


# FACTSHEET 2018 H1

26.7.2018

## Strong results that confirm the right strategy

PERFORMANCE

  
**+5,3%  
RevPAR**

Increasing operating indicators in all countries of the EE region

**PLN 180** RevPAR in total like-for-like

  
**F&B**

**11 tons of food** saved a year in Novotel Warszawa Centrum -  
Zero waste no 1 F&B trend in 2018

  
**12  
Asset-light**

**12** new franchise and management hotels signed with over **1,500** rooms in total in 1H

  
**Talent  
& Culture**

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

Decrease of staff turnover

PORTFOLIO

PEOPLE

## Portfolio

### NETWORK DEVELOPMENT

#### 5 hotels opened in 1H 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

#### +12 new franchise (8) and management (4) agreements signed in 1H 2018

**1,500 rooms**

#### +44 new hotels in pipeline

- > Ownership: **8**
- > Management: **18**
- > Franchise: **18**

**ca. 6,000+ rooms**

## Orbis Group today

**4 000**  
employees

**9**  
brands

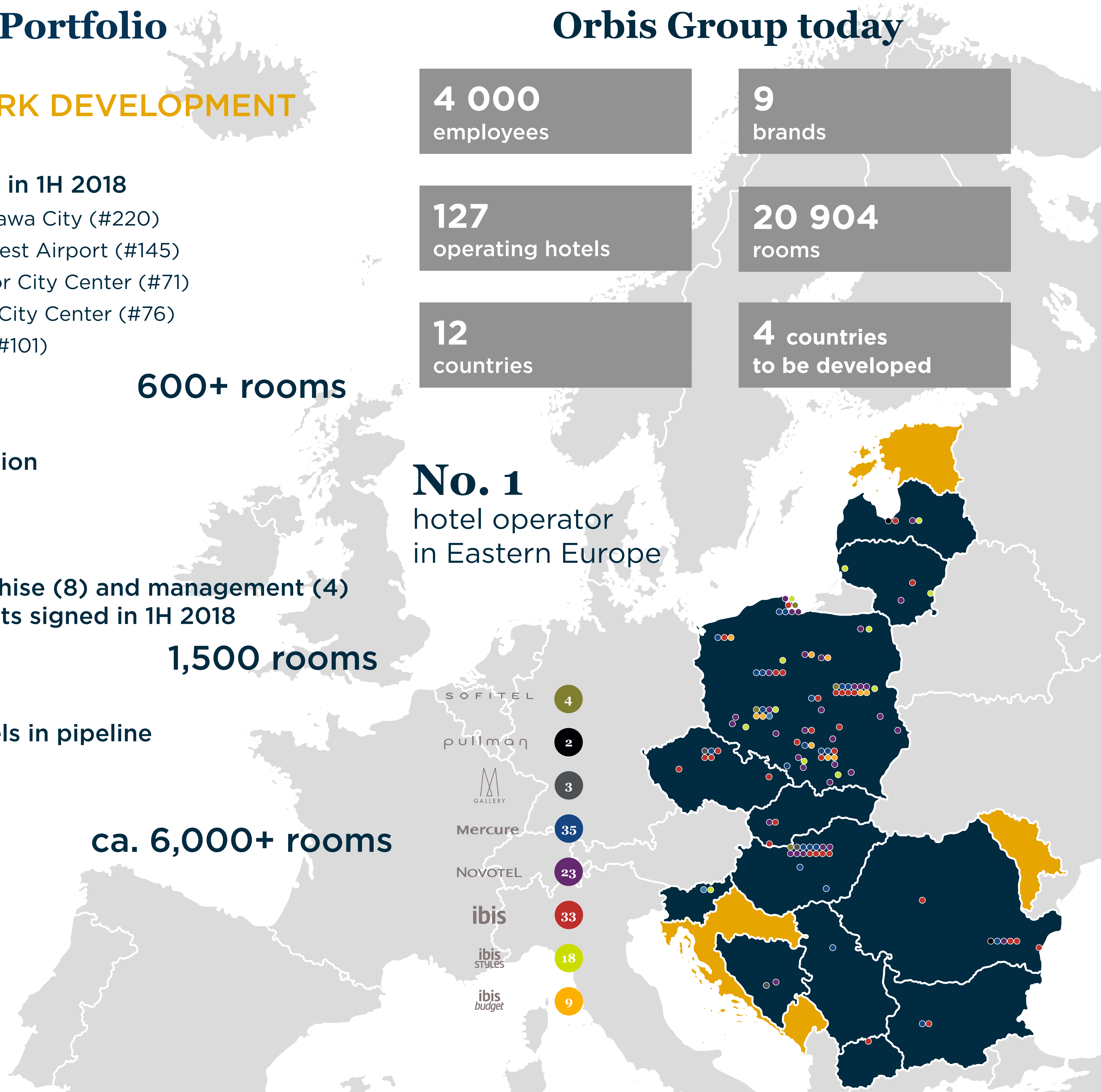
**127**  
operating hotels

**20 904**  
rooms

**12**  
countries

**4 countries**  
to be developed

**No. 1**  
hotel operator  
in Eastern Europe

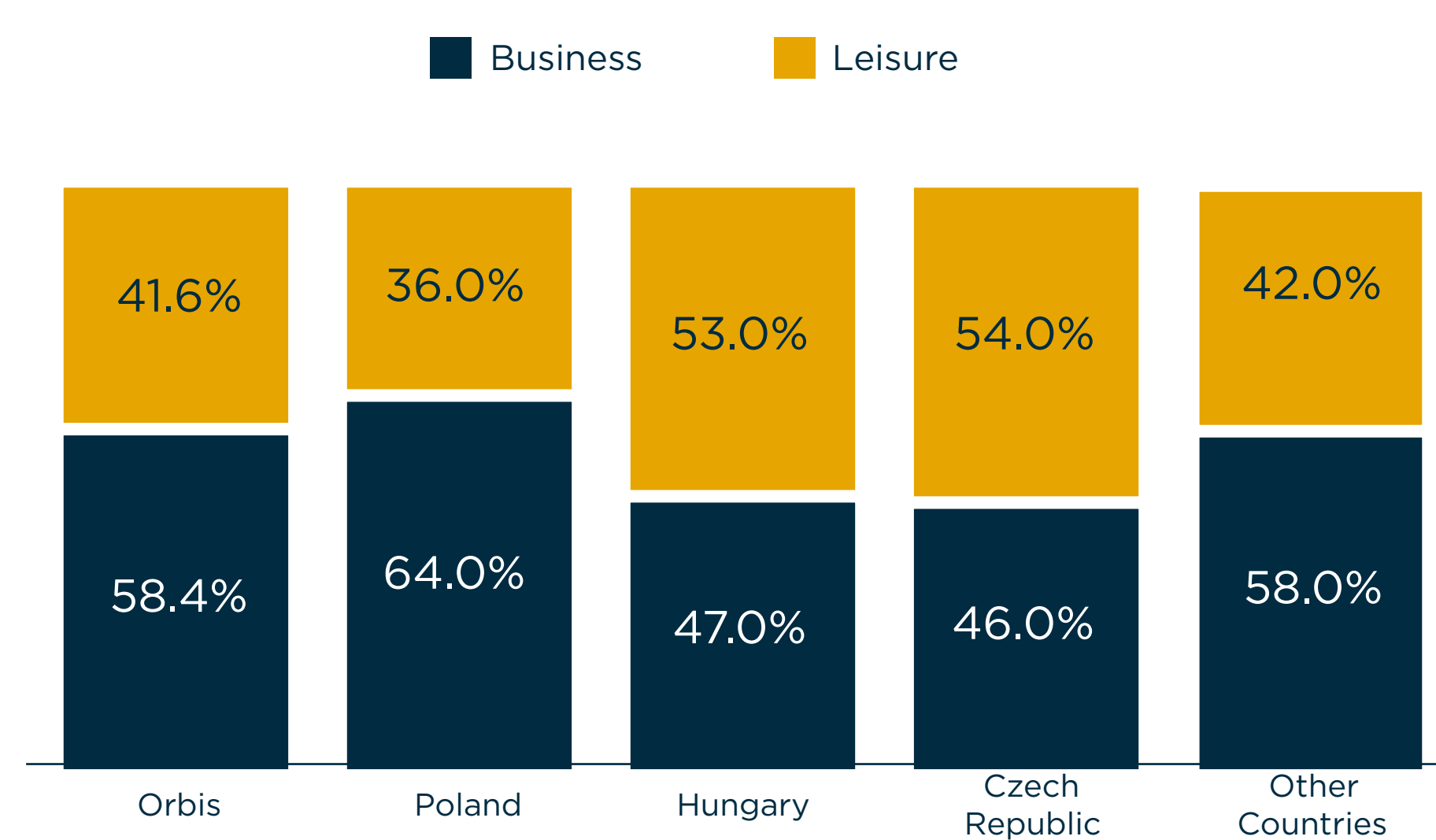




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## Guest structure

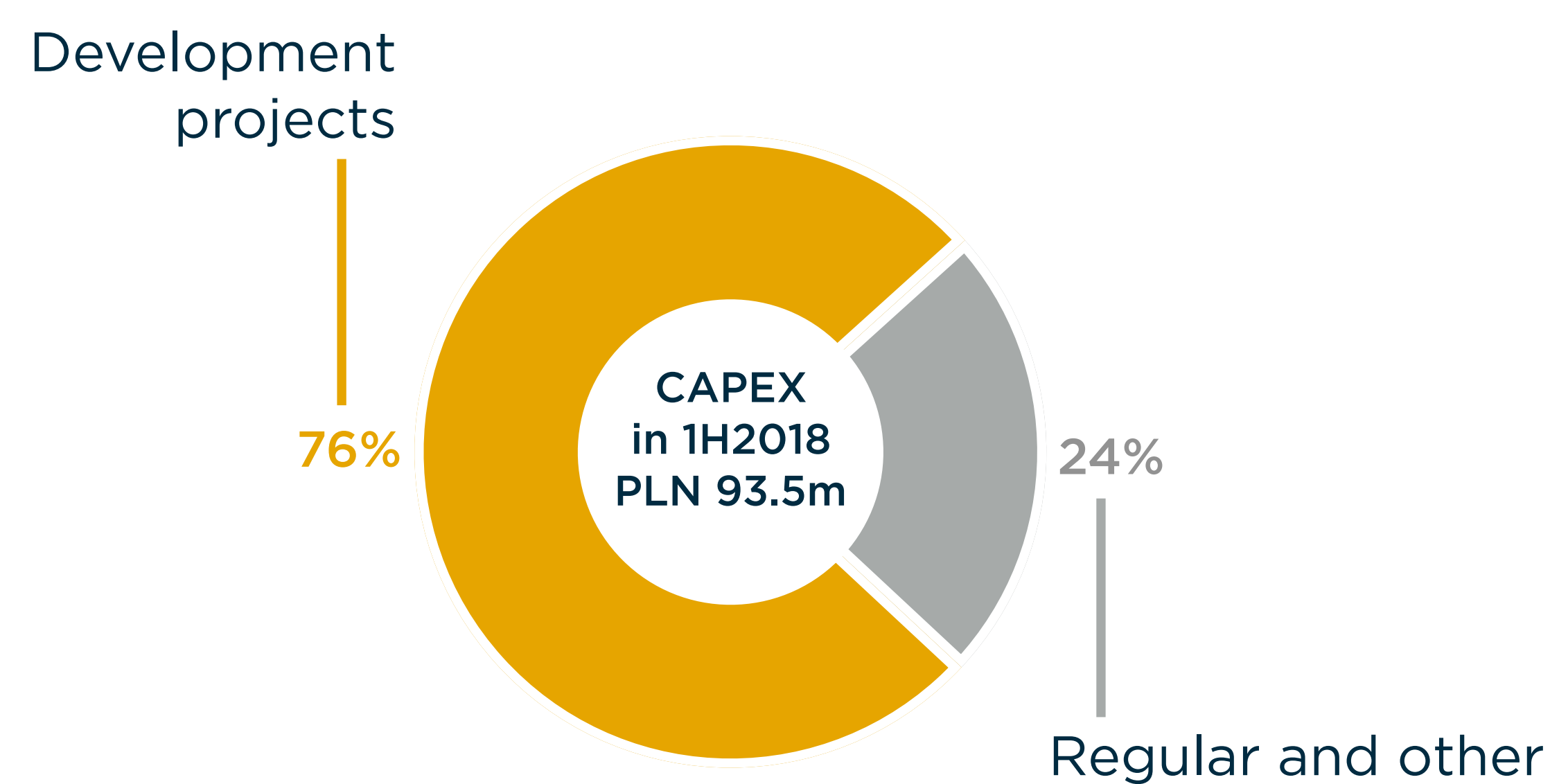


## Increase of net sales

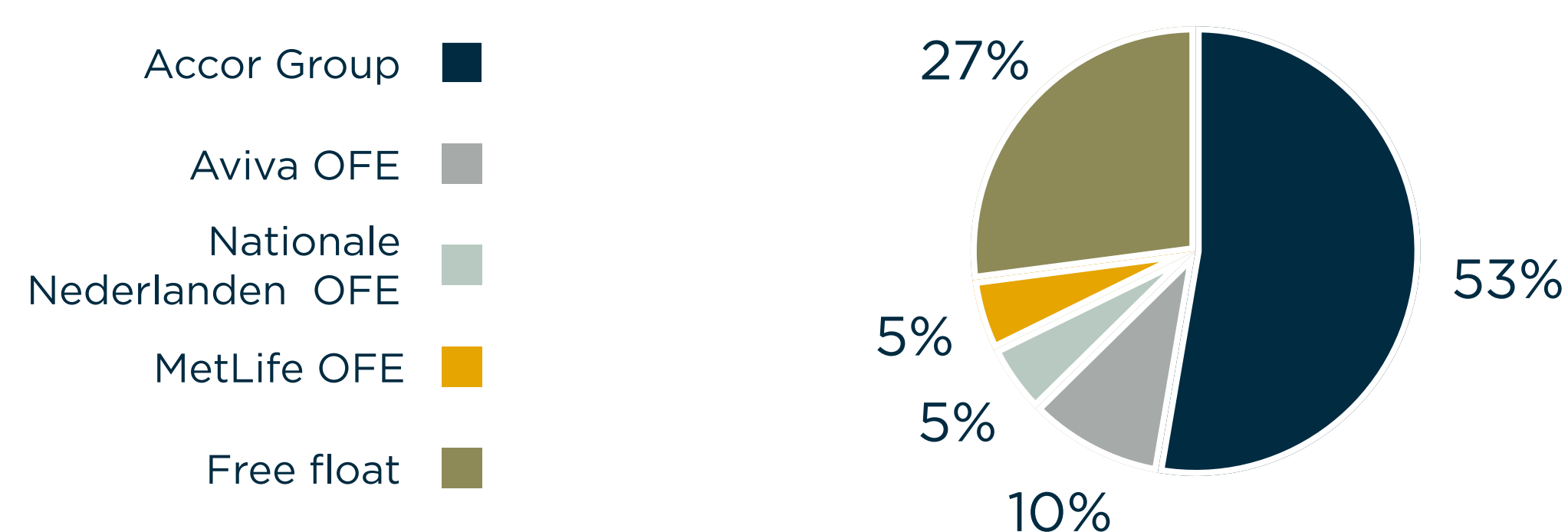
Δ like for like y/y



## 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:**

Dorota Nowotny - Investor Relations Officer  
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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

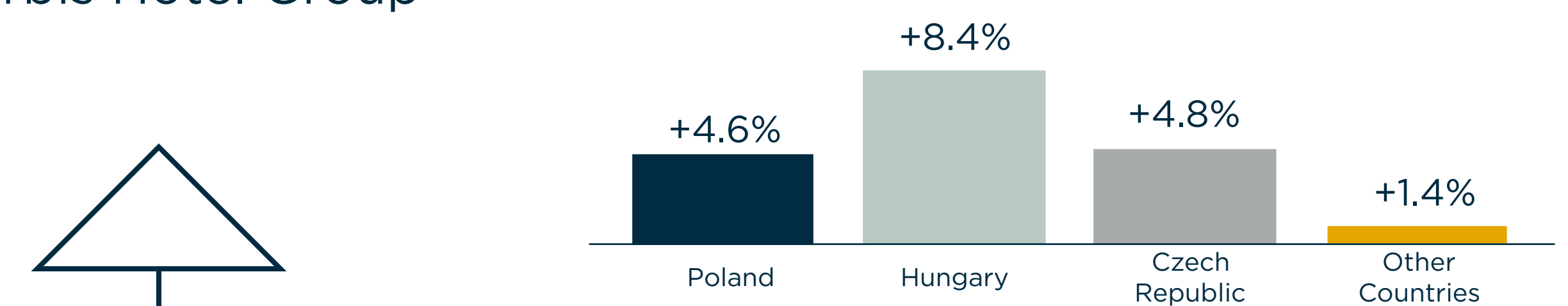
## RevPAR

1H 2018

**+5.3%**

PLN **180.9**  
in Orbis Hotel Group

RevPAR change by  
geographical markets  
y/y



**Occupancy growth**  
**+0.1 p.p.**  
to 70.3%

**ARR growth**  
**+5.2%**  
to PLN 257.5

**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, %]	1H2018	1H2017	change	[PLN m, %]	1H2018
Net sales	690.3	679.5	+1.6%	Total debt (borrowings + bonds)	501.9
EBITDAR	233.1	237.1	-1.7%	Total cash	582.0
Rent costs	-28.3	-34.9	-19.0%	Net debt	-80.1
Operating EBITDA	204.8	202.2	+1.3%	Net debt / equity	-3.6%
Depreciation and amortization	-82.3	-82.2	-0.1%	Net debt / 12mEBITDA	-0,17
EBIT	251.9	121.1	+108.0%		
Profit before tax	245.4	104.8	+134.2%		

## 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

**+26%** share price 2 January 2017 - 25 July 2018

