

APPENDIX 3

MAJOR TIMESHARE INDUSTRY PARTICIPANTS

Promoters/developers

Accor Premier Vacation Club (APVC)—In conjunction with Becton, Accor launched APVC in November 2000. It has timeshare facilities in eight properties in Australia, one in New Zealand and 38 additional resorts and hotels around the Asia Pacific region. It is affiliated with Interval International. Turnover in 2003 was estimated at \$40 million.

Major properties in Australia include:

- Novotel Pacific Bay Resort, Coffs Harbour
- Novotel Palm Cove Resort, Cairns
- Novotel Twin Waters Resort, Sunshine Coast
- Mercure Grand Apartments, Darling Harbour
- Mercure Grand Hotel, Bowral
- Heritage Park, Bowral
- Mercure Grand Hotel, Flinders Lane, Melbourne

Flexi Point Holidays Limited—Flexi-Point Holidays is affiliated with RCI and offers holidays at more than 3 000 resorts across the globe.

Holiday Concepts Management—Established in 1984, Holiday Concepts offers timeshare ownership in around 15 resorts within Australia.

Trendwest South Pacific Pty Limited—Commenced marketing their first property in the South Pacific (Fiji) in June 2000 and their first Australian property in January 2001. Owned by US-based Trendwest Resorts (in turn owned by Cendant Corporation) Trendwest South Pacific has over 13,000 owners. At 2002 Trendwest had access to 220 apartments in 8 resorts across Australia and Fiji. Trendwest timeshare owners can also use their credits for a range of other travel services including airfares, car hire, hotels, day tours and cruises.

Trendwest South Pacific generates revenue of \$90–100 million each year and has generated market recognition through sports sponsorship. Trendwest has apartments in the following Australian properties:

- Trinity Links Apartments, Cairns
- All Seasons Premier Pacific Bay Resort, Coffs Harbour
- Calypso Plaza Resort, Coolangatta
- WorldMark Golden Beach Resort, Caloundra
- WorldMark Kirra Beach, Gold Coast
- Northpoint Apartments, Port Macquarie
- Horizons Golf Resort, Port Stephens

Exchange companies

RCI (Resorts Condominiums International)—Owned by Cendant Corporation, RCI is reputed to be the world's leading timeshare exchange company, offering exchange holidays in approximately 3,700 resorts in nearly 100 countries. Ninety three of these resorts are in Australia.

Interchange Timeshare—Covering New Zealand and Australia, Interchange offers holiday exchanges with 57 resorts in Queensland, New South Wales, Victoria, Tasmania, South and Western Australia.

Dial an Exchange—Dial an Exchange is an independent exchange company with access to 50 timeshare resorts in Australia.

Interval International—Interval International has a global network of 2,000 resorts in 75 countries. Represented by Vacation Management Limited in the South Pacific, it offers a selection of exchange options with 32 hotels and resorts located in Australia.

Resorts

Many timeshare resorts, particularly those managed by hotel operators, are mixed use developments offering hotel rooms and timeshare units. These developments benefit from shared amenities including bars, restaurants and recreational facilities, staff, management as well as the flexibility to use timeshare units for casual guests. It is difficult to determine how many resorts are involved in timeshare in Australia however internet searches confirm over 90 participants.

