WATERWAYS LEISURE TOURISM LIMITED

June 22, 2026

SMC Ranking

★★☆☆☆ (2/5)

Issue Highlights

Industry	TOURISM
Fresh Issue (Shares)	7,240,099
Net Offer to the Public	7,240,099
Issue Size (Rs. Cr.)	556-585
Price Band (Rs.)	769-808
Offer Date	23-Jun-26
Close Date	25-Jun-26
Face Value	10
Lot Size	18

Issue Composition

	In shares
Total Issue for Sale	8,575,000
QIB	4,287,500
NIB	1,286,250
Retail	3,001,250

Shareholding Pattern (%)

Particulars	Pre-issue	Post -issue
Promoters & promoters group	99.27%	89.35%
QIB	0.73%	8.15%
NIB	0.00%	1.50%
Retail	0.00%	1.00%
Total	**100.00%**	**100.00%**

*calculated on the upper price band

Objects of the Issue

The Company proposes to utilise the Net Proceeds from the Issue towards the following objects:

1. Payment towards deposit/ advanced lease rental and monthly lease payments to stepdown subsidiary, Baycruise Shipping and Leasing (IFSC) Pvt.Ltd. (Baycruise IFSC).
2. General Corporate Purposes

Book Running Lead Manager

- Centrum Broking Limited

Name of the registrar

- Mufg Intime India Private Limited

About the company

Incorporated in November 2020, Waterways Leisure Tourism Limited is one of India's leading domestic ocean cruise operators, offering premium cruise experiences that blend Indian hospitality, cuisine, entertainment, and culture. The company operates the MV Empress, serving major domestic and select international destinations. By March 31, 2026, it had hosted over 730,000 guests and sailed more than 321,000 nautical miles, commanding an estimated 79% value market share in India's domestic ocean cruise industry in Fiscal 2025. The company follows an asset-light model by outsourcing key operations, enhancing scalability and efficiency, while planning fleet expansion through the addition of Norwegian Sky and Norwegian Sun.

Strength

Pioneer in India's Ocean Cruise Industry: Waterways Leisure Tourism Limited is among India's leading domestic ocean cruise operators, offering premium cruise experiences that combine luxury with Indian culture, hospitality, cuisine, and entertainment. Its flagship vessel, MV Empress, accommodates up to 2,005 guests and features ocean-view cabins, private balconies, multiple dining venues, a casino, theatre, spa, swimming pools, and diverse entertainment options. The vessel operates across major domestic destinations including Mumbai, Goa, Kochi, Chennai, Lakshadweep, Visakhapatnam, and Puducherry, while also serving international routes to Sri Lanka, Malaysia, Thailand, Singapore, and the Maldives. Its carefully curated itineraries showcase coastal destinations and cultural heritage, creating distinctive travel experiences.

Favourable Industry Outlook and Government Support: Waterways Leisure Tourism Limited operates in an industry supported by strong long-term growth drivers. While India's overnight ocean and coastal cruise market experienced temporary challenges in Fiscal 2026 due to global economic uncertainties, fuel price volatility, and geopolitical disruptions, the sector is expected to witness robust expansion through Fiscal 2031. Growth is expected to be driven by rising cruise adoption, infrastructure investments, greater consumer awareness, and increasing itineraries. Government initiatives such as the Cruise Bharat Mission, Maritime India Vision 2030, and Amrit Kaal Vision 2047 aim to modernize cruise terminals, improve connectivity, and strengthen maritime infrastructure, creating significant opportunities for industry participants.

Positioned to Benefit from Industry Tailwinds: Waterways Leisure Tourism Limited is strategically positioned to capitalize on the growing demand for cruise tourism in India. The company plans to leverage its existing operations, introduce additional cruise vessels, and expand service

offerings to strengthen its market position. As one of the established domestic cruise operators, it benefits from strong brand recognition, operational expertise, and customer trust. The industry's high capital requirements, extensive regulatory approvals, and specialized operational capabilities create significant barriers to entry, limiting competition. These advantages allow the company to maintain its leadership position while benefiting from the long-term growth potential of India's developing cruise tourism sector.

India-Focused Cruise Experience and Culinary Excellence: Waterways Leisure Tourism Limited has designed its cruise experience to appeal to both Indian travelers and international visitors seeking an authentic Indian cultural journey. The company places significant emphasis on Indian hospitality, regional cuisines, and immersive onboard experiences. Recognizing the importance of food in guest satisfaction, it offers an extensive selection of traditional Indian and international dishes prepared to reflect authentic flavors. Dining options onboard MV Empress include the Starlight Restaurant, Chopstix, and a themed buffet food court. Complementing these are premium lounges and bars such as Chairman's Club, Connexions Bar, The Dome, Pool Bar, and Casino Bar, providing diverse culinary and entertainment experiences.

Entertainment and Onboard Experiences: Waterways Leisure Tourism Limited offers a comprehensive entertainment program designed to enhance the guest experience throughout the voyage. The company has curated a portfolio of live performances inspired by Indian cinema, featuring productions such as Balle Balle, Indian Cinemagic, Romance in Bollywood, Razzmatazz, Burlesque – The Bollywood Way, and Magician's Cut. Supported by a team of over 85 performers, these productions provide guests with immersive and engaging entertainment every evening. The combination of music, dance, theatrical performances, and visual storytelling creates a vibrant onboard atmosphere that differentiates the company's offerings and reinforces its focus on delivering memorable cruise experiences.

Comprehensive Amenities and Event Offerings: Waterways Leisure Tourism Limited offers a wide range of amenities catering to guests across all age groups. Facilities onboard include a children's academy, gaming arcade, spa and salon, fitness center, casino, retail outlets, rock-climbing wall, and swimming pools. The company also provides customized arrangements for corporate meetings, incentives, conferences, exhibitions (MICE), weddings, and social events, supported by catering, accommodation, and entertainment services. Seasonal celebrations such as Christmas and New Year are enhanced through themed events and special programs. Additionally, the company charters its vessel for large-scale events and festivals, creating diversified revenue streams while maximizing utilization of its cruise assets.

Shore Excursions and Strategic Partnerships: Waterways Leisure Tourism Limited enhances the cruise experience through curated shore excursions that combine cultural immersion, adventure, and leisure. Guests can participate in activities such as snorkeling and scuba diving in Lakshadweep, heritage tours in Goa, and visits to historical landmarks and marine attractions in Sri Lanka. These excursions are designed to increase guest engagement while generating additional revenue opportunities. The company also collaborates with leading financial

institutions to offer exclusive benefits and incentives to premium cardholders, helping attract high-value customers. Furthermore, it strategically relocates its homeport during monsoon seasons to maintain operations and provide access to alternative destinations.

Strong Direct Booking Platform Supporting Margins: Waterways Leisure Tourism Limited generates the majority of its bookings through direct channels, including its website, mobile application, call centers, and customer support network. This direct-to-customer approach reflects strong brand recognition and customer trust while reducing dependence on third-party travel agents. As of March 31, 2026, the company's direct sales operations were supported by 148 cruise holiday experts dedicated to assisting customers throughout the booking process. Direct bookings improve profitability by reducing commission expenses and enable the company to interact directly with guests, better understand customer preferences, strengthen brand loyalty, and deliver more personalized travel experiences.

Asset-Light Operating Model Enhancing Efficiency: Waterways Leisure Tourism Limited follows an asset-light operating model by outsourcing several critical cruise operations to specialized service providers. Key functions including food and beverage services, housekeeping, crewing, technical management, and onboard entertainment are managed by experienced third-party partners. This approach enables the company to leverage industry expertise while maintaining high service standards and operational flexibility. Outsourcing reduces fixed overhead costs, optimizes workforce requirements, and allows operations to scale efficiently according to seasonal demand. By focusing on customer experience, marketing, and cruise operations management, the company can allocate resources more effectively and support long-term growth and profitability.

Experienced Leadership Driving Growth: Waterways Leisure Tourism Limited benefits from an experienced leadership team with extensive expertise across the cruise, hospitality, tourism, and financial sectors. Chairman, Executive Director, and Chief Executive Officer Jurgen Bailom has been associated with the company since its inception and plays a key role in strategic planning, operational oversight, and business development. His experience spans cruise lines, shipping, hospitality, and resort management. The company's Chief Financial Officer, Nishikant Upadhyay, brings over 27 years of experience in finance and accounting. He oversees financial planning, reporting, regulatory compliance, and capital management, supporting the company's financial discipline and long-term growth objectives.

Strategy

Fleet Expansion to Capture Growing Demand: Waterways Leisure Tourism Limited plans to strengthen its market position through the addition of two leased cruise vessels, Norwegian Sky and Norwegian Sun, as part of its asset-light expansion strategy. The vessels, expected to be introduced in Fiscal 2027 and Fiscal 2028 respectively, will significantly increase passenger capacity and support the company's growth ambitions amid rising demand for cruise tourism in India. The fleet expansion is expected to enhance operational efficiency through vessel

standardization, streamlined procurement, optimized training, and improved maintenance processes. The company also intends to invest a portion of the IPO proceeds through its subsidiary to support lease rental obligations for these vessels.

Enhanced Customer Experience Through New Vessels: The addition of Norwegian Sky and Norwegian Sun will enable Waterways Leisure Tourism Limited to offer a broader range of itineraries, destinations, and onboard experiences. Together, the vessels feature nearly 2,000 guest capacities each, multiple dining venues, bars, swimming pools, spas, fitness centers, casinos, theatres, and family-oriented recreational facilities. The expanded fleet will provide greater flexibility to operate dedicated domestic and international routes while accommodating growing passenger demand. The company also plans to enhance dining, entertainment, and recreational offerings, while investing in crew development and training programs to ensure consistent service quality and deliver memorable guest experiences.

Expansion of Domestic and International Itineraries: Waterways Leisure Tourism Limited intends to broaden its itinerary network across both domestic and international destinations to capitalize on increasing demand for cruise vacations. In addition to existing routes covering Mumbai, Goa, Lakshadweep, Kochi, Chennai, Visakhapatnam, Sri Lanka, Thailand, Singapore, and Malaysia, the company plans to expand into destinations such as Diu, Porbandar, Port Blair, Kolkata, New Mangalore, Indonesia, Australia, the UAE, Oman, Kuwait, Mauritius, and the Maldives. The introduction of new routes, including Colombo and Malé from Kochi, is expected to improve customer retention, encourage repeat bookings, and strengthen the company's position within India's rapidly growing cruise tourism market.

Risk Factors

- Waterways Leisure Tourism Limited currently operates solely through the MV Empress; any disruption to the vessel could significantly impact operations and performance.
- Waterways Leisure Tourism Limited derives most revenue from cruise ticket sales; any decline could adversely affect financial performance and growth.
- Waterways Leisure Tourism Limited operates the vessel, while ownership rests with Bay Cruise Investment Inc.; related issues could indirectly affect operations.
- Waterways Leisure Tourism Limited's expansion strategy depends on acquiring additional vessels; failure to do so may constrain growth and profitability.

Peer Comparison

Co_Name	Total Income	PAT	EPS	P/E	P/BV	BV	FV	Price	Mcap
Chalet Hotels Limited	2570.20	665.40	30.42	26.32	4.67	171.43	10	800.70	17534.86
Lemon Tree Hotels Limited	442.03	108.48	1.55	72.94	6.55	17.26	10	113.05	8956.35
Juniper Hotels Limited	916.46	146.92	7.90	25.52	1.58	127.91	10	201.60	4485.65
Samhi Hotels Limited	135.02	384.34	0.00	0.00	1.20	146.30	1	175.80	3905.13
Wonderla Holidays Limited	518.77	81.72	13.41	35.84	1.70	283.20	10	480.65	3049.73
Imagicca World Entertainment	359.01	20.05	0.35	127.26	1.90	23.49	10	44.54	2520.35
Taj GVK Hotels & Resorts Limited	474.09	116.97	18.66	18.13	2.90	116.55	2	338.30	2121.19
WATERWAYS LEISURE TOURISM LIMITED	**579.75**	**52.14**	**7.20**	**112.18**	**8.79**	**91.89**	**10**	**808.00**	**5849.48**

*Peer companies financials are TTM based
***Waterways Leisure Tourism Limited Financial are based on FY26

Valuation

Considering the P/E valuation, on the upper end of the price band of Rs.808, the stock is priced at pre issue P/E of 100.96 x on an FY26 EPS of Rs.8.00. Post issue, the stock is priced at a P/E of 112.18x on its EPS of Rs. 7.20. Looking at the P/B ratio at Rs.808 pre issue, book value of Rs. 12.31 of P/Bvx 65.64x. Post issue, book value of Rs.91.89 of P/Bvx 8.79x.

Considering the P/E valuation, on the lower end of the price band of Rs.769, the stock is priced at pre issue P/E of 96.09 x on FY26 EPS of Rs. 7.20. Post issue, the stock is priced at a P/E of 106.77x on its EPS of Rs.7.20. Looking at the P/B ratio at Rs. 769 pre issue, book value of Rs. 12.31 of P/Bvx 62.47x. Post issue, book value of Rs.91.89 of P/Bvx 8.37x.

Industry Overview

India's cruise tourism industry is emerging as a high-growth segment driven by extensive coastal and inland waterway infrastructure, rising domestic tourism, and strong government support. The country has an 11,099-km coastline, over 20,000 km of navigable waterways across 110 national waterways, and around 1,300 islands, creating significant opportunities for coastal, ocean, and river cruises. Initiatives such as the Cruise Bharat Mission, River Cruise Tourism Roadmap 2047, Sagarmala, and improved port infrastructure are expected to accelerate growth. Cruise passenger traffic has grown steadily, supported by increasing domestic demand, enhanced connectivity, and expanding tourism experiences across cultural, heritage, religious, and leisure destinations.

Outlook

Waterways Leisure Tourism Limited is well positioned to benefit from the long-term growth of India's cruise tourism industry, supported by strong brand recognition, a differentiated India-focused cruise experience, and favourable government initiatives. The planned addition of Norwegian Sky and Norwegian Sun is expected to significantly enhance capacity, expand itineraries, and strengthen revenue growth. While dependence on a single operating vessel and cruise ticket sales remains a key risk, successful fleet expansion and execution of its asset-light strategy could drive sustainable growth, operational scalability, and improved profitability over the medium term.

An Indicative timetable in respect of the Issue is set out below:

EVENT	INDICATIVE DATE (On or about)
IPO Open Date	Tue, Jun 23, 2026
IPO Close Date	Thu, Jun 25, 2026
Tentative Allotment	Mon, Jun 29, 2026
Initiation of Refunds	Tue, Jun 30, 2026
Credit of Shares to Demat	Tue, Jun 30, 2026
Tentative Listing Date	Wed, Jul 1, 2026

Annexure

Consolidated Financials

Profit & Loss

Rs. in Cr.

Particulars	Period ended 31-Mar-26 (9 Months)	Period ended 31-Mar-25 (12 Months)	Period ended 31-Mar-24 (12 Months)
Revenue from operations	579.75	590.61	444.06
Total expenditure	469.51	382.22	341.01
Operating Profit	**110.23**	**208.38**	**103.05**
OPM%	19.01	35.28	23.21
Other Income	7.25	7.08	8.09
Total Net Income	**117.48**	**215.46**	**111.15**
Interest	8.74	38.49	35.13
PBDT	**108.74**	**176.97**	**76.01**
Depreciation	30.49	62.99	184.25
Restated loss before tax	**78.25**	**113.99**	**-108.24**
Exceptional items (gain)/loss	0.00	-75.59	14.45
Profit / (Loss) before tax	**78.25**	**189.58**	**-122.69**
Tax	26.11	21.39	0.05
Profit & Loss	**52.14**	**168.19**	**-122.73**

Balance sheet is on next page

Balance Sheet

Rs. in Cr.

Particulars	As on 31-Dec-26	As on 31-Mar-25	As on 31-Mar-24
Non-current assets			
Property, plant and equipment	57.73	66.41	72.32
Right of use assets	13.81	24.34	245.24
Intangible assets	3.88	0.00	0.00
Intangible assets under development	0.00	2.49	0.00
Loans	13.00	0.00	11.63
Other non-current financial assets	11.02	5.61	27.38
Other non-current assets	139.65	0.00	0.00
Total non-current assets	**239.09**	**98.86**	**356.57**
Current assets			
Inventories	5.90	6.18	9.80
Trade receivables	4.88	3.02	1.83
Cash and cash equivalents	5.43	32.78	17.11
Bank balance other than cash and cash equivalents	0.53	0.00	0.11
Other current financial assets	57.47	93.62	7.74
Current tax assets (net)	0.00	0.00	2.75
Other current assets	28.48	12.92	3.29
Total current assets	**102.68**	**148.52**	**42.63**
Total Assets	**341.77**	**247.37**	**399.20**
LIABILITIES			
Non-current liabilities			
Borrowings	52.24	0.00	0.00
Lease liabilities	7.10	18.00	242.55
Deferred tax liabilities (Net)	3.40	1.63	0.00
Provisions	1.38	1.41	0.46
Total non-current liabilities	**64.11**	**21.04**	**243.02**
Current liabilities			
Financial liabilities			
Short term borrowings	49.65	30.44	5.18
Lease liabilities	8.77	7.50	45.43
Trade Payables			
Total outstanding dues of micro enterprises and small enterprises	4.71	3.04	3.07
Total outstanding dues of creditors other than micro enterprises and small enterprises	20.78	21.43	40.80
Other current financial liabilities	0.29	13.32	72.29
Current tax liabilities (net)	23.47	18.40	0.00
Other current liabilities	89.49	98.14	107.37
Provisions	0.30	1.28	0.11
Total current liabilities	**197.46**	**193.56**	**274.25**
Total liabilities	**261.57**	**214.59**	**517.27**
NET Worth	**80.20**	**32.78**	**-118.07**
Net worth represented by:			
Equity share capital	65.15	64.68	64.68
Other equity	15.05	-31.90	-182.75
Total Equity	**80.20**	**32.78**	**-118.07**

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