

FACTSHEET 2015

18.02.2016

Orbis entered into New Era!

+6 900 new hotel rooms
up to 18 800 rooms

+39 hotels
up to 108 hotels

+PLN 220 m
EBITDAR
up to PLN 430 m

+PLN 550 m
net sales
up to PLN 1 260 m

* 2015 vs 2014 as reported

PLN 329.3 m
EBITDA

+PLN 9.3 m
above the forecast

2015: A year of acceleration

+10.6% RevPAR

+8.3% NET SALES

+11.2% EBITDAR

*y/y changes are calculated 2015 / 2014 pro forma

Orbis Group today

No. 1
hotel operator in EE

9
brands

108
operating hotels

18 800
rooms

9
operational countries

7
countries to be entered

Plans for 2016+

- Towards **people centric** organization (guest & staff)
- Hotel network **expansion**: 31 hotels within next 30 months
- Effective **asset management**
- Financing** optimization
- Operational excellence** initiatives

Key product improvement and development projects in 2015

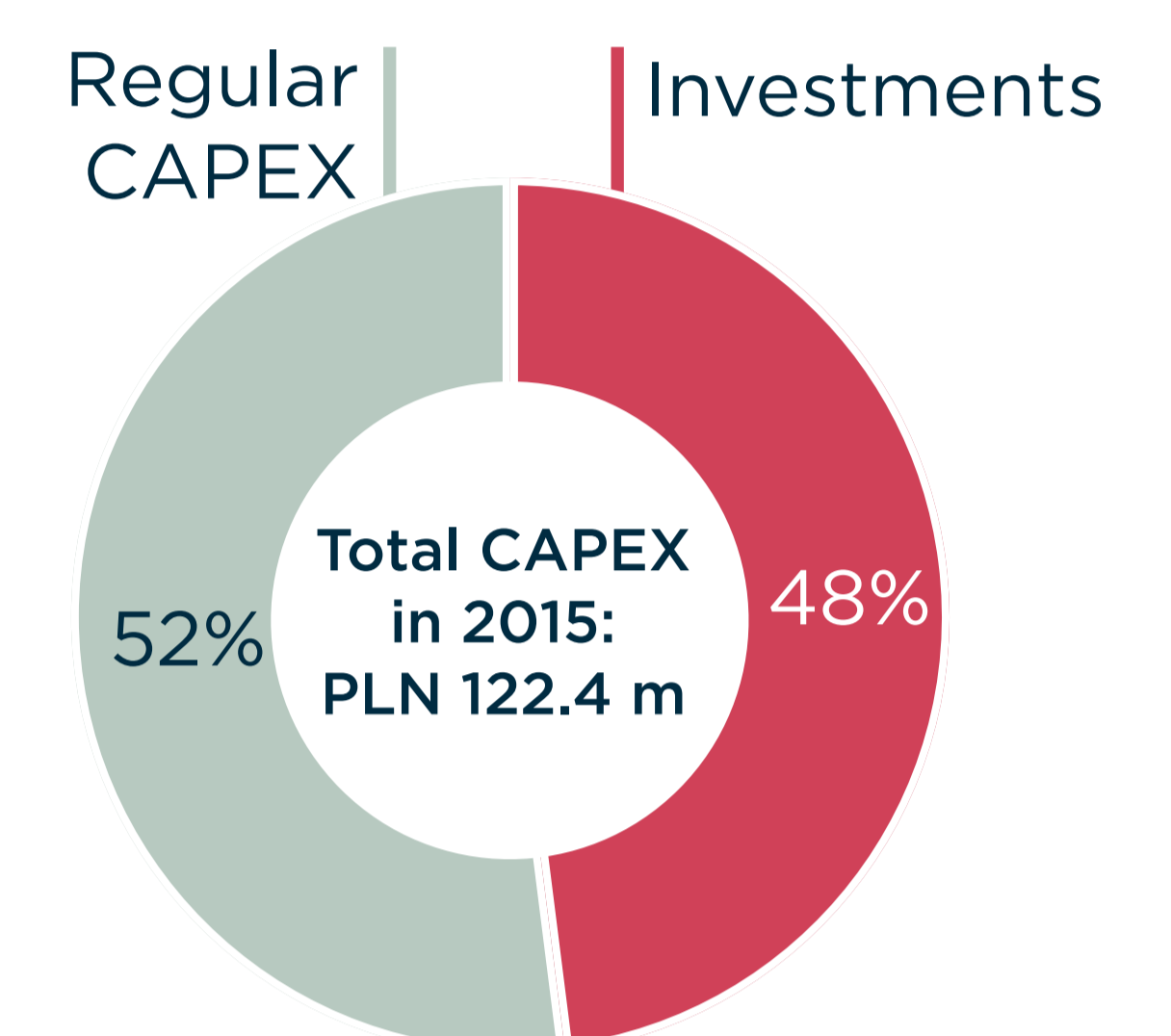
Modernization of Novotel Warszawa Centrum

Hotel renovations:

- Gdynia (rebranded into **Mercure**)
- Gdańsk (rebranded into **Mercure**)
- Bielsko-Biała (rebranded into **ibis Styles**)
- Wrocław (to be rebranded into **ibis & Novotel**)
- Budapest (**Mercure Duna, Mercure Metropol, ibis Aero**)
- Prague (**MGallery**)

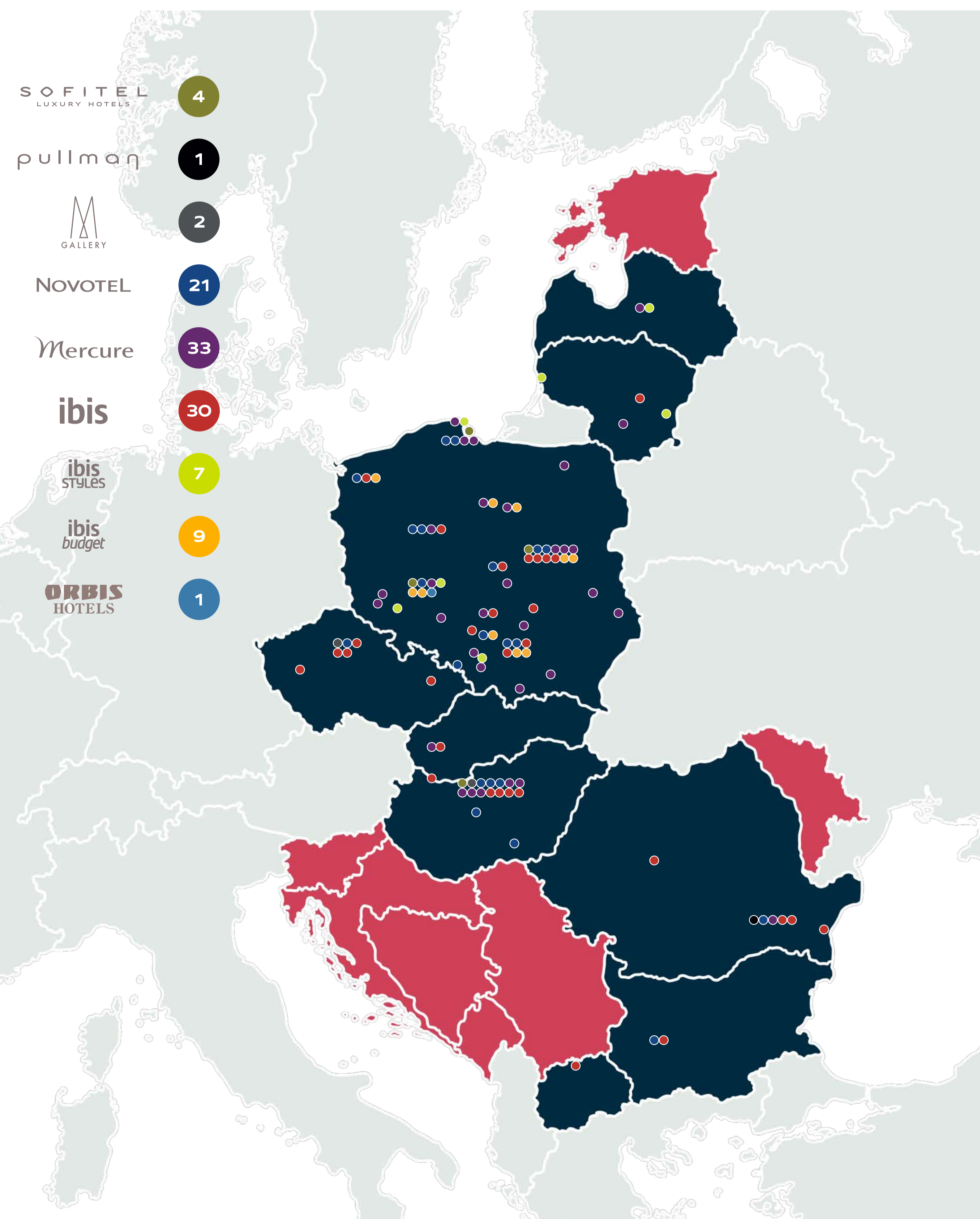
New development subsidiary projects:
Mercure in Kraków
ibis in Gdańsk

New projects validation



The hotel leader in the region

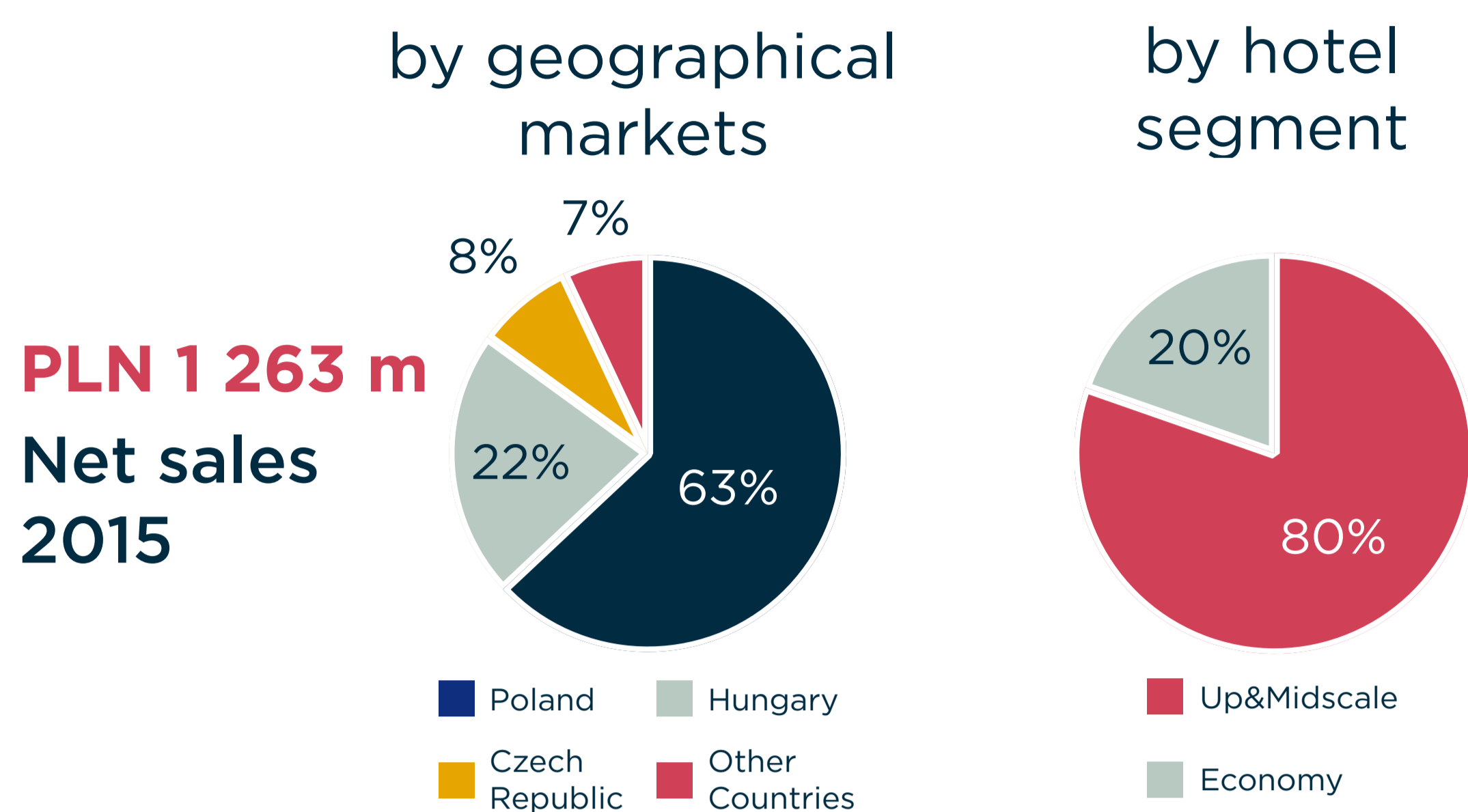
Significant increase of business scale thanks to acquisition of Accor Hotels operations and new **Master Licence Agreement** in EE.



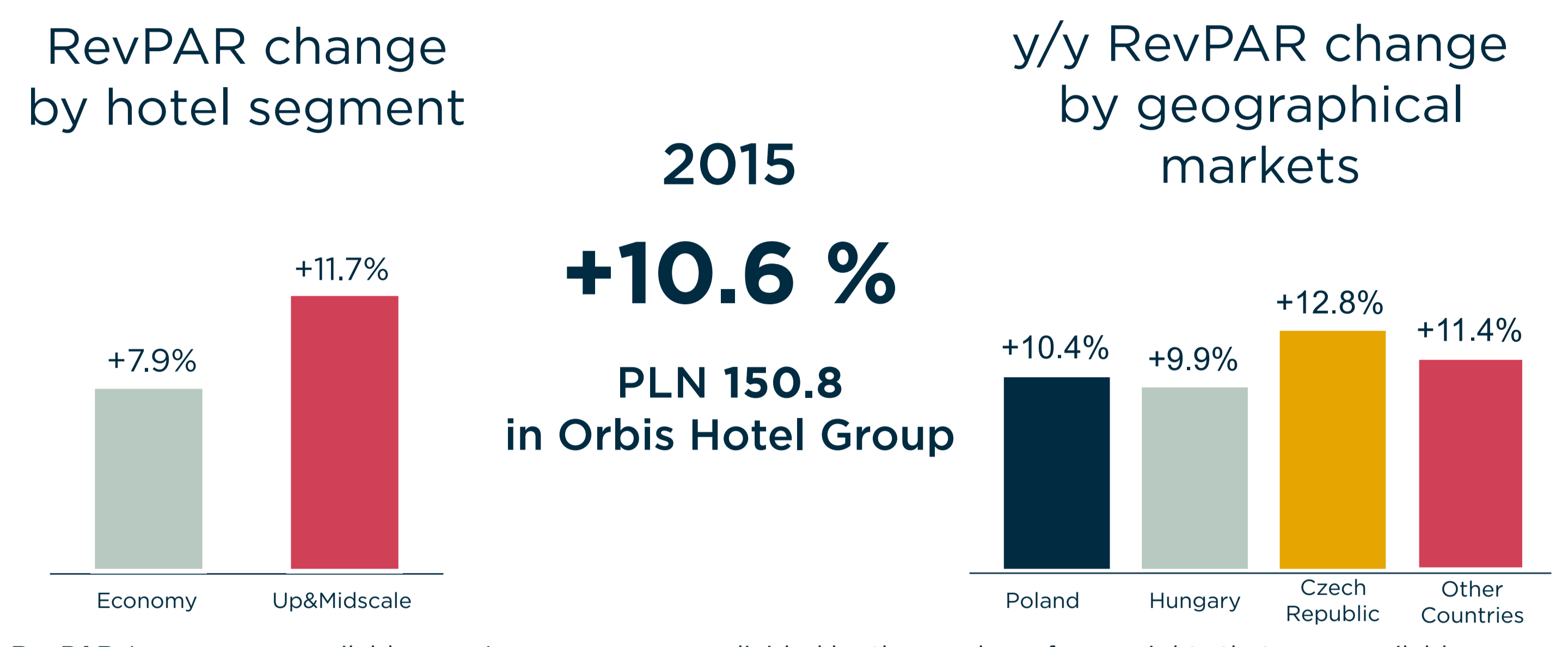
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Structure of sales

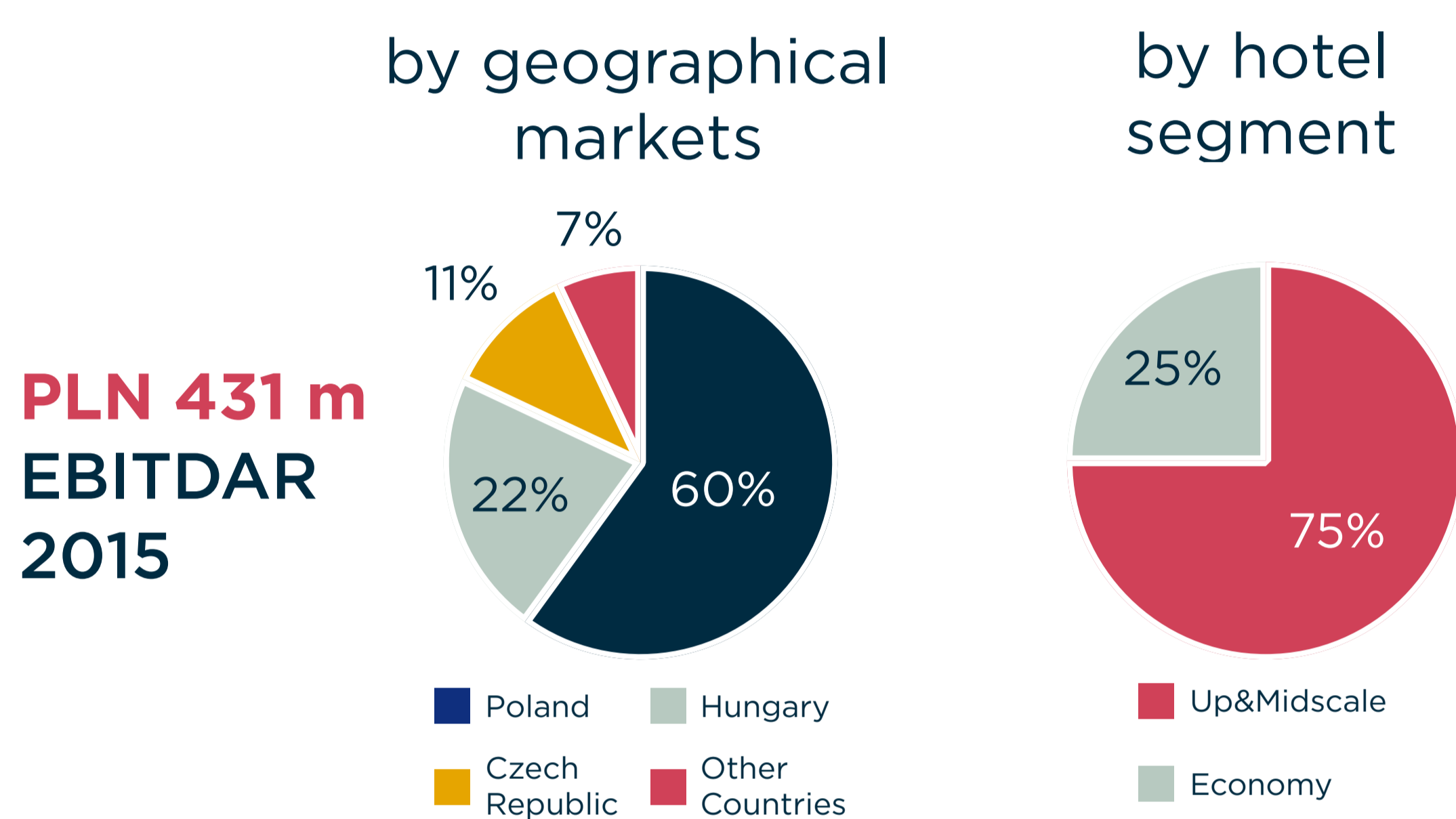


RevPAR



RevPAR (revenue per available room) - rooms revenue divided by the number of roomnights that were available
*y/y changes are calculated 2015 / 2014 pro forma

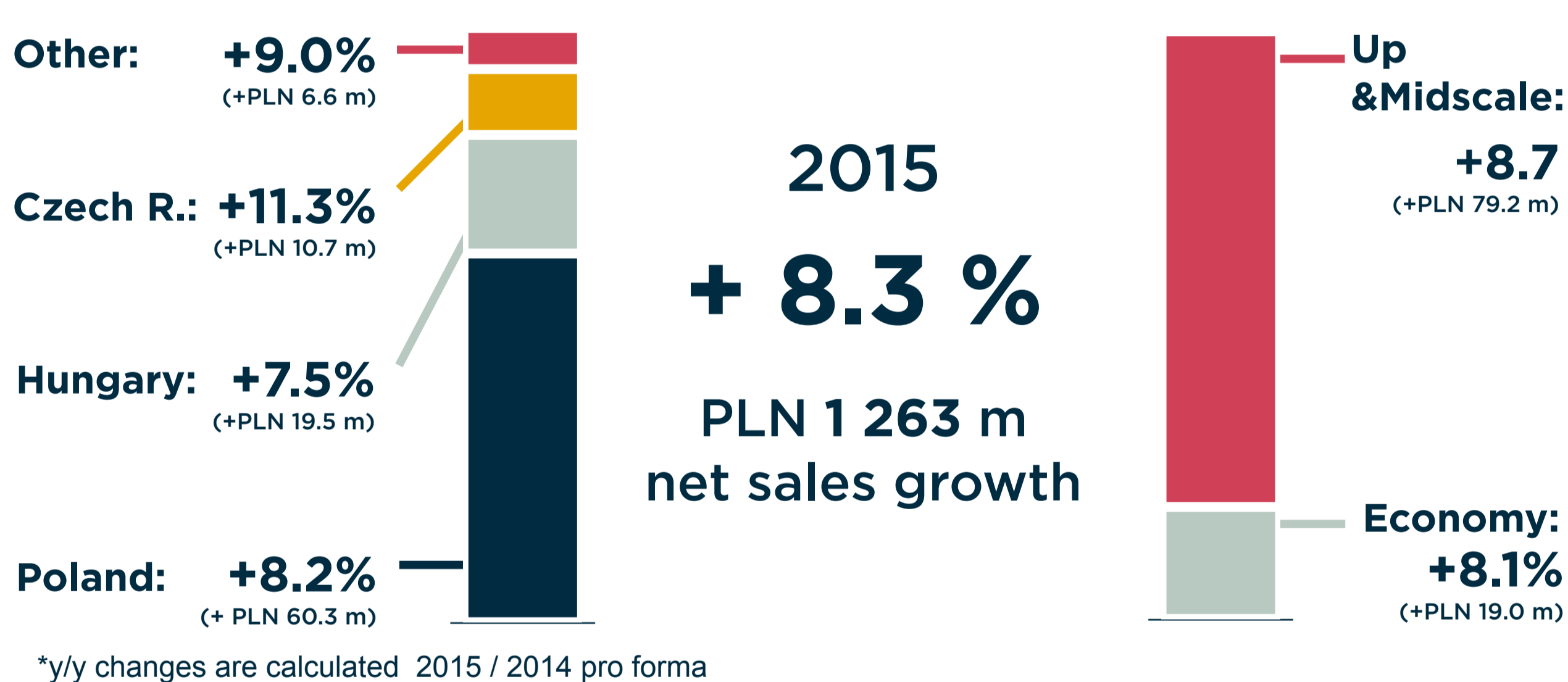
Structure of EBITDAR



Financial results

Exchange impact not material	2015	2014	y/y	2014
[PLN m, %]		Pro forma	Pro forma	reported
Net sales	1 262.7	1 165.5	+8.3%	707.8
EBITDAR	431.4	387.8	+11.2%	212.5
Rent costs	102.1	99.6	+2.5%	4.6
Operating EBITDA	329.3	288.2	+14.3%	207.8
Depreciation and amortization	139.3	136.9	+1.8%	111.4
EBIT	221.7	139.3	+59.2%	101.1
Profit (loss) before tax	212.2	149.3	+42.1%	112.8
EBITDAR margin	34.2%	33.3%	+0.9 p.p	30.0%

Increase of net sales



Orbis on Warsaw Stock Exchange

46 077 008 ordinary shares listed on WSE main market since 20.11.1997

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

Indices: mWIG40, WIG, WIG-PL, WIGdiv

Bond: ORB0620

Ticker: ORB

Nominal value: PLN 1 000

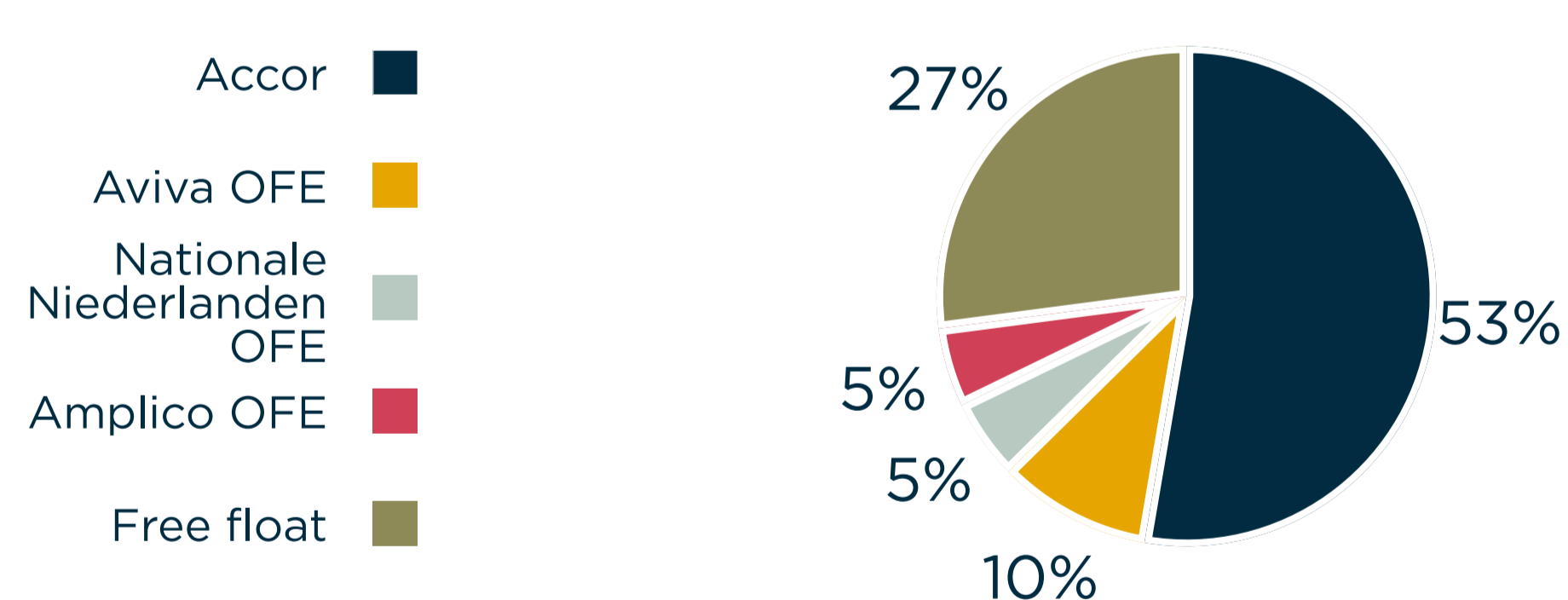
ISIN: PLORBIS00014

Nominal rate: WIBOR6M +0.97%

Animator: DM BH

Date of redemption: 26.06.2020

Shareholders' structure



Management Board

Gilles Clavie
President and CEO

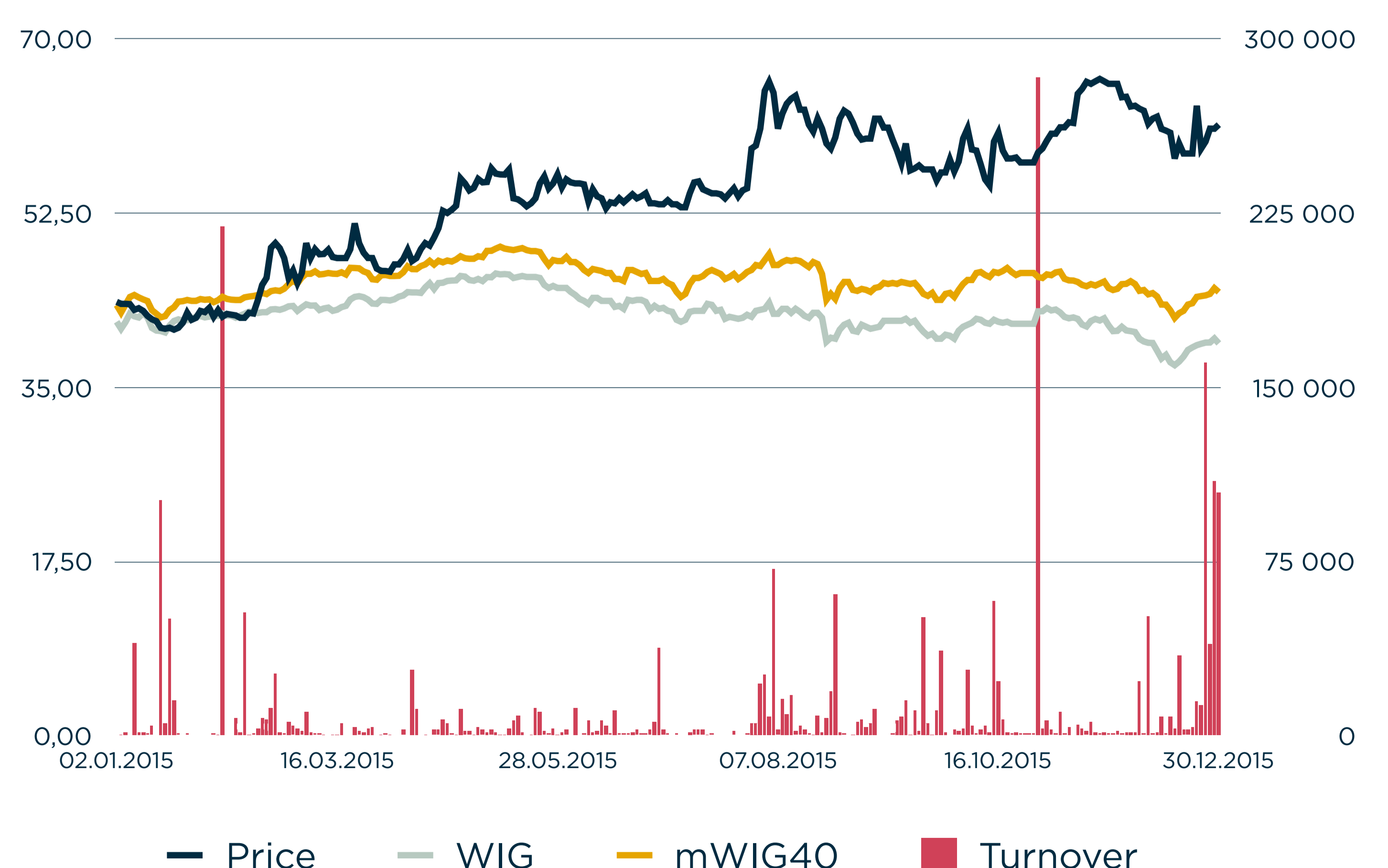
Ireneusz Węglowski
Vice President of the Management Board

Marcin Szewczykowski
Member of the Management Board and CFO

Supervisory Board

Bruno Coudry
Artur Gabor
Christian Karaoglanian
Jacek Kseń
Jan Ozinga
Laurent Picheral
Andrzej Procajto
Andrzej Przytuła
Sophie Stabile
Jarosław Szymański

+41 % share price in 2015



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