

FACTSHEET 2016 3Q

27.10.2016

Robust improvement in all business pillars in 3Q 2016

PERFORMANCE



**+11.2%
RevPAR**

Increasing operating indicators in all countries of the EE region

PLN 171.9 RevPAR in total like-for-like in 9M



**+15.0%
EBITDA**

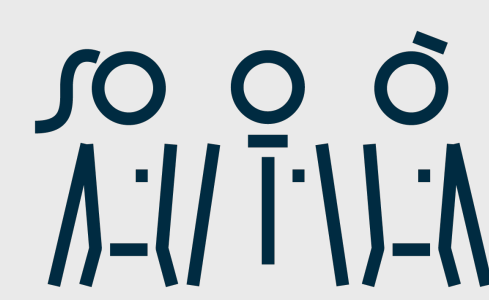
9M 2016 operating EBITDA reached record level of **PLN 302.8m**



**+3
Hotels**

Almost **380** new rooms added to the Group portfolio in 3Q 2016

As of end of September 2016: **117** hotels and **19 800** rooms



**10
Millennials**

„Orbis Shadow Comex” - bringing new perspective, different approach and new ideas to the Orbis Management Board

PORTFOLIO

PEOPLE

Forecast

We confirm Full-Year 2016 operating EBITDA target at **PLN 360-370 m**

Orbis Group today

3 900
employees

8
brands

117
operating hotels

19 800
rooms

9
operational countries

7
countries to be entered

Portfolio

NETWORK DEVELOPMENT

+3 hotels newly opened in 3Q 2016:

- > Mercure Kraków Stare Miasto (owned)
- > ibis Gdańsk Stare Miasto (owned)
- > ibis Styles Nowy Sącz (franchised)

380 rooms

+4 new franchise or management agreements signed in 3Q 2016 for properties to be opened in the years to come

650 rooms

No. 1
hotel operator
in Eastern Europe

SOFITEL 4
pullman 2
GALLERY 2
Mercure 32
NOVOTEL 22
ibis 34
ibis styles 12
ibis budget 9

Orbis
Hotel Group

SOFITEL

pullman



NOVOTEL

Mercure

ibis

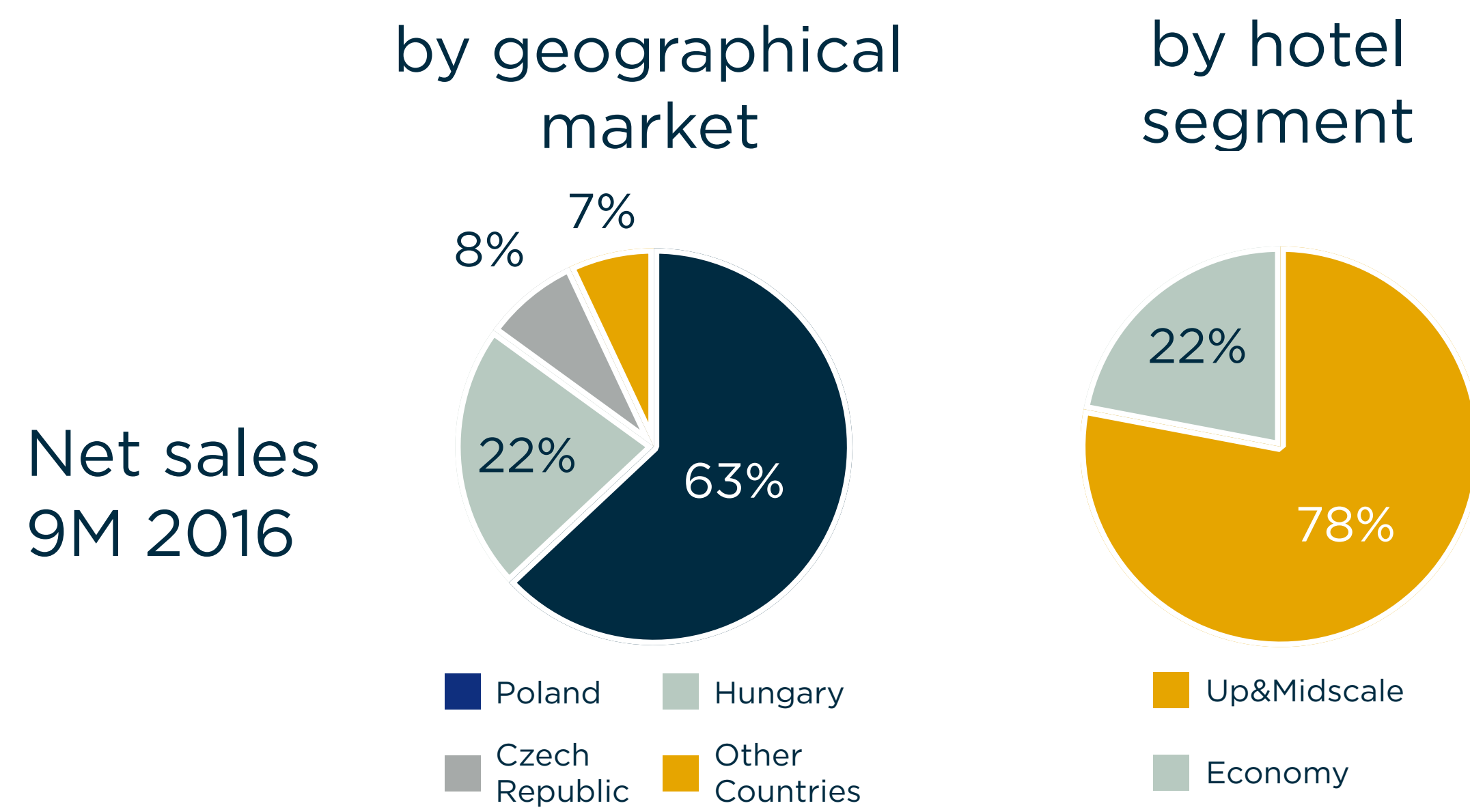
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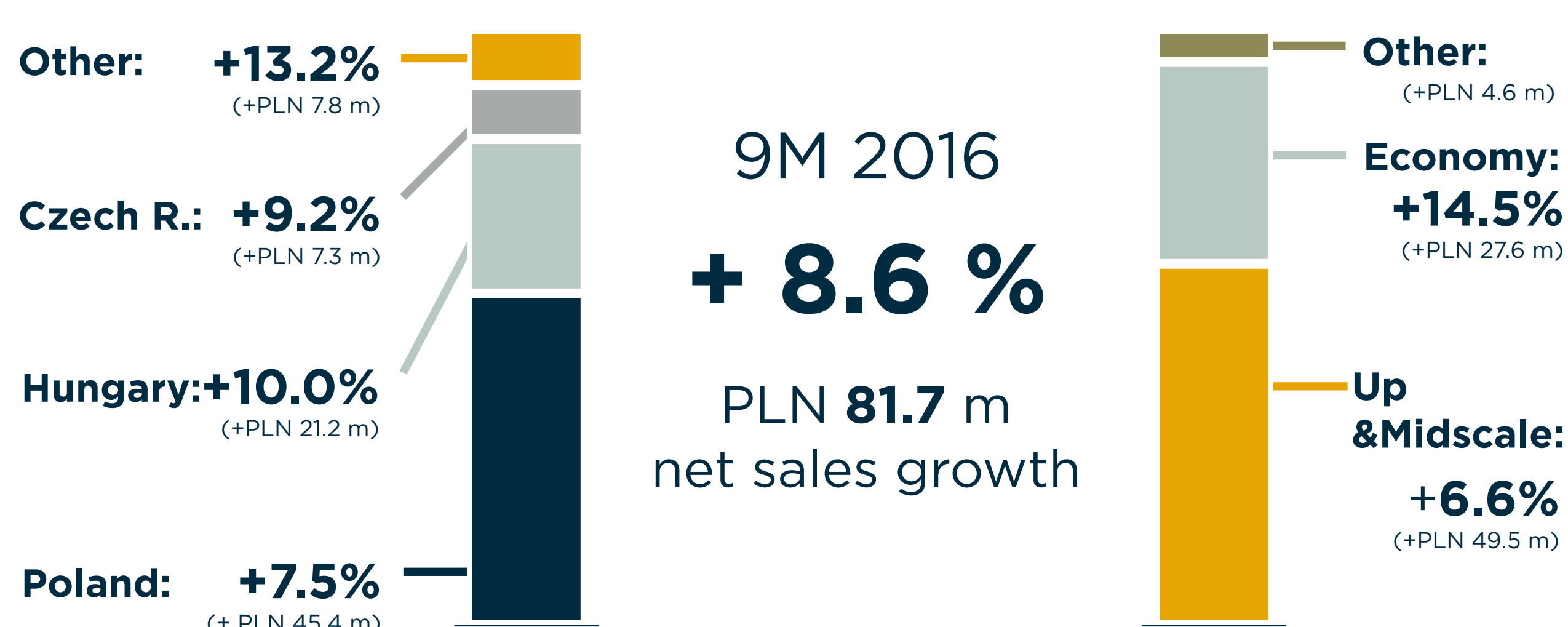
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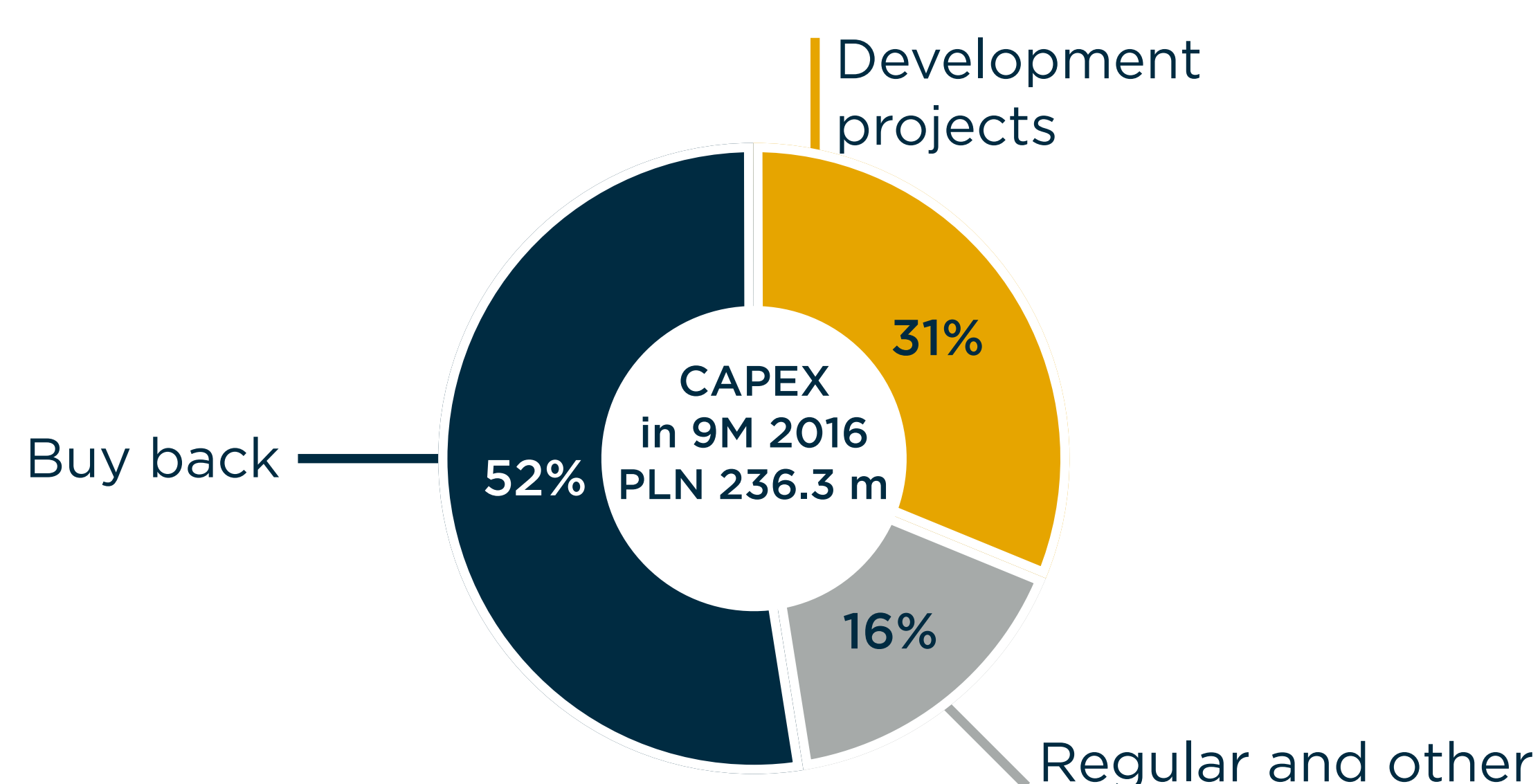
Structure of sales



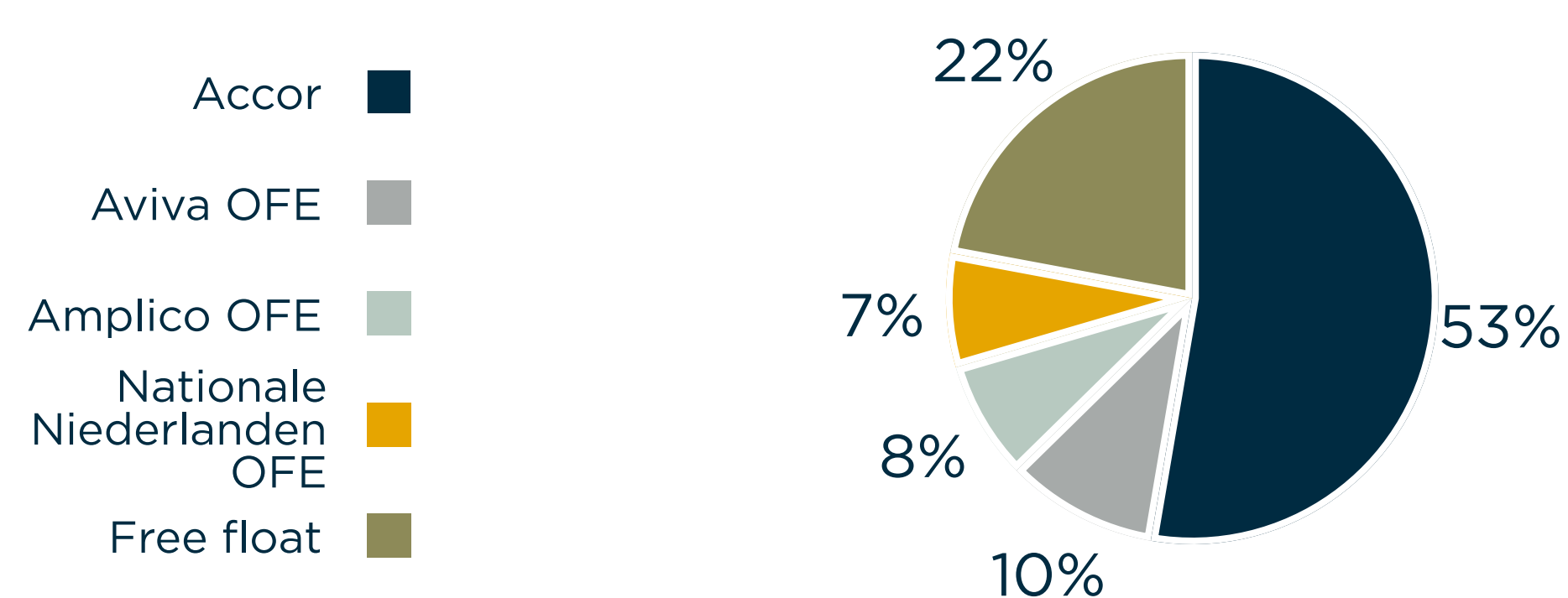
Increase of net sales



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

Supervisory Board

Bruno Coudry

Artur Gabor

Christian Karaoglanian

Jacek Kseń

Jean-Jacques Morin

Jan Ozinga

Laurent Picheral

Andrzej Procajło

Andrzej Przytuła

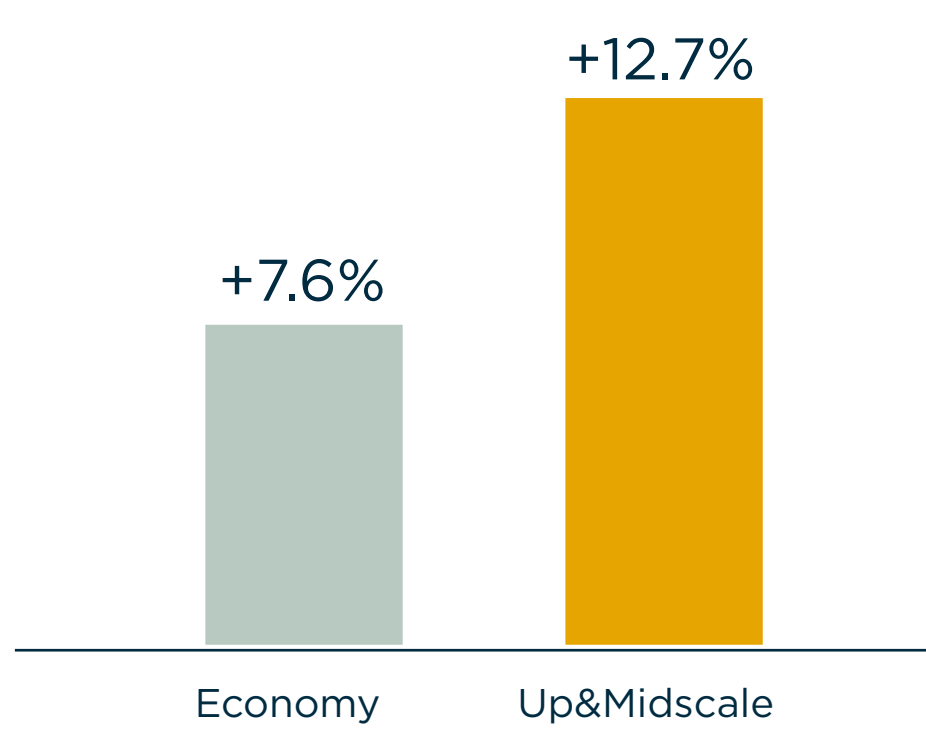
Jarosław Szymański

Contact:

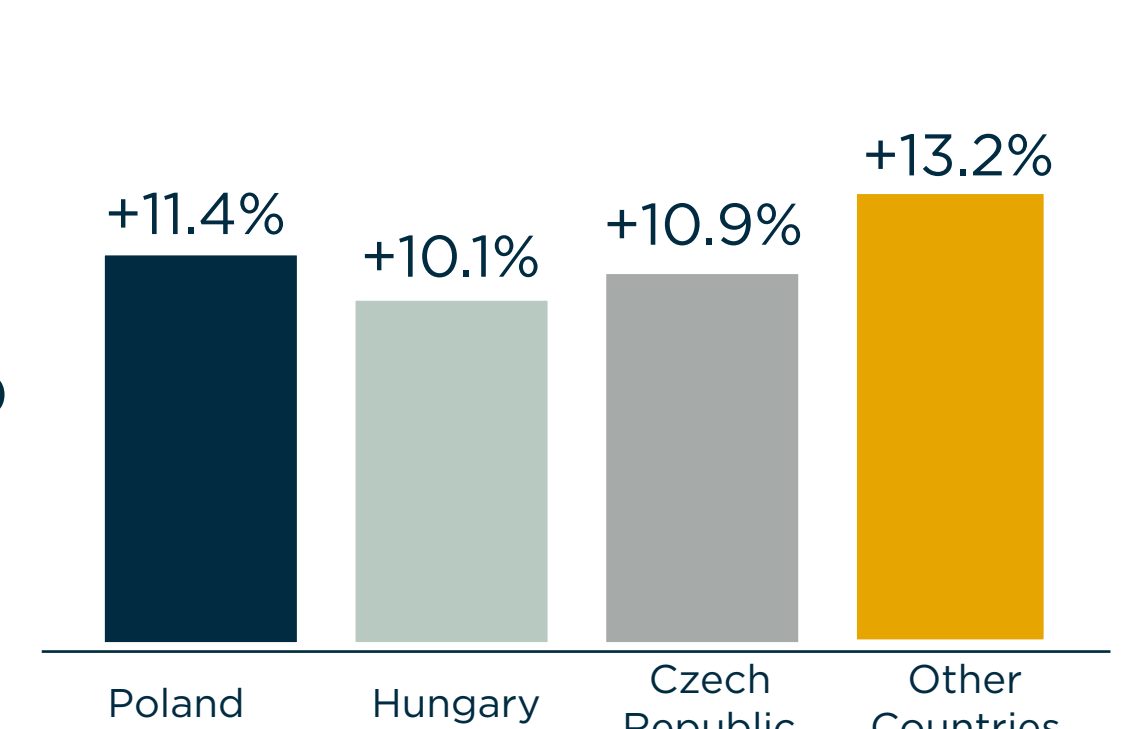
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RevPAR

RevPAR change by hotel segment y/y



RevPAR change by geographical markets y/y



Occupancy growth **+2.0 p.p.** to 73.2%

ARR growth **+8.2%** to PLN 235.0

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

Financial results

Exchange impact not material

[PLN m, %]	9M 2016	9M 2015	change
Net sales	1 036.2	954.5	+8.6%
EBITDAR	376.9	339.3	+11.1%
Rent costs	-74.1	-76.1	+2.6%
Operating EBITDA	302.8	263.3	+15.0%
Depreciation and amortization	-109.8	-103.9	-5.7%
EBIT	196.3	166.7	+17.8%
Profit (loss) before tax	+183.6	+160.7	+14.3%

Key cash position indicators

[PLN m, %]	9M 2016
Total debt (borrowings + bonds)	642.4
Total cash	446.6
Net debt	195.8
Net debt / equity	10.4%
Net debt / fixed assets	8.8%

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

300 000 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

+78 % share price 2 January 2015 - 30 September 2016



Orbis
Hotel Group

SOFITEL

PULLMAN

M
GALLERY

NOVOTEL

Mercure

ibis

ibis
STYLES

ibis
budget