



Press release

Warsaw, 21th of February 2019

2018 has been another record year in terms of all strategic goals: financial performance, portfolio development and talents engagement

“Since the transformation in 2015, when Orbis has become the leader of Eastern Europe region, the Company is every year strengthening its position and reaching new highs. Since then, the Group almost doubled the number of hotels, the number of guests welcomed and its revenue.”- said Gilles Clavie, President and CEO of Orbis

Performance

2018 has been another record year in terms of all Orbis strategic goals: financial performance, portfolio development and talents engagement. At the end of 2018 Accor announced a tender offer on Orbis shares aiming on replicating active asset management strategy implemented by Accor for several years. Eventually Accor strengthened its position in the company's shareholding up to 85.8%.

For the fifth year in a row Orbis delivered robust results at the operational level, manifested by +3.8% RevPAR increase up to EUR 44.6 for the whole Group. This high result was achieved thanks to significant growth of the Average Room Rate (+5.1%) and was visible in all the countries of the region. Solid operating results were reflected in the growth of revenues (+4.1%) up to EUR 335.7 m and in remarkable operating EBITDA increase of +7.8% (up to EUR 111.9 m). The Group have proved once again that its know-how and experience are the solid foundation for the Company's stable functioning even in challenging market conditions, which they faced in 2018, including fast growing competition in key marketplaces and demanding labour market in the region.

Portfolio

Last year achievements in portfolio development made the Company stronger and more diversified. In 2018 Orbis succeeded to open three owned hotels i.e. ibis Vilnius Center (161 rooms), ibis Styles Warsaw Center (179 rooms) and ibis Poznań Centrum after renovation (190 rooms). On top of this 9 hotels with over 1,000 rooms were opened based on asset light agreements and the Company also signed other 20 new agreements (over 2,700 rooms) across Eastern Europe region. Now Orbis has developed a comprehensive portfolio of 133 hotels (21,600 rooms) and the strongest, secured pipeline ever, consisting of 47 new hotels (almost 6,400 rooms). The Group is more diversified geographically and balanced, being now nearly half asset-light in terms of number of hotels. Having 87% of pipeline in the asset light model Orbis is naturally following the strategy of making the Group more lean and agile.

“Looking forward, I am sure that Orbis Group is strong and well prepared to face competitive challenges as well as structural changes, resulting from stronger Accor engagement. Our priority is to continue making our clients “Feel Welcome”, our talents “Feel Valued” and building a long-standing relationship with our business partners. This approach will reinforce further growth of the Group in key areas of focus. ” - summarized Gilles Clavie.

Financial and operating results

Orbis Hotel Group	2018	2017	change
Operating like-for-like			
Occupancy rate %	73,4%	74,4%	-1 p.p.
Average Room Rate without VAT in EUR	60,8	57,8	5,1%
Revenue per Available Room in EUR	44,6	43,0	3,8%
Financial m EUR			
Revenue like-for-like	335,7	322,6	4,1%
EBITDAR	125,8	124,7	0,9%
EBITDA operating like-for-like	111,9	103,9	7,8%
Income before tax	98,6	67,1	46,9%

Kontakt

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About Orbis Hotel Group:

The Orbis Hotel Group is the largest network of hotels in Poland and in Eastern Europe. Orbis comprises more than 130 hotels and is the sole licensor of all AccorHotels brands in 16 countries including Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Macedonia, Moldova, Montenegro, Poland, Romania, Serbia, Slovakia and Slovenia. It offers almost 21,000 rooms. The hotels operate under the brand names Sofitel, MGallery by Sofitel, Pullman, Novotel, Mercure, adagio, ibis, ibis Styles and ibis budget. These brands, recognized throughout the world, provide a quality of service to various standards, ranging from luxury 5-star to budget 1-star hotels.

Since 1997 Orbis SA is quoted on the Warsaw Stock Exchange.

Orbis' strategic partner is





About AccorHotels:

[AccorHotels](#) is a world-leading travel & lifestyle group and digital innovator offering unique experiences in more than 4,600 hotels, resorts and residences across 100 different countries.

With an unrivaled portfolio of internationally renowned [hotel brands](#) encompassing the entire range from luxury to economy, from upscale to lifestyle and midscale brands, AccorHotels has been providing savoir-faire and expertise for more than 50 years.

In addition to its core hospitality business, AccorHotels has successfully expanded its range of services, becoming the world leader in [luxury private residence](#) rental with more than 10,000 stunning properties around the world. The Group is also active in the fields of [concierge services](#), [co-working](#), [dining](#), [events management](#) and [digital solutions](#).

Relying on its global team of more than 250,000 dedicated staff, AccorHotels is committed to fulfilling its primary mission: to make every guest Feel Welcome. Guests have access to one of the world's most attractive hotel loyalty programs - [Le Club AccorHotels](#).

AccorHotels plays an active role in its local communities and is committed to promoting sustainable development and solidarity through [PLANET 21 Acting Here](#), a comprehensive program that brings together employees, guests and partners to drive sustainable growth.

From 2008, the [AccorHotels Solidarity Endowment Fund](#) has acted as a natural extension of the Group's activities and values, helping to combat the social and financial exclusion experienced by the most disadvantaged members of society.

Accor SA is publicly listed on the Euronext Paris Stock Exchange (ISIN code: FR0000120404) and on the OTC Market (Ticker: ACRYF) in the United States.

**For more information or to make a reservation, please visit accorhotels.group or accorhotels.com.
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