

FACTSHEET 2018 Q1

27.4.2018


Solid performance in all countries

PERFORMANCE


+5.8%
RevPAR

Increasing operating indicators in all countries of the EE region

PLN 136 RevPAR in total like-for-like


+5.9%
EBITDA

1Q 2018 operating EBITDA reached level of **PLN 40.4m**


+5
Asset-light

5 new franchise and management hotels opened with over **600** rooms in total in 1Q 2018


Talent & Culture

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

PORTFOLIO

PEOPLE

Portfolio

NETWORK DEVELOPMENT

5 hotels opened in 1Q 2018

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

600+ rooms

+1 new destination

- > Slovenia

+4 new franchise (3) or management (1) agreements signed in 1Q 2018

550+ rooms

+33 new hotels in pipeline

- > Ownership: **8**
- > Management: **11**
- > Franchise: **14**

ca. 4 800 rooms

Orbis Group today

4 000
employees

9
brands

127
operating hotels

20 854
rooms

12
countries

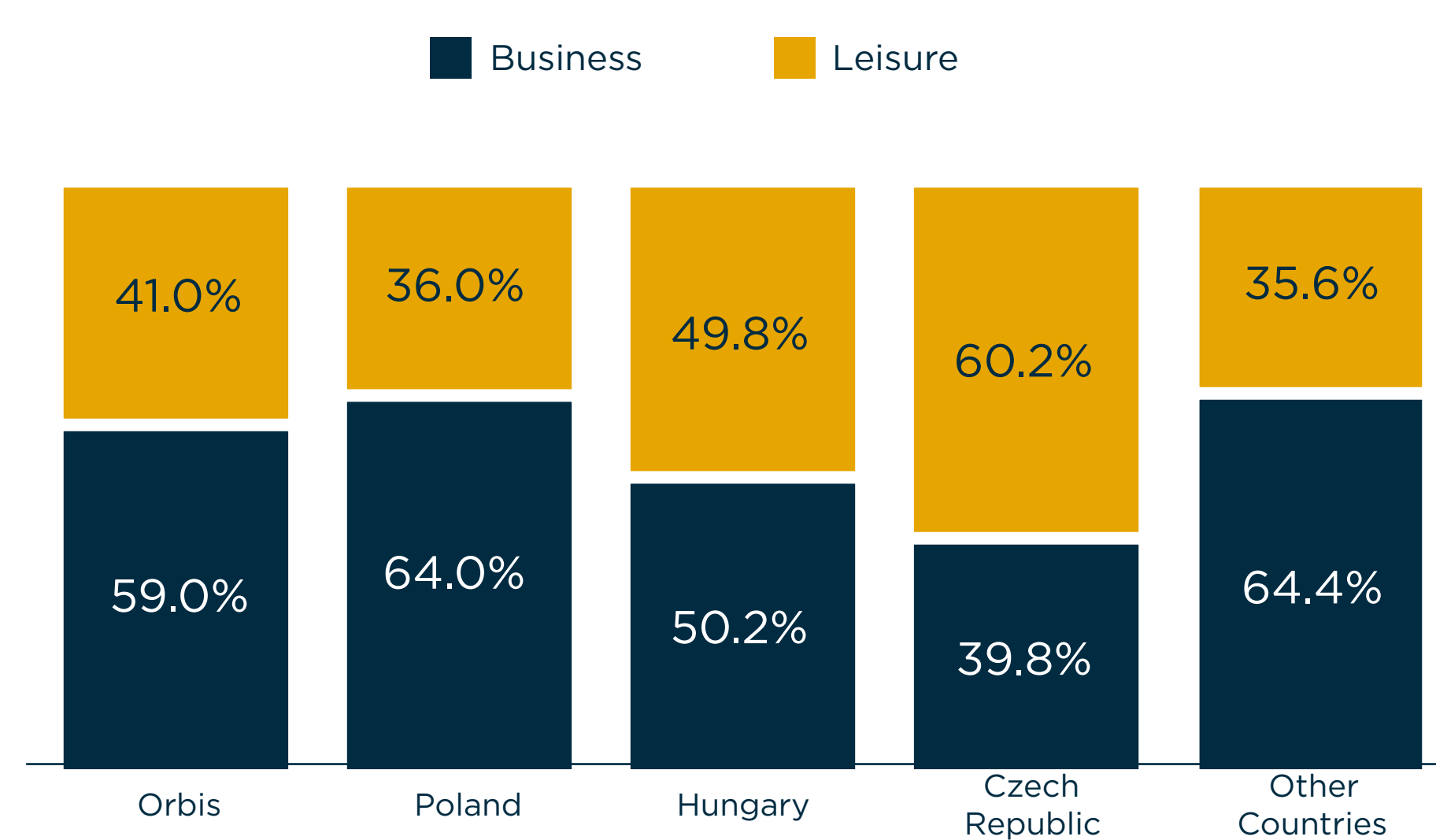
4 countries
to be developed

No. 1
hotel operator
in Eastern Europe

FACTSHEET 2018 Q1

27.4.2018

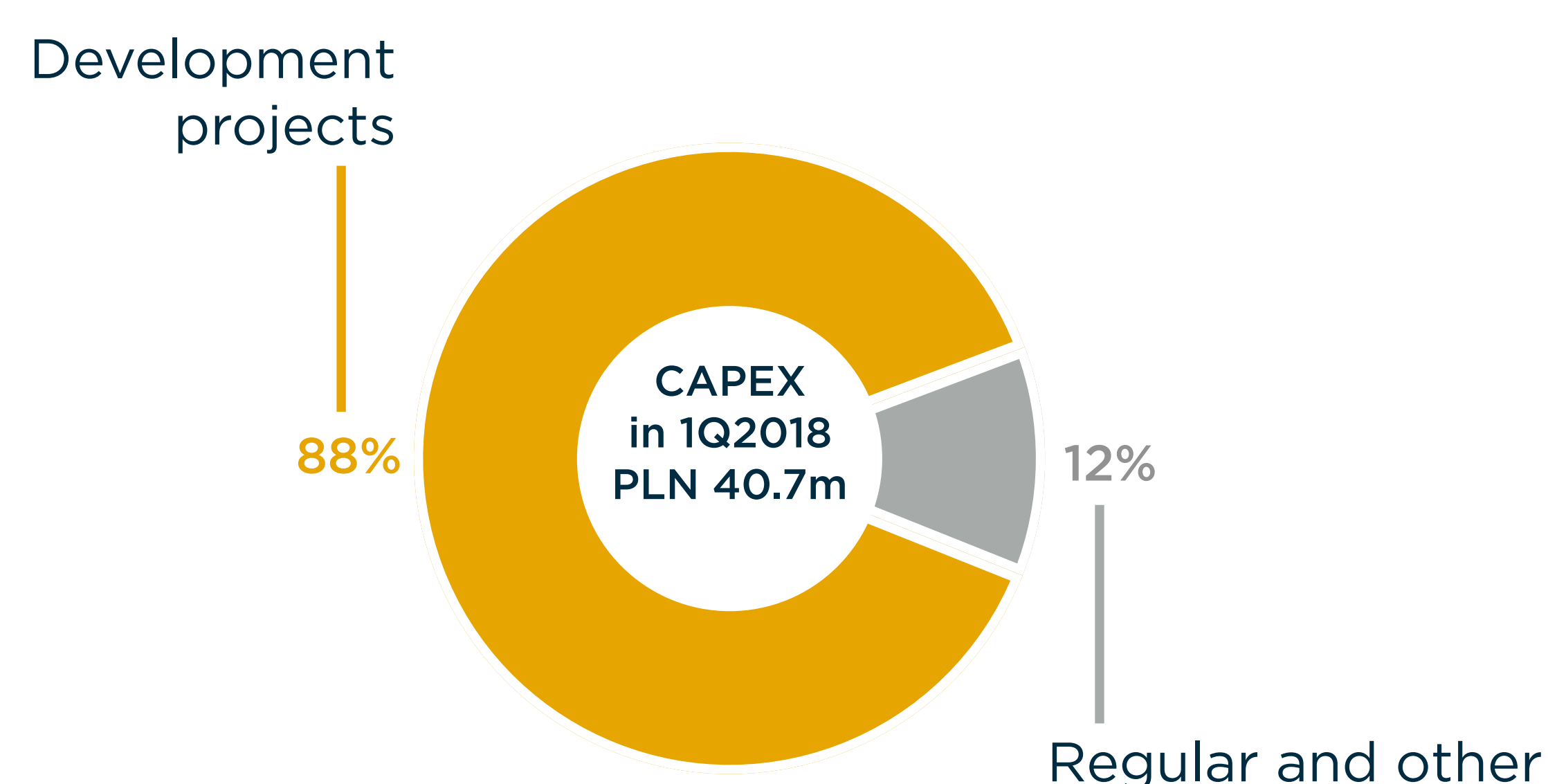
Guest structure



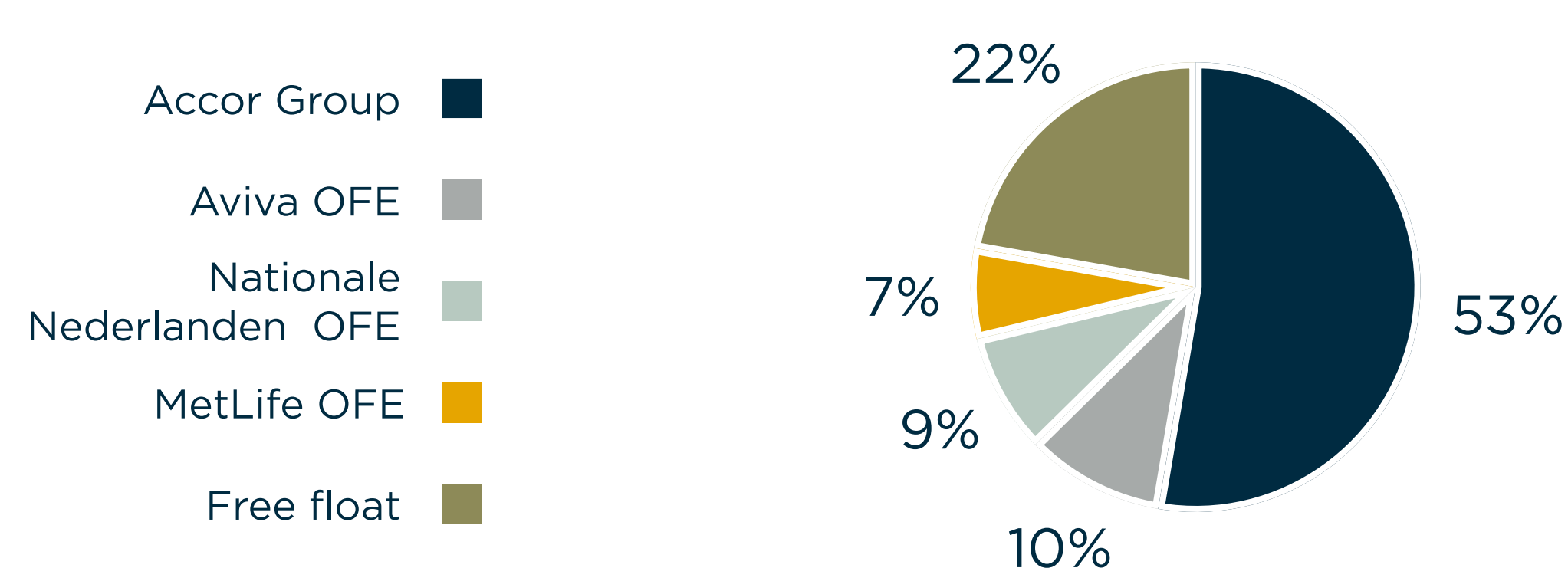
Increase of net sales



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

Pierre Boisselier

Artur Gabor

Franck Gervais

Christian Karaoglanian

Jacek Kseń

Jean-Jacques Morin

Laurent Picheral

Andrzej Procajło

Andrzej Przytuła

Jarosław Szymański

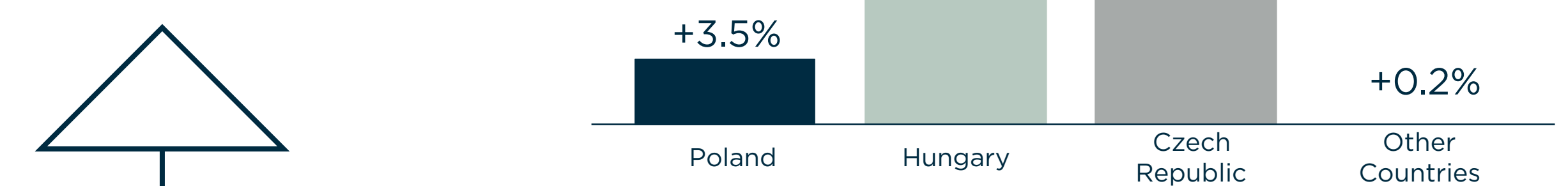
RevPAR

1Q 2018

+5.8 %

PLN **136.0**
in Orbis Hotel Group

RevPAR change by
geographical markets
y/y



Occupancy growth
+1.2 p.p.
to 61.1%

ARR growth
+3.8%
to PLN 222.7

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

[PLN m, %]	1Q2018	1Q2017	change
Net sales	271.5	266.0	+2.1%
EBITDAR	53.7	56.9	-5.6%
Rent costs	-13.3	-18.8	-29.1%
Operating EBITDA	40.4	38.1	+5.9%
Depreciation and amortization	-41.9	-41.6	+0.8%
EBIT	-1.4	-0.4	-280%
Profit before tax	-4.9	-12.2	+59.4%

Key cash position
indicators

[PLN m, %]	1Q2018
Total debt (borrowings + bonds)	559.2
Total cash	192.7
Net debt	366.5
Net debt / equity	17.6%
Net debt / 12m EBITDA	0.8

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**

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

+33% share price 2 January 2017 - 26 April 2018

