

FACTSHEET 2017 H1

27.07.2017


Strong results that confirm the right strategy

PERFORMANCE


+7.0%
RevPAR

Increasing operating indicators in all countries of the EE region

PLN 170.2 RevPAR in total like-for-like


+23.1%
EBITDA

1H 2017 operating EBITDA reached level of **PLN 202.2m**


7
Asset-light

7 new franchise and management agreements signed with **940 rooms** in total


Talent & Culture

Innovative recruitment and attractive on-boarding processes contribute to **successful talent management**

PORTFOLIO

PEOPLE

Portfolio

NETWORK DEVELOPMENT

+4 development projects:

- > ibis Vilinius Center (164 rooms)
- > ibis Styles Warsaw (178 rooms)
- > ibis Styles Szczecin (148 rooms)
- > ibis Budget Gdańsk Posejdon (76 rooms)

560+ rooms

+40 new hotels in pipeline

- > Ownership: **6**
- > Management: **16**
- > Franchise: **18**

ca. 4800 rooms

+7 new franchise or management agreements signed in 1H 2017 for properties to be opened in the years to come

940 rooms

+2 new destinations: Bośnia & Hercegovina and Serbia

MAIN RENOVATIONS

- > Novotel Krakow City West
- > MGallery by Sofitel Prague Old Town
- > Mercure Budapest City Center
- > Novotel Poznan Center
- > Mercure Budapest Buda

Orbis Group today

4 000
employees

8
brands

117
operating hotels

19 800
rooms

9
operational countries

7 countries
to be developed

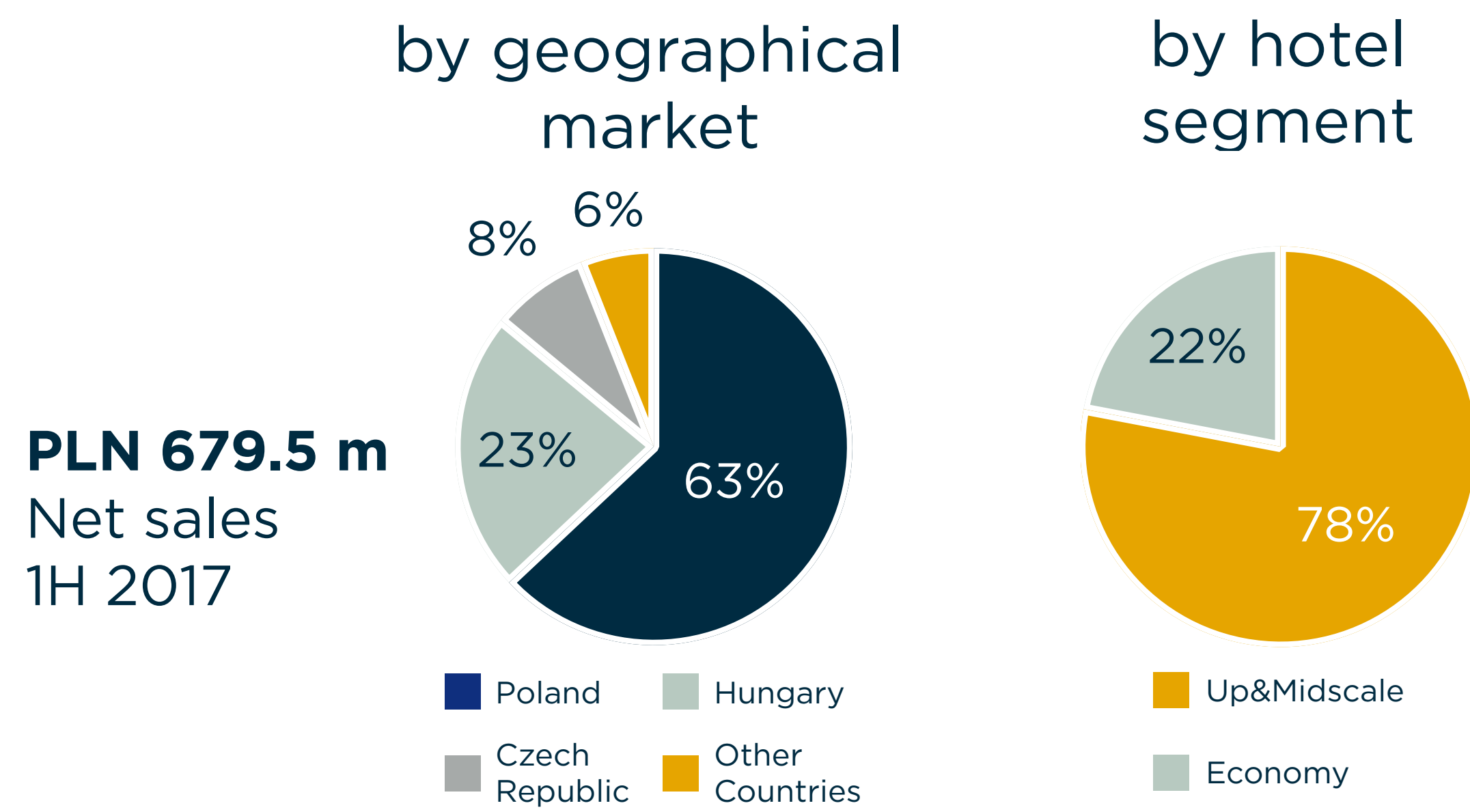
No. 1
hotel operator
in Eastern Europe

SOFITEL 4
pullman 2
MGALLERY 2
Mercure 31
NOVOTEL 22
ibis 34
ibis styles 13
ibis budget 9

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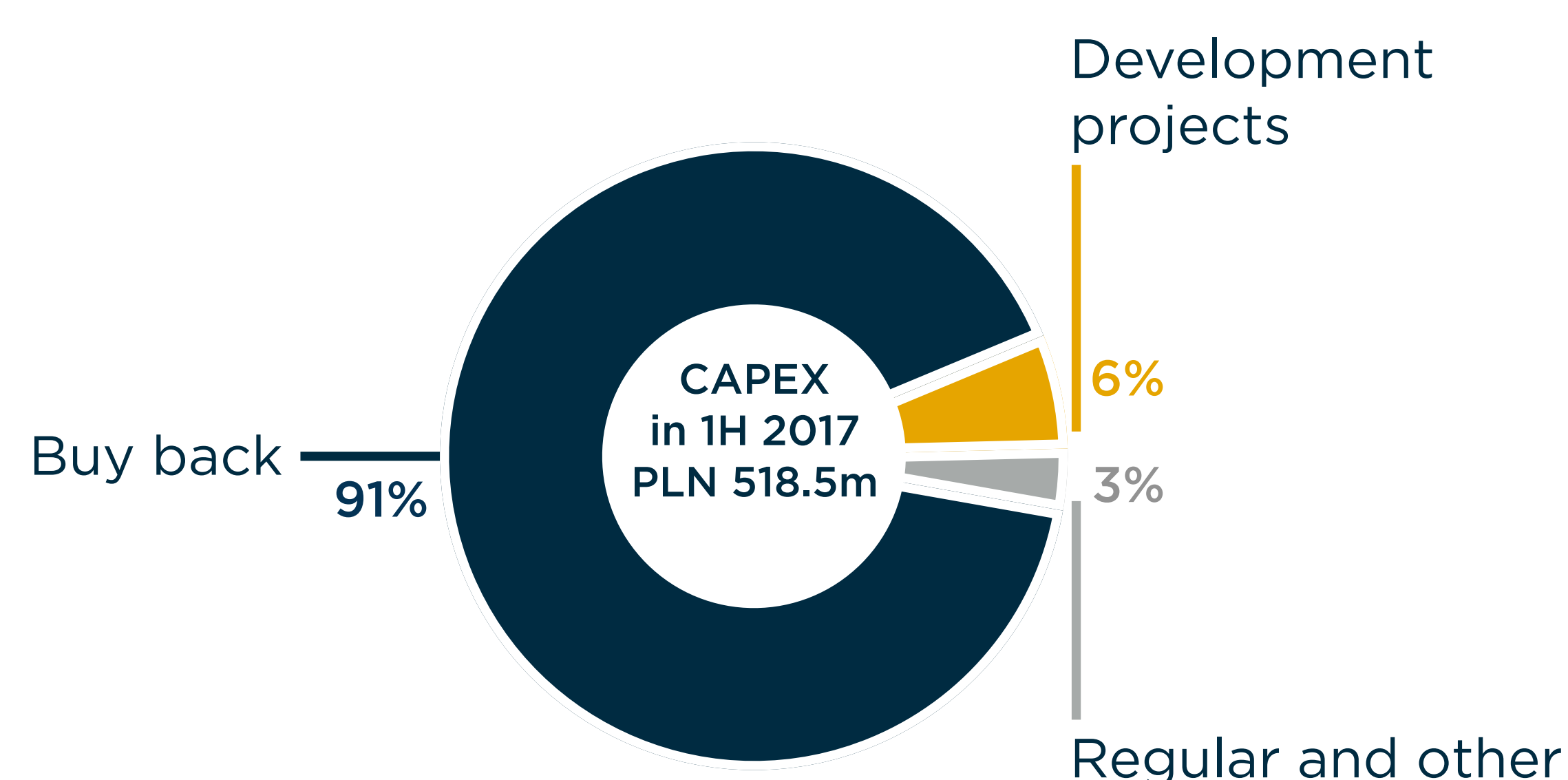
Structure of sales



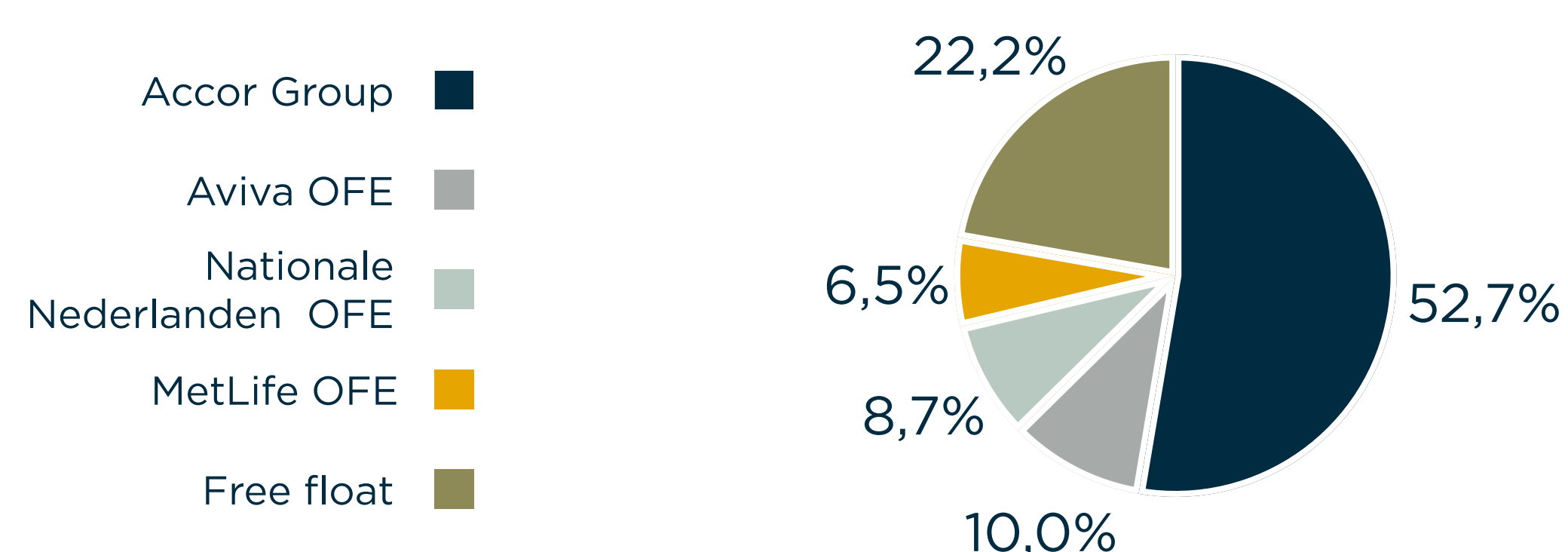
Increase of net sales



Capital expenditures



Shareholders' structure



Management Board

Gilles Clavie
President and CEO

Ireneusz Węglowski
Vice President
of the Management Board

Marcin Szewczykowski
Member of the Management
Board and CFO

Dominik Sołtysik
Member of the
Management Board

Contact: Dorota Nowotny - Investor Relations Officer
+48 22 829 39 24, dorota.nowotny@accor.com

Supervisory Board

Jean-Jacques Dessors
Artur Gabor
Christian Karaoglanian
Jacek Kseń
Jean-Jacques Morin
Jan Ozinga
Laurent Picheral
Andrzej Procajło
Andrzej Przytuła
Jarosław Szymański

RevPAR



Occupancy growth
+1.8 p.p.
to 70.0%

ARR growth
+4.3%
to PLN 243.0

RevPAR (revenue per available room) – rooms revenue divided by the number of roomnights that were available
Occupancy – rooms occupied by hotel guests, as a percentage of rooms that are available
ARR (average room rate) – room revenue divided by the number of roomnights sold

Record-high financial performance

| [PLN m, %] | Financial performance | | | Key cash position indicators | |
|-------------------------------|-----------------------|---------|--------|---------------------------------|---------|
| | 1H 2017 | 1H 2016 | change | [PLN m, %] | 1H 2017 |
| Net sales | 679.5 | 639.9 | +6.2% | Total debt (borrowings + bonds) | 661.3 |
| EBITDAR | 237.1 | 213.3 | +11.1% | Total cash | 242.6 |
| Rent costs | -34.9 | -49.0 | -28.8% | Net debt | 418.7 |
| Operating EBITDA | 202.2 | 164.3 | +23.1% | Net debt / equity | 21.6% |
| Depreciation and amortization | -82.2 | -72.8 | +12.8% | Net debt / 12mEBITDA | 0.9 |
| EBIT | 121.1 | 91.5 | +32.3% | | |
| Profit before tax | 104.8 | 84.9 | +23.5% | | |

Orbis on Warsaw Stock Exchange

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

Indices: **mWIG40, WIG, WIG-PL, WIGdiv**

Ticker: **ORB**

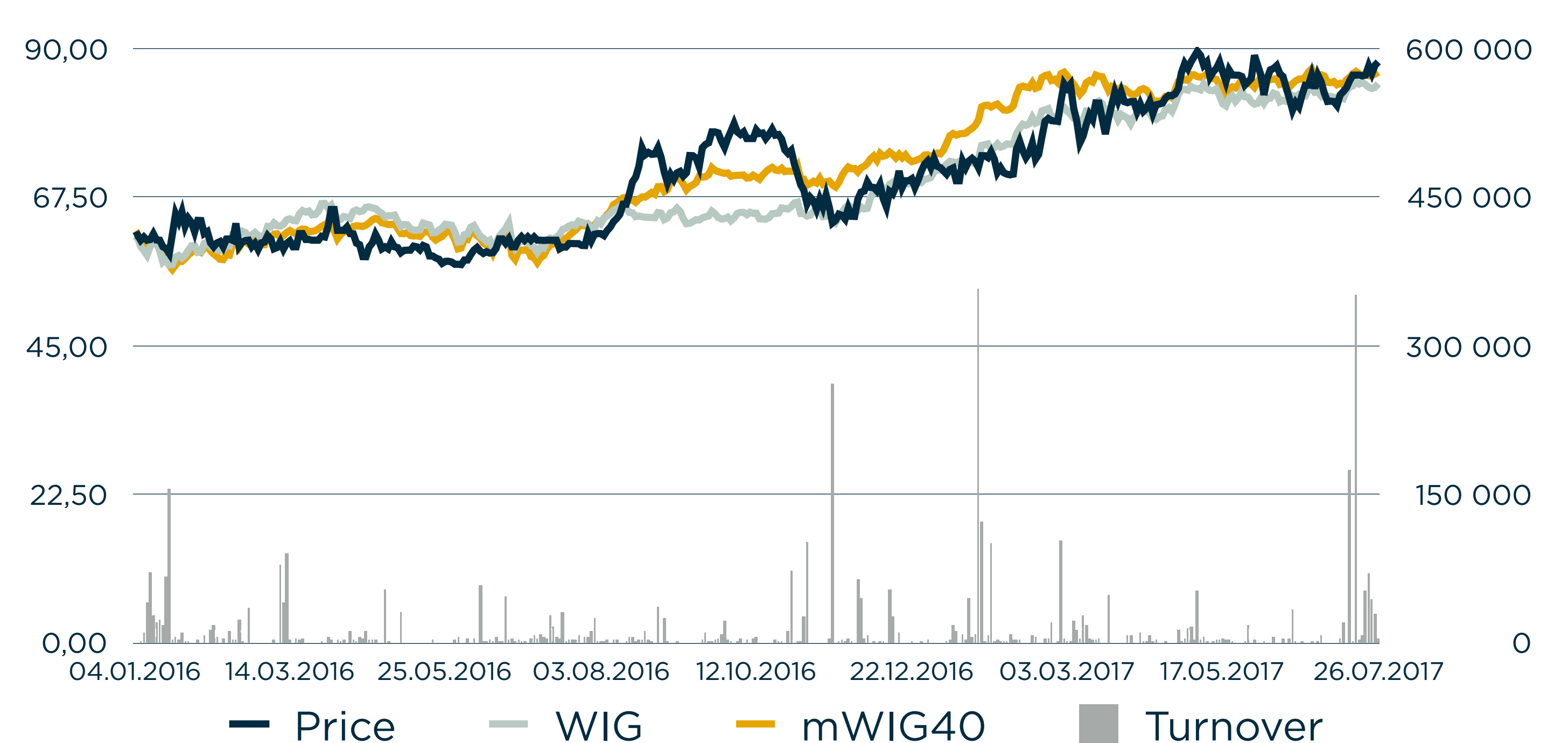
ISIN: **PLORBIS00014**

Animator: **DM BH**

500 000 corporate bonds listed on **GPW ASO and BS ASO**

| Bond | ORB0620 | ORB0721 |
|--------------------|----------------|----------------|
| First listing | 17.09.2015 | 20.10.2016 |
| No. of bond | 300 000 | 200 000 |
| Nominal value | PLN 1 000 | PLN 1 000 |
| Nominal Rate | WIBOR6M +0.97% | WIBOR6M +1.05% |
| Date of redemption | 26.06.2020 | 29.07.2021 |

+43% share price 4 January 2016 - 26 July 2017



Orbis
Hotel Group

SOFITEL

PULLMAN

M
GALLERY

NOVOTEL

Mercure

ibis

ibis
STYLES

ibis
budget