



RITESH A R G A R W A L

Journey of Ritesh Agarwal

EARLY LIFE & VISION

- Born in 1993 in Odisha, India.
- Entrepreneurial from a young age started selling SIM cards as a teenager.
- Dropped out of college to follow his dream of building a global business.



STARTING OYO

Launched Oravel Stays in 2012 to help travelers find affordable stays.

Pivoted to OYO Rooms in 2013, focusing on standardizing budget hotels.

Became one of the youngest Thiel Fellows, receiving funding and mentorship.

CHALLENGES & FAILURES



- Faced disputes with hotel partners and issues with service quality.
- Criticized for rapid expansion and operational inefficiencies.
- Adapted by investing in technology, improving partnerships, and restructuring operations.

SUCCESS & GROWTH



- OYO became one of the largest hotel chains globally, operating in 80+ countries.
- Attracted major investments from SoftBank, Sequoia, and others.
- Recognized as one of India's youngest self-made billionaires.

Key Takeaways



Bold Vision:
Early risks can lead to big rewards.

Adaptability: Pivoting ideas and
addressing challenges is crucial for
success.

Resilience: Failures are stepping stones
to building something impactful.