





# STATE OF THE MARKET

- · Ski resorts are highly weather dependent
- The most dedicated generation of skiers is retiring from the sport
- The new generations of skiers are becoming "more casual"



Visits of baby boomers, the most dedicated generation of skiers have declined by 15% in the last 10 years. According to Rob Katz, the CEO of Vail Resorts "The most important thing to keep baby boomers coming back is to make sure their kids want to come back - and their grandkids"

# ATTRACTING KIDS AND YOUNGER VISITORS IS A CORE SEGMENT FOR THE SKI INDUSTRY



The **millennials** now command **\$1.3 trillion** in annual consumer spending. Despite this, according to the NSAA stats for every boomer that retires from winter sports two millenials are needed to make up for the revenue lost. The **millennials are focused on experience** and going home with a story. This drives them to choose to participate in various activities and adventures rather than skiing.

# DIVERSIFICATION OF EXPERIENCES IN THE RESORT IS KEY FOR ATTRACTING MILLENNIAL CUSTOMERS



According to recent studies, the Alps could lose nearly 70% of their yearly snow cover by the year 2100. In the US alone, a lower than average snowfall winter can result in \$800 million dollars of unrealized revenue.

# SUMMER OPERATION CAN LOWER CASH DRAIN WITH 30% AND INCREASE REVENUE BY 12,5%



### THE RESORT OF THE FUTURE

#### SUMMER OPERATION AND NEW ACTIVITIES

#### TARGET LARGE DIVERSE GROUPS

FOCUS ON VISITORS' EXPERIENCE



# WHY ACTIVE ENTERTAINMENT?

YEAR ROUND OPERATION

NEW EXPERIENCES

MAIN REASON FOR SUMMER VISITS

APPEALS TO A WIDER RANGE OF CUSTOMERS





# WHY ACTIVE ENTERTAINMENT?

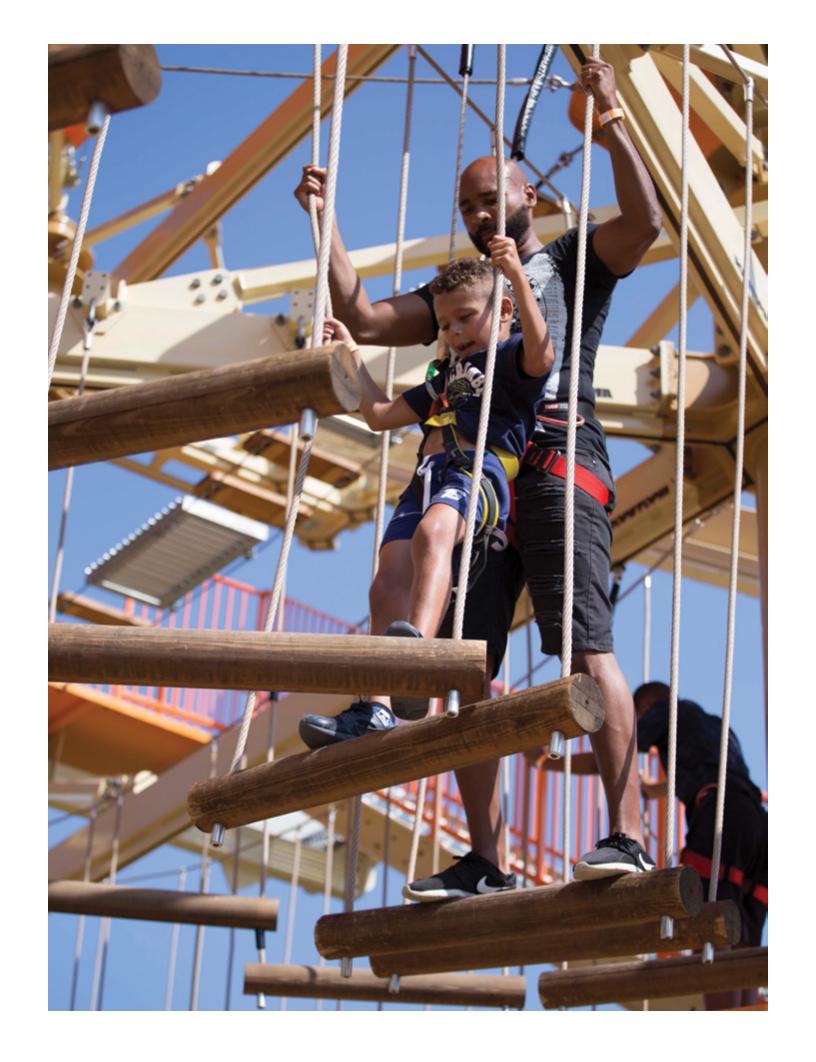
# APPEALS TO WIDE A RANGE OF CUSTOMERS

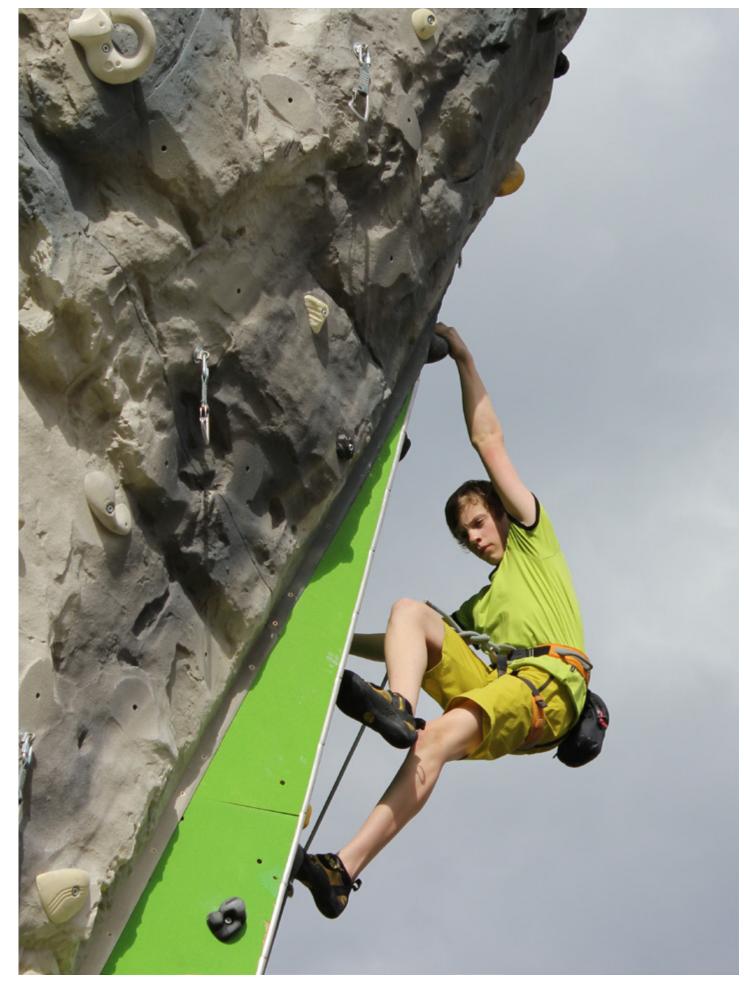
THRILL & ADRENALINE SEEKERS

PHYSICALLY ACTIVE PEOPLE

KIDS AND YOUNG ADULTS

FAMILIES LOOKING FOR QUALITY
TIME TOGETHER







#### THE TREE COURSE



#### ROLLGLIDER



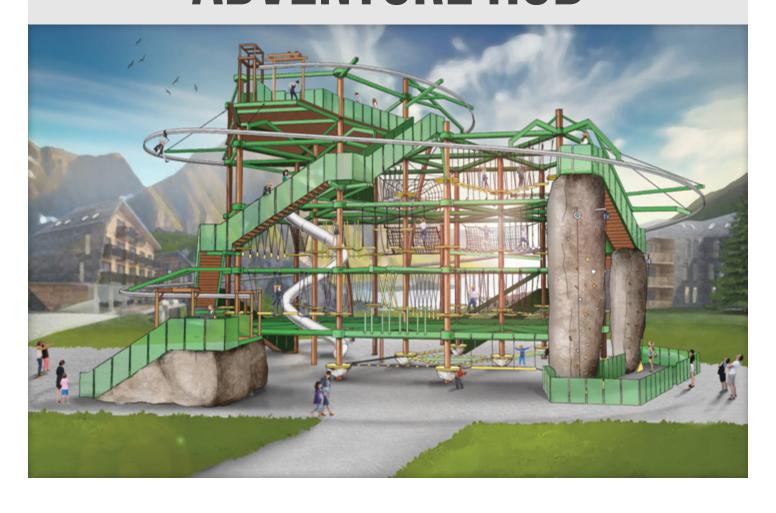
#### ROPES COURSE



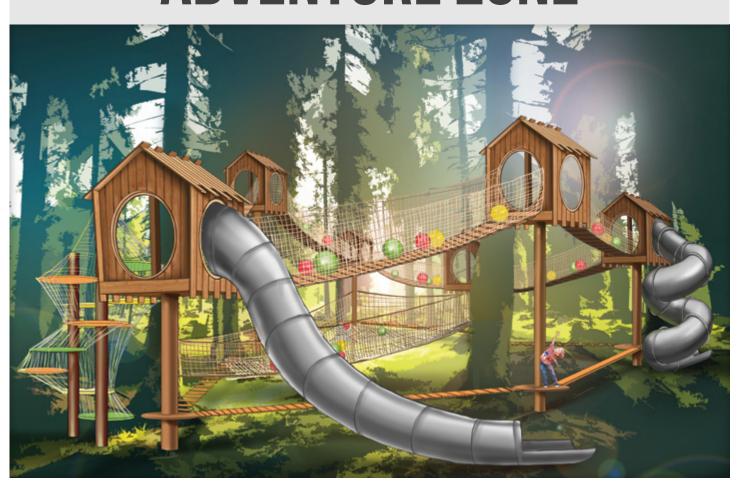
**CLIMBING WALLS** 



**ADVENTURE HUB** 



#### ADVENTURE ZONE





# THE TREE COURSE

Featuring a striking design and obstacles varying in difficulty and style, The Tree Course is set to become an anchor summer attraction of any resort.

#### **ANCHOR ATTRACTION**

#### STRIKING DESIGN

#### **GATHERING POINT**

#### **VIEWING DECK**





# THE TREE COURSE

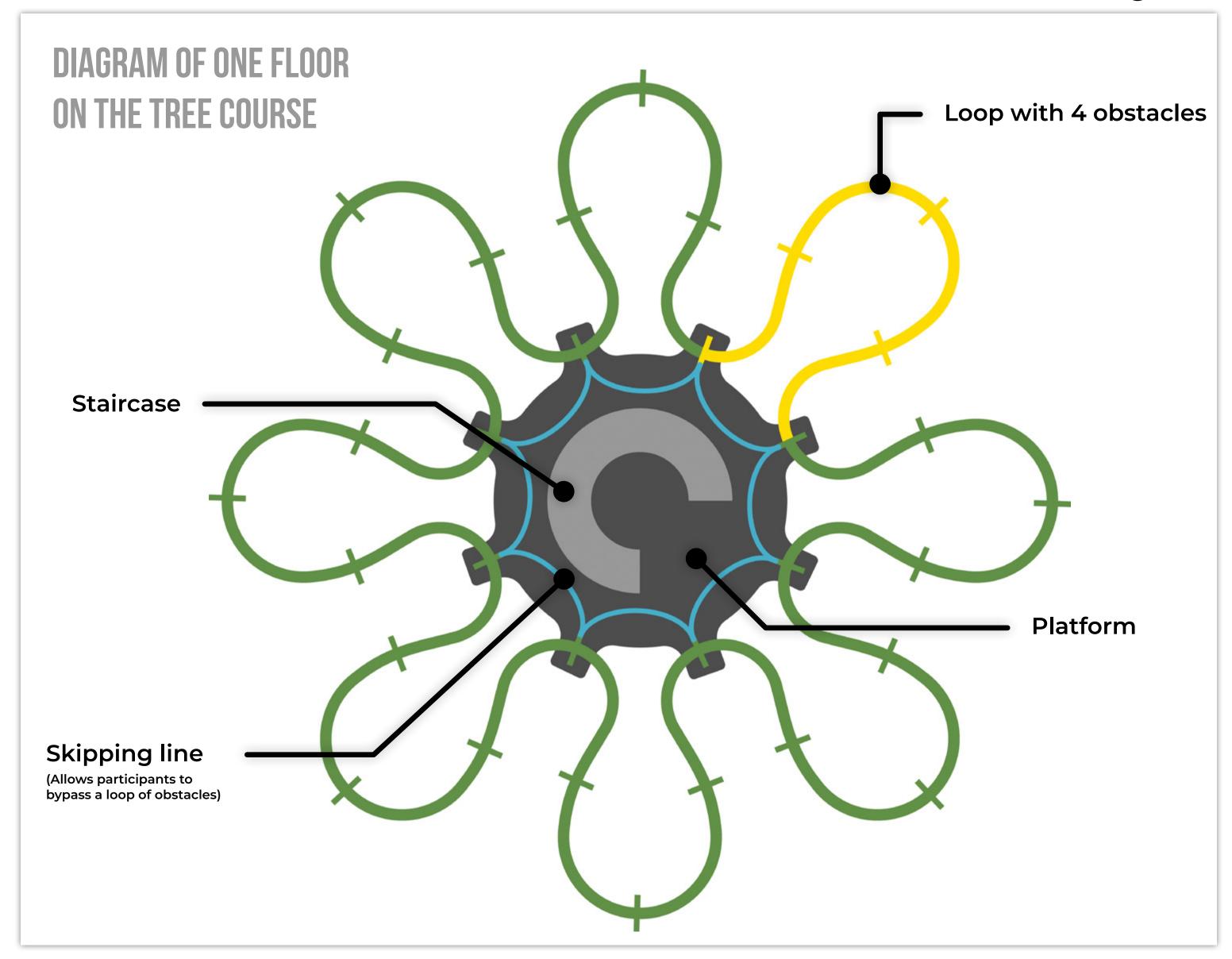
#### OPERATIONAL DETAILS

**CAPACITY: 244 PPL** 

4 OPERATORS

FOOTPRINT: 80 M<sup>2</sup>

MODULAR STRUCTURE: 1 - 3 LEVELS





# ROLLGLIDER

The Rollglider is an exciting attraction that delivers the feeling of flying. The twists and turns it makes around the forest provide an unmatched experience craved by thrill-seekers and nature lovers alike.

#### UNIQUE FLYING EXPERIENCE

**SUPERIOR TO ZIP-LINES** 

CAN BE SUSPENDED TO TREES

PANORAMIC OR EXTREME VERSION





# EXTREME ROLLGLIDER

The Extreme Rollglider is a gravity propelled roller-coaster attraction that delivers the feeling of flying with an excitingly high speed.

#### THRILLING EXPERIENCE

**ANCHOR ATTRACTION** 

SPEED UP TO 50 KM/H





### PANORAMIC ROLLGLIDER

The Panoramic Rollglider is a slow aerial ride designed for sightseeing and observation which allows the riders to immerse themselves in the forest scenery.

#### **FAMILY EXPERIENCE**

SEAMLESS INTEGRATION

SPEED UP TO 11 KM/H





# ROLLGLIDER

#### OPERATIONAL DETAILS

CAPACITY: 120 PPL/H

2 OPERATING PLATFORMS

2 OPERATORS

**AUTOMATIC RETURN OF TROLLEYS** 





Our Ropes Course challenge flexibility, balance and strength in a thrill-boosting way, while ensuring maximum safety.

**FAMILY-FRIENDLY** 

**OVER 100 OBSTACLES** 

**CONTINUOUS BELAY LINE** 

**DURABLE & WEATHER-RESISTANT** 





**ADD-ON: ZIPLINE** 

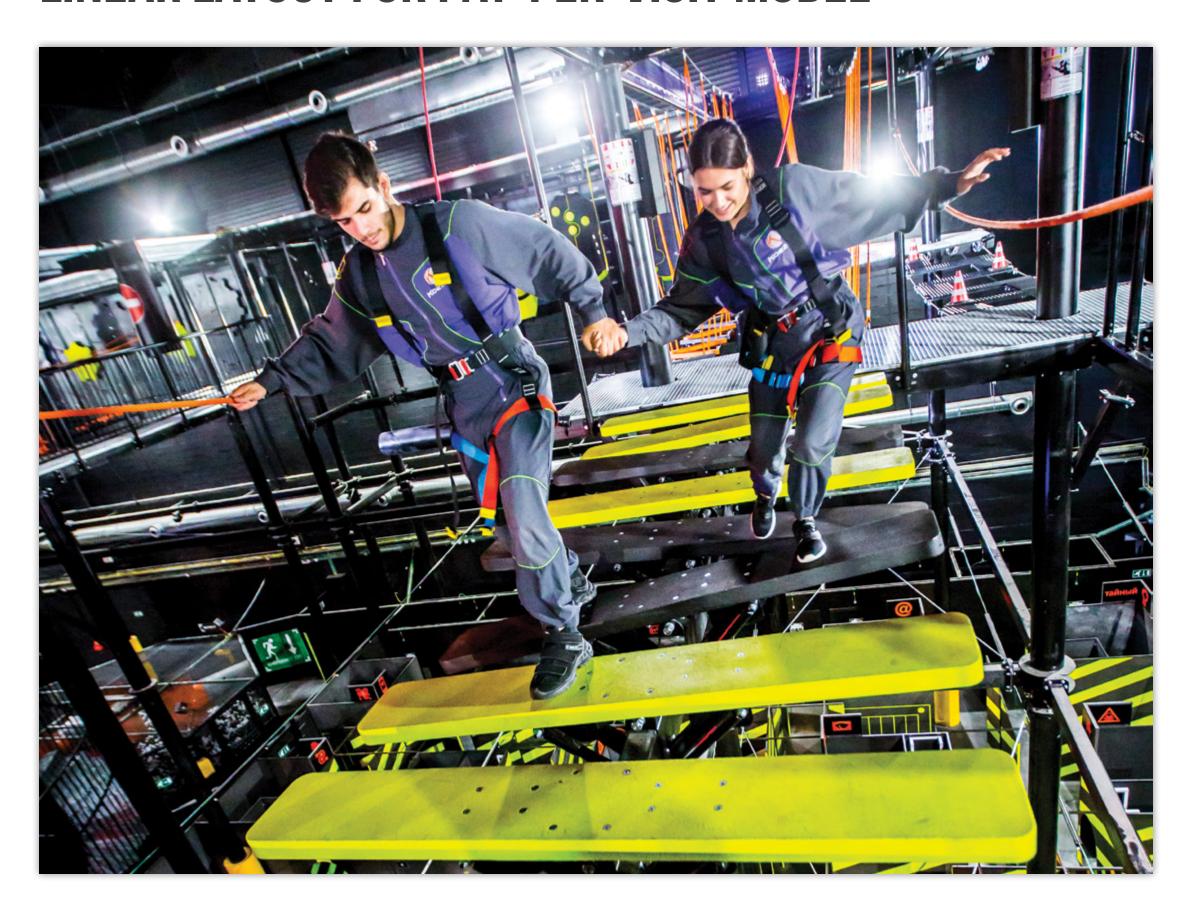


#### ADD-ON: FREE FALL DEVICE





#### LINEAR LAYOUT FOR PAY-PER-VISIT MODEL



#### MULTI-DIRECTIONAL FOR HOURLY PAY MODEL





#### OPERATIONAL DETAILS

MODULAR STRUCTURE

**CAPACITY: 26 PEOPLE PER LEVEL** 

1 OPERATOR PER LEVEL

FOOTPRINT: 155 M<sup>2</sup>





# CLIMBING WALLS

Climbing is growing rapidly as the sport is becoming more and more appealing to the general public.

#### **GROWING IN POPULARITY**

FLEXIBLE CONSTRUCTION

HIGHLY DURABLE

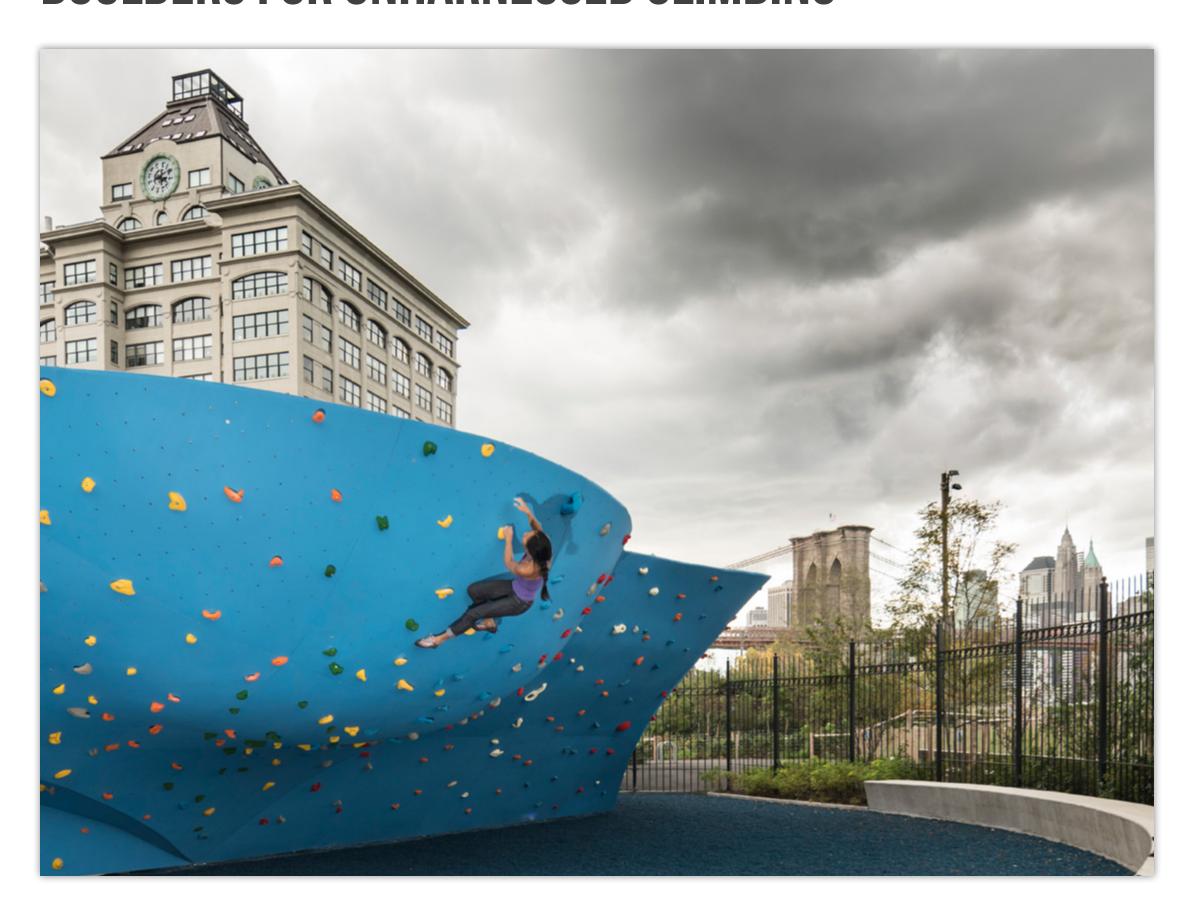
INDOOR & OUTDOOR OPTIONS





# CLIMBING WALLS

#### **BOULDERS FOR UNHARNESSED CLIMBING**



#### GEOMETRIC OR ROCK-REALISTIC SURFACES





# ADVENTURE HUB

An attraction combining many activities in one structure, the Adventure hub can quickly become a focal point of any resort during the summer

#### ANCHOR SUMMER ATTRACTION

**EASILY THEMED** 

**DIVERSE EXPERIENCES** 

SUITABLE FOR ALL AGES





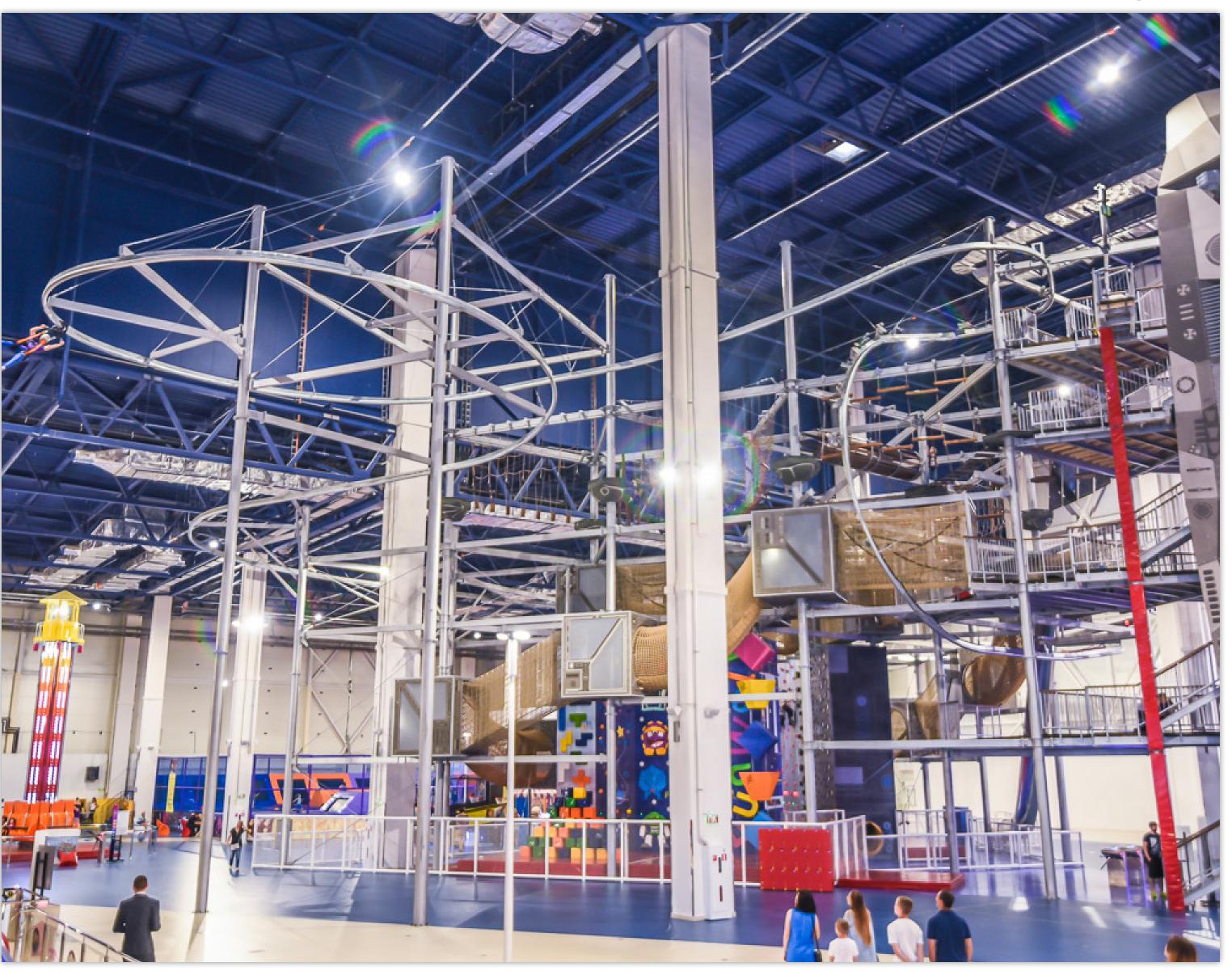
# ADVENTURE HUB

#### OPERATIONAL DETAILS

**CAPACITY: FROM 100 PEOPLE** 

OPERATORS: 2-4
DEPENDING ON ATTRACTIONS

FOOTPRINT: FROM 500 M<sup>2</sup>





# ADVENTURE ZONE

The Adventure Zone is designed to appeal to the innate desire of climbing and exploration. It allows children to create memorable experiences in the forest environment.

#### DESIGN APPEALING TO KIDS

SUITABLE FOR CHILDREN OF ALL AGES

UNHARNESSED ACTIVITIES





# ADVENTURE ZONE

#### OPERATIONAL DETAILS

CAPACITY: STARTING FROM 60 PEOPLE

OPERATORS: 1-2
DEPENDING ON ATTRACTIONS

MODULAR ELEMENTS





# WHY WORK WITH WALLTOPIA?



# 1800 PROJECTS IN 76 COUNTRIES ON 6 CONTINENTS



