


FACTSHEET 2017 Q3

26.10.2017


Strong results that confirm the right strategy

PERFORMANCE


**+6.6%
RevPAR**

Increasing operating indicators in all countries of the EE region

PLN 186.6 RevPAR in total like-for-like


**+21.1%
EBITDA**

9M 2017 operating EBITDA reached level of **PLN 366.8m**


**5
Asset-light**

5 new franchise and management agreements signed with **610 rooms** in total

New brands in portfolio (**Adagio**)


**Talent
& Culture**

Undergoing cultural transformation supported by the **Heartist®** program

PORTFOLIO

PEOPLE

Portfolio

NETWORK DEVELOPMENT

+4 development projects:

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

560+ rooms

+42 new hotels in pipeline

- > Ownership: **6**
- > Management: **16**
- > Franchise: **20**

ca. 5 100 rooms

+5 new franchise or management agreements signed in 3Q 2017 for properties to be opened in the years to come

610 rooms

NEW BUSINESS LINES

adagio - the no. 1 aparthotels brand in Europe in Orbis portfolio

Orbis Group today

4 000
employees

8
brands

120
operating hotels

20 100
rooms

11
operational countries

5 countries
to be developed

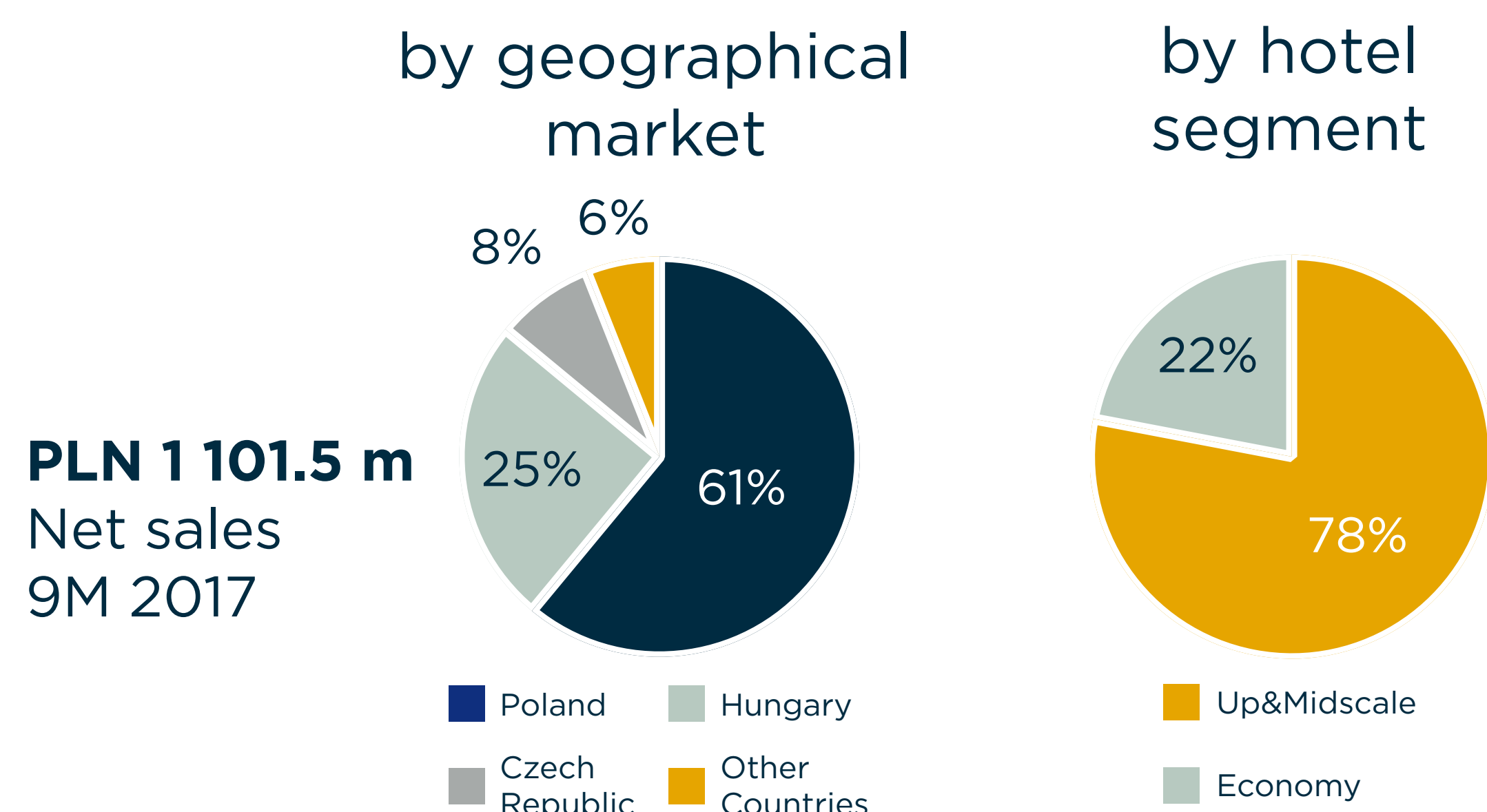
No. 1
hotel operator
in Eastern Europe

SOFITEL 4
pullman 2
GALLERY 2
Mercure 33
NOVOTEL 23
ibis 34
ibis styles 13
ibis budget 9

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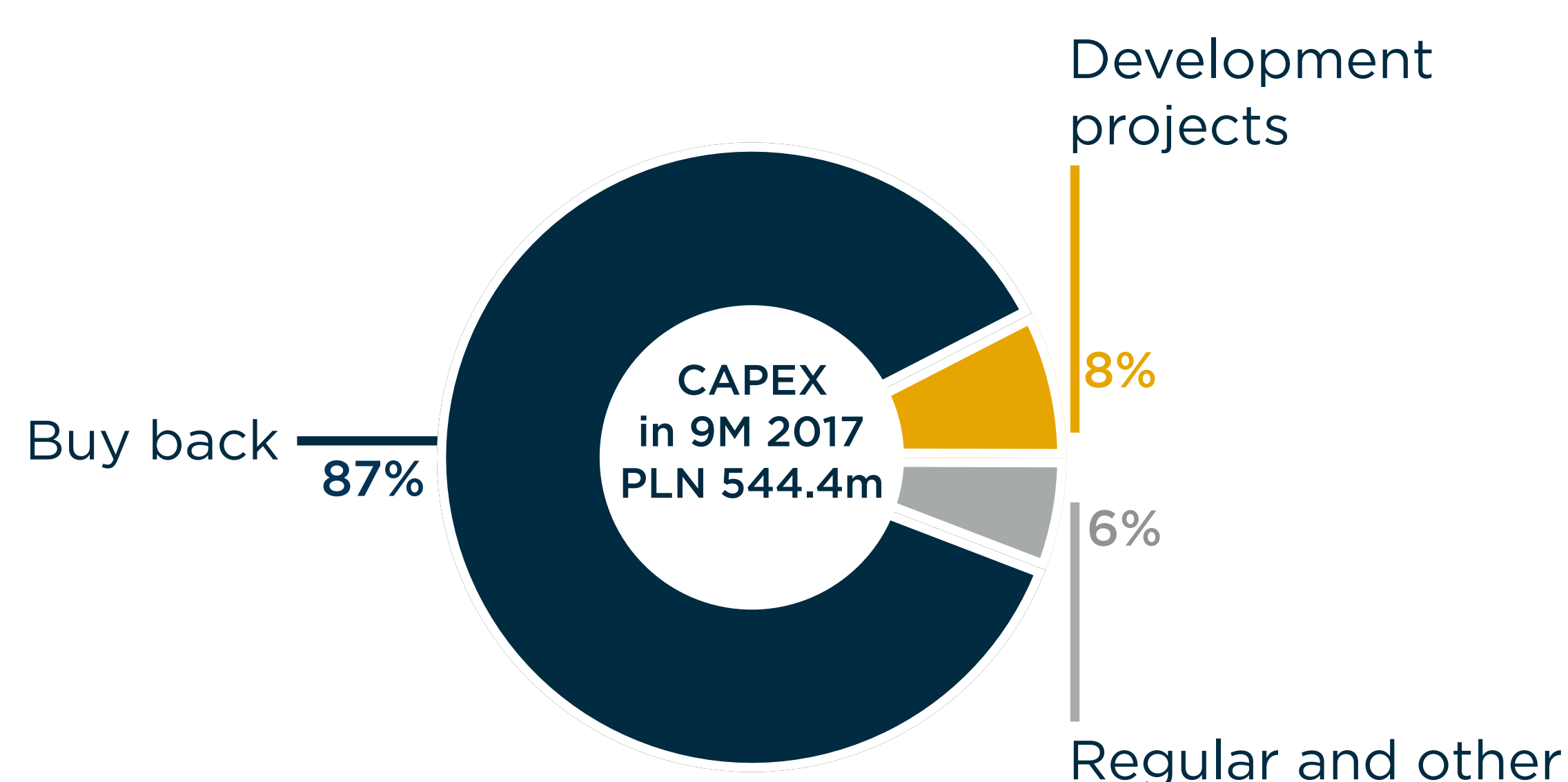
Structure of sales



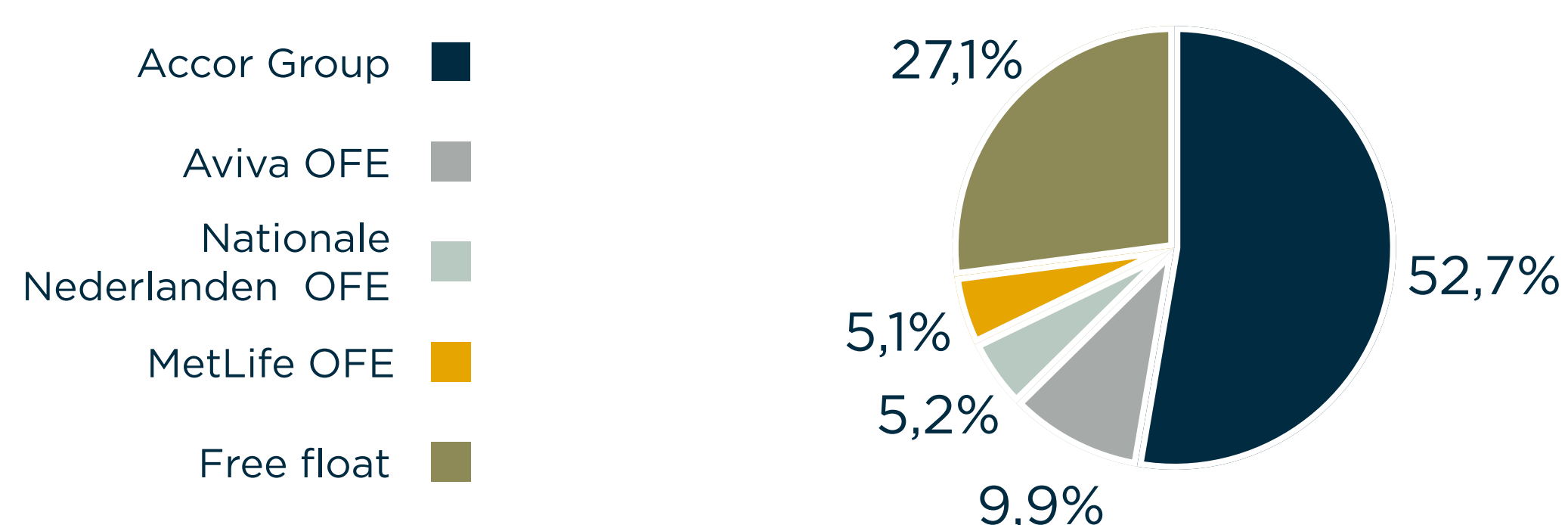
Increase of net sales



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

Contact:

Dorota Nowotny - Investor Relations Officer
+48 22 829 39 24, dorota.nowotny@accor.com

Supervisory Board

Jean-Jacques Dessors

Artur Gabor

Christian Karaoglanian

Jacek Kseń

Jean-Jacques Morin

Jan Ozinga

Laurent Picheral

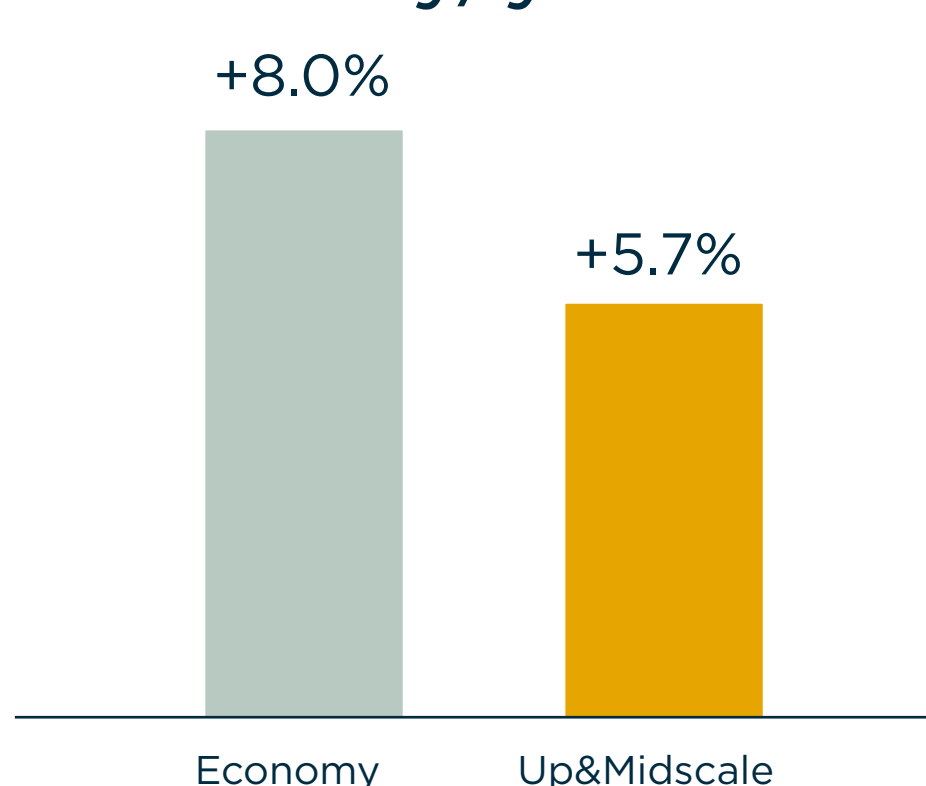
Andrzej Procajło

Andrzej Przytuła

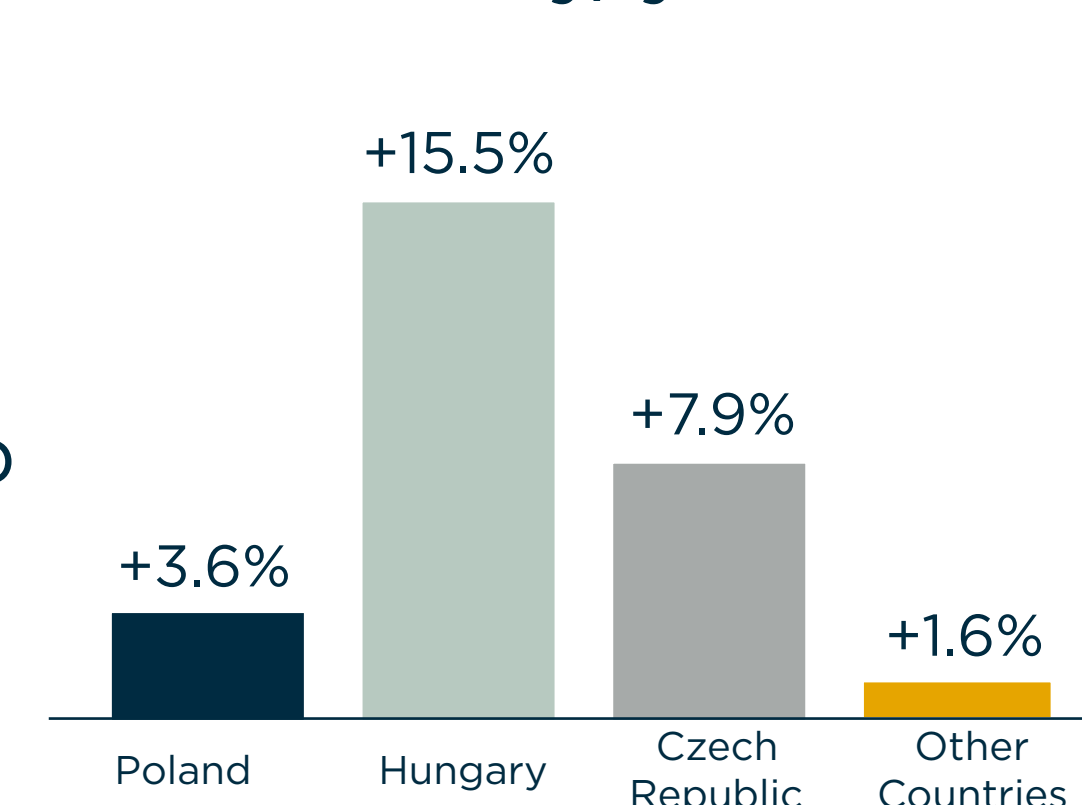
Jarosław Szymański

RevPAR

RevPAR change
by hotel segment
y/y



RevPAR change by
geographical markets
y/y



Occupancy growth
+1.1 p.p.
to 74.8%

ARR growth
+5.1%
to PLN 249.6

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, %]	9M 2017	9M 2016	change	[PLN m, %]	9M 2017
Net sales	1 101.5	1 036.2	+6.3%	Total debt (borrowings + bonds)	629.8
EBITDAR	416.2	376.9	+10.4%	Total cash	241.7
Rent costs	-49.4	-74.1	-33.3%	Net debt	388.1
Operating EBITDA	366.8	302.8	+21.1%	Net debt / equity	18.9%
Depreciation and amortization	-123.3	-109.8	+12.3%	Net debt / 12m EBITDA	0.9
EBIT	250.2	196.3	+27.4%		
Profit before tax	231.8	183.6	+26.3%		

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

+41% share price 4 January 2016 - 24 October 2017

