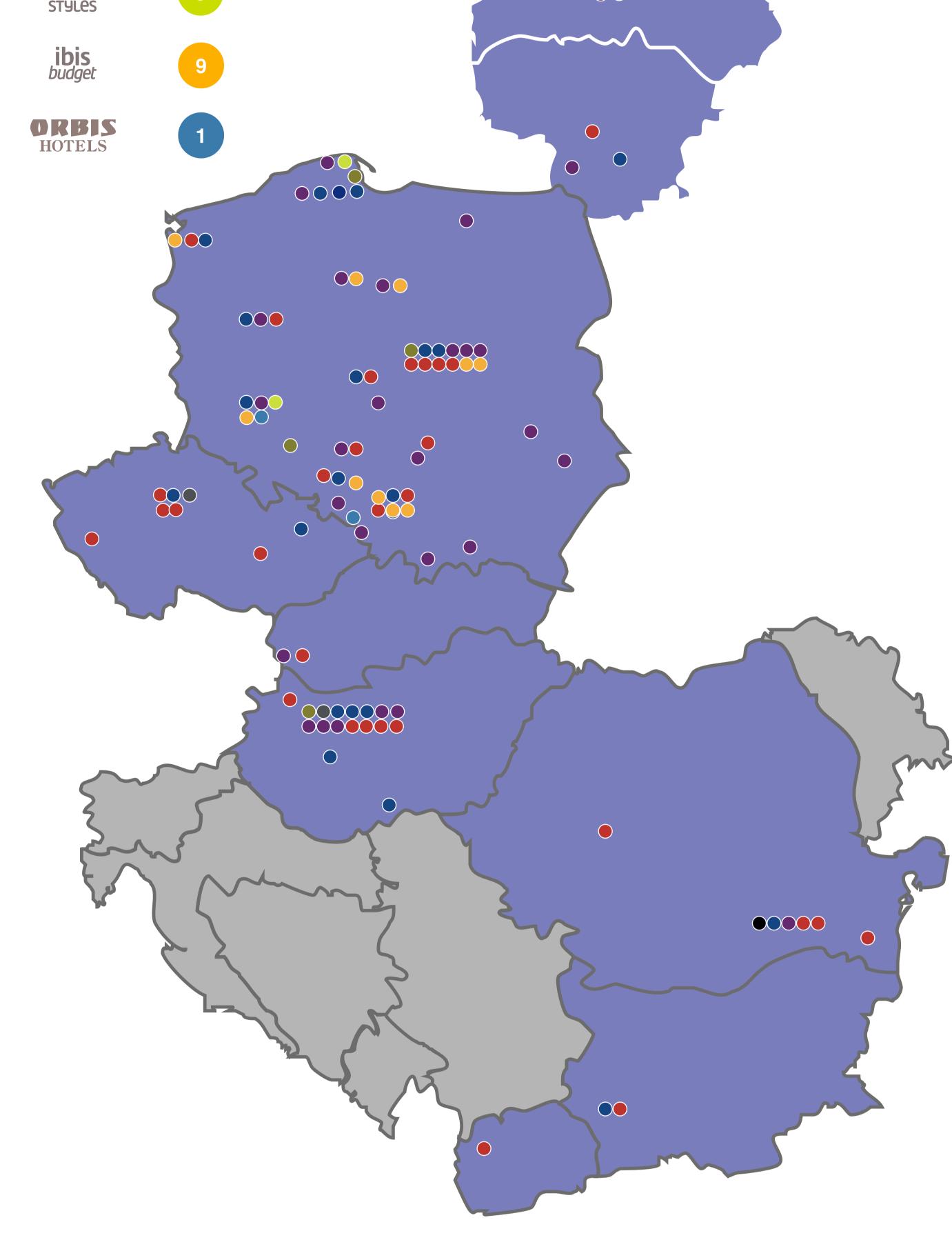
# Factsheet 1H 2015 29.07.2015

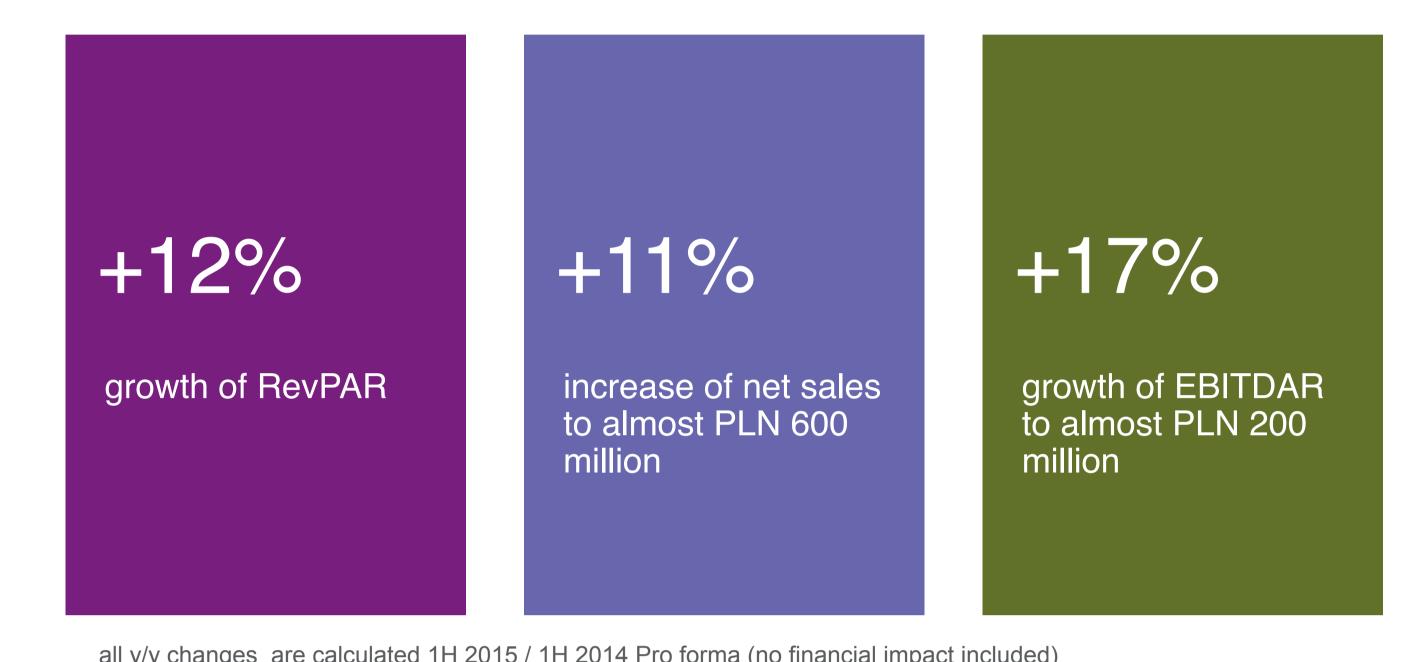
### The hotel leader in the region SOFITE L Unquestionable No. 1 hospitality Group pullman in Eastern Europe after acquisition of Accor operations in the region. 2 $|\Delta|$ GALLERY NOVOTEL 21 33 Mercure ibis 30 ibis STYLES

## **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)

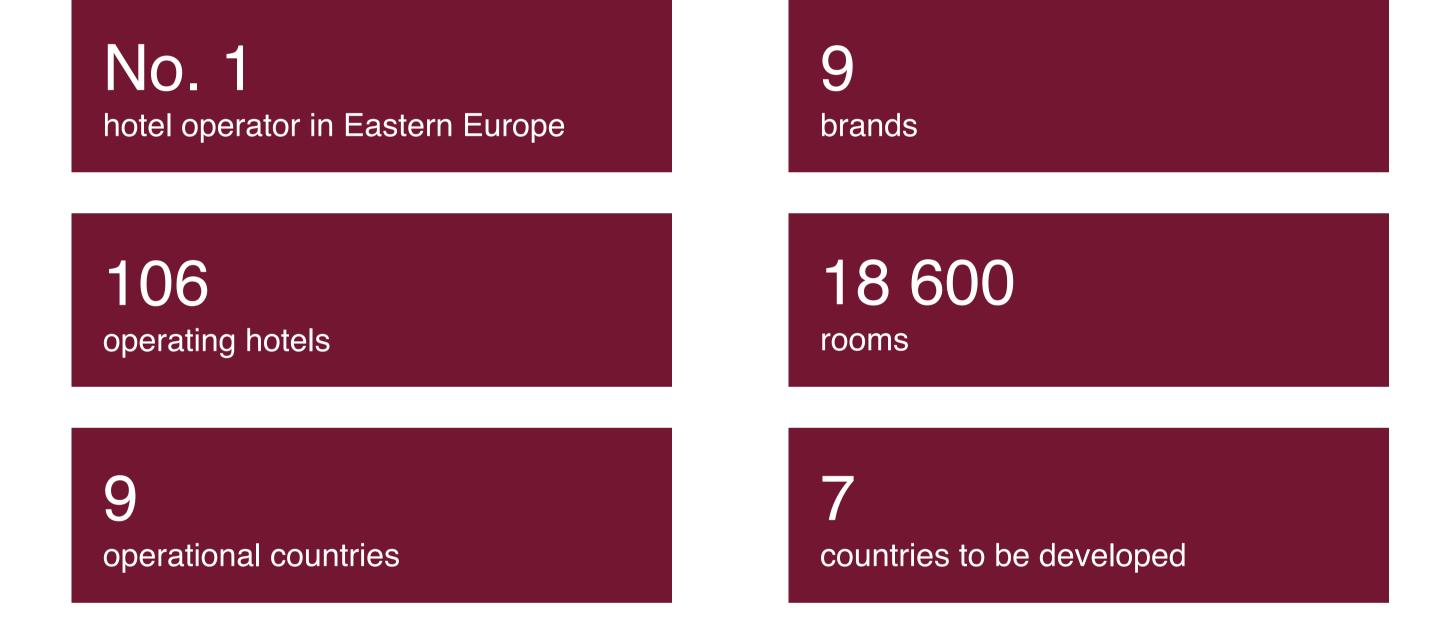


### **Investment structure 2015**

**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











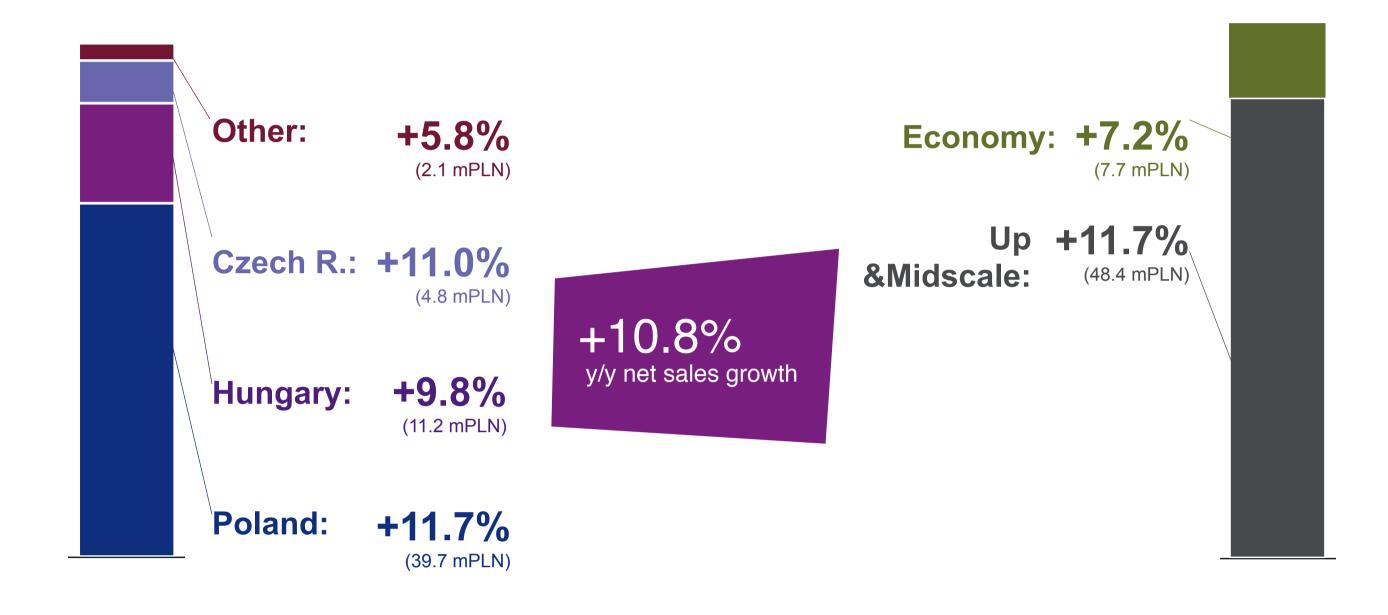
# Facts heet 1 H 2015 29.07.2015

**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. <sub>y/y</sub> +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%

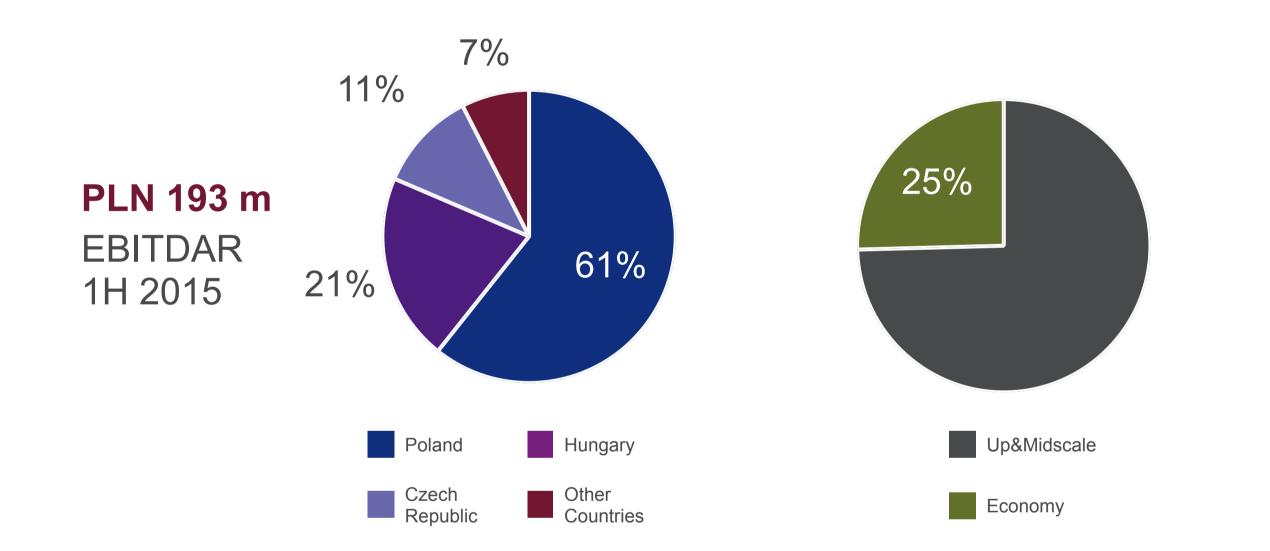
Other

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			

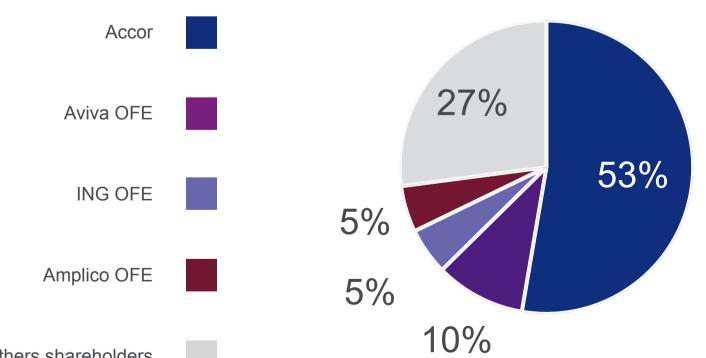
## **Structure of EBITDAR**

### **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

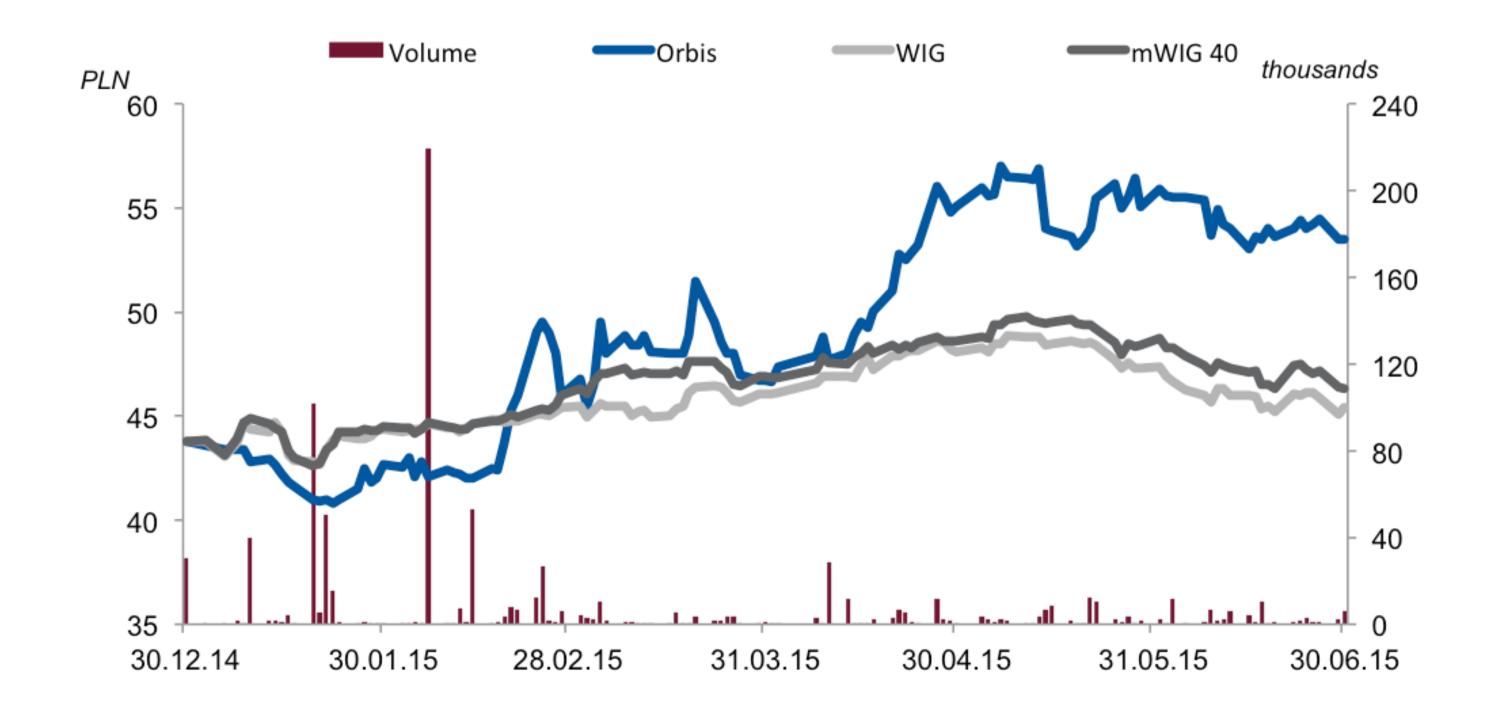
Vice-President of the Management Board

#### 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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