



**Q2 & H1 FY24  
INVESTOR PRESENTATION**

**November 2023**



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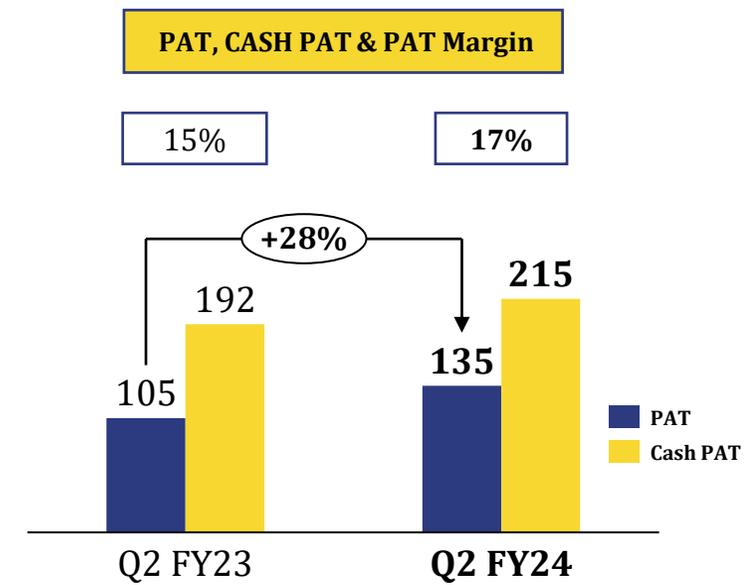
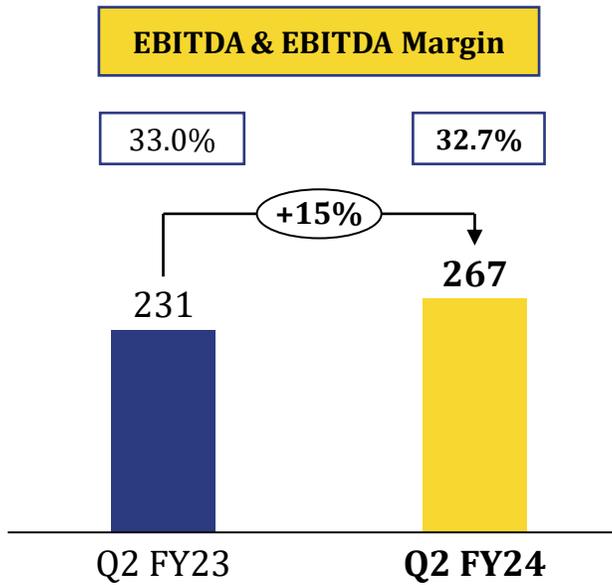
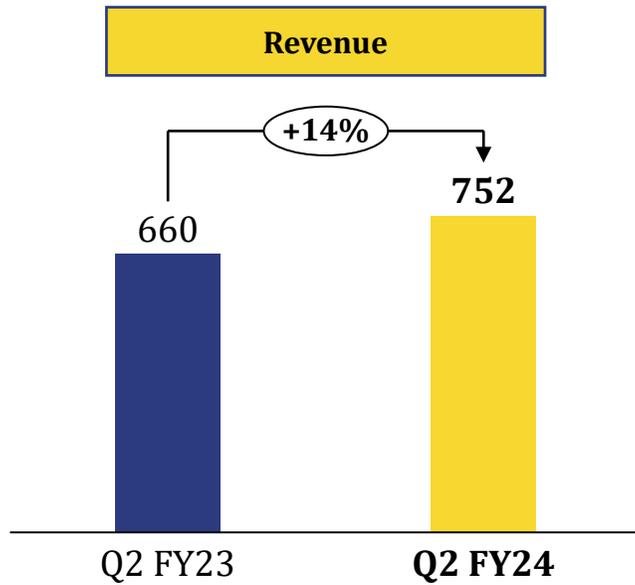
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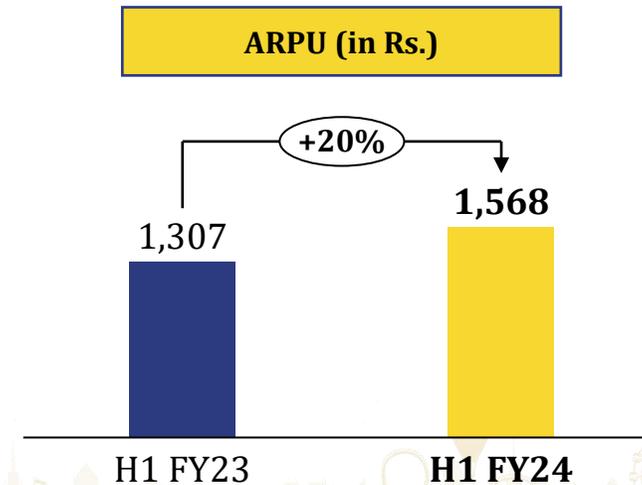
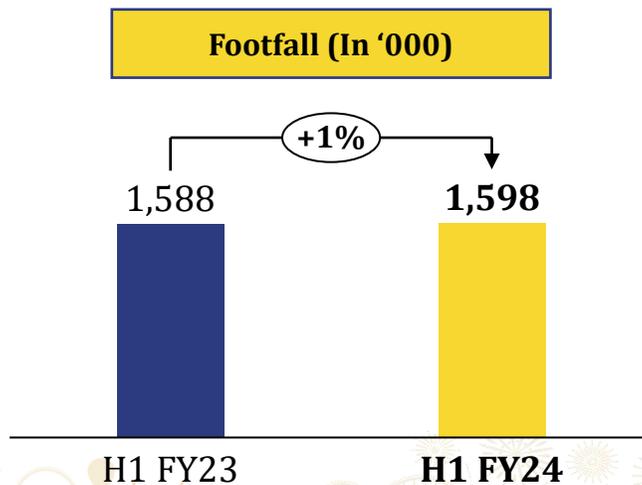
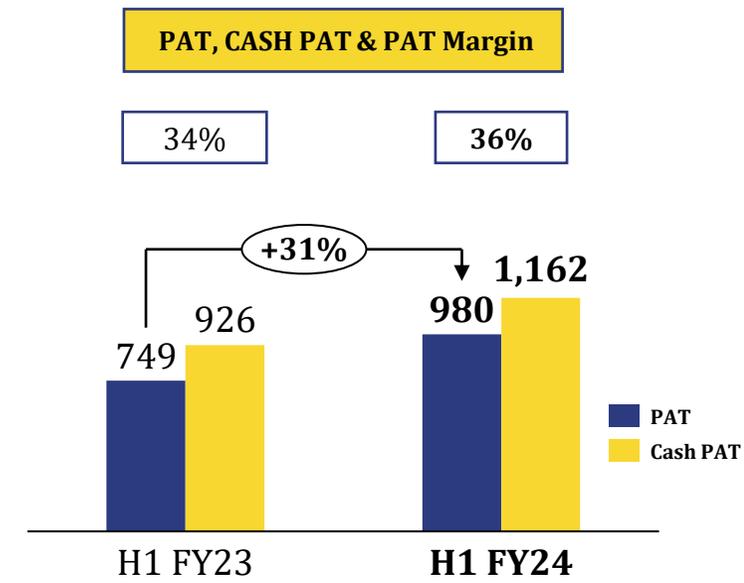
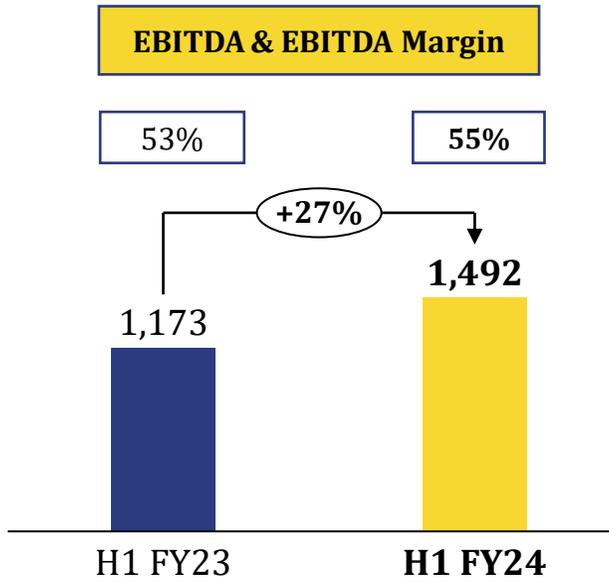
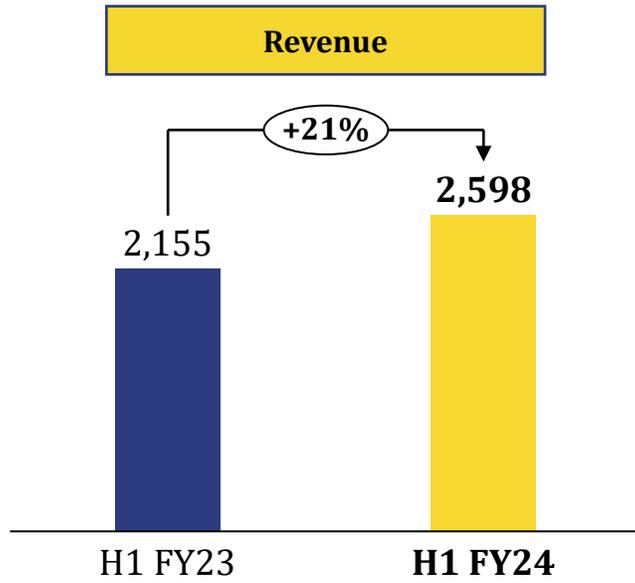
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# Q2 FY24 Result Highlights



# H1 FY24 Result Highlights



- ❖ Recorded double digit revenue growth across all our parks.
- ❖ Footfall for quarter seen a growth of **6% YoY** which stood at **4.96 lakhs** whereas footfall for H1 FY24 stood at **15.98 lakhs** across parks.
- ❖ Park wise footfall for the Q2 FY24: Bengaluru – 2.07 lakhs, Kochi – 1.84 lakhs, Hyderabad – 1.05 lakhs.  
  
Park wise footfall for the H1 FY24: Bengaluru – 6.76 lakhs, Kochi – 5.03 lakhs, Hyderabad – 4.19 lakhs.
- ❖ ARPU in H1 FY24 stood at Rs. 1568, an increase of **20% YoY**.
- ❖ Creative market strategies to increase footfalls: Free entry for people with name Ganesh, Daughter's Day, Grandparents Day, Teacher's Day, Birthday Offers, Independence Day discounts for defense service personnel etc.
- ❖ Enhanced customer experience with special festive decorations along with festive themed food & product offerings across parks.
- ❖ Chennai Park construction started after receiving all necessary approvals from Tamil-Nadu Government.



**WONDERLA**  
PARKS AND RESORTS

23 SEP 6PM

**SATURN NIGHT FEVER**

THIS WEEKEND  
*Vishal Anand Reddy*  
WONDERLA RESORT BENGALURU

ENTRY FREE WITH YOUR RESORT BOOKING. FOR RESERVATION ☎ 99455 00011

**WONDERLA**  
PARKS AND RESORTS

A TREAT FOR THOSE WHO TEACH.

**35% OFF**  
FOR TEACHERS & 3 FRIENDS/FAMILY

OFFER VALID FROM 1<sup>ST</sup> - 30<sup>TH</sup> SEPTEMBER 2023

BOOK NOW

**WONDERLA**  
PARKS AND RESORTS

**BIRTHDAY BLAST**

CELEBRATE BIRTHDAYS AT WONDERLA

**WONDERLA**  
PARKS AND RESORTS

THANKS TO OUR GUARDIANS.

**25% OFF**

OFFER VALID FOR ALL THROUGH AUGUST AT WONDERLA PARKS.  
(FOR DEFENCE FORCES PERSONNEL (ACTIVE/VETERANS) AND 3 OF THEIR ACCOMPANYING FAMILY MEMBERS)

\*ARMY, NAVY, AIR FORCE, BSF, CRPF, CISF, RCI, DRDO, DMRL, & DRDL

**WONDERLA**  
PARKS AND RESORTS

FREE ENTRY FOR DAUGHTERS

INTERNATIONAL DAUGHTERS DAY

FREE ENTRY FOR 2 DAUGHTERS WHEN ACCOMPANIED BY THE PARENT ON 24<sup>TH</sup> SEP 23.

OFFER VALID FOR FIRST 900 ONLINE BOOKINGS ONLY. [BOOK NOW](#)

Celebrating Daughters

**WONDERLA**  
PARKS AND RESORTS

Sunday BRUNCH  
AT WONDERLA RESORT, BENGALURU

Catch up over Brunch & Brews at poolside

EVERY SUNDAY  
12:00 NOON to 3:30 PM

LIVE COUNTERS | LIVE MUSIC | CARIBBEAN WHIRL WATER RIDE  
COCKTAILS/MOCKTAILS & MORE

**WONDERLA**  
PARKS AND RESORTS

WHAT'S YOUR FAVOURITE MEMORY WITH YOUR GRANDPARENTS?

Comment below

Top 3 comments will get pinned ✨

happy Grandparents' day

**WONDERLA**  
PARKS AND RESORTS

NAME: LORD GANESHA  
PARK ENTRY: FREE

ONLY FOR FIRST THE 100 PEOPLE

Free park entry to 100 people with names of the Lord, on 18<sup>th</sup> September 2023. ID proof mandatory.

BOOK NOW

# Independence Day Celebration (1/2)



# Independence Day Celebration (2/2)



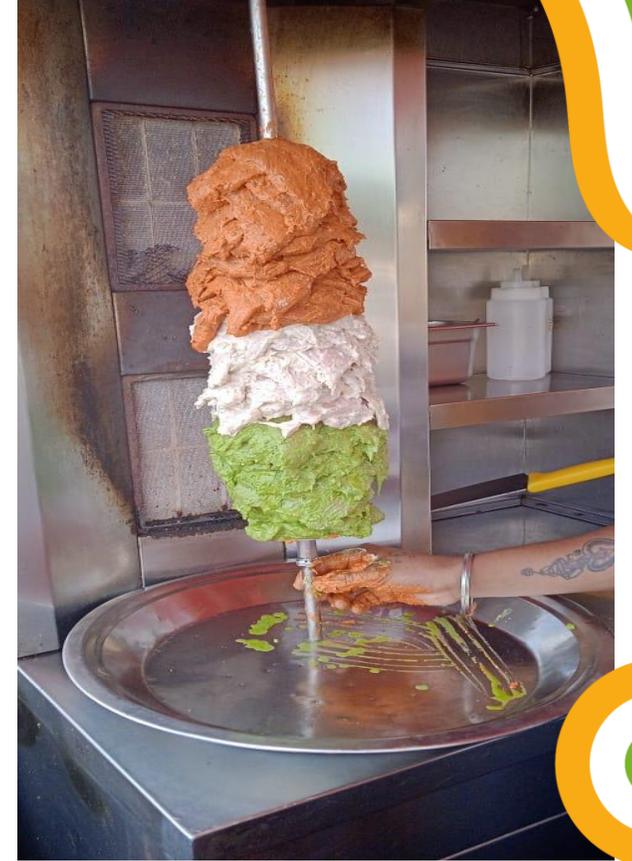
# Onam Celebrations



# Youth Day Celebration



# Independence Day Theme Food Menu across Parks



Tri color food at all special thali at all parks during independence day week





INTERNATIONAL YEAR OF  
**MILLETS**  
2023

**BREAKFAST**

RAGI IDLY	₹ 100
JONNA IDLY	₹ 100
MOONG DAL IDLY	₹ 100
MILLET SAMBAR VADA	₹ 100
PEARL MILLET PONGAL	₹ 100
RAGI DOSA	₹ 110
MILLET KHICHI	₹ 100
MILLET MINI UTHAPPAM	₹ 110
MILLET CORN CHEESE DOSA	₹ 140
BARNYARD MILLET POORI WITH SAGU	₹ 110
MILLET APPAM WITH STEW	₹ 130

INTERNATIONAL YEAR OF  
**MILLETS**  
2023

**MAIN COURSE**

MILLET PASTA	₹ 210
MILLET CHICKEN BIRYANI	₹ 280
RAGI BALL WITH CHICKEN CURRY	₹ 260
JOLADA ROTI WITH VEG CURRY	₹ 230

**DESSERT**

RAGI KHEER	₹ 60
RAGI MALT	₹ 60
MULTI MILLET LADDU	₹ 60

- We have launched millets menu at all 3 parks
- Menu has breakfast and lunch items like Biryani, Ragi mudde and chicken curry etc



# Active Discussions with State Governments



- Construction of 4<sup>th</sup> park at Odisha is progressing at full pace, and groundwork of Chennai park has commenced.
- In talks with governments of Madhya Pradesh, Uttar Pradesh and Punjab to have Wonderla as Tourism destination.





**Q2 & H1 FY24  
Portfolio Update**

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**Park-wise  
Performance**

## Current Portfolio of Award-Winning Parks & Resorts



Wonderla  
Bengaluru



Wonderla  
Kochi



Wonderla  
Hyderabad



Wonderla  
Resort



# Portfolio Update – Bengaluru Park



Launched  
2005

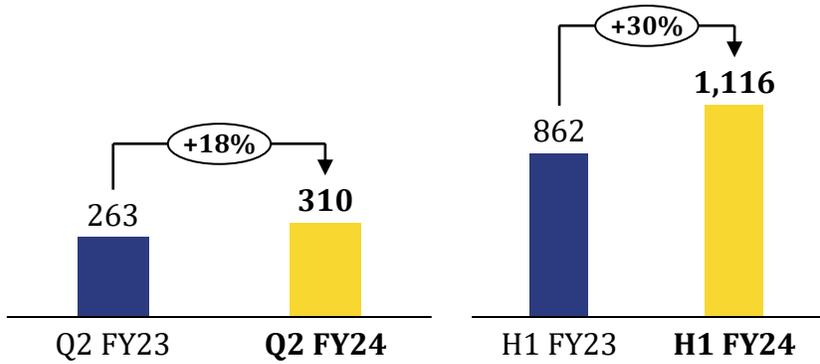


40 Land Rides

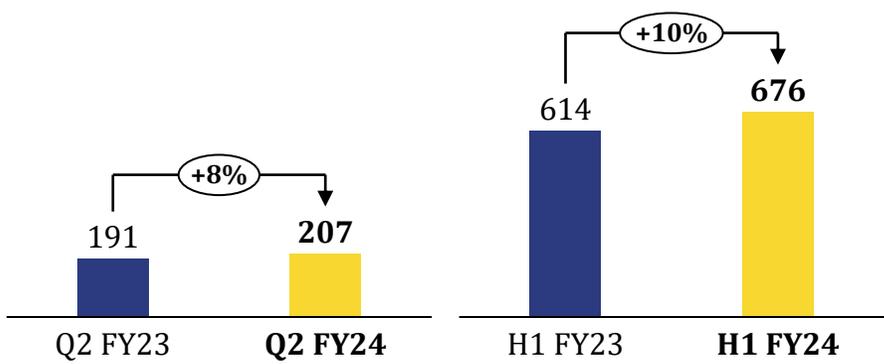


21 Wet Rides

## Revenue (in Rs. Mn)

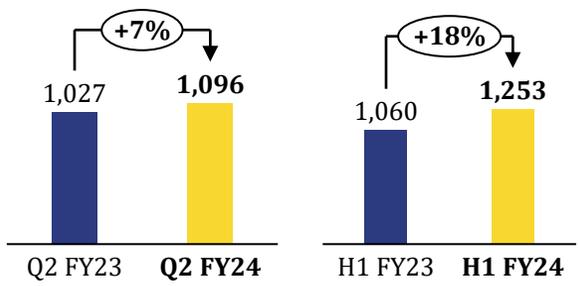


## Footfalls (in '000)

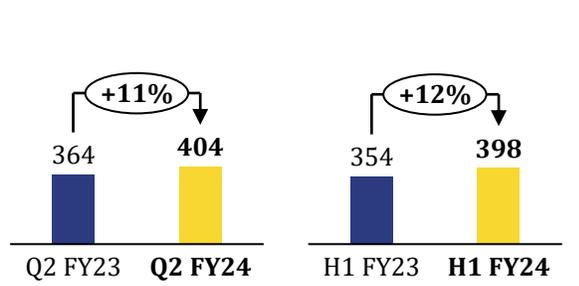


## ARPU (in Rs)

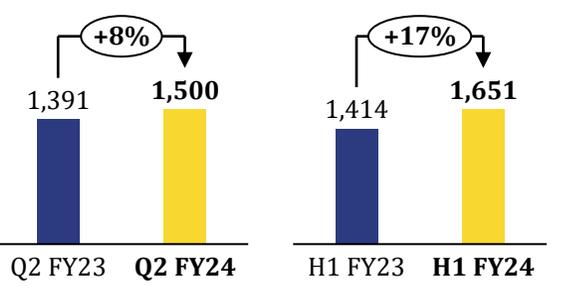
### Average Ticket Price



### Average Non-Ticket Revenue



### ARPU





## Bengaluru Park Signature Rides



# Fun Events at Bengaluru Park – Open Rain Dance



# Teacher's Day Celebration





# Tourism Day at Bengaluru Park



# 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, bar by the pool, play pan, solar heated swimming pool, recreation area, kids’ activity centre and a well-equipped gym.



	Q2 FY23	Q2 FY24	YoY %
Total Revenues (Rs Mn) *	44.2	<b>37.3</b>	-15%
Occupancy %	75%	<b>40%</b>	
Avg. Room Rental (Rs)	4,798	<b>5,806</b>	21%

	H1 FY23	H1 FY24	YoY %
Total Revenues (Rs Mn) *	92.7	<b>90.6</b>	-2%
Occupancy %	77%	<b>54%</b>	
Avg. Room Rental (Rs)	4,846	<b>5,857</b>	21%



# Portfolio Update – Kochi Park



Launched  
2000

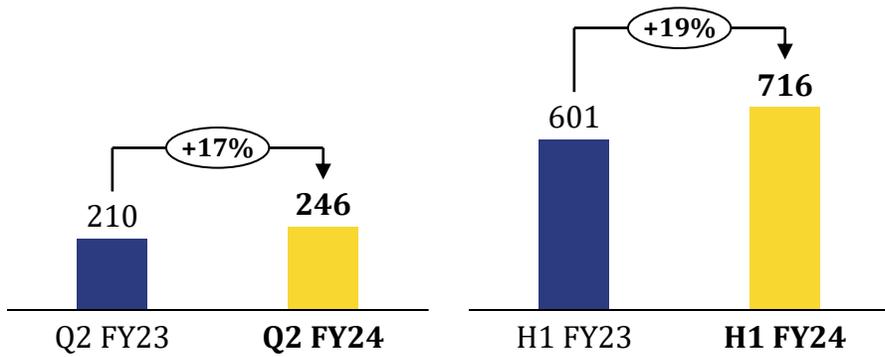


33 Land Rides

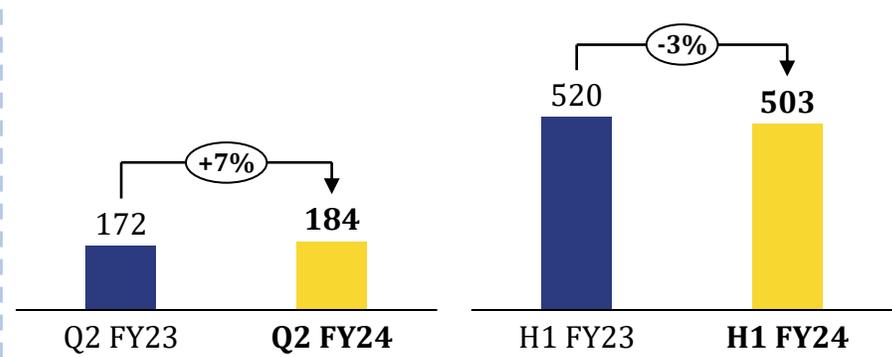


22 Wet Rides

## Revenue (in Rs. Mn)

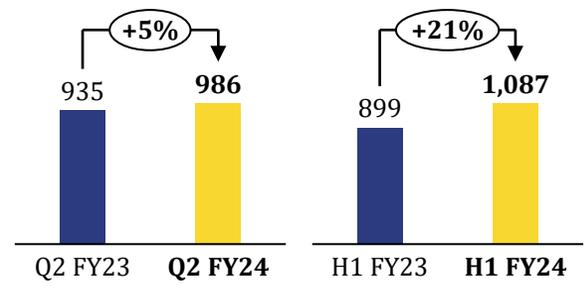


## Footfalls (In '000)

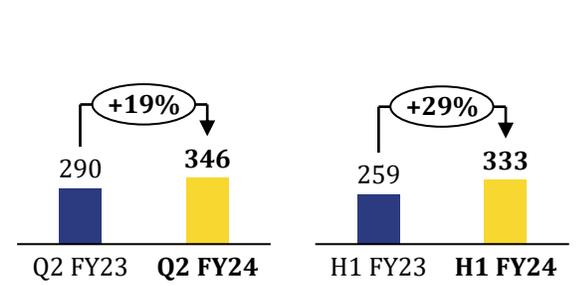


## ARPU (in Rs)

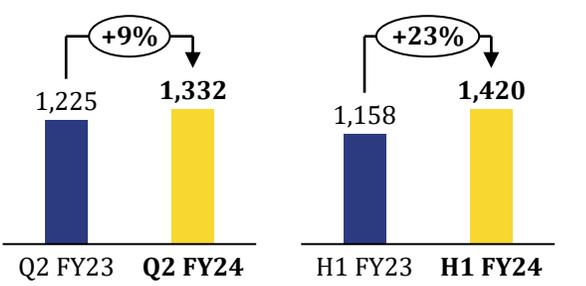
### Average Ticket Price



### Average Non-Ticket Revenue



### ARPU





## Kochi Park Signature Rides



# World's Largest Mahabali Sculpture at Kochi Park



# Portfolio Update – Hyderabad Park

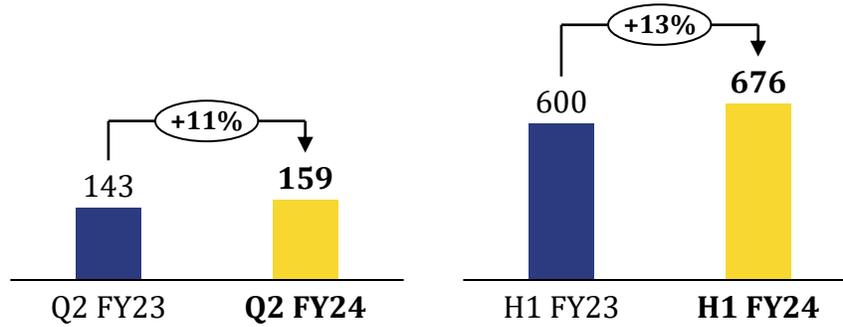


28 Land Rides

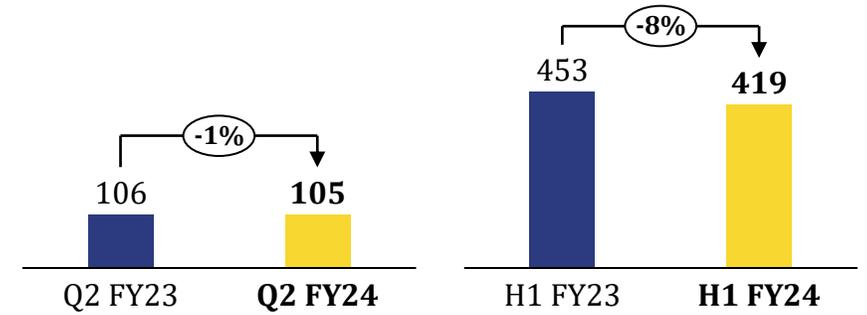


20 Wet Rides

## Revenue (in Rs. Mn)

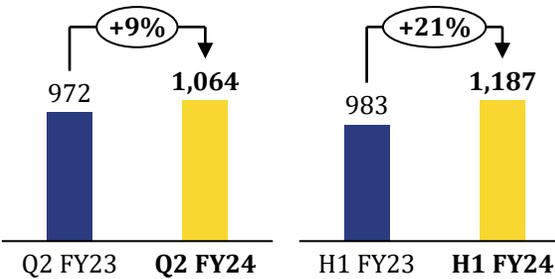


## Footfalls (In '000)

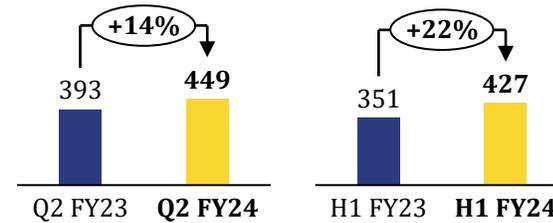


## ARPU (in Rs)

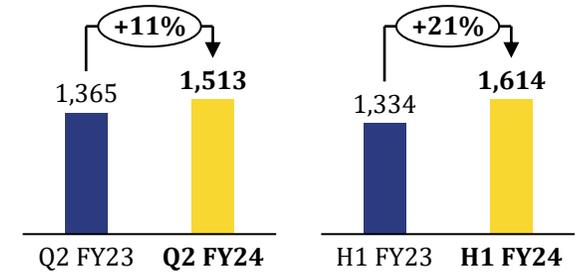
### Average Ticket Price



### Average Non-Ticket Revenue



### ARPU





## Hyderabad Park Signature Rides



# New Rides Drop Loop & Rainbow Loop Inaugurated by Actress Lavanya Tripathi



# New Additions in Menu at Hyderabad Park



- Introduced Apricot Delight as add on sweets served from dedicated counter on route Waves and new water rides
- Rainbow Fantasy – a refreshing cooler inspired by our Rainbow Loops
- Complete your ride experience with a glass of Rainbow Fantasy.

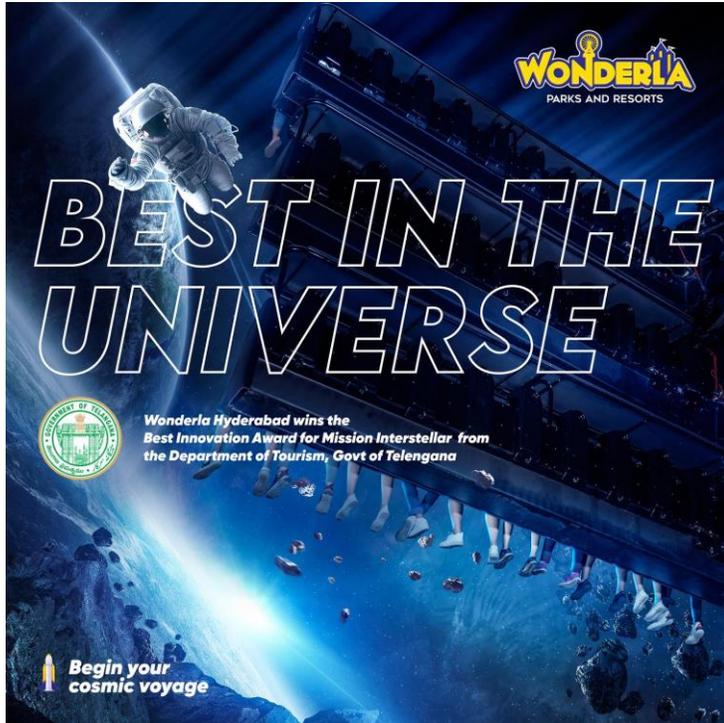


# Saturnight Fever



# World Tourism Day Celebrations at Hyderabad Park





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





# **Q2 & H1 FY24 Financials**

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**Annexure**

# Consolidated Profit & Loss Statement

Particulars (In Rs Mn.)	Q2 FY24	Q2 FY23	YoY%	H1 FY24	H1 FY23	YoY%
Revenue from Operations	751.6	660.4	14%	2,598.0	2,154.7	21%
Other Income	62.4	36.9		118.7	65.7	
<b>Total Income</b>	<b>814.1</b>	<b>697.3</b>	<b>17%</b>	<b>2,716.7</b>	<b>2,220.4</b>	<b>22%</b>
Cost of materials consumed	46.4	39.7		127.6	108.5	
Purchase of stock-in-trade	27.4	34.9		107.2	111.2	
Changes in inventories of stock-in-trade	3.3	-2.2		-2.2	-6.6	
Employee Expenses	150.8	112.8		306.6	256.1	
Other Expenses	319.6	281.0		686.0	578.0	
<b>EBITDA</b>	<b>266.5</b>	<b>231.1</b>	<b>15%</b>	<b>1,491.5</b>	<b>1,173.1</b>	<b>27%</b>
<b>EBITDA Margin (%)</b>	<b>32.7%</b>	<b>33%</b>		<b>55%</b>	<b>53%</b>	
Depreciation	80.2	86.5		181.6	177.0	
Finance Cost	1.4	0.5		2.9	1.1	
<b>PBT</b>	<b>184.9</b>	<b>144.1</b>		<b>1,307.0</b>	<b>995.0</b>	
Tax	49.7	38.9		327.1	245.9	
<b>PAT</b>	<b>135.2</b>	<b>105.3</b>	<b>28%</b>	<b>980.0</b>	<b>749.1</b>	<b>31%</b>
<b>PAT Margin (%)</b>	<b>17%</b>	<b>15%</b>		<b>36%</b>	<b>34%</b>	
<b>EPS</b>	<b>2.4</b>	<b>1.9</b>		<b>17.3</b>	<b>13.2</b>	

# Consolidated Balance Sheet Statement

Particulars (In Rs Mn.)	Sept-23	Mar-23
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Property, plant and equipment	7,222.9	7,134.8
Right to use assets	116.5	123.4
Capital work-in-progress	786.3	417.6
Intangible assets	3.5	4.6
Intangible assets under development	0.6	2.7
Financial Assets		
(i) Loans	1.0	1.2
(ii) Other financial assets	121.0	28.5
Other non-current assets	284.8	184.2
<b>Total Non-Current Assets</b>	<b>8,536.5</b>	<b>7,897.0</b>
<b>Current Assets</b>		
Inventories	115.4	94.4
Financial Assets		
(i) Investments	1,479.0	1,202.7
(ii) Trade receivables	18.1	13.9
(iii) Cash and cash equivalents	104.0	255.2
(iv) Other balances with banks	1,205.7	1,102.0
(v) Loans	7.6	7.3
(vi) Other financial assets	47.9	34.3
Other current assets	146.5	156.0
<b>Total Current Assets</b>	<b>3,124.1</b>	<b>2,865.7</b>
<b>TOTAL ASSETS</b>	<b>11,660.7</b>	<b>10,762.7</b>

Particulars (In Rs Mn.)	Sept-23	Mar-23
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity share capital	565.7	565.6
Other equity	9,766.2	8,930.6
<b>Total Equity &amp; Liabilities</b>	<b>10,331.9</b>	<b>9,496.2</b>
<b>Liabilities</b>		
<b>Non-Current Liabilities</b>		
Financial Liabilities		
(i) Borrowings	3.0	3.1
(ii) Lease liabilities	51.7	47.7
Provisions	81.3	54.5
Deferred tax liabilities (net)	760.6	777.6
<b>Total Non-Current Liabilities</b>	<b>896.6</b>	<b>882.9</b>
<b>Current Liabilities</b>		
Financial Liabilities		
(i) Borrowings	0.1	0.1
(ii) Lease liabilities	6.0	18.5
(iii) Trade payables		
(i) Total outstanding dues of micro enterprises and small enterprises	9.7	16.6
(ii) Total outstanding dues of creditors other than micro enterprises and small enterprises	235.9	240.8
(iv) Other financial liabilities	39.9	22.7
Other current liabilities	55.3	57.9
Provisions	85.1	27.1
<b>Total Current Liabilities</b>	<b>432.1</b>	<b>383.6</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>11,660.7</b>	<b>10,762.7</b>



**WONDERLA**

PARKS AND RESORTS

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**COMPANY  
OVERVIEW**

**3**  
Amusement  
Parks

**162**  
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 **40 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.



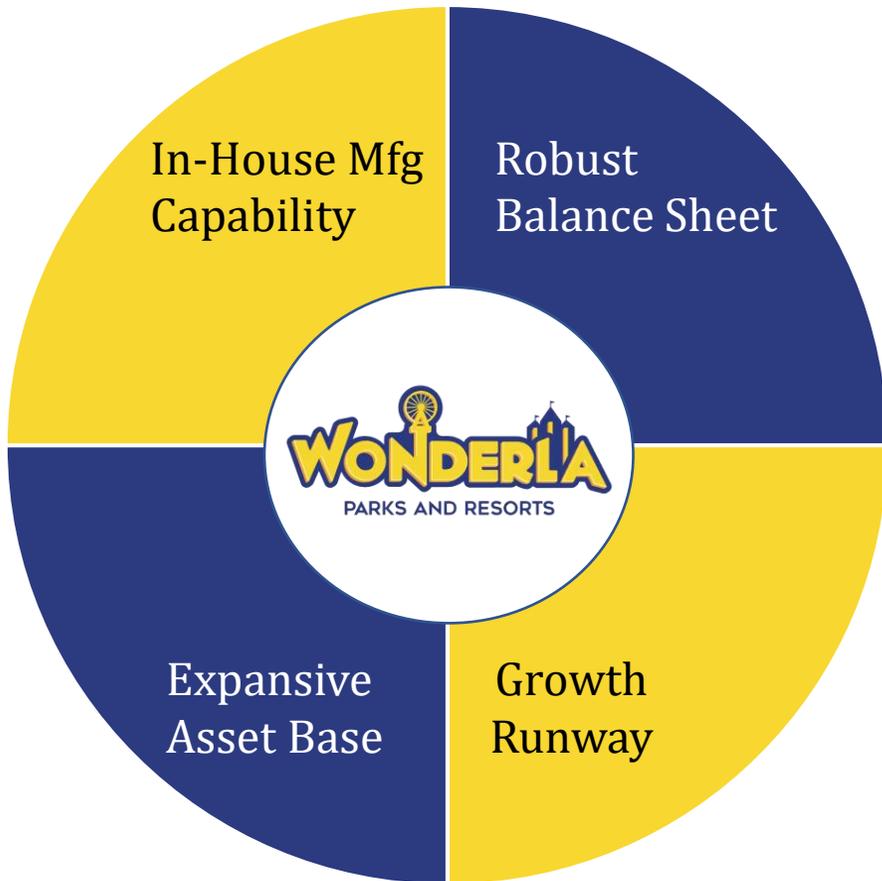
# A Complete Family Entertainment Destination



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

- Construction work has started at Chennai Park.
- 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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