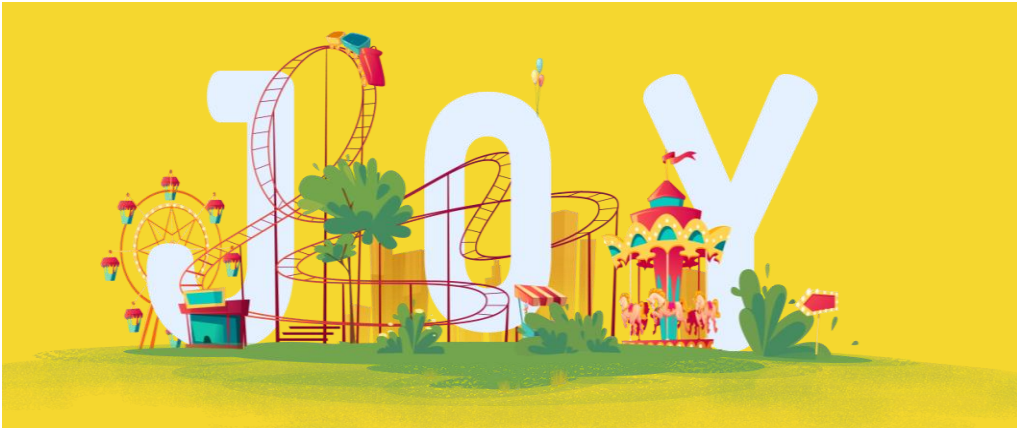


MISSION

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



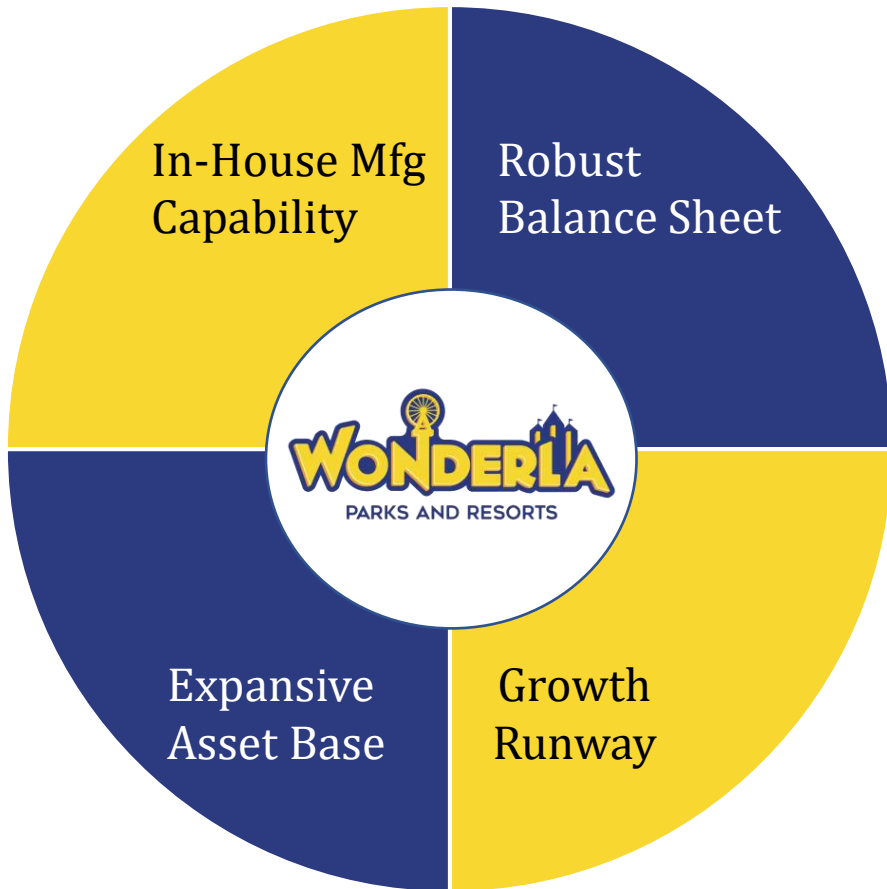
A Complete Family Entertainment Destination



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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