

Wonderla Holidays Ltd. (WONHOL)

CMP: ₹ 500

Target: ₹ 645 (29%)

Target Period: 12 months

February 6, 2026

Strong opening for Chennai Park; Growth trajectory to improve in FY27

About the stock: WHL is one of the largest amusement park operators in India with over 20 years of operations in the business. The company has 4 amusement parks located in Kochi, Bengaluru, Hyderabad and Bhubaneshwar and Chennai. Despite asset heavy model, the company has lean balance sheet on back of its strong cash generation ability.

Q3FY26 performance: WHL's revenues witnessed 10.7% YoY growth to Rs.134.5cr. Overall footfalls stood flat at 9.17 lakh footfalls impacted by monsoon and health advisories by government of Kerala. Average revenue per user (ARPU) stood at Rs.1377 growing by 8% YoY. EBITDA margins declined by 68bps YoY to 29.9%. EBIDTA stood at Rs.40.2cr growing by 8.3% YoY. Adjusted PAT recorded marginal growth of 1.1% YoY to Rs.20.5 due to lower operating performance, higher interest cost and depreciation.

Investment Rationale:

- Footfalls impacted by weather and government health safety regulation; to recover from Q1FY27:** WHL reported flat footfalls (9.17lakh) in Q3FY26. Moderation in footfall was witnessed across parks driven by temporary location specific disruptions. Bhubaneshwar and Hyderabad were impacted by adverse weather while Kochi witnessed decline due to government health advisories leading to deferment of institutional visits. The management clarified that these declines were seasonal and temporary in nature and is already witnessing early signs of stabilisation. Non-ticketing continued to grow in double-digits supporting premiumisation led revenue growth. Matured parks (Bengaluru and Kochi) to achieve low single digit footfall growth, while new parks to add incremental footfalls in the coming years. We expect revenues to grow at 18% CAGR over FY25-28E driven by scale-up of Chennai Park, higher ARPU led growth and incremental non-ticket revenue growth.
- Chennai Park ramp-up is positive surprise; To scale to ~1mn footfalls over 3-4 years:** The Chennai Park recorded 75000 footfalls which was better than expectation in the first quarter of launch. It recorded ARPU of Rs.1596 (highest among all parks) thereby leading to Rs.11.9cr revenues in the first month of operations. It recorded ~11% EBITDA margin in first month and is expected to gradually improve to 20-25% in the 1st year of operation and improve to 40%+ over the next 3 years. The footfalls are expected to scale to ~1mn post its maturity over the next 3-4 years. Higher footfalls, stabilisation of park level costs will drive revenue growth ahead and also is expected to be a high growth lever for consolidated revenue growth.
- EBIDTA margins to gradually improve from FY27:** EBITDA margins are expected to expand over the upcoming years led by the new Chennai Park and premiumisation of the portfolio. The Chennai Park is expected to witness faster ramp up and is expected to witness margins equal to mature over the next 3-4 years (gradually from 20-25% in 1st year). Mature parks are delivering EBIDTA margins of 40-45%. Better operating leverage in matured parks and scale-up in new parks would help EBIDTA margins to consistently improve in the coming years.

Rating and Target Price: We recommend **Buy** with a price target of ₹645 at 11x EV/EBIDTA FY28E.



Particulars

Particular	Amount
Market Capitalisation (₹ crore)	3151.0
Debt (FY25) - ₹ crore	23.9
Cash (FY25) - ₹ crore	558.9
EV (Rs crore)	2616.0
52 week H/L (₹)	732 / 478
Equity capital (₹ crore)	63.4
Face value (₹)	10

Shareholding pattern

	Mar-25	Jun-25	Sep-25	Dec-25
Promoters	62.3	62.3	62.3	62.3
FII	6.9	6.7	6.7	5.5
DII	12.0	12.3	12.1	11.2
Others	18.9	18.7	19.0	21.0

Price Chart



Key risks

- Unseasonal rains during key holiday season will affect footfalls.
- Any delay in launch of Chennai Park.
- Economy slowdown impacting footfalls.

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Key Financial Summary

Key Financials (₹ Crore)	FY23	FY24	FY25	2 year CAGR (FY23-25E)	FY26E	FY27E	FY28E	3 year CAGR (FY25-28E)
Revenues	429.2	483.0	458.6	3.4	493.5	639.2	759.3	18.3
EBIDTA	211.5	227.2	147.2	-16.6	168.4	236.0	306.2	27.7
EBIDTA Margins(%)	49.3	47.0	32.1		34.1	36.9	40.3	
Adjusted PAT	148.9	158.0	84.1	-24.8	89.7	130.7	186.7	30.5
EPS (Rs.)	26.3	27.9	13.3		14.1	20.6	29.5	
PE (x)	21.2	19.9	37.5		35.1	24.1	16.9	
EV to EBIDTA (x)	13.7	13.0	17.8		17.2	11.8	8.3	
RoCE (%)	21.0	19.1	7.7		6.6	9.1	12.1	
RoIC(%)	27.1	27.4	12.4		9.4	11.3	16.1	

Source: Company, ICICI Direct Research

Q3FY26 – Key Performance highlights

- Consolidated revenues grew by 10.7% YoY to Rs.134.5cr largely driven by ARPU which reported 8% YoY growth while footfalls stood flat during the quarter.
- Consolidated Footfalls stood flat at 9.17 lakhs. Bengaluru footfalls reported 3% YoY growth to 3.08 lakhs; Kochi witnessed 19.5% YoY decline in footfalls to 2.07 lakhs impacted by government health advisory leading to deferment of institutional visits. Bhubaneshwar footfalls declined by 29.4% YoY to 24000 impacted by cyclone while Hyderabad footfalls declined by 7.6% YoY to 3.03 lakhs in Q3FY26 impacted by heavier rainfall.
- Consolidated ARPU grew by 8% YoY to Rs.1377 driven by higher non-ticket ARPU growth. Bengaluru ARPU grew by 6% YoY to Rs.1491, non-ticket ARPU grew by 10% YoY while Ticketing ARPU witnessed growth of 4% YoY. Kochi ARPU grew by 10% YoY to Rs.1367 as non-ticketing ARPU grew by 19% YoY and Ticket ARPU grew by 7% YoY. Meanwhile, Bhubaneshwar recorded 10% YoY growth in ARPU to Rs.1134, non-ticket ARPU grew 25% YoY while ticket ARPU declined 1% YoY. Hyderabad reported 3% YoY growth in ARPU to Rs.1234 with non-ticket revenues growing at 12% and ticketing ARPU declining by 2% YoY in Q3FY26.
- On Park-Wise Revenues, Bengaluru recorded 9% YoY growth to Rs.46.1cr while Kochi and Hyderabad revenues witnessed 11% and 5% YoY decline in revenues to Rs.28.5cr and Rs.37.5cr respectively. Bhubaneshwar reported 24% YoY decline to Rs.2.8cr. Chennai Park recorded Rs.11.9cr revenues in its first month after launch. Wonderla & Isle Resort recorded 71% YoY growth in revenues to Rs.8.2cr. Performance is not comparable due to addition of new resort in Q1FY26, The Isle in Bengaluru. ADR stood at Rs.7227 (+25% YoY), Occupancies stood at 68% in Q3FY26.
- Slower revenue growth and higher park launch expenses (Rs.5cr for Chennai Park) led to 68bps YoY decline in EBITDA margins to 29.9%. EBITDA reported 8.3% YoY growth to Rs.40.2cr
- Adjusted PAT witnessed marginal growth by 1.1% YoY Rs.20.5cr in Q3FY26. Adjusted for exceptional charge pertaining to labour code changes, Reported PAT declined 29% YoY to Rs.14.5cr

9MFY26 – Key Performance highlights

- Consolidated revenues grew by 5.8% YoY to Rs.382.9cr impacted by adverse weather, geopolitical disruptions across quarters.
- Overall footfalls declined by 1% YoY to 23.4 Lakhs. ARPU reported 6% YoY growth to Rs.1555 driven by 11% YoY growth in non-ticketing ARPU and 3% YoY growth in ticketing ARPU.
- Slower revenue growth and Higher operating expenses towards Chennai Park led to 8% YoY decline in EBITDA which stood at Rs.124.4cr as of 9MFY26. EBITDA margins declined to 32.5% vs 37.4% last year during the same period.
- Adjusted PAT declined 11% YoY to Rs.71.4cr as of 9MFY26.

Q3FY26 – key conference call highlights

- **Demand trends and operating environment**

- Footfalls across park declined due to adverse weather conditions and government health safety advisories. Hyderabad, Bhubaneshwar witnessed higher rainfall while Kochi footfalls were impacted due to temporary restriction on school visits led by water borne amoeba infection concerns.
- Bengaluru Park footfalls witnessed 3% YoY growth in Q3FY26 primarily led by promotions and incremental marketing initiatives.
- Higher contribution from groups led to decline in ticketing price in Hyderabad.
- The parks are witnessing stabilisation and the disruptions were one-off.
- Non-ticketing revenue maintained double-digit growth, driven by higher per capita spends, premium offerings and due to group and school bookings which help in higher spends in F&B.
- Revenue mix for the quarter stood at ~67% from ticketing and ~33% from non-ticketing.
- The management highlighted that ARPU growth will be key lever for the mature parks while incremental footfalls will be driven by new parks.

- **Future Outlook**

- In FY27, the footfall growth is expected to be higher driven by first full year of contribution from Chennai Park. Ramp-up of Chennai Park was positive surprise. With Bengaluru and Kochi Park ~600-700kms away from Chennai, there is no expected cannibalisation of footfalls.
- Long term footfall growth across major parks is expected to be at ~2-3% while revenues will be majorly driven by ARPU and non-ticketing revenues.
- A&P Spends to remain at ~7-8% of the topline. Investments to continue in brand building and improving the customer experience.
- Resorts remain the premiumisation lever for growth. Over the long term, the company plans to add 2 more resorts in Hyderabad and Kochi. 60-80% of the hotel guests generally contribute towards park footfalls.

- **Chennai Park Highlights**

- Chennai Park recorded positive surprise of 75000 footfalls during the first month. Footfalls are expected to grow incrementally as the rides and footfalls stabilise. To clock ~1mn footfalls at its peak creating additional lever for revenue growth.
- The park benefits from 10-year local body tax exemption thereby supporting profitability.
- The park generated 11% EBITDA margins. Generally, parks break even in 1 year. Chennai Park expected to clock 20-25% margin in FY27. Over FY29, the park is expected to clock margin equal to mature parks (40%+)
- The company incurred ~Rs.5cr one-time launch expense. Monthly operating expenses is expected to be around ~Rs.4-5cr in the upcoming years. Overall, we expect higher footfalls and revenues will mitigate the costs thereby creating operating leverage for margin expansion.

- **Capex Plans and Pipeline**

- The new roll coaster in Bengaluru Park is expected to open in March/April 2027. We expect this would be positive for the park given that Q1 is a seasonally strong quarter for the company due to holiday season which can attract incremental footfalls. The total capex for the same is Rs.20cr.
- The company continues be in active discussion with multiple state governments for future parks. One of the active conversations is with Maharashtra state government regarding development in Mumbai. Timelines are not fixed and are dependent on negotiation, approvals and land acquisition.
- Goa is one of the states where the management indicated of development. It is a high footfall state with high tourism potential. The management indicated that the Vishakhapatnam park plan is in evaluation stage hence there is no concrete development plan yet.
- Strategic focus will remain on Tier 1 and Tier 2 cities with preference of large park formats.

- **Other Operational Updates**

- Depreciation is likely to remain elevated in FY27 as well led by full operation of Chennai Park. In Q3FY26, Chennai contributed Rs.6cr towards depreciation (includes Capitalisation of the park).

Changes in earnings estimates

We have reduced the earnings estimates for FY26E by 4% to factor in lower-than-expected footfalls across key parks and have broadly maintained the estimates for FY27E. We have introduced FY28E financials in this note

Exhibit 1: Changes in headline estimates

₹ crore)	FY26E			FY27E		
	Old	New	% Chg	Old	New	% Chg
Net Revenues	506.2	493.5	-2.5	621.2	639.2	2.9
EBIDTA	173.3	168.4	-2.8	233.6	236.0	1.0
EBIDTA margin (%)	34.2	34.1		37.6	36.9	
PAT	93.6	89.7	-4.2	129.4	130.7	1.1
EPS (Rs.)	14.8	14.1	-4.2	20.4	20.6	1.1

Source: Company, ICICI Direct Research

Exhibit 2: Key Operating Assumptions

Parks	FY25	FY26E	FY27E	FY28E
Footfalls				
Bengaluru Park	1,071	1,071	1,135	1,186
yoY%	-15.7	0.0	6.0	4.5
Kochi Park	878	843	893	938
yoY%	-14.9	-4.0	6.0	5.0
Hyderabad Park	931	875	928	974
yoY%	-1.9	-6.0	6.0	5.0
Odisha Park	169	172	241	289
yoY%	-	2.0	40.0	20.0
Chennai Park	-	126	632	885
yoY%	-	-	-	-
Total footfalls ('000)	3049	3087	3829	4272
Total footfalls (in mns)	3	3	4	4
yoY%	-6.3%	1.3%	24.0%	11.6%
Average ARPU (₹)				
Bengaluru Park	1,557	1,639	1,727	1,831
yoY%	1.0	5.3	5.4	6.0
Kochi Park	1,372	1,449	1,521	1,605
yoY%	4.9	5.6	5.0	5.5
Hyderabad Park	1,455	1,523	1,606	1,703
yoY%	2.8	4.7	5.5	6.0
Bhubaneshwar Park	1,159	1,270	1,270	1,346
yoY%	-	9.6	0.0	6.0
Chennai Park	-	1,450	1,595	1,786
yoY%	-		10.0	12.0

Source: Company, ICICI Direct Research

Exhibit 3: Q3FY26 result overview (₹ crore)

Particulars	Q3FY26	Q3FY25	y-o-y (%)	Q2FY26	q-o-q (%)
Revenue	134.5	121.5	10.7	80.2	67.8
Raw material	15.9	14.6	9.2	9.4	69.0
Employee Cost	22.9	21.0	9.1	20.7	10.5
Other expenses	55.5	48.8	13.7	42.5	30.5
Total expenditure	94.3	84.3	11.8	72.7	29.8
EBITDA	40.2	37.2	8.3	7.5	-
Other income	6.9	5.0	38.8	8.4	-17.2
Interest cost	0.3	0.2	61.1	0.1	132.0
Profit before tax	25.9	27.4	-5.4	-2.0	-
Tax	5.4	7.1	-24.0	-0.2	-
Adjusted PAT	20.5	20.3	1.1	-1.7	-
Extraordinary item	-6.0	0.0	-	0.0	-
Reported PAT	14.5	20.3	-28.7	-1.7	-929.3
EPS (Rs.)	3.2	3.2	1.1	-0.3	-
Margins					
	Q3FY26	Q3FY25	bps	Q2FY26	bps
GPM (%)	88.1	88.0	16	88.2	-8
EBITDA margin (%)	29.9	30.6	-68	9.3	2056
Tax rate (%)	20.8	25.8	-508	12.4	832

Source: Company, ICICI Direct Research

Exhibit 4: Q3FY26 Park/Resort wise revenues (₹ crore)

Particulars	Q3FY26	Q3FY25	y-o-y (%)	Q2FY26	q-o-q (%)
Bengaluru park	46.1	42.3	9.0	30.6	50.7
Kochi park	28.5	31.8	-10.7	27.1	4.9
Hyderabad park	37.5	39.4	-4.8	14.6	157.2
Bhubaneshwar park	2.8	3.6	-24.0	2.8	-2.1
Chennai Park	11.9	0.0	-	0.0	-
Bengaluru resort	8.2	4.8	71.0	5.6	46.4
Total	134.9	121.9	10.7	80.7	67.2

Source: Company, ICICI Direct Research

Exhibit 5: Q3FY26 Park/Resort wise footfalls ('000)

Particulars	Q3FY26	Q3FY25	y-o-y (%)	Q2FY26	q-o-q (%)
Bengaluru park	308	299	3.0	196	57.1
Kochi park	207	257	-19.5	192	7.8
Hyderabad park	303	328	-7.6	93	-
Bhubaneshwar park	24	34	-29.4	24	0.0
Chennai Park	75	0	-	0	-
Total footfalls	917	918	-0.1	505	81.6

Source: Company, ICICI Direct Research

Exhibit 6: Q3FY26 Park wise ARPUs ('000)

Particulars	Q3FY26	Q3FY25	y-o-y (%)	Q2FY26	q-o-q (%)
Bengaluru park	1491.0	1405.0	6.1	1554.0	-4.1
Average ticket revenue	1030.0	986.0	4.5	1087.0	-5.2
Average Non-Ticket Revenue	461.0	419.0	10.0	467.0	-1.3
Kochi park	1368.0	1239.0	10.4	1406.0	-2.7
Average ticket revenue	946.0	885.0	6.9	997.0	-5.1
Average Non-Ticket Revenue	422.0	354.0	19.2	409.0	3.2
Hyderabad park	1234.0	1201.0	2.7	1559.0	-20.8
Average ticket revenue	777.0	791.0	-1.8	1032.0	-24.7
Average Non-Ticket Revenue	457.0	410.0	11.5	527.0	-13.3
Bhubaneshwar park	1134.0	1029.0	10.2	1123.0	1.0
Average ticket revenue	564.0	572.0	-1.4	555.0	1.6
Average Non-Ticket Revenue	570.0	457.0	24.7	568.0	0.4
Chennai Park	1596.0	0.0		0.0	
Average ticket revenue	1126.0	0.0	-	0.0	-
Average Non-Ticket Revenue	470.0	0.0	-	0.0	-

Source: Company, ICICI Direct Research

Financial summary

Exhibit 7: Profit and loss statement

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Total Operating Income	483.0	458.6	493.5	639.2	759.3
Growth (%)	12.5	-5.1	7.6	29.5	18.8
Raw Material Expenses	48.2	50.5	50.1	62.2	71.4
Gross Profit	434.8	408.1	443.4	577.0	687.9
Gross Profit Margins (%)	90.0	89.0	89.8	90.3	90.6
Employee Expenses	62.6	81.5	84.2	104.5	117.7
Other Expenditure	145.0	179.4	190.7	236.5	263.9
Total Operating Expenditure	255.9	311.4	325.1	403.2	453.1
EBITDA	227.2	147.2	168.4	236.0	306.2
Growth (%)	7.4	-35.2	14.4	40.1	29.7
Interest	0.6	0.7	0.5	0.5	0.5
Depreciation	38.2	57.1	76.0	81.1	84.6
Other Income	23.0	24.2	28.8	21.6	30.3
PBT	211.3	113.6	120.7	176.0	251.3
Less Tax	53.4	29.4	31.0	45.2	64.6
Reported PAT	158.0	109.3	89.7	130.7	186.7
Growth (%)	6.1	-30.8	-18.0	45.8	42.8
EPS (diluted)	27.9	13.3	14.1	20.6	29.5

Source: Company, ICICI Direct Research

Exhibit 8: Cash flow statement

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Profit/(Loss) after taxation	158.0	109.3	89.7	130.7	186.7
Add: Depreciation & Amort.	38.2	57.1	76.0	81.1	84.6
Changes in the working cap.	-31.2	-11.5	-12.8	0.9	-0.8
CF from Operating activities	165.0	154.9	152.9	212.8	270.6
(Purchase)/Sale of Fixed Assets	-199.8	-310.8	-432.1	-90.0	-20.0
Investments & Bank balances	45.7	-355.0	279.7	-115.0	-200.0
Others	0.0	0.0	0.0	0.0	0.0
CF from Investing activities	-154.0	-665.8	-152.4	-205.0	-220.0
(inc)/Dec in Loan	8.3	6.4	-3.9	0.0	0.0
Change in equity & reserves	1.2	519.8	0.0	0.0	0.0
Dividend paid	-14.1	0.0	-6.3	-9.5	-9.5
Other	-2.5	-25.4	0.0	0.0	0.0
CF from Financing activities	-7.2	500.8	-10.2	-9.5	-9.5
Net Cash Flow	3.8	-10.1	-9.7	-1.7	41.1
Cash and Cash Equiv. (opening)	25.5	29.3	19.2	9.4	7.8
Cash	29.3	19.2	9.4	7.8	48.9
Free Cash Flow	364.8	465.8	585.0	302.8	290.6

Source: Company, ICICI Direct Research

Exhibit 9: Balance sheet

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Equity Capital	56.6	63.4	63.4	63.4	63.4
Reserve and Surplus	1038.0	1660.3	1743.6	1864.8	2042.1
Total Shareholders funds	1094.6	1723.7	1807.0	1928.2	2105.5
Total Debt	17.5	23.9	20.0	20.0	20.0
Deferred Tax Liability	75.2	49.8	49.8	49.8	49.8
Total Liabilities	1187.3	1797.4	1876.8	1998.1	2175.3
Gross Block - Fixed Assets	1134.2	1385.5	1968.6	2088.6	2143.6
Accumulated Depreciation	387.0	444.1	520.2	601.3	685.9
Net Block	747.2	941.4	1448.5	1487.3	1457.7
Capital WIP	171.3	226.2	75.0	45.0	10.0
Right of use of assets	11.0	10.4	10.5	10.5	10.5
Fixed Assets	929.5	1177.9	1534.0	1542.8	1478.2
Goodwill & Other intangible assets	0.4	5.7	5.7	5.7	5.7
Investments	90.1	136.0	185.0	300.0	500.0
Inventory	13.5	14.0	13.5	17.5	20.8
Debtors	2.9	4.5	4.9	6.3	7.5
Other Current Assets	69.7	87.6	91.9	96.5	101.4
Loans & Advances	8.4	13.0	14.9	17.2	19.8
Cash	29.3	19.2	9.4	7.8	48.9
Bank balance	94.6	403.8	75.0	75.0	75.0
Total Current Assets	218.3	542.1	209.7	220.3	273.3
Creditors	33.8	42.3	33.8	43.8	52.0
Provisions	10.3	16.1	17.7	19.4	21.4
Other Current Liabilities	6.9	5.9	6.1	7.6	8.5
Total Current Liabilities	51.0	64.2	57.6	70.8	81.9
Net Current Assets	167.3	477.9	152.2	149.5	191.4
Application of Funds	1187.3	1797.4	1876.8	1998.0	2175.3

Source: Company, ICICI Direct Research

Exhibit 10: Key ratios

(Year-end March)	FY24	FY25	FY26E	FY27E	FY28E
Per share data (₹)					
Adjusted EPS	24.9	13.3	14.1	20.6	29.5
Cash EPS	30.9	22.3	26.1	33.4	42.8
BV per share	172.7	271.9	285.0	304.1	332.1
Cash per Share	3.4	8.8	4.2	6.0	9.8
Dividend per share	2.5	0	1	1.5	1.5
Operating Ratios (%)					
Operating EBITDA margins (%)	47.0	32.1	34.1	36.9	40.3
PAT Margins	32.7	18.3	18.2	20.5	24.6
Cash Conversion Cycle	-13.2	-18.9	-11.4	-11.4	-11.4
Asset Turnover	0.4	0.3	0.3	0.3	0.4
Return Ratios (%)					
RoCE	19.1	7.7	6.6	9.1	12.1
RoIC	27.4	12.4	9.4	11.3	16.1
Valuation Ratios (x)					
P/E	19.9	37.5	35.1	24.1	16.9
EV / EBITDA	13.0	17.8	17.2	11.8	8.3
EV / Net Sales	6.1	5.7	5.9	4.4	3.4
Market Cap / Sales	6.5	6.9	6.4	4.9	4.1
Price to Book Value	2.9	1.8	1.7	1.6	1.5

Source: Company, ICICI Direct Research

RATING RATIONALE

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Buy: >15%

Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%

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