


FACTSHEET 2018 Q3

26.10.2018


Strong results that confirm the right strategy

PERFORMANCE


**+3.0%
RevPAR**

PLN 192.4 RevPAR
in total like-for-like

Outperforming the market
in all countries


**+2.7%
EBITDA**

PLN 378 million
operating EBITDA
like-for-like in 9M 2018


**15
Asset-light**

15 new franchise and
management hotels signed
with over **1,800** rooms
in total in 9M 2018


**Talent
& Culture**

Aon Hewitt recognized Orbis
as **Best Employer in Poland**

Decrease of staff turnover

PORTFOLIO

PEOPLE

Portfolio

NETWORK DEVELOPMENT

7 hotels opened in 9M 2018

- > ibis Styles Warszawa City (#220)
- > ibis Vilnius (#164)
- > ibis Styles Budapest Airport (#145)
- > ibis Styles Bucharest Erbas (#80)
- > ibis Styles Maribor City Center (#71)
- > Mercure Maribor City Center (#76)
- > Mercure Tetovo (#101)

860 rooms

+15 new franchise (10) and management (5) agreements signed in 9M 2018

1,800+ rooms

+47 new hotels in pipeline

- > Ownership: **8**
- > Management: **19**
- > Franchise: **20**

ca. 6,300+ rooms

Orbis Group today

4 000
employees

9
brands

128
operating hotels

20 884
rooms

12
countries

4 countries
to be developed

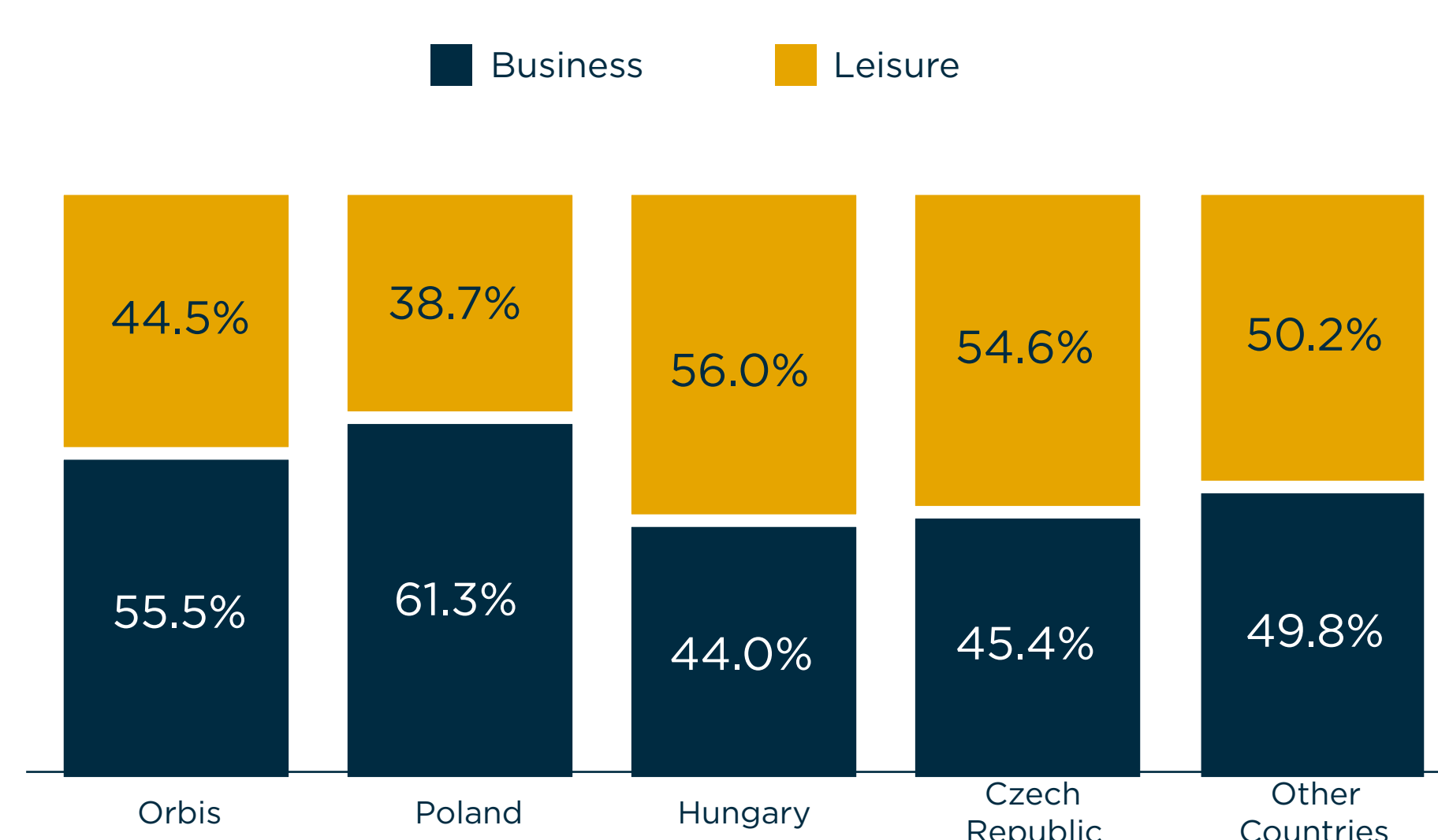
No. 1
hotel operator
in Eastern Europe

SOFITEL 4
pullman 2
GALLERY 3
Mercure 34
NOVOTEL 23
ibis 34
ibis styles 19
ibis budget 9

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Guest structure

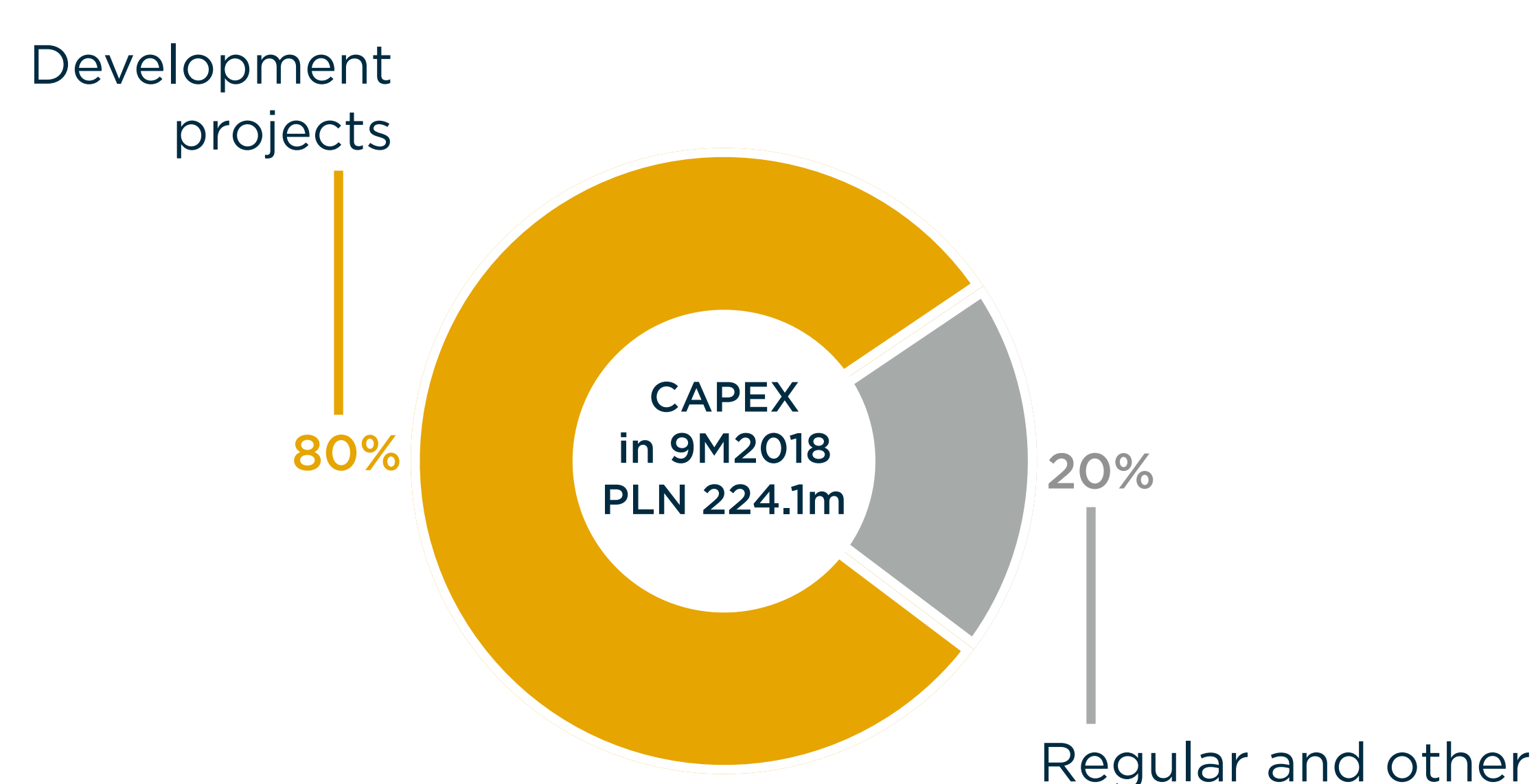


Increase of net sales

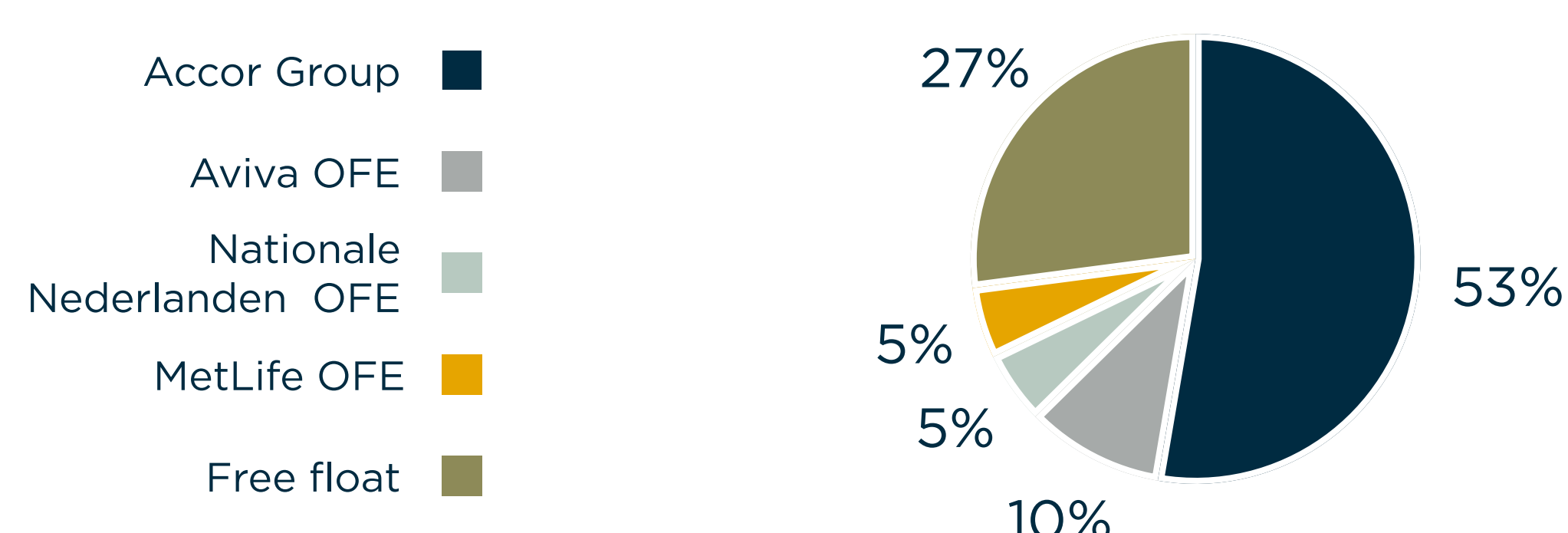
Δ like for like y/y



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:

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Supervisory Board

Pierre Boisselier

Artur Gabor

Franck Gervais

Christian Karaoglanian

Jacek Kseń

Jean-Jacques Morin

Laurent Picheral

Andrzej Procajło

Andrzej Przytuła

Jarosław Szymański

RevPAR

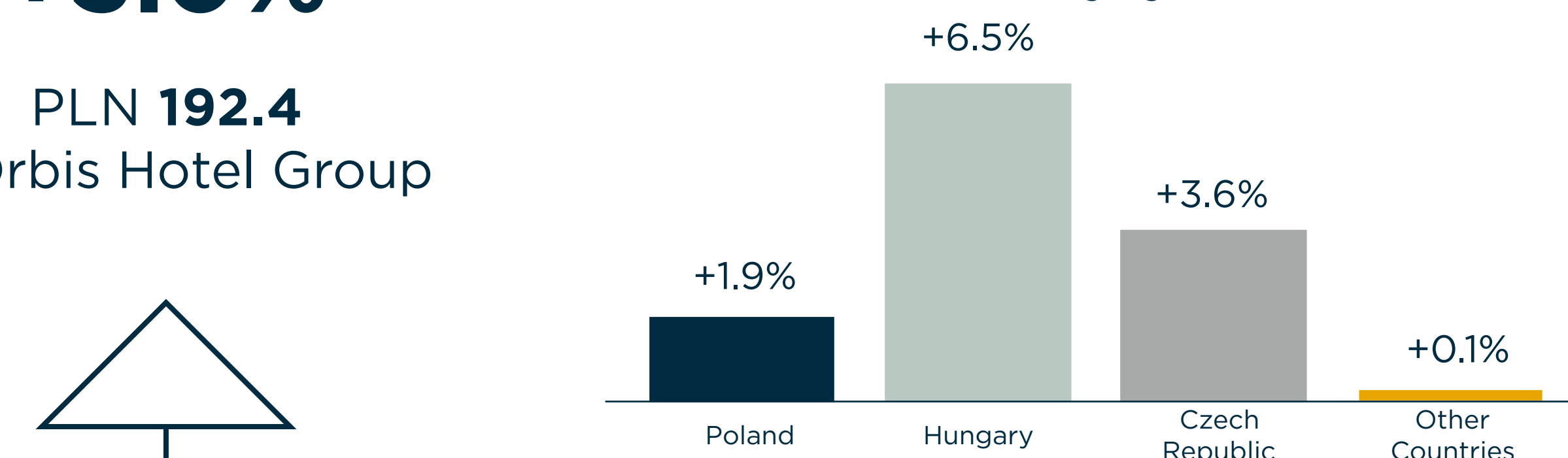
Δ like for like y/y

9M 2018

+3.0%

PLN **192.4**
in Orbis Hotel Group

RevPAR change by geographical markets y/y



Occupancy growth
-1.2 p.p.
to 73.8%

ARR growth
+4.5%
to PLN 260.5

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

Exchange impact not material

Financial performance

Key cash position indicators

[PLN m, %]	9M2018	9M2017	change	[PLN m, %]	9M2018
Net sales (lfl)*	1 079	1 046	+3.2%	Total debt (borrowings + bonds)	502.7
EBITDAR	400	416	-3.8%	Total cash	497.2
Rent costs	(42)	(49)	-14.2%	Net debt	5.5
Operating EBITDA (lfl)	358	348	+2.7%	Net debt / equity	0.2%
Depreciation and amortization	(125)	(123)	-1.3%	Net debt / 12mEBITDA	0.01
EBIT	364	250	+45.3%		
Profit before tax	348	232	+50.3%		

* Difference on reported vs like-for like performance is caused mainly by exclusion of Sofitel Budapest Chain Bridge results due to sale of the hotel in June 2018

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

-1% share price 2 January 2017 - 25 October 2018

