

# PIERRE & VACANCES

**Attributable net income for 2002/2003 financial year  
up 25% at €47.3 million**

The 2002/2003 financial year was marked by:

- **A strong growth in the Group's results in a difficult economic environment:**
  - Turnover rose by 10.9% to stand at €881.5 million.
  - Net income before extraordinary items was up 25.7% at €40.1 million.
  - Attributable net income came out €47.3 million, representing a rise of 25.1%.
- The acquisition of the share capital not already held by the Group in Center Parcs Continental Europe, which enabled the Group to consolidate its position in Europe and enhance its growth prospects.

## **STRONG GROWTH IN GROUP'S RESULTS OVER THE 2002/2003 FINANCIAL YEAR**

Within a volatile geopolitical context, an unfavourable economic environment, the Prestige oil spill and forest fires in the Var, the Pierre & Vacances Group registered a marked increase in its results.

- **Turnover up 10.9% (+16.4% on a like-for-like basis)**

Consolidated turnover for the period totalled €881.5 million, compared with €794.7 million in 2001/2002. It was driven by:

- A good resilience of the Tourism business performance, which saw turnover rise by 0.9% on a like-for-like basis to stand at €692.9 million (with turnover from accommodation growing by 1.9%).
- A strong growth in the Group's Property Development activities, where turnover came out at €188.6 million, compared with €70.6 million in 2001/2002. This performance was essentially fuelled by the development of the Group's property renovation business, which achieved a turnover of €83 million.

- **Net income before extraordinary items up 25.7%**

- The Group's operating income came out at €82.5 million compared with €73.2 million in 2001/2002, representing an increase of 12.7%.

The contribution made by the Group's Tourism activities amounted to €68.3 million (compared with €68.2 million in 2001/2002), representing an operating margin of 9.8% versus 9.4% in 2001/2002.

The Group's Property Development activities generated operating income of €14.2 million and an operating margin of 7.5%, up sharply on the previous financial year (operating income of €5 million, operating margin of 7.1%).

- Net financial income amounted to €-13.5 million compared with €-15.4 million in 2001/2002. This essentially relates to the financing cost of the Center Parcs Continental Europe properties prior to their disposal at the end of September 2003.
- **After share in earnings of equity affiliates, goodwill amortisation, tax and minority interests, net income before extraordinary items totalled €40.1 million, representing a rise of 25.7% on 2001/2002.**
- Net extraordinary income of €7.2 million for the period notably comprised:
  - A net profit of €19.6 million on the disposal of the freeholds on Center Parcs Continental Europe villages;
  - A charge of €-15.7 million, corresponding to the Pierre & Vacances share in the purchase of interests from mezzanine funds and management team of Center Parcs Continental Europe, as part of the acquisition of sole ownership of this company.

**Attributable net income for the period amounted to €47.3 million, up 25.1% on 2001/2002 (€37.8 million).**

A proposed net payment of €1.5 per share (without any tax credit) will be submitted to approval.

In € million	2002/2003	2001/2002	Change (%)
Turnover	881.5	794.7	+10.9%
Operating income	82.5	73.2	+12.7%
Net financial income	-13.5	-15.4	-12.3%
<b>Earnings before tax and extraordinary items</b>	<b>69.0</b>	<b>57.8</b>	<b>+19.4%</b>
Share in earnings of equity affiliates	-0.1	0.1	—
Amortisation of goodwill	-6.4	-6.3	+1.6%
Corporate income tax	-21.7	-19.0	+14.2%
Minority interests	-0.7	-0.7	—
<b>Net income before extraordinary items</b>	<b>40.1</b>	<b>31.9</b>	<b>+25.7%</b>
Extraordinary items (net of tax)	7.2	5.9	+22.0%
<b>Net income</b>	<b>47.3</b>	<b>37.8</b>	<b>+25.1%</b>
Net debt	298.2	178.0	
Shareholders' equity	258.5	220.3	

## **ENHANCED PROSPECTS FOR 2003/2004**

---

Over the 2003/2004 financial year, the Pierre & Vacances Group will continue to implement its growth strategy focused on:

- Improving the Group's operating performances, with the development of direct sales, the enhanced promotion and marketing of short-stay holidays, and ongoing cost control.
- Harnessing new opportunities linked to the full takeover of Center Parcs Continental Europe (leveraging of synergies, extension of existing villages, purchase or building of new villages in Continental Europe).
- Carrying on organic growth in France (favoured in the framework of new tax arrangements) and the Group's development in Southern Europe.

**The 2003/2004 target in net income before extraordinary items is €50 million, up 25%.**

**For further information, please contact:**

**Group Finance Department**

Patricia Damerval - Angéline Palus – Tel. +33 (0)1 58 21 53 72 – Fax +33 (0)1 58 21 54 10  
[infofin@pierre-vacances.fr](mailto:infofin@pierre-vacances.fr)

**Group Communication Department**

Valérie Cretin - Valérie Lauthier – Tel +33 (0)1 58 21 51 81/54 61 – Fax +33 (0)1 58 21 55 93  
[communication@pierre-vacances.fr](mailto:communication@pierre-vacances.fr)