

FACTSHEET 2018 FY

21.02.2019

Next record high year - for the fifth time in a row

Major achievements in key areas of focus in 2018

PERFORMANCE	 +7.8% EBITDA	PLN 478 million operating EBITDA in 2018 +1.1 oper. EBITDA margin +0.81pp reputation up to 85.21	PORTFOLIO
	 Hotels	2 subsidiary hotels opened PLN 349 m CAPEX for product enhancement	
PEOPLE	 Talent & Culture	AON recognized Orbis as Best Employer in Poland +3pp talents engagement	PARTNERS
	 Asset light	9 franchise & managed hotels opened 20 new asset light agreements signed	

Portfolio

DEVELOPMENT

Subsidiaries

- > **+2** opened: **350** rooms
- > **+6** in progress: **900** rooms

Asset light

- > **+9** opened: **1 090** rooms
- > **+20** signed agreements: **2 740** rooms

Record-high pipeline

- > **+47** hotels
- > **6 040** rooms

ASSET MANAGEMENT

Capex

- > **PLN 349 m**

Buy-Backs

- > **2** in progress

Restructuring

- > **4** properties acquired
- > **7** properties disposed

Orbis Group today

4 500
employees

9
brands

133
operating hotels

21 600
rooms

12
countries

4 countries
to be developed

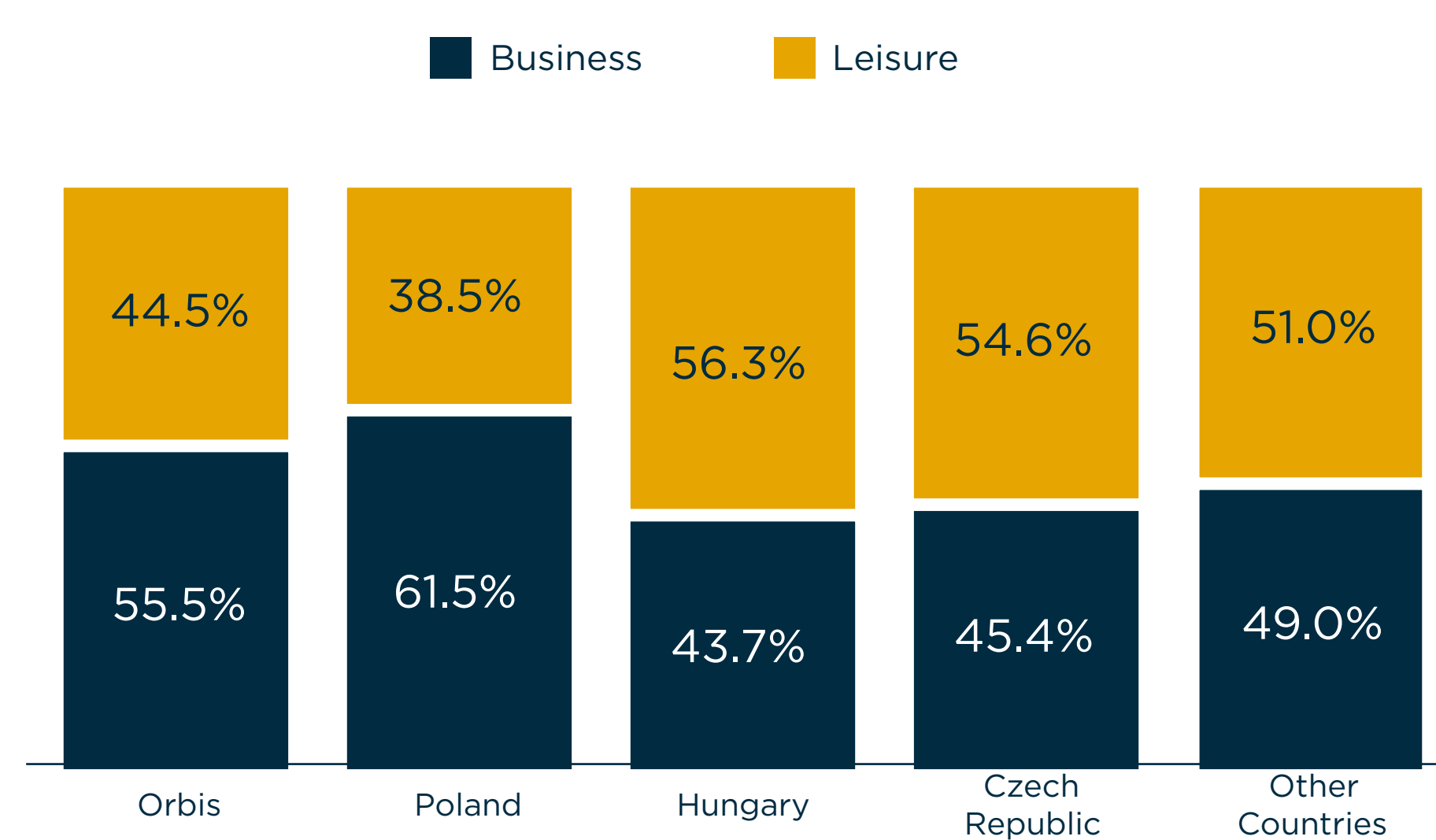
No. 1
hotel operator
in Eastern Europe

SOFITEL 4
pullman 2
GALLERY 3
Mercure 34
NOVOTEL 23
ibis 35
ibis styles 23
ibis budget 9

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Guest structure

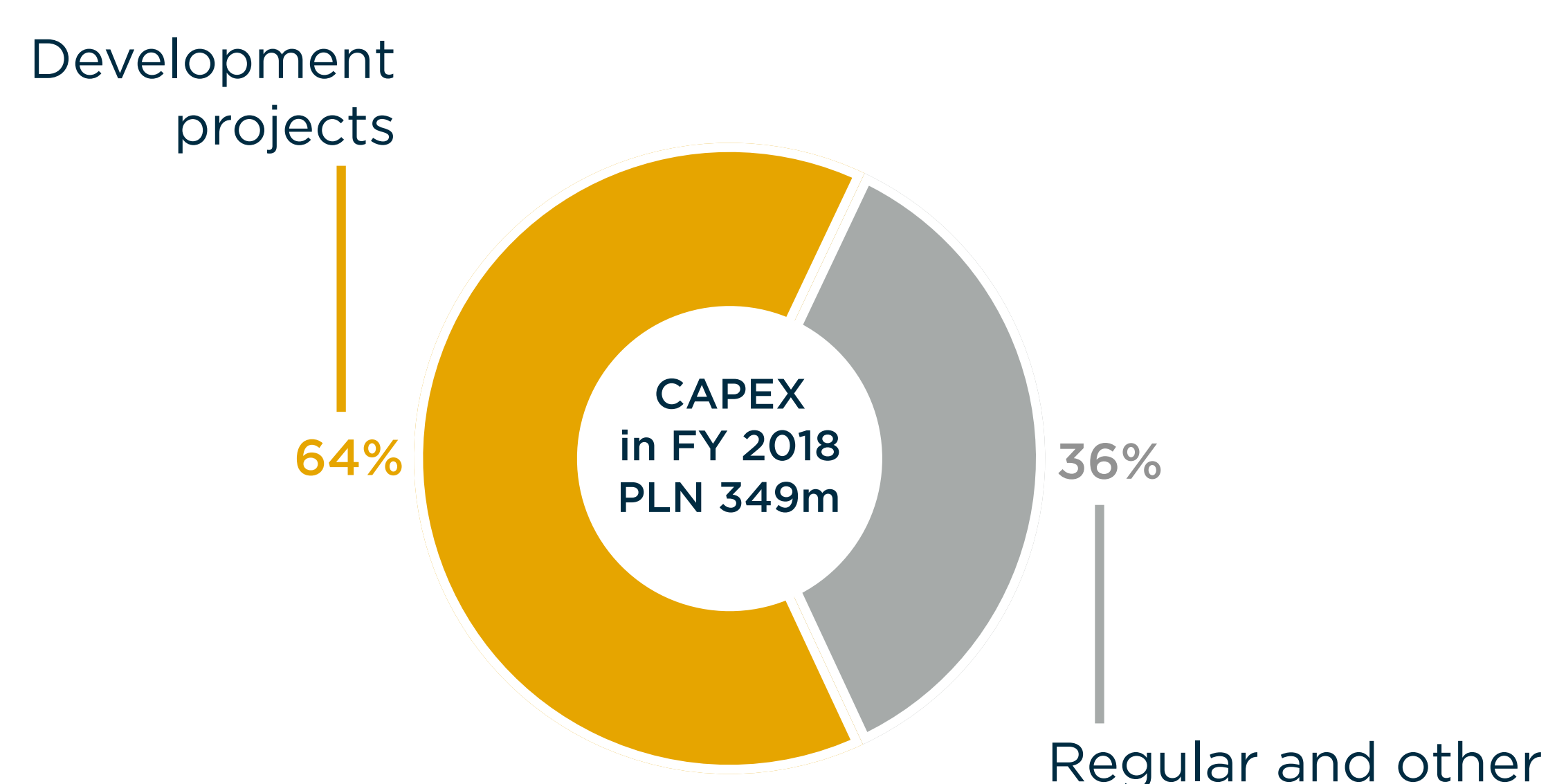


Increase of net sales

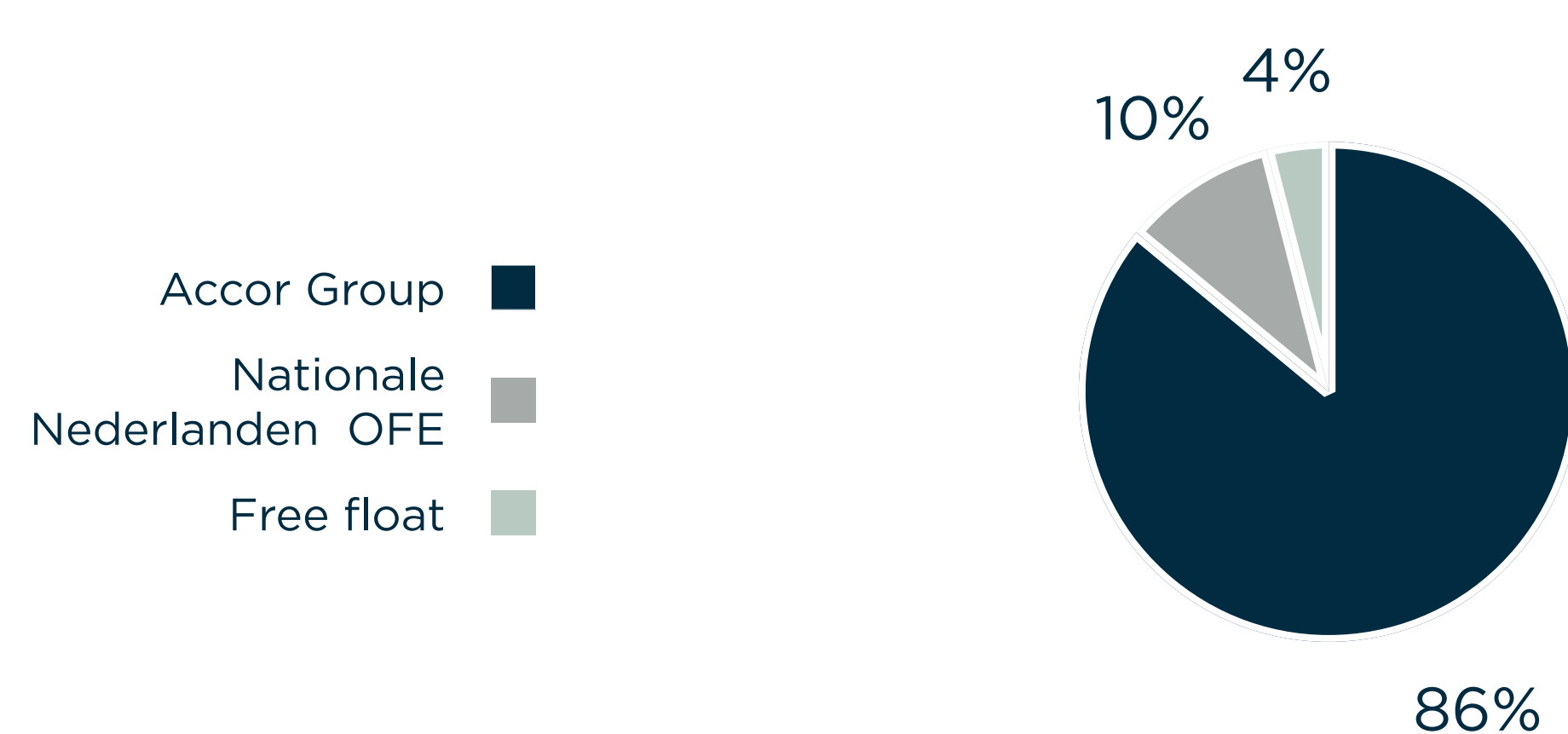
Δ like for like y/y



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

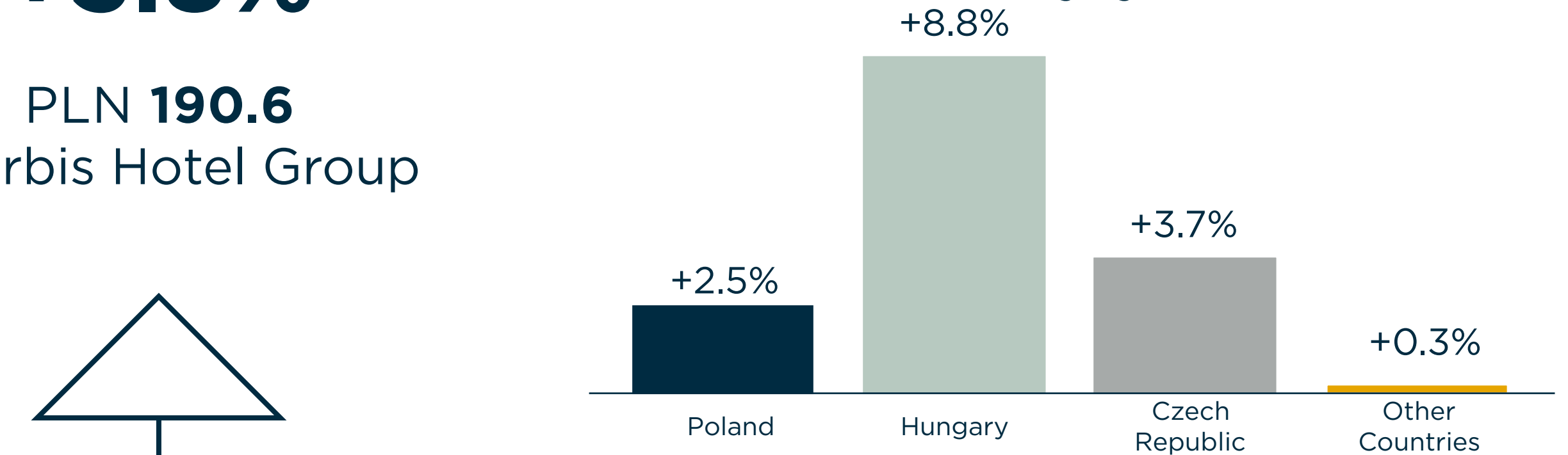
Δ like for like y/y

FY 2018

+3.8%

PLN 190.6
in Orbis Hotel Group

RevPAR change by
geographical markets
y/y



Occupancy growth
-1.0 p.p.
to 73.4%

ARR growth
+5.1%
to PLN 259.5

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, %]	2018	2017	change	[PLN m, %]	2018
Net sales (lfl)*	1 433.5	1 377.4	+4.1%	Total debt (borrowings + bonds)	502.1
EBITDAR	537.1	532.4	+0.9%	Total cash	537.8
Rent costs	57.7	64.0	-9.8%	Net debt	(35.7)
Operating EBITDA (lfl)	478.0	443.6	+7.8%	Net debt / equity	(1.5%)
Depreciation and amortization	170.6	164.1	+4.0%	Net debt / 12mEBITDA	0
EBIT	437.3	315.7	+38.5%		
Profit before tax	421.1	286.6	+46.9%		

* 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

+29% share price 2 January 2017 - 20 February 2019

