

# OYO Q1 FY26 Results

Briefing for Shareholders



# Executive Summary

- Profitable growth momentum continues.
- Operational efficiency and disciplined cost structure maintained.
- Focus remains on core markets (India, SEA) and product-led growth.

**300+ company serviced properties in SEA and Middle East managed by OYO**



Sunday Millennia Hotel, Saudi Arabia 55 Keys  
Annualized Revenue : INR 10 cr, CM: INR 3.4 cr.



Sunday Jeddah Hotel, Saudi Arabia 138 Keys  
Annualized Revenue : INR 12 cr., CM: INR 4.1 cr.



Sunday JA Plus, Muang Pattaya, Thailand 173 Keys  
Annualized Revenue : INR 10 cr., CM: INR 3 cr.



Sunday Emerald Hotel, Jeddah, Saudi Arabia 72 Keys  
Annualized Revenue : INR 9.9 cr, CM: INR 1.4 cr



Sunday Holiday International, Dubai, UAE 210 Keys  
Annualized Revenue : INR 46 cr., CM: INR 9 Cr.



Sunday Arshika, Sunset Rd Bali, Indonesia with 291 Keys Annualized Revenue : INR 6.6 cr CM: INR 0.6 cr



## Financial Performance – YoY (Q1 FY25 vs Q1 FY26)

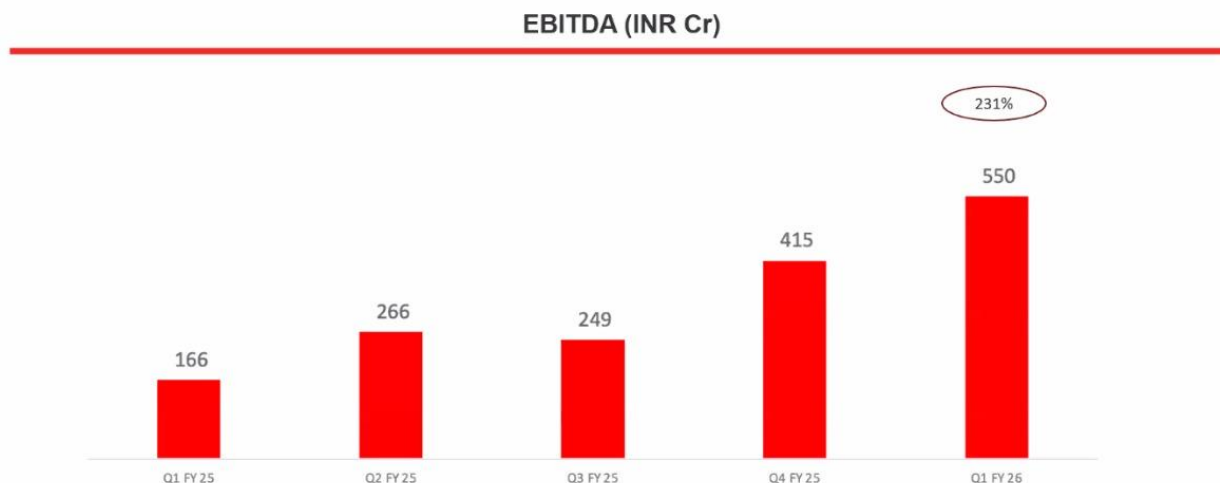
Metric	Q1 FY25	Q1 FY26	Q1 FY25 vs Q1 FY26
Revenue (₹ Cr)	1,371	2,019	47.26%
Adj. EBITDA (₹ Cr)	166	550	231.33%
PAT (₹ Cr)	85	200	135.29%
GBV (₹ Cr)	2,966	7,277	145.35%

- **Strong topline growth:** Revenue rose **47% YoY** to ₹2,019 Cr, reflecting sustained demand momentum.
- **Profitability surge:** Adj. EBITDA grew **3.3x YoY** to ₹550 Cr, supported by cost efficiencies and higher operating leverage.
- **Robust bottom line & scale:** PAT more than **doubled (+135% YoY)** to ₹200 Cr, while GBV expanded **145% YoY** to ₹7,277 Cr, underscoring market share gains.

# EBITDA

1. **Strong EBITDA Growth:** OYO has shown consistent improvement in EBITDA across the last five quarters, rising from **INR 166 Cr in Q1 FY25 to INR 550 Cr in Q1 FY26**.
2. **High YoY Performance:** Q1 FY26 EBITDA of **INR 550 Cr represents a 231% year-on-year growth**, highlighting strong operational efficiency and business momentum.

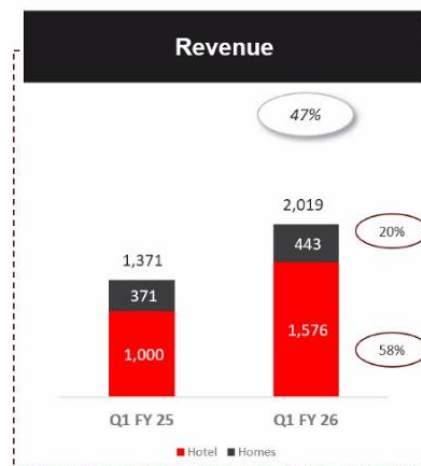
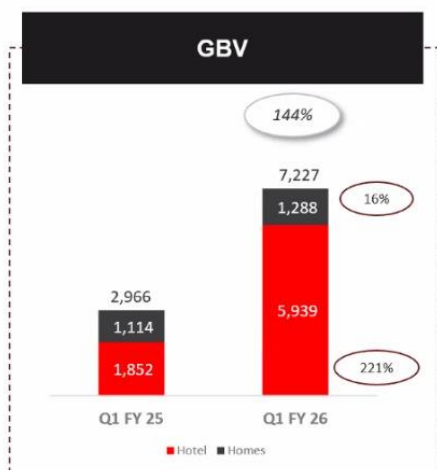
**EBITDA** – Consistent growth in EBITDA across last many quarters; Q1 FY26 at INR 550 Cr, 230% growth YoY



# Segment Performance

- 1. Robust GBV Growth:** Total GBV surged **144% YoY** to **INR 7,227 Cr** in **Q1 FY26**, driven by strong momentum in Hotels (**INR 5,939 Cr, up 221% YoY**) and steady performance in Homes (**INR 1,288 Cr, up 16% YoY**).
- 2. Revenue Momentum:** Revenue grew **47% YoY** to **INR 2,019 Cr**, led by Hotels (**INR 1,576 Cr, +58% YoY**) while Homes contributed **INR 443 Cr (+20% YoY)**.

**Segment view Q1 FY26:** Strong GBV growth across segments, Hotel segment GBV at INR 5939 Cr and Homes at INR 1288 Cr in Q1FY26

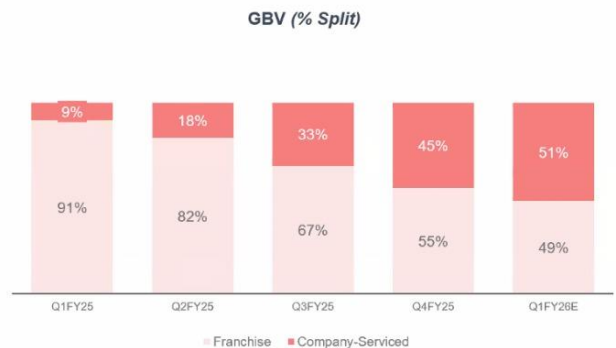


Revenue— Hotels Segment 58% YoY growth and homes at 20%

# Strategy & Outlook (FY26)

- Focus on core markets (India & SEA) and profitable growth
- Continued cost discipline and product-led demand generation
- Strengthen balance sheet; maintain positive cash flows
- Technology & experience upgrades to lift RevPAR and retention
- IPO readiness: governance, reporting cadence, investor communications

**GBV contribution from company serviced SF up to 51% in Q1FY26 from 9% in Q1FY25**



*Company Serviced Portfolio to play crucial role of India's Growth*



Sunday Hotel and Resort Manesar with 82 Keys  
Annualized Revenue : INR 4 cr., CM: INR 7 cr.



Sunday Hotel Chandigarh Zirakpur, with 166 Keys  
Annualized Revenue : INR 6 Cr. CM: INR 1.4 cr.



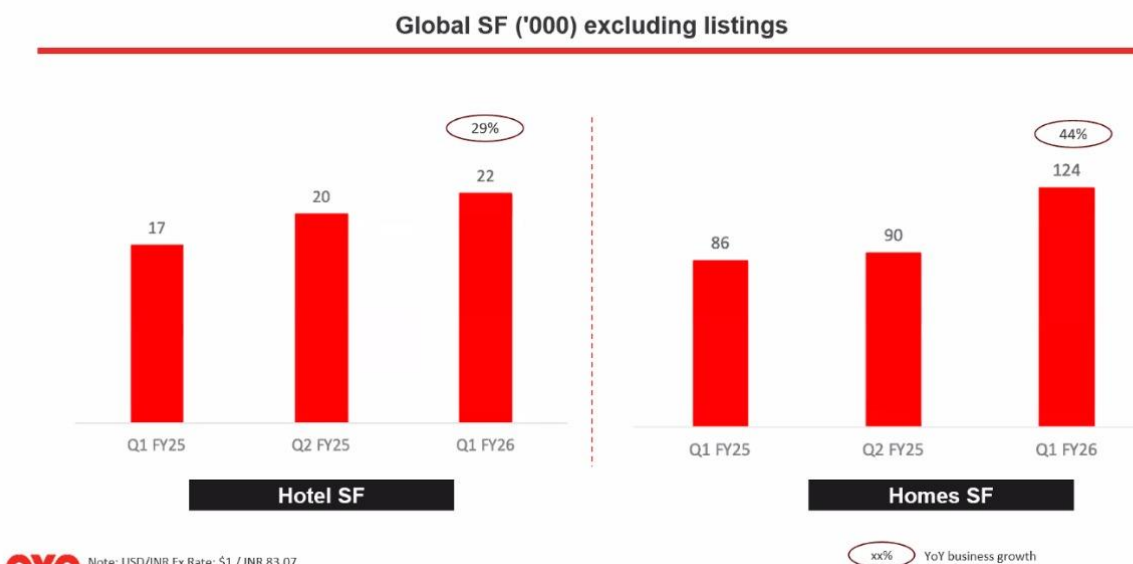
Note: US\$INR Fix Rate: \$1 / INR 83.050  
Company-Serviced includes Sunday and SOB. Franchise includes IOP

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# FY26 Supply Footprint (SF) Trajectory

1. **Hotel SF Growth:** Hotel supply footprint expanded from **17K** in Q1 FY25 to **22K** in Q1 FY26, reflecting a **29% YoY growth**.
2. **Homes SF Growth:** Homes supply footprint rose from **86K** in Q1 FY25 to **124K** in Q1 FY26, marking a **44% YoY increase**.

**FY26 SF trajectory:** YoY growth at 29% and 44% in Q1FY26 for hotels and homes respectively



**OYO** Note: USD/INR Fx Rate: \$1 / INR 83.07

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# Expanding Storefronts

OYO is rapidly scaling its **mid-premium and premium company-serviced portfolio in India**, expanding storefronts **5x YoY to 1.1K by Q1 FY26**, positioning it as a key growth driver with strong revenue potential.

## Consistently ramping up mid-premium and premium Company-Serviced Portfolio in India



Sunday Hotel Ahmedabad, with 66 Keys  
Annualized Revenue : INR 2 cr, CM: INR 0.6 cr



Sunday Hotel Jaipur, with 90 Keys  
Annualized Revenue : INR 6 cr CM: INR 2 cr.



Note: USD/INR Fx Rate: \$1 / INR 83.068;  
Company-Serviced includes Sunday and SOB. Franchise includes IOP

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# FY26 Projections

OYO is projecting **robust FY26 financial performance** with **EBITDA of INR 2,492 Cr (+127% YoY)**, driven by strong GBV growth (+94%) and improved operating leverage (operating costs falling from **12% to 8% of GBV**). Contribution profit and adjusted gross profit are expected to rise sharply, highlighting efficiency gains and scalability.

Metric (INR Cr)	FY25 (Actual)	FY26P (Projected)	% Growth YoY	% of GBV (FY25)	% of GBV (FY26)
GBV	16,281	31,508	94% -	-	-
Revenue	6,255	9,212	47% -	-	-
Adjusted Gross Profit	3,132	5,350	71%	19%	17%
Contribution Profit	3,040	5,125	69%	18%	16%
Operating Costs	1,944	2,633	35%	12%	8%
- Employee + G&A Expenses	1,088	1,354	24%	7%	4%
- Marketing Expenses	856	1,279	49%	5%	4%
Adjusted EBITDA	1,096	2,492	127%	8%	8%
Operating Profit	415	1,080	160% -	-	-

# Innov8: Portfolio of High End Office Spaces

1. **Customized Office Solutions** – Flexible, fully tailored workspaces without infrastructure burden.
2. **Prime City Locations** – Presence in business hubs with proximity to clients, talent, and partners.
3. **Cost-Effective Operations** – Premium offices with flexible leasing and low capex.
4. **Turnkey Rapid Setup** – Plug-and-play offices with internet, furnishings, and meeting rooms.
5. **World-Class IT & Security** – Enterprise-grade IT, secure networks, and strong data privacy.



# Innov8: Financial Performance

1. **Expanding Presence** – Grew from **30 centers in Jun'24** to **49 centers by Jul'25** across India.
2. **Strong Revenue Growth** – Q1 FY26 revenue at **INR 37 Cr**, up **55% YoY**.
3. **Profitability Surge** – Q1 FY26 EBITDA at **INR 7.5 Cr**, a **189% YoY growth**.
4. **Market Leadership** – Remains **India's most profitable managed workspace player** with **25% EBITDA margin in FY25**.



# IPO Update

1. **Market Conditions** – Investor appetite for hospitality-tech IPOs remains very strong in India.
2. **IPO Timeline** – Company plans to launch its IPO in the **second half of 2026**.
3. **Investor Engagement** – Already in **discussions with Mutual Funds and other institutional investors**.
4. **Next Steps** – Will present a formal proposal to shareholders at the appropriate time.

# Thank You

