

# **Credence Investments**

https://Credenceinvestments/Oyo

Company Note as of 31st December 2024







# **COMPANY OVERVIEW**

Metric	Value
ISIN	INE561T01021
Face Value	₹1 per equity share
Depository	National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL)
PAN Number	AANCA6342H
Market Capitalization	Approximately ₹35,488.35 crore
Total Shares Outstanding	Approximately 6,571,917,333 shares
Price-to-Earnings (P/E) Ratio	150
Price-to-Book (P/B) Ratio	0.97
Earnings Per Share (EPS)	₹0.36
Sector	Consumer Discretionary
Category	Hotels, Resorts & Cruise Lines
52-Week High	₹70
52-Week Low	₹35

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# **SNAPSHOT**

Oravel Stays Private Limited, doing business as OYO Rooms, owns and manages a global portfolio of hotels and vacation homes, offering accommodation, dining, and fitness centre facilities.

Founded in **2013**, **OYO Hotels & Homes** has rapidly become the **world's leading chain** of hotels, homes, and spaces. The company leverages a **state-of-the-art technology platform** that **empowers small hotels and homeowners to efficiently manage their properties through full-stack technology products and services**. This platform simplifies operations and provides customers with **easy-to-book**, **affordable**, **high-quality accommodations** via OYO's **app**, **website**, **and mobile web**, as well as through **online travel agents** and **corporate tie-ups**.

OYO's unique business model transforms fragmented, unbranded, and underutilized hospitality assets into branded, digitally enabled storefronts with enhanced revenue generation potential. Today, OYO operates in 35 countries and manages over 157,000 hotels across regions including the U.S., China, Europe, the U.K., India, the Middle East, Southeast Asia, and Japan.

The journey began in 2012 when Ritesh Agarwal launched Oravel Stays after extensive research and personal experiences with various budget accommodations across India. As of FY22, the company has expanded to include 87 subsidiaries and 30 joint ventures, partnering with hotels to deliver a consistent guest experience across multiple cities. Globally, OYO employs over 5,130 staff, with approximately 3,638 employees in India.

**OYO Hotels & Homes** operates as a **comprehensive hotel chain** using both **leasing** and **franchising models**. The company makes significant **capital investments**, recruits **general managers** to oversee operations and customer experience, and has generated nearly **one million job opportunities** in India and South Asia. In addition, **OYO has established 26 training institutes** across India to develop hospitality talent.

In September 2021, the company filed its Draft Red Herring Prospectus (DRHP) proposing a fresh issue of ₹7,000 crores and an offer for sale of ₹1,430 crores. The selling shareholders included SVF India Holdings (Cayman) Limited, A1 Holdings INC, China Lodging Holdings (HK) Limited, and Global IVY Ventures LLP. This filing was later flagged by SEBI due to several concerns. The company subsequently refiled a reduced-size DRHP in 2023, only to withdraw it in 2024, with plans to refile after refinancing its \$450 million loan.

Notably, in FY24, OYO expanded its portfolio by adding approximately 5,000 hotels and 6,000 homes globally. The company also reached a significant milestone by turning a profit for the first time since its inception, recording a Profit After Tax (PAT) of ₹229.26 Cr

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# **FUNDRAISING SYNOPSIS**



### **Seed Funding – Series A:**

> \$25 Mn raised from Lightspeed, Sequoia, Greenoaks Capital, and DSG Consumer Partners.

#### **Series B:**

- > SoftBank invested in OYO Rooms with a \$100 Mn funding round.
- ➤ The company closed a \$90 Mn financing round, led by SoftBank, its largest shareholder.
- ➤ Reports indicate that by **August 2016**, OYO had already secured **\$61 Mn**, with the remaining **\$29 Mn** comprising a mix of debt and equity, along with an additional **\$5 Mn** in debt financing from **InnoVen Capital**.
- ➤ Other key investors in this round include Sequoia Capital and Lightspeed Venture Capital.

#### Series D:

- ➤ In September 2017, OYO raised \$250 Mn in a Series D funding round led by SoftBank's Vision Fund.
- ➤ This round saw participation from existing investors such as **Lightspeed Ventures**, **Greenoaks Capital**, and **Sequoia India**, with **Hero Enterprise** also joining.
- > Shortly after, the startup received a strategic investment of \$10 Mn from China Lodging (formerly Huazhu Hotels, valued at \$6.8 Bn).

#### **Series E:**

> OYO achieved a \$5 Bn valuation after raising \$1 Bn to fuel its expansion in China and other international markets.

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- ➤ Investors in this round included **SoftBank's Vision Fund, Lightspeed, Sequoia,** and **Greenoaks Capital** for a total of \$800 Mn, with additional investors contributing \$200 Mn.
- In **December 2018**, **Singapore-based Grab** invested **\$100 Mn** in OYO.
- ➤ In February 2019, Chinese ride-hailing giant Didi Chuxing invested \$100 Mn through its entity Star Virtue Investment, maintaining the company's valuation at around \$5 Bn.
- ▶ By mid-2019, OYO's valuation surged to \$10 Bn after founder Ritesh Agarwal purchased \$2 Bn in shares—boosting his stake from 10% to 30% via RA Hospitality Holdings—and SoftBank increased its stake from 45% to 48%.

#### **Series F:**

- > OYO aimed to raise **US\$1.5 Bn**.
- Founder and CEO Ritesh Agarwal planned to contribute US\$700 Mn via RA Hospitality Holdings, with the remaining US\$800 Mn coming from other existing investors.
- ➤ In the first tranche, by mid-March 2020, OYO secured \$806.75 Mn from existing investors: SoftBank contributed \$506.75 Mn, and RA Hospitality Holdings provided \$300 Mn.
- ➤ The company issued **9,626 preference shares** to SoftBank and **5,699 preference shares** to RA Hospitality Holdings, with each share priced at **\$52,643.22** and a face value of **INR 100 (\$1.35)**.
- Following the allotment, SVF Holdings owned 50.59% of the total shares, while RA Holdings held 25.87% of OYO's parent company, Oravel Stays Private Limited.
- In January 2021, OYO raised an undisclosed amount from Swedish billionaire Martin HP Soderstrom (also the chairman of DIG Investments), who joined the board of OYO's European vacation homes business to support its M&A strategy in the region.

#### Series F1:

OYO raised Rs 54 Cr from Hindustan Media Ventures (HMV) by issuing 125 Series F1 CCCPS (Compulsory Convertible Cumulative Preference Shares) at a face value of Rs 100 each, at an issue price of Rs 43.2 lakh per share, totalling Rs 54 Cr.

#### Series F2:

- ➤ Microsoft Corporation invested nearly \$5 Mn (approximately ₹37 Cr) in OYO through the issuance of equity shares and compulsory convertible cumulative preference shares on a private placement basis.
- ➤ Under this deal, OYO issued 5 equity shares (each with a face value of ₹10) for cash at an issue price equivalent to \$58,490 per share.

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### January 2022:

➤ Qatar Insurance Company (QIC), along with a group of buyers including family offices, purchased ₹230 Cr of secondary shares from OYO, valuing the company at nearly \$9.6 Bn.

#### Series G:

- In August 2024, OYO raised ₹1,457 Cr (approximately \$175 Mn) in a Series G round from a consortium of investors including the Ritesh Agarwal-owned entity Patient Capital (which invested ₹830 Cr), InCred Wealth, Patient Capital, J&A Partners, the family office of Mankind Pharma promoters, and ASK Financial Holdings.
- > This round resulted in a company valuation of \$2.4 Bn.

## **PRODUCTS & SERVICES**

**OYO Vision: Create Quality Living Spaces** 

#### Overview:

**OYO** aims to address the inherent issues in the **hospitality and real estate sectors**, where a disconnect between the demand for and supply of quality living spaces forces travelers and urban dwellers to compromise on **location**, **quality**, **and price**. By leveraging **technology and talent**, OYO is committed to resolving this gap, thereby driving traffic and delivering a significant impact to its clients.

### **Key Components of the Model:**

- > Supply: Converts leads into OYO establishments.
- > Transformation: Transforms properties within approximately 30 days using advanced technology and robust supply chain capabilities.
- ➤ Hospitality: Ensures continuous staff training to maintain superior service quality.
- > Technology: Implements a best-in-class Property Management System (accessible via OYO Web and App).
- > Distribution: Achieves an approximate 2.5X occupancy increase in less than a quarter.

### **Multi-Brand Approach:**

- OYO Townhouse: Promoted as the neighbourhood hotel in the midscale segment, targeting millennial travellers.
- > OYO Home: Recognized as India's maiden Home Management System, offering fully managed private homes in various locations.

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- ➤ OYO Vacation Homes: Positioned as the world's 3rd largest vacation home brand, featuring partnerships with brands like Belvilla, Danland, DanCenter, and Germany-based Traum-Ferienwohnungen.
- ➤ **SilverKey:** Launched in **April 2018**, catering to **corporate travelers** for both short and long-term business trips.
- > Capital O: Provides comprehensive hotel booking services.
- ➤ **Palette:** Offers a **curated staycation experience** in upper-end leisure resorts for those seeking an intuitive and competitively priced option.
- > Collection O: Delivers specialized booking and renting services for business travellers.
- ➤ OYO LIFE: Targets millennials and young professionals with fully managed, affordable long-term rental homes.
- **YO! HELP:** A **self-help tool** that facilitates smooth check-ins, check-outs, and payment processes.
- ➤ OYO Partner Engagement: Launched the OPEN programme in April 2019 to assist partner hotels in achieving their business goals and introduced an upgraded Co-OYO app to offer complete visibility into business and customer metrics.



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## **COMPANY DETAILS**

### **Global Strategy and Operational Focus:**

- > Sustainable Growth & Profitability: During the year, the company maintained its global strategy by shifting from rapid expansion to sustainable growth, with a heightened focus on profitability and core markets, specifically India, Southeast Asia, and Europe Homes. The emphasis was on creating a leaner cost structure through reduced G&A spending and optimized marketing expenditures, while simultaneously doubling down on technology and product development to sustain operating efficiency.
- Market Recovery & Technological Leverage: Despite the adverse global conditions caused by multiple COVID waves and their severe impact on the hospitality sector (OYO included), the company sees significant opportunities to expand operations and continue leveraging technology.
- ➤ Expansion of Inventory: The number of storefronts increased from 157,344 in FY21 to 168,639 in FY22, driven by organic growth in both the homes and hotels segments, primarily due to a recovery in travel demand. Additionally, the company acquired Direct Booker D.o.o, a vacation homes rental firm focusing on European homes, in February 2022.
- Premium Hotel Growth in India: In 2023, as it prepares for its IPO, OYO announced plans to double the number of premium hotels in India, aiming to add around 1,800 premium hotels. The expansion focuses on major business hubs such as Bangalore, Hyderabad, Chennai, Delhi, Noida, Kolkata, and Mumbai.
- Adjustment in IPO Plans: As of March 2023, OYO began reducing the number of shares it planned to offer via its stock-market debut by about two-thirds, an effort by its founder to facilitate the sale amid plunging tech valuations.
- New IPO Filing & Debt Repayment Objective: OYO has pre-filed a fresh Draft Red Herring Prospectus (DRHP) with the Securities and Exchange Board of India (SEBI), targeting a raise of \$400-500 million through an IPO. The company has scrapped the earlier plan for a secondary sale component, with the primary aim of repaying most of its debt. Notably, OYO is set to report its first-ever profit after tax of over ₹16 crore in the current quarter ending September 2023.
- FY24 Inventory Growth: In FY24, responding to increased demand and improved market sentiment, the company expanded its portfolio significantly, with the inventory growing from 12,938 hotels as of March 31, 2023 to 18,103 hotels as of March 31, 2024.

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### **ACQUISITION AND PARTNERSHIPS**

- March 2016: OYO acquired the team behind Qlik Pass, founded by Rahul Gupta and Rishi Swami, to establish its Data Science Department.
- ➤ March 2018: OYO purchased Novascotia Boutique Homes, a service apartment operator based in Chennai, marking its first major acquisition and establishing its footprint in the service apartment and corporate executive stay segment.
- > July 2018: To strengthen its technology portfolio, OYO acquired AblePlus, an IoT startup.
- ➤ August 2018: The company expanded into the wedding industry by acquiring Weddingz.in, a Mumbai-based online marketplace for wedding venues and vendors, tapping into a fragmented \$40 billion market.
- > October 2018: OYO entered the co-living space with the launch of OYO Life.
- ➤ March 2019: OYO acquired Innov8 in an all-cash deal valued at INR 220 Cr.
- March 2019: OYO made its first venture into China by acquiring the hotel brand Qianyu.
- ➤ April 2019: OYO announced a strategic global distribution partnership with Hotelbeds and formed two joint ventures with SoftBank and Yahoo! Japan.
- March 2019: In collaboration with Airbnb, OYO entered into a strategic partnership where Airbnb invested in OYO and listed its properties on the Airbnb platform. That month, OYO also declared a ₹1,400 Cr investment in its operations across India and South Asia to bolster infrastructure, technology, and internal capabilities.
- ➤ May 2019: OYO acquired Leisure Group, an Amsterdam-based vacation rental company.
- ➤ August 2019: In its first major U.S. investment, OYO, in partnership with US real estate firm Highgate, acquired the Hooters Casino Hotel near the Las Vegas Strip for \$135 million.
- > September 2019: OYO purchased Danamica, a data science company based in Copenhagen, for an undisclosed amount.
- > August 2020: OYO partnered with NoBroker to expand its OYO LIFE co-living services.
- November 2023: OYO restarted its self-operated hotels under the "Managed by OYO" brand through its app and website. It also began seeking partnerships with real estate developers to secure long-term management contracts on a revenue-sharing basis for 200 premium hotels across major Indian cities, enabling top hotel operators to leverage their expertise in operational excellence and customer satisfaction.
- August 2024: OYO acquired Checkmyguest, a Paris-based company, for Rs 230 Cr. This acquisition included the housing renovation business HMG (formerly known as Helpmyguest) and the luxury rental apartment management firm Studio Prestige.

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➤ September 2024: OYO announced an all-cash deal to acquire G6 Hospitality, the leading economy lodging franchisor and parent of the Motel 6 and Studio 6 brands, from Blackstone Real Estate for \$525 million.

# **INDUSTRY OVERVIEW**

- ➤ The Indian hospitality sector is experiencing a robust comeback in hotel investments, with transactions reaching \$175 million (INR 1432 crore) in the first half of 2023—a substantial increase compared to \$73 million (INR 580 crore) in 2022, according to JLL's latest report.
- ➤ In Q3 2023, the sector showed marked improvement over the same quarter in 2022. This was mainly due to a 15.6% year-on-year rise in the Average Daily Rate (ADR), which boosted the Revenue per Available Room (RevPAR) by 15.1%. However, JLL's Hotel Momentum India Q3 2023 noted a slight 4.5% decline in RevPAR from Q2 2023.
- ➤ The industry expects a strong year-end performance, driven by major international events such as the **Cricket World Cup** and increased domestic travel during the winter and year-end festivities. Key demand drivers are projected to be **weddings** and **MICE** (**Meetings, Incentives, Conferences, and Exhibitions**), even though there may be a slight drop in business travel towards the end of the year.
- ➤ There is also an anticipated surge in hotel openings and development in the final quarter. In Q3 2023, **59 hotels** totalling **4,669 keys** were signed, with **12 hotels** converted from existing properties—this conversion accounted for **23**% of the new inventory.
- ➤ The sector reached a milestone as the **branded hotel room supply** in India exceeded **150,000** units this year. Despite the return of international flights, **domestic travel** continues to be the preferred choice for Indian tourists, enabling the industry to maintain a nationwide occupancy rate above **50%** during 2021/22, with average room rates nearing **₹5,000**.
- Outbound tourist departures from India for the first 10 months of 2023 totalled 22.6 million, up from 17.5 million in the corresponding period of the previous year. Similarly, foreign tourist arrivals increased to 7.2 million compared to 4.6 million in 2022.
- Reports from online travel aggregators indicate that Indian travellers took an average of 2.9 vacations in 2023, up from 2.5 vacations in 2022, with average spending per trip rising by as much as 20%.
- ➤ The **short-stay accommodation market** is growing at a faster pace than the broader travel and tourism industry, which itself is outpacing the overall growth of the national GDP. Strong macroeconomic and demographic trends suggest that both the travel and tourism sectors and the short-stay accommodation market will continue to grow faster than the general economy.
- ➤ By 2028, Indian tourism and hospitality are expected to generate \$50.9 billion in visitor exports, compared to \$28.9 billion in 2018. Additionally, FDI inflows into the Tourism & Hospitality sector have reached \$16.38 billion between April 2000 and March 2022.

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➤ India is recognized as the most digitally advanced traveller nation, utilizing an array of digital tools for planning, booking, and enhancing travel experiences. The growth in domestic and outbound tourism is further supported by a rising middle class and increasing disposable incomes.

## **FINANCIAL HIGHLIGHTS:**

➤ Revenue from Operations fell by 1.38%, declining from ₹5,463 crore in FY23 to ₹5,388 crore in FY24.

22. Revenue from contracts with customers		
	For the year ended 31 March 2024	For the year ended 31 March 2023
Sale of accommodation services	34,414.89	37,130.46
Commission from bookings	13,441.19	12,164.70
Cancellation income	792.02	971.91
Value added services	113.16	105.05
Sale of tours, packages and events including wedding related services	883.05	335.77
Rental income**	884.05	937.45
Food and beverages	18.59	65.85
Subscription income	82.45	89.58
Other operational revenue*	3,258.49	2,838.68
Total	53,887.89	54,639.45
*includes cleaning and insurance service fee amounting to INR 2,197.11 million (31 March 2023: INR 1,793.30 million)  **includes INR 213.01 million (31 March 2023: INR 396.44 million) related to rental income from sublease of hotel properties.		
India	12,036.34	13,826.08
Outside India	41,851.55	40,813.37
Total	53,887.89	54,639.45

Revenue Break-Up (in INR Millions)

- ➤ Total Expenses declined by 15.79% in FY24, falling to ₹5,725 Cr from ₹6,799 Cr in FY23, primarily due to a significant reduction in operational and employee benefit expenses.
- ➤ The company's consolidated **adjusted EBITDA** surged by approximately **216%**, reaching **₹859 Cr** in **FY24**.
- Through a debt buyback of \$195 million, the company successfully reduced its interest expenses by repurchasing 30% of its outstanding Term Loan B (due in June 2026). Furthermore, it plans to refinance its remaining debt at a lower markup over SOFR, decreasing the effective interest rate from 14% to 10%, which is projected to save around \$15-\$17 million annually and extend the debt repayment period to 2029.
- ➤ Despite a significant increase in new inventory, the **Adjusted Gross Profit margin** held strong at **23.6%** in **FY24** (up slightly from **23.2%** in **FY23**).
- ➤ The Board of Directors did not recommend any dividend for the financial year ending March 31, 2022.

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₹ (in Cr.)

Key Financials	Ora	Oravel Stays Limited		
	2021-22	2022-23	2023-24	
Revenue from Operations	4,781.36	5,463.95	5,388.79	6.16%
Total Income	4,905.21	5,601.70	5,541.59	6.29%
Finance Cost	745.71	681.58	843.82	6.38%
Depreciation & Amortization	298.83	280.29	200.35	-18.12%
Total Expenses	6,985.79	6,799.70	5,725.78	-9.47%
EBITDA	-1,036.03	-236.13	859.98	-
PAT	-1,941.56	-1,286.52	229.58	-
No. of Eq. Shares Outstanding	605.83	605.91	661.43	4.49%
EPS (in ₹)	-3.20	-2.12	0.35	0.00%
Equity Share Capital	132.72	132.81	134.99	0.85%
Total Net Worth	1,443.60	582.57	900.73	-21.01%
Total Assets	8,452.51	7,932.43	6,443.47	-12.69%
Total Debt	4,664.57	5,071.49	3,602.97	-12.11%

₹ (in Cr.)

Key Metrics - FY24	Oravel Stays Limited
CMP*	56
Market Cap (In Cr.)	37,040.34
Market Cap / Sales	6.68
EPS (Earnings Per Share)	0.35
BVPS (Book Value Per Share)	1.36
P/E	161.34
P/BV	41.12
EBITDA Margin	15.96%
ROE	25.49%
ROA	3.56%

<sup>\*</sup>Market Price in ₹ as on October 15, 2024

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# **CONSOLIDATED FINANCIAL STATEMENTS**

Financials: Annual Report

Name   Property   pair and equipment   3   3   3   5   5   5   5   5   5   5		Notes	As at	As at
No. of the property plant and equipment   3   522.95   522.95   122.95			31 March 2024	31 March 2023
Property plant and equipment   3   522.95   551   55				
Tapisal works - progress   3   11.00		3	522.05	551.8
Light of tan ameta         4         1,794,58         34           Chen intagiple aneets         5         2,794,58         24,238           Chen intagiple aneets         5         2,794,58         24,238           Chen intagiple aneets         6         29,813         31,515           Vincenter in joint orderedgener         6         29,813         31,515           Vincenter in joint orderedgener         6         4         40,60         76,61         95,82           Vincenter in joint orderedgener         6         1,60         76,61         95,82         13,61         12,61         12,61         12,61         13,61         12,61         13,61         12,61         13,61         12,61         13,61         12,61         13,61         12,61         13,61         13,61         13,61         <				331.0
Second   S				946.2
Section   Sect				24,238.3
Interagible assets under development         5         1.57         3           Interaction in position transcript         6A         2.98.13         3.47           Francation more than in position in the control of the position of the position of the position in the position of the p				15,267.7
Marche   M				3.7
Securior				3,477.4
100   100			0.031.021.100	
Second tax assets (act)   8   1,200   3.25   1.260	(i) Investments	6B	14.09	750.9
120	(ii) Other financial assets	7A	746.61	9,285.6
Process   Proc	Non-current tax assets (net)	8	1.030.36	1,261.0
Solution	Other non-current assets	12A	714.19	596.5
Page	Deferred tax assets (net)	17A	342.57	-
Filter   Bases   Security   Sec		_	50,217.08	56,379.9
10   Investments				
1   1   1   1   1   1   1   1   1   1				
(iii) Cash and cash equivalents         10         4,088.47         7.250           (i) Other francial assets         78         1,516.38         1,90           (ii) Cher francial assets         12B         1,90.249         2,210           Other current assets         12B         1,91.245         2,230           Total assets         64,43.17         7,92.24           EQUITY AND LABILITIES           Equity         3         1,338.76         1,238           Equity attraction of the state of t				872.7
1   3,039,00   9,00				
1,000   1,00				
128   1,92,49   2,219     1,217,65   2,294     1,				
14,217,65   22,948   23,948				
Page	Other current assets	12B _		
Page		<u> </u>	3970-39000	PARTICIPATE OF THE PARTICIPATE O
Paging   P	Total assets	-	64,434.73	79,324.3
Equity Share capital   13				
Instruments cartirely equity in nature		1.7	1 220 24	1.770
14C   167,133.01   167,120   167,1				
14C   167,133.01   167,123.01   167,123.01   167,123.01   167,123.01   167,123.01   167,123.01   167,123.01   167,123.01   167,123.01   148,1418   185,728.65   187,125   187,		13	11.12	11.1
Retained earnings		146	167 123 01	167 130 (
1				
18.68.13   15.921				
Non-Controlling interests   48   (9,600.82)   (10,006   10,006		14 _		
Total equity   9,007.31   5,825		48		
Non-current liabilities   Simulation   Sim		40		5,825.7
Non-current liabilities   15A   35,567.90   50,050   (ii) Lease liabilities   16   1,625.58   1,069   (iii) Chere financial liabilities   19   143,47   225   (iii) Chere financial liabilities   19   143,47   225   (iii) Chere financial liabilities (net)   15A   16A   166,56   189   16A   166,56   189   17A   2,767,68   2,839   17A   2,774,89   17A   2,774,8				
Financial liabilities				
(ii) Berrowings				
(ii) Lease liabilities         16         1,625,58         1,009           (iii) Other financial liabilities         19         143,47         2,25           Provisions         16A         106,56         89           Deferred tax liabilities (net)         17A         2,767,68         2,839           Other non-current liabilities         21A         34,65         29           Current liabilities         40,245,84         54,363           Current liabilities         15B         461,82         664           (ii) Borrowings         15B         461,82         664           (iii) Tracke payables         18         20         1,349,79         4,348           (ii) Other francial liabilities         20         1,349,79         4,348           (iv) Other financial liabilities (net)         17B         311,29         162           Other current liabilities         21B         2,572,85         2,989           Other current liabilities         21B         2,572,85         2,989           Total liabilities         55,427,42         73,498		1000		(2007)0000000000000000000000000000000000
(ii) Other financial liabilities       19       143,47       225         Provisions       16A       106,56       89         Deferred tax liabilities (net)       17A       2,767,68       2,839         Other non-current liabilities       21A       34,65       2,90         Current liabilities         Financial liabilities         (i) Borrowings       15B       461,82       664         (ii) Lease liabilities       16       785,97       1,561         (ii) Lange liabilities       18       2         (a) total outstanding dues of micro and small enterprises       22,61       37         (b) total outstanding dues of creditor other than micro and small enterprises       9,610,24       9,313         (iv) Other financial liabilities       20       1,349,79       4,384         Purvisions       16B       67,01       82         Current tax liabilities (net)       17B       311,29       16         Other current liabilities       21B       2,572,85       2,989         Total liabilities       55,427,42       73,498				
Provisions   16A   106.56   89     Deferred tax limitities (net)   17A   2,767.68   2,839     Deferred tax limitities (net)   21A   34.65   29     Deferred tax limitities (net)   21A   34.65   29     Deferred tax limitities   21A   34.65   29     Deferred tax limitities   25A   25A   25A     Deferred tax limitities   25A   25A     Deferred tax limitities (net)   21B   2.572.85   2.989     Deferred tax limitities   25A   25A     Deferred tax limitities   25A     Deferr				
Deferred tax liabilities (net)				
Other non-current liabilities				
Current liabilities		100000		
Financial liabilities   15B   461.82   664   664   678.597   1,561   665   6	Other non-current habitities	21A _		54,303.4
Financial liabilities   15B   461.82   664     (i) Lease liabilities   16   788.97   1,561     (ii) Lease liabilities   16   788.97   1,561     (iii) Trade payables   18   22.61   37     (a) total outstanding dues of micro and small enterprises   9,610.24   9,313     (b) total outstanding dues of creditor other than micro and small enterprises   9,610.24   9,313     (b) total outstanding dues of creditor other than micro and small enterprises   20   1,349.79   4,384     Provisions   16B   67.01   82     Current tax liabilities (net)   17B   311.29   162     Other current liabilities   21B   2,572.85   2,988     Total liabilities   55,427.42   73,498     Total liabilities   55,427.42   73,498     Control of the current liabilities   25,427.42   73,498     Control of the curr	Current Exhibition	-	2000	
(i) Borrowings 15B 461.82 664 (ii) Lease liabilities 166 785.97 1,561 (iii) Trade payables 176 785.97 1,561 (iii) Trade payables 18 22.61 37 (iv) 10tal outstanding dues of nicro and small enterprises 9,610.24 9,313 (iv) 0ther financial liabilities 20 1,349.79 4,384 (iv) 0ther financial liabilities 20 1,349.79 4,384 (iv) 10ther financial liabilities (net) 17B 311.29 162 (iv) 10ther current liabilities (net) 21B 2,572.85 2,989 (iv) 10ther current liabilities (iv) 15,181.88 19,195 (iv) 10ther current liabilities (iv) 15,442 73,498 (iv) 10ther current liabilities (iv) 10ther				
(ii) Lease liabilities     16     785.97     1,561       (iii) Trade payables     18       (a) total outstanding dues of micro and small enterprises     22.61     37       (b) total outstanding dues of creditor other than micro and small enterprises     9,610.24     9,313       (iv) Other financial liabilities     20     1,349.79     4,384       Provisions     16B     67.01     82       Current tax liabilities (net)     17B     311.29     162       Other current liabilities     21B     2,572.85     2,98       Total liabilities     55,427.42     73,498		158	461.82	664.4
(iii) Trade payables     18       (a) total outstanding dues of micro and small enterprises     22.61     37       (b) total outstanding dues of creditor other than micro and small enterprises     9,610.24     9,313       (iv) Other financial liabilities     20     1,349.79     4,384       Provisions     16B     67.01     82       Current tax liabilities (net)     17B     311.29     162       Other current liabilities     21B     2,572.85     2,989       Total liabilities     55,427.42     73,498				1,561.0
(a) total outstanding dues of micro and small enterprises     22.61     37       (b) total outstanding dues of creditor other than micro and small enterprises     9,610.24     9,313       (iv) Other financial liabilities     20     1,349.79     4,348       Provisions     16B     67.01     82       Lurrent tax liabilities (net)     17B     311.29     162       Other current liabilities     21B     2,572.85     2,989       Total liabilities     55,427.42     73,498				
(b) total outstanding dues of creditor other than micro and small enterprises         9,610.24         9,313           (b) total outstanding dues of creditor other than micro and small enterprises         20         1,349.79         4,384           (b) Other financial liabilities         16B         67.01         82           (c) Urrent (ax liabilities (net)         17B         311.29         162           (c) Other current liabilities         21B         2,572.85         2,989           (c) Other current liabilities         15,181.58         19,195           (c) Other current liabilities         55,427.42         73,498			22.61	37.5
(iv) Other financial liabilities         20         1,349.79         4,384           Provisions         16B         67.01         82           Current tax liabilities (net)         17B         311.29         162           Sther current liabilities         21B         2,572.85         2,989           Footal liabilities         55,427.42         73,498				9,313.0
Provisions 16B 67.01 82 Turrent x liabilities (net) 17B 311.29 162 Softer current liabilities 21B 2.572.85 2.988 Total liabilities 55,427.42 73,498	(iv) Other financial liabilities	20		4,384.0
Other current liabilities         21B         2,572.85         2,989           15,181.58         19,195           Fotal liabilities         55,427.42         73,498		16B	67.01	82.
Other current liabilities         21B         2,572.85         2,989           15,181.58         19,195           Fotal liabilities         55,427.42         73,498	Current tax liabilities (net)			162.
15,181.58         19,195           15dal liabilities         55,427.42         73,498		21B	2,572.85	2,989.
Total liabilities 55,427.42 73,498		100000		19,195.
Fried world Kaliffallon	Fotal liabilities	=		73,498.5
	Fotal equity and liabilities	<u>-</u>	64,434.73	79,324.

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Oravel Stays Limited (formerly known as Oravel Stays Private Limited)
CIN: U63090GJ2012PLC107088
Consolidated Statement of Profit and Loss for the year ended 31 March 2024
(Amount in INR Millions, unless stated otherwise)

INCOME Revenue from contracts with customers Other income Total income (I)	5-700n0c	31 March 2024	31 March 2023
Other income			51 March 2025
	22	53,887.89	54,639.45
Total income (I)	23	1,527.96	1,377.59
		55,415.85	56,017.04
EXPENSES			
Operating expenses	24	28,854.41	31,372.76
imployee benefits expense	25	7,443.82	15,488.40
inance cost	26	8,438.18	6,815.80
Depreciation and amortization expense	27	2,003.46	2,802.85
Other expenses	28	10.517.95	11,517,14
Fotal expenses (II)		57,257.82	67,996.95
Profit/(loss) before share of profit in joint ventures, exceptional items and tax(I-II)		(1,841.97)	(11,979.91
Share of profit after tax in joint ventures (net)	48	101.40	171.17
Profit/(loss) before exceptional items and tax	70.	(1,740.57)	(11,808,74
Exceptional items	29	(4,098.77)	1,054.05
Profit/(loss) before tax		2,358.20	(12,862.79
Tax expense:	30		
Current tax	20	575.00	383.55
Deferred tax		(512.59)	(381.16
Income tax (income)/expense		62.41	2,39
Profit/(loss) for the year		2,295,79	(12,865.18
rono(toss) to the year		44.7.1.7	(12,0010
Other comprehensive income, net of tax	31		
Other comprehensive income/ (expense) not to be reclassified to profit or loss in subsequent periods		70.00	1000
Net gain/(loss) on equity instruments through Other Comprehensive Income		(174.12)	(84.76
Re-measurement gain on defined benefit plans Income tax		(19.95)	35.78
Net other comprehensive income/ (expense) not to be reclassified to profit or loss in subsequent periods		(194.07)	(48.98
Other comprehensive income/(expense) to be reclassified to profit or loss in subsequent periods Exchange differences on translation of financial statements of foreign operations (net)		523.39	404.58
Exchange difference on net investment in foreign operation (net)		(1,213,30)	(1,131.45
Income tax			*
Net other comprehensive income/ (expense) not to be reclassified to profit or loss in subsequent periods		(689.91)	(726.87)
Total other comprehensive income/(loss), net of tax		(883.98)	(775.85)
Total comprehensive income/(loss) for the year, net of tax		1,411.81	(13,641.03)
Profit/(Loss) for the year attributable to:			
Equity holders of the Parent		2,195.28	(11,718.63)
Non-controlling interest	48.2	100.51	(1,146.55)
	183356	2,295.79	(12,865.18)
Other comprehensive income/(loss) for the year attributable to:		1002003000	
Equity holders of the Parent		(788.52)	(1,086.89)
Non-controlling interest	48.2	(95.46)	311.04 (775.85)
otal comprehensive income/(loss) for the year attributable to:		(1.00)	1,77,000
Equity holders of the Parent		1,406.76	(12,805.52
Non-controlling interest	48.2	5.05	(835.51
		1,411.81	(13,641.03
Earning per share (in INR)			
Face value of share INR 1	22	2,123	127.22
Basic Diluted	32 32	0.36 0.36	(1.93)

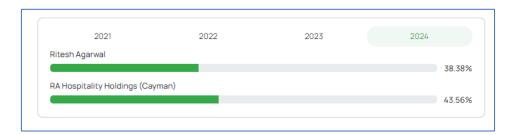
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# **SHAREHOLDING PATTERN**

Shareholding Pattern As On 31st March 2024			
Categor	y	No. of Shares	% Holding
Promoters	Indian	51,02,63,000	7.71%
Fiomoters	Foreign	4,46,35,60,000	67.48%
Public Shareholding	Institutional	95,76,73,298	14.48%
I ublic Shareholding	Non-Institutional	68,28,50,106	10.32%
Total		6,61,43,46,404	100.00%



Source: Unlistedzone

# **MANAGEMENT**

Board Of Directors & Key Management		
Ritesh Agarwal	Founder & CEO	
Aditya Ghosh	Non-Executive Director	
Bejul Somaia	Non-Executive & Independent Director	
Dr. Deepa Malik	Non-Executive & Independent Director	
Troy Alstead	Non-Executive & Independent Director	
William Steve Albrecht	Non-Executive & Independent Director	
Abhinav Sinha	Manager	
Abhishek Gupta	Chief Financial Officer (CFO)	

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## **IPO DETAILS**

**OYO's IPO is slated to commence in the first week of March 2025.** This book-built issue will allow investors to select a price within a defined price band.

### **Expected Details:**

- Issue Size: The IPO aims to raise ₹8,430 crore.
- Fresh Issue: Expected to constitute ₹7,000 crore.
- Offer for Sale: Anticipated to be ₹1,430 crore.
- Listing: The shares are planned to be listed on both BSE and NSE.
- Allotment Status: Final allotment decisions are expected in the second week of March 2025.

#### What to Expect:

- Investors will be able to verify their allotment status once the IPO subscription period concludes.
- The GMP (Grey Market Premium) is currently around ₹13 per share.
- Detailed subscription information will be provided after the IPO commences.

### **Previous Attempts:**

- OYO initially attempted an IPO in **2021**, but the application was returned in **January 2023**.
- A revised application for a smaller offering was subsequently withdrawn in May of the previous year.

# **NEWS**

- https://www.business-standard.com/industry/news/oyo-early-investors-stake-sale-valuation-growth-prospects-125011600355 1.html
- https://timesofindia.indiatimes.com/technology/tech-news/oyo-launches-new-check-in-policy-starting-january-2025-unmarried-couples-will-no-longer-be-/articleshow/116988182.cms
- https://skift.com/2025/02/03/oyo-pursues-uk-hotel-acquisitions-after-buyingmotel-6-in-u-s/

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