



a new dawn

Q1FY23 RESULTS UPDATE

AS THE BUSINESS WAS SEVERELY IMPACTED BY PANDEMIC, ALL NUMBERS IN THIS DOCUMENT HAVE BEEN COMPARED AGAINST Q1 FY 20

Disclaimer


Certain statements in this release concerning our future growth prospects are forward-looking statements, which are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated in such forward-looking statements.

Important factors that could cause actual results to differ materially from our expectations include, amongst others general economic and business conditions in India, business outlook of our clientele and their research and development efforts our ability to successfully implement our strategy, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global biotechnology and pharmaceuticals industries, increasing competition, changes in political conditions in India and changes in the foreign exchange control regulations in India.

Neither the company nor its directors and any of the affiliates have any obligation to update or otherwise revise any statements reflecting circumstances arising after this date or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.



Our Q1FY2023 performance gives us the confidence to surpass pre-Covid business levels in full FY2023.

A hiker with a backpack stands on a rocky mountain peak, looking out over a vast, snow-capped mountain range. The scene is illuminated by the warm, golden light of a low sun, creating a dramatic and inspiring atmosphere. The sky is filled with soft, golden clouds, and the overall tone is one of achievement and resilience.

Our financial prudence, operational excellence and outstanding brand experience and recall are making WONDERLA into a highly resilient company.

Q1FY23: Robust Performance as Pandemic Recedes



Footfall

1.1 Million+

24% Growth

Revenue Crossed

INR 150 Cr

26% Growth

ARPU

INR 1,300

EBITDA Margin

62%

INR 94 Cr

PAT

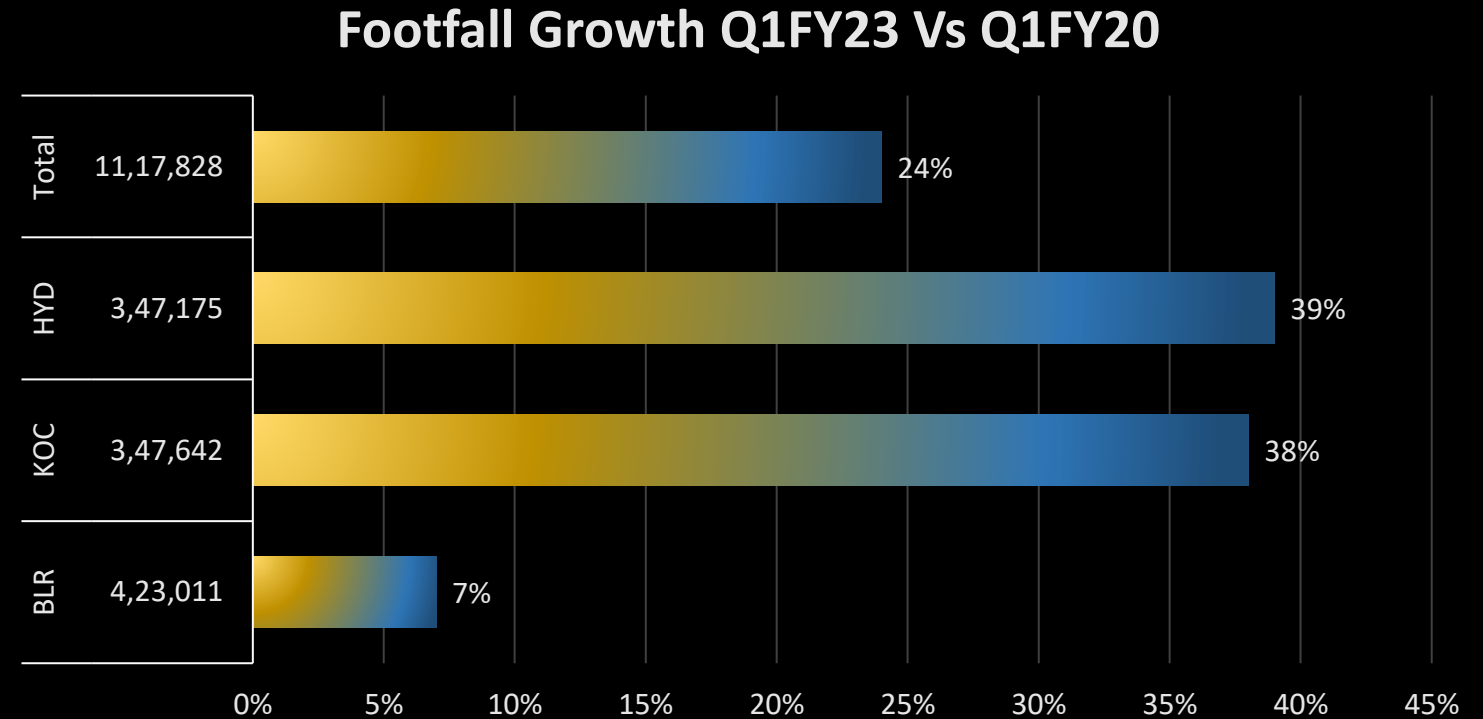
INR 64 Cr

EPS

INR 11.38

Highest Ever Quarterly Footfall, Revenue, EBITDA, and PAT since inception two decades ago

Q1 FY23: Blockbuster Performance by Parks



- Robust growth across parks; footfall surpasses pre-pandemic levels
- Gives us the confidence to surpass pre-covid business levels in full FY23

Q1FY23 Financial & Operational Highlights



- **Revenue approaches pre-Covid Levels:** The Company registered Revenue Growth of 26% with a Revenue of Rs.152.3 crore in Q1FY23, as compared to Rs. 121.3 crore. In Q1FY20
- **EBITDA surge up:** EBITDA in Q1FY23 increased by 30% YOY from Rs.72.28 crore in Q1FY20 to Rs. 94.2 crore in Q1FY23 on account of cost efficiency initiatives and overwhelming footfalls in all the parks
- **PBT climbs ahead:** In Q1 FY23 PBT increased by 38% YoY from Rs. 62 crore. in Q1FY20 to Rs. 85 crore in Q1FY23, PBT margin stood at 56% in Q1FY23
- **FY2023 marks a new dawn:** Backed by the blockbuster performance by all the parks and very healthy footfalls, the Company is on track to reach the pre-Covid levels during the current financial year
- **Reports robust and resilient Ticket & Footfall Performance in Q1FY23:** Ticket revenue grew by 26% and non-ticket revenue grew by 31% in Q1FY23 compared to Q1 FY 20
- **Footfalls keep marching:** Footfalls in Kochi, Bangalore & Hyderabad Parks Grew by 38%, 7% and 39% respectively - Overall Footfall Grew by 24% compared to Q1 FY 20

Robust and Resilient Operations clocked in Q1FY2023

Full FY2023 is expected to mark the return of a New Dawn to reach pre-Covid Levels

Q1FY23 Financial & Operational Highlights

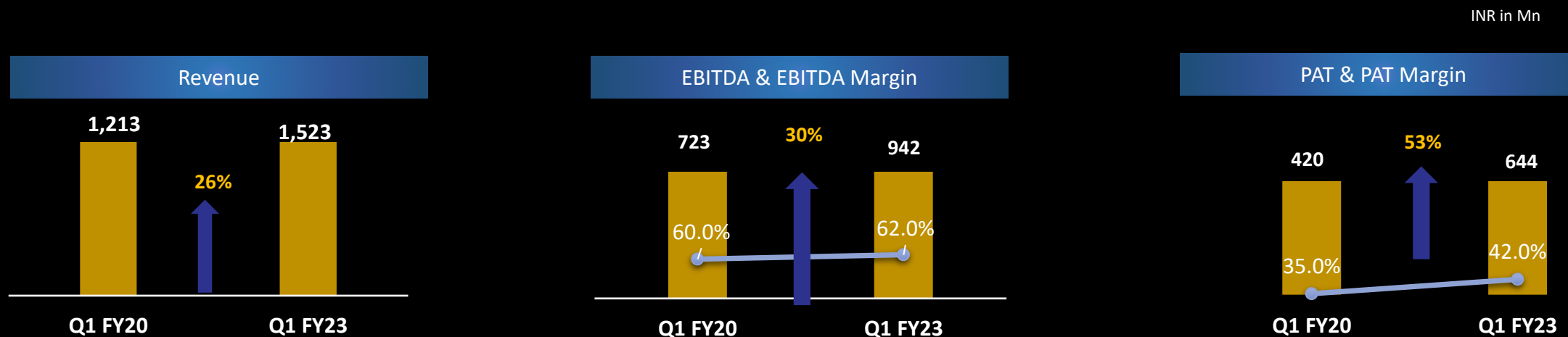


- **New Rides build excitement:** Wonderla launched a new ride Mystic Saucer in our Kochi park, offering more excitement and thrills to our customers
- **Regular Events pulls the crowds in:** The Company is continuously organising events to delight its customers. In Q1FY23, the Company organised 'Park Plus' events which received good traction
- **Upping the Ante in Marketing:** The Company is leveraging its digital media marketing and scaling its customer connect. These initiatives are reaching a large number of target customers to build strong future latent demand for visits to the parks
- **Special Campaigns to Drive Walk-ins:** The Company is implementing innovative marketing activities and launching attractive offers separately to encourage walk-in and group footfalls

New rides, events and savvy marketing keeps consumer interest curious and alert

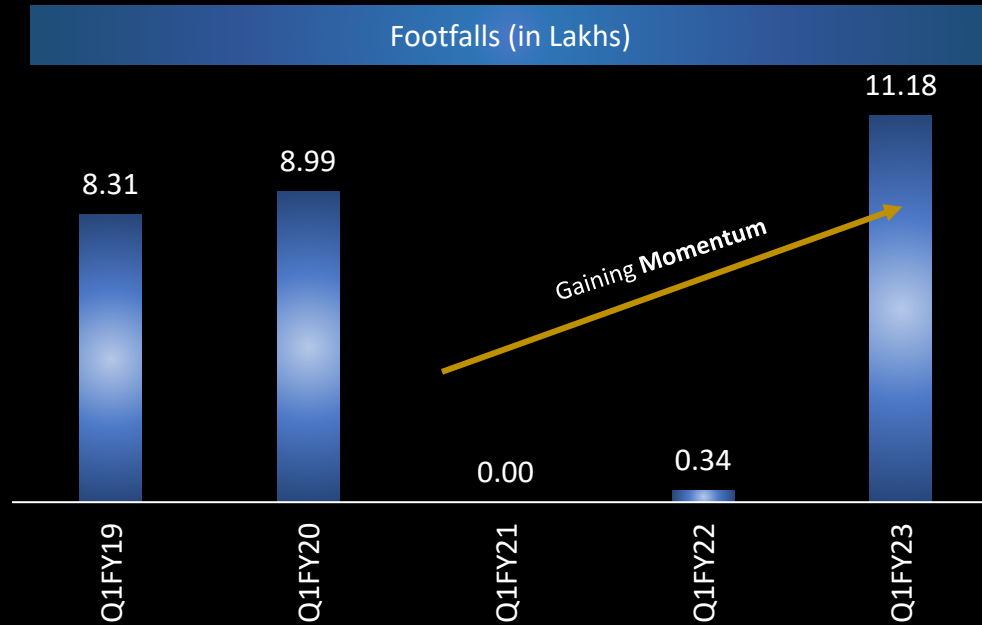
Q1 FY23 Results Analysis

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**Positive KPIs mark
the return of a New Dawn in a Post Covid Era**

Footfall Crossed Pre-Covid Levels



- **Bangalore Park Footfalls**
Q1FY20: **3.97 Lakh** Vs Q1FY23: **4.23 Lakh**
- **Kochi Park Footfalls**
Q1FY20: **2.53 Lakh** Vs Q1FY23: **3.48 Lakh**
- **Hyderabad Park Footfalls**
Q1FY20: **2.50 Lakh** Vs Q1FY23: **3.47 Lakh**

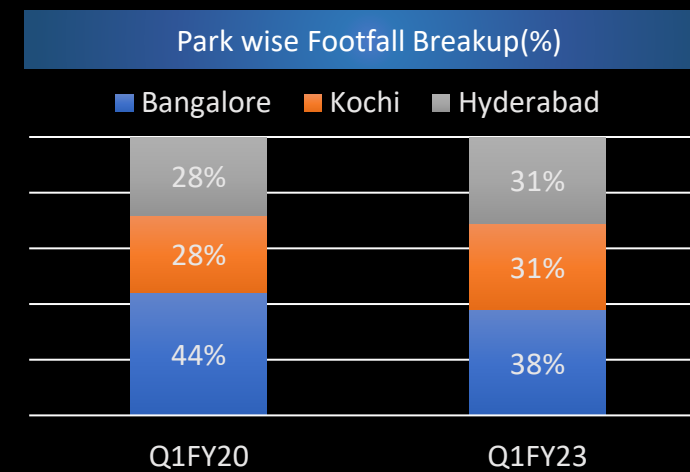
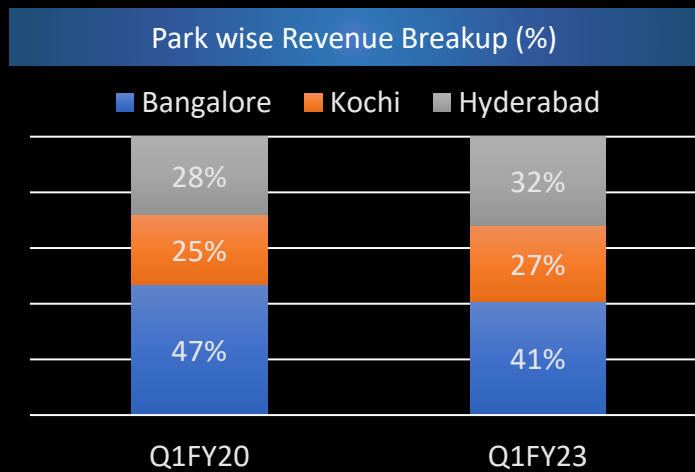
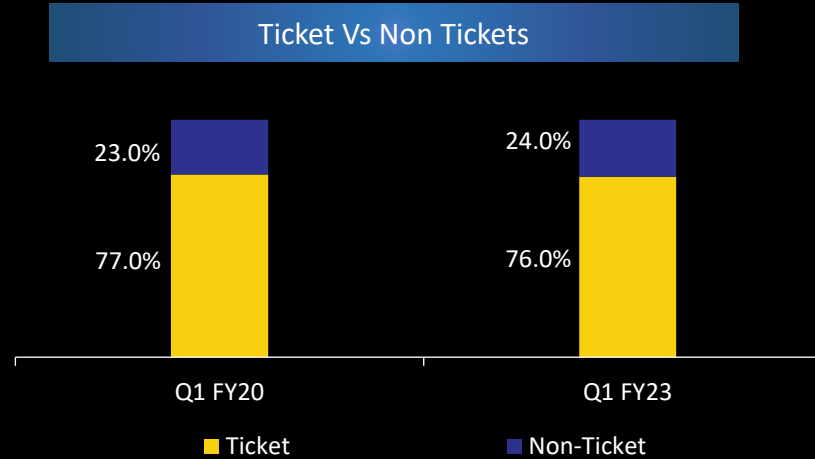
Our 3-Pronged Strategy for Driving Footfalls

1 Judicious Pricing Strategy

2 Large Group Format & After Hours Events

3 New Rides & Innovation

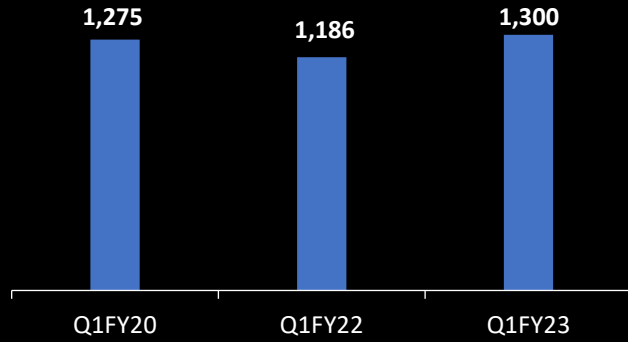
Q1FY23 Operational Results Analysis



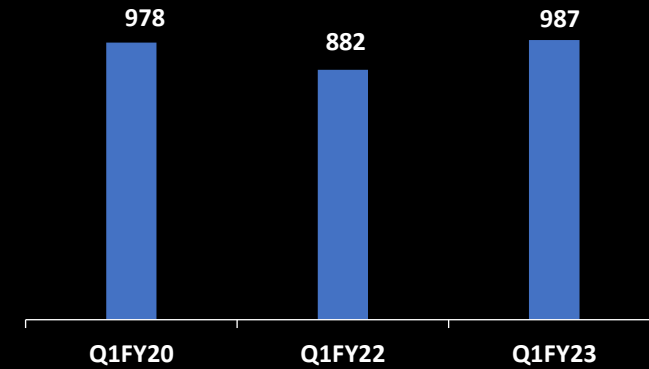
Q1FY23 Operational Results Analysis



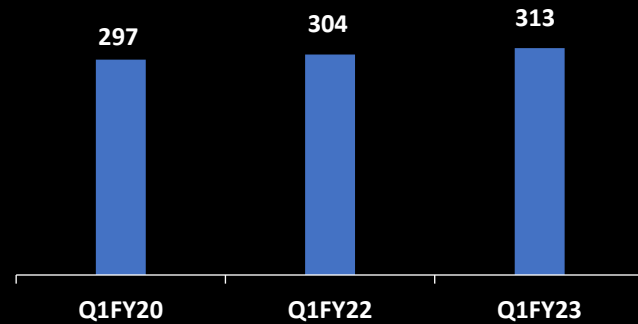
ARPU (In Rs)



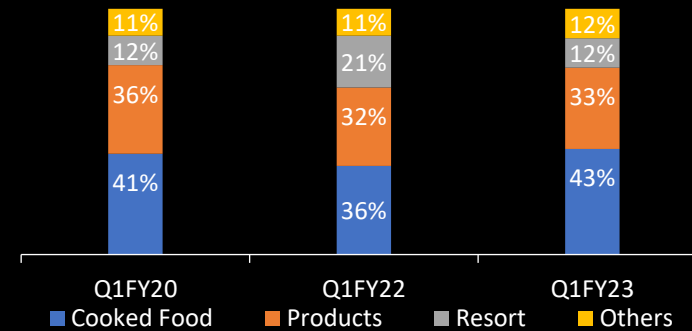
ATP (In Rs)



SPH – (in Rs)



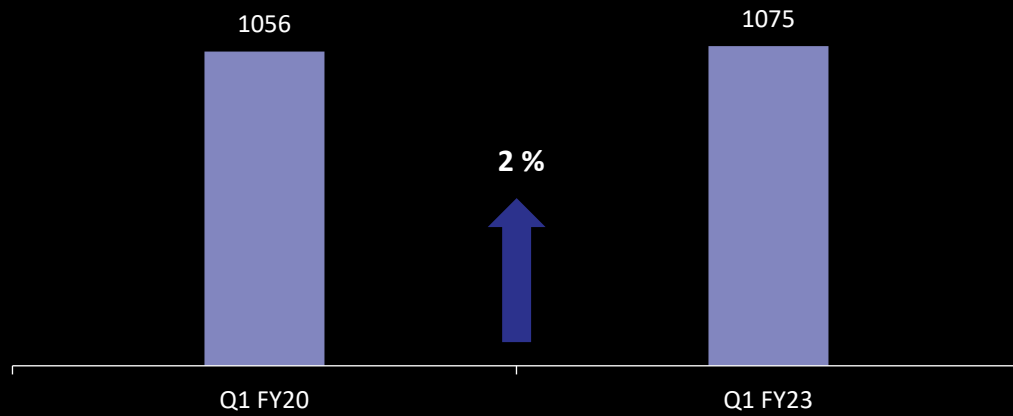
BREAK-UP OF NON-TICKET REVENUE (PARKS + RESORT)



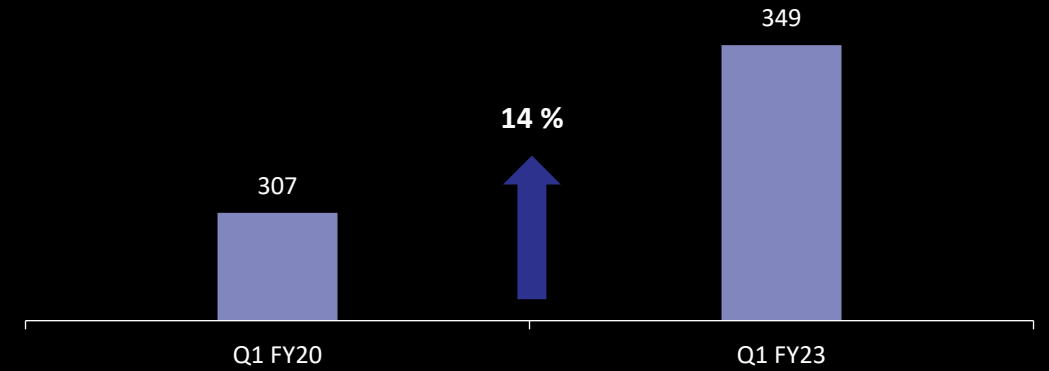
Bangalore Park – Revenue & Footfall Analysis



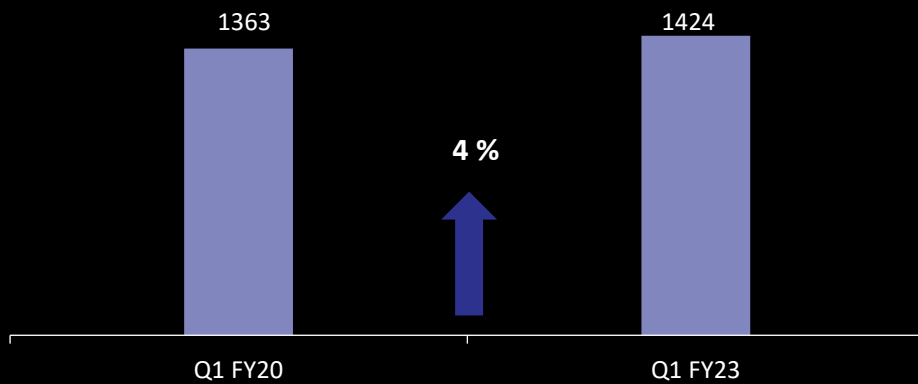
ATP (In Rs)



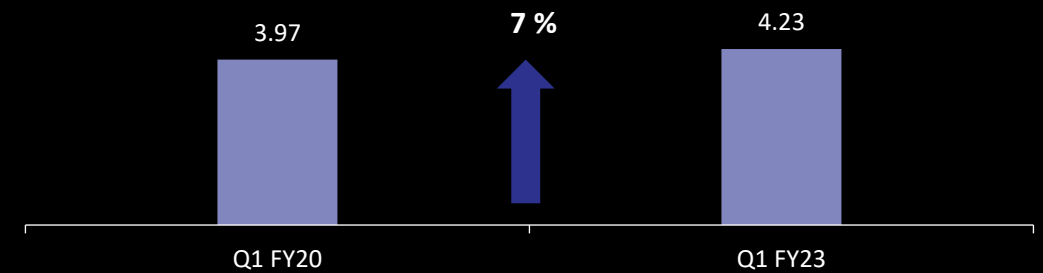
SPH (In Rs)



ARPU (in Rs.)



FOOTFALLS ('000)



Bangalore Resort: Robust Performance

Sharp rebound in
Resort Performance;
Revenue up 28%
over Q1 FY20

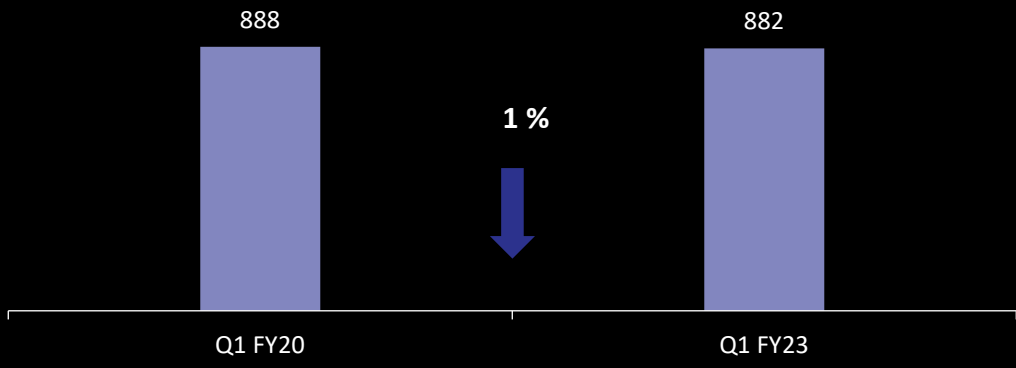
Highest ever
Occupancy @ 80%
6,047 rooms vs 4,611
rooms (FY20)

Both leisure and
corporate segment
contributed well to
this performance

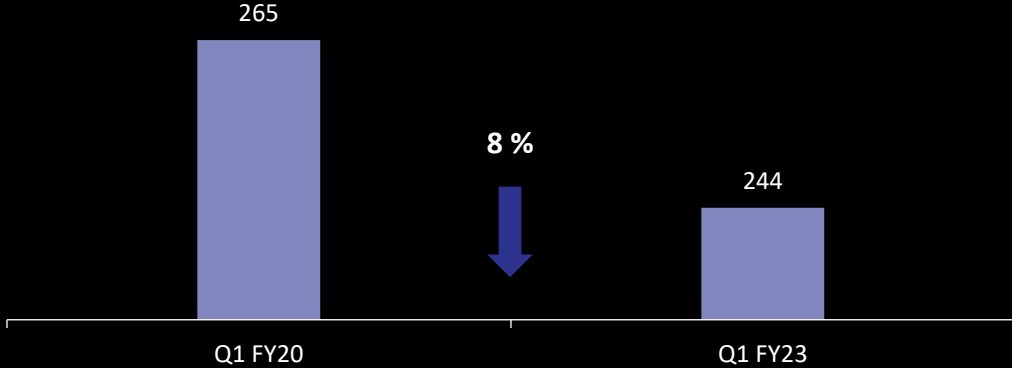
Kochi Park – Revenue & Footfall Analysis



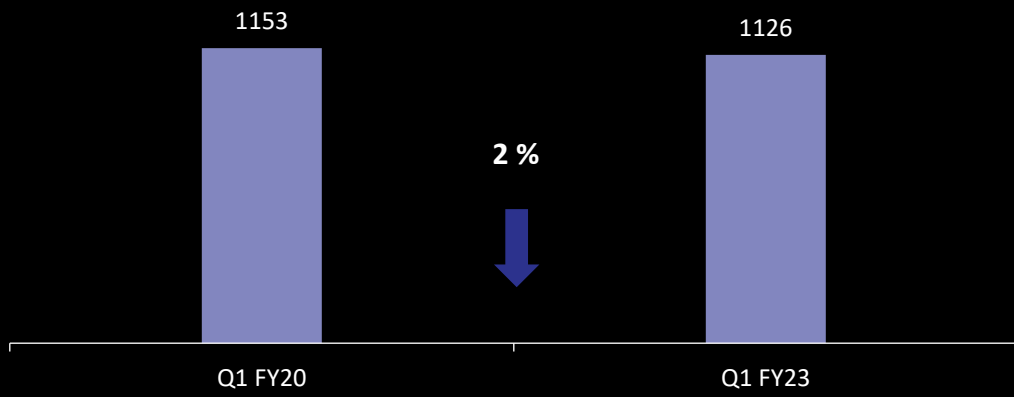
ATP (In Rs)



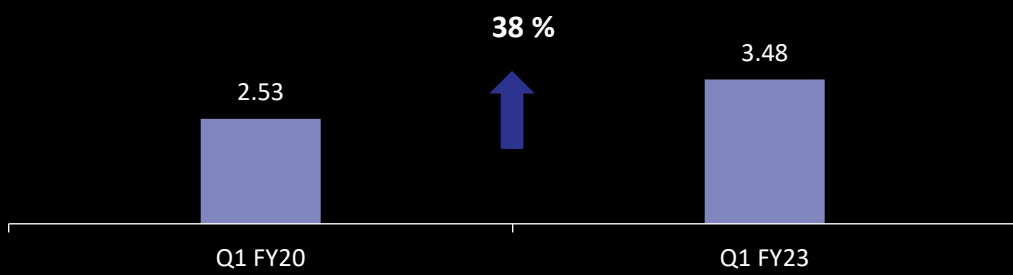
SPH (In Rs)



ARPU (in Rs.)



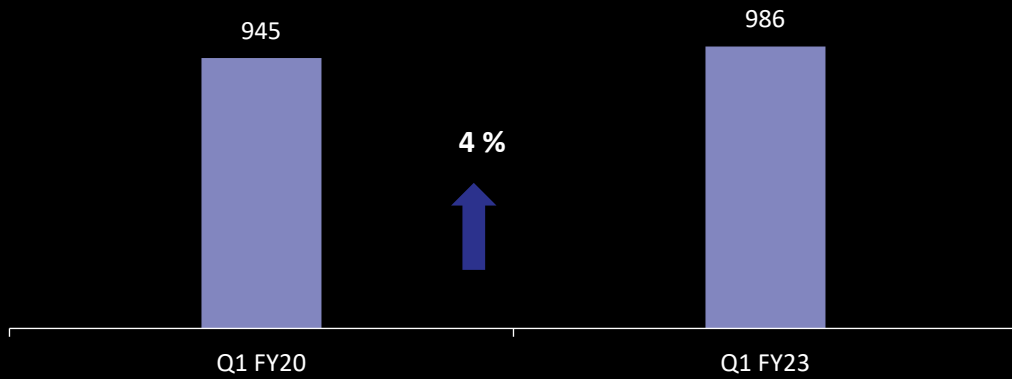
FOOTFALLS ('000)



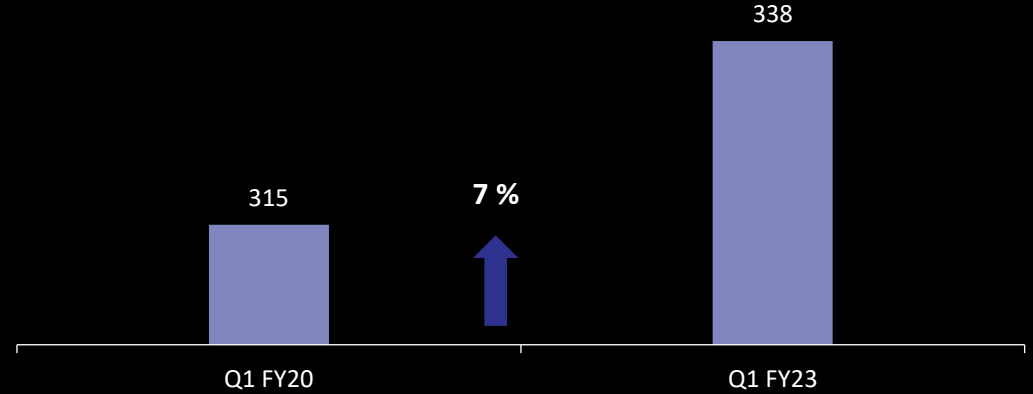
Hyderabad Park – Revenue & Footfall Analysis



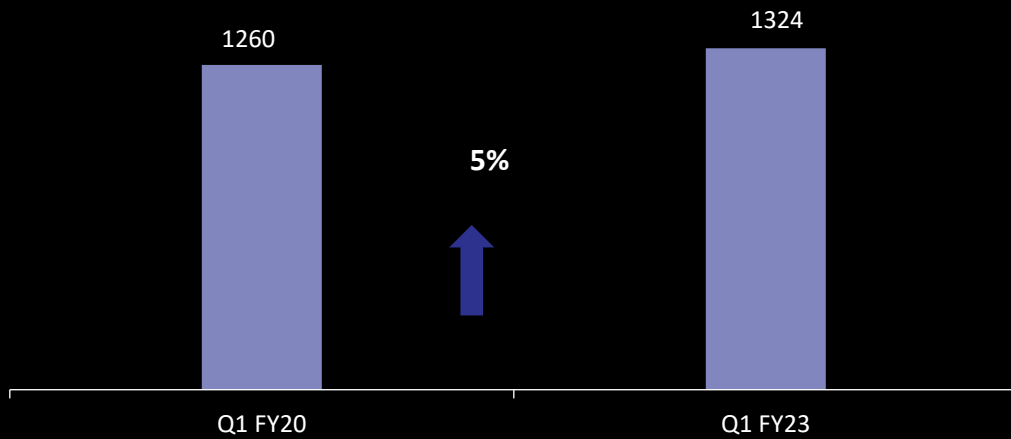
ATP (In Rs)



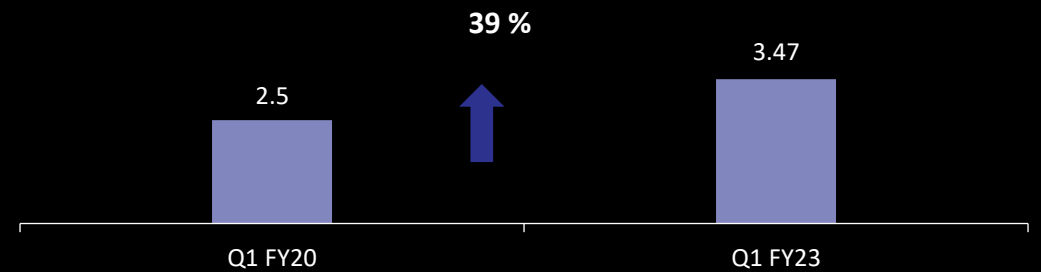
SPH (In Rs)



ARPU (in Rs)



FOOTFALLS ('000)



New Ride – Mystic Saucer at Kochi Park



This is a family ride which can be enjoyed by 36 riders at a time. Mystic Saucer is characterized by pot shaped spinning cabins placed over a round platform. The platform as well as the cabins rotate on its axis, giving the riders a feel of rotational thrill.

Q1FY23 Update on Odisha Land Acquisition



- **Agreement Concluded:** We signed an agreement with the Odisha government for the development of an amusement park project in Bhubaneswar.
- **Large Land Area:** The Company has leased a **50.630 acres land for 90 years** in the village of Kumarbasta, Khorda district in Bhubaneswar, Odisha.
- **Investment Lined Up:** The Company is planning to develop this project with an investment of **Rs. 125 crore** investment based on its asset-light business model. It is initially planning to fund this project through its internal accruals, and subsequently through some volume of debt arrangement if required
- **Outstanding State Support:** The Odisha Government has offered the Company excellent support and favorable terms to set up the park in Bhubaneswar. The incentives offered by the Government are lucrative and work favorably to set up the project

Outstanding State Support and already lined up capital should see this fourth park emerge within expected timelines

Empowering the Brand and enhancing Consumer Experience



Profit & Loss Account

Particulars (Rs Mn)	Q1 FY 23	Q1 FY 22	YoY %	Q1 FY 20	YoY %
Total Revenue from Operations	1,494	44	33.34	1,176	0.27
Other Income	29	11	1.67	37	-0.22
Total Income	1,523	54	27.05	1,213	0.26
Cost of materials consumed	69	3	25.78	47	0.46
Purchase of stock-in-trade	76	5	14.67	63	0.21
Changes in inventories of stock-in-trade	-4	-2	0.87	-3	0.26
Employee benefits expense	143	72	0.99	112	0.28
Other expenses	297	68	3.39	272	0.09
Total Expense	581	145	3.01	490	0.19
EBITDA	942	-90	-11.41	723	0.30
EBITDA Margin %	62%			60%	0.04
Depreciation	91	98	-0.08	104	-0.13
Finance Cost	1	1	-0.36	2	-0.69
PBT	851	-190	-5.49	617	0.38
Tax Expense	207	-57	-4.63	196	0.06
PAT	644	-133	NA	420	0.53
PAT Margin %	42%	NA	NA	35%	NA



About Us

a new dawn of value creation and growth

Wonderla: an outlier in the amusement industry

Our Vision

Adding 'Wonder' to lives and bringing people closer.

Our Mission

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



3

Parks in Kochi, Bangaluru & Hyderabad

161

Fun & Thrilling Rides

15

Restaurants

- **Diversified Businesses:**
 - **Resorts**
 - **Theme Parks**
 - **Water Parks**
 - **Restaurants**
- **India's most loved amusement parks:** Two decades of experience in running 3 Parks in three different cities, Kochi, Bengaluru, and Hyderabad.
- **A recognised peer leader with top H&S recognition:** We are among the top amusement parks in India and South-East Asia as ranked by various travel sites. Wonderla is also the country's first theme park chain to receive the highly coveted 'Covsafe Certification'.
- **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.
- **Large land bank for organic growth:** Collectively we have >220 acres of land available for future development within our existing parks.
- **Ample headroom to grow through large capacity:** Capacity of accommodating and serving Lakhs of customers in a day collectively in all three Parks.

Building on Unmatched Advantages



Odisha &
Chennai park
expansion

Odisha & Chennai park expansion, further strengthens our portfolio.

Customer
Centricity as a
Driving Force

Customer Centricity is at the core of our values. We believe in giving value for money to our customers. We study customer preferences and then try to deliver them to maximize their satisfaction. Our customer-centric approach is evident by the IAAPI excellence awards which we have received many times.

> 2 Decades
Experience &
Brand Equity

We have >20 years of experience & strong brand equity, which help us to efficiently manage our parks and build strong brand equity.

Wonderla is built on strong competencies that is based on >20 years' learnings, ingenuity and innovative approach.

Making millions happy across India



> **2.38 million**

Footfall PA (in lakh)



Kochi



Bengaluru



Hyderabad

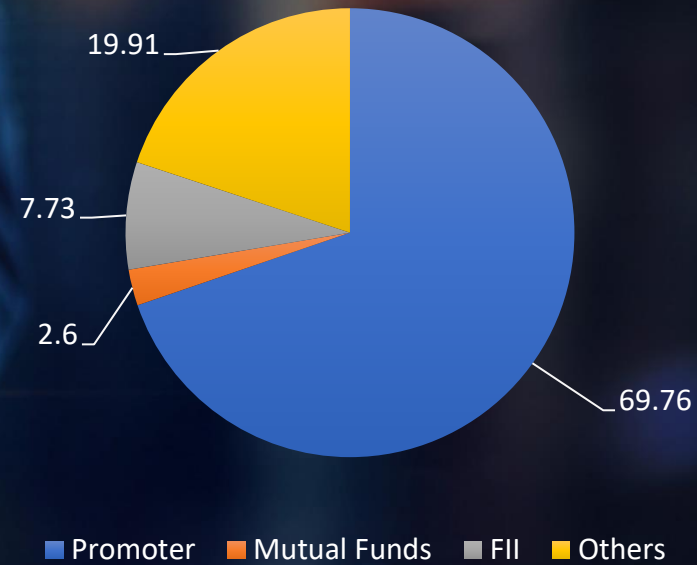


- **Bhubaneswar**
- **Chennai**

Shareholding Structure



% Shareholding



Diversified Shareholder Base of Reputed Institutions & Retail Investors



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 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.

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