Wonderla Holidays Ltd — Aug 2026 Quarterly Analysis

1. VERDICT & BUSINESS QUALITY SNAPSHOT

Result: Strong Beat (Margins & Chennai Ramp-up) **One-line:** The thesis is accelerating as the Chennai Park has achieved mature-park EBITDA margins (48%) in its first full summer, silencing concerns about the gestation period of new large-format assets.

Dimension	This Quarter	Signal / Evidence	Sentiment
Beat/Miss vs Guidance	**Strong Beat**	Revenue grew 44% YoY (□243 Cr); EBITDA margins hit 48% vs 35.2% in Q4.	□
Earnings Quality	**High**	Growth driven by Volume (33%) and Non-ticket realization (20%); no one-off adjustments cited.	□
Guidance Confidence	**Neutral**	Management committed to a new park announcement by end of FY27; BBS target (2.5L) is on track.	□
Management Credibility	**High**	Delivered an unprecedented ramp-up in Chennai (□21.86 Cr EBITDA in Q1).	□
Business Quality Signal	**Improving**	Transformation into a destination model evidenced by 20% jump in non-ticket spend (□591).	□
Key Q&A Exchange	**Q7: Chennai Ramp**	Chennai is tracking as one of the fastest ramp-ups in company history, reaching parity with mature parks.	□
The Street's Anxiety	**Deployment Speed**	Concerns over □400 Cr+ cash sitting idle; Mgmt promised an announcement by year-end.	□
Capital Cycle Stage	**Harvesting / Re-investing**	Harvesting Chennai/BBS; scouting Tier-1 land for the next leg.	□
Margin Trajectory	**Improving**	Reached 48% consolidated margin; Chennai is already margin-accretive.	□
Pricing Power	**Expanding**	ARPU up 7% to □1,901 despite "inflationary pressure on F&B."	□
FCF Conversion & Quality	**Strong**	Negative working capital persists; cash pile growing to fund expansion.	□
Competitive Moat Signals	**Stable**	In-house ride design and 20-year brand equity in South India remain unmatched.	□
Balance Sheet Strength	**Exceptional**	Net cash position remains robust (surplus over □400 Cr).	□
Working Capital Efficiency	**Stable**	Standard cash-and-carry model; digital transformation (POS) to improve throughput.	□
Mgmt Guidance Track Record	**Reliable**	Delivered Chennai and Bhubaneswar operational stability ahead of schedule.	□
Key Vulnerability	**Geography/ Weather**	Recent Kerala landslides and heavy rainfall noted as potential Q2 disruptions.	□
Management Tone	**Confident**	Posture was highly satisfied with Chennai but cautious regarding Q2 monsoon impact.	□

Sentiment: □Positive

Key Takeaways (Positives & Negatives): * **Positives:** The **Chennai Park** has fundamentally de-risked the stock. Generating ₹21.86 Cr of EBITDA in a single quarter (48% margin) proves that Wonderla's brand translates instantly to new Tier-1 markets. **Non-ticket revenue** is the new growth engine, surging 20% YoY to ₹591 per guest, driven by "premiumization" of F&B and retail. The **Resort business** (The Isle) delivered its best-ever quarter, proving the destination-park model works. * **Negatives: Bhubaneswar (BBS)** realizations remain flattish; management admits it is a "category-creating" experiment that will take longer to scale. **Corporate overheads** increased by ₹6.5 Cr as the company builds a leadership layer for the next 5 parks. * **The Street's Primary Concern:** Analysts are frustrated with the pace of the "5 parks in 5 years" rollout, given the high cash balance. Management's response—that they are in "advanced talks with 3-4 states" and will announce one by year-end—keeps the growth narrative alive but puts pressure on Q3/Q4 for a deal closure. * **Watchpoint:** Q2 performance in Kochi due to heavy Kerala monsoons/landslides, which management flagged as a current disruption.

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2. BUSINESS PERFORMANCE

2A. KEY METRICS DATA SOURCE: PPT figures are primary. Concall used for commentary and non-ticket breakdown.

Metric	Current Qtr (Q1 FY27)	YoY Change	QoQ Change	Trend	Mgmt Commentary
Revenue (₹Cr)	243.0	↑ 44.0%	↑ 80.0%	↑	Driven by Chennai Park (₹45 Cr) and 15% growth in mature parks.
Gross Margin (%)	100.0%	→	→	→	Core park business has negligible COGS.
EBITDA (₹Cr)	122.0	↑ 39.0%	↑ 144.0%	↑	Boosted by high operating leverage in peak summer season.
EBITDA Margin %	48.0%	↓ 170 bps	↑ 1280 bps	↑	YoY slight dip due to ₹6.5 Cr corporate investment & new park mix.
PAT (₹Cr)	72.79	↑ 38.4%	↑ 343.3%	↑	Growth slightly trailed EBITDA due to higher depreciation in Chennai.
EPS (₹)	12.88	↑ 38.5%	↑ 397.3%	↑	Reflects strong seasonality and new park contribution.
Footfalls (Lakhs)	12.25	↑ 33.0%	↑ 39.4%	↑	Chennai contributed 2.42L; mature parks grew 7%.
ARPU (₹)	1,901	↑ 7.0%	↑ 23.7%	↑	Driven by 20% growth in non-ticket spend (₹591).
Non-Ticket Spend (₹)	591	↑ 20.0%	↑ 28.5%	↑	Focus on "immersive experiences" and premium F&B offerings.
Net Cash (₹Cr)	~430.0	→	→	→	CFO stated "interest and gains on investments" contributed ₹9.47 Cr.
DSO (Days)	Negligible	→	→	→	Business remains a pre-paid/cash-and-carry model.

2B. SEGMENT BREAKDOWN

Segment	Footfall (L)	YoY Growth	EBITDA (□ Cr)	Trend	vs Co. Avg	Key Development
Chennai	2.42	New	21.86	↑	Inline	Achieved 48.5% EBITDA margin in Year 1; one of the fastest ramp-ups.
Bengaluru	3.43	↑ 6.0%	Not Stated	↑	Above	New coaster received "extremely well"; Dwelling time increased.
Hyderabad	2.90	↑ 11.0%	Not Stated	↑	Above	Best ever quarter; benefited from brand building/marketing.
Kochi	2.50	↑ 6.0%	Not Stated	→	Inline	Mature asset; currently facing monsoon/ landslide disruption.
Bhubaneswar	1.00	↑ 4.0%	Not Stated	→	Below	Small format "experiment"; EBITDA positive but slow realization growth.
Resort/Hosp.	N/A	↑	+3.19 (incr)	↑	Above	Record quarter for "The Isle" and Hyderabad park resort.

3. MANAGEMENT OUTLOOK & EXECUTION TRACKER

Dimension	Category	Management Target / Claim	Required Run-Rate / Feasibility	Historical Delivery	Risk Flag
Guidance	**Footfalls (BBS)**	5.0 Lakhs annual potential.	Did 1.0L in Q1. Needs ~1.3L avg for remaining Qs. Feasible.	**On Track**	**Low**
Guidance	**Expansion**	Announce new park by end of FY27.	Requires closing 1 of 3-4 active state negotiations.	**Delayed**	**High**
Guidance	**Footfall (Large)**	1.2M - 1.3M capacity per park.	Bengaluru at ~1.3M LTM. Needs ride additions for further growth.	**Delivered**	**Medium**
Guidance	**Margins**	Sustainable 40-45% levels.	Currently at 48% (Q1). Sustainable if non-ticket mix hits 40%.	**Beating**	**Low**
Strategy	**Hospitality**	Standalone resorts (e.g., Goa).	New vertical exploration; potential ROE dilutor if not park-linked.	**New**	**Medium**
Strategy	**IP Creation**	Proprietary IPs over foreign licenses.	Avoids royalty drag; relies on in-house creative success.	**Consistent**	**Low**
Balance	**Capex**	10% Revenue for Expansion/New Rides.	Implies ~□50-60 Cr spend in FY27.	**Reliable**	**Low**

4. ANALYST Q&A

Q#	Rel.	Analyst / Firm	Theme Cluster	Category	Underlying Concern	Management Response & Investment Implication	Evaded	Cred.	Verdict
1	4.0	Shamit / Ambit	Footfalls	Business Overview	"Should we view this current growth rate [7% ex-Chennai] as sustainable going forward?"	Management noted that while Q1 was strong due to favorable weather and marketing, footfall is inherently unpredictable by quarter. Growth remains vulnerable to weather volatility, making the shift to ARPU-led growth a necessary cushion.	None	3.0	Cautious
1a	3.5	Shamit / Ambit	Margins	Financials	"Once Chennai Park matures, what kind of margin trajectory are you expecting?"	Management confirmed Chennai margins will eventually align with mature parks at par. This suggests a structural consolidated margin floor of 40%+, de-risking the new park's long-term profitability.	None	4.0	Reassuring
2	4.5	Vinod Krishna / Avendus	Ramp-up	Management Commentary	"How should we see this year itself, will [Chennai] go to 1 million?"	Management clarified that reaching 1 million pax in Year 1 is unlikely and will take a couple of years to peak. This tempers expectations for Q2-Q4 but confirms the	None	4.0	Pragmatic

Q#	Rel.	Analyst / Firm	Theme Cluster	Category	Underlying Concern	Management Response & Investment Implication	Evaded	Cred.	Verdict
						high ceiling for the asset.			
2a	5.0	Vinod Krishna / Avendus	Strategy	Capex and Allocation	"When should we... in the next 3, 4 years, what are the minimum number of parks we should be adding?"	Management targets 1-2 large parks and 1-2 small parks in the next 4 years, with an announcement due by end of FY27. This confirms the deployment of the QIP cash pile is finally entering the terminal negotiation phase.	Exact City	3.0	Timeline Set
2b	4.0	Vinod Krishna / Avendus	Strategy	Business Overview	"Are you also ready to do resort as a separate adjacent business?"	Management is exploring standalone resort projects in locations like Goa, moving beyond just park-adjacent hospitality. This signifies a pivot toward a broader "Leisure & Hospitality" play which could change the company's valuation multiple.	None	3.5	Thesis Shift
3	4.0	Abhishek / ICICI	Growth	Business Overview	"What happened exactly during this quarter in Hyderabad that we're seeing such a large growth?"	Management attributed the 11% growth to brand building in a relatively "young" park (8 years old) and aggressive summer marketing.	None	4.5	Specific

Q#	Rel.	Analyst / Firm	Theme Cluster	Category	Underlying Concern	Management Response & Investment Implication	Evaded	Cred.	Verdict
						High growth in Hyderabad suggests there is still "juice to squeeze" in the older assets through better penetration.			
3a	3.5	Abhishek / ICICI	Macro	Management Commentary	"Do you see any directives coming from the government regarding the park operations [due to rainfall deficit]?"	Management stated there are currently no issues as rainfall has been strong recently, though they cannot predict future government orders. This remains a systemic regulatory risk for water-intensive park assets.	None	3.0	Alert
3b	4.0	Abhishek / ICICI	Operations	Business Overview	"Is there any disruption in Kochi Park... heavy rainfall in Kerala?"	Management admitted to regional disruptions and landslides in Kerala affecting footfalls, though the park itself is safe. Kochi's Q2 numbers are likely to be soft, creating a potential headwind for the next earnings report.	None	4.0	Honest
4	4.5	Navin / ithoughtPMS	Strategy	Business Overview	"Are there any learnings we are taking from doing the smaller park	Management views BBS as an experiment in Tier-2/3 demand,	None	4.0	Strategic

Q#	Rel.	Analyst / Firm	Theme Cluster	Category	Underlying Concern	Management Response & Investment Implication	Evaded	Cred.	Verdict
					[Bhubaneswar] that will carry on?"	noting it is already EBITDA positive despite slower footfall ramp-up. The pivot back to focusing on large Tier-1 cities implies that the "Small Park" strategy is secondary to the high-ROI large-park model.			
4a	5.0	Navin / ithoughtPMS	Margins	Financials	"Would it be right to assume that the Chennai Park is already at the mature park level of margins?"	Management confirmed that for Q1, Chennai tracked similar to larger parks at a healthy 48.5% EBITDA margin. This is the strongest execution signal of the quarter, proving the brand's instant scalability.	None	5.0	Quantified
4b	3.5	Navin / ithoughtPMS	Strategy	Business Overview	"Is there any change in view [on licensing IPs like Chhota Bheem]?"	Management reiterated their preference for proprietary IP, claiming foreign IP royalties often don't make financial sense in India. This maintains the high-margin profile of the business by avoiding fixed licensing costs.	None	3.5	Consistent
5	3.5		Strategy				None	4.0	Clear

Q#	Rel.	Analyst / Firm	Theme Cluster	Category	Underlying Concern	Management Response & Investment Implication	Evaded	Cred.	Verdict
		Girish / Bryanston		Management Commentary	"How much management bandwidth is allocated for [Bhubaneswar]?"	Management stated bandwidth is split equally (1/5th per park), ensuring the new asset gets full operational focus. This addresses concerns that smaller parks might be neglected in favor of the larger Bengaluru/ Chennai assets.			
6	4.0	Richa / Equitymaster	Expansion	Capex and Allocation	"What is the capital intensity per acre... and what is the IRR/ payback?"	Management noted Chennai cost ~□600 Cr and BBS ~□190 Cr, with large park paybacks targeted at 6-8 years. These metrics confirm the high-barrier-to-entry moat, as competitors need significant upfront capital to match this scale.	None	4.0	Quantified
7	3.0	Harsh / AART	Financials	Financials	"Under segmental revenue... there is a sharp increase in the other segment from INR 38 crores to INR 63 crores?"	Management clarified this includes the resort business (The Isle, Terrea) and other income. The growth validates the "destination park" strategy as hospitality	None	3.5	Clarified

Q#	Rel.	Analyst / Firm	Theme Cluster	Category	Underlying Concern	Management Response & Investment Implication	Evaded	Cred.	Verdict
						becomes a material revenue pillar.			
8	3.5	Akhilesh / Smart Sync	Strategy	Capex and Allocation	"Are you looking for the same kind of model... leased land from government [asset-light]?"	Management will explore asset-light models where possible but notes each city/ government deal is different. Asset-light deals would significantly boost ROE, but the current balance sheet allows for full ownership if needed.	None	3.0	Opportunistic
9	3.0	Yash / SKS Capital	Macro	Business Overview	"How much of your current quarter blowout performance has been due to weak monsoons?"	Management stated that May (the peak month) was dry, which helped, but refused to attribute the entire beat to weather alone. This highlights the inherent seasonality risk—one rainy May could derail the company's best quarter.	None	3.0	Neutral
10	4.0	Nikhil / SIMPL	Financials	Financials	"The other expenses have increased significantly... are these one-off?"	CFO attributed the rise to □1.5 Cr in digital transformation (new POS) and □5 Cr additional marketing. These are investments in future	None	4.5	Specific

Q#	Rel.	Analyst / Firm	Theme Cluster	Category	Underlying Concern	Management Response & Investment Implication	Evaded	Cred.	Verdict
						throughput and brand equity, not structural cost inflation.			
11	4.5	Hardick / Vireya	Strategy	Capex and Allocation	"Do we have the management bandwidth to, let's say, open 2 parks a year?"	Management confirmed they can handle parallel projects, having done so in the past. This suggests the rollout could accelerate if land acquisition bottlenecks are cleared.	None	4.0	Confident
12	3.5	Manoj / Geometric	Expansion	Management Commentary	"What has happened in 18 months [since QIP]... why the delay?"	Management explained that finding large, unencumbered land parcels in Tier-1 cities is difficult and requires complex government talks. The "idle cash" is a result of high quality-standards for land, not a lack of effort.	None	3.0	Defensive
13	3.0	Parin / PKP Capital	Operations	Business Overview	"Any further plans [for resorts] looking at this occupancy?"	Management is waiting for a full year of "The Isle" data before replicating it across all cities. Replicating the resort success is the most visible "free option" for growth in the	None	3.5	Logical

Q#	Rel.	Analyst / Firm	Theme Cluster	Category	Underlying Concern	Management Response & Investment Implication	Evaded	Cred.	Verdict
						next 24 months.			

PATTERN FLAGS & SENTIMENT Theme Cluster 1: The "Chennai Surprise." Analysts were fixated on the speed of Chennai's ramp-up. Management’s posture was one of quiet triumph, confirming that the asset is already performing at mature levels. This concern has been resolved; Chennai is no longer an execution risk but a growth driver.

Theme Cluster 2: Capital Deployment Friction. Multiple analysts (Hardick, Manoj, Vinod) pressed on the 18-month delay since the QIP for a new park announcement. Management was defensive, citing land encumbrances and government bureaucracy. This friction will resurface in Q3/Q4 if no deal is signed, as the market begins to view the cash as "lazy capital."

Theme Cluster 3: The Hospitality Pivot. A new interest emerged in standalone resorts (Goa). Management’s openness to this indicates a shift from being just an "operator of rides" to a "destination owner." While positive for revenue, analysts were slightly wary of whether standalone resorts dilute management focus.

Analyst Sentiment Verdict: Highly Optimistic but Impatient. The community was stunned by the Q1 profitability, particularly in Chennai and non-ticket spends. However, the lack of a "hard launch" for the next project remains the only cloud. Management's credibility on operations is at an all-time high, but their credibility as "growth deal-makers" is under close monitoring.

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5. WHAT CHANGED vs PRIOR QUARTER

What Changed	Prior Quarter (Q4 FY26)	This Quarter (Q1 FY27)	Direction
EBITDA Margin	35.2%	48.0%	↑ Improving
Chennai Operational Status	Early Ramp-up (₹3.3 Cr EBITDA*)	Fully Mature (₹21.86 Cr EBITDA)	↑ Accretive
Non-Ticket Spend per Pax	₹460 (est.)	₹591	↑ Improving
Expansion Timeline	"Exploring Tier 1"	"Advanced talks; announce by FY end"	↑ Specificity
Digital Infrastructure	Planning Phase	New POS launched in July	↑ Delivered
Hospitality Strategy	Park-linked resorts only	Standalone resorts (Goa) possible	↑ Expanding
Regional Risk	General Macro	Kerala landslides/monsoon disruption	↓ Deteriorating

**Estimated from Q4 transcript notes on 30% margin for 1 month of full operation.*

Investor Notes: * **Thesis Status:** Strengthening. The immediate success of Chennai proves the Wonderla model is a "copy-paste" success in Tier-1 cities, reducing the perceived risk of future expansions. * **Earnings Quality:** Exceptional. The 20% jump in non-ticket spend (F&B/Retail) is higher-margin than ticket revenue and less price-sensitive, structurally lifting the margin floor. * **Operational Lever:** The new POS (Point of Sale) system launched in July is a key efficiency lever to watch; it should theoretically improve dwelling time and capture more impulsive F&B spend. * **Strategic Risk:** Q2 will be a seasonal "washout" due to monsoons, specifically in Kerala. Investors should not extrapolate Q1's 48% margins to the full year; FY average will likely settle at ~40%. * **The Next Catalyst:** A formal land deal announcement for Mumbai, Gujarat, or MP before March 2027.

STOP.