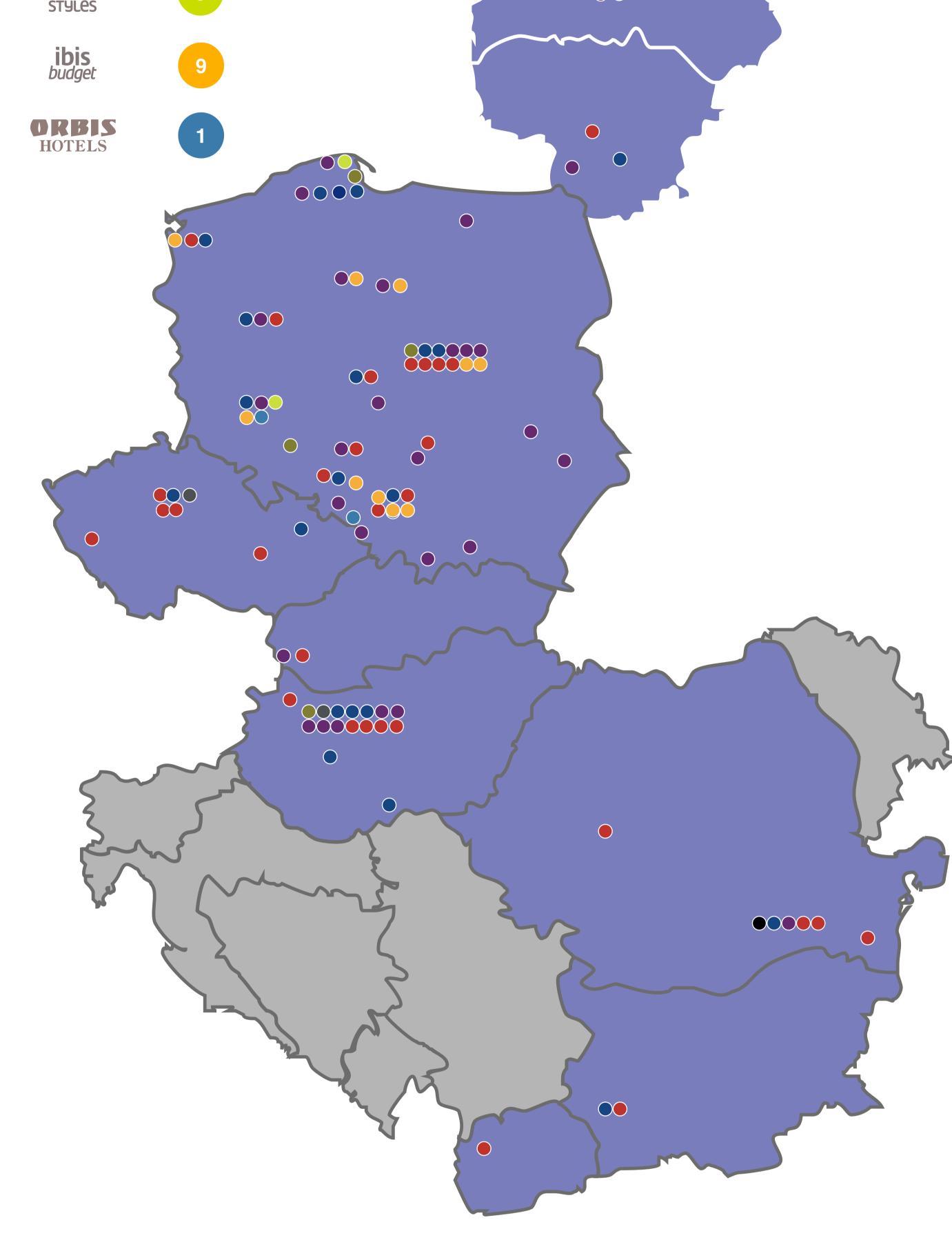
Factsheet 1H 2015 29.07.2015

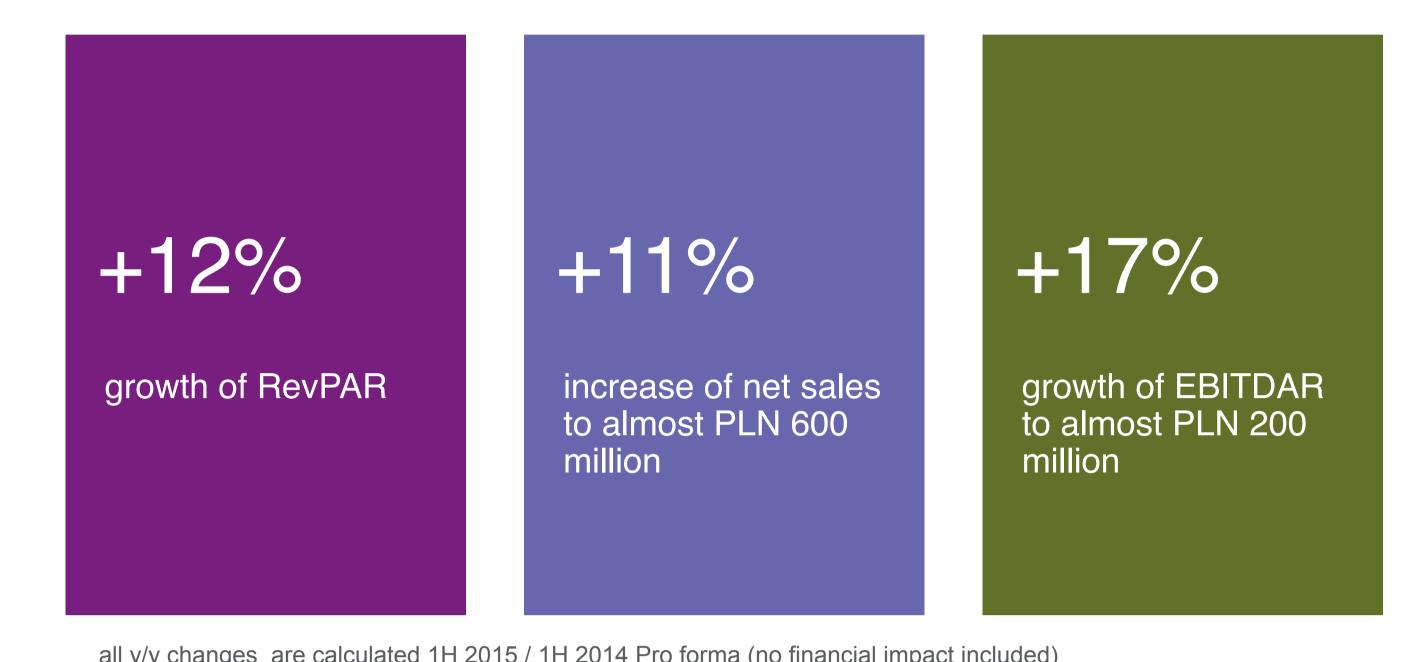
The hotel leader in the region SOFITE L Unquestionable No. 1 hospitality Group pullman in Eastern Europe after acquisition of Accor operations in the region. 2 $|\Delta|$ GALLERY NOVOTEL 21 33 Mercure ibis 30 ibis STYLES

Strong operational and financial performance



Focus on **operational** excellence, taking full advantages of **positive market** conditions, more diversified business model, further product improvement, innovative solutions and network expansion





all y/y changes are calculated 1H 2015 / 1H 2014 Pro forma (no financial impact included)

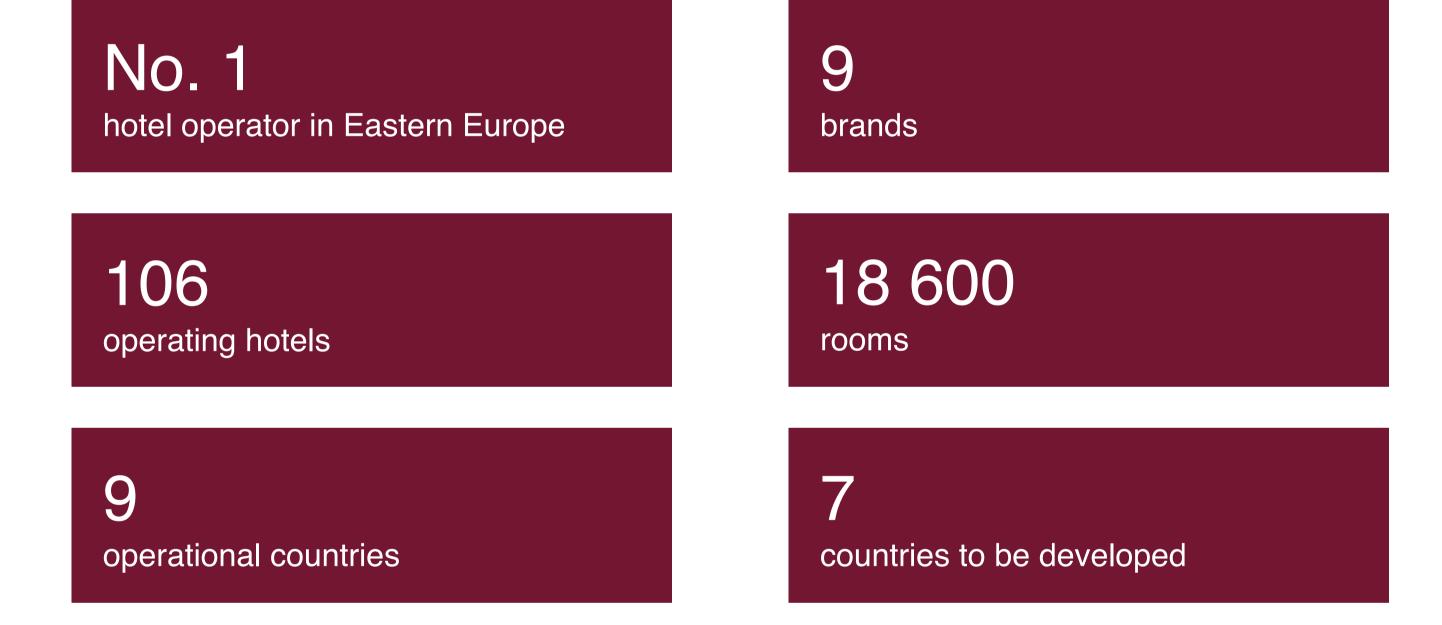


Investment structure 2015

Regular CAPEX: ~5% of net sales ca. PLN 60 m

Product Improvement & Development Plan ca. PLN 80 - 90 m

Asset Management: potential buy backs, disposals of leastcontributing assets



Product improvement and development projects in 1H 2015:

Last stage of Novotel Warszawa Centrum modernisation,

Re-branding projects:

- Orbis Gdynia (from March 2015 Mercure),
- Orbis Podejdon Gdańsk (from May 2015 Mercure),
- Orbis Magura Bielsko-Biała (from July 2015 ibis Styles),

Sofitel Grand Sopot,

Novotel Kraków Centrum.

Plans for 2015

• Numerous operational excellence initiatives to push performance further,

- PLN 310-320 m Integration well advanced to deliver our promises,
 - Financing & Asset Management actions to accelerate investment & growth,
 - Set the **SCR benchmark** for EE region.

Total CAPEX in 1H 2015: PLN 27.2 m



Superior financial and operational results together with favourable macroeconomic environment show that

Orbis Group is on the path to win its challenge



Forecast of EBITDA range



pullman











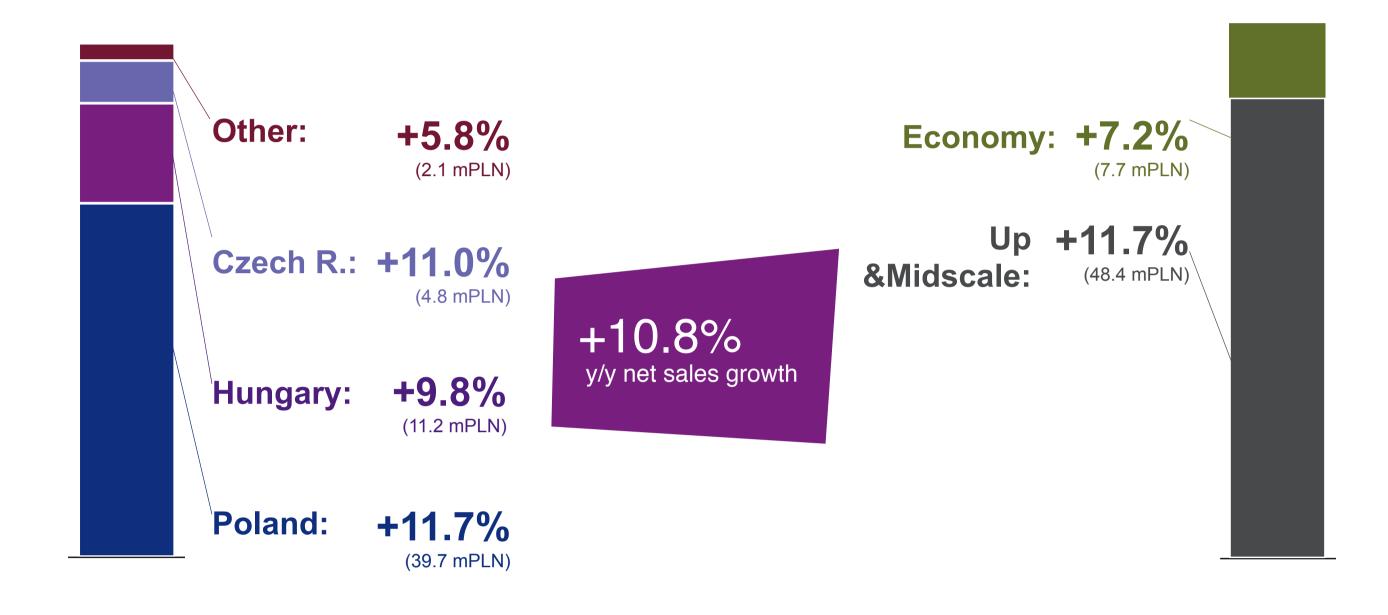
Facts heet 1 H 2015 29.07.2015

RevPAR

Structure of sales

by geographical markets y/y RevPAR change y/y RevPAR change by hotel segment by hotel segment by geographical market **RevPAR** 6% PLN 140.7 8% +11.8% y/y 20% PLN 592 m Occupancy 21% 65.5% Net sales 64% **+7.0** p.p. _{y/y} +12.7% +12.9% +9.4% 1H 2015 +11.9% ARR +9.3% PLN 215.0 +0.0% y/y Up&Midscale Hungary Polance Up&Midscale Economy Other Countries Poland Hungary Czech Czech Economy Republic Republic

Growth of sales



First issue of zloty bonds

+9.0%

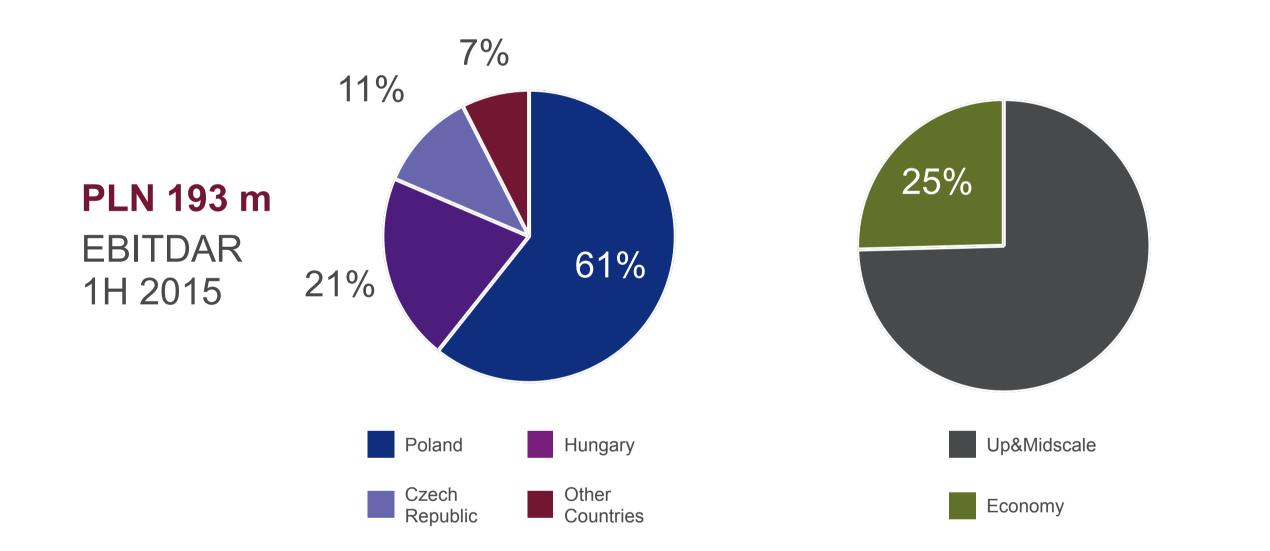
Other

Countries

Format:	Medium Term Note Program of PLN 500 m		
	Public issues with no offering prospectus		
Value:	PLN 300 m		
Tenor:	5 years		
Listing:	ASO BondSpot (till 3Q 2015)		
Coupon:	floater, 6 m WIBOR + spread of 0.97%		
Collateral: Novotel Warszawa Centrum			
Mercure Warszawa Grand			

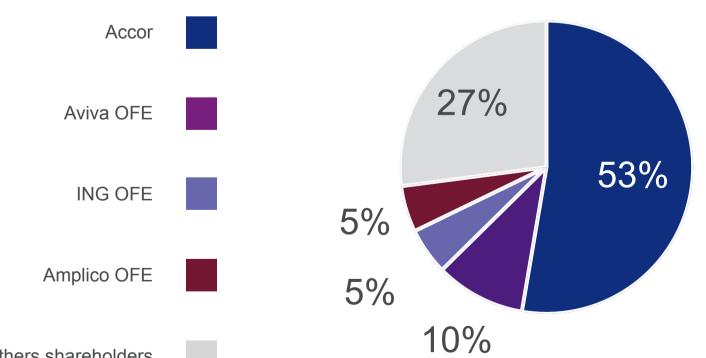
Structure of EBITDAR

Financial results



[mPLN,%]	1H 2015	1H 2014 Pro forma	y/y
Net sales	591.6	533.9	+10.8%
EBITDAR	193.1	165.0	+17.0%
EBITDA	143.1	116.1	+23.2%
EBIT	71.4	49.8	+41.7%
Profit before tax	68.4	50.8	+33.2%
EBITDAR margin	32.6 %	30.9 %	+1.7 p.p.

Corporate Governance Shareholders' structure



Orbis on Warsaw Stock Exchange

46 077 008 ordinary shares listed on **WSE main marke**t since 20.11.1997

Indices: mWIG40, WIG, WIG-PL, WIGdiv

Ticker: **ORB** ISIN: PLORBIS00014

Animator: **DM BH**

Others shareholders

Management Board Supervisory Board

Gilles Clavie

President and Chief Executive Officer

Ireneusz Węgłowski

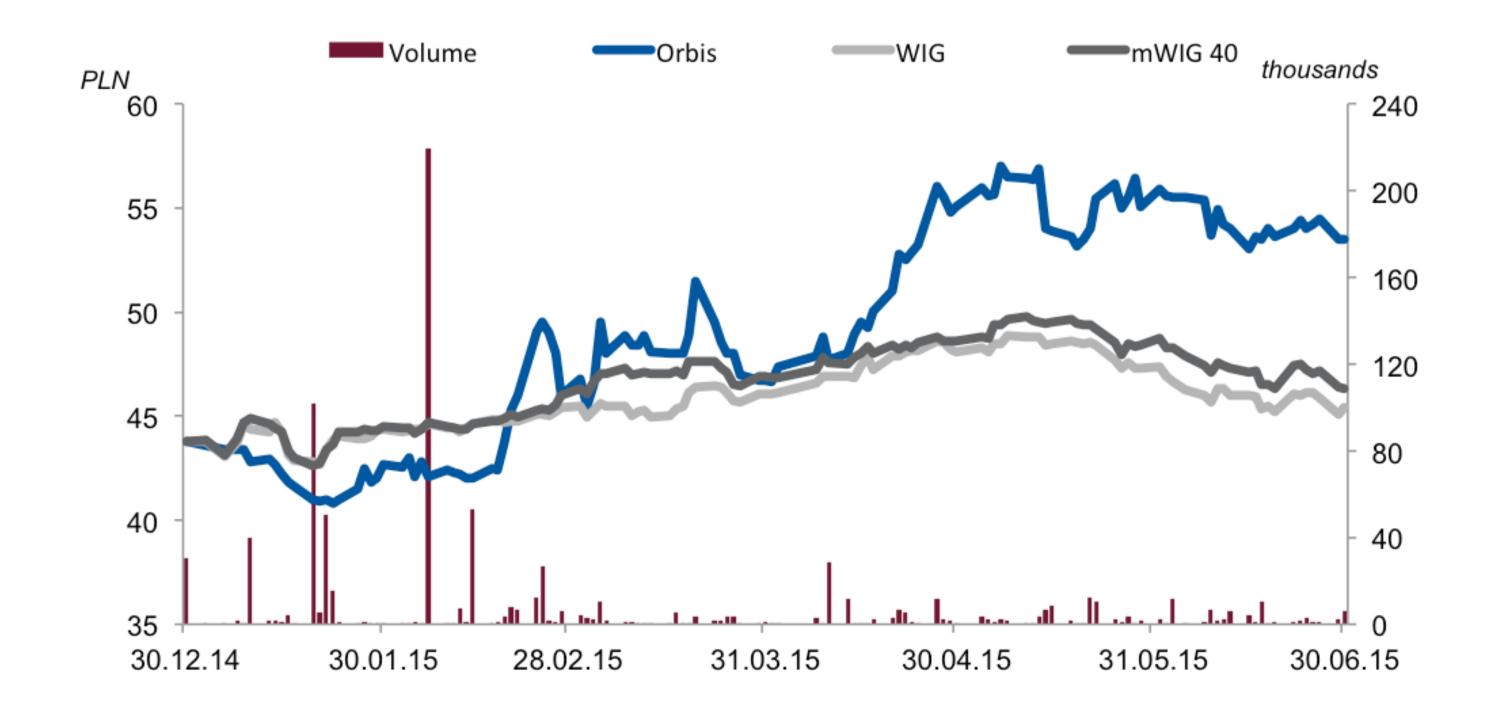
Vice-President of the Management Board

Marcin Szewczykowski Member of the Management Board

Sofie Stabile Bruno Coudry Jan Ozinga Artur Gabor Christian Karaoglanian Jacek Kseń Andrzej Procajło Andrzej Przytuła Jarosław Szymański Laurent Picheral

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