

FOLIDAY  
复星旅文



## 2022 Interim Results Presentation

*everyday is*  
**FOLIDAY**

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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## **Cautionary Statement Regarding Forward-Looking Statements**

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 June 2022 (EUR/CNY= 7.08089, HKD/CNY= 0.82821, GBP/CNY=8.41463), and period-end exchange rate as of 30 June 2021 (EUR/CNY=7.00840, HKD/CNY=0.85520, GBP/CNY=8.13650), the exchange rate to be updated.



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## The Group's Business Volume nearly doubled YoY and EBITDA turned significantly positive

- In 1H2022, the Group's Business Volume<sup>1</sup> from tourism operations nearly doubled compared with the same period of 2021
- Revenue was RMB6,417 million, a YoY increase of 131%, mainly attributable to the 190% YoY growth in revenue from tourism operations
- Adjusted EBITDA rose from negative RMB565 million in 1H2021 to RMB1,195 million in 1H2022
- Net profit attributable to equity holders narrowed substantially from a loss of RMB2,005 million in 1H2021 to a loss of RMB197 million in 1H2022



## Club Med's business performance soared in 1H2022 Bookings showed accelerating rebound for 2H2022 & 1H2023

- In 1H2022, Club Med recorded a Business Volume of RMB5,743 million, an increase of 3.4 times compared with the same period of 2021
- Adjusted EBITDA increased from negative RMB992 million in 1H2021 to RMB1,165 million in 1H2022
- As of 6 August 2022, bookings for the 2H2022 rose by 14% over 2H2019 as of 6 August 2021; Bookings for the 1H2023 increased by 24% over the same period of 2019



## China business achieved strong performance during the period when the Pandemic was under control

- Atlantis Sanya's Business Volume decreased by 42% YoY in 1H2022 due to the impact of the Pandemic. Its Business Volume was RMB362 million in the first two months of the year, a YoY increase of 44%. In July, its Business Volume was RMB215 million, the second highest monthly Business Volume since opening
- 2022 was Lijiang FOLIDAY Town's first full year of operation since its opening. In 1H2022, its Business Volume was RMB18 million. In July 2022, its Business Volume was RMB23 million
- In July 2022, Thomas Cook China achieved Business Volume of RMB64 million, an increase of 15% compared with July 2021



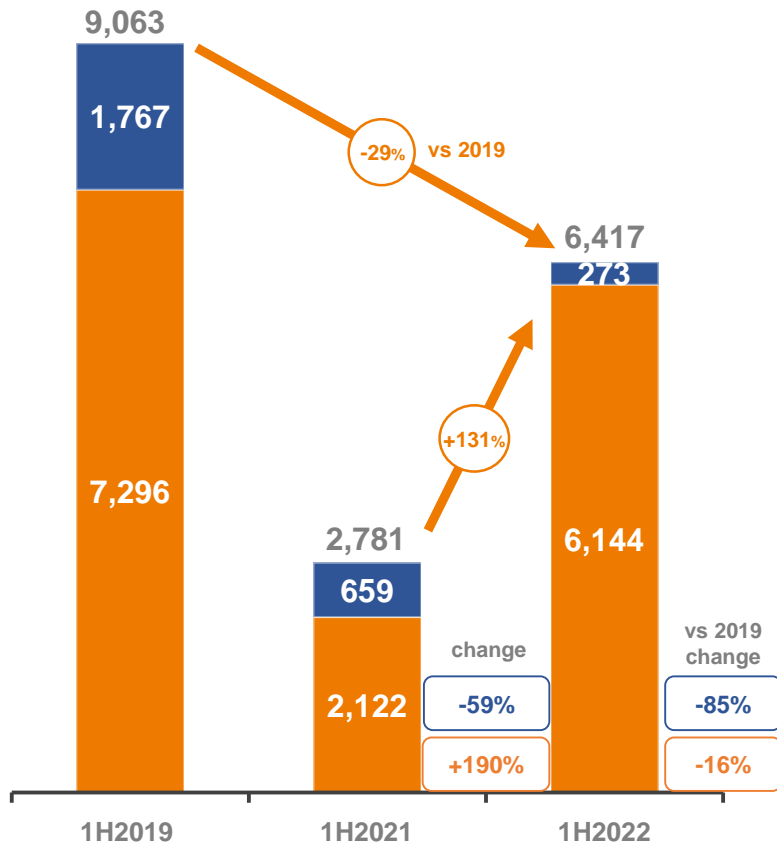
## Stable balance sheet Healthy cash flows generated from operating activities

- In 1H2022, benefiting from the strong recovery of overseas business and the steady cash inflow from domestic saleable business, the Group's cash flows generated from operating activities amounted to RMB1,322 million
- As of the end of June 2022, the Group's cash and bank balances amounted to RMB3,449 million. As of December 2021, the balances was RMB4,535 million
- As of the end of June 2022, the Group's total debt excluding lease liabilities amounted to RMB12,019 million, a decrease of RMB1,245 million from the end of 2021. The indebtedness of the Group over one year accounted for 92%, and it accounted for 84% at the end of 2021

# The Group's Revenue Surged in 1H2022, Adjusted EBITDA Turned Positive

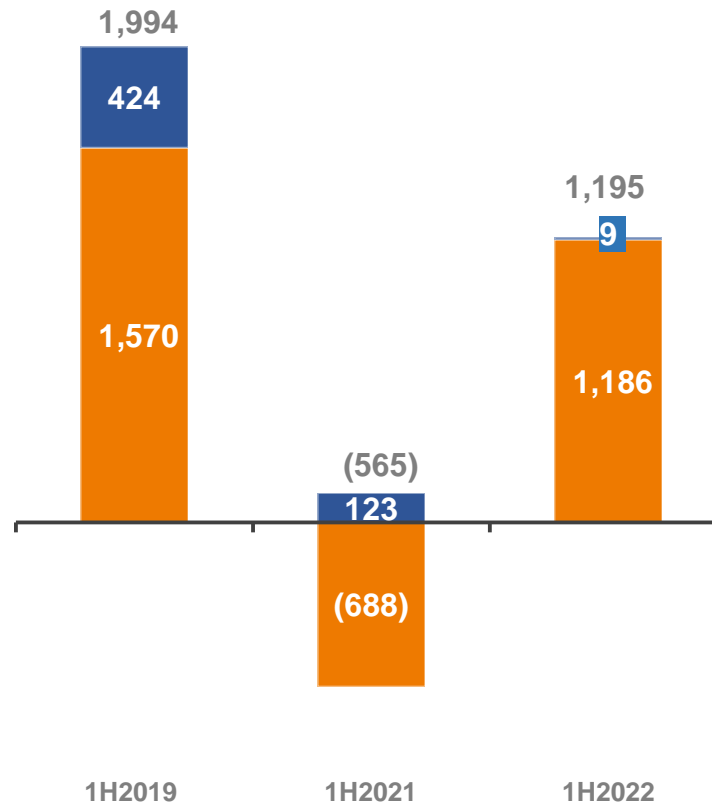
## Revenue

(RMB in million)



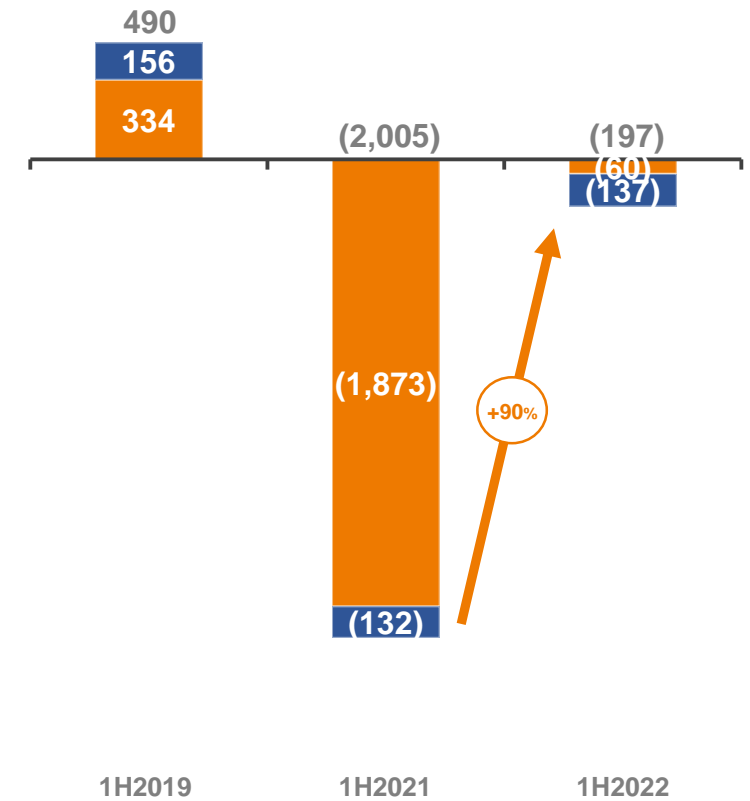
## Adjusted EBITDA

(RMB in million)



## Net profit/(loss) attributable to equity holders

(RMB in million)



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



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# Resorts and Hotels – Club Med: Briefing

## Club Med Overview

66 resorts<sup>1</sup>

Sell and operate in 40+ countries and regions

Iconic global vacation brand

71% from direct sales

## Strategy

### Upscale

- Higher profitability & stronger resilience to economic cycles
- 95% of 4 & 5 Trident resort capacity, up 9 pts vs 1H2019

### Glocalization

- Global approach with a local focus
- Growth opportunities in both emerging & mature market

### Happy Digital & C2M Strategy

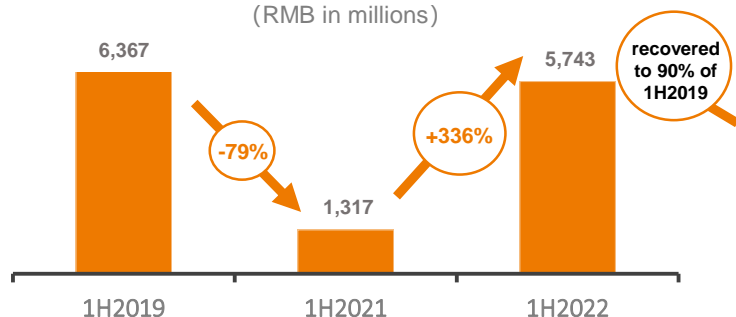
Online booking accounted for 27% of bookings, an increase of 5 pts YoY

### 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

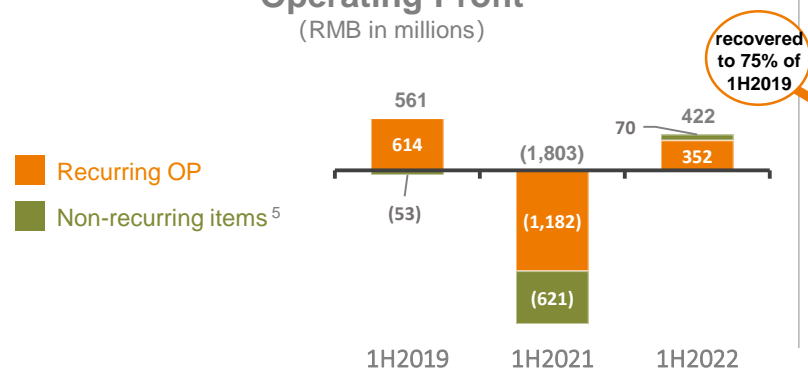
### Business Volume<sup>4</sup>

(RMB in millions)



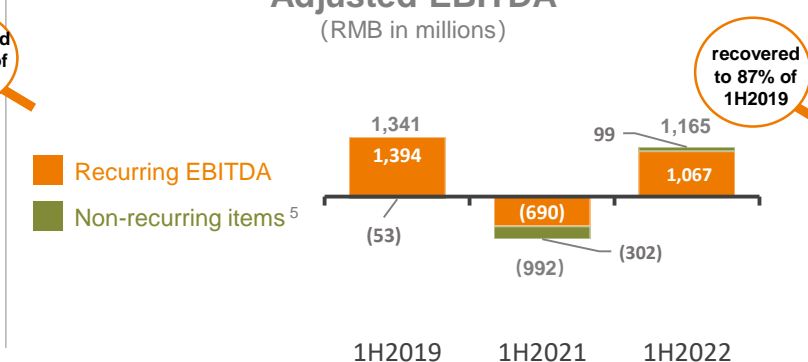
### Operating Profit

(RMB in millions)



### Adjusted EBITDA

(RMB in millions)



Notes: <sup>1</sup> During 1H2022, we opened three new upscale resorts and closed one resort.

<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> The non-recurring operating items in the operation of the resort including additional operating costs, impairment and provisions such as cost of operation during a period when business should be open but was suspended due to the outbreak of the epidemic, transportation cost to bring customers back to the country, restructuring, gains/(losses) from changes in fair value of investments measured at fair value through profit or loss, and loss management insurance



# Resorts and Hotels – Club Med : Strong Business Recovery

## Summary

In 1H2022, Business Volume of Club Med reached RMB 5,743 million, up approximately 336% YoY, recovered to 90% of the same period of 2019. average Occupancy Rate by Bed was 59% in 1H2022, 17 ppts higher than that of 1H2021, and 6 ppts lower than that of 1H2019. Average daily bed rate was RMB 1,517 in 1H2022, up 40% YoY (no ski resort in 1H2021) and 19% higher than in 1H2019. Number of customers has reached 597k in 1H2022, 126% higher than 1H2021, and recovered to 80% of 1H2019.

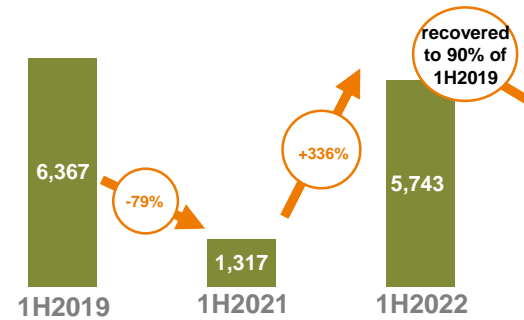
In 1H2022, resorts capacity increased by 122% YoY, recovered to 87% of 1H2019 capacity. In June 2022, 53 Club Med resorts were under operation worldwide.

By region, the Business Volume of Club Med in the Americas increased by 194% YoY and up 22% compare with 1H2019. In EMEA increased 594% YoY and recovered to 99% of 1H2019. For Asia Pacific, increased 36% YoY and recovered to 27% of 1H2019, as remaining travel restrictions in Asia Pacific Region countries until early June.

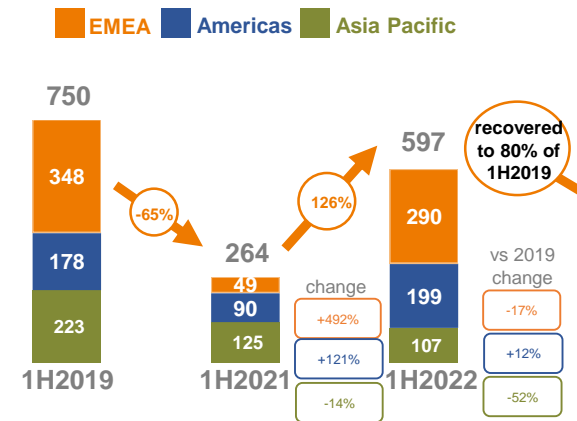
Due to the resurgence of Pandemic in China, Business Volume of Club Med resorts in China recorded RMB 122 million in 1H2022, 44% lower than that of the same period in 2021, recovered to 61% of 1H2019.

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

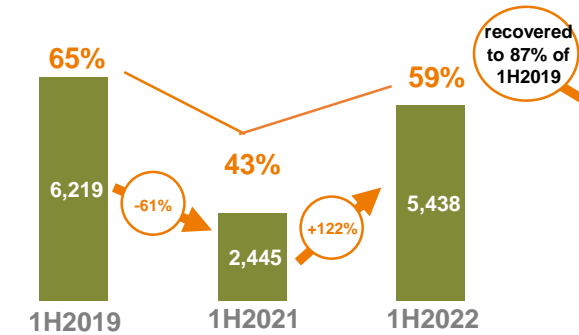
### Business Volume <sup>1</sup> (RMB in millions)



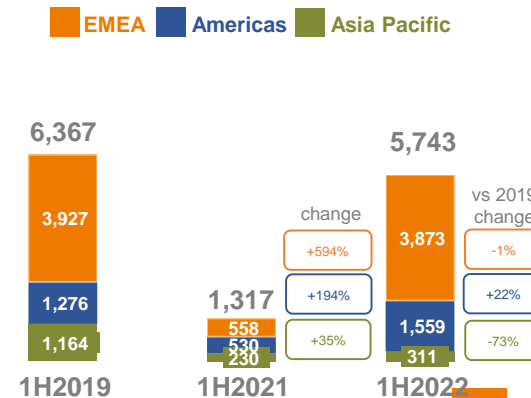
### Number of Customers (‘000)



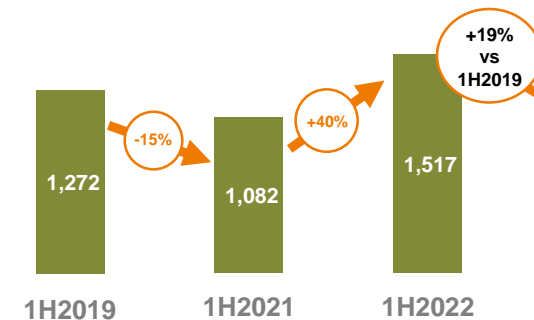
### Resorts Capacity and Occupancy Rate by Bed (‘000) (%)



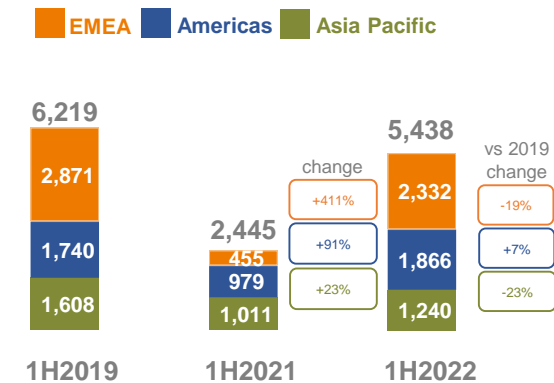
### Business Volume <sup>1</sup> (RMB in millions)



### Average Daily Bed Rate (RMB)



### Resorts Capacity (‘000) (%)





# Resorts and Hotels – Club Med: Accelerating Rebound in 2H2022

**Strong booking rebound for 2H2022 departures <sup>(1)</sup> +14% YoY including:**

- Europe **+15 %** vs 2019
- Americas **+64 %** vs 2019

**APAC region still strongly affected by the sanitary situation but good trends of last-minute booking**

**Summer Occupancy Rate of opened resorts high season in Europe and Americas is at pre-Pandemic level**

**Value strategy: ADBR +21 % for 2H2022 departures versus 2019**

- Thanks to the lifting of restrictions & customer confidence
- Strong desire of vacation

- Bintan & Phuket resorts reopened in March 2022 and Bali in June 2022, increasing the offers for Summer
- Strong momentum on domestic business (Malaysia & Japan)

- In July 2022, 55 resorts under operation vs 41 in July 2021 vs 51 in July 2019
- Strong evolution of capacity (+36% vs 2H2021)

Thanks to:

- Revenge travel
- More upscale resort portfolio

	2H		
Capacity	2019	2021	2022
EMEA	2,757	2,005	2,504
Americas	1,623	1,447	1,714
APAC	1,725	1,082	1,968
Club Med global	6,106	4,534	6,186

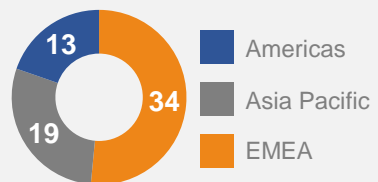
2H2022 vs 2H2019	2H2022 vs 2H2021
-9%	+25%
+6%	+18%
+14%	+82%
+1%	+36%



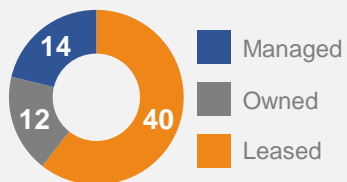
# Resorts and Hotels – Club Med : Dynamic Development Plan : 17 New Resorts Between 2022 and 2024

## Breakdown of 66 resorts

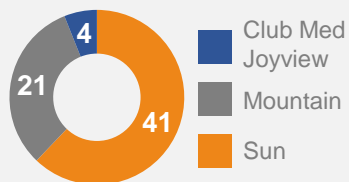
### By location



### By operating model



### By type



### 1H2022

opened



Club Med Chang Baishan / China



Club Med Marbella / Spain



Club Med Joyview Thd islands / China

### 2H2022



Club Med Joyview Yanqing / China



Club Med New Tignes / France



Club Med New Val d'Isère / France



Club Med Kiroro / Japan

## 2023-2024 New resorts pipeline <sup>1</sup>



Club Med Joyview Nanjing / China



Club Med Joyview Foshan / China



Club Med Joyview Heilongtan / China



Club Med Kiroro Ph2 / Japan



Club Med La Rosière EC / France



Club Med New Serre-Chevalier / France



Club Med Joyview Taicang / China



Club Med New Vittel Ermitage / France



Club Med Kota Kinabalu / Malaysia



Club Med Saint Moritz / Switzerland

- Club Med's CAPEX for 1H2022 amounted to RMB 253 million, 132% higher when compared with the previous year, and recovered to 82% of the same period of 2019

- By 2024, together with new opening and renovation, partially offset by closure of obsolete resorts, we anticipate an increase of annual capacity by approximately 18% compared to that of 2019



# Casa Cook

— HOTELS —

**Business model:**

Franchise (Overseas)/  
Management contract (China)

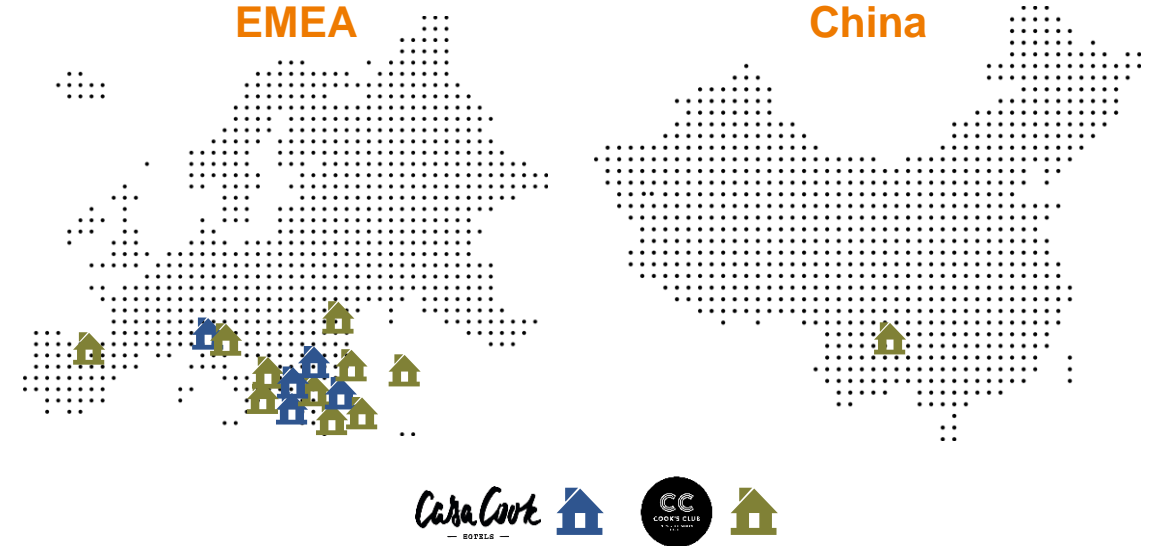
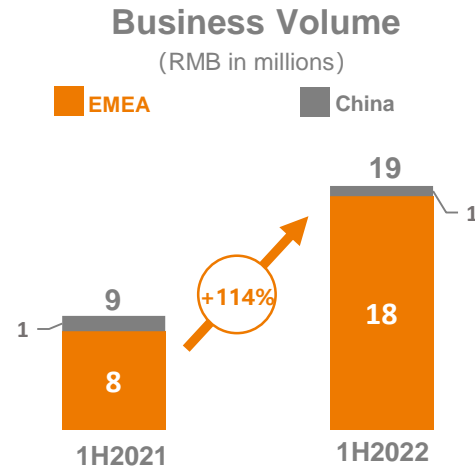
- Casa Cook is an award-winning lifestyle hotel brand with a unique approach to space, with a balance between private and shared. Each Casa Cook hotel has its own distinct personality: architecture, interior design and individual offerings vary by location and hotel, yet common to all are low-key vibes and contemporary aesthetics



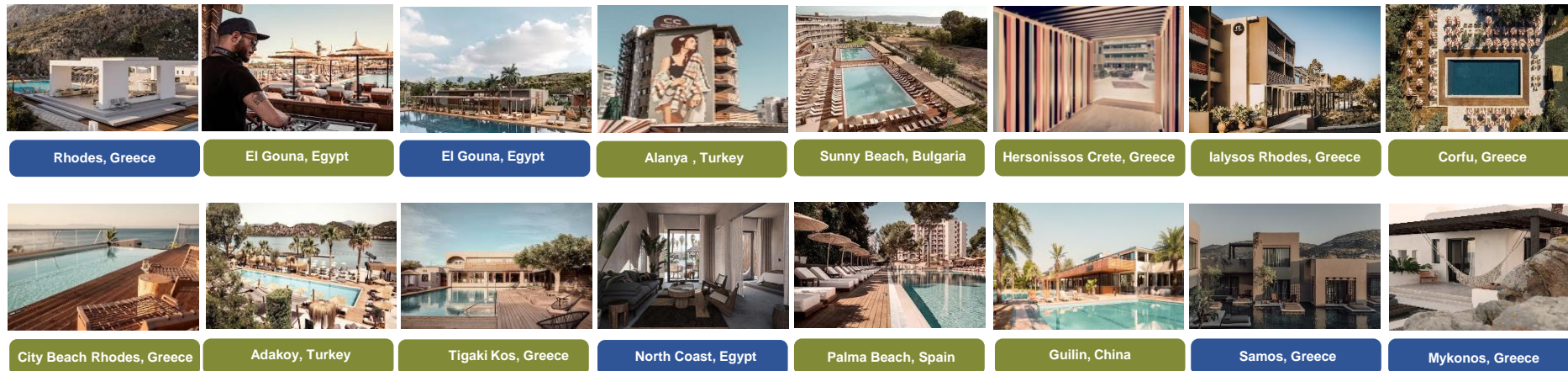
**Business model:**

Franchise (Overseas)/  
Management contract (China)

- Aimed at millennials and cosmopolites who prioritize good times and quality experiences with friends, the Cook's Club concept revolves around four principles: great cocktails, delicious food to share, music for every mood and modern yet down-to-earth design



As of 30 June 2022, 15 resorts in EMEA and 1 in Asia of Casa Cook Series have been in operation. We plan to further expand with not less than 30 hotels by the end of 2023.



# Tourism Destinations – Overview

## Atlantis Sanya



- Business Volume for 1H2022 amounted to RMB487 million, a decrease of 42% from RMB835 million in 1H2021. Business Volume increased by 44% YoY between January and February 2022
- The number of visitors in 1H2022 declined to approximately 1.5 million from 2.6 million in 1H2021
- Adjusted EBITDA was RMB207 million, a decrease of 50% compared to 1H2021

## Lijiang FOLIDAY Town



- In 1H2022, Lijiang FOLIDAY Town's operating business recorded a Business Volume of RMB18 million, welcoming approximately 46,000 visits. Six units of saleable vacation houses were sold, generating sales value of RMB11 million. One unit was delivered and the revenue of RMB0.9 million was recognized
- In July 2022, the Business Volume of Lijiang FOLIDAY Town's operating business amounted to RMB23 million, welcoming 22,000 visits. The number of units sold was three, with sales value of RMB8 million
- Albion Holiday Apartment of Lijiang FOLIDAY Town officially opened in January 2022

## Taicang FOLIDAY Town



- In 1H2022, a total of 31 saleable property units in Taicang FOLIDAY Town were sold (including the units pre-sold), with a corresponding sales value of RMB81 million
- In 1H2022, Taicang FOLIDAY Town delivered 80 units, with a sales value of RMB213 million
- As of July 2022, Alps Snow Live, Club Med Joyview Taicang Resort's podium and themed commercial street have completed the capping of the structure. These three parts will officially open in 2H2023

## Albion



- In 1H2022, Albion started the non-standard accommodation project and established a new resort brand called "Pinetree Bay", the new playground brand "Joelux Park", designed for families and children, and "Nada Adventure Camp", an international camp featuring local characteristics
- In 1H2022, Albion recorded Business Volume of approximately RMB37 million, a decrease of 18% over 1H2021

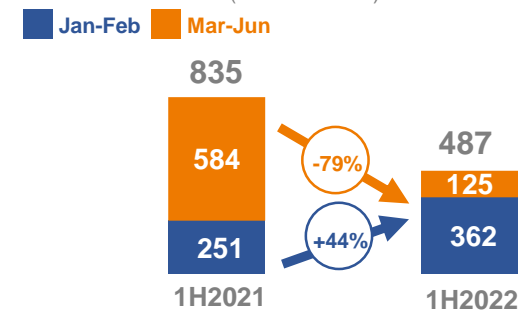




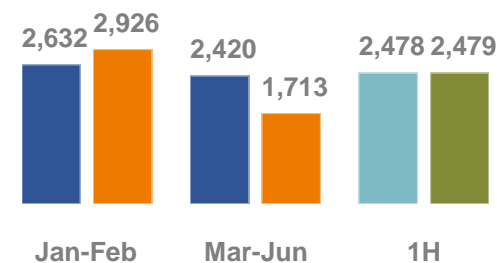
## Summary

- In 1H2022, the operating business recorded Business Volume of RMB487 million, a YoY decline of 42%. The number of visitors decreased to 1.5 million from 2.6 million in the same period of 2021.
- The 1H2022, with the end of February as the dividing line, showed a divergence in business performance due to the impact of the Pandemic in Mainland China. During the first two months of 2022, when the Pandemic in Mainland China was generally under control, benefiting from its outstanding product competitiveness and the release of demand for leisure vacations, Atlantis Sanya's operation maintained a dynamic growth momentum. Atlantis Sanya recorded a Business Volume of RMB362 million, a YoY growth of approximately 44%. In the next four months, it recorded a Business Volume of RMB125 million, a YoY decrease of approximately 79%, which was due to the impact of the resurgence of the Pandemic in various tourist source cities in Mainland China
- Atlantis Sanya partnered with French luxury fashion house LANVIN for the first time in January to create a limited-time boutique and a limited-time café – LANVIN Café
- In July, Atlantis Sanya fully upgraded its signature summer program, the Aquaventure Waterpark Night Carnival, and launched the 2022 Atlantis Super Summer Vacation campaign, which encompasses five themed events, with the Aquaventure Waterpark Night Carnival at its core. It also introduced an upgraded C-Show, Mermaid Diving Experience, Parent-Child Art Festival and Atlantis Summer Camp.
- As of 30 June 2022, "Atlantis Sanya" was ranked No. 1 on Sanya's luxury hotel seeding list by Douyin
- Ancillary residential project Tang Residence: As of 30 June 2022, there was only 2 villas left in Tang Residence for sale or delivery

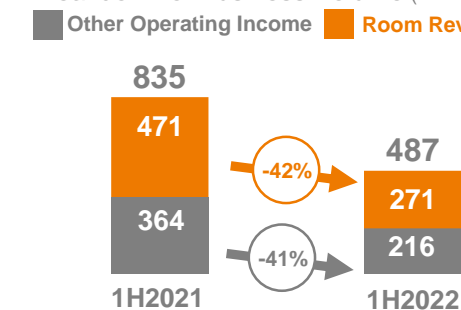
## Business Volume (RMB in million)



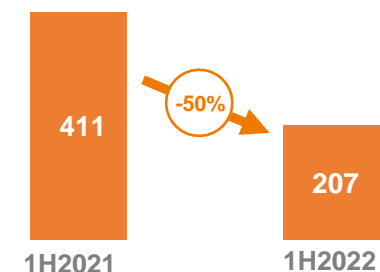
## Average daily rate by room and Occupancy Rate (RMB)



## Breakdown of Business Volume (RMB in million)



## Adjusted EBITDA (RMB in million)



# Tourism Destinations – Lijiang FOLIDAY Town

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

## 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. It 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 houses.

## Timeline

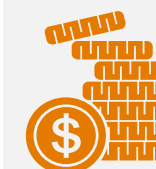
- Albion Holiday Apartment of Lijiang FOLIDAY Town were officially opened in January 2022
- Club Med Lijiang resort, Albion Holiday Apartment of Lijiang FOLIDAY Town and lake camp commenced operation in 2H2021
- Construction of saleable vacation houses has been completed in stages since late 2021, and the operational section is expected to be completed by late 2023
- For the six months ended 30 June 2022, Lijiang FOLIDAY Town has sold six units, with a sales value of RMB11 million. One unit was delivered and revenue of RMB0.9 million was recognized

## Costs and Funding Plan

- As of June 30, 2022, total costs incurred by Lijiang FOLIDAY Town amounted to approximately RMB1,660 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 June 30, 2022, the approved project development loan amounted to RMB1,300 million, of which RMB670 million had been used



## Lijiang FOLIDAY Town



**1H2022 Business Volume**  
RMB18 Million  
(July 2022: RMB23 million)



**1H2022 Visits**  
46,000+  
(July 2022: 22,000 visits)

## Club Med Lijiang Resort



**1H2022 ADBR**  
RMB1,075  
(July 2022: RMB1,241)



**1H2022 Occupancy Rate By Bed**  
14%  
(July 2022: 89%)



# Tourism Destinations – Taicang FOLIDAY Town

**Details of Taicang FOLIDAY Town :**  
(Total GFA: Approximately 1,286,000 m<sup>2</sup>)



## 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 near Taicang South Station. It is designed to offer a variety of themed experiences and tourism features, including but not limited to an Eastern China standard large-scale indoor ski field, a sports park, the Club Med Joyview Taicang resort, Themed Commercial Street and saleable vacation units

## Timeline

- “Alps Snow Live” indoor ski domain: In Jan 2022, the indoor ski domain completed the capping of the main structure, and the installation of snow-making and snowfall equipment was completed in Jun 2022
- “Alps Town” themed commercial street: A GFA of approximately 67,600 m<sup>2</sup>; completed the capping of the main structure in Jul 2022
- Club Med Joyview Taicang Resort: Its podium completed the capping of the structure in March 2022. The capping of the main structure is expected to be completed by the end of Sep 2022

## Costs and Funding Plan

- As of 30 June 2022, the total cumulative costs incurred in the Taicang FOLIDAY Town is approximately RMB4,920 million, which was mainly used for land acquisitions, construction costs and other costs. The project development costs (mainly including the cost to acquire land use rights and construction costs) is expected to be approximately RMB13.2 billion (including costs incurred)
- A project development loan amounting to RMB3,300 million was granted, of which RMB585 million has already been used



## Alps Snow Live

- GFA: Approximately 90,000 m<sup>2</sup>
- Transport "Magic Carpets": Seven
- Total length of ski slopes: Around 500 m
- Number of ski slopes: Five

## Club Med Joyview Taicang Resort

- Number of beds: 770
- Number of rooms: 308
- Trident: Four
- GFA: 50,000 m<sup>2</sup>

## Commercial Street

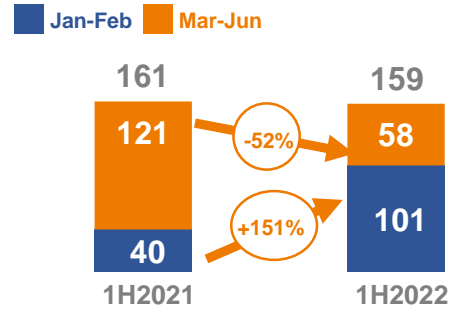
- GFA: 67,600 m<sup>2</sup>

# Services and Solutions in Various Tourism and Leisure Settings

## - Thomas Cook

### Thomas Cook China

Business Volume (RMB in million)



- In 1H2022, Thomas Cook China, together with the Group's self-operated tourism and leisure settings, made huge investments in two core destinations, Hainan and Yunnan, to launch its "hotel +" portfolio products, with over 10,000 orders



Number of monthly active users



774,000

Number of paid customers



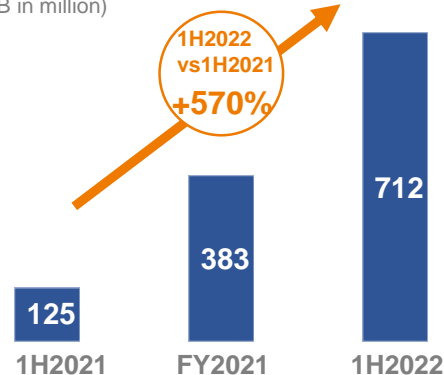
49,000

- On 18 July 2022, Thomas Cook celebrated its 181<sup>st</sup> Anniversary. During the event (20 June 2022- 6 August 2022), the gross merchandise volume (GMV) reached RMB243 million, the number of transaction users exceeded 30,000, and total number of orders exceeded 150,000

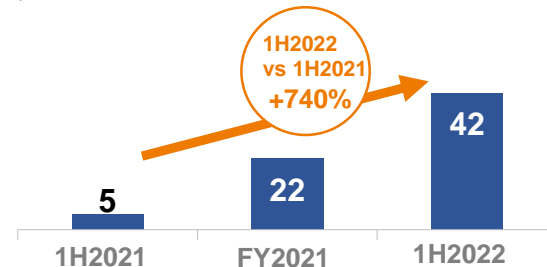


### Thomas Cook UK

Business Volume (RMB in million)



Bookings Volume ('000)



- Since 1H2022, benefiting from the lifting of travel restrictions in the UK and gradual opening up of many European destinations for vacations, Thomas Cook launched a campaign to revive its iconic "Don't Just Book it, Thomas Cook it" slogan with an eye-catching Thomas Cook advert
- The brand expanded further into Europe and commenced operations in the Netherlands; It has since then added a diverse range of travel holidays originated from the Belgian and German airports
- The high seasons in summer and autumn renewed to be the most important period for the continuous growth of Thomas Cook UK's success.





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# 2022 Interim Financial Key Summary

## Revenue



+131% YoY  
**to RMB6,417 M**  
Compared to  
**RMB2,781 M** in 1H2021

## Adjusted EBITDA



**RMB1,195 M**  
Compared to  
**RMB(565) M** in 1H2021

## Operating profit/(loss)



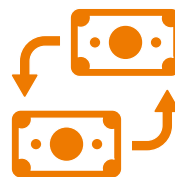
**RMB287 M**  
Compared to  
**Loss of RMB(1,380) M** in 1H2021

## Net profit/ (loss) attributable to equity holders



**Loss of RMB(197) M**  
Compared to  
**Loss of RMB(2,005) M** in 1H2021

## Abundant liquidity



**Unused bank facilities**  
**RMB4,332 M**  
Compared to  
**RMB3,515 M**  
as of 31 December 2021

## Net operating cash flows



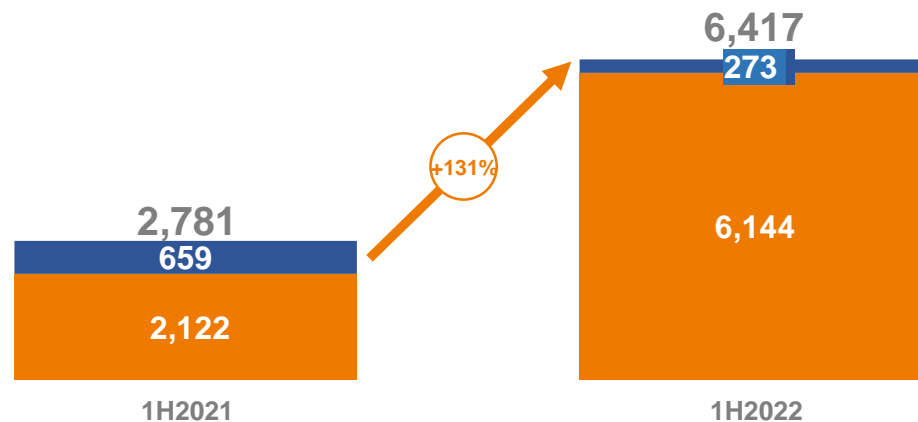
**Increased to**  
**RMB1,322 M**  
Compared to  
**RMB1,163 M**  
in 1H2021



# 2022 Interim Financial Key Summary

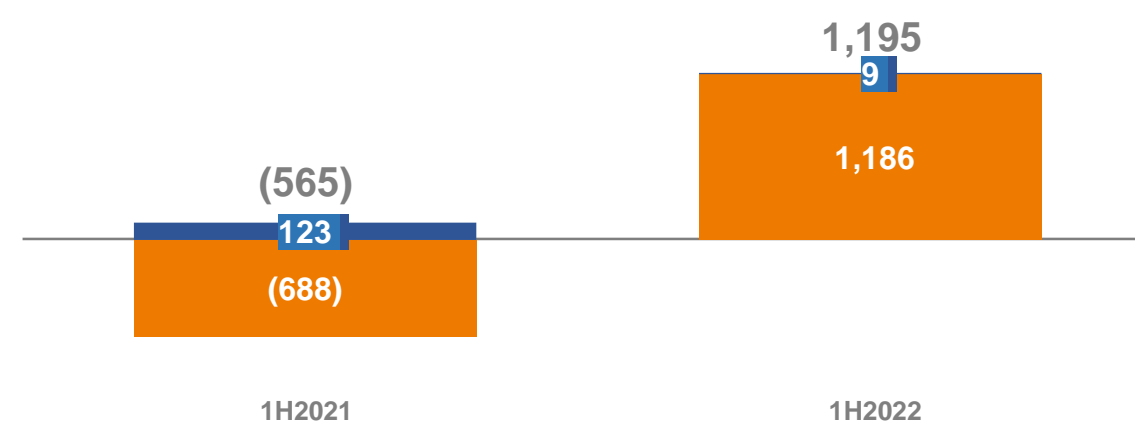
## Revenue

(RMB in millions)



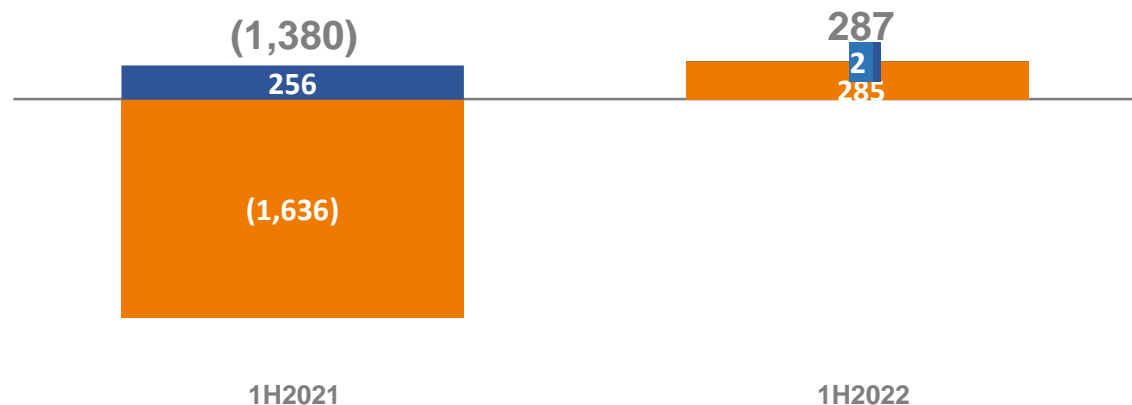
## Adjusted EBITDA

(RMB in millions)



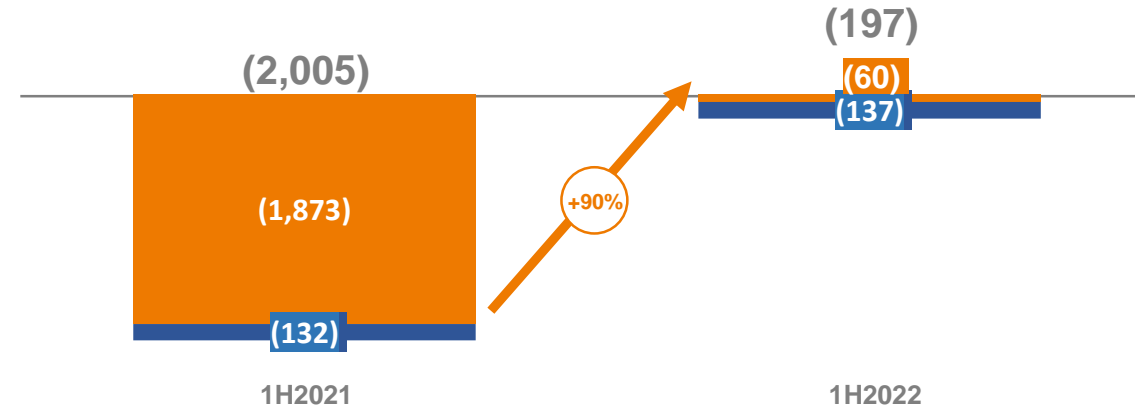
## Operating profit/(loss)

(RMB in millions)



## Net profit/(loss) attributable to equity holders

(RMB in millions)



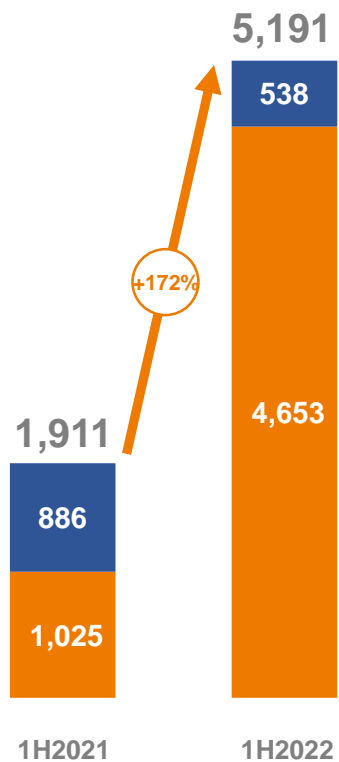
Note: <sup>1</sup> Tourism operation includes Resorts and Hotels, Tourism Destinations and Services and solutions in various tourism and leisure settings

# Revenue by Functions

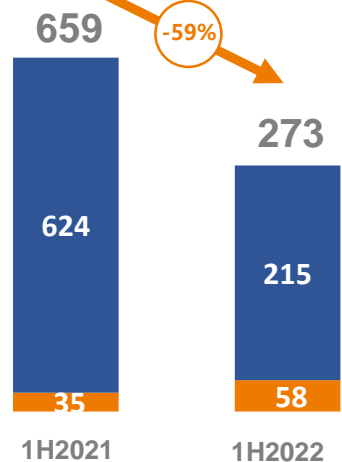
Breakdown by Functions and by Operating Segments

(RMB in millions)

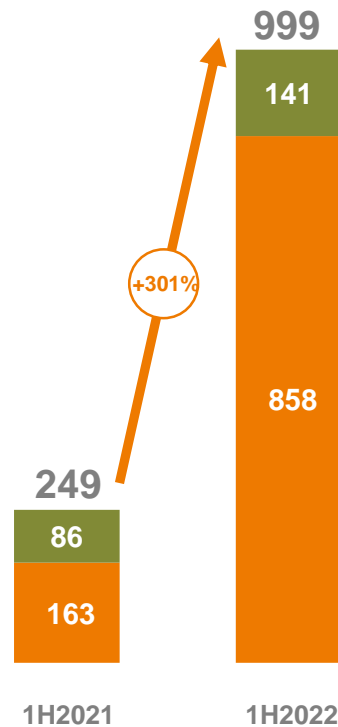
## Resorts and destination operations



## Tourism-related property sales and construction services



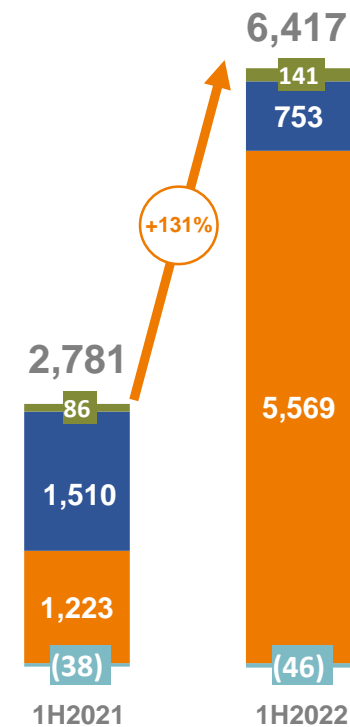
## Tourism and leisure services and solutions



## Eliminations



## Total



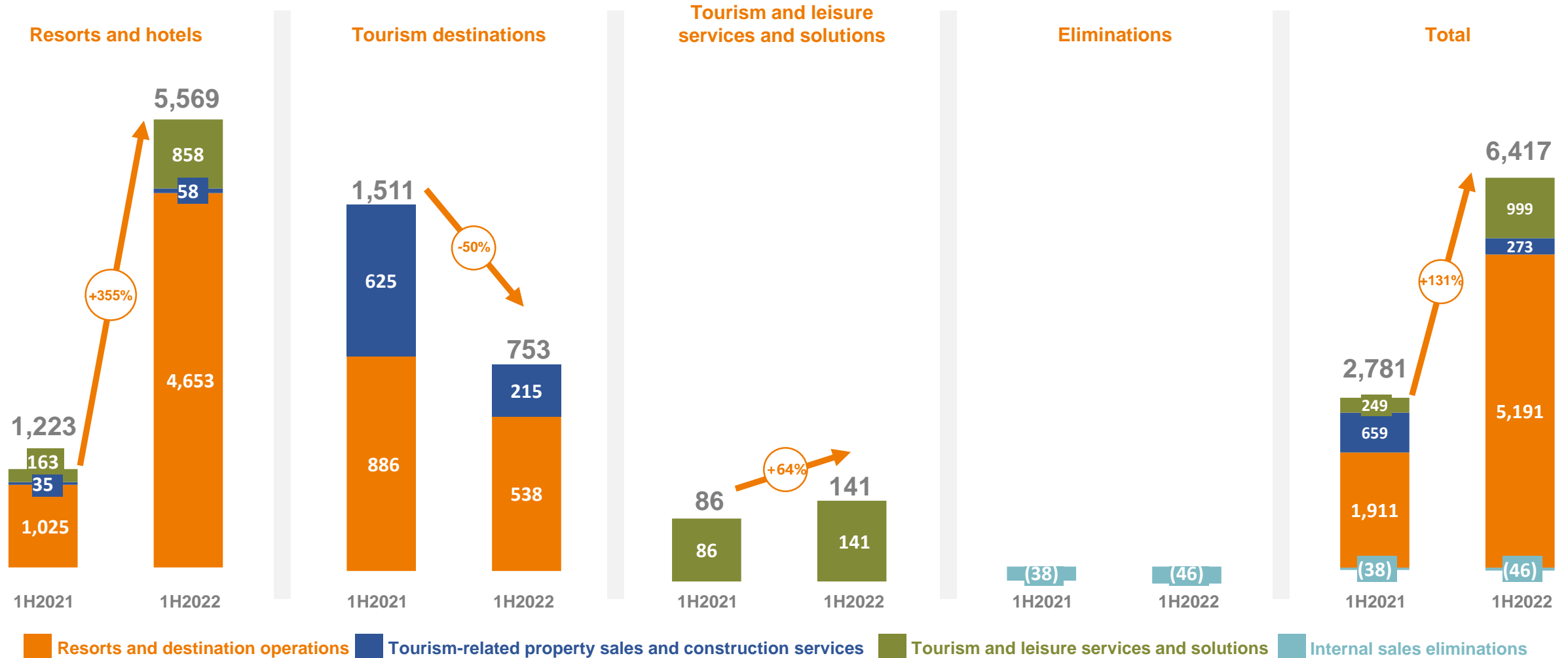
■ Resorts and hotels
 ■ Tourism Destinations
 ■ Services and solutions in various tourism and leisure settings
 ■ Internal sales eliminations



# Revenue by Operating Segments

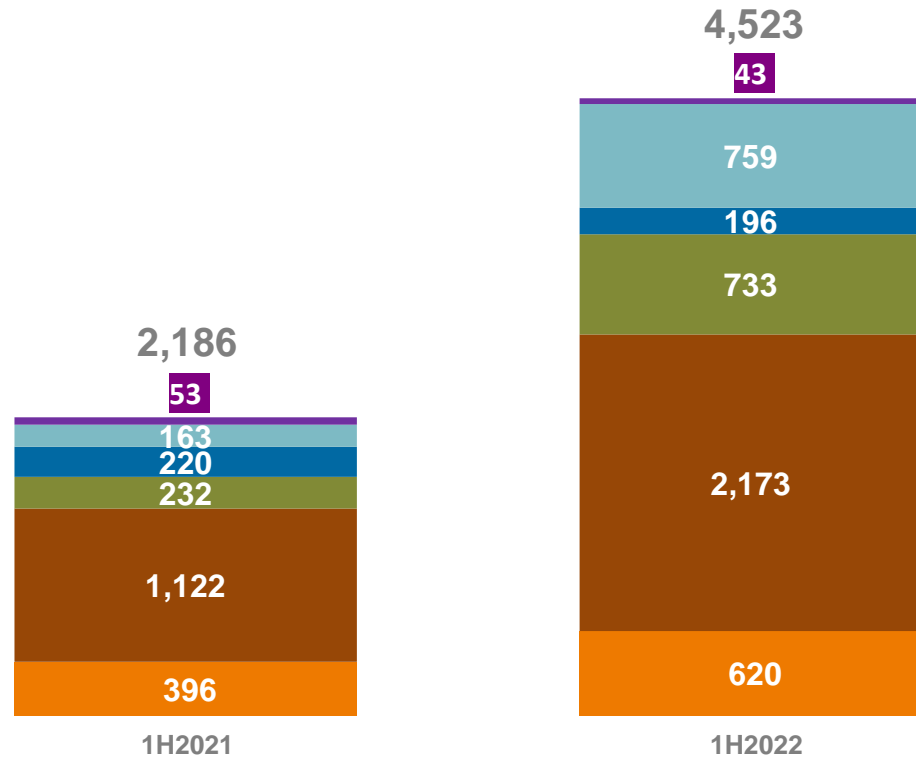
## Breakdown by Operating Segments and by Functions

(RMB in millions)



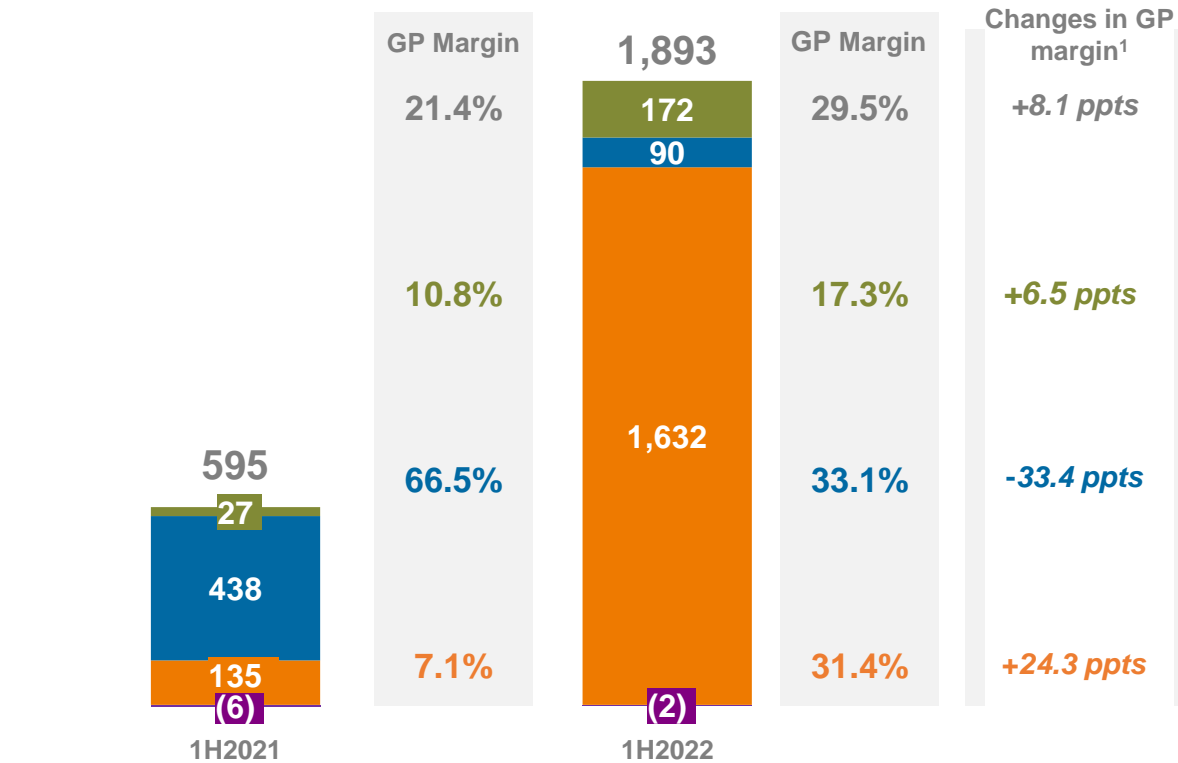
# Cost of Revenue, Gross Profit and Gross Profit Margin

Cost of Revenue  
(RMB in millions)



- Depreciation and lease expenses of resorts and destinations
- Fixed operation costs of resorts and destination
- Variables operation costs of resorts and destination
- Cost of property-sales and constructions services
- Cost of transportation services
- Others

Gross Profit and Margin  
(RMB in millions)



- Resorts and destination operations
- Tourism-related property sales and construction services
- Tourism and leisure services and solutions
- Internal transaction elimination

Note: <sup>1</sup> YoY change of total gross profit

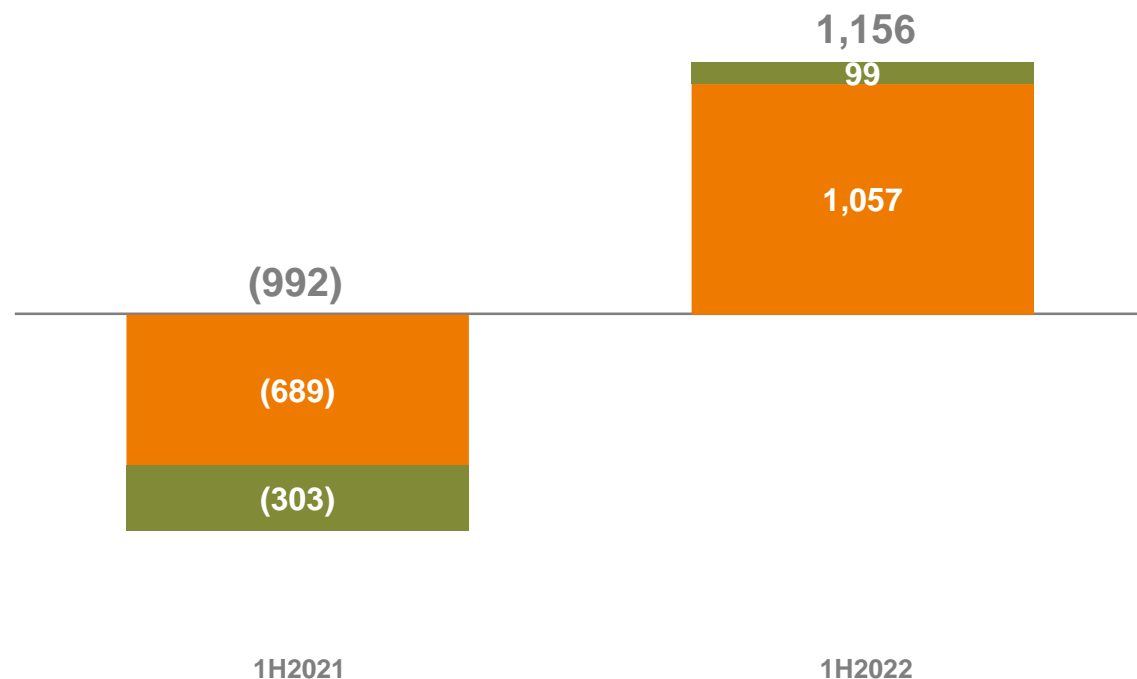


# Adjusted EBITDA for Major Business Segment

Group's Adjusted EBITDA increased from RMB(565) million in 1H2021 to RMB1,195 million in 1H2022

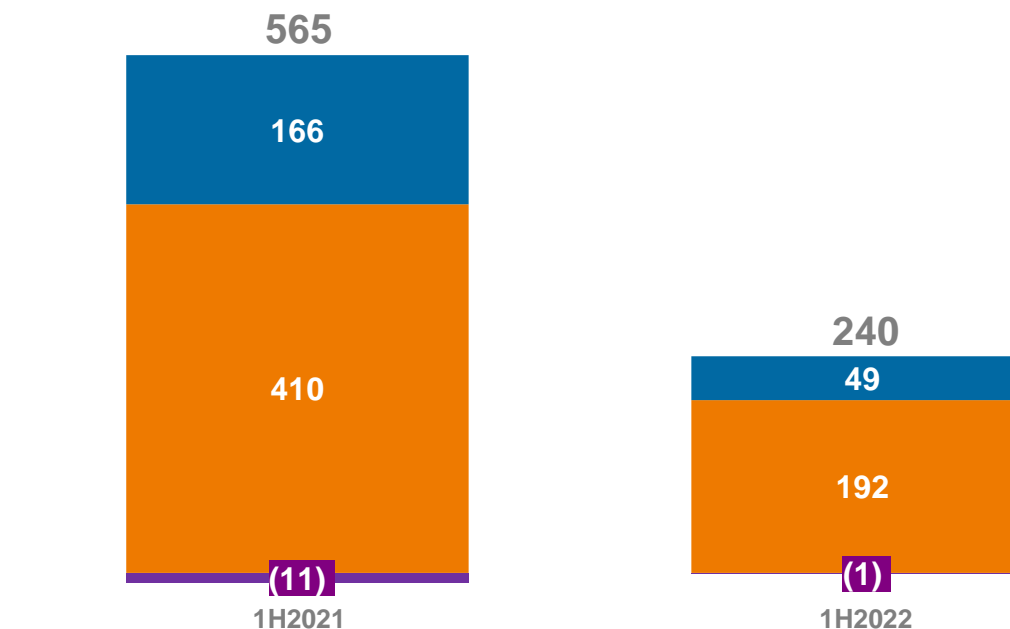
## Resorts and Hotels

(RMB in millions)



## Tourism Destinations

(RMB in millions)



Recurring EBITDA

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

Operation of Tourism Destination

Other operation business of tourism destinations

Property sales and others

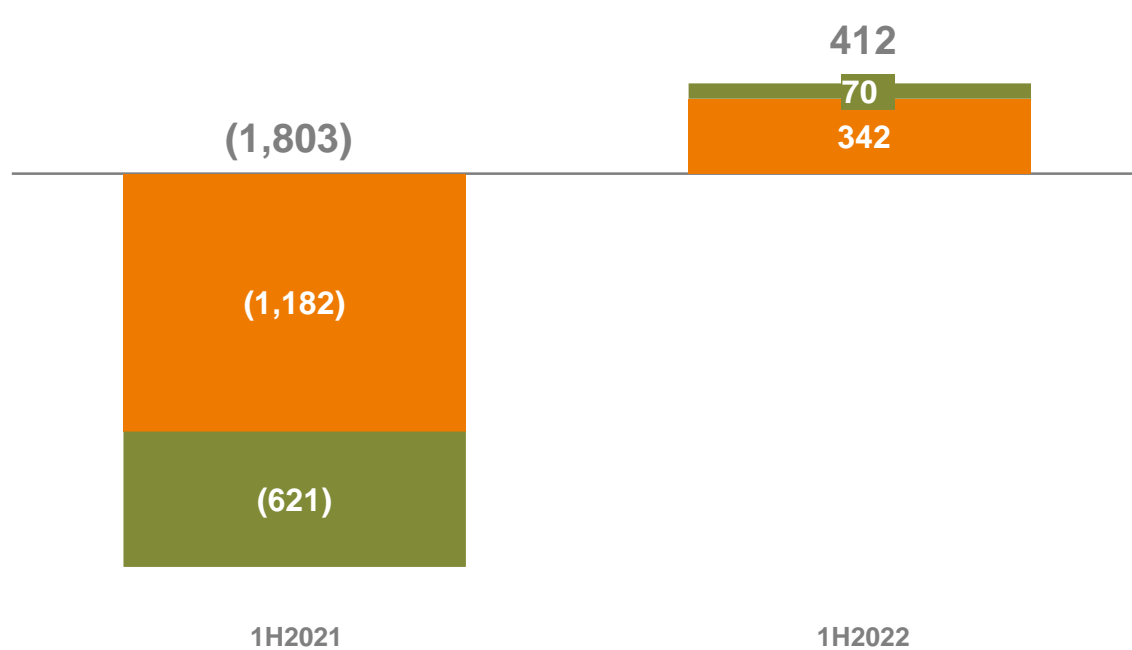
Note: <sup>1</sup> Non-recurring operating items of resorts operation included the costs of the business provisions, restructuring, gain/(loss) on the fair value change of investments measured at fair value through profit or loss and disposal during their closure when they are supposed to be open before the Pandemic, and additional operation costs due to the Pandemic, impairment and damage insurance

# Operating Profit/(loss) for Major Business Segment

Operating profit/(loss) increased from RMB(1,380) million in 1H2021 to RMB287 million in 1H2022

## Resorts and hotels

(RMB in millions)

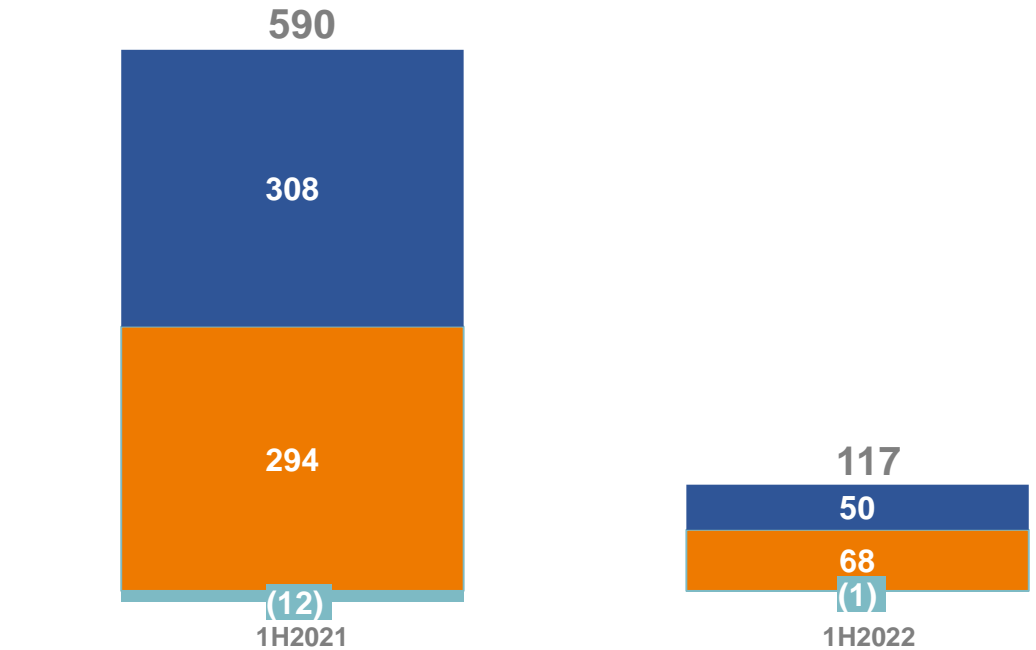


Recurring operating profit

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

## Tourism Destinations

(RMB in millions)



Recurring operating profit of Tourism Destination Operation

Other operations in tourism destinations

Operating profit related to property sales

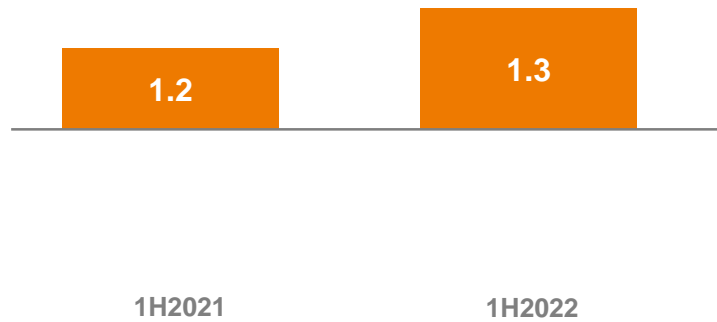
Note: <sup>1</sup> Non-recurring items, including the costs of the business during their closure when they are supposed to be open in normal time, and additional operation costs such as transportation to bring our customer back home due to the epidemic outbreak, gain on disposal of subsidiary and associate, gain (loss) on the fair value change of investments measured at fair value through profit or loss, impairment loss on long term assets eThomas Cook.



# Cash Flow and Financing Structure

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

(RMB in billions)



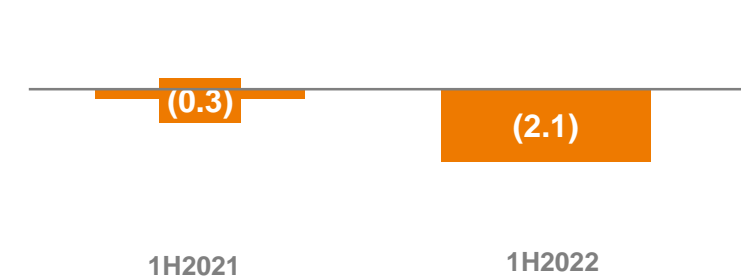
## Net cash flow used in investing activities

(RMB in billions)

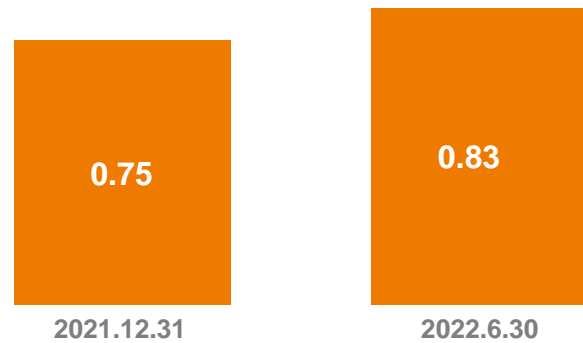


## Net cash flow from/(used in) financing activities

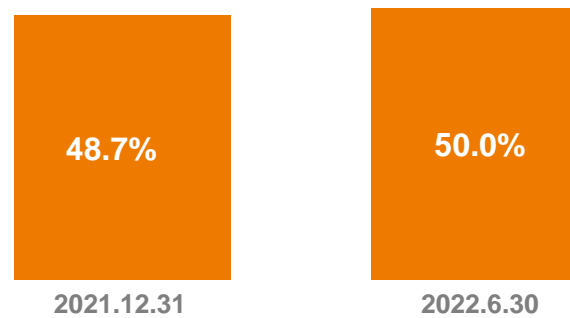
(RMB in billions)



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

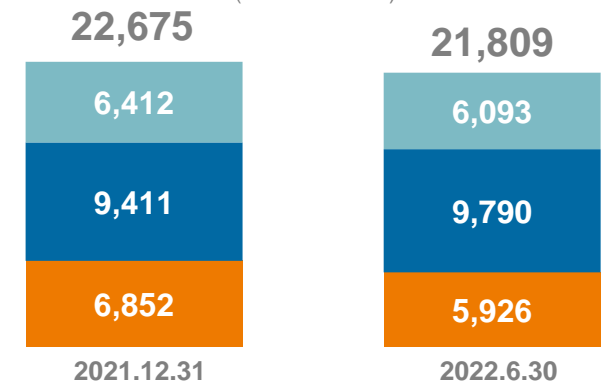


## Gearing ratio<sup>2</sup>



## Financing breakdown

(RMB in millions)



Note:<sup>1</sup> Current ratio equals current assets divided by current liabilities as of the end of the period

<sup>2</sup> Gearing ratio equals net debt as a percentage of total assets as of the end of the period

Interest-bearing bank borrowings

Bonds payable

Lease liabilities

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- 04 Recent Updates & Strategic Focus**
- 05 Appendix







## Tourism Destinations

FOLIDAY  
复星旅文

## Resorts and Hotels

## Services and Solutions in Various Tourism and Leisure Settings

### Club Med:

- July 2022 vs July 2021:
  - Business Volume +41%
  - EMEA +38%, Americas +55%, Asia Pacific +36%, resorts in China +39%
- July 2022 vs July 2019
  - Business Volume +12%
  - EMEA +18%, Americas +54%, Asia Pacific recovered to 63%, resorts in China +78%
- In July 2022, the global resort Occupancy Rate reached 67%
- In July 2022, global capacity increased by 35% over July 2021
- In July 2022, Club Med had 55 resorts in operation worldwide
- As of 6 August 2022, cumulative bookings<sup>1</sup> recorded a Business Volume for 2H2022:
  - vs 2H2021 +39% (as of 6 August 2021)
  - vs 2H2019 +14% (as of 6 August 2019)
- As of 6 August 2022, cumulative bookings<sup>1</sup> recorded a Business Volume for 1H2023:
  - vs 1H2022 +22% (as of 6 August 2021)
  - vs 1H2020 +24% (as of 6 August 2019)



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

- In July 2022, Atlantis Sanya recorded Business Volume of RMB215 million, which was only 8% less than its highest single-month Business Volume since its opening in July 2021. The Occupancy Rate by room reached 92%, and the average daily rate by room reached RMB3,331
- In July 2022, the Business Volume of Lijiang FOLIDAY Town's operating business amounted to RMB23 million, with 22,000 visitors; Club Med Lijiang Resort recorded Business Volume of RMB20 million, with ADBR of RMB1,241 and an average Occupancy Rate by Bed of 89%; the number of units sold was three, with sales value of RMB8 million
- In July 2022, the main structure of Taicang FOLIDAY Town's themed commercial street "Alps Time" themed commercial street completed the capping; the number of units sold was 18, with sales value of RMB49 million



- In July 2022, Thomas Cook China recorded Business Volume of RMB64 million, up 15% over July 2021 · during the anniversary event, the GMV reached RMB243 million
- In July 2022, Thomas Cook UK recorded Business Volume of RMB132 million, up 392% over July 2021

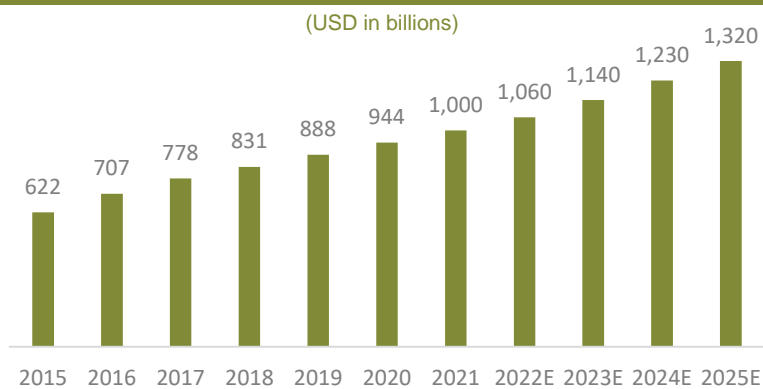


# China's Leisure and Vacation Trends:

## High-End Vacation-Oriented and The Rise in City Tours and Tours to Neighboring Regions

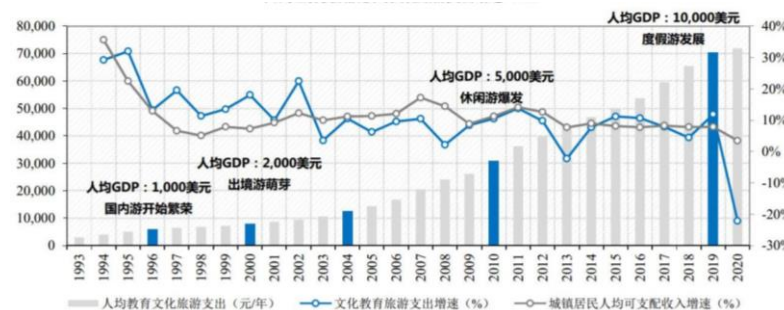
Given the obvious high-end and vacation-oriented trend, there is an urgent need to meet consumers' interest in high-end vacations

### Leisure and vacation spending in China



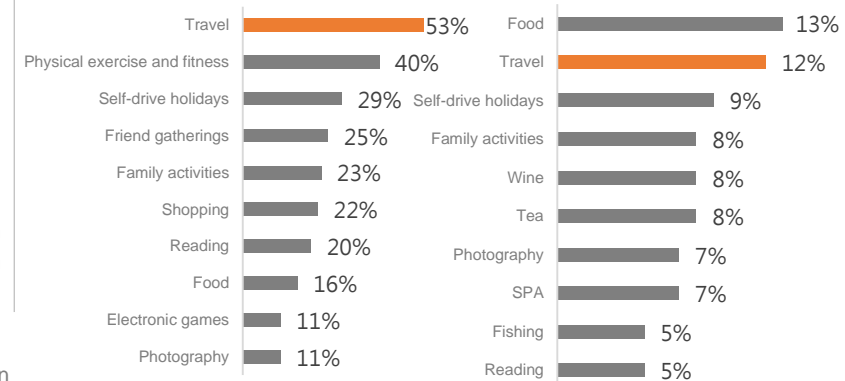
Source: World Bank, Global Business Travel Association

### China's per capita GDP exceeded USD10,000, leading to sharp increase in demand for quality vacation products



Source: National Bureau of Statistics, Guotai Junan, Hurun Research Institute, Fosun Tourism's research and analysis

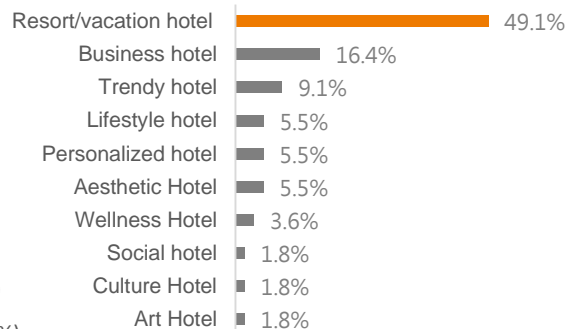
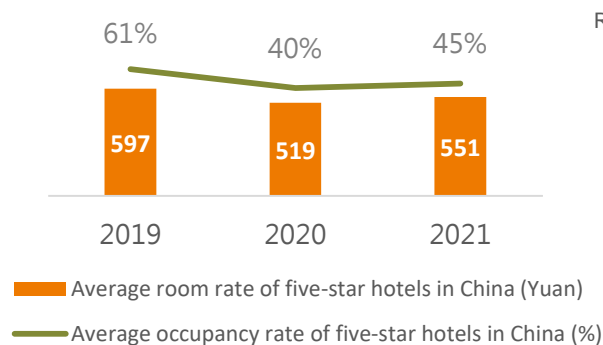
### China's middle-class and high-net-worth consumers see tourism as main form of leisure and entertainment



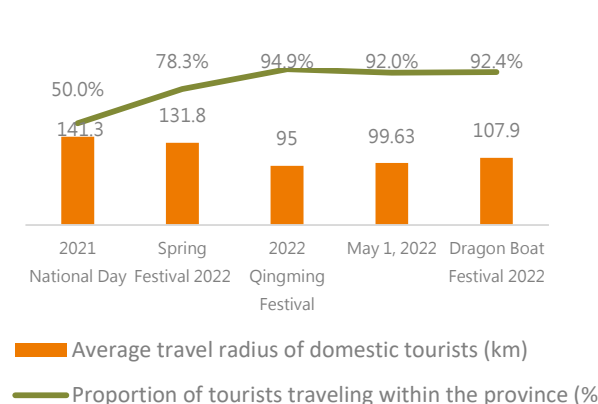
Middle-class Consumers

High-net-worth Consumers

With the rise in city tours and tours to neighboring regions after the pandemic, there is urgent need for quality tours to neighboring area and city resort hotel products



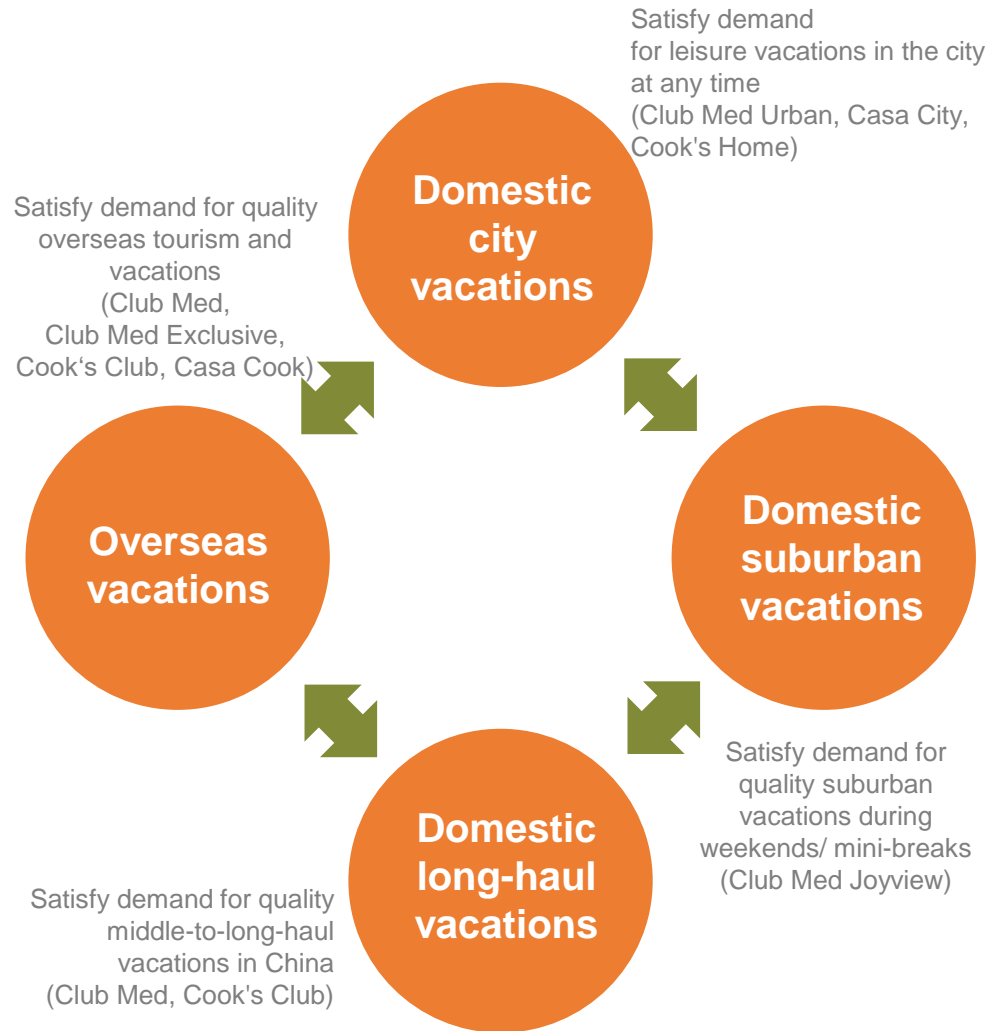
Traditional business hotels lagged in recovery pace post Pandemic as compared to resort/vacation hotels, the latter accounted for 50%+ in domestic hotel pipeline



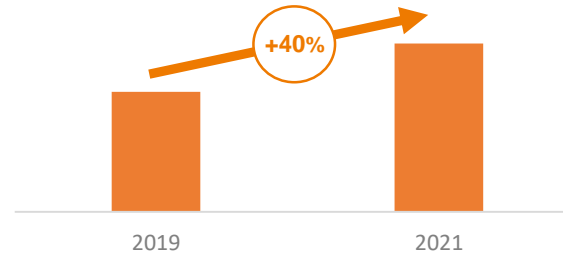
With the decrease in travel radius of domestic tourists, the prospects for tours to neighboring regions and city vacation products are promising



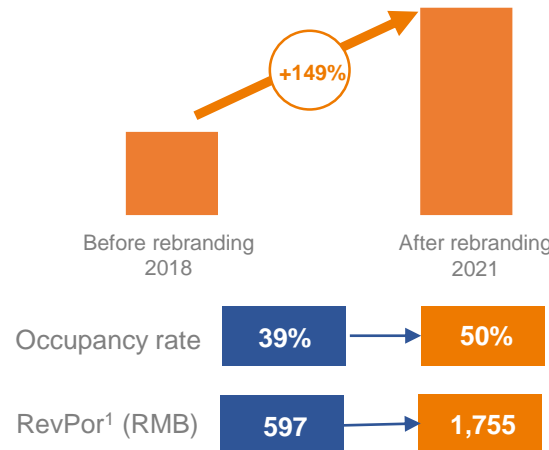
# Upgrade in Resort Model: Accelerate Expansion of Joyview and Introduce New Urban Vacation Model



Club Med Joyview Business Volume between 2019-2021



Core performance comparison of Yanqing Resort before under rebranding



Relative competitive advantages of Club Med Joyview

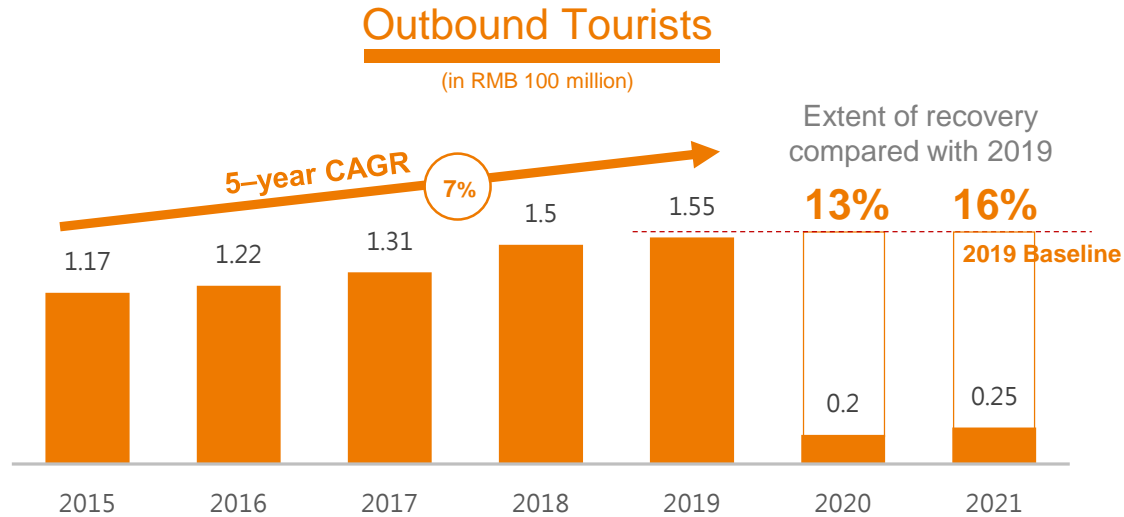
- Development potential:** Club Med Joyview focuses on the short-haul tourism markets around China's first- and second-tier cities in terms of location selection. It has the potential to build an extensive presence in China, which will meet the rapidly growing tourism consumption demand from Chinese consumers.
- Attract new customers:** Club Med Joyview effectively meets short-haul tourism demand in China. With the addition of new resorts, increasingly more Chinese family customers pick Club Med Joyview as their preferred travel choice.
- Identify local demand:** With the unique group marketing plus local sales business model, Club Med Joyview is able to optimize its operating business performance. While expanding and strengthening the sales channels of its headquarters, Club Med Joyview has also achieved strong synergy with the sales team in terms of tapping local demand and MICE business as well as off-season marketing.

- Since its launch, the Joyview model has become mature following four years of development. In addition to **accelerating expansion of Club Med Joyview** in surrounding cities and markets, the Group is also actively exploring opportunities of expanding **Club Med urban resort** products in key tourism cities in China, with the aim of building quality holiday products for **long-haul, suburban** and **urban** destinations via three consumption tiers.



# Growth Opportunities from China's Inbound and Outbound Tourism Recovery

The stagnant inbound and outbound tourism markets present huge room for recovery going forward and Fosun Tourism Group boasts multiple advantages

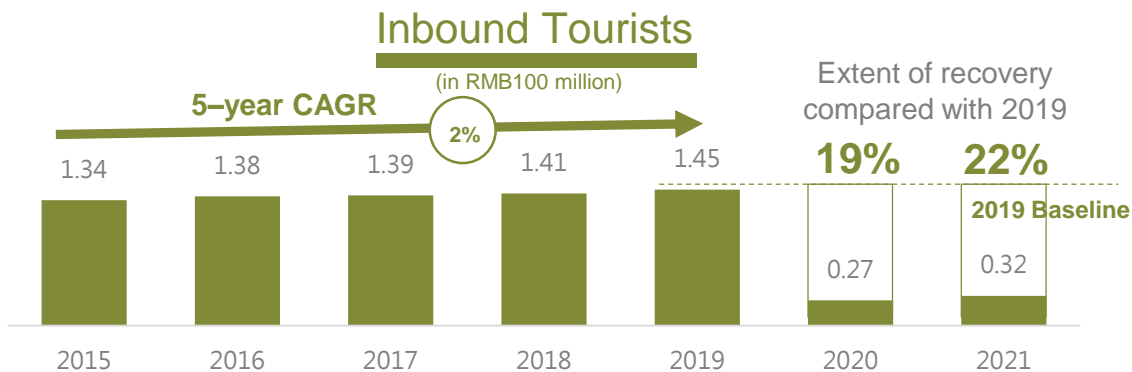


**US\$ 133.8 billion**

Overseas consumption of outbound tourists in 2019

**US\$127.1 billion**

China's inbound tourism revenue in 2019



## Competitive advantages of Fosun Tourism Group

01

### Strong resort and hotel brands with global layout

- The penetration rate of Club Med in China's mid-to-high-end families<sup>1</sup> segment is expected to exceed 1.5% in the next three years
- In 2019, Club Med recorded business volume of approx. **RMB316 million** from China's outbound tourism business. It also **bucked the trend** and expanded the resort operation to regions near China targeting Chinese tourists amid the pandemic
- Casa Cook and Cook's Club operate 15 resorts worldwide, and will operate no less than 30 resorts (including those already opened) worldwide by the end of 2023

02

### Thomas Cook has a strong outbound tourism business foundation & extensive overseas resources

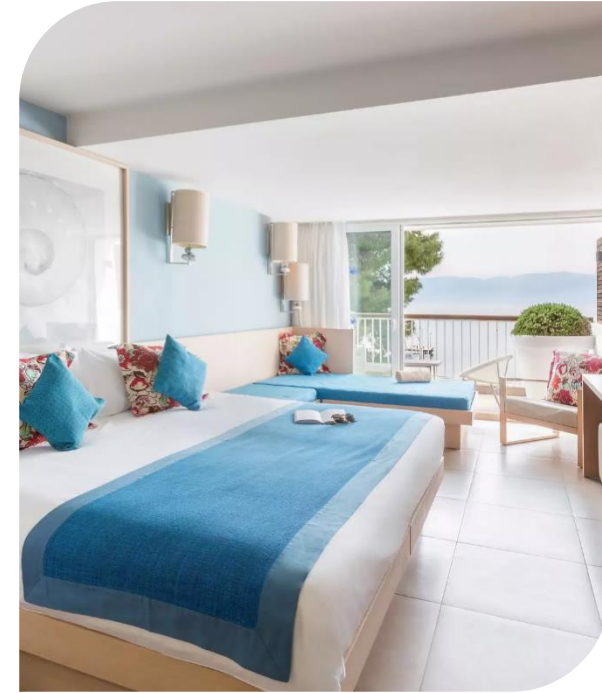
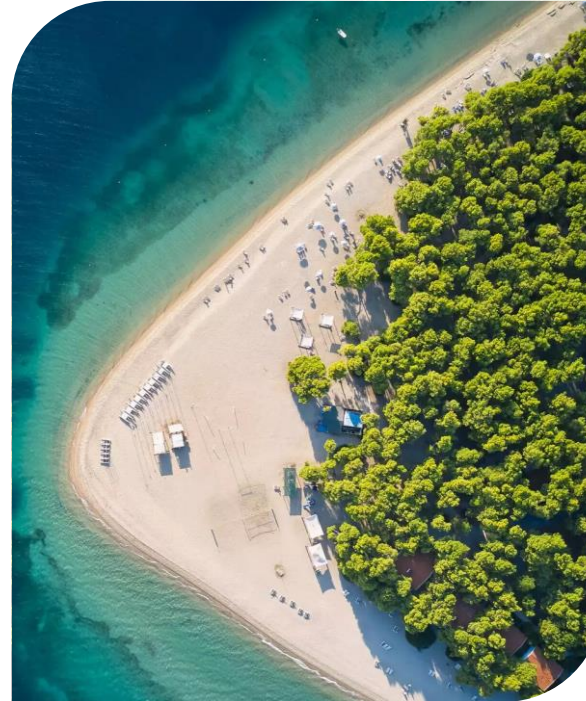
- In 2019, prior to the COVID-19 pandemic, **Thomas Cook's** outbound tourism business in China recorded a Business Volume of **RMB242 million** and it served over 230,000 visitors
- Has open access to two-way inbound and outbound tourism business between China and Europe by leveraging **resources from the customer sourcing markets in Europe** of Club Med and Thomas Cook
- Developed unique and innovative inbound tourism products by capitalizing on **the convenient entry afforded by Hainan Free Trade Port** along with the advantages of overseas enterprise resources and domestic product resources

# Asset-light Expansion and Healthy Financial Strategies

- Since inception, the Group has adopted a project development model that combines asset-light and asset-heavy development strategies. Resorts and hotels and tourism-related services and solutions, **which accounted for over 70% of total revenue** are **developed by adopting the asset-light model**. As at 30 June 2022, Club Med had 12 self-owned resorts, and we are also actively exploring opportunities to sale and lease back
- In terms of tourism destinations, we are exploring opportunities of **introducing strategic partners** to jointly invest and develop projects based on the actual situation of "FOLIDAY Town" and the Group's own strategic advantages
- As for future tourism destination projects, the Company does not rule out the possibility of **introducing strategic partners in the early stages of projects** and to further realize the Company's comprehensive operational advantages, as well as provide full-cycle management services by means of **equity cooperation, fund formation** and other approaches



## Case study: Gregolimano Resort (sale and lease back)



- In June 2022, we sold Gregolimano, the Club Med resort in Greece, to REITS Primonial REIM in France and leased it back. This business generated net cash flow of RMB463.7 million and gain from disposal of RMB86.2 million
- At the same time, an agreement was made with the new owner to renovate and expand the resort. Related work has commenced in 2022, with the aim of upgrading the resort's facilities and enhancing its capacity, which in turn will increase customer satisfaction, the resort's pricing power and business volume



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# Adjusted EBITDA

	For the six months ended 30 June	
	1H2022	1H2021
	RMB '000	RMB '000
<b>Loss before income tax</b>	<b>(197,877)</b>	<b>(1,865,301)</b>
Adjustment:		
Depreciation	827,026	889,694
Amortization	85,748	77,137
Finance costs	483,944	483,475
Land value-added tax	(18,454)	(160,740)
<b>EBITDA</b>	<b>1,180,387</b>	<b>(575,735)</b>
Add:		
Equity-settled share-based payments		
Listing expenses	14,677	10,764
<b>Adjusted EBITDA</b>	<b>1,195,064</b>	<b>(564,971)</b>

## 关于复星旅文

复星旅游文化集团（简称“复星旅文”或“Foliday”，股份代号：1992.HK）是聚焦休闲度假旅游的全球领先综合性旅游集团之一，按2019年收入计，集团为全球最大的休闲度假村集团\*。当前集团共主营三大业务：度假村及酒店、旅游目的地以及基于度假场景的服务及解决方案。集团于全球运营60余个Club Med度假村；开发并拥有三亚亚特兰蒂斯，以自有品牌「复游城」开发并运营丽江和太仓复游城，以全球历史最悠久的旅游品牌Thomas Cook于中国和英国运营聚焦品质休闲度假的在线旅行平台。

Fosun Tourism Group (also known as Fosun Tourism or “Foliday”, stock code: 1992.HK), is a world-leading leisure-focused integrated tourism group. In terms of revenue in 2019, it was the largest leisure tourism resorts group in the world\*. Currently, the Group has three main businesses: resorts and hotels, tourism destinations, and services and solutions in various tourism and leisure settings. It operates more than 60 Club Med resorts worldwide and has developed and owns Atlantis Sanya. It develops, owns and operates Lijiang and Taicang FOLIDAY Town under its house-brand “FOLIDAY Town” and, via the world’s oldest travel agency brand Thomas Cook, operates in China and the UK online travel platforms that offers quality leisure and vacation services.

\* 引自于独立国际咨询公司弗若斯特沙利文行业报告

\* Frost & Sullivan, an independent international research & consulting firm

