

PRE-IPO NOTE

Basic Parameters

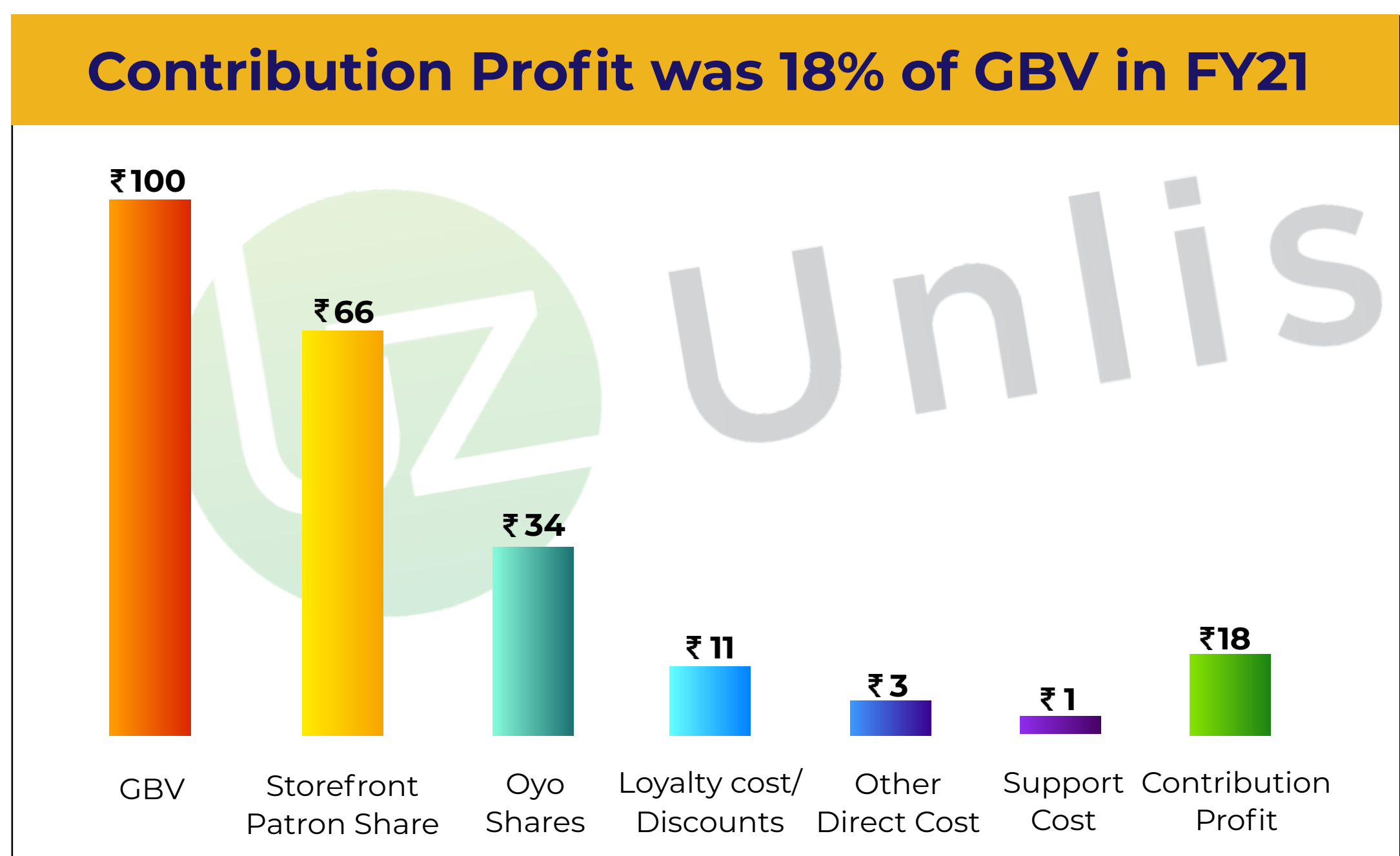
M Cap.	45,150 Cr.
CMP	₹ 75
52 W H/L	130 / 65
Face Value	₹ 1
No. of Shares	602 Cr.

Financials

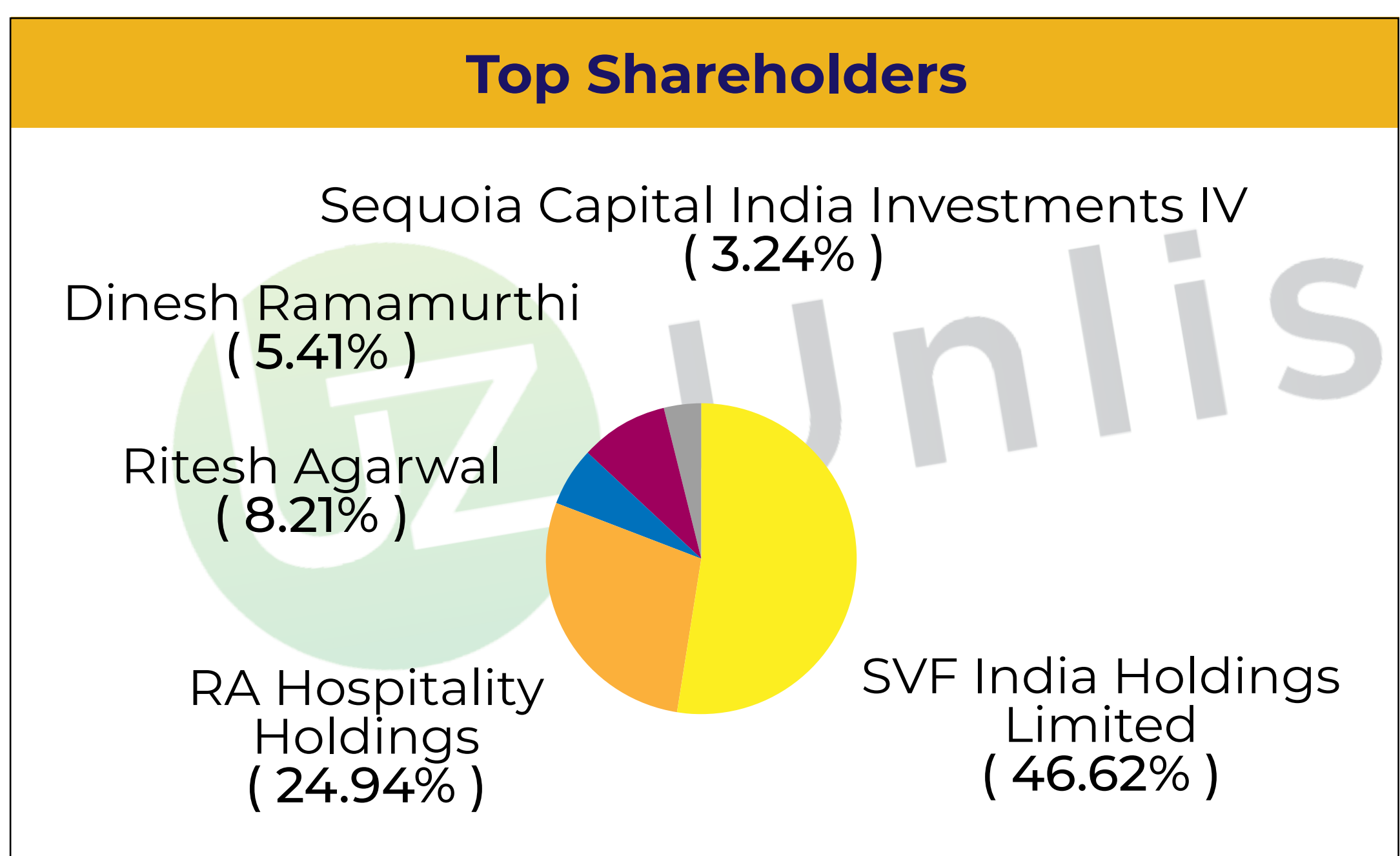
Particulars	Q1FY23	FY22	FY21	FY20
Revenue	1459	4781	4157	13413
EBITDA	-203	-1035	-1632	-5671
PAT	-413	-1939	-4102	-11079
EPS	-0.68	-3.20	-6.83	-18.43

(in Cr.)

Contribution Profit was 18% of GBV in FY21



Top Shareholders



About OYO

- Started in the year 2012, OYO is a full stack technology platform which help customers to book hotels. OYO is an asset-light business model and a lean cost structure. They do not own the storefronts listed on its platform.
- OYO earns income from hotel owners who list their storefronts on its platform and the large base of Customers who book accommodations at these hotels' storefronts through its platform.
- A customer when booking hotel directly on the application of OYO provides them a commission of 20% to 35% of Gross Book Value after removing discounts and loyalty points which they charge from hotel owners.
- In FY21, around 94% hotel booking received directly on OYO app and rest 6% from Third party apps.
- OYO has ~1,68,000 storefronts across more than 35 countries listed on the platform as on September 30, 2022.
- They have a presence in India, Europe, Indonesia, Malaysia, USA and China.

Market Opportunity

- As per RedSeer, within the travel and tourism industry, the short-stay accommodation market is one of the fastest growing segments. The short-stay accommodation segment refers to stays of up to one month, and the market comprises stays across hotels, homes, guest-houses, bed and breakfasts and campsites for tourists and travellers.
- The industry is projected to grow at 6.6% CAGR from 2021 to 2030 to reach US\$1.9 trillion in 2030.

Valuation of OYO

The current market price of OYO is ₹ 75 per share and they have ~602 Crores outstanding shares, so Mcap = ₹ 45,150 Crores.





**To Buy OYO
Unlisted Shares
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