



Press Release

Warsaw, 27th October 2016

Orbis Hotel Group still on top after 9M 2016

“In 2016, quarter after quarter we have been making progress in each of **our strategic priorities: Performance, Portfolio, People** with visible impact on both our operating and financial results and guest satisfaction. Orbis has taken full advantage of favourable economic climate, thanks to active revenue management together with effective sales and distribution forces in efforts fitting to our guests expectation we achieved record-high results.” - said Gilles Clavie, President and CEO of Orbis S.A.

Financial Performance

Robust financial outcomes were confirmed by **8.6% increase of net sales** up to EUR 237.2 million and EBITDAR growth of 11.1% as compared to 9M of 2015 results. Operating EBITDA amounted to EUR 69.4 million, which represented 15.0% growth comparing to last year. **Orbis delivered strong results at the operational level as well**, as manifested by +11.0% RevPAR increase up to EUR 39.3 for the whole Group. This high result was achieved thanks to +8.1% growth of the average room rate as well as through increase in occupancy and was **visible in all the countries of the region.**

Portfolio Development & Asset Management

Asset management and development of Groups' portfolio is an important pillar of Orbis strategy. In 3Q the Group celebrated openings of our 2 owned hotels: ibis Gdansk Stare Miasto (120 rooms) and Mercure Kraków Stare Miasto (200 rooms), both built in line with **green certification by BREEAM, which gave Orbis the pioneer position in Poland**



in this field. The capital investments spent on these projects together 2014 - 2016 years totaled over EUR 25 million. **Consolidating Orbis leadership position, company's development team signed 4 new asset light agreements for hotels in Poland, Romania and Estonia (over 600 rooms in total).** These contracts help further remodel the structure of the business and will drive a hotel brands visibility. **Orbis development plan stays robust with 27 hotels in the pipeline (3 100 rooms)** that should enter the market until 2020. In its expansion plan Orbis is focused on main business hubs and key gateway cities, "opening doors" to new promising markets in the region, e.g. Romania and Macedonia, and remain ready for any value creative opportunities.

PEOPLE

The Company wouldn't have achieved these results without engagement of its teams, who effectively bring Company's strategy into life. Thus, on People side, in the 3Q Orbis was focused not only on attracting and retaining the best talents, supporting the digital transformation but also - or most of all, on bringing to life a new culture, a new leadership style so that Orbis becomes a company that encourages initiative. Orbis has set up a Shadow Comex consisting of millennials, 10 persons – women and men, from hotels and head office but all under 35 years of age. The role of the "Orbis Shadow Comex" is to bring a new perspective, a different approach and new ideas to the Orbis Management Board. **In order to succeed and make Orbis a trendsetter in hospitality business, the Company needs a diversity of thoughts, ideas and approaches.**

"Both in the third quarter and over the whole first 9 months of the year **Orbis empowered its position in the region. I strongly confirm our ability to create value for our stakeholders in the future, based on our clear and visible strategy focused on Performance, Portfolio and People.** In the coming months we have still ambitious goals to achieve, including cultural transformation, leading to enhance guests' experience and building capabilities in the digital world, which "reinvent" hospitality".- summarized Gilles Clavie

Financial and operating results

Orbis Hotel Group	9M 2016 like-for-like	9M 2015 like-for-like	change
Operating			
Occupancy rate %	73.2%	71.2%	2.0 p.p.
Average Room Rate without VAT in EUR	53.8	49.7	8.2%
Revenue per Available Room in EUR	39.3	35.4	11.2%
Financial m EUR			
Revenue	237.2	218.5	8.6%
EBITDAR	86.3	77.7	11.1%
EBITDA operating	69.3	60.3	15.0%
Income before tax	42.0	36.8	14.3%

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The Orbis Hotel Group is the largest network of hotels in Poland and in Eastern Europe. Orbis comprises 120 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 20,000 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 world-leading travel & lifestyle group and digital innovator offering unique experiences in more than 4,000 hotels, resorts and residences, as well as in over 2,500 of the finest private homes around the globe. Benefiting from dual expertise as an investor and operator through its HotelServices and HotelInvest divisions, AccorHotels operates in 95 countries. Its portfolio comprises internationally acclaimed luxury brands including Raffles, Fairmont, Sofitel Legend, SO Sofitel, Sofitel, onefinestay, MGallery by Sofitel, Pullman, and Swissôtel; as well as the popular midscale and boutique brands of Novotel, Mercure, Mama Shelter and Adagio; the in-demand economy brands including ibis, ibis Styles, ibis budget and the regional brands Grand Mercure, The Sebel and hotelF1.

With an unmatched collection of brands and over 50 history spanning close to five decades, AccorHotels, along with its global team of more than 240,000 dedicated women and men, has a purposeful and heartfelt mission: to make every guest Feel Welcome. Guests enjoy access to one of the world's most rewarding hotel loyalty programs - Le Club AccorHotels.

AccorHotels is active in its local communities and committed to sustainable development and solidarity through PLANET 21, a comprehensive program that brings together employees, guests and partners to drive sustainable growth.

Accor SA is publicly listed with shares trading on the Euronext Paris exchange (ISIN code: FR0000120404) and the OTC marketplace (Code: ACRFY) in the United States.

For more information and reservations visit accorhotels.group or accorhotels.com.

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