



everyday is  
**FOLIDAY**

2022  
Annual Results  
Presentation

**FOLIDAY 复星旅文**

复星旅游文化集团 FOSUN TOURISM GROUP  
A company incorporated under the laws of the Cayman Islands with limited liability

(Stock Code: 01992)

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This PPT includes forward-looking statements. All statements, other than statements of historical facts, that address activities, events or developments the Company expects or anticipates will or may occur in the future (including but not limited to projections, targets, estimates and business plans) are forward-looking statements. The Company’s actual results or developments may differ materially from those indicated by these forward-looking statements as a result of various factors and uncertainties, and other risks and factors beyond our control. In addition, the Company makes the forward-looking statements referred to herein as of today and undertakes no obligation to update these statements. The financial figures in this PPT are calculated using the average exchange rate for the reporting period January 2022 to December 2022 (EUR/CNY= 7.07142, HKD/CNY= 0.85829, GBP/CNY=8.30086), and period-end exchange rate as of 31 December 2022 (EUR/CNY=7.42290, HKD/CNY=0.89330, GBP/CNY=8.39410), the exchange rate to be updated.

# CONTENTS

## 目录



01

Executive  
Summary

02

Operational  
Overview

03

Financial  
Overview

04

Recent Updates &  
Strategic  
Landscape

05

Appendix

## Business Volume from tourism operation surged by 85% to RMB14,503 million

### Adjusted EBITDA soared by 10 times

- In 2022, the Group's Business Volume<sup>1</sup> from its tourism operation surged by 85% YoY to RMB14,503 million
- Revenue increased by 49% from RMB9,261 million in 2021 to RMB 13,778 million in 2022
- Adjusted EBITDA increased from RMB213 million in 2021 to RMB2,345 million
- Profit/loss attributable to equity holders narrowed substantially from a loss of RMB2,719 million in 2021 to a loss of RMB545 million

## Club Med's business performance surged Bookings showed accelerating growth in 2023

- In 2022, Club Med's Business Volume was RMB12,011 million, more than doubling from 2021 at constant exchange rates
- In 2022, adjusted EBITDA turned significantly positive, from a negative RMB136 million in 2021 to RMB2,188 million
- As of 11 March 2023, bookings for 1H2023 increased by 36% compared with the same period of 2022, 2H2023 increased by 23% over the same period of 2022

## Atlantis Sanya achieved strong growth when the pandemic was well contained Rapid rebound after resumption of travel

- In 2022, Atlantis Sanya's Business Volume declined by 40% YoY due to the impact of the pandemic, and recorded RMB 362 million (+44% YoY) and RMB 215 million in the first two months and July of 2022, respectively
- In the first two months of 2023, Atlantis Sanya's Business Volume was RMB399 million, up by 10% YoY. Average occupancy rate by room was 96.0% and average daily room rate was RMB2,893



## New projects are progressing steadily Taicang FOLIDAY Town will open soon

- Lijiang FOLIDAY Town recorded Business Volume of RMB 89 million in 2022, almost doubled on comparable basis. Its performance accelerated in 2H22, Average Daily Bed Rate and Average Occupancy Rate by Bed for 2H22 was RMB 1,216 and 42.5% respectively; in the first two months of 2023, Lijiang FOLIDAY Town recorded Business Volume of RMB18 million, increased by 149% over the same period of 2022
- “Alps Snow Live”, Club Med Joyview Taicang Resort and Phase I of “Alps Time” in Taicang FOLIDAY Town is progressing smoothly, and it is planned to open in the second half of 2023

## Achieved excellent ESG ratings, The Only MSCI AAA-rated Company in Hotel and Travel Industry in Greater China Region

- The Only MSCI AAA-rated Company in Hotel and Travel Industry in Greater China Region
- Received an A rating in the HKQAA Sustainability Rating, been included in the Hang Seng Corporate Sustainability Benchmark Index for two consecutive years
- Made significant progress in the S&P Global Corporate Sustainability Assessment for the second consecutive year, ranking among the top 13% of its industry globally (Score date: Feb 17, 2023)

## Effectively executed the asset-light strategy, plans to actively explore opportunities to introduce strategic partners

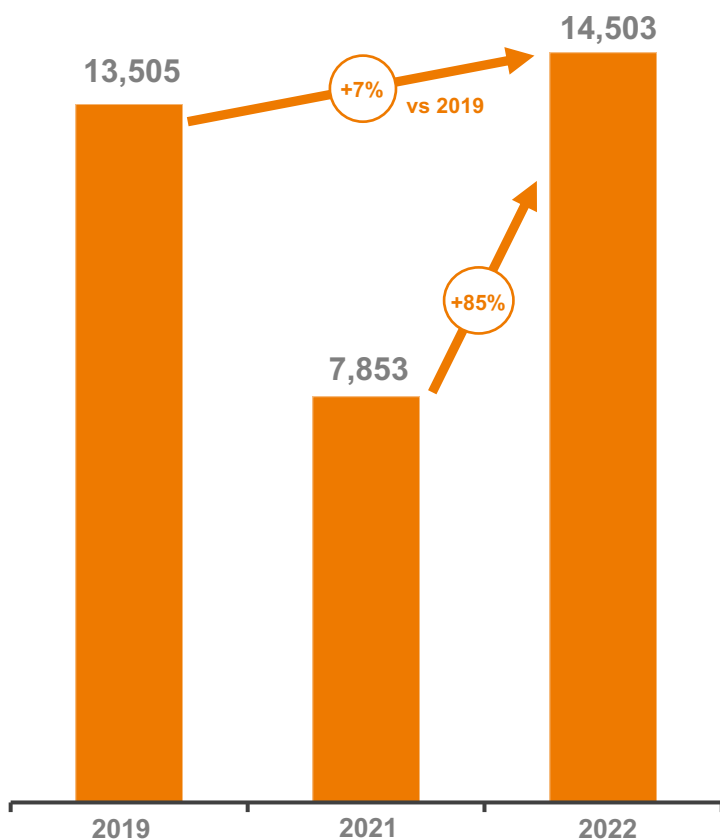
- In 2022, Club Med completed the sale and leaseback of the Greek resort Gregolimano in June and disposed US resort Sandpiper in September, generating net cash flow of RMB846 million
- The Group is actively exploring opportunities to introduce strategic partners to jointly develop existing projects and new destination projects

Note: <sup>1</sup>Business Volume is defined as the aggregate sales of our resort service, tourism destination operation and other tourism-related services and solutions, regardless of whether the resort is owned, leased or managed

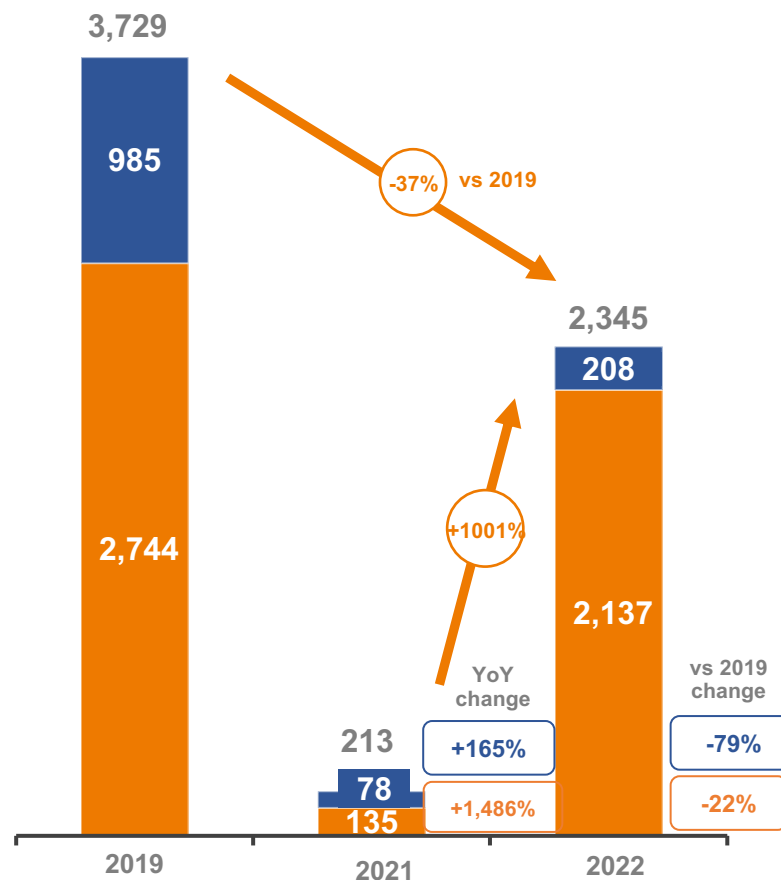
Note: As IFRIC Agenda Decision stated, the change in accounting policy related to intangible assets has been accounted for retrospectively and all the comparative figures for 2021 in this section have been restated.

# Group's revenue surged in 2022, with significant improvement in profitability

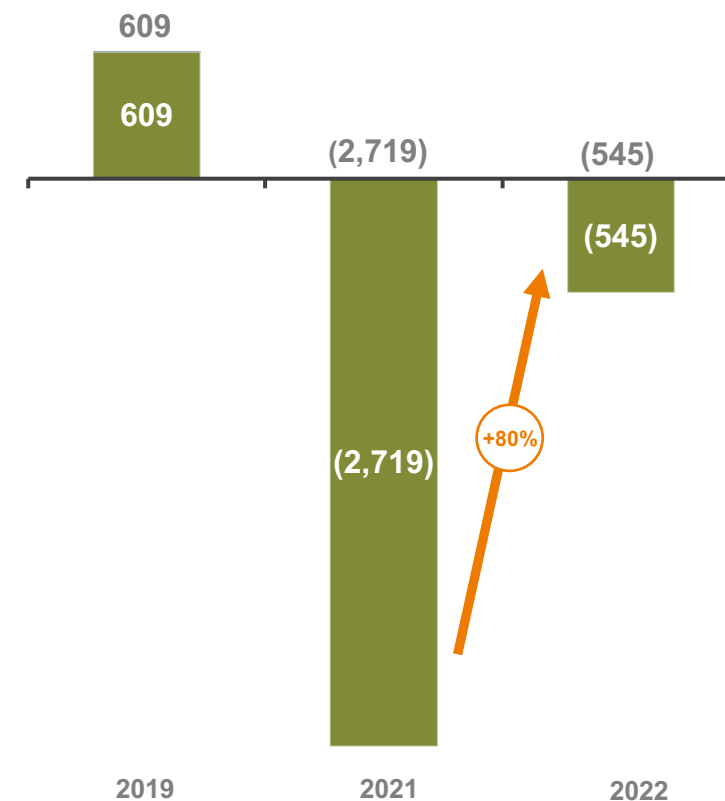
Business Volume from  
Tourism Operation<sup>1</sup> (RMB million)



Adjusted EBITDA (RMB million)



Profit/(loss) attributable to  
equity holders (RMB million)



Note: <sup>1</sup>Tourism operation includes Resorts and Hotels, Tourism Destinations and Services and solutions in various tourism and leisure settings

Tourism operation<sup>1</sup>

Property sales and  
construction services

The Group

# CONTENTS

## 目录



01

Executive  
Summary

02

Operational  
Overview

03

Financial  
Overview

04

Recent Updates &  
Strategic  
Landscape

05

Appendix

# Resorts and Hotels – Club Med: Briefing

## Club Med Overview



66 resorts<sup>1</sup>

Iconic global vacation brand

Sell and operate in 40+ countries and regions

73% from direct sales

## Strategy



### Upscale with Club Med spirit

- Higher profitability & stronger resilience to economic cycles
- 95% of 4 & 5 Trident resort capacity, up 10 ppts vs 2019

### Happy to Care

- 100% of new resorts construction are eco-certified by BREEAM<sup>2</sup>
- GREEN GLOBE<sup>3</sup> eco-certification of resorts daily operation
- GREEN FARMERS program

### Become the Hospitality employer of choice

- Offering a “life-changing experience” to employees

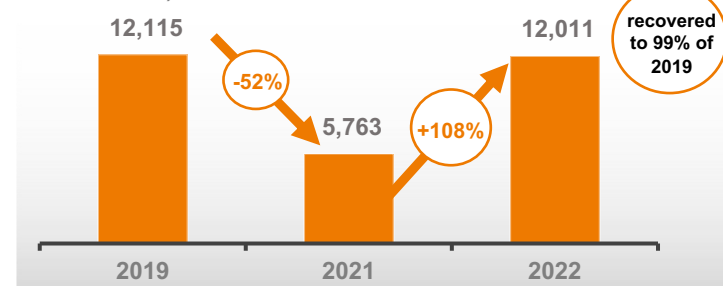
### Glocalization

- A global footprint with a local focus in terms of markets, products, and destinations

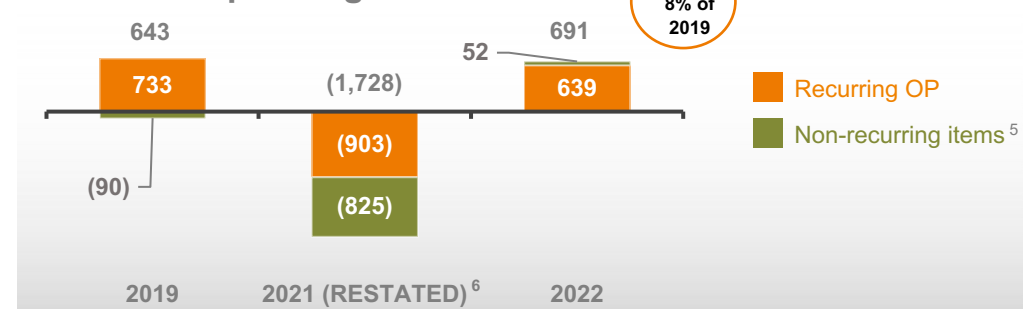
### Happy Digital

- 28% of our individual customers chose to book online: up 8 ppts vs 2019

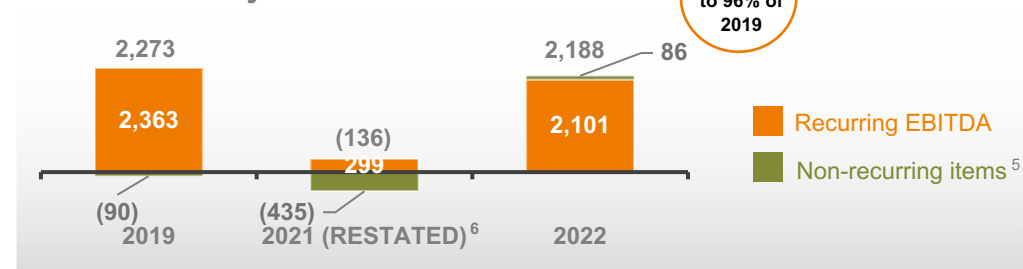
( RMB in millions ) Business Volume<sup>4</sup>



( RMB in millions ) Operating Profit



( RMB in millions ) Adjusted EBITDA



Notes: <sup>1</sup> During 2022, we opened seven new upscale resorts and closed five resorts.

<sup>2</sup> It is the world's leading sustainability assessment method for master planning projects, infrastructure and buildings. It recognizes and reflects the value in higher performing assets across the built environment lifecycle, from new construction to in-use and refurbishment

<sup>3</sup> Green Globe International Standard for Sustainable Tourism

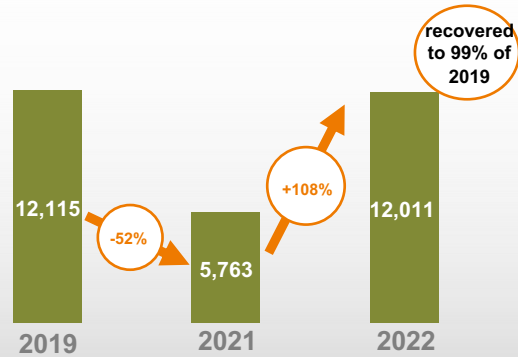
<sup>4</sup> At constant exchange rate.

<sup>5</sup> Non-recurring items of resorts operation included the gain/(loss) from disposal of subsidiary and long-term assets, the costs of the business during their closure when they are supposed to be opened before the Pandemic, and additional operation costs due to the Pandemic, impairment and provisions, restructuring and disposal damage insurance.

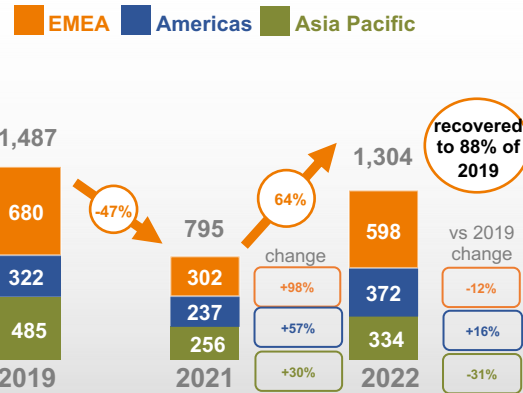
<sup>6</sup> 2021 Restated figure: restatement is due to 2022 IFRIC rule implementation related to Cloud applications where intangible assets are to be restated as charges.

# Resorts and Hotels – Club Med : Accelerated Recovery

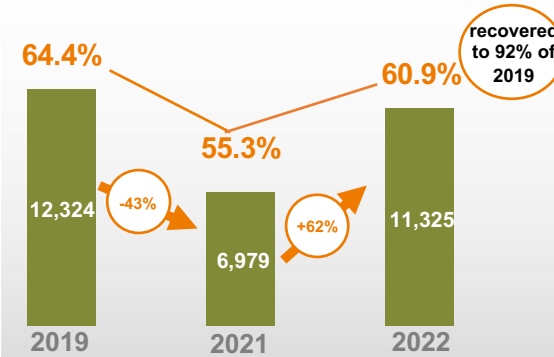
**Business Volume <sup>1</sup>**  
( RMB in millions )



**Number of Customers**  
( '000 )



**Resorts Capacity and Occupancy Rate by Bed**  
( '000 ) (%)



## Summary

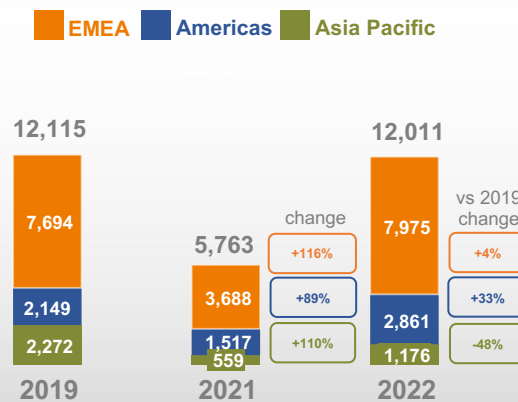
In 2022, Business Volume of Club Med reached RMB 12,011 million, up approximately 108% YoY, recovered to 99% of the same period of 2019. Average Occupancy Rate by Bed was 60.9% in 2022, 5.6 pts higher than that of 2021, and 3.5 pts lower than that of 2019. Thanks to the upgrade of resorts portfolio and the upscale capacity achieved, also combined with the coverage of 3 years of inflation impact, Average daily bed rate was RMB 1,468 in 2022, up 15% YoY and 20% higher than in 2019. Number of customers has reached 1,304k in 2022, 64% higher than 2021, and at 88% of 2019.

In 2022, resorts capacity increased by 62% YoY, recovered to 92% of 2019 capacity.

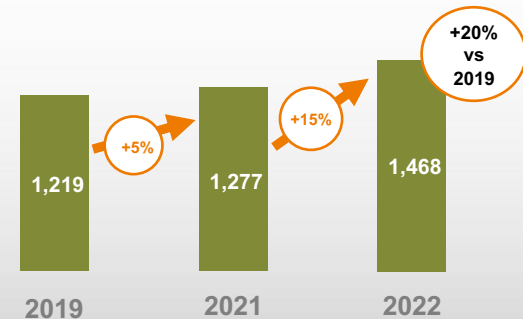
By region, the Business Volume of Club Med in the Americas increased by 89% YoY and up 33% compare with 2019. In EMEA increased by 116% YoY and up 4% compared with 2019. For Asia Pacific, increased 110% YoY and recovered to 52% of 2019, as remaining travel restrictions in Asia Pacific Region countries until early June.

Due to the Pandemic resurgence in China, Business Volume of Club Med in Mainland China recorded RMB405 million in 2022, 2% higher than that in 2021, recovered to 54% of 2019; whilst Business Volume of Club Med China resorts almost recovered to 2019 level

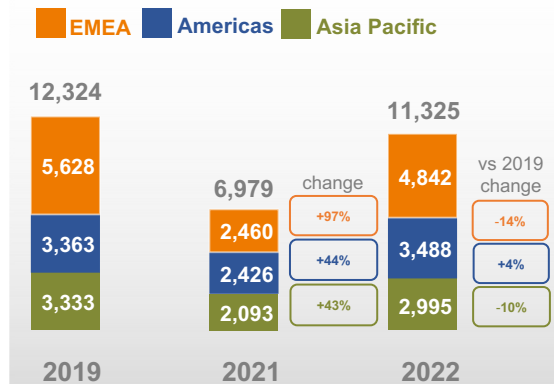
**Business Volume <sup>1</sup>**  
( RMB in millions )



**Average Daily Bed Rate<sup>1</sup>**  
( RMB )



**Resorts Capacity**  
( '000 ) (%)



Note: <sup>1</sup> At constant exchange rate

Notes: <sup>1</sup> At constant exchange rate.



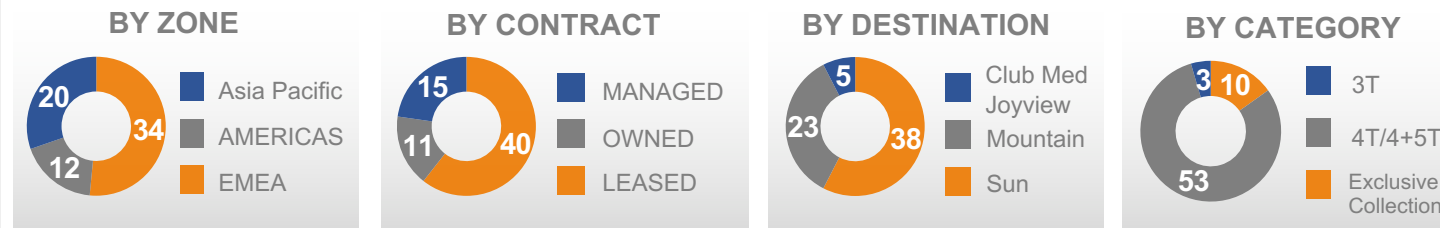
# Resorts and Hotels – Club Med

Dynamic Development Plan with focus on value strategy

## A successful achievement in 2022 of the upscale strategy : +10 pts vs Y19

Y22 : 95% of Capacity  
95% of Clients } Upscale or Very Upscale

### Breakdown of 66 resorts in 2022



### Opened in 2022



Club Med Chang Baishan / China



Club Med Marbella / Spain



Club Med Exclusive Collection Val d'Isère / France



Club Med Tignes / France



Club Med Joyview Thd islands / China



Club Med Joyview Yanqing / China



Club Med Kiroro Phrase I / Japan

### 2 strategic product ranges



#### In 2022

- More than 20 Resorts worldwide
- Unique value proposition Winter & Summer

#### By 2025

- 21% of Club Med capacity
- 438k customer

#### In 2022

- 13% of Club Med capacity
- 15% of global Business Volume
- 118k customers

#### By 2025

- 15% capacity growth target vs 2022
- 177k customers

### 17 New Resorts/Spaces between 2023 and 2025

- By 2025, together with new opening and renovation, partially offset by closure of obsolete resorts, we anticipate an increase of annual capacity above 20% compared to that of 2022.

• Club Med's CAPEX for 2022 amounted to RMB600.1 million, increased by approximately 111% compared to that of 2021 (restated), 13% decrease compared to that of 2019.

# Resorts and Hotels – Club Med: Bookings 1H23 | Revenge travel in Asia Pacific in 2023



## Strong bookings rebound for 1H23 departures<sup>1</sup> +36% YoY:

- Americas +39%
- EMEA +19%
- Asia Pacific + 232% (incl. China +76%)

- Recent reopening of several Asian source markets and destinations
- Removal of COVID-19 travel restrictions in China; a key step to the recovery of the tourism sector in Asia and worldwide

## Number of Customers for 1H23 +29%<sup>1</sup> YoY :

- Americas +8%
- EMEA +12%
- Asia Pacific + 144% (incl. China + 119% )

- Revenge travel
- Strong momentum on domestic travel in China, Japan, Malaysia

## Value Strategy: ADR for 1H23 departures<sup>1</sup> +11% YoY

- Americas +20%
- EMEA +9%
- Asia Pacific + 24% (incl. China - 3%)<sup>2</sup>

- In line with our Upscale strategy & Resort's portfolio
- Protecting margin in a global context of high inflation notably in the year 2022

## Occupancy Rate by Bed in the first two months of 2023 reached 72% vs 61% over same period of 2022, by +11 pts

- Americas +14 pts
- EMEA +7 pts
- Asia Pacific +23 pts (incl. China +15 pts)

## Occupancy Rate by Bed in the first two months of 2023 reached 72%, recovered to that of the first two months of 2019 level

- Club Med offer in line with customers expectations

Notes:

<sup>1</sup> Bookings in terms of Business Volume STS (Stay, Tours and Services) as of Mar.11, 2023

<sup>2</sup> Due to the increase of proportion of capacity of Club Med Joyview in China

## Atlantis Sanya



- In 2022, Business Volume amounted to RMB877 million, down by 40% from RMB1,455 million in 2021
- Its business performance showed strong resilience during the period when the pandemic was under control. In the first two months of 2022, Business Volume was RMB362 million. In July, Business Volume was RMB215 million
- Adjusted EBITDA was RMB289 million, down by 56% when compared with 2021

## Lijiang FOLIDAY Town



- Lijiang FOLIDAY Town completed its first full year of operation. Business Volume from its operations amounted to RMB89 million, welcoming approximately 174,000 visits
- In 2022, 26 units of saleable vacation houses were sold in Lijiang FOLIDAY Town, generating a sales value of RMB25 million. With the delivery of 19 units, a revenue of RMB22 million was recognized
- Albion Holiday Apartments of Lijiang FOLIDAY Town officially opened in January 2022

## Taicang FOLIDAY Town



- In 2022, a total of 133 saleable property units in Taicang FOLIDAY Town were sold (including pre-sales), with a corresponding sales value of RMB354 million
- In 2022, Taicang FOLIDAY Town delivered 429 units in total, with a sales value of RMB1,033 million
- By the end of 2022, Alps Snow Live, Club Med Joyview Taicang Resort completed the capping of the structure and will be officially opened in 2H2023

## Albion



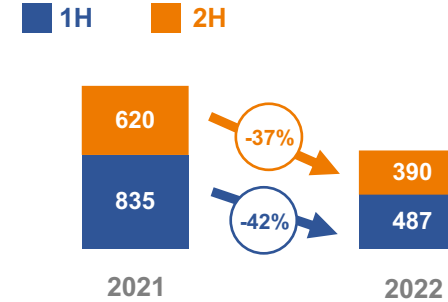
- In 2022, Albion's Business Volume amounted to RMB85 million, up by 3% compared with that of 2021
- In September 2022, Changshu Joelux Park, a tourism destination designed by Albion with a focus on family outdoor activities, was officially put into operation, further enhancing the comprehensive competitiveness of Albion's "hotel +" model in the scenic resort market

# Tourism Destinations – Atlantis Sanya

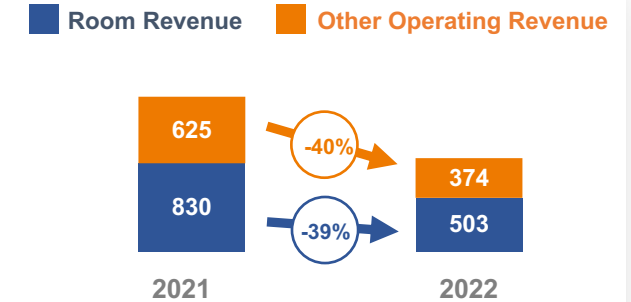
## Summary

- In 2022, Business Volume from the operation decreased by 40% YoY to RMB877 million. The number of visits was down from 4.7 million in 2021 to 2.9 million
- In 2022, despite the impact of the pandemic in mainland China, its business showed stronger resilience during the period when the pandemic was under control, benefiting from its highly competitive product. In the first two months of 2022, its Business Volume amounted to RMB362 million. In July 2022, its Business Volume was RMB215 million
- In 2022, adjusted EBITDA declined by 56% from RMB652 million in 2021 to RMB289 million
- Atlantis Sanya presented a range of new experiences to customers. It created a limited-time boutique and a limited-time café – LANVIN Café; fully upgraded the Aquaventure Waterpark Night Carnival and launched the “Super Summer Vacation” campaign; jointly organized the 2022 China Mermaid Open (Atlantis Sanya Event) with the General Administration of Sport of China
- As of 30 June 2022, “Atlantis Sanya” was ranked No. 1 in the seeded list of luxury hotels in Sanya by Douyin

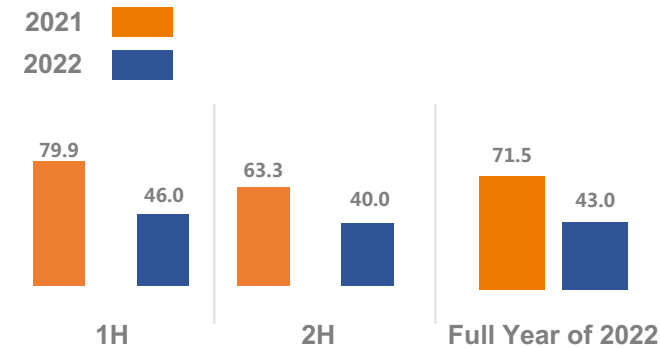
Business Volume (RMB million)



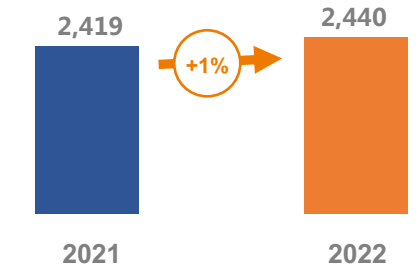
Breakdown of Business Volume (RMB million)



Occupancy Rate (%)



Average Daily Rate by Room (RMB)



# Tourism Destinations – Lijiang FOLIDAY Town

## Details of Lijiang FOLIDAY Town : ( Total GFA: Approximately 283,000m<sup>2</sup> )

### 01 Overview

Located in Baisha Town, Lijiang City, Yunnan Province, Southwest China, Lijiang FOLIDAY Town covers an area of approximately 695,000 m<sup>2</sup> and is positioned as an international tourism destination targeting mid- to high-end customers. The project is planned to combine comprehensive tourism and leisure features, including Club Med Lijiang resort, a themed commercial street, a theme park and a lake camp (“Operational Section”), as well as around 3,000 vacation homes.

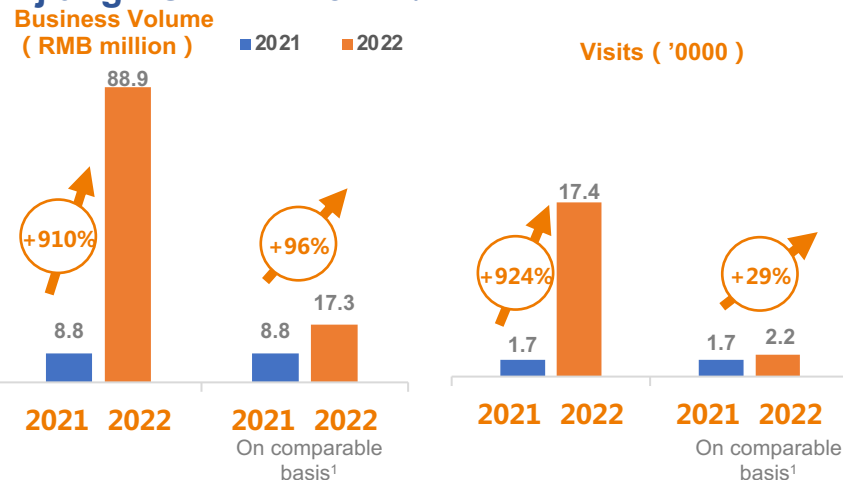
### 02 Construction Progress

- Albion Holiday Apartment of Lijiang FOLIDAY Town officially opened in January 2022
- Club Med Lijiang resort, Lijiang FOLIDAY Town's Albion Holiday Apartments and lake camp commenced operation in 2H2021
- Construction of saleable vacation homes has been completed in stages since late 2021 and the operational section is expected to be completed by late 2024

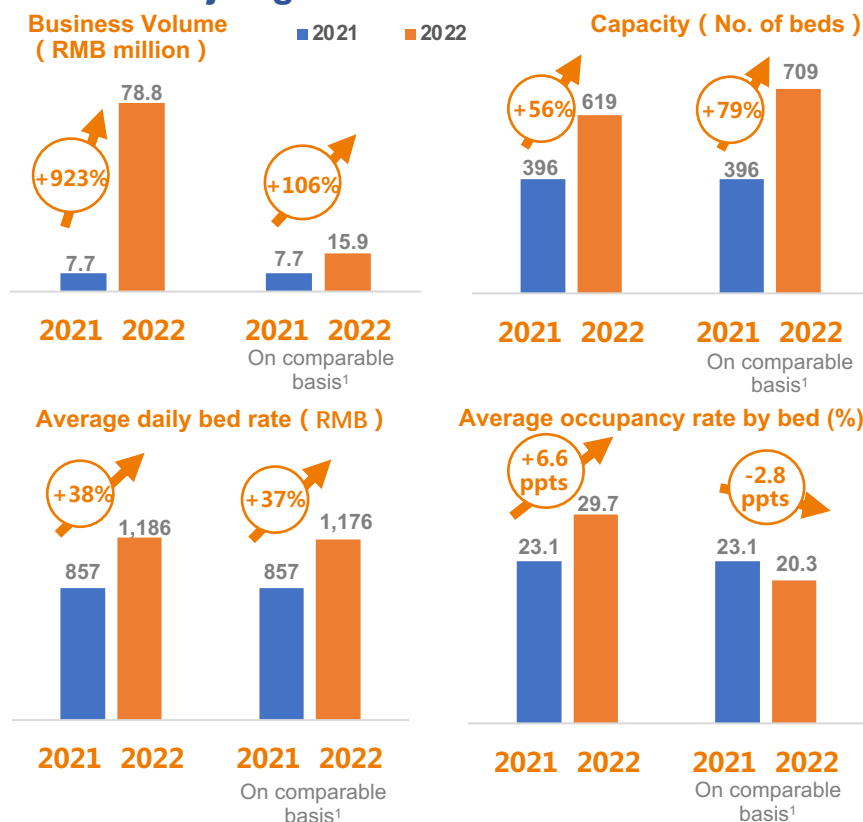
### 03 Costs and Funding Plan

- As of 31 December 2022, total costs incurred by Lijiang FOLIDAY Town amounted to approximately RMB1,696 million. The project development costs (mainly the cost of acquiring land use rights and construction costs) are expected to be approximately RMB4,000 million
- As of 31 December 2022, the approved project development loan amounted to RMB1,300 million, of which RMB614 million had been used

## Lijiang FOLIDAY Town :



## Club Med Lijiang Resort :



## As of 31 December 2022, sales and delivery of units of Lijiang FOLIDAY Town were as below :

Periods	No. of sets sold ( sets )	Sales value ( RMB million )	Delivered sets ( sets )	Delivered GFA ( m <sup>2</sup> )	Recognized revenue ( RMB million )
2022	26	25.2	19	1,079.2	21.9
From presale to 31 Dec 2022	88	108.0	61	3,476.0	72.8

## Details of Taicang FOLIDAY Town :

( Total GFA: Approximately 1,286,000 m<sup>2</sup> )

### 01 Overview

Taicang FOLIDAY Town is located in Taicang City, Jiangsu Province, East China, and has an area of approximately 483,000 m<sup>2</sup>. The project is close to Taicang South Station. It is designed to offer a variety of themed experiences and tourism features, including but not limited to a large-scale indoor ski field, a sports park, the Club Med Joyview Taicang resort, a themed commercial street and saleable vacation units

### 02 Construction Progress

- “Alps Snow Live” indoor ski domain: In January 2022, the indoor ski domain completed the capping of the main structure, and the installation of snow-making and snowfall equipment was completed in June 2022
- Club Med Joyview Taicang Resort: The podium completed the capping of its structure in March 2022. The capping of the main structure was subsequently completed in September 2022

### 03 Costs and Funding Plan

- As of 31 December 2022, the total cumulative costs incurred for Taicang FOLIDAY Town were approximately RMB5,722 million, mainly for land acquisitions, construction costs and other costs. The project development costs (mainly including the cost to acquire land use rights and construction costs) are expected to be approximately RMB13.2 billion (including costs incurred)
- As of 31 December 2022, a project development loan amounting to RMB2,280 million was granted, of which RMB951 million has already been used

To be opened in 2H2023

Alps Snow Live :	GFA	Transport “Magic Carpets”	Total length of ski slopes	No. of ski slopes
	Approximately 90,000 m <sup>2</sup>	Seven	Around 500m	Five

Club Med Joyview Taicang Resort :	GFA	Trident	No. of rooms	No. of beds
	Approximately 50,000 m <sup>2</sup>	Four	308	770

As of 31 December 2022, sales and delivery of units of Taicang FOLIDAY Town (including presales ) were as below :

Periods	No. of sets sold ( presale included ) ( sets )	Sales value ( presale included ) ( RMB million )	Delivered sets ( sets )	Delivered GFA ( m <sup>2</sup> )	Recognized revenue ( RMB million )
2022	133	353.1	429	46,980.3	1,033.0
From presale to 31 Dec 2022	1,082	2,838.3	989	109,239.0	2,366.0



## Thomas Cook China

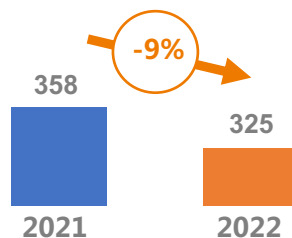
Number of monthly active users

 558,000

Number of paying customers

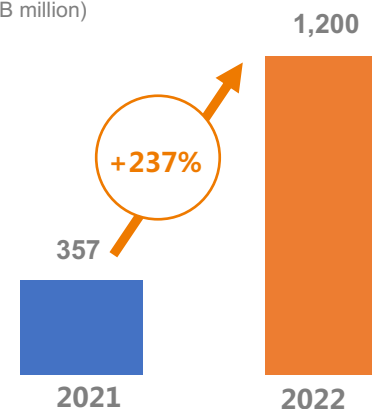
 75,000

Business Volume  
(RMB million)

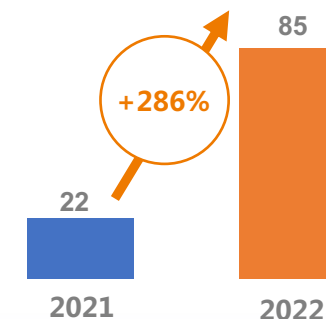


## Thomas Cook UK

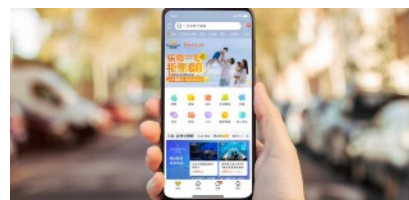
Business Volume  
(RMB million)



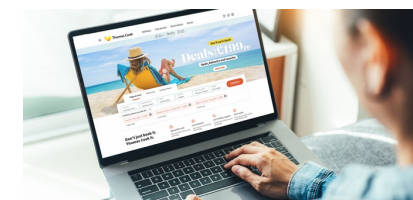
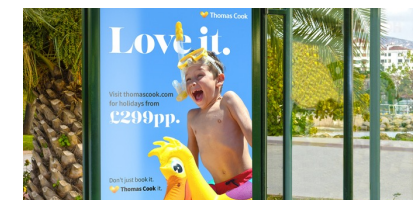
Bookings Volume  
(‘000)



- 370,000 orders were placed in 2022, 20% more than 2021
- In 2022, Thomas Cook, together with the Group’s self-operated tourism and leisure settings, pushed its business into the core destinations of Hainan and Yunnan to launch the “hotel +” portfolio products
- With deep insight into the shifting needs of consumers during the pandemic period, Thomas Cook held various marketing campaigns and planned several special travel products such as core destinations, tours to surrounding regions, and ice and snow tours



- Doubled orders in 2022 and Business Volume increased by 237% over 2021 after all travel restrictions in Europe were lifted
- The expansion into Europe with the launch of Netherlands and Belgium has enabled the business to better benefit from the strong demand
- Continued to invest in the digital platform, with a focus on better accommodation and long-haul vacations, thus further expanding margins and differentiating from other online travel agencies in Europe



# CONTENTS

## 目录



01

Executive  
Summary

02

Operational  
Overview

03

Financial  
Overview

04

Recent Updates &  
Strategic  
Landscape

05

Appendix



# 2022 Annual Financial Key Summary



+49% YoY  
to **RMB13,778 M**  
Compared with RMB9,261 M in 2021

**Revenue**



**RMB2,345 M**  
Compared with RMB213 M in 2021

**Adjusted EBITDA**



**RMB594 M**  
Compared with RMB(1,444) M in 2021

**Operating profit/(loss)**



**RMB(545) M**  
Compared with RMB(2,719) M in 2021

**Profit/(loss) attributable to equity holders**

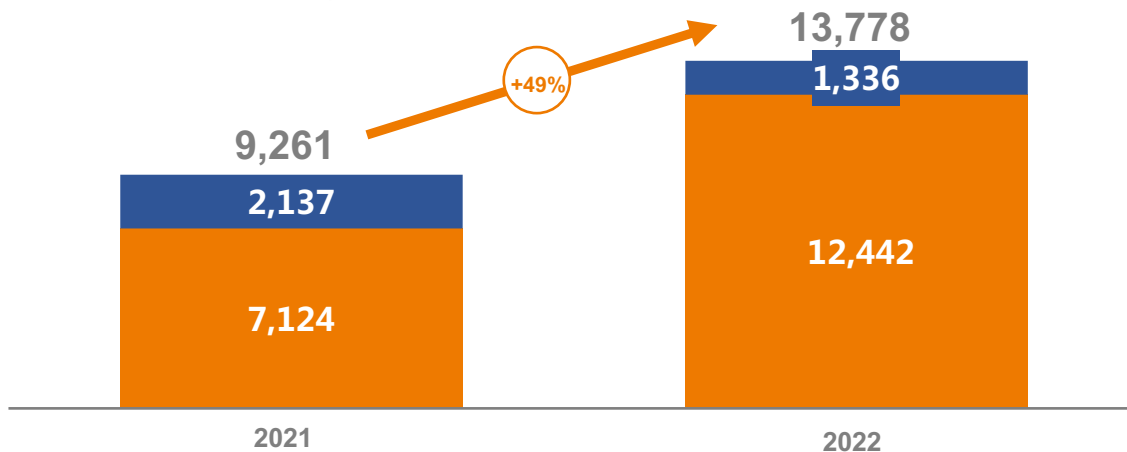


**Bank borrowings and bonds payable**  
**RMB11,962 M**  
As at 31 December 2021 RMB13,264 M

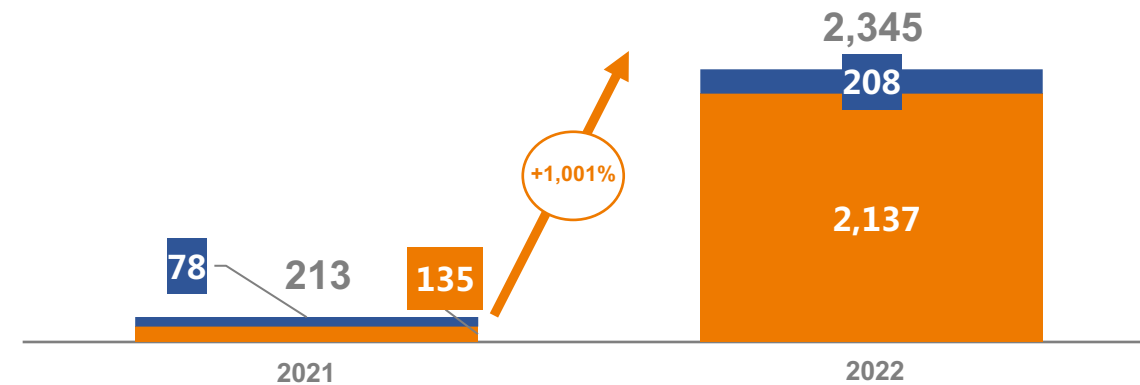
**Indebtedness**

# 2022 Annual Financial Key Summary

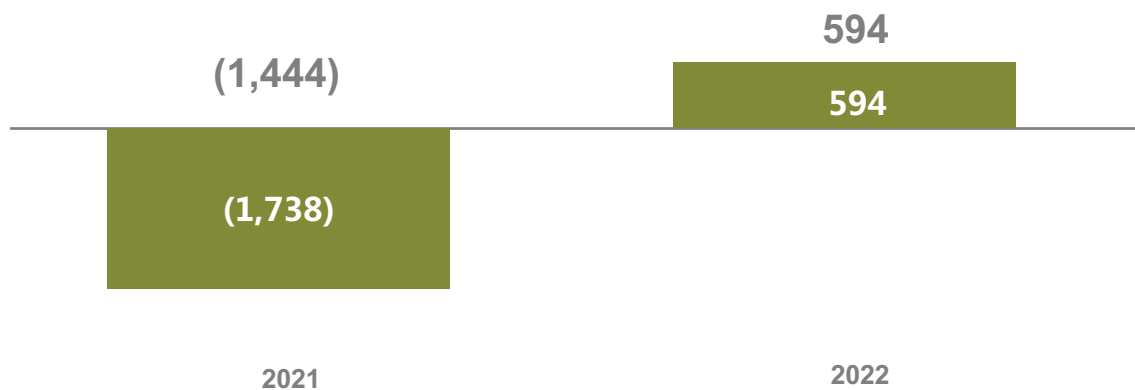
Revenue (RMB million)



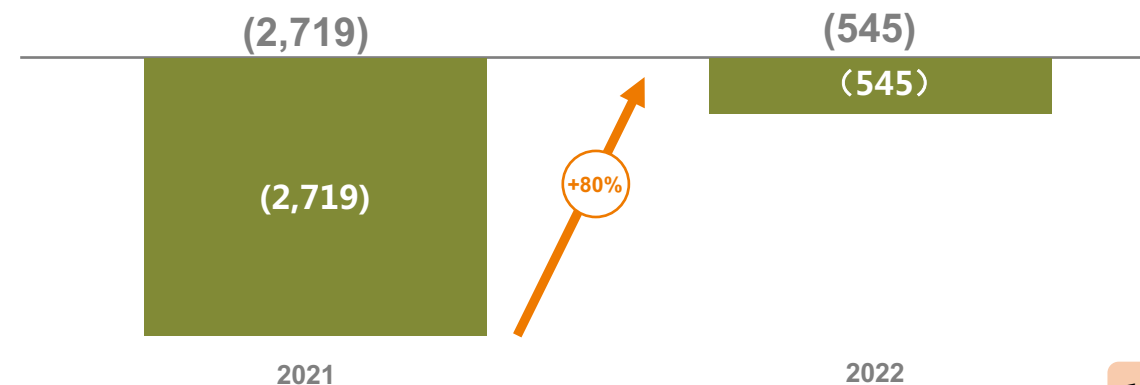
Adjusted EBITDA (RMB million)



Operating profit/(loss) (RMB million)



Profit/(loss) attributable to equity holders (RMB million)



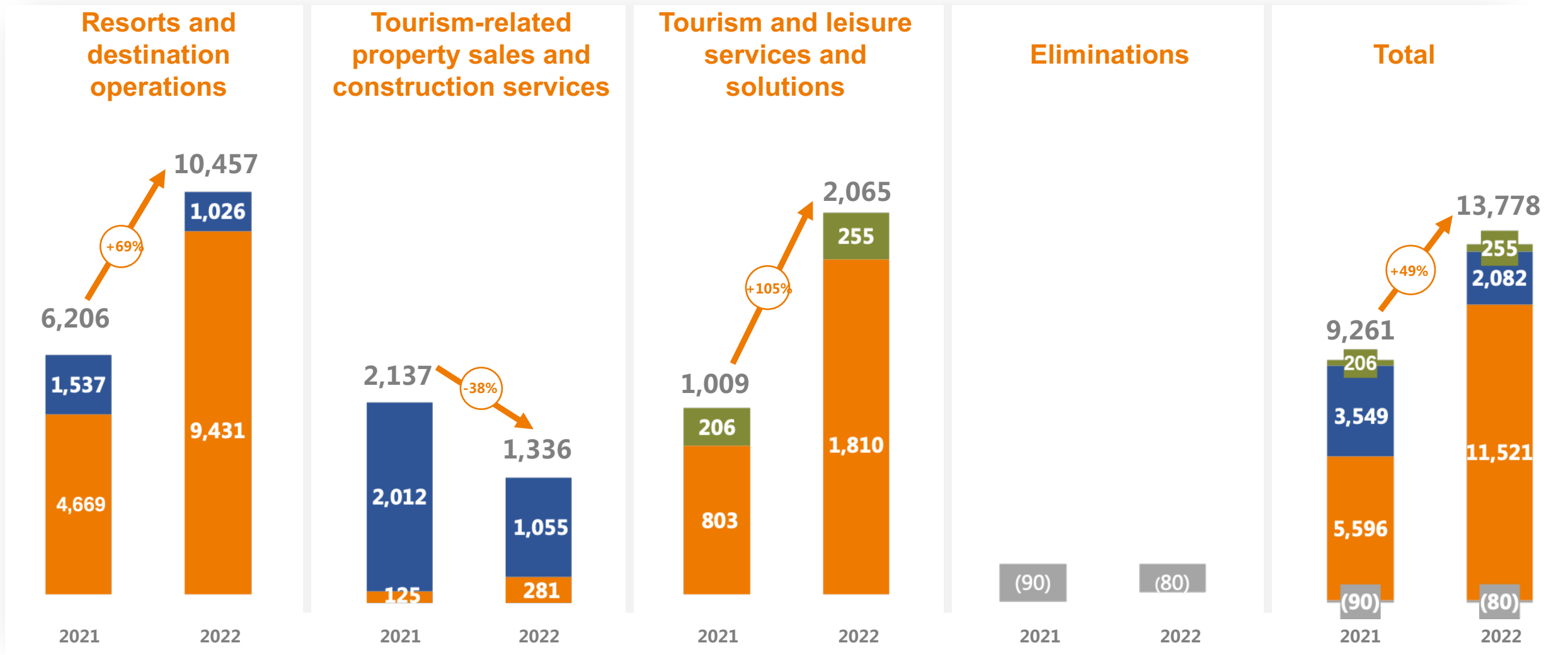
Note: 1 Tourism operation includes Resorts and Hotels, Tourism Destinations and Services and Solutions in various tourism and leisure settings

Tourism operation 1

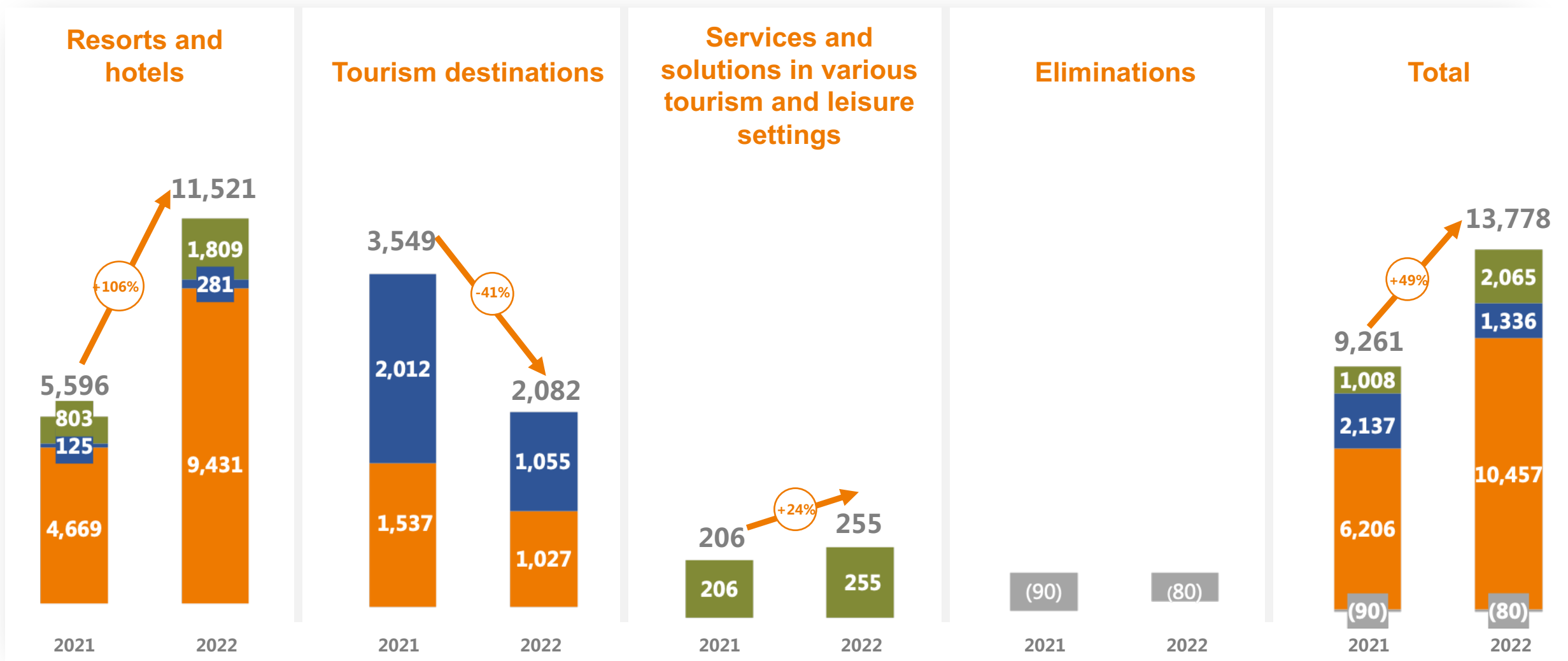
Property sales and construction services

The Group

# Revenue by Functions



# Revenue by Operating Segments



Resorts and destination operations

Tourism-related property sales and construction services

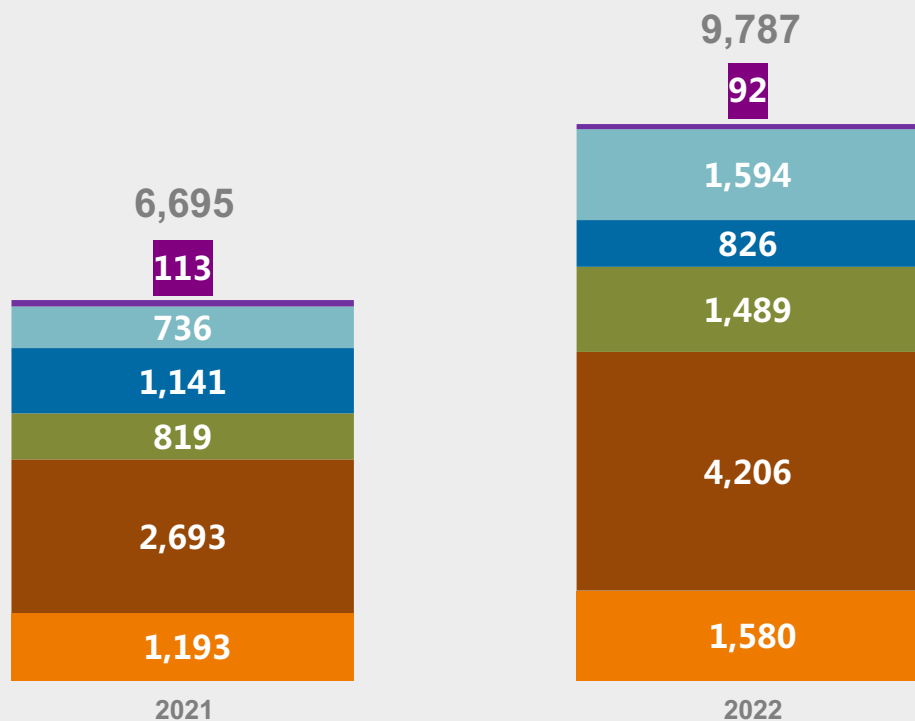
Tourism and leisure services and solutions

Intersegment eliminations

(RMB million)

# Cost of Revenue, Gross Profit and Gross Profit Margin

## Cost of Revenue (RMB million)



Depreciation and lease expenses of resorts and destinations

Cost of property sales and constructions services

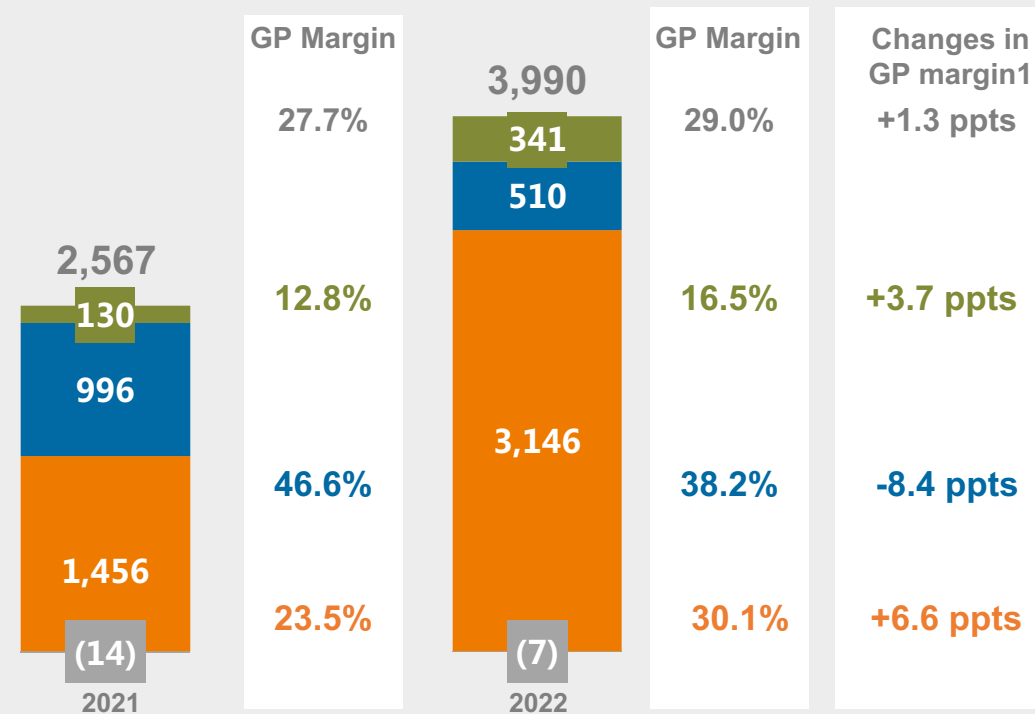
Fixed operation costs of resorts and destinations

Cost of transportation services

Variable operating costs of resorts and destinations

Others

## Gross Profit and Margin (RMB million)



Resorts and destination operations

Tourism and leisure services and solutions

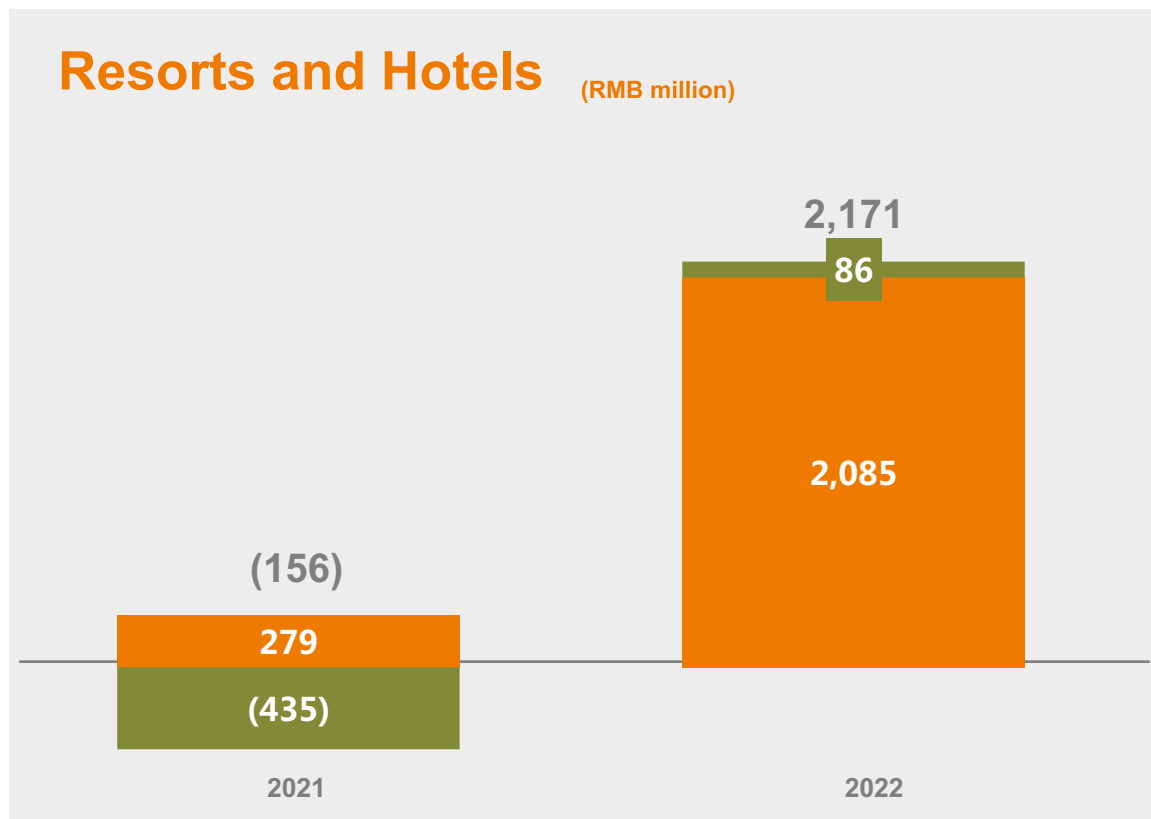
Tourism-related property sales and construction services

Intersegment eliminations

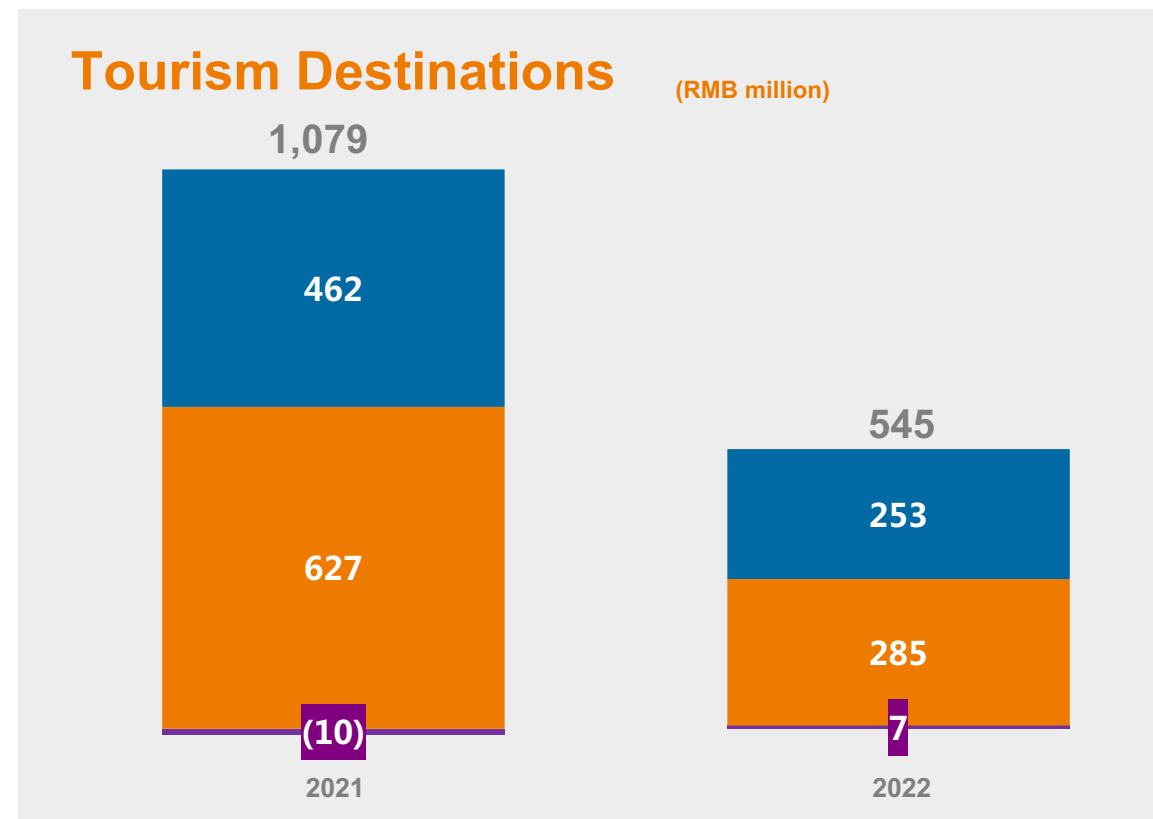
Note: 1. YoY change of total gross profit

# Adjusted EBITDA for Major Business Segments

The Group's adjusted EBITDA increased significantly from RMB213 million in 2021 to RMB2,345 million in 2022.



- Recurring EBITDA
- Non-recurring items<sup>1</sup>

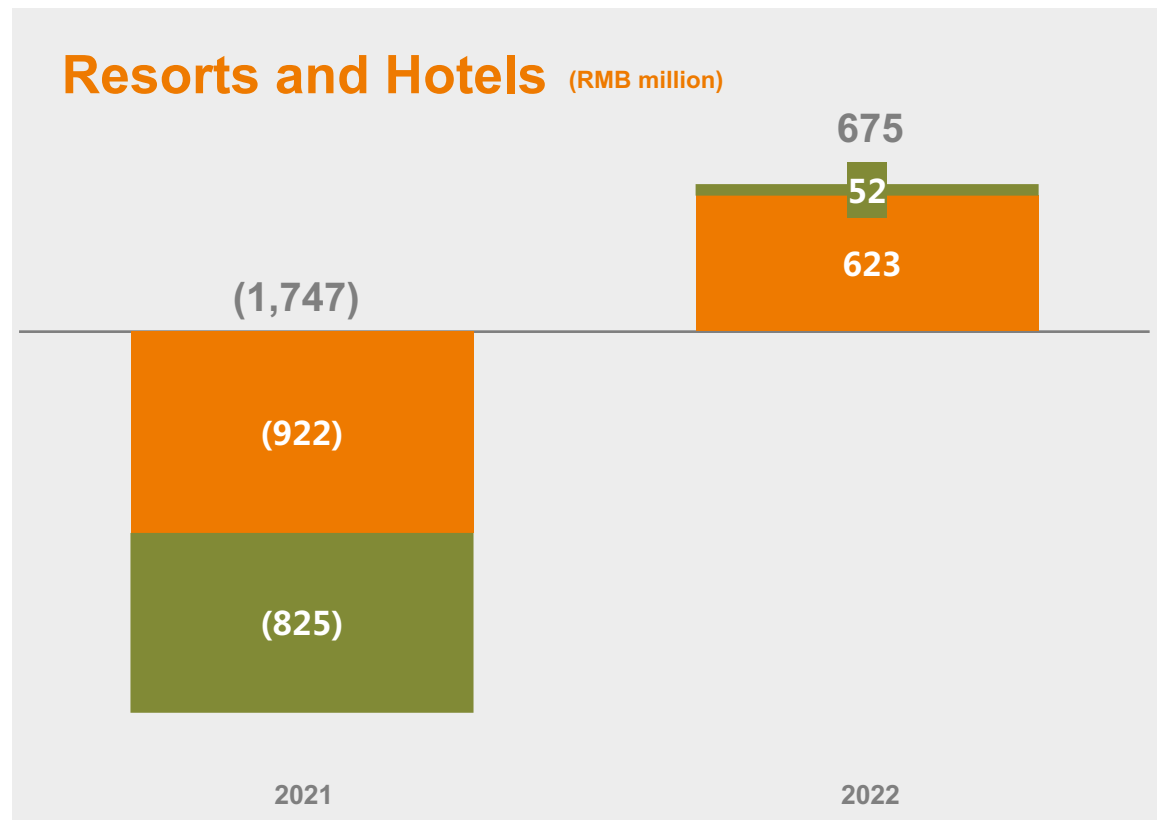


- Tourism destinations operations
- Property sales and others
- Other operations in tourism destinations

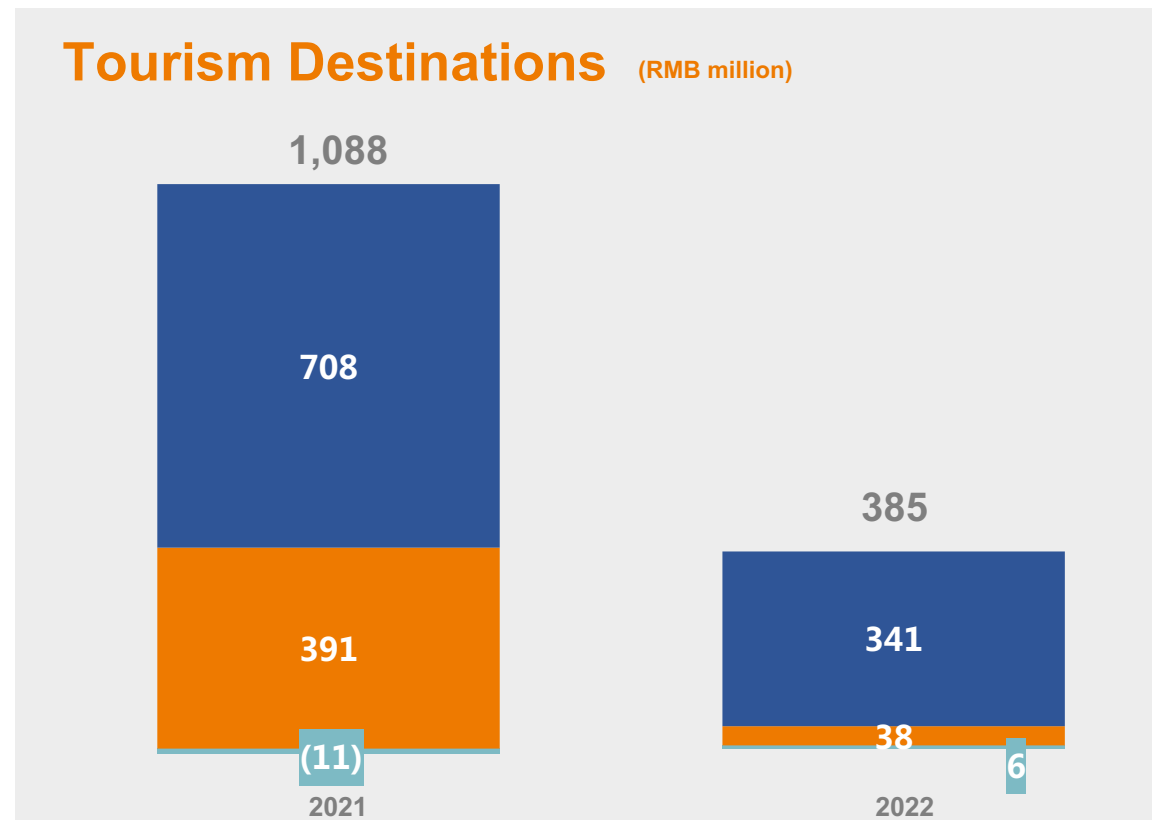
Note: <sup>1</sup> Non-recurring items of resorts operation included the gain/(loss) from disposal of subsidiary and long-term assets, the costs of the business during their closure when they are supposed to be opened before the Pandemic, and additional operation costs due to the Pandemic, impairment and provisions, restructuring and disposal damage insurance.

# Operating Profit/(loss) for Major Business Segments

The Group's operating profit/(loss) increased from RMB(1,444) million in 2021 to RMB594 million in 2022.



■ Recurring operating profit
 ■ Non-recurring items<sup>1</sup>



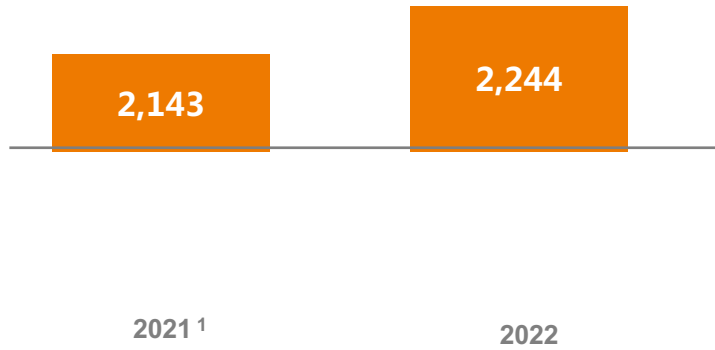
■ Operating profit of tourism destination operation
 ■ Other operations in tourism destinations
 ■ Operating profit related to property sales

Note: <sup>1</sup> Non-recurring items of resorts operation included the gain/(loss) from disposal of subsidiary and long-term assets, the costs of the business during their closure when they are supposed to be opened before the Pandemic, and additional operation costs due to the Pandemic, impairment and provisions, restructuring and disposal damage insurance.

# Cash Flow and Financing Structure

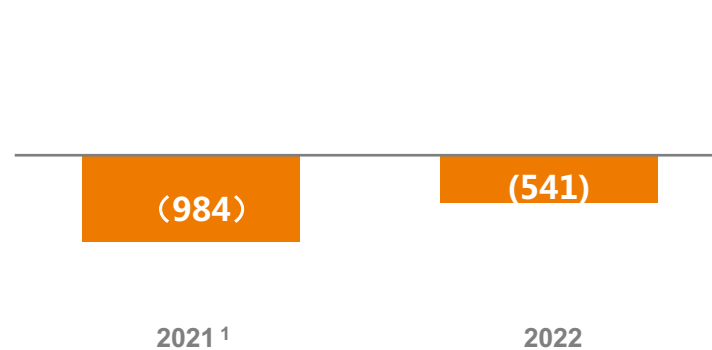
## Net cash flow from/(used in) operating activities

(RMB million)



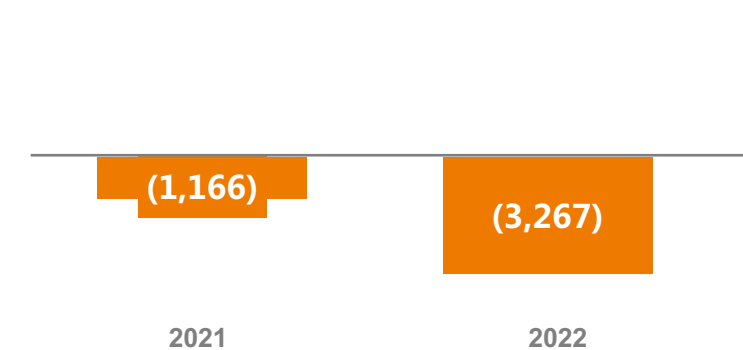
## Net cash flow from/(used in) investing activities

(RMB million)

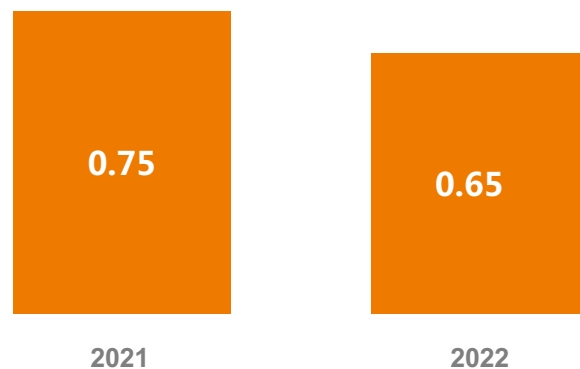


## Net cash flow from/(used in) financing activities

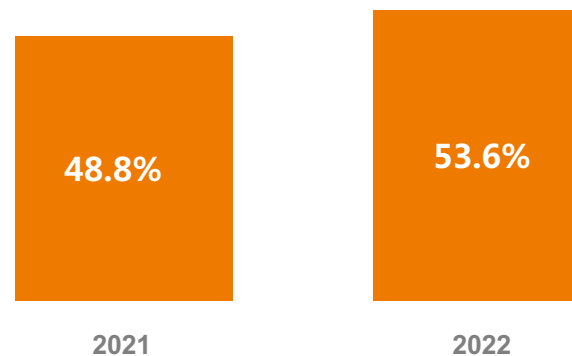
(RMB million)



## Current ratio<sup>1</sup>

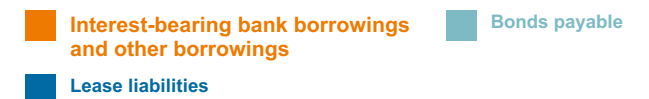
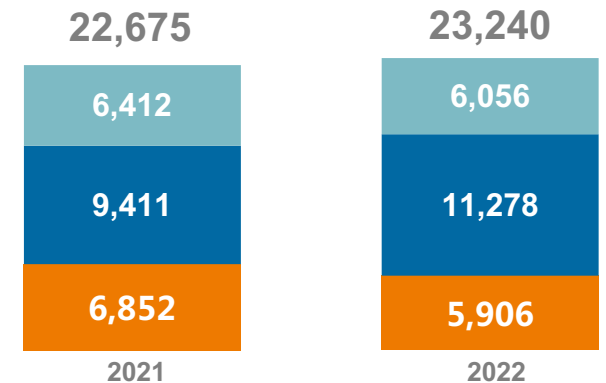


## Gearing ratio<sup>2</sup>



## Financing breakdown

(RMB million)



Note:

<sup>1</sup> The comparative figures for 2021 have been restated

<sup>2</sup> Current ratio is equal to current assets divided by current liabilities as at the end of the period

<sup>3</sup> Gearing ratio is equal to net debt as a percentage of total assets as at the end of the period



# CONTENTS

## 目录



01

Executive  
Summary

02

Operational  
Overview

03

Financial  
Overview

04

Recent Updates &  
Strategic  
Landscape

05

Appendix

## Resorts and Hotels

### Club Med:

In January and February 2023, single-month global Business Volume<sup>1</sup> hit new 10-year records

an increase of **55%** YoY and up **26%** compared with the same period in 2019

Occupancy Rate by Bed was **72%** , **77%** by Room



Bookings<sup>1</sup> for 1H23 departures were **36%** higher than the same period in 2022

Bookings<sup>1</sup> for 2H23 departures were **23%** higher than the same period in 2022

Note: <sup>1</sup> At constant exchange rate

## Tourist Destination

### Atlantis Sanya

Business Volume in the first two months of 2023 was **RMB399** million

Average occupancy rate was **96%**

**New high since opening**



### Lijiang FOLIDAY Town

Business Volume in the first two months of 2023 was **RMB18** million, a year-on-year growth of 149%



### Taicang FOLIDAY Town

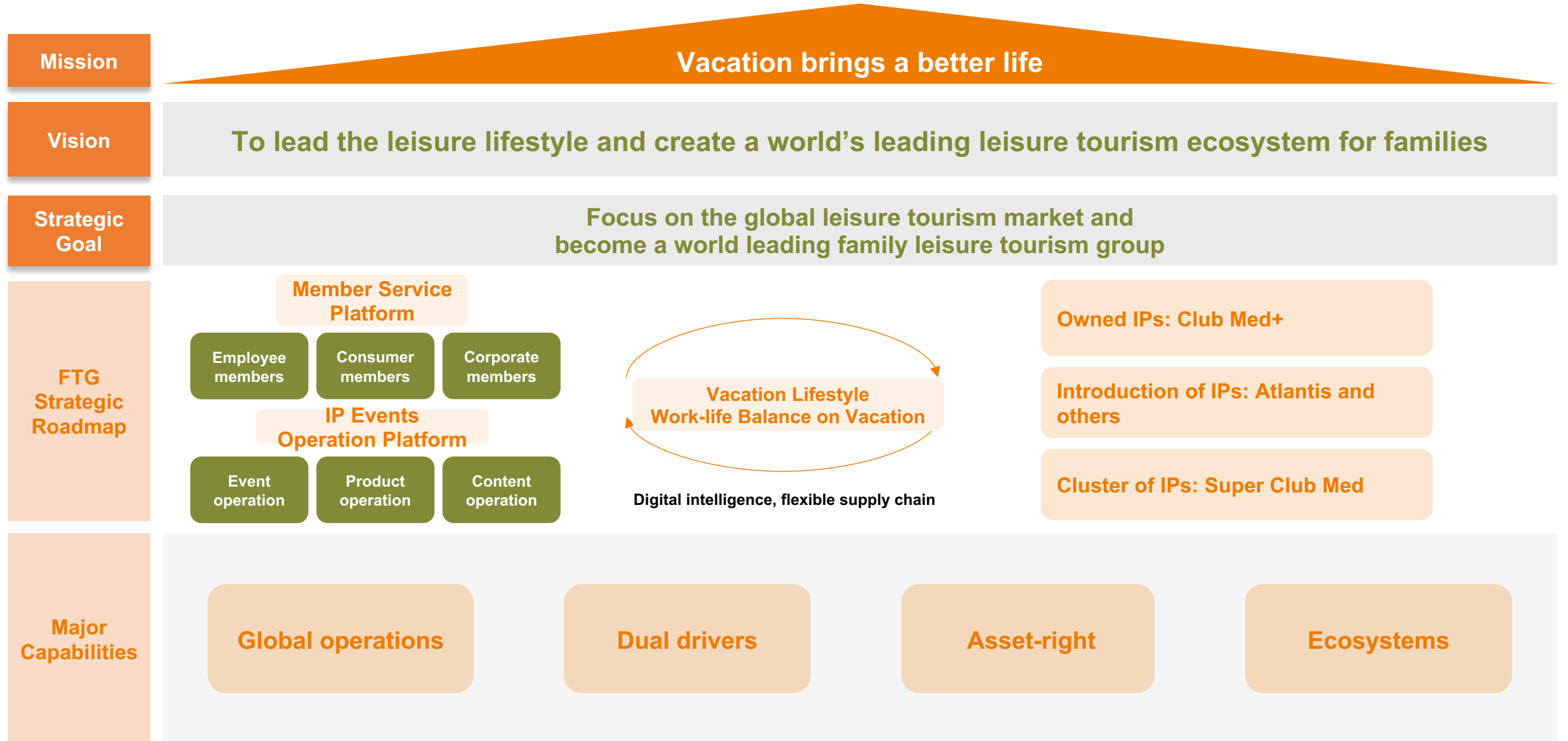
Phase I will open soon.

Project progressed smoothly and on scheduled Sales of vacation units rose month by month,

with **54** units presold in the first two months of 2023



# Fosun Tourism Group's Strategic Landscape



# CONTENTS

## 目录



01

Executive  
Summary

02

Operational  
Overview

03

Financial  
Overview

04

Recent Updates &  
Strategic  
Landscape

05

Appendix

## Resorts and Hotels

### Club Med

- For the first two months of 2023 vs first two months of 2022, Business Volume of
  - Worldwide +55%
  - EMEA +25%, Americas +86%
  - Asia Pacific +285%, of which Mainland China +89%
- For the first two months of 2023 vs first two months of 2019, Business Volume of
  - Worldwide +26%
  - EMEA +22%, Americas +82%
  - Asia Pacific recovered to 83% of the level in 2019, of which Mainland China recovered to 64%, Business Volume of Club Med China Resorts increased by approx. 30% than that of 2019
- In the first two months of 2023, the global resort Occupancy Rate by bed reached 71.7%
- In the first two months of 2023, global capacity increased by 21% over the same period in 2022
- As of 11 March 2023, cumulative bookings<sup>1</sup> recorded Business Volume for 1H2023:
  - vs 1H2022 +36% (as of 11 March 2022)
  - vs 1H2019 +25% (as of 11 March 2019)
- As of 11 March 2023, cumulative bookings<sup>1</sup> recorded Business Volume for 2H2023:
  - vs 2H2022 +23% (as of 11 March 2022)
  - vs 2H2019 +20% (as of 11 March 2019)



## Tourism Destinations

### Atlantis Sanya

- In the first two months of 2023, Atlantis Sanya recorded Business Volume of RMB399 million, 10% higher than the same period in 2022. The occupancy rate by room reached 96.0%, and the average daily rate by room reached RMB[2,893].

### Lijiang FOLIDAY Town

- In the first two months of 2023, the Business Volume of Lijiang FOLIDAY Town's operating business increased by 149% YoY to RMB18 million, with 27,000 visitors. The number of units sold was 12, with a sales value of RMB16 million. Club Med Lijiang Resort recorded Business Volume of RMB16 million, with ADBR of RMB1,080 and an average occupancy rate by bed of 45.7%.

### Taicang FOLIDAY Town

- In the first two months of 2023, the number of units sold at Taicang FOLIDAY Town was 54, with a sales value of RMB149 million



Note : <sup>1</sup> At constant exchange rate

# Adjusted EBITDA

	For the year ended 31 December	
	2022	2021(Restated)
	RMB'000	RMB'000
<b>Loss before income tax</b>	<b>(403,150)</b>	<b>(2,406,065)</b>
Adjustments:		
Depreciation	1,697,264	1,774,359
Amortization	141,863	134,544
Finance Costs	995,591	960,442
Land value-added tax	(121,223)	(281,076)
<b>EBITDA</b>	<b>2,310,345</b>	<b>182,204</b>
Add:		
Equity-settled share-based payments and listing expenses	34,510	30,867
<b>Adjusted EBITDA</b>	<b>2,344,855</b>	<b>213,071</b>



## About Fosun Tourism Group

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Fosun Tourism Group (also known as Fosun Tourism or “FOLIDAY”, Stock Code: 01992.HK), is one of the world's leading leisure-focused integrated travel groups.. It is a major part of Fosun’s “Happiness Ecosystem”, one of its four strategic business units – Health, Happiness, Wealth and Intelligent Manufacturing. Through its mission of “Vacation brings a better life”, it strives to lead the leisure lifestyle and create a world’s leading leisure tourism ecosystem for families.

The Group’s brands and products include world-leading providers of premium “all-inclusive” resorts, such as Club Med, which operates more than 60 resorts worldwide; Sanya Atlantis, a one-stop ocean-themed high-end tourism complex, Taicang FOLIDAY Town and Lijiang FOLIDAY Town, two one-stop international leisure vacation destinations and etc.