

FACTSHEET 1Q 2017

Strong improvement in all business pillars in 1Q 2017

PERFORMANCE


**+9.5%
RevPAR**

Increasing operating indicators in all countries of the EE region.

PLN 126.7 RevPAR in total like-for-like.


**+43.6%
EBITDA**

1Q 2017 operating EBITDA reached level of **PLN 38.1 m.**


**5
Buy-backs**

5 buy-back hotels (**1150 rooms**) in Budapest finalized.


**Talent
& Culture**

Undergoing corporate culture change having a clear impact on our staff management and rotation.

PORTFOLIO

PEOPLE

Portfolio

BUY-BACK OF STRATEGIC HOTELS

finalized in 1Q 2017:

- > Mercure Budapest Buda (390 rooms)
- > Mercure Budapest Korona (420 rooms)
- > ibis Styles Budapest Center (130 rooms)
- > ibis Budapest City (84 rooms)
- > ibis Budapest Centrum (126 rooms)

Buy-back price: PLN 283m

31 May 2017 finalization of transaction:

- > Sofitel Budapest Chain Bridge (357 rooms)

Buy-back price: PLN 191m

NETWORK DEVELOPMENT

+4 new developments in 1Q 2017:

- > ibis Vilnius Center (164 rooms)
- > ibis Styles Warsaw (178 rooms)
- > ibis Styles Szczecin (148 rooms)
- > ibis Budget Gdańsk Posejdon (76 rooms)

550+ rooms

+33 new hotels in pipeline

- > Ownership: **6**
- > Management: **12**
- > Franchise: **15**

ca. 4000 rooms

+2 new franchise or management agreements signed in 1Q 2017 for properties to be opened in the years to come

almost 300 rooms

Orbis Group today

4 000
employees

8
brands

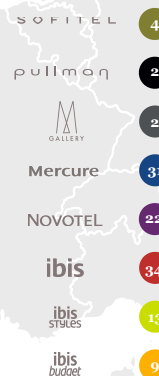
117
operating hotels

19 800
rooms

9
operational countries

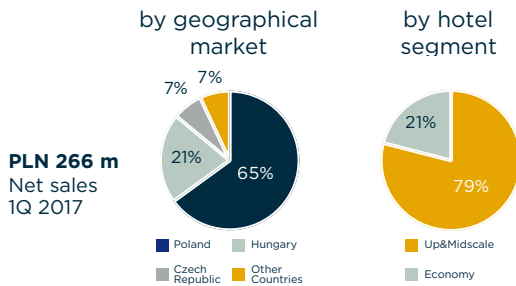
7 countries
to be developed

No. 1
hotel operator
in Eastern Europe



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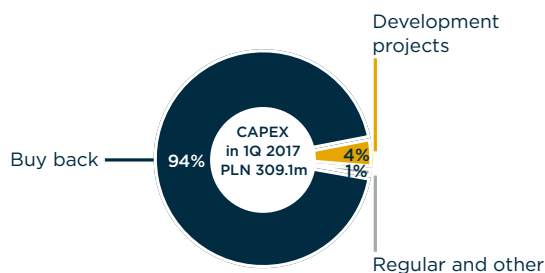
Structure of sales



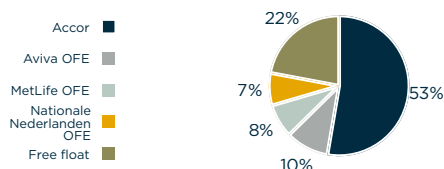
Increase of net sales



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
Management Board

Supervisory Board

Jean-Jacques Dessors

Artur Gabor

Christian Karaoglanian

Jacek Kseń

Jean-Jacques Morin

Jan Ozinga

Laurent Picheral

Andrzej Procajto

Andrzej Przytuła

Jarosław Szymański

RevPAR



Occupancy growth
+3.5 p.p.
to 59.7%

ARR growth
+3.0%
to PLN 121.1

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, %]	1Q 2017	1Q 2016	change	[PLN m, %]	1Q 2017
Net sales	266.0	247.2	+7.6%	Total debt (borrowings + bonds)	625.1
EBITDAR	56.9	51.4	+10.7%	Total cash	248.5
Rent costs	-18.8	-24.9	+24.5%	Net debt	376.6
Operating EBITDA	38.1	26.5	+43.6%	Net debt /equity	19.7%
Depreciation and amortization	-41.6	-35.6	-16.9%	Net debt /EBITDA	0.9
EBIT	-0.4	-9.2	+96.0%		
Profit (loss) before tax	-12.2	-15.5	+21.6%		

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**

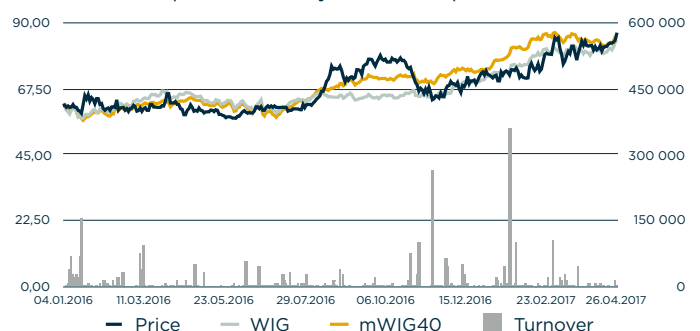
ISIN: **PLORBIS00014**

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

+40 % share price 4 January 2016 - 26 April 2017



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SOFITEL

PULLMAN



NOVOTEL

Mercure

ibis

ibis
STYLES

ibis
budget