June 20, 2025

BSE Limited Phiroze Jeejeeboy Towers Dalal Street, Fort, Mumbai - 400 001 **BSE Scrip Code: 539056**	**National Stock Exchange of India Limited** Exchange Plaza, 5th Floor, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra (E) Mumbai - 400 051 **NSE Scrip Symbol: IMAGICAA**

Dear Sir/Madam,

Sub.: Investor Presentation

Please find enclosed herewith the Investor Presentation.

The above is for your information and records.

Thanking you,

Yours faithfully,
For Imagicaaworld Entertainment Limited

RESHMA VISHWANATH POOJARI

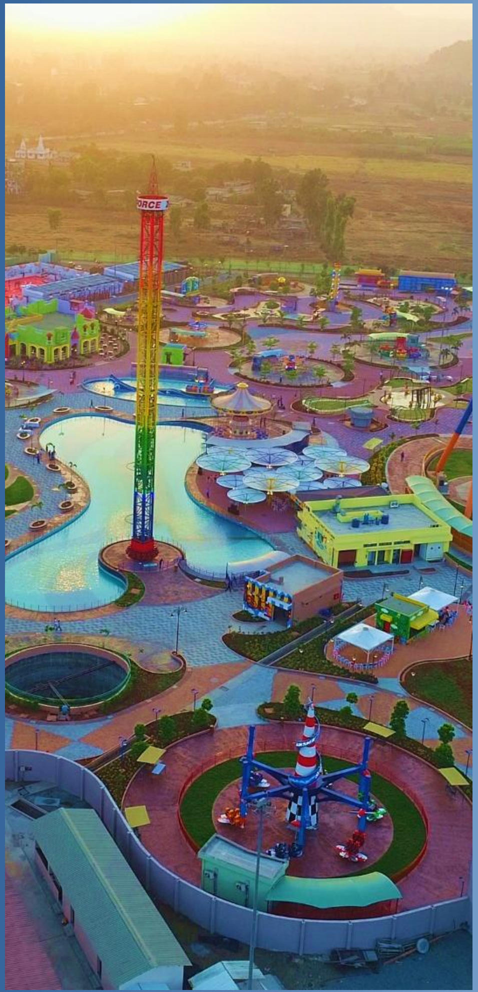
Digitally signed by RESHMA VISHWANATH POOJARI
Date: 2025.06.20 12:24:59 +05'30'

Reshma Poojari
Company Secretary & Compliance Officer

Encl: As above

Imagicaaworld Entertainment Limited

Q4FY25 Investor Presentation



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The Agenda

One Of The Largest Amusement & Theme Park Player In India By Revenue & Number Of Parks

8 Parks Strategically Located Parks Along Western Belt

Madhya Pradesh

Indore (1)

Gujarat

Surat (1)

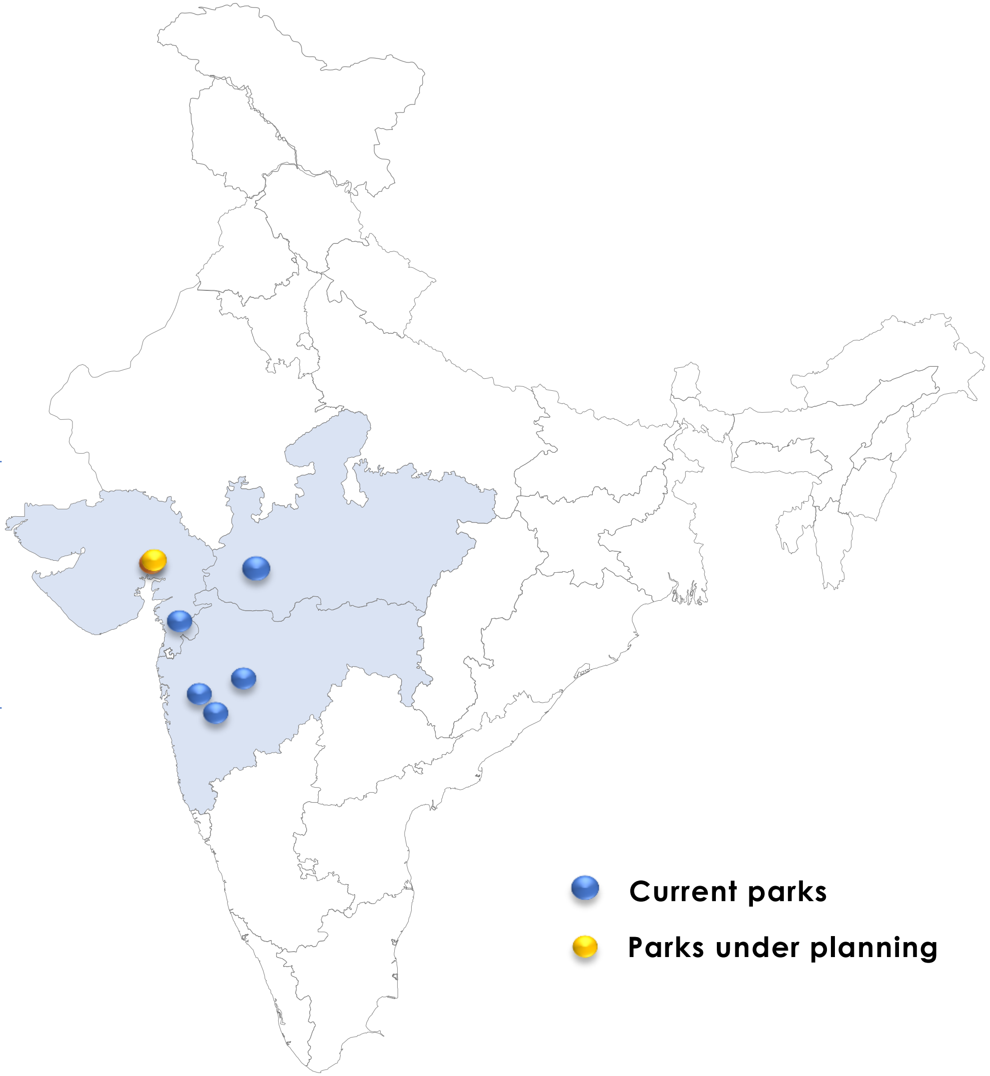
Ahmedabad*

Maharashtra

Khopoli (2)

Lonavala (2)

Shirdi (2)



*Map not to scale

Current Portfolio of Brands

Imagicaa; Novotel Hotels & Resorts Imagica Khopoli	Theme & Water Park + 5-star Hotel in Khopoli
Wet'n Joy	Amusement & Water Park in Lonavala
Sai Teerth Theme Park; Wet'n Joy	Spiritual Park & Water Park in Shirdi
Aqua Imagicaa	Water Park in Surat
Aqua Imagicaa	Water Park in Indore

Imagicaaworld 2.0 – A New Trajectory

ImagicaaWorld

Strong New Management

Over **2 decades of experience in Park Business** with professionalism and proven track record

1

Improved Operational & Financial Performance

Consolidation of **7 parks** resulting in **2X Footfall and EBITDA**, with **1.5X Revenue increase**

2

Addition of New Attractions at Existing Parks

During FY 24 & FY25, **initiatives taken across** parks leading to **addition of new rides & attractions as well as increased daily capacity**

3

Entered New Geographies

New park located between **Indore and Ujjain spread across 18 acres** with **20+ rides and 3 multi cuisine restaurants**

4

Large Portfolio of Parks

Post acquisitions, Imagicaaworld has largest portfolio with **8 parks and 1 Five-star hotel**

5

8* Parks Across 5 locations In Western India spread across **~220 acres**	**~28 Lakhs** Combined Footfalls across Parks with Strong Regional Dominance	**150+** Rides and Attractions along with Proprietary Character and Ride Content IPs	★★★★☆ **4+** Guest Experience Rating[1]	**287** **keys thematic** 5-Star Deluxe Hotel with 13,000+ sq.ft. Banquet & Lawn	**ESG Conscious** Water Harvesting and Solar powered

1. Guest rating on social media / travel aggregator platforms

Backed By Strong Promoters – Malpani Group

ImagicaaWorld

MALPANI

- FMCG
- Real Estate
- Renewable Energy
- Park Business
- Hospitality & Education

About Malpani Group

Based out of Sangamner in Maharashtra

Presence across **FMCG, renewable energy, real estate, hospitality, theme and water parks**, and **education businesses**

Their businesses are spread across multiple cities and have a wide customer reach

The group has created significant power generation capacity with presence in both wind and solar power projects across several major states

Imagicaa | Aqua magicaa | Wet'n Joy | साईं तीर्थ | गाय | YOHO | MALPANI GROUP REAL ESTATE DIVISION | DHRUV GLOBAL SCHOOL

Well Diversified Business Portfolio of Malpani Group

Leading Player With Scaled Brands

Industry with high entry barrier

- ✓ **Competitive risk is low** as our strong presence inhibits new players
- ✓ High capex and requirement of large land parcels act as a further deterrent
- ✓ Our Strong **presence in the western belt** is a key moat and creates huge entry barrier
- ✓ Established **early presence in right catchment** areas driving footfalls

Proximity to large catchment areas with higher spending propensity

- ✓ Khopoli-Lonavala parks address primary catchment areas of **MMR + Pune ~34mn population**
- ✓ Shirdi park addresses primary catchment areas of **Shirdi & nearby regions**
- ✓ Current park in Surat and upcoming parks in **Sabarmati & Ahmedabad ~15mn population**
- ✓ Indore Water Park addresses cities **of Indore, Ujjain & Dewas ~8mn population**

Wide offerings of rides & attractions across various park formats

- ✓ **150+ rides** and attractions across parks
- ✓ Presence across several formats including **amusement park, theme park, devotional park** and **water park**
- ✓ Constant efforts towards enhancing customer experience as well as adding capacity
- ✓ **Added new rides & attractions over past 3 years** which has increased daily capacity **and led to repeat visitors**

Our Brands

Imagicaa | Wet'n Joy | Sai Teerth Theme Park | Aqua Imagicaa | Novotel Hotels & Resorts Imagica Khopoli

Key Levers For Best-in-class Experience

01 **International Rides from Reputed Suppliers**

Provides unique experience with Thrill rides sourced from **Switzerland, United States, Canada, Turkey, Italy** and many more

02 **Bouquet of Product Offerings**

Product offerings with a combination of **Theme Park, Amusement Park, Water Park, Devotional Park** & a **5-star Hotel**

03 **In house Food & Beverages**

Provides **Thematic and Festival led cuisine experiences** to cater to sensibilities and taste buds of visitors with high hygiene standards

04 **Best Safety Standards**

ISO & BIS certified for safety & process compliances. Periodic 3rd party audits of rides and strict adherence of rehabilitation and maintenance activities

05 **Strong brand equity & recall**

Demonstrated capabilities in **rich character content created in-house** ranging from the design and looks, films and adaptations to merchandise resulting in high brand recall

06 **Enhanced Customer Experience**

Curated evening acts such as **The Grand Imagicaa Parade, Light & Fountain show** and **array of Events across the year** create memories leveraging technology to better understand customer preferences

Strong Leadership Team

Promoters with more than two decades of experience in the park business

Mr. Rajesh Malpani
Chairman (Non Executive)
- M.S. from Virginia Technical Institute (U.S.A)
- Extensive experience successfully diversifying Malpani Group's sectoral reach
- Strong Acumen in Finance, taxation and planning

Mr. Manish Malpani
Non-Executive Director
- Mechanical Engineer with many years of hands-on experience in FMCG and real estate
- Pioneer in India's amusement & water park sector

Mr. Jai Malpani
Managing Director
- London School of Economics and Bentley Graduate in Economics and Finance
- Responsible of the expansion and management of our park verticals
- Actively involved in Group Investments

Key Management Professionals

Mr. Dhimant Bakshi
CEO and CMO
- INSEAD Alumnus with 30+ years experience in Retail, Entertainment and Ecommerce businesses - Associated with IEL since 2012
- Experience across Reliance Retail, Shoppers' Stop & Future Group

Mr. Mayuresh Kore
CFO and Head - Legal
- MBA Finance with 20+ years of diverse experience across project finance, treasury, investment banking
- Associated with IEL since 2009 leading Fund raising and Corporate Planning

Experienced support from promoter group

Mr. Prafulla Khinvasara
CEO – Renewables
- Experience in the areas of operations management & procurement
- He has been with the group for more than two decades

Mr. Prashant Runwal
Group – CFO
- Chartered Accountant
- Strong expertise in the areas of M&A, Corporate Finance, Taxation, Accounting and Business Strategy

Mr. Uday Khairnar
Group – CTO
- Experience in implementation of IT solutions including SAP

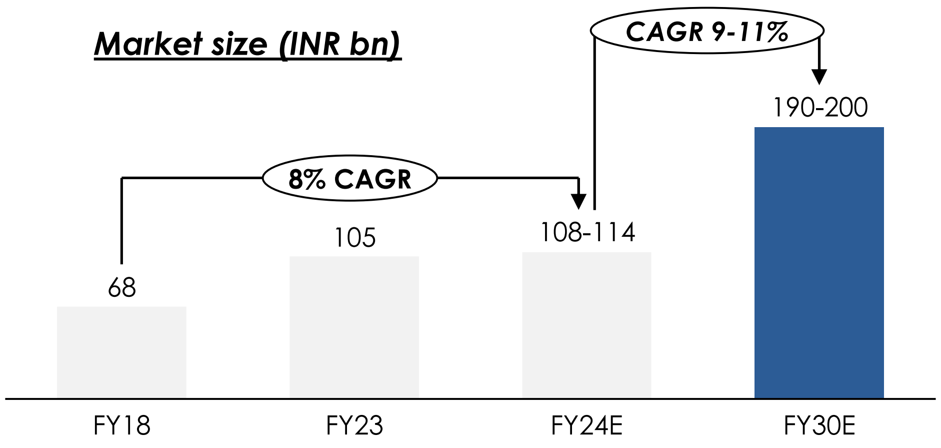
The Agenda

Unearthing The Potential Of Amusement & Theme Parks

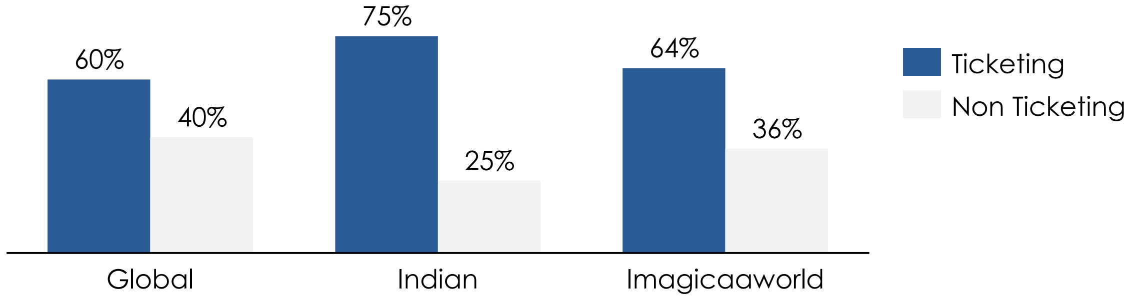
Indian Amusement & Theme Park industry to grow at healthy 9-11% CAGR from FY2024 to FY2030

- ✓ Growth is expected to be supported by expansion of players in diverse geographies including tier-2 and tier-3 cities
- ✓ Players are innovating their product and service offerings to enhance guest experience → adopting digital means of ticketing, offering group discounts, theme parties, festival celebrations to attract higher footfalls
- ✓ Ticket revenue continues to remain dominant stream for Indian amusement and theme park players
- ✓ Indian market is dominated by medium and small parks given high capex and regulatory compliances with few large parks

Outlook of Indian entertainment park industry market



Revenue Streams of Amusement Parks



- Significant difference between revenue mix of Indian Amusement Parks compared to Global Parks
- Largely due to lower discretionary spending power of Indian consumers
- Imagicaa's non-ticketing revenue contribution is closer to global parks

Source: Crisil Industry report

Factors Supporting This Growth

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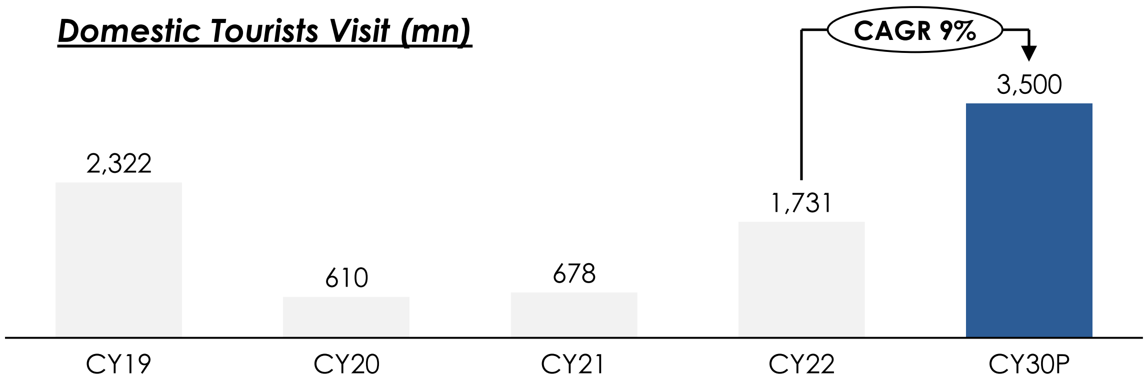
Rise in domestic tourism due to increased connectivity

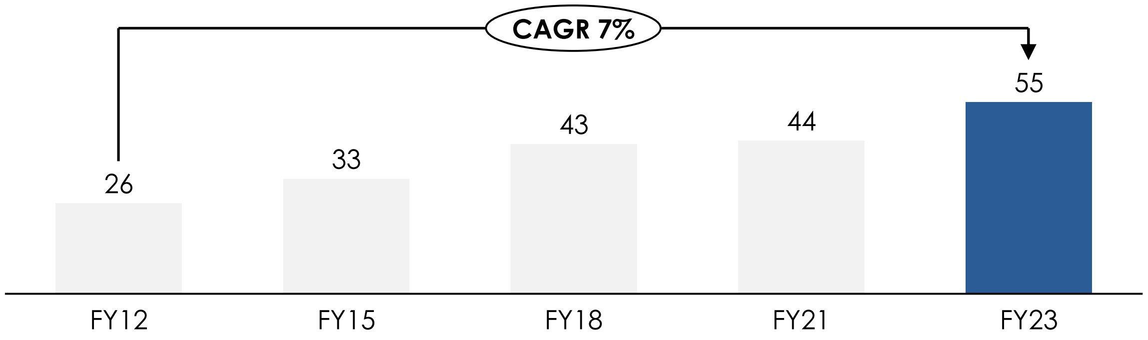
Domestic Tourists Visit (mn)



- Robust growth in Domestic Tourist Visits (DTV) is aiding the tourism allied sectors like hotels, amusement parks etc.
- Additionally, state-level policy initiatives aimed at promoting tourism have also played a crucial role in driving up domestic tourism

Increasing disposable income & evolving consumer behaviour

Consistent rise in discretionary personal consumption, PFCE (INR tn)



- Spending on leisure activities like amusement and theme parks is linked to discretionary spending
- There is rising propensity of Indian consumers to spend due to increase in disposable income of households

State government provide support to the industry

✓ **Maharashtra (Tourism policy 2016) –** fiscal and additional incentives for eligible units including water sports and amusement parks

✓ **Gujarat (Tourism policy 2021-2025) –** incentives in the form of capital subsidy, exemption of electricity duty etc. for parks with investment >INR 500 mn are eligible

✓ **Tamil Nadu (Tourism policy 2023) –** investments in the entertainment parks/projects spread over minimum 15 acres of land will be supported

✓ **Madhya Pradesh (Tourism policy 2016) –** Hotels, resorts, water parks, amusement parks are will be eligible for the subsidy/incentives

Source: Crisil Industry report

Key Entry Barriers

Capital Intensive Business

Requires upfront investment for new park set up

Incur Replacement & Refresh capex for new rides every 2-3 years to attract customers and get repeat footfalls

Lack of differentiated offerings

Most players (except for few large players) do not have unique offerings in terms of overall experience or rides & attractions

This constrains their ability to attract repeat demand

Land Acquisition Hurdles

Parks are extremely land intensive business as typical large parks require around 30-50 acres

Land acquisition is complex and key factor for finding strategic location, regulatory clearances and rehabilitation

Executional & Operational Expertise

Indian amusement and theme park industry players requires execution experience in operating and managing operations

Longer break-even periods, players require expertise in execution and managing day to day operations

Source: Crisil Industry report

The Agenda

Strategy For Next Phase Of Growth

Expand And Upgrade Our Existing Parks

1

- ✓ Growth in revenue & footfalls from periodically introducing new attractions
- ✓ Innovate newer attractions based on concepts that are popular basis in-house market study

Foraying Into New Geographies

2

- ✓ Expand operations and further Strengthen Brand 'Imagicaa' by setting up new parks PAN India
- ✓ Adding one new location each year, with a focus of expanding into Tier I and Tier II cities in India

Well Diversified Revenue Streams

3

- ✓ High Focus on F&B and Retail merchandise operations to increase Consumption and ARPU
- ✓ Monetisation through sponsorship opportunities to Brands and Advertisers
- ✓ Hotel Novotel Imagicaa, leveraging with park as a venue for MICE and Weddings

Expand And Upgrade Our Existing Parks

4

- ✓ Revenue synergies from cross and upsell across parks
- ✓ Improvement in overall ARPU with pricing and Bundling
- ✓ Cost efficiencies in marketing, employee cost, procurement and other corporate overheads

Pursue strategic collaborations to develop scale and capabilities

5

- ✓ Diversify portfolio through collaborations to provide more offerings to customers

Building A Pipeline For Pan India Presence

Strategically located near key cities of **Indore and Ujjain**

Spread across **18 acres** with **20+ water rides & attractions**, and **3 multi cuisine restaurants with banquet** with 7 acres still available for future expansion

Commenced Operations in March 2025

Indore Park is seeing good footfalls, and we expect the steady the performance of the park to improve and achieve breakeven as operational leverage kicks in in coming years

Aquaimagicaa – Indore, Madhya Pradesh – Launched in March 2025

Won bid in March 2024 to establish a landmark concept at the iconic Sabarmati Riverfront in Ahmedabad under **PPP Mode**

Multiple indoor and outdoor attractions such **as Ferris wheel, racing track** etc., **F&B outlets** spread across **11 acres**

Project Master Plan ready, expecting environment clearances soon. Lease agreement to be executed and **ground-breaking expected in second half of CY 2025**

Entertainment Hub – Sabarmati, Gujarat

Creating Pan India Entertainment Park Network

Chandigarh
~1mn population

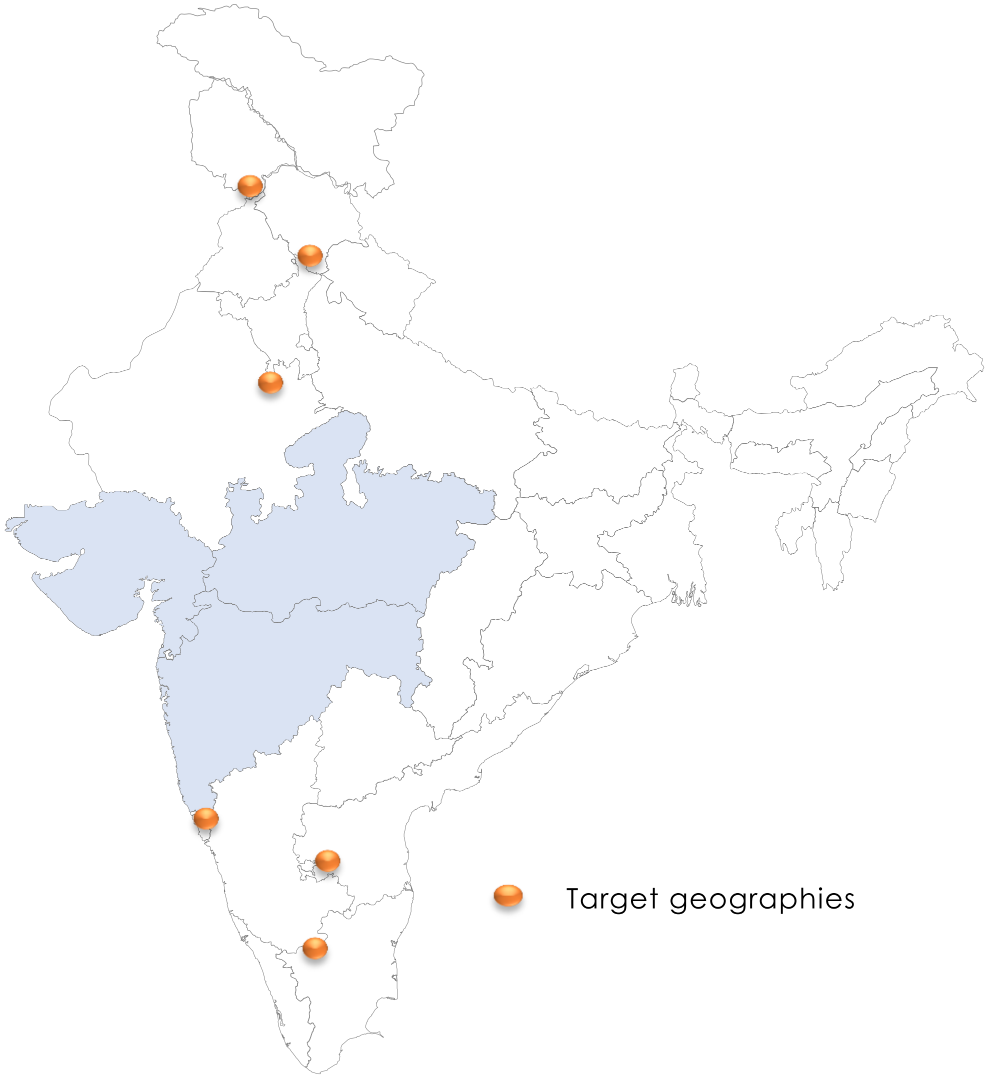
Delhi/NCR
~72mn population

Jaipur, Rajasthan
~5mn population

Goa
~2mn population

Bengaluru, Karnataka
~10mn population

Coimbatore, Tamil Nadu
~3mn population



Identifying the Right Location!

1. **Regions with large catchment areas**
   Target cities with >40 lacs population

2. **Ability to drive footfalls**
   Proximity & good connectivity to nearby cities

3. **Land availability**
   Typically target to build large or medium parks requiring space >10 acres

4. **Identify Collaboration Partners**
   Potentials tie-ups with government, alliance partners or international partners

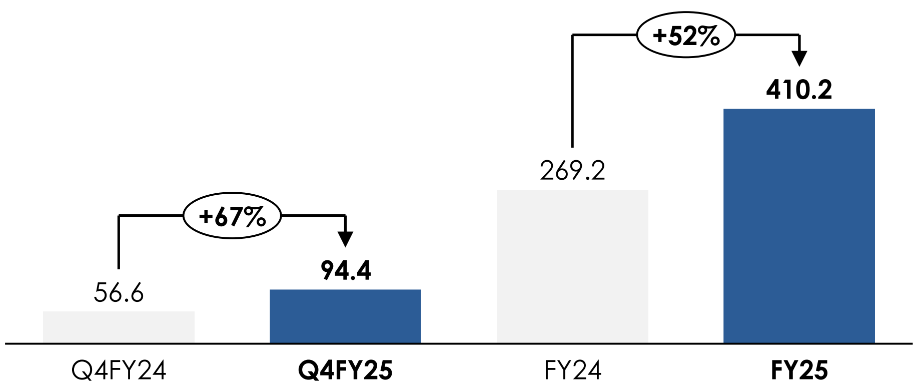
Source: Population data from Crisil Industry Report *Map not to scale

ImagicaaWorld

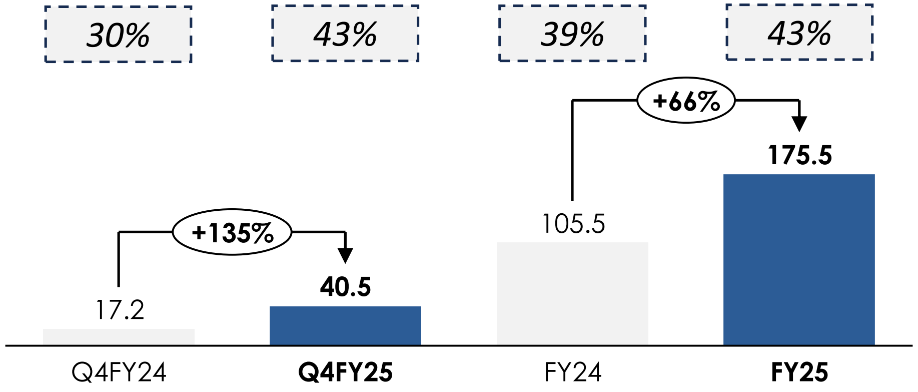
The Agenda

Performance Highlights – Q4 & FY25*

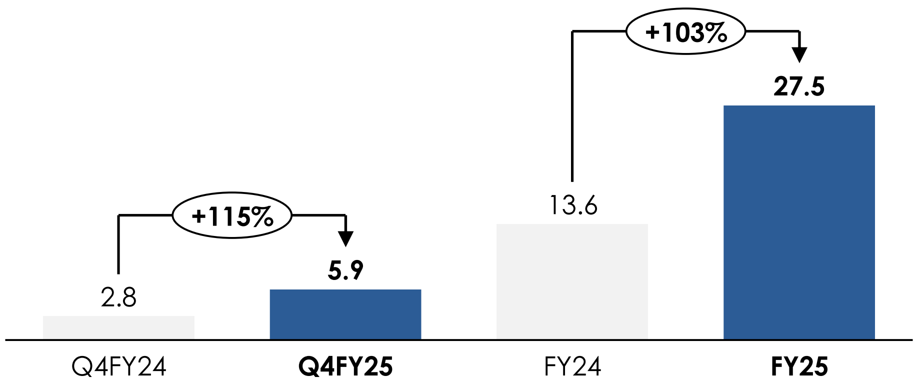
Revenue (Rs. Crs)



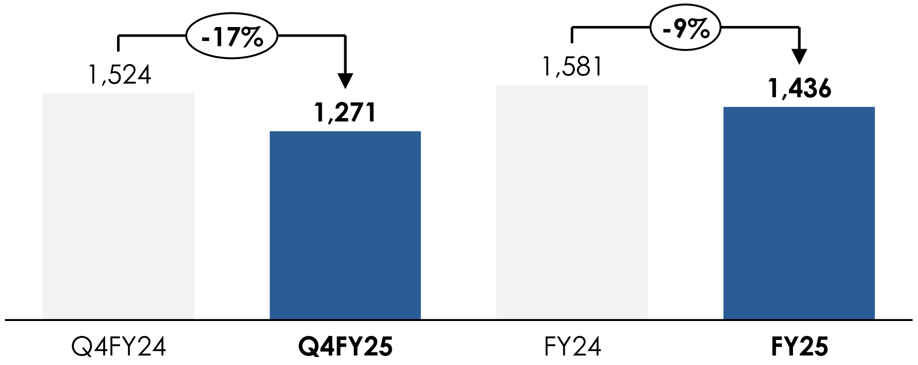
EBITDA & Margin %



Footfalls (In Lakhs)



ARPU (Rs.)



*Q4 & FY25 includes Wet'n Joy Parks acquisition

Profit & Loss Statement*

Particulars (Rs in Cr)	Q4FY25	Q4FY24	YoY	FY25	FY24	YoY
Revenue from Operations	**94.4**	**56.6**	***67%***	**410.2**	**269.2**	***52%***
Operating Expenses	9.4	6.3		40.9	28.6	
Gross Profit	**85.0**	**50.4**	***69%***	**369.3**	**240.6**	***53%***
GP Margin	***90.0%***	***88.9%***		***90.0%***	***89.4%***	
Employee Cost	11.8	10.2		46.3	37.0	
Other Expenses	32.7	22.9		147.6	98.2	
EBITDA	**40.5**	**17.2**	***135%***	**175.5**	**105.5**	***66%***
EBITDA Margin	***42.9%***	***30.4%***		***42.8%***	***39.2%***	
Other Income	2.6	4.1		9.2	9.6	
Depreciation	23.0	15.5		89.1	79.3	
EBIT	**20.1**	**5.8**	***244%***	**95.5**	**35.8**	***167%***
EBIT Margin	***21.3%***	***10.3%***		***23.3%***	***13.3%***	
Finance Cost	4.5	0.4		10.7	1.6	
Exceptional Item Gain/ Loss	-0.6	5.5		1.7	-509.1	
Profit before Tax	**16.2**	**-0.04**	***NA***	**83.2**	**543.3**	***-85%***
Tax	0.5	-5.0		6.0	2.2	
Profit / (Loss) for the year	**15.7**	**5.0**	***217%***	**77.2**	**541.1**	***-86%***
PAT Margins	***16.7%***	***8.8%***		***18.8%***	***201.0%***	
Other Comprehensive income (net of tax)	0.0	0.3		-0.2	0.2	
Total Comprehensive income (after taxes)	**15.7**	**5.2**	***201%***	**77.0**	**541.3**	***-86%***
EPS	0.3	0.1		1.4	11.5	

*Q4 & FY25 includes Wet'n Joy Parks acquisition

Balance Sheet

ASSETS (Rs in Cr)	Mar-25	Mar-24
Non-current assets		
Property, Plant and Equipment	1,402.6	689.5
Capital work-in-progress	31.5	118.7
Intangible Assets	4.6	1.4
Goodwill	41.3	0.0
Financial Assets		
(i) Investments	11.3	9.9
(ii) Others Financial Assets	2.7	0.0
Deferred Tax Assets(net)	187.9	193.9
Other non-current assets	9.7	7.8
Total Non Current Assets	**1,691.6**	**1,021.3**
Current assets		
Inventories	20.0	16.0
Financial Assets		
(i) Investments	54.2	0.0
(ii) Trade receivables	9.7	4.1
(iii) Cash and cash equivalents	37.6	100.7
(iv) Bank balances other than (iii)	15.3	5.8
(v) Loans	0.1	0.0
(vi) Other Financial Assets	28.4	7.4
Current tax assets (net)	4.1	1.9
Other Current Assets	26.8	25.4
Total Current Assets	**196.2**	**161.2**
Assets held for sale	0.0	11.2
TOTAL ASSETS	**1,887.8**	**1,193.7**

EQUITY AND LIABILITIES (Rs in Cr)	Mar-25	Mar-24
EQUITY		
Equity Share Capital	565.8	481.9
Other Equity	687.0	257.8
Shareholders Funds	**1,252.8**	**739.7**
Non-Current Liabilities		
Financial Liabilities		
(i) Long Term Borrowings	105.0	88.2
(ii) Other Financial Liabilities	200.0	0.0
Provisions	0.3	0.1
Other non-current liabilities	9.0	55.0
Total Non Current Liabilities	**314.2**	**143.3**
Current liabilities		
Financial Liabilities		
(i) Short Term Borrowings	62.1	252.1
(ii) Lease Liability	0.0	0.1
(iii) Trade Payables	41.2	31.2
(iii) Other Financial Liabilities	205.4	6.3
Other Current Liabilities	12.0	20.7
Provisions	0.1	0.4
Total Current Liabilities	**320.8**	**310.7**
TOTAL LIABILITIES	**1,887.8**	**1,193.7**

FY25 includes Wet'n Joy Parks acquisition

Cashflow Statement

Particulars (Rs in Cr)	FY25	FY24
Profit After Tax	**83.2**	**543.3**
Cash Generation from Operations	149.5	105.5
Income taxes paid	-2.2	-0.9
Net Cash from Operating Activities	**147.2**	**104.6**
Net Cash from Investing Activities	**-461.2**	**-130.3**
Net Cash from Financing Activities	**251.0**	**65.8**
Net Decrease in Cash and Cash equivalents	**-63.0**	**40.1**
Add: Cash & Cash equivalents at the beginning of the period	100.7	60.6
Cash & Cash equivalents at the end of the period	**37.6**	**100.7**

FY25 includes Wet'n Joy Parks acquisition

The Agenda

Operational & Financial Summary

Particulars	FY20	FY21	FY22	FY23	FY24	FY25
Operational data						
Footfalls (Lakhs)	***11.2***	***0.8***	***0.32***	***13.6***	***13.6***	***27.5***
ARPU (Rs.)	**1,392**	**1,367**	**1,568**	**1,459**	**1,510**	**1,462**
Financial data						
Ticket sales	*94*	*7*	*35*	*134*	*131*	*226*
Room rentals	*25*	*8*	*15*	*32*	*34*	*35*
Food & Beverage	*52*	*6*	*16*	*60*	*62*	*94*
Merchandise	*13*	*1*	*3*	*13*	*14*	*15*
Other operating revenue	*16*	*1*	*4*	*12*	*27*	*40*
Revenue (Rs. Crs)	**200**	**22**	**72**	**251**	**269**	**410**
Material Costs	22	3	-24	28	29	41
Employee expenses	52	28	25	45	37	46
Marketing Expense	39	2	6	22	23	37
Repairs and maintenance	12	4	7	18	16	19
Power and fuel	18	7	11	20	22	23
Other expenses	67	12	15	32	37	68
Operating EBITDA	**-10**	**-35**	**32**	**85**	**106**	**176**

FY25 includes Wet'n Joy Parks acquisition

Our Offerings (1/3)

Imagicaa Theme Park, Khopoli

Imagicaa Theme Park spans **110 acres** and features **26 rides**, including both indoor and outdoor attractions themed around Mr. India, I for India, and Deep Space

Highlights include thrill rides along with thematic shows, the **Grand Imagicaa Parade**, and **5 themed restaurants** offering a complete entertainment experience

Imagicaa Water Park, Khopoli

Imagicaa Water Park, a **Mykonos-themed park** with **20 thrilling slides** and **a wave pool**, is adjacent to Imagicaa Theme Park

Highlights include Zip Zap Zoom, Crusader, Crazy fall and Loopy Woopy. Popular for parties, a live DJ entertains wave pool guests all day

Novotel Imagicaa, Khopoli

Novotel Imagicaa Khopoli, a **5-star deluxe** family hotel with **287 stylish rooms**, offers premium meeting facilities, **all-day dining, a swimming pool,** and **a gym**.

Located adjacent to both parks, it provides attractive 1- and 2-night stay packages, making it an ideal base for guests to relax and enjoy the destination

Our Offerings (2/3)

Wet'n Joy Water Park, Lonavala

Wet'n Joy Water Park, Lonavala is **India's largest water park** by ride and water body capacity, featuring **25+ international rides** primarily from **White Water (Canada)**

It houses **India's largest wave pool** spread across **60,000 sq. ft.** The park also offers **three multi-cuisine restaurants** and a total **parking capacity of 1,000+**, including **solar panel-covered parking**

Wet'n Joy Amusement Park, Lonavala

Wet'n Joy Amusement Park spans **35 acres** and features **29+ international rides and attractions**, imported from Canada, Germany, Italy, and the Philippines

It is home to India's tallest ride, Z Force, and Turbo Force, the country's largest Giant Frisbee. The park also offers **five multi-cuisine restaurants**, along with various food and retail kiosks

Wet'n Joy Water Park, Shirdi

Started in 2006 at Shirdi with **25+ Water park rides**, Wet'n Joy Shirdi is a high-quality attraction in the Ahmednagar district

The park also attracts Schools, Colleges, Corporate & Social Groups from as far as 200 kms from Shirdi, besides serving Shirdi visitors

Our Offerings (3/3)

Aqua Imagicaa Water Park, Surat

Aqua Imagicaa Water Park in Surat features **16 international slides** inspired by the Amazon Forests, offering thrills and excitement

Aqua Imagicaa Water Park, Indore

Spread across **18 acres** with **20+ water rides & attractions**, and **3 multi cuisine restaurants with banquet**

Sai Teerth Devotional Park, Shirdi

Sai Teerth is **India's first devotional theme park** dedicated to Sai Baba, combining devotion, technology, and entertainment

It features four themed attractions—Teerth Yatra, Lanka Dahan, Sabka Malik Ek, and Dwarakamai—and showcases the first animatronic humanoid of Sai Baba

Awards

More than 1,100 children from underprivileged families made history at Imagicaa, where the simultaneously opened presents from the park and set a –

Guinness World Record for Most People Unboxing Simultaneously

Guinness Books of World Records

Trip Advisor's Travellers Choice Award - 2020

FICCI Travel & Tourism Excellence Award - 2019

THANK YOU

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