

PIERRE & VACANCES

Interim results from October 1st 2001 to March 31st 2002

First-half results support the target of € 29 million in full-year net income before extraordinary items

- **Full-year net income before extraordinary items target: €29 million, up 10%**
- **First-half consolidated turnover: €315.9 million, up 33% (current Group structure)**
- **First-half Group net income: -€12.6 million**

STRONG GROWTH IN ACTIVITY IN THE FIRST HALF OF 2001/2002

- **33% increase in turnover**

Turnover for the first half of the current financial year amounted to €315.9 million, compared with €237.9 million over the first six months of the previous financial year.

- **Turnover from Tourism: € 285.9 million, up 92.4%**

In line with forecasts, the growth in turnover from Tourism activities over the first half was driven by:

- A scope of consolidation effect with for the 2001/2002 accounts:

- the consolidation over 6 months of the Group's share (50%) in the joint venture (Center Parcs Europe Continentale + Gran Dorado), representing €109.0 million; over the first half of 2000/2001, the contribution made by Gran Dorado, corresponding to its full activity over the same period, stood at €53.5 million;
- the consolidation of Maeva (€69.4 million) over a 7-month period (from the date of its acquisition: early September 2001) and of Valmorel from October 1st 2001 (€3.8 million);

- A 6.0% growth in activity on a like-for-like basis essentially linked to the 7.8% increase in turnover from accommodation. This stemmed from a slight rise in the number of weeks sold (+0.3%), principally due to the improvement in the occupancy rate to 68.7%, and a 7.5% increase in the average letting rate.

- **Turnover from Property Development: € 30.0 million, - 66.5 %**

After a particularly high level of activity in the first half of 2000/2001, with the delivery over the first three months of the period of the last property transactions benefiting from the Périssol tax incentive in France (658 apartments), the Group's Property Development activities performed in line with forecasts.

In total, 293 apartments were delivered over the period (753 in the first half of 2000/2001), essentially located in mountain resorts (Valmeinier and Valmorel).

- **Group net income: -€ 12.6 million**

in € million	1st half 2001/2002	1st half 1999/2000	Change
Turnover	315,9	237,9	32,8%
Operating income	-18,9	-11,4	N/S
Earnings before tax and extraordinary items	-26,9	-9,0	N/S
Net income before extraordinary items	-18,2	-6,6	N/S
Extraordinary items (net of tax)	5,6	2,6	N/S
Net attributable income	-12,6	-4,0	N/S

The seasonal nature of Pierre & Vacances' tourist operations results in a structural half-year deficit: turnover generated in the first half of the year (which in France, for the most part, comprises revenue from mountain resorts) accounts for only 40% of full-year turnover, while fixed operating expenses (including rent) are spread equally throughout the year.

This seasonal effect resulted in an operating loss of €18.9 million (of which Maeva accounted for €8.6 million), compared with €11.4 million in the first half of 2000/2001.

Financial expenses amounted to -€8.0 million over the period, essentially corresponding to holding costs on Center Parcs properties and the cost of financing the Maeva acquisition, prior to the capital increase carried out at the end of March 2002.

Earnings before tax and extraordinary items thus amounted to -€26.9 million over the period, generating net income before extraordinary items of -€18.2 million.

After recognising an extraordinary profit of €5.6 million linked to the updating of the Group's deferred tax position, **net attributable income amounted to -€12.6 million, compared with -€4 million in the first half of 2000/2001.**

OUTLOOK FOR THE SECOND HALF IN LINE WITH ANNUAL TARGETS

Tourism reservations for the summer are currently in line with annual trends.

Around 300 apartments will be delivered in the second half of the year.

The high level of activity over the first half of the year and the outlook for the second half support the full-year targets announced during the presentation of results for 2000/2001:

- **Annual sales of €736 million**, up by 22% on 2000/2001, including a 45% increase in tourism activities (current Group structure);
- **Net income before extraordinary items of around €29 million;**
- **Net attributable income of €34.6 million, taking into account extraordinary items amounting to €5.6 million.**

While optimising its activities in France, notably via the integration of Maeva, the Pierre & Vacances Group is furthering its growth and stepping up its development in southern Europe.

For further information, please contact:

Group Finance Division

Patricia Damerval – Tel. +33 1 58 21 53 72 – Fax +33 1 58 21 54 10

infofin@pierre-vacances.fr

Press Office

Bernadette Desaubes & Valérie Cretin – Tel +33 1 58 21 51 37 – Fax +33 1 58 21 55 93

service.presse@pierre-vacances.fr