

Orbis

1H 2012 results

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LUXURY HOTELS

NOVOTEL

Mercure

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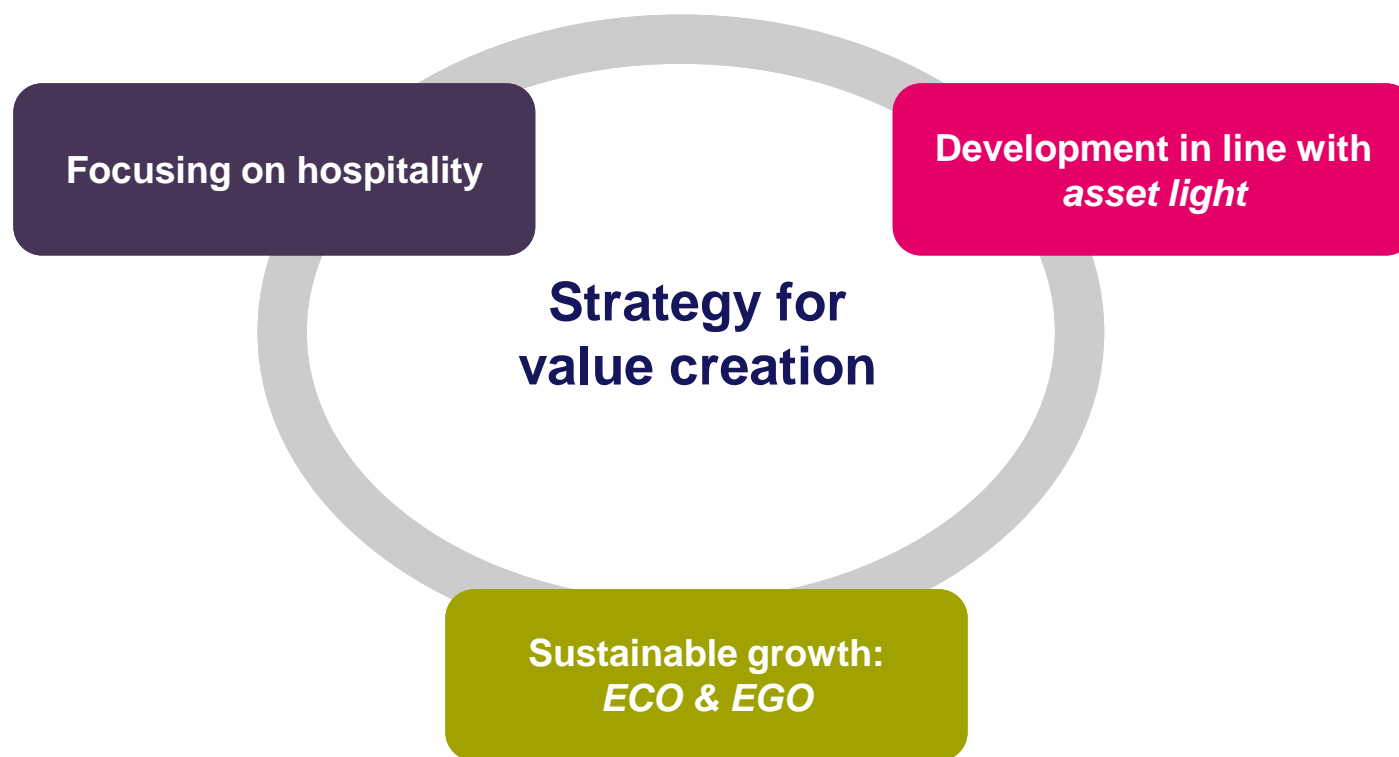
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1H 2012: Major indicators

Like -for-like results	1H 2011	1H 2012	% change
Revenue (m PLN)	322.7	355.4	+10.1%
EBITDA (m PLN)	87.1	109.6	+25.8%
Occupancy Rate (%)	50.7	50.8	+0.1 pp
Average Room Rate (PLN)	226.1	261.9	+15.8%
Revenue Per Available Room (PLN)	114.7	133.2	+16.1%

Our 3 Strategic Axis



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Focusing on hospitality – 1H 2012 key facts

Focusing on hospitality

Discontinuation of bus transportation:

- ▶ Sale of PKS Gdańsk
- ▶ Sale of PKS Tarnobrzeg

Preparing of rent-a-car sale transaction

”

Sale of rent-a-car business will be the final step to planned termination of Orbis Transport business activity ...

Asset light – 1H 2012 key facts

Development in line with
asset light

**” We can expect developing
our network through
franchise and management
in months to come ...**

Opening of new hotel in Lithuania based on management agreement

- ▶ ibis Kaunas Center (120 rooms) – April 2012

Two new management agreements signed

- ▶ Mercure in Sosnowiec (120 rooms) – Mid 2013
- ▶ ibis Styles in Sosnowiec (80 rooms) – Mid 2013



ibis Kaunas Center

Sustainable growth – 1H 2012 key facts

” Thanks to involvement of hotels’ employees and their families 4,000 trees were planted during 2012 Earth Day

**Sustainable growth:
ECO & EGO**



Planet 21 – Accor new sustainable development strategy introduced in 1H 2012 by Orbis. This program comprises 21 commitments:

- ▶ in favor of environment – **ECO**
 - ▶ 1 m kWh energy and 10 000 m³ water savings in 1H 2012, (in total almost 0.5 m PLN savings)
- ▶ in favor of people – **EGO**
 - ▶ establishing cooperation with the Nobody's Children Foundation to protect children from abuse



Nature
Nature



Innovation
Innovation



Carbone
Carbon



Local
Local



Dialogue
Dialogue



Emploi
Employment



Santé
Health



Orbis signed first Polish Diversity Charter

- ▶ The policy of equal treatment and diversity management



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New developments – 760 new hotel rooms

5 new hotels opened, enlargement of the 25% of the rooms number in ibis Megabrand section:

- ▶ ibis Kaunas under management contract
- ▶ ibis and ibis budget Kraków Stare Miasto
- ▶ ibis and ibis budget Warszawa Reduta

Modernizing of existing hotel network:

- ▶ Renovation of part of the rooms and public spaces already performed in 5 Novotels



According to the new strategy of Accor Group the structure of hotel economy brands has been redesigned

Ibis became a dominant brand, and offers its services under three brands:

- ▶ ibis
- ▶ ibis Styles (formerly „all seasons”)
- ▶ ibis budget (formerly „Etap”)

”During 1H 2012 all 22 economy hotels were successfully rebranded ...



Operating and financial results

1H 2012

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Operating results 2Q 2012

	2Q 2011	2Q 2012	Δ 2012/2011	Δ 2012/ 2011 like-for-like*
Occupancy rate (OR)	55.7%	59.6%	3.9pp	+2.0pp
Average Room Rate (ARR) in PLN	226.2	287.3	27.0%	+25.1%
Revenue per Available Room in PLN	126.0	171.3	36.0%	+29.3%
Number of roomnights sold	545,904	538,283	-1.4%	-
Number of rooms	10,688	10,125	-5.1%	-

* like-for-like: after eliminating the impact of one-off and non-recurring events as well as results of closed hotels.

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Operating results 1H 2012

	1H 2011	1H 2012	Δ 2012/2011	Δ 2012/ 2011 like-for-like*
Occupancy rate (OR)	48.6%	50.7%	2.1pp	+0.1pp
Average Room Rate (ARR) in PLN	221.4	260.9	17.8%	+15.8%
Revenue per Available Room in PLN	107.7	132.2	22.7%	+16.1%
Number of roomnights sold	949,775	914,020	-3.8%	-
Number of rooms	10,668	10,125	-5.1%	-

* like-for-like: after eliminating the impact of one-off and non-recurring events as well as results of closed hotels.

Operational results by hotel category

2Q 2012	Occupancy		ARR*		RevPAR**	
	(%)	Δ pp (YoY)	PLN	(%) YoY	PLN	(%) YoY
Up&Midscale	60.1	+ 6.4	320.2	+ 30.7	192.6	+ 46.4
Economy	58.2	- 5.0	190.9	+ 15.2	111.2	+ 6.1

1H 2012	Occupancy		ARR*		RevPAR**	
	(%)	Δ pp (YoY)	PLN	(%) YoY	PLN	(%) YoY
Up&Midscale	49.5	+ 3.0	288.7	+ 20.6	142.8	+ 28.2
Economy	54.5	- 2.1	181.0	+ 9.7	98.7	+ 5.7

* ARR – Average Room Rate

** RevPAR – Revenue per Available Room

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Financial results

PLN '000	2Q 2011	2Q 2012	Change	1H 2011	1H 2012	Change
Net sales	192,393	222,023	+15.4%	336,881	359,816	+6.8%
Net sales like-for-like*	182,332	217,642	+19.4%	322,740	355,435	+10.1%
EBITDA	73,951	85,306	+15.4%	108,390	103,218	-4.8%
EBITDA like-for-like*	62,738	88,921	+41.7%	87,114	109,612	25.8%
Net profit	34,544	82,573	+139.0%	37,625	75,470	+100.6%

* like-for-like: after eliminating the impact of one-off and non-recurring events as well as results of closed hotels.

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