



Q4 & FY21 RESULT UPDATE
June 2021



- Q4 FY21 HIGHLIGHTS
- COVID IMPACT & RESPONSE
- FINANCIALS
- COMPANY OVERVIEW



Resilient Footfalls:
All 3 Parks Operational
and achieved footfalls
of 3.1 Lakh
(77% recovery YoY)

Bangalore & Kochi
parks COV-SAFE
Diamond Certification,
Hyderabad

Full scale operations
led to ~75% pre-COVID
revenues and
positive EBITDA

Focused Marketing to
attract footfalls:
Republic Day,
Valentine's Day,
Women's Day

Debt Free Balance
Sheet and a strong
liquidity position of
Rs 930 mil

Q4 FY21
Revenue Rs 333 mil,
EBITDA Rs 25 mil,
EBITDA Margin 7.7%





WONDERLA
PARKS AND RESORTS

NAME: KAMALA
PARK ENTRY: FREE

If your name is Kamala, get **FREE ENTRY** to the park on 24th Jan 2021. ID proof mandatory.



WONDERLA
PARKS AND RESORTS

**A BIG SALUTE TO
OUR VEER JAWANS.**

FLAT 10% OFF* FOR FAMILIES OF DEFENCE FORCES
THIS REPUBLIC DAY (MAX 4 MEMBERS).

OPEN FROM 21ST TO 31ST JANUARY.

* T&C APPLY



WONDERLA
PARKS AND RESORTS

**PROPOSE
TO YOUR
VALENTINE
ON A HIGH**

The advertisement features a night view of a brightly lit Ferris wheel at Wonderla. The text is overlaid on the left side of the image.



WONDERLA
PARKS AND RESORTS

**HEART STOPPER.
IN MORE WAYS THAN ONE.**

Valentine's
AT WONDERLA

₹2999/-
PER COUPLE

INCLUSIVE OF GST

ENJOY COUPLE'S PARK ENTRY AND DINNER BY THE WAVE POOL

TEC. 48/27

The advertisement has a red background with several 3D-style hearts scattered around a central white circular graphic containing the offer details.

Q4 FY21- Events Focused Campaigns



WONDERLA
PARKS AND RESORTS

**PARK ENTRY
ONLY FOR WOMEN
ON MARCH 8TH**

WOMEN'S DAY **ONE+ONE OFFER***

@ ₹ **999** INCL. GST FOR 2 TICKETS

WONDERLA
PARKS AND RESORTS

BIGGEST
HOLI *Bash*
IN TOWN @ ₹ **999**
INCL. GST

*T&C APPLY

COVID IMPACT & COMPANY RESPONSE



PHASE	COVID WAVE 1 Q1-Q2 FY21	UNLOCK 4 Q3 FY21	REVIVAL Q4 FY21	COVID WAVE 2 Q1 FY22
KEY EVENT	Mar- Sep 2020 Nationwide Lockdown	Oct- Dec 2020 Phased Reopening	Jan- Mar 2021 Recovering Economy	Reinstated Lockdowns
STRATEGY	<ul style="list-style-type: none"> • Manage Costs • Prioritise Safety 	<ul style="list-style-type: none"> • Reopen as per guidelines • Re-branding & Attractive pricing 	<ul style="list-style-type: none"> • Impactful Innovations • Focused on volume & penetration 	<ul style="list-style-type: none"> • Manage Costs • Employee Wellness • Talent Recognition
EXECUTION	<p>Reduced monthly expense, Rs 100mil to Rs 30mil</p> <p>Formulated SOP for employees - safety & hygiene first priority</p> <p>Staff Engagement</p>	<p>COV-SAFE certificate</p> <p>Bangalore & Kochi Park reopened, special tribute to COVID warriors</p> <p>Enhanced digital marketing & PR campaign</p>	<p>All Parks opened. March- operational full week</p> <p>Revenue back to 75% pre-COVID level</p> <p>Turned EBITDA positive</p>	<p>Rewarded high performers with increment</p> <p>Vaccination program for staff</p>

Q4 FY21 OPERATIONAL HIGHLIGHTS



- Wonderla became the first theme park chain in the country to be awarded with the highly coveted COV-SAFE certification issued by Bureau Veritas India
- Wonderla Bangalore and Kochi park secured Diamond certification, and Hyderabad park secured Platinum Certification
- Bangalore & Kochi parks were operational since Q3, and Hyderabad park resumed operations from 9th January 2021
- The parks continued to operate at a capacity of 5,000 visitors per day at Bangalore park & 4,000 visitors per day at both Kochi & Hyderabad park
- Invitation ticket price started at Rs 699, thereafter increased to Rs 999
- In January, the parks were operational from Thursday to Sunday. This was further increased to Wednesday to Sunday in February and in March the parks were open on all days of the week.



Q4 FY21 BUSINESS HIGHLIGHTS



Footfalls	FY21	FY20	YoY Recovery
Bangalore	1.2 Lakh	1.4 Lakh	85%
Kochi	0.8 Lakh	1.3 Lakh	62%
Hyderabad	1.1 Lakh	1.3 Lakh	85%

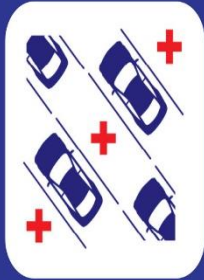
- Resort at Bangalore: 2,141 rooms were sold during the quarter compared to vs 2,500 in Q4FY20.
- Occupancy stood at 28% vs 33% yoy and registered ARR of Rs. 2,872 in Q4 FY21
- For Q4 FY21-
 - Total footfalls were 3.1 Lakhs
 - Revenue from operations stood at Rs 333 mil vs Rs 424.2 mil in Q4 FY20
 - EBITDA at Rs 25.5 mil vs Rs 50.7 mil in Q4 FY20
 - PAT at (Rs 48.7 mil) vs Rs 15.6 mil in Q4 FY20



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**

Social Media Campaigns



WONDERLA
PARKS AND RESORTS

BUREAU VERITAS
CERTIFICATION

COV-SAFE
Coveted Safety

FIRST IN HYGIENE, ALWAYS.

WONDERLA IS THE FIRST
AMUSEMENT PARK IN INDIA
TO BE COV-SAFE CERTIFIED BY
BUREAU VERITAS.

WONDERLA
PARKS AND RESORTS

MEET NEXT YEAR'S YOU

BOOK YOUR HAPPINESS IN ADVANCE

FLAT 50% OFF

PER TICKET @ ~~₹1399~~
₹699 INCL. GST

OFFER APPLICABLE AT ALL 3 PARKS,
ON PARK REOPENING

*T&C APPLY



[@wonderla_in](https://www.instagram.com/wonderla_in)

Click to follow



[@Wonder_La](https://www.twitter.com/Wonder_La)

Click to follow



WONDERLA
PARKS AND RESORTS

YOU DON'T
NEED TO GO TO
MARS
TO LOOK FOR WATER

COVID SAFE
Coveted Safety

CERTIFICATION

A group of people are shown riding a water roller coaster, splashing through water. The background is a bright blue sky with a hint of a sunset or sunrise.



WONDERLA
PARKS AND RESORTS

Three people are shown riding a roller coaster, screaming with excitement. The background is a bright blue sky with green foliage.

**GET MARKS FOR SHOWING
YOUR COLLEGE ID***

SPECIAL ENTRY FOR COLLEGE STUDENTS @ ₹849 INCL. GST

facebook

Click to follow- [Wonderla](#)

FINANCIALS - P&L STATEMENT



Particulars (Rs Mn)	Q4 FY 21	Q4 FY 20	YoY %	FY 21	FY 20	YoY %
Sale of Services	253.7	314.5	-19.3%	287.4	2,062.1	-86.1%
Sale of products	78.5	109.3	-28.2%	95.4	644.7	-85.2%
Other Operating Revenue	0.8	0.5	68.6%	1.5	1.9	-21.7%
Revenue from Operations	333.0	424.2	-21.5%	384.2	2,708.7	-85.8%
Cost of materials consumed	19.8	23.6	-16.3%	25.3	131.4	-80.8%
Purchase of stock-in-trade	17.8	22.2	-19.5%	18.4	158.6	-88.4%
Changes in inventories of stock-in-trade	0.5	4.7	-90.0%	3.5	-3.6	-198.6%
Employee benefits expense	91.4	94.5	-3.3%	254.6	404.1	-37.0%
Other expenses	178.1	228.5	-22.1%	368.2	977.2	-62.3%
EBITDA	25.5	50.7	-49.8%	-285.7	1,041.1	-
EBITDA Margin %	7.7%	12.0%	-431 bps	-	38.4%	-
Other Income	14.9	24.9	-40.2%	62.9	120.1	-47.6%
Depreciation	102.2	103.5	-1.2%	436.6	417.7	4.5%
Finance Cost	1.0	1.4	-32.5%	4.8	6.8	-29.0%
PBT	-62.8	-29.3	-	-664.3	736.7	-
Exceptional items	-	33.5	-	-	189.2	-
Tax Expense	-14.1	-11.4	-	-164.9	278.0	-
PAT	-48.7	15.6	-	-499.3	647.8	-
PAT Margin %	-	3.7%	-	-	23.9%	-

FINANCIALS - BALANCE SHEET



	Mar-21	Mar-20		Mar-21	Mar-20
EQUITY AND LIABILITIES			ASSETS		
Equity			Non-current assets		
Equity share capital	565.3	565.2	Property, plant and equipment	7,451.0	7,767.7
Other equity	7,529.8	8,024.1	Capital work-in-progress	345.1	358.2
	8,095.1	8,589.3	Intangible assets	12.1	21.5
Liabilities			Intangible assets under development	0.3	1.0
Non-current liabilities			Right to use Assets	36.8	60.4
Financial liabilities	27.4	39.4	Loans	28.3	26.6
Provisions	21.6	26.4	Other financial assets	0.6	0.6
Deferred tax liabilities (net)	644.6	813.1	Income tax assets (net)	20.8	23.2
	693.7	878.9	Other non-current assets	49.0	51.9
Current liabilities				7,943.9	8,311.0
Financial liabilities	12.0	22.3	Current assets		
Trade payables	105.9	92.2	Inventories	71.6	69.6
Other financial liabilities	48.6	69.1	Investments	534.5	700.4
Other current liabilities	14.6	20.8	Trade receivables	4.8	3.8
Provisions	138.5	132.1	Cash and cash equivalents	215.7	37.7
Income tax liabilities (net)	2.8	6.6	Other balances with banks	179.2	500.1
	322.4	342.9	Loans	6.7	6.8
TOTAL EQUITY AND LIABILITIES	9,111.1	9,811.2	Other financial assets	9.5	15.5
			Other current assets	145.2	166.2
				1,167.2	1,500.2
			TOTAL ASSETS	9,111.1	9,811.2

COMPANY OVERVIEW – BOARD OF DIRECTORS & MANAGEMENT TEAM



KOCHOUSEPH CHITILAPPILLY PROMOTER AND CHAIRMAN EMERITUS, WONDERLA	<ul style="list-style-type: none"> • 20 years in the industry • Founded V-Guard Industries Ltd., a publicly listed company since 2008 and is currently its Chairman Emeritus • Post Graduate Degree in Physics 	ARUN KOCHOUSEPH CHITILAPPILLY PROMOTER AND MANAGING DIRECTOR	<ul style="list-style-type: none"> • 15+ years 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 NON-EXECUTIVE DIRECTOR	<ul style="list-style-type: none"> • 39+ years work experience • Ex-Chairman & MD- Syndicate Bank • Director at Credit Access Grameen 	GOPAL SRINIVASAN INDEPENDENT DIRECTOR	<ul style="list-style-type: none"> • 26+ years work experience • Chairman & MD of TVS Capital Funds Pvt Ltd & Chairman at TVS Electronics Ltd 	PRIYA SARAH CHEERAN JOSEPH NON-EXECUTIVE DIRECTOR	<ul style="list-style-type: none"> • 15+ years in the Industry • Was involved in F&B Operations and HR department of Wonderla since 2005
R LAKSHMINARAYANAN NON-EXECUTIVE DIRECTOR & VICE CHAIRMAN	<ul style="list-style-type: none"> • 10+ years of work experience in Retail • Chairman in Jyothi Labs Limited 	M RAMACHANDRAN CHAIRMAN & INDEPENDENT DIRECTOR	<ul style="list-style-type: none"> • 43+ years of work experience • Served as partner for 20 years with audit firm Deloitte Haskins & Sells LLP • Member of ICAI & ICSI 		
ANJALI NAIR INDEPENDENT DIRECTOR	<ul style="list-style-type: none"> • 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. • Working as COO SP Life Care Pvt Ltd 				
SIVADAS M. PRESIDENT – OPERATIONS	<ul style="list-style-type: none"> • 28 years of experience • Bachelor’s Degree in Physics 	SATHEESH SESHADRI CHIEF FINANCIAL OFFICER (CFO)	<ul style="list-style-type: none"> • 25 years of experience • Worked in Finance & Accounts at Bangalore International Airport, Dubai Transport Corporation • Chartered Accountant & SAP ERP certified 		
MAHESH M.B. AVP – COMMERCIAL	<ul style="list-style-type: none"> • 22 years of experience • MBA in International Business 	AJIKRISHNAN A. G. VP – PROJECTS	<ul style="list-style-type: none"> • 19 years of experience • B.E, MBA 		

COMPANY OVERVIEW – BOARD OF DIRECTORS & MANAGEMENT TEAM



KOCHOUSEPH CHITILAPPILLY
PROMOTER AND
CHAIRMAN EMERITUS,
WONDERLA

- 20 years in the industry
- Founded V-Guard Industries Ltd., a publicly listed company since 2008 and is currently its Chairman Emeritus
- Post Graduate Degree in Physics

ARUN KOCHOUSEPH CHITILAPPILLY
PROMOTER AND
MANAGING DIRECTOR

- 15+ years in the industry
- Holds a masters degree in industrial engineering
- Actively involved in day-to-day operations and management of Wonderla since 2003

M RAMACHANDRAN
CHAIRMAN &
INDEPENDENT
DIRECTOR

- 43+ years of work experience
- Served as partner for 20 years with audit firm Deloitte Haskins & Sells LLP
- Member of ICAI & ICSI

R LAKSHMINARAYANAN
VICE CHAIRMAN &
NON-EXECUTIVE
DIRECTOR

- 10+ years of work experience in Retail
- Chairman in Jyothi Labs Limited

GEORGE JOSEPH
NON-EXECUTIVE
DIRECTOR

- 39+ years work experience
- Ex-Chairman & MD- Syndicate Bank
- Director at Credit Access Grameen

GOPAL SRINIVASAN
INDEPENDENT
DIRECTOR

- 26+ years work experience
- Chairman & MD- TVS Capital Funds Pvt Ltd & Chairman- TVS Electronics Ltd

PRIYA SARAH CHEERAN JOSEPH
NON-EXECUTIVE
DIRECTOR

- 15+ years in the Industry
- Was involved in F&B Operations and HR department of Wonderla since 2005

ANJALI NAIR
INDEPENDENT DIRECTOR

- 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.
- Working as COO SP Life Care Pvt Ltd

SIVADAS M.
PRESIDENT –
OPERATIONS

- 28 years of experience
- Bachelor's Degree in Physics

SATHEESH SESHADRI
CHIEF FINANCIAL
OFFICER (CFO)

- 25 years of experience
- Worked in Finance & Accounts at Bangalore International Airport, Dubai Transport Corporation
- Chartered Accountant & SAP ERP certified

MAHESH M.B.
AVP –
COMMERCIAL

- 22 years of experience
- MBA in International Business

AJIKRISHNAN A. G.
VP – PROJECTS

- 19 years of experience
- B.E, MBA



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 #2, #6 and #7 in India by Tripadvisor (2020)

Wonderla Bangalore ranked 8th Best and Wonderla Kochi ranked 15th Best in Asia.



Best of the Best



Best of the Best

Top 25 Amusement Parks – Asia

Movie rides, magic and memories for the family.

UNITED STATES WORLD REGIONS

8 Wonderla Amusement Park
Bengaluru, India



6 Wonderla Amusement Park
Kochi (Cochin), India



Best of the Best

Top 10 Amusement Parks & Water Parks India

Film rides, magic and memories for the family.

INDIA WORLD REGIONS

COI

FOR FURTHER QUERIES -



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IR Consultant
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THANK YOU

Disclaimer

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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.