



What's new in the winter 2016/17 + investment plan for SON



gotatry.SK

gopass.SK



AGENDA

- **Introduction of the new Director General of Poland**
- Introduction – Tatry Mountain Resorts a.s.
- We grow in strength - financial results
- Novelties of Winter Offer AD 2016/2017
- GoPass trends and guests from Poland
- Main events in TMR resorts
- Szczyrkowski Ski Resort





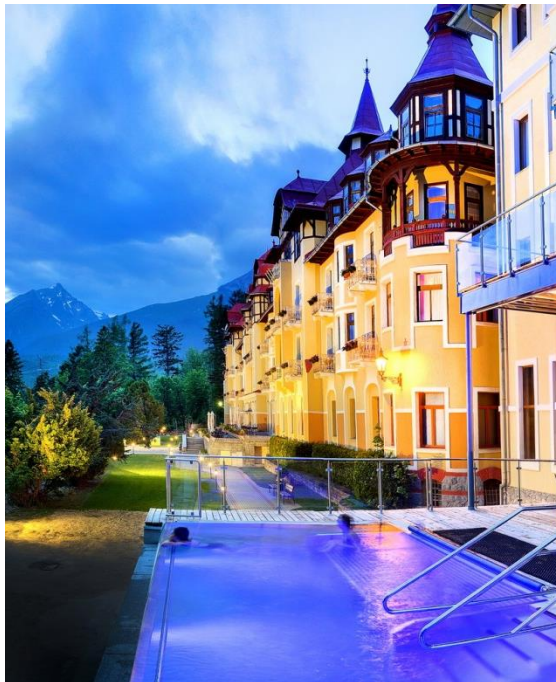
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TATRY MOUNTAIN RESORTS, a.s.



- **The largest operator** in the field of tourism in **Central Europe**
- **The most impressive investments** in the Tatra Mountains region in the past **30 years**
- The focus on continuous **quality improvements of services** in the Tatras

Since 2006, the company has been investing in the development of new resorts.

TMR Investments:

- 5 top class ski resorts in Slovakia
- 70 km of ski pistes in Jasna and in the High Tatras
- family entertainment park with thermal pools – Tatralandia
- Czech ski resort of Spindleruv Mlyn
- **Szczyrkowski Ski Resort**
- Silesian Amusement Park
- 9 hotels, 51 restaurants and bars





INVESTMENTS

TIME: 2006-2015

TOTAL: **EUR 206 MLN**



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Summer 2016

15%

increase of visits in our resorts compared to the last year

23%

more visitors of Silesian Amusement Park compared to
previous year

11%

of all guests in TMR hotels are from Poland





Winter 2015/2016 in Slovak TMR resorts

26,2%

are Polish guests

26,3%

increase in the number of Poles YoY

300 000

is the number of Polish community on FB profiles





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The brand new gondola lift on the southern side of Chopok

Capacity: **2 800 pax/h**

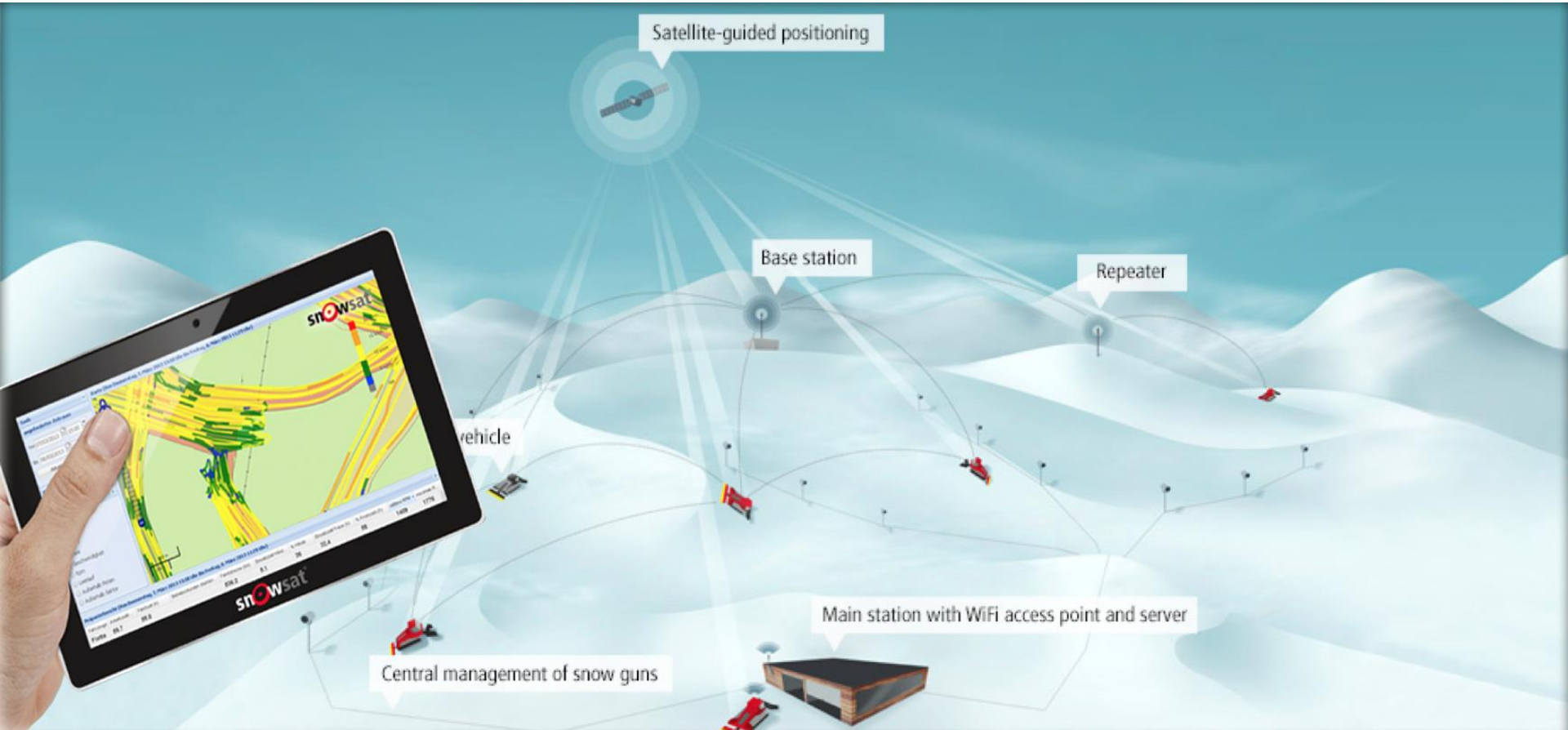
Number of seats in the cab: **15**

Duration of 1 ride: **4,83 min**





SNOWsat – innovative system of slopes preparation





Hotel Pošta **** Jasna – new quality of leisure



IP - POPRAD





Hotel Pošta **** Jasna – new quality of leisure





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425 000
users of GoPass card

18%
of TMR sales is provided by GoPass

20%
are Poles

WYKORZYSTAJ PUNKTY ZANIM STRACĄ WAŻNOŚĆ

Dowiedz się,
czy wygaśnięcie
ważności punktów
dotyczy także Ciebie.



Dowiedz
się
więcej

Sprytna Sezonówka

Centrum zniżek

Kolejki linowe

Imprezy

Noclegi

Tatralandia

Gino Paradise Bešeňová


Multiticket

Odzież i akcesoria

Wybierz ośrodek ?



Strbské Pleso



Tatranská Lomnica






SPRYTNA SEZONÓWKA 2
HERO SEASON PASS by **GO PASS**
Na nartach
przez cały
sezon
tylko 249€

Więcej informacji

Diamonds Fight



+





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WINTER MUSIC OPENING



TATRY ICE MASTER





SNOW DOGS





FWQ**** - JASNA ADRENALIN





AGENDA

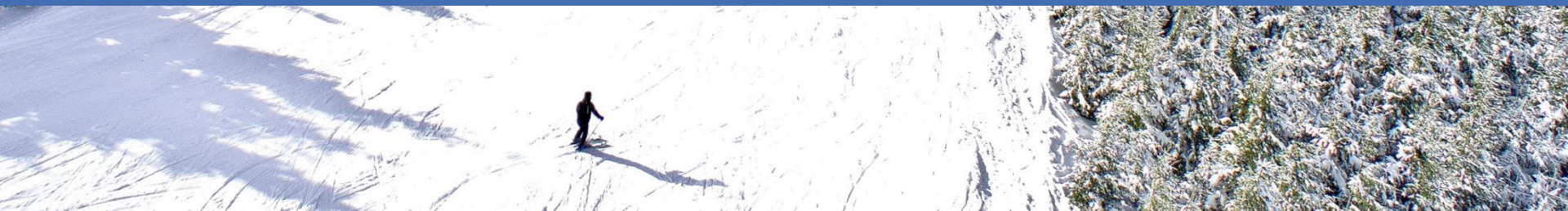
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- **Szczyrkowski Ski Resort**





2017-2019

Szczyrkowski Ski Resort: Reconstruction and Modernization



CURRENT STATE

Number of ski lifts	13
Total length of ski lifts	13 847 m
Capacity	8 720 pax/h
Number of ski pistes	13
Length of ski pistes	18,9 km
Snowed ski pistes	54%
Length of illuminated ski pistes	1,3 km
The lowest point	613 MASL
The highest point	1 207 MASL



CURRENT STATE SKI LIFTS

Outdated technical infrastructure

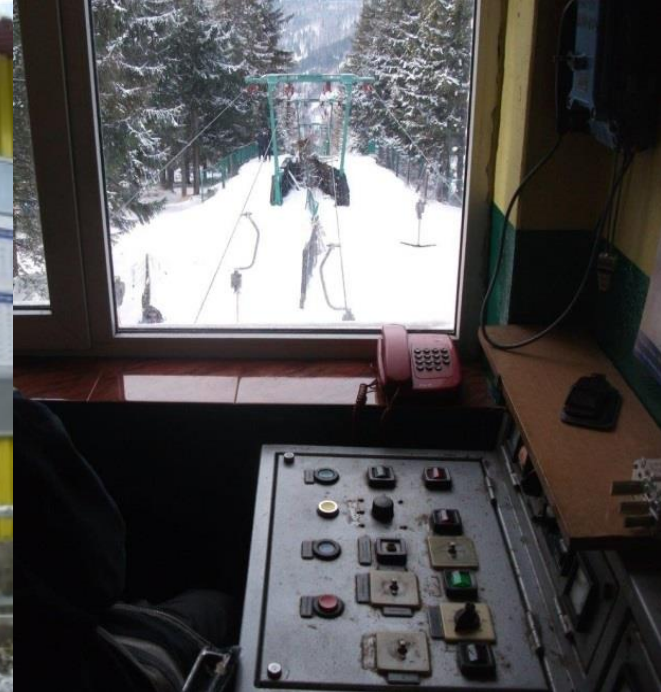
(T-bar lifts of the 70s)

Problem with the implementation
and maintenance of the track under
the lift

Difficulties in entrance for less
experienced skiers - steep and
difficult climbs

Low accessibility of the resort for
families with children

Lack of connection between
Szczyrkowski Ski Resort and the
Central Sports Centre



CURRENT STATE SNOWMAKING

The system was built for snowmaking

Snowmaking possible only in specific weather conditions

Small cross section of electric cables

Shallowly embedded installations - the need for filling and draining the pipelines in each snowmaking cycle

Inability of system automation

Inflexibility of the system - long snowmaking



FUTURE INVESTMENTS 2016 - 2019

Modern snowmaking system (81% of ski pistes with snowmaking)

6 modern cableways - more than twofold increase of capacity (up to 18 200 pax/h)

Increase in the length of ski pistes up to 22 km

2 restaurants

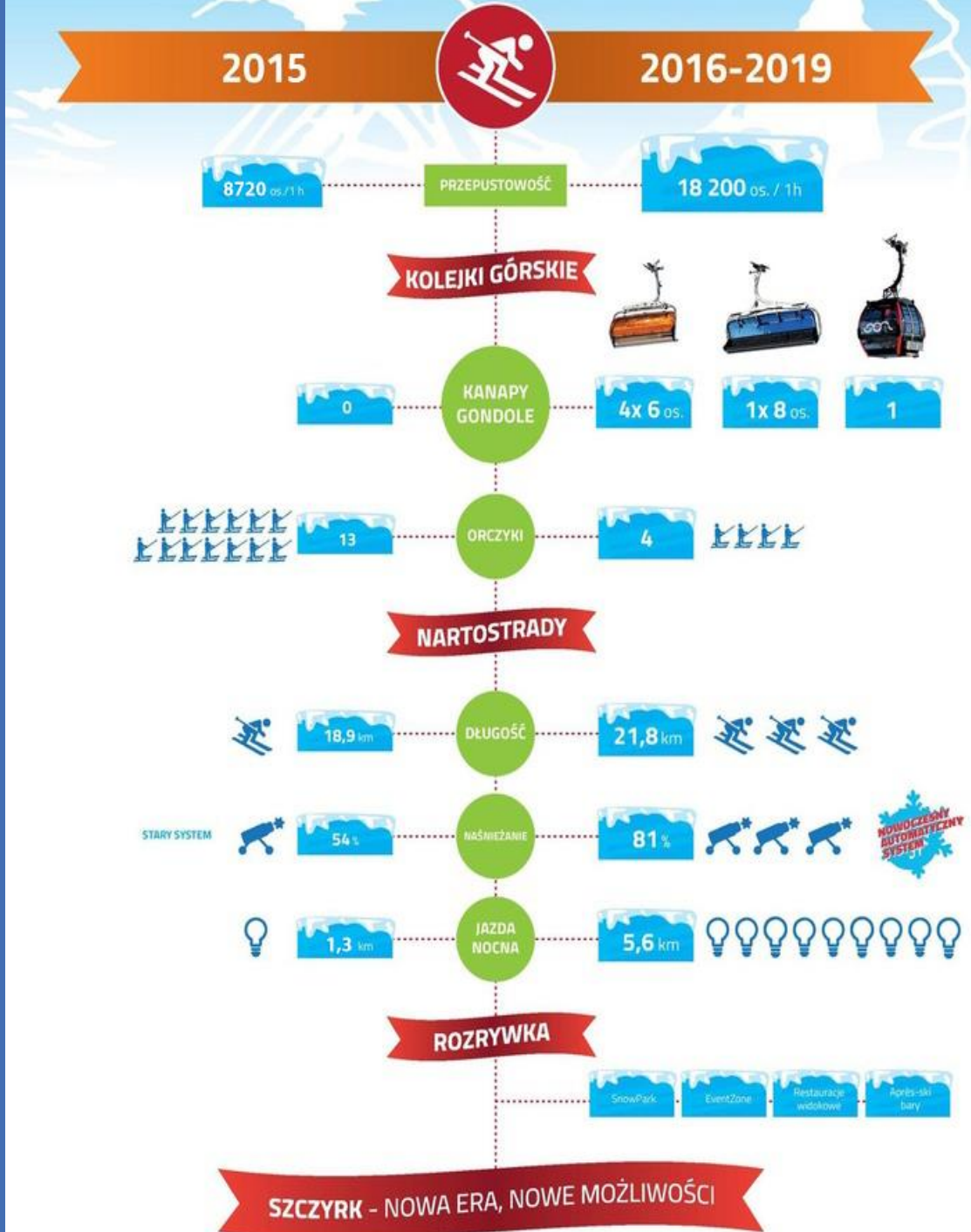
3 apres-ski bars

Event zone with the podium

Free parking for 1 500 cars

27% of ski pistes illuminated

Toboggan run



INVESTMENTS

CABLEWAYS

- 1 10-PERSONS GONDOLA
PARKING - HALA SKRZYCZEŃSKA
- 2 6-PERSONS CHAIRLIFT
SOLISKO – HALA SKRZYCZEŃSKA
- 3 6- PERSONS CHAIRLIFT
SOLISKO – HALA POŚREDNIA
- 4 6-PERSONS CHAIRLIFT
HALA SKRZYCZEŃSKA–MAŁE SKRZYCZNE
- 5 6-PERSONS CHAIRLIFT
CZYRNA – HALA SKRZYCZEŃSKA
- 6 8- PERSONS CHAIRLIFT
HALA POŚREDNIA – WIERCH POŚREDNI



1st STAGE: 2017



Szczyrk (2017-2018)
nowa era, nowe możliwości



ETAP I

KOLEJ GONDOLOWA 10-OSOBOWA (Hala Skrzyczneńska)





Szczyrk (2017-2018)
nowa era, nowe możliwości



ETAP I

2 KOLEJE KANAPOWE 6-OSOBOWE (Solisko)





Szczyrk (2017-2018)
nowa era, nowe możliwości



TATRY
MOUNTAIN RESORTS

ETAP I

HALA SKRZYCZEŃSKA



szczyrkowski.pl





INVESTMENTS

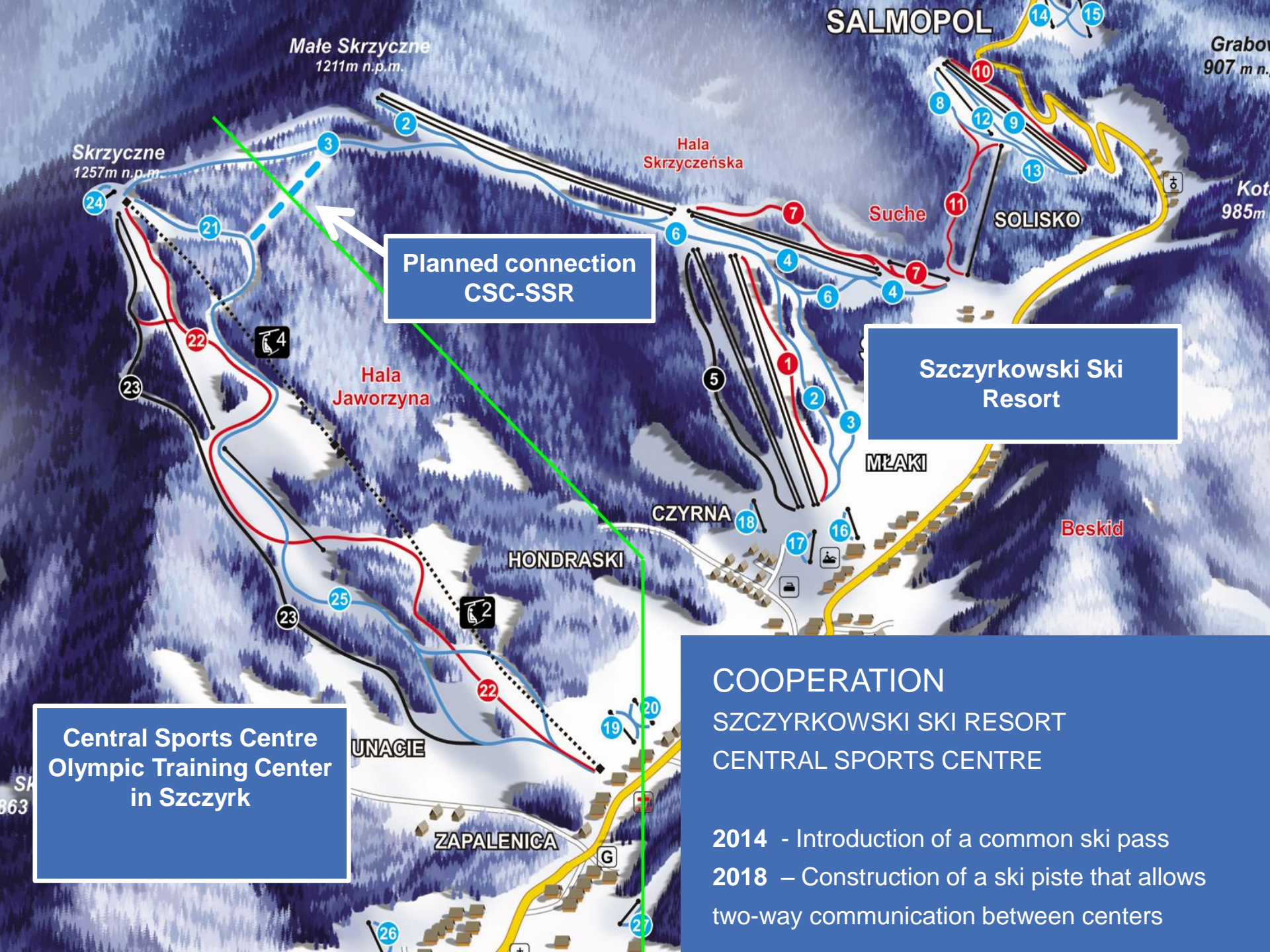
SNOWMAKING

**FULLY AUTOMATED SNOWMAKING
SYSTEM**

**NEW WATER, AIR AND ELECTRICAL
INSTALLATIONS, OPTICAL CABLES**

**FAST SNOWMAKING IN THE WHOLE
RESORT**

**CONSTRUCTION OF WATER RESERVOIR
ON HAŁA SKRZYCZEŃSKA - FOR FIRE
PROTECTION IN THE SUMMER**



Planned connection
CSC-SSR

Szczyrkowski Ski
Resort

Central Sports Centre
Olympic Training Center
in Szczyrk

COOPERATION
SZCZYRKOWSKI SKI RESORT
CENTRAL SPORTS CENTRE

2014 - Introduction of a common ski pass
2018 – Construction of a ski piste that allows
two-way communication between centers



SUMMARY

**INVESTMENT IN THE TOTAL AMOUNT OF PLN
260 MLN**

**INNOVATIVE SOLUTION IN CABLEWAY
TECHNOLOGY AND SNOWMAKING SYSTEMS**

SAFE AND FAMILY ORIENTED SKI PISTES

TRANSREGIONAL RANGE OF THE INVESTMENT

200 NEW JOBS IN SON

**PERSPECTIVE CONDITIONS OF DEVELOPMENT
FOR LOCAL AND REGIONAL
ENTREPRENEURSHIP**

**500 NEW JOBS IN TOURISM RELATED
SERVICES**

**CONNECTION WITH CENTRAL SPORTS
CENTER - 40 KM OF PISTES**

COMPETITION FOR ALPINE SKI CENTRES



Thank you for your attention and welcome to our Resorts



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