



## Press Release

Warsaw, 28th July 2016

# Record-high financial results of Orbis Hotel Group in 1H 2016

“After the Group outstanding performance in 2015, our results continued to grow at a remarkable pace in 1H 2016. Orbis can boast **double digit RevPAR growth +10.2%** comparing to 1H 2015 thanks to operating indicators increase (+1.9 p.p. occupancy rate and +6.9% average room rate) in the EE region. Financial performance was **record high with +8.2% increase of revenue up to EUR 146.1 million and operating EBITDA reaching EUR 37.5 m with +14.8% growth** comparing to 1H 2015. I am proud of Orbis’ Teams, who have been effectively bringing Company’s strategy into life. Thanks to their commitment, common spirit of conquest and favorable economic situation we have been succeeding.” - said Gilles Clavie, President and CEO of Orbis S.A.

## Portfolio Development & Asset Management

Entering new markets in the region in January 2015 made Orbis much more agile and opened up new possibilities to further build company’s value for shareholders. In order to operate an optimal hotel portfolio the Company effectively allocate its capital through asset management. In 1H the buy-back transaction of two leased hotels in Budapest was successfully carried out and the Management Board do not exclude further potential transactions, which would allow a more efficient hotel management. At the same time, sale and franchise back transactions of non-strategic hotels illustrate Orbis approach to an active restructuring of hotel group. That enable the Company to reallocate cash to more profitable investments in new hotels, located in key destinations, and finance product improvement of existing portfolio. In 1H 2016 **Orbis strengthened its leading market position by 6 new franchise hotels openings,**

**which brought almost 650 new guestrooms.** On top of that 6 new franchise or management contracts have been signed which would result in new hotels soon. Looking for sustainable growth, **development pipeline is strong and secured with 23 hotels to open during the next 2 years.**

“I express my satisfaction looking at the first half of 2016 Orbis performance. Our optimism is already reflected in our **2016 operating EBITDA forecast of EUR 82.2-84.5 million.** Looking into the future, we are on target with our objectives and still have ambitious goals to achieve, in terms of further chain development and Group’s efficiency. I have great expectations to strengthen our leader position in the region.” – summarized Gilles Clavie

## Financial and operating results

Orbis Hotel Group	1 H 2016 like-for-like	1 H 2015 like-for-like	change
Operating			
Occupancy rate %	<b>67,6%</b>	65,7%	1,9 p.p.
Average Room Rate without VAT in EUR	<b>52,7</b>	49,3	6,9%
Revenue per Available Room in EUR	<b>35,6</b>	32,3	10,2%
Financial m EUR			
Revenue	<b>146,1</b>	135,1	8,2%
EBITDAR	<b>48,7</b>	44,1	10,4%
EBITDA operating	<b>37,5</b>	32,7	14,8%
Income before tax	<b>19,4</b>	15,6	24,1%

Contact:  
Katarzyna Gronek  
Press Office Orbis SA  
T. +48 22 829 38 03; Katarzyna.Gronek@accor.com



The Orbis Hotel Group is the largest network of hotels in Poland and in Eastern Europe. Orbis comprises more than 100 hotels and is the sole licensor of all AccorHotels brands in 16 countries including Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Macedonia, Moldova, Montenegro, Poland, Romania, Serbia, Slovakia and Slovenia. It offers a total of almost 19,000 rooms. The hotels operate under the brand names Sofitel, Pullman, MGallery, Novotel, Mercure, ibis, ibis Styles and ibis *budget*. These brands, recognized throughout the world, provide a quality of service to various standards, ranging from luxury 5-star to budget 1-star hotels.

AccorHotels is a Group united by a shared passion for hospitality and driven by a shared promise to make everyone Feel Welcome. Over 180,000 women and men in 3,700 AccorHotels establishments look after thousands of guests every day in 92 countries. AccorHotels is the world's leading hotel operator and offers its customers, partners and employees:

- its dual expertise as a hotel operator and franchisor (HotelServices) and a hotel owner and investor (HotelInvest);
- a large portfolio of internationally renowned brands covering the full spectrum, with luxury (Sofitel, Pullman, MGallery, Grand Mercure, The Sebel), midscale (Novotel, Suite Novotel, Mercure, Mama Shelter, Adagio) economy (ibis, ibis Styles, ibis budget, adagio access and hotelF1) establishments;
- a powerful marketplace and loyalty program Le Club AccorHotels
- almost half a century of commitment to corporate citizenship and solidarity with the PLANET 21 program.

Accor SA shares are listed on the Euronext Paris exchange (ISIN code: FR000120404) and traded in the USA on the OTC marketplace (Code: ACRFY)

Orbis' strategic partner is



Follow news on Accor:

Book a hotel:  
[www.twitter.com/accorhotelsgroup](https://www.twitter.com/accorhotelsgroup) | [www.accorhotels-group.com](http://www.accorhotels-group.com)

[www.accorhotels.com](http://www.accorhotels.com)

S O F I T E L



P U L L M A N

N O V O T E L

M e r c u r e

i b i s

i b i s  
S T Y L E S

i b i s  
b u d g e t