

FACTSHEET 2016 H1

28.07.2016

Robust improvement in all business pillars in 1H 2016

PERFORMANCE



**+10.2%
RevPAR**

Increasing operating indicators in all countries of the EE region

PLN 156.1 RevPAR in total like-for-like



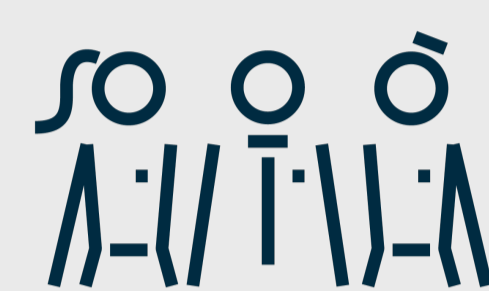
**+14.8%
EBITDA**

1H 2016 operating EBITDA reached record level of **PLN 164.3 m**



**+6
Hotels**

Almost **650** new rooms added to the Group portfolio in 1H 2016



**3
Policies**

3 binding documents deployed across the Group:
Ethics & CSR Charter
Diversity Charter
Sponsoring Policy

PORTFOLIO

PEOPLE

Forecast

We set Full-Year 2016 operating EBITDA target at
PLN 360-370 m

Orbis Group today

3 850
employees

8
brands

114
operating hotels

19 500
rooms

9
operational countries

7
countries to be entered

Portfolio development

ASSET HEAVY

+2 owned hotels in construction to be opened in 2H 2016:

- > Mercure Kraków Centrum
- > ibis Gdańsk Stare Miasto

320 rooms

ASSET LIGHT

+6 new franchise hotels:

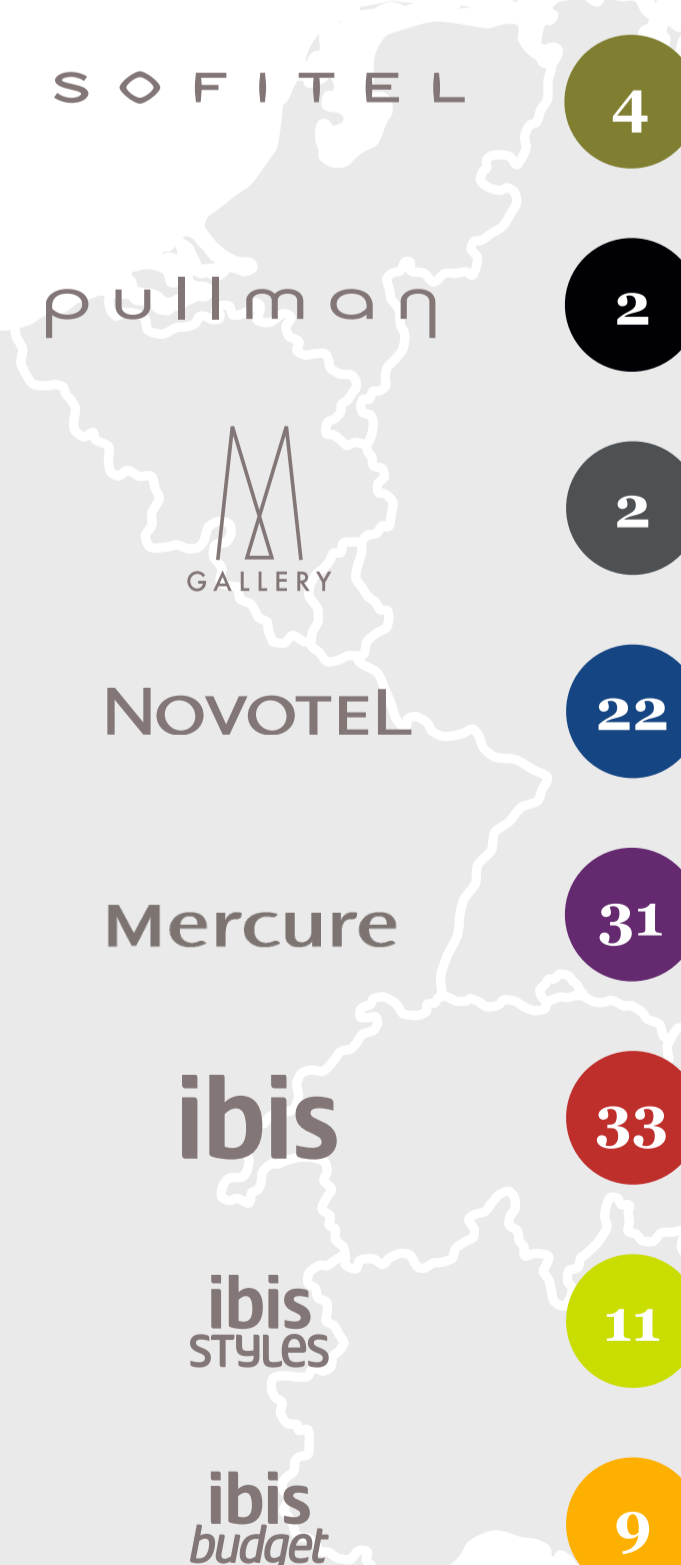
- > ibis Styles Białystok
- > ibis Poznań Północ
- > ibis Riga
- > ibis Styles Gniezno
- > ibis Styles Siedlce
- > Pullman Riga Old Town

650 rooms

+6 new franchise or management agreements signed in 1H 2016 for properties to be opened in the years to come

770 rooms

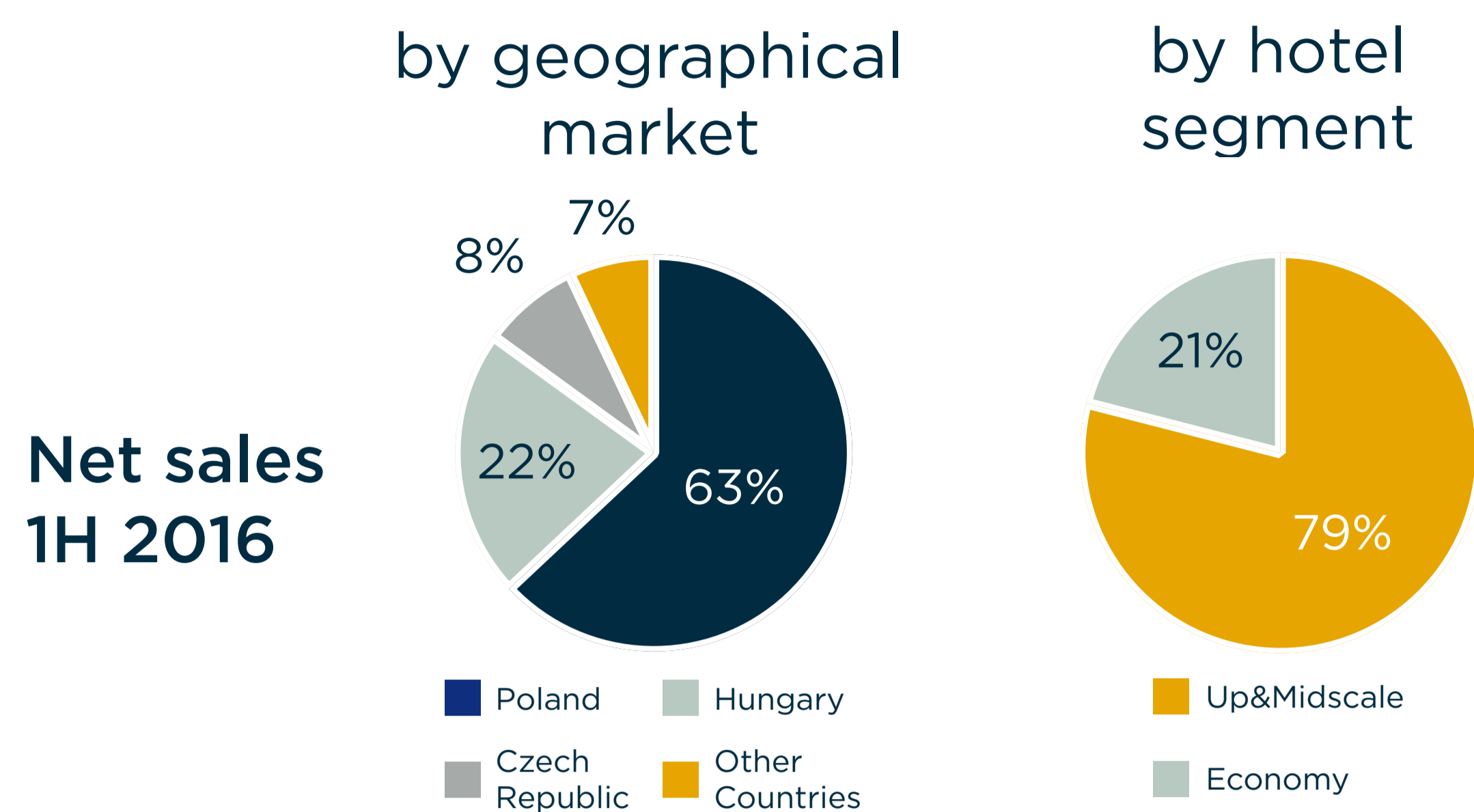
No. 1
hotel operator
in Eastern Europe



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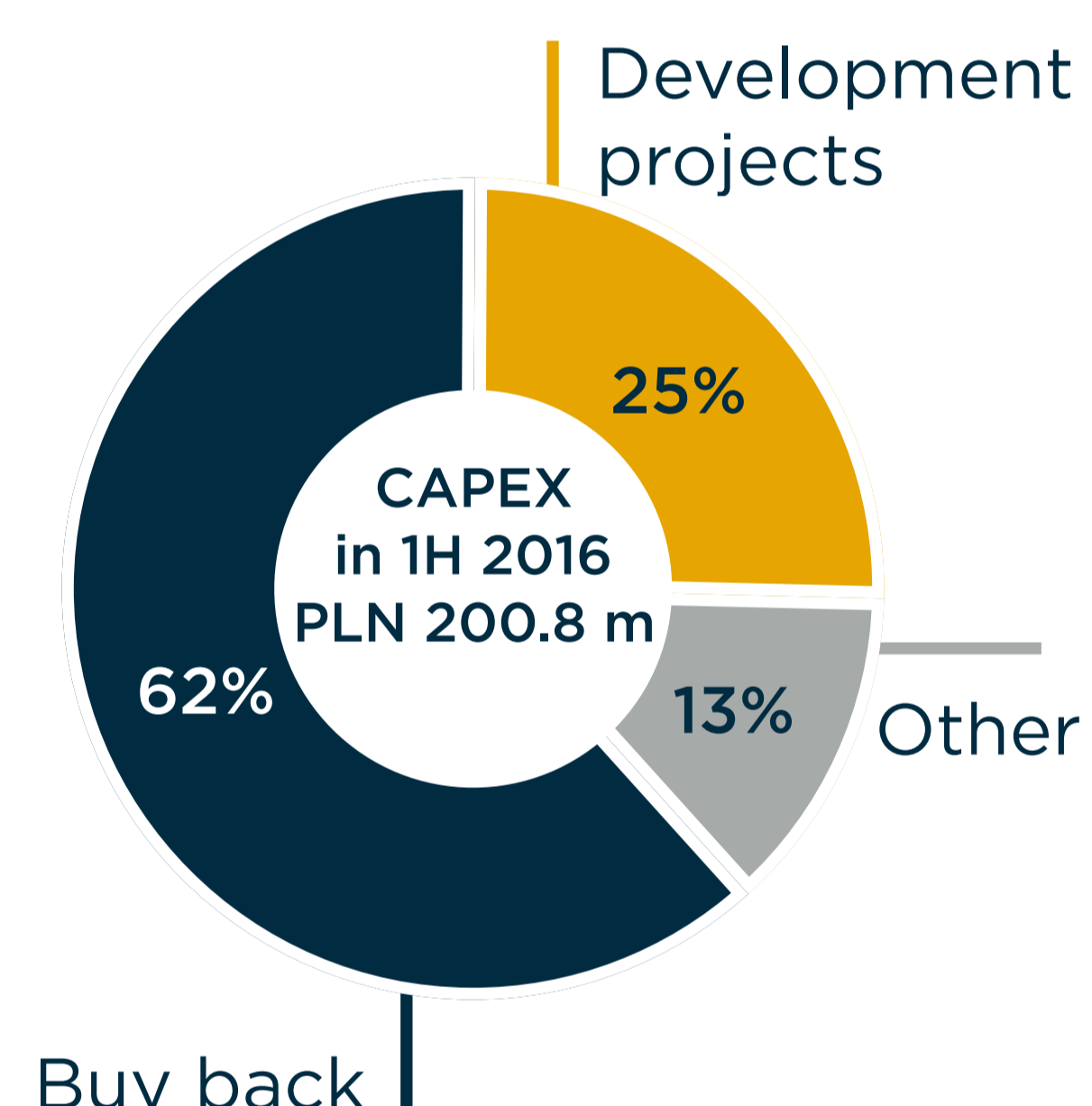
Structure of sales



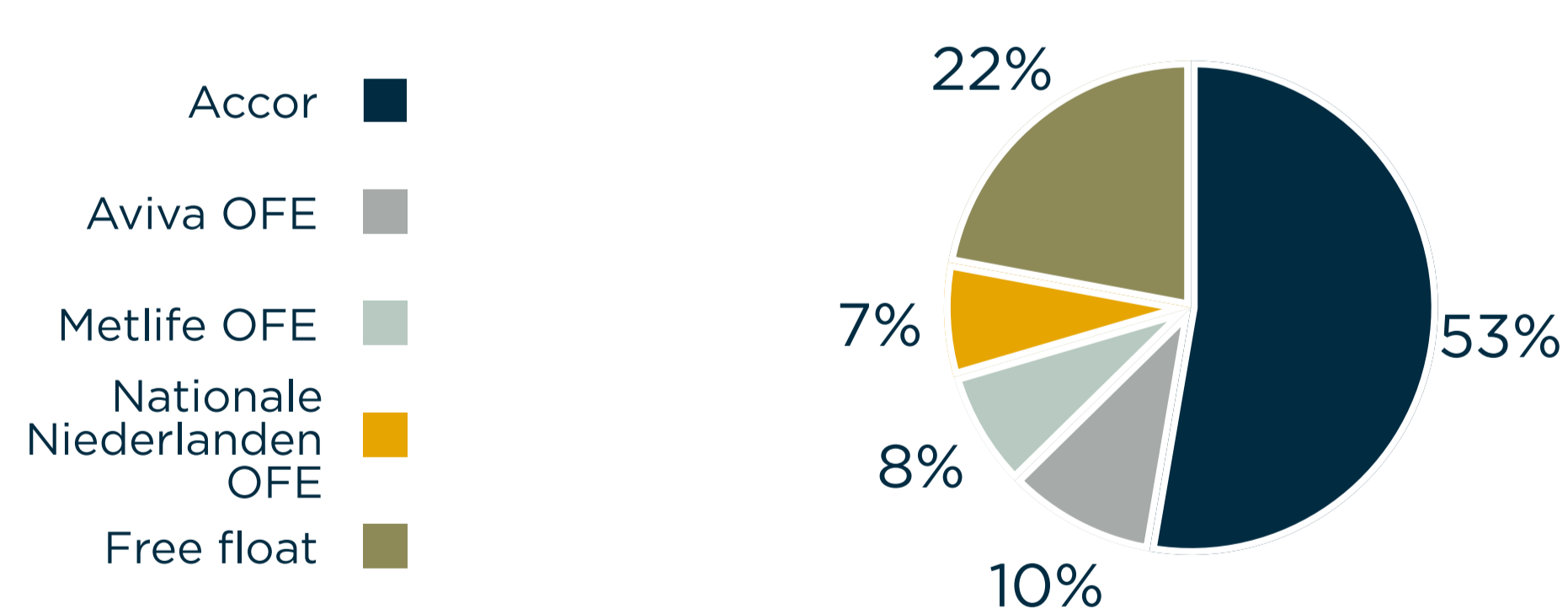
Increase of net sales



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 Orbis SA
Management Board

Supervisory Board

Bruno Coudry

Artur Gabor

Christian Karaoglanian

Jacek Kseń

Jean-Jacques Morin

Jan Ozinga

Laurent Picheral

Andrzej Procajło

Andrzej Przytuła

Jarosław Szymański

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RevPAR

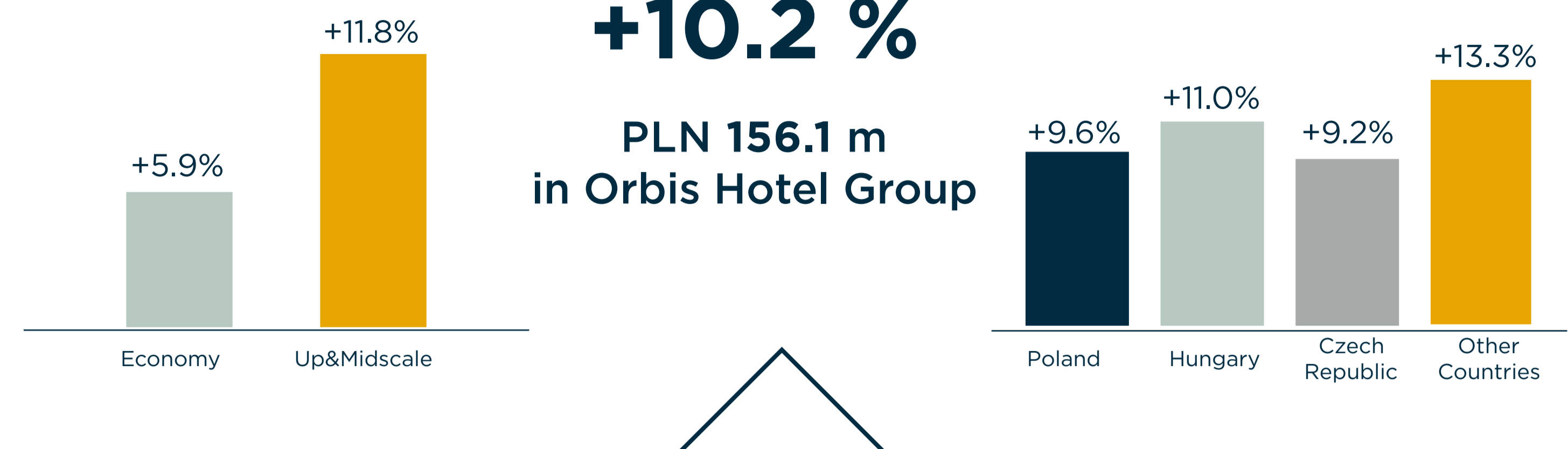
RevPAR change
by hotel segment
y/y

1H 2016

+10.2 %

PLN 156.1 m
in Orbis Hotel Group

RevPAR change by
geographical markets
y/y



Occupancy growth
+1.9 p.p.
to 67.6%

ARR growth
+6.9%
to PLN 230.8

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

Financial results

Exchange impact
not material

Financial performance

Key cash position
indicators

[PLN m, %]	1H 2016	1H 2015	change	[PLN m, %]	1H 2016
Net sales	639.9	591.6	+8.2%	Total debt (borrowings + bonds)	439.7
EBITDAR	213.3	193.2	+10.4%	Total cash	236.4
Rent costs	-49.0	-50.0	+2.0%	Net debt	203.3
Operating EBITDA	164.3	143.1	+14.8%	Net debt / equity	11.2%
Depreciation and amortization	-72.9	-69.2	-5.3%	Net debt / fixed assets	9.9%
EBIT	91.5	71.4	+28.3%		
Profit (loss) before tax	84.9	68.4	+24.1%		

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**

300 000 corporate bonds listed
on **GPW ASO** and **BS ASO** since
17.09.2015

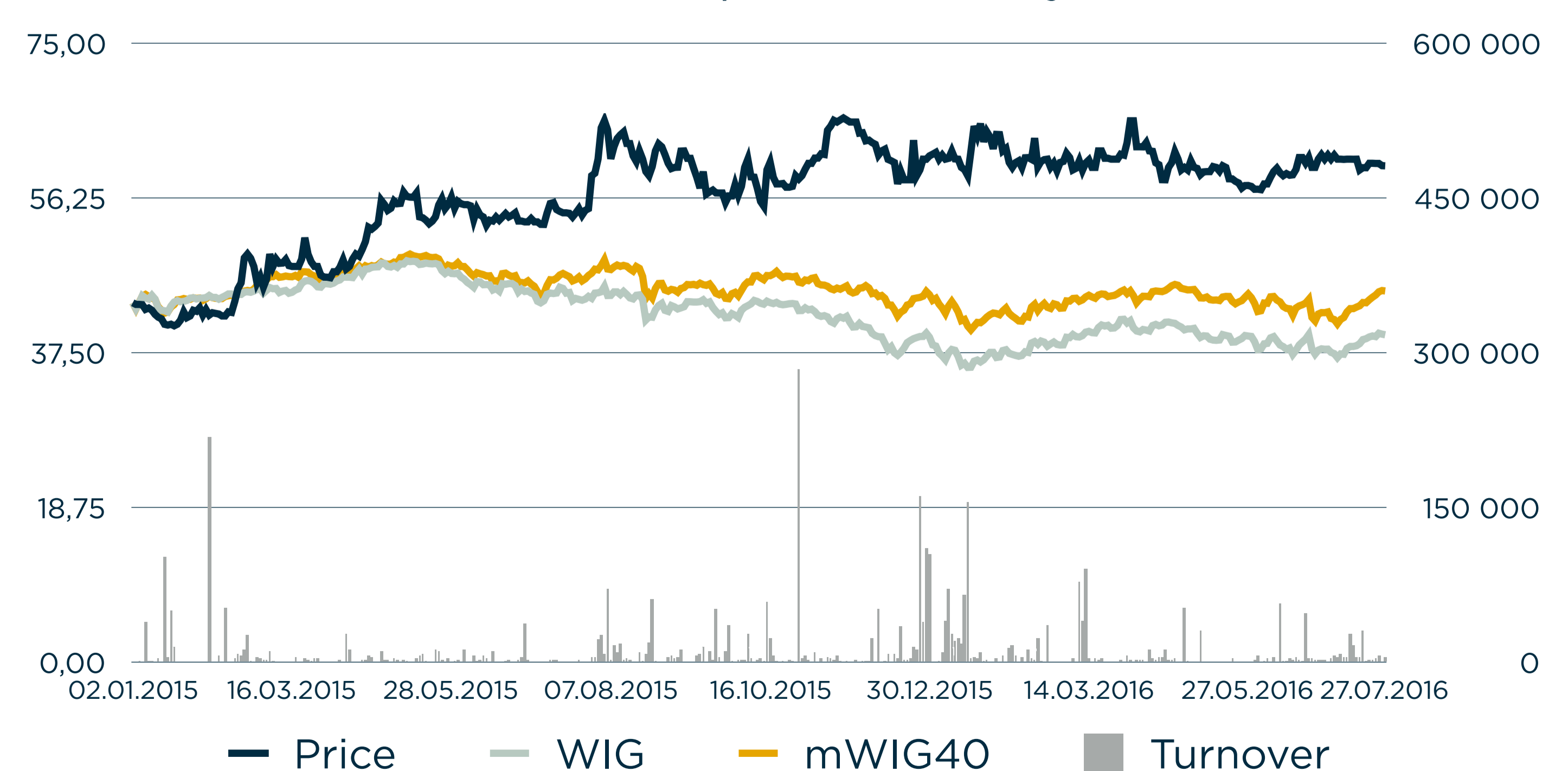
Bond: **ORB A 260620**

Nominal value: **PLN 1 000**

Nominal rate: **WIBOR6M +0.97%**

Date of redemption: **26.06.2020**

+40 % share price 2 January 2015 - 30 June 2016



Orbis
Hotel Group

SOFITEL

PULLMAN

M
GALLERY

NOVOTEL

Mercure

ibis

ibis
STYLES

ibis
budget