


FACTSHEET 2017

21.2.2018

A year marked by upgrading our Portfolio

PERFORMANCE


**+6.5%
RevPAR**

Increasing operating indicators in all countries of the EE region

PLN 184.1 RevPAR in total like-for-like


**+20.2%
EBITDA**

2017 operating EBITDA reached level of **PLN 468.3m**


**+8
Hotels**

8 new asset light hotels added to the network (**650 rooms**)
2 new countries


**Talent
& Culture**

Improving key HR metrics:
+1 pp Engagement
-3 pp Rotation rate

PORTFOLIO

PEOPLE

Portfolio

NETWORK DEVELOPMENT

+38 new hotels in pipeline

- > Ownership: **7**
- > Management: **16**
- > Franchise: **15**

ca. **5 100** rooms

+2 new countries

- > Bosnia & Hercegovina
- > Serbia

+13 new franchise or management agreements signed in 2017 for properties to be opened in the years to come

1 600 rooms

NEW BUSINESS LINES

adagio - the no. 1 aparthotels brand in Europe in Orbis portfolio

WISE CAFE - new F&B concept

Orbis Group today

4 000
employees

8
brands

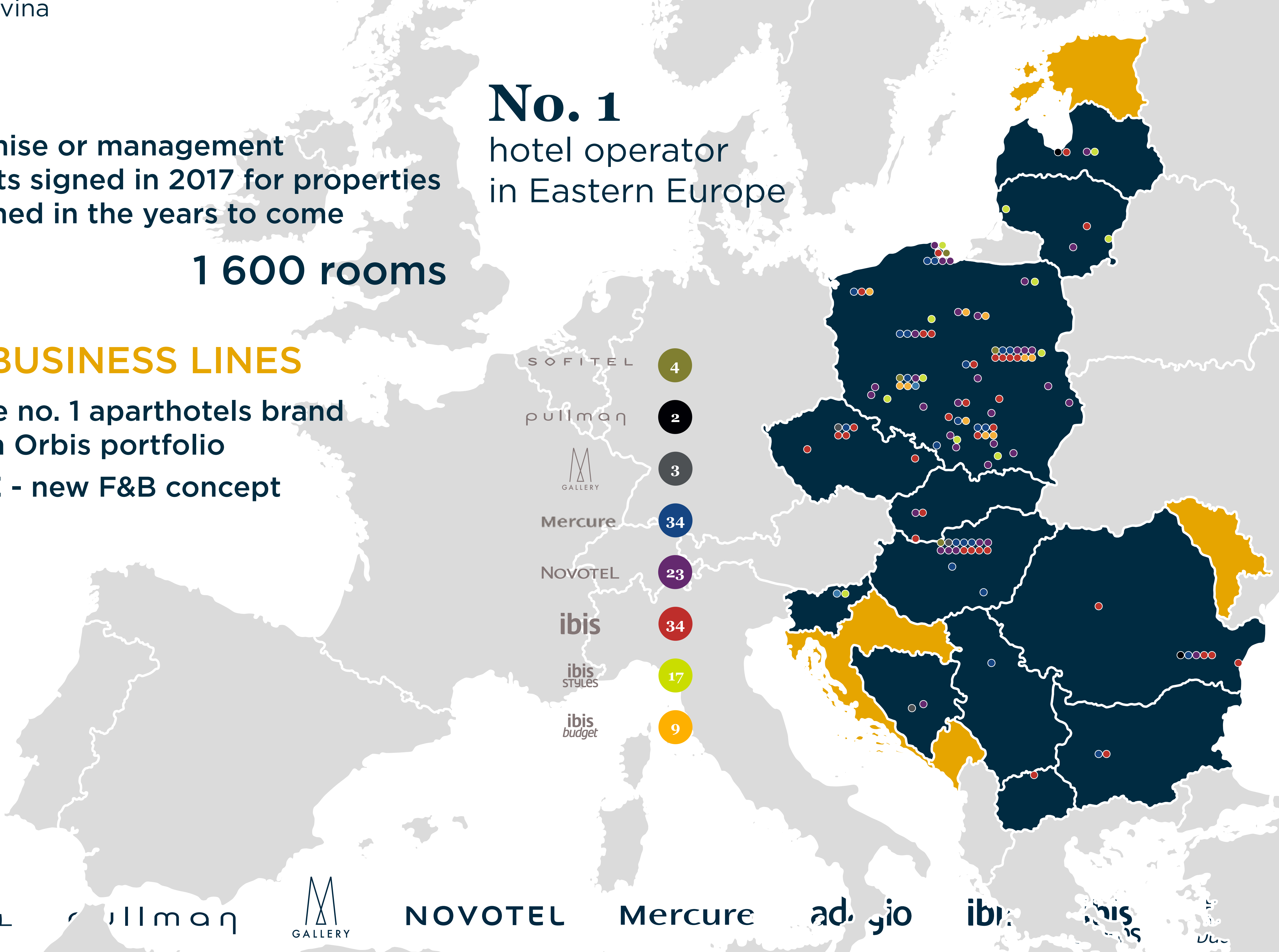
126
operating hotels

20 623
rooms

12
countries

4 countries
to be developed

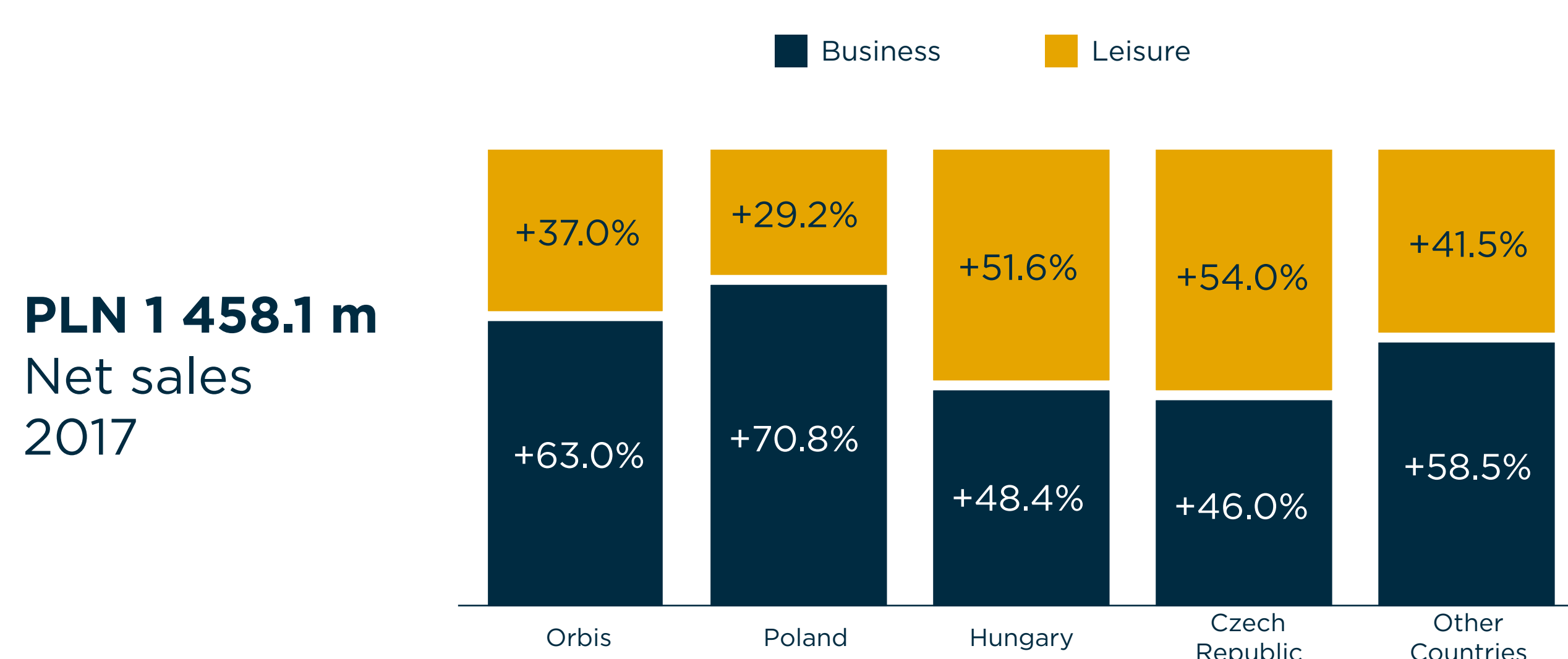
No. 1
hotel operator
in Eastern Europe


SOFITEL 4
pullman 2
GALLERY 3
Mercure 34
NOVOTEL 23
ibis 34
ibis styles 17
ibis budget 9

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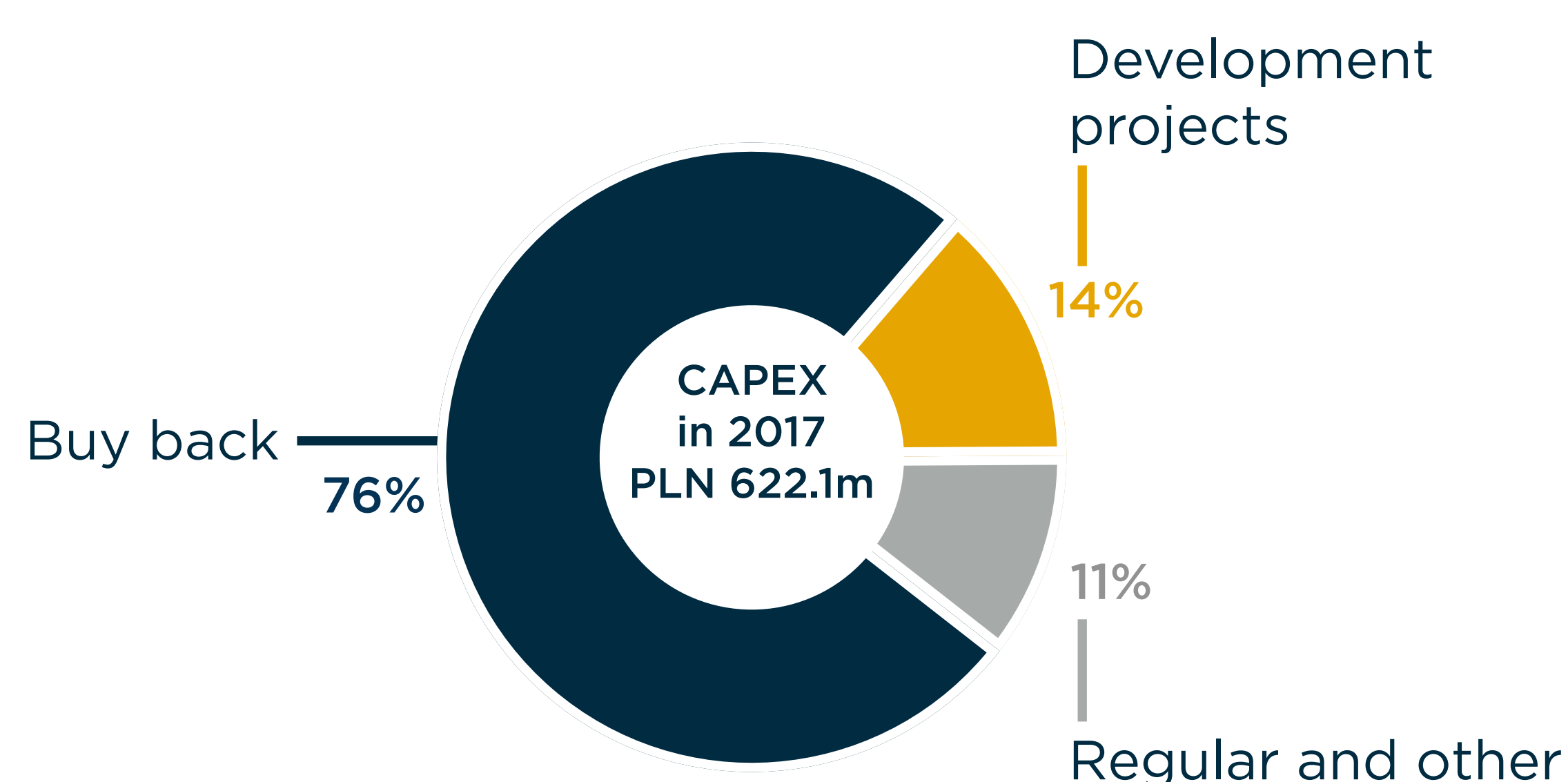
Guest structure



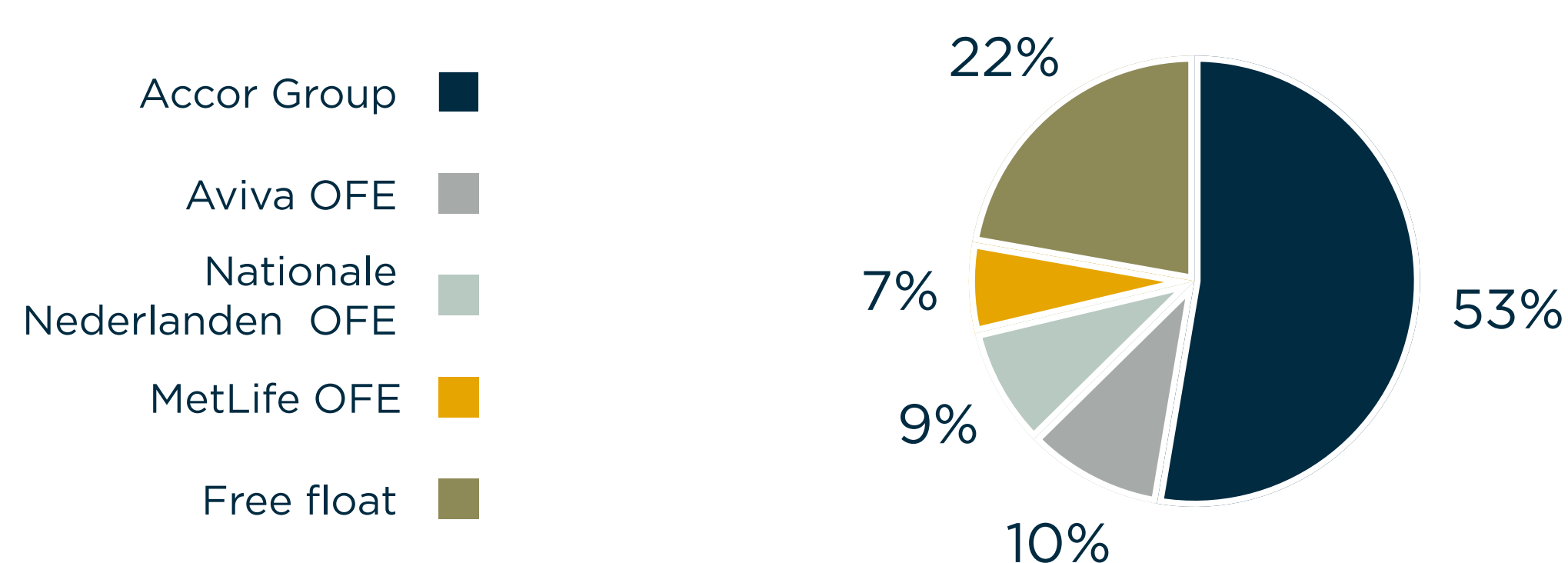
Increase of net sales



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

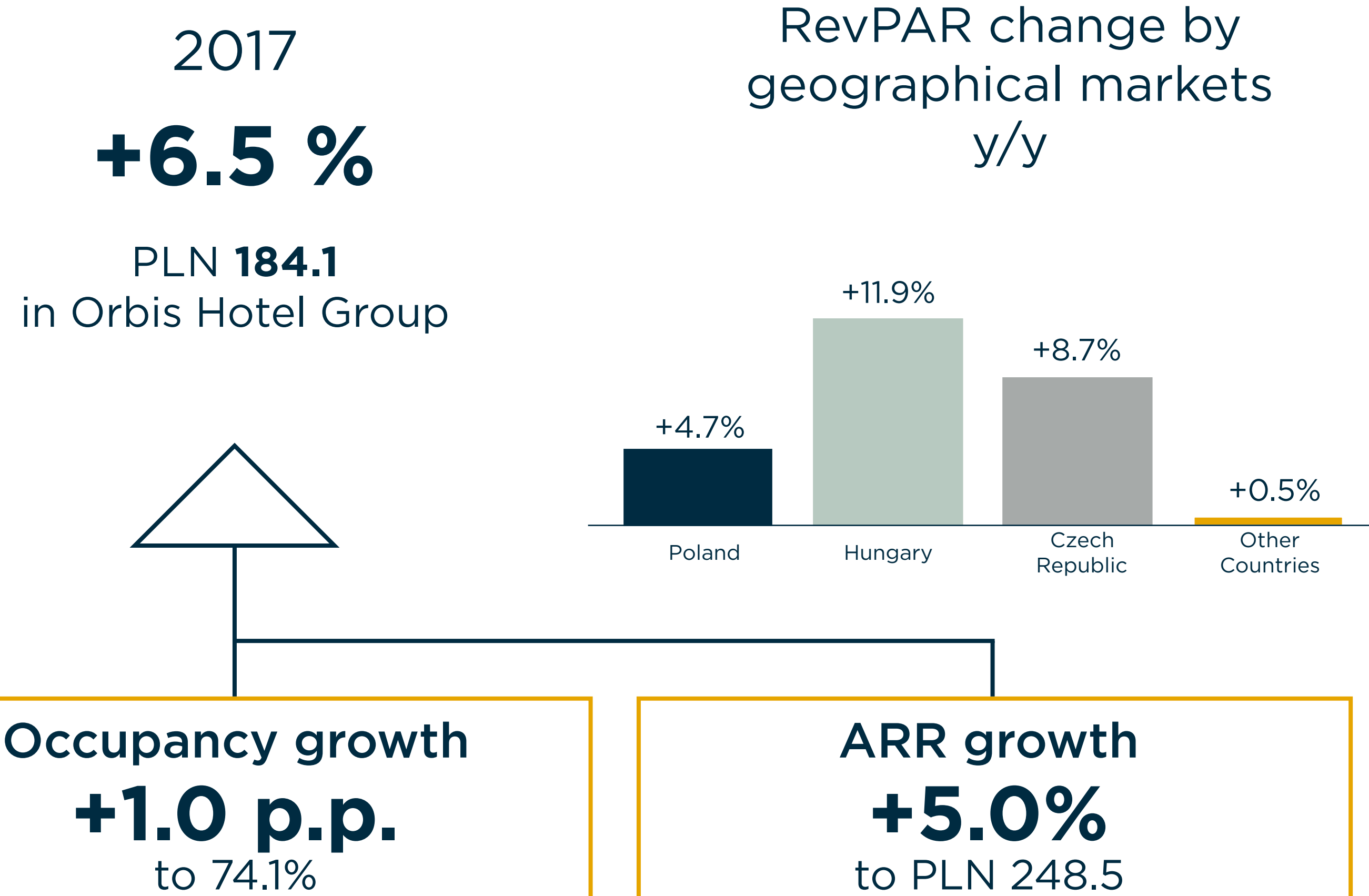
Laurent Picheral

Andrzej Procajło

Andrzej Przytuła

Jarosław Szymański

RevPAR



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	
	2017	2016	change	[PLN m, %]	2017
Net sales	1 458.1	1 382.9	+5.4%	Total debt (borrowings + bonds)	542.7
EBITDAR	532.4	489.2	+8.8%	Total cash	214.9
Rent costs	-64.0	-99.6	-35.7%	Net debt	327.8
Operating EBITDA	468.3	389.6	+20.2%	Net debt / equity	15.8%
Depreciation and amortization	-164.1	-148.2	+10.7%	Net debt / 12m EBITDA	0.7
EBIT	315.7	264.5	+19.4%		
Profit before tax	286.6	257.2	+11.4%		

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

+35% share price 2 January 2017 - 15 February 2018

