# Risky business of selling snow in the desert...



# ... NO RISK NO GLORY...



### Background Alex Lokhorst





- EDUCATION

  Academic degree in 'Sports & Physical Education'
- SKI INSTRUCTOR

  Austria, Zell am See, Salzburg (1992 1999)
- WINDSURFING INSTRUCTOR
- AGENT/REPRESENTIVE
  Stöckli Ski's | BCA avalanche beacons | Komperdell skipoles
- SKI INSTRUCTOR SNOWWORLD
- MANAGER SKISCHOOL SNOWWORLD
- DEPUTY HEAD SNOWWORLD
- INVENTOR/FOUNDER
   Design & patent next generation SnowDome
- MANAGER M&C / DEPUTY HEAD SCIENCE CENTRE
   University Delft of Technology
- MANAGING DIRECTOR UNLIMITED LEISURE HOLDING



### Unlimited Leisure Group



### Timeline





1995
Establish
Unlimited Leisure
Holding by

**Collaboration**GIEBROS
TECHNICS

Selling snowmaking machines and attractions



1st time Exhibiting at IAAPA show



2010 Establish TAPEMYDAY THE EXPERIENCE TICKET.COM

2016
Establish
THE EXPERIENCE
TICKET

Holland World

2016
Establish
HOLLANDWORLD
BV

1995 - 2000

2001 - 2005

2006 - 2011

2012 - 2017

Next 5 years

**Organization** hundreds of events and making marketing plans for ski resorts

**Consultancy** assignments

2001 - 2004
Patents pending

**Kees Albers:** Snowcircuit **Alex Lokhorst:** Snowdome

**2014** 1st Concept Designs for China

**2015**TapeMyDay
Joint-venture

Joint-venture GDO bv

Q4 2018
Opening SNOWPARK
OMAN
1st Turnkey assignment







### Company profile 'tailored to any specific location'

"Since 1995 Unlimited snow provides best solutions for all imaginable Snow & Ice leisure experiences. Its creations are known for their innovative and original concepts"

"The 'only one stop' shop for snow & ice amusement parks in the world"

"Experience based on many existing projects and continious Research & Development

"Team of technological, commercial and (architectural) design experience"

"Patented indoor slope and snow circuit"

**Unlimited Snow provides following options for service** 

As a turnkey solution provider

As a partner of your business















### Mission Statement

"To increase a worldwide leading position in development, management and franchise of the most spectacular and innovative snow & ice park concepts by rapidly setting up facilities in the best possible locations"



### Summary Scope of Services

### 'From start to finish'

- Concept development & architectural design
- Feasibility studies & business plans
- Project consulting & project management
- Engineering & technical installations
- Climate control & snowmaking systems
- Ice rinks & ice climbing
- Rides & attractions

- Special equipment & systems
- Theming & special effects
- Prefab & instant structures
- Operational support & Planning
- Merchandising & promotion
- Additional leisure facilities and franchise
- Operations















# Theming











### Attractions

INNOVATIVE - CUSTOMIZED - DURABLE IN LOW TEMPERATURE





















## Operations

- 'wow' factor- GUEST FRIENDLY- GUARANTEED SAFETY- IMMERSIVE EXPERIENCE









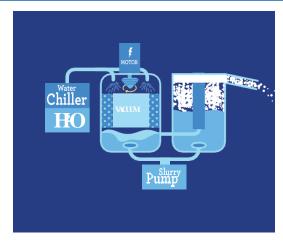
### Climate & machinerooms



SUPPLYING ELECTRICITY, HEAT & COLD
SAVING ENERGY COSTS | REDUCING CO2 | HIGH QUALITY
VERY LONG LIFESPAN | POSSIBLE RENTAL

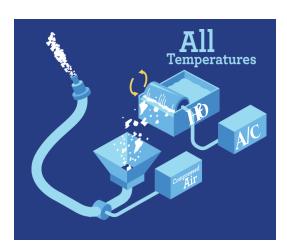


### Snow making 'essence for quality projects'



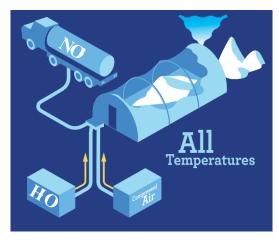
#### **VACUUM SNOW TECHNOLOGY**

- Suitable for any temperature.
- Large capacity snow making.



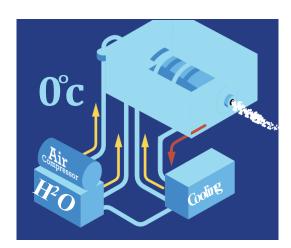
### **ICE FLAKE TECHNOLOGY**

- Suitable for any temperature.
- Applicable for almost any event.



#### **CRYOGENIC SNOW TECHNOLOGY**

- Suitable for any temperature.
- Faster snow-making production.



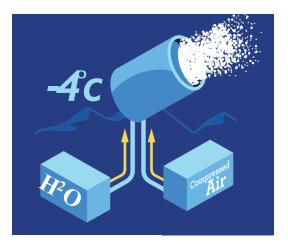
#### **INNER-COOLED SPRAY TECHNOLOGY**

- Suitable from zero to below freezing temperature.
- Especially for indoor ski slopes and snow play areas.



#### **SNOW SHOWER TECHNOLOGY**

- Suitable for any temperature.
- Real snow fall.



#### AIR-COOLED SPRAY TECHNOLOGY

Below freezing temperature required. Applicable for indoor and outdoor events.

## Snow making 'Ice flake' technology

### **Purpose**

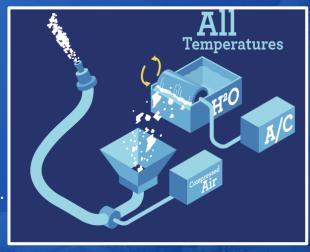
- snowslides where no high quality is required.
- landscaping

### **Advantage**

- Integrated in machine room.
- Flexible hose for snow distribution
- Relaible
- Easy "flow" control

### **Dis-advantage**

- high energy consumption.
- Quality



Patent pending +0-3 degr.

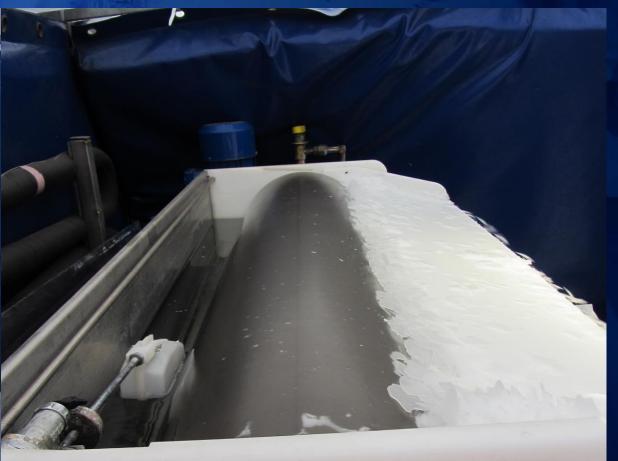




# Snow making 'Ice flake' technology

Patent pending +0-3 degr.







# Snow making 'Ice flake' technology

Patent pending +0-3 degr.





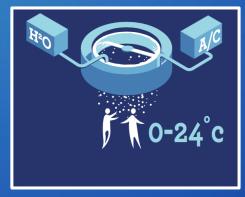


# 'Ice flake' technology after treatment





## Snow shower technology



### <u>Purpose</u>

- snowplay, sauna, bar, spa

### **Advantage**

- complete package
- plug and play
- snowfall effect (experience)
- during opening hours
- perfect snow for playing

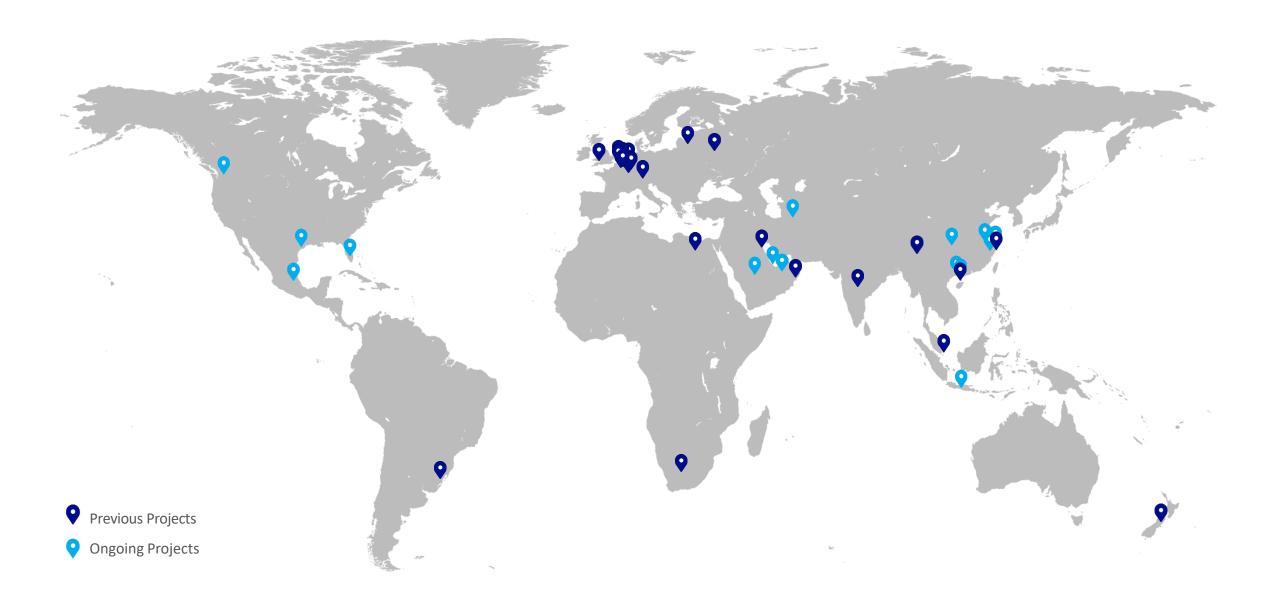
### Dis-advantage

- low capacity
- **NOT** for snowproduction





# Project overview



### Trackrecord

#### **SNOW MAKING EQUIPMENT**

Shaab Park, Kuwait mobile snow making machine

**Empa and avalanche institute Zurich, Switzerland** snow making installation

**Snow City, Jurong, Singapore** polar snow making installation

**International Antarctic Centre, Christchurch, New Zealand** polar snow making installation

Event company, South Africa mobile snow making machine

Ocean Park, Hong Kong, China snow making installation

### **SNOW MAKING**

**SkiDôme, Rucphen, Netherlands** snow making, sponsoring, ski instruction-coordination

**Snow World, Zoetermeer, Netherlands** snow making, equipment supply, sponsoring, ski school management, marketing management

Montana Snow Center, Westerhoven, Netherlands cryogenic snow making installation

**Snow Village , Biddinghuizen, Netherlands** polar snow making installation, equipment supply

**Snow Fun Park, Wittenburg, Germany** polar snow making half pipe

#### **CONCEPT DESIGN**

**Ski Park, Guangzhou, China** concept design

Arctic World, Almere, Netherlands concept design

Ski Park, Wuxi, China concept design, schematic & detailed design

**Grand Alps Snow Dome, Irving, Texas, USA** concept design

Silver Dome - Dune Park, Viavari, Letvia concept design

**Snow Mountain, Houston, Texas, USA** masterplan

Snow & Ice amusement park, Wuhan, China concept design and consultancy

Kernwasser Wunderland, Kalkar, Germany concept design

Mall of Arabia, Cairo, Egypt concept design

Snow Dome Thialf, Heerenveen, Netherlands concept design and consultancy

**Snow Dome, Chengdu, China** masterplan

Winterland, Shanghai, China masterplan, concept design, general calculations, ongoing

**UNLIMITED SNOW** 



**Snow dome, Kuwait** consultancy

Freestyle ski park, Moscow, Russia consultancy

**Xscape, Milton Keynes, United Kingdom** business plan study

**Ski Dome, Cardiff, United Kingdom** consultancy

Snow World, Hydrabad, India consultancy, layouts and design

Snowland, Mexico City, Mexico consultancy

**Ski Dubai, Dubai, UAE**Snow maintenance and consultancy

**Snowbase, Terneuzen, Netherlands** snow and technical management and consultancy

**Ski Egypt, Cairo, Egypt** snow and technical management and consultancy

**Snowland, Gramado, Brazil** consultancy

#### **TURNKEY PROJECT**

Snow Village, Riyadh, Mall of Arabia, Saudi Arabia

Snow Park Oman, Palm Mall, Muscat, Oman

# What happened on the terrace









# 12 years of experience



Worlds leading indoor Snowdome facilities



### Indoor Snowdomes currently operational

### (69 in 24 Countries)

China	9
Finland	7
Netherlands	7
UK	6
Germany	6
India	5
Japan	4
Malaysia	3
Belgium	2
New Zealand	2
Saudi Arabia	2
South Korea	2
Sweden	2
Thailand	2
Brazil	1
Dubai	1
France	1
Lithuania	1
Russia	1
Singapore	1
Spain	1
Turkey	1
United Arab Emirates (Dubai)	1
Egypt	1

Schneepalast, Vienna 1927-1930



More Than 10 Million People Have Learned to Ski on Indoor Snow over 25 Years



## Unfortunately one still make the same mistakes...





### Guest experience...

### 'No experience and imagination at all in current snow- and ice facilities'























Safety issues

• Etc.













## Worlds XXL Snowdomes





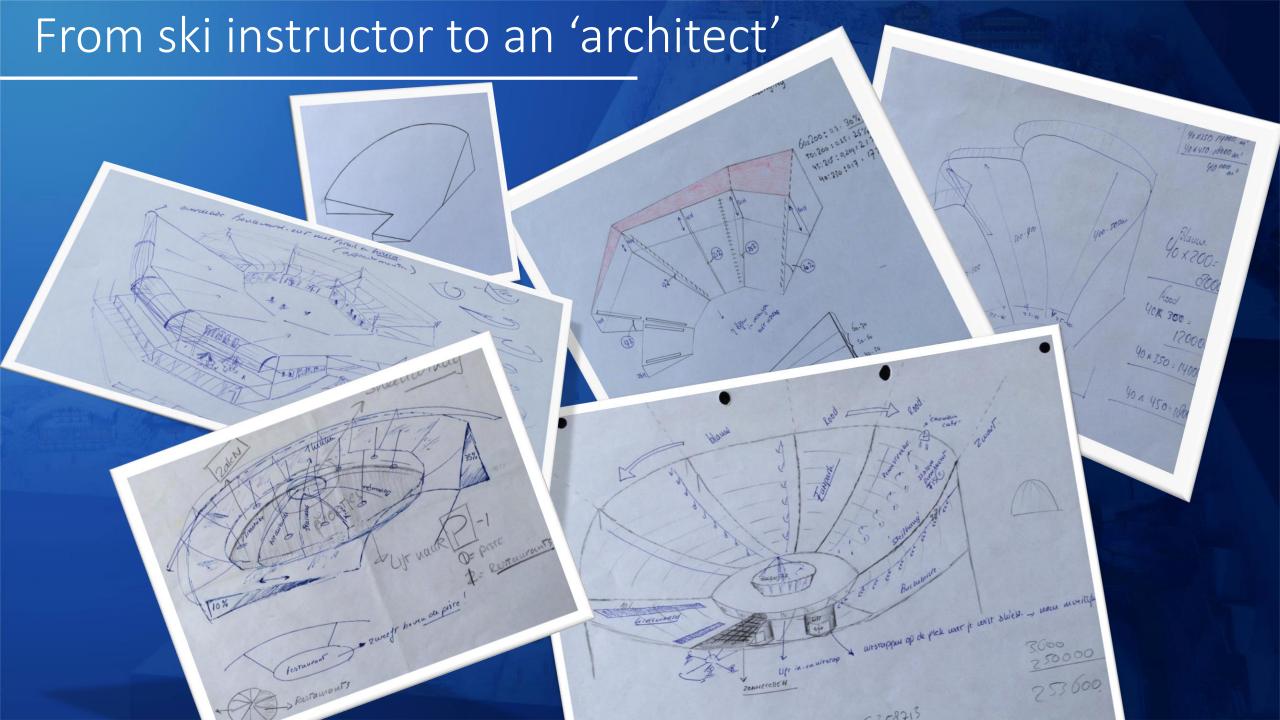
### Innovations?





Latest developments still stick in 'long, longer, longest'...





# As real as possible

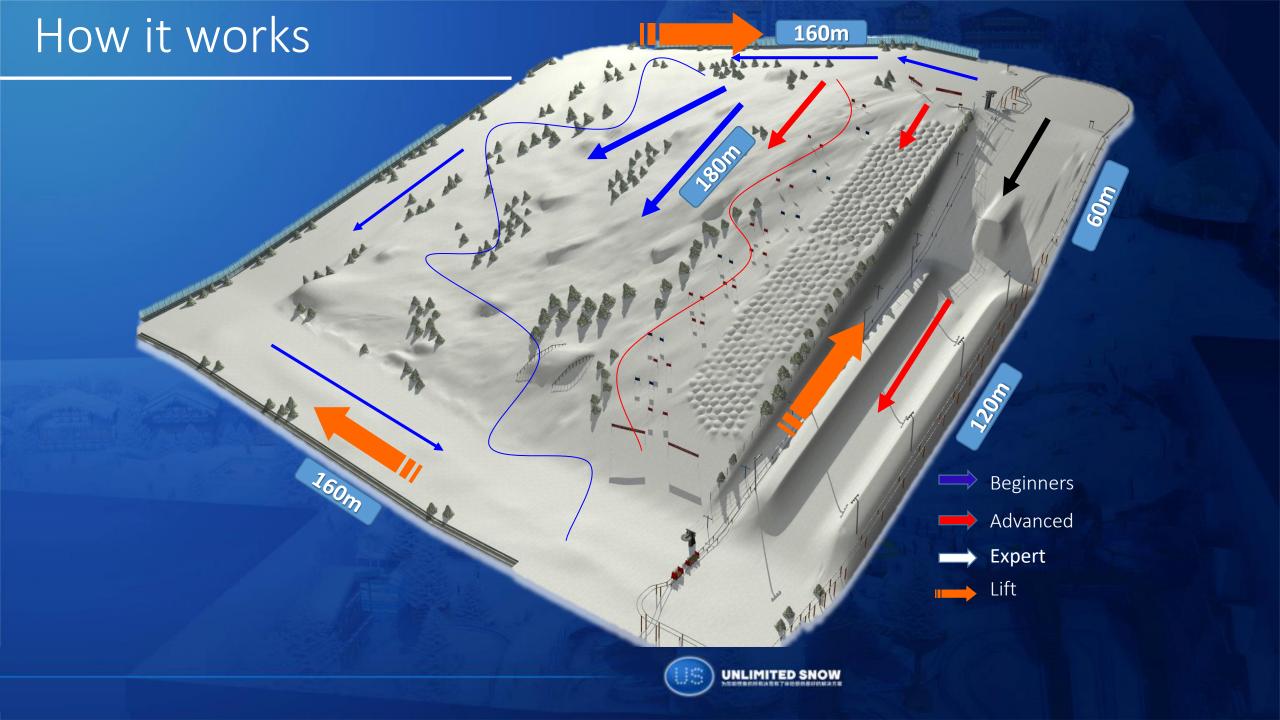




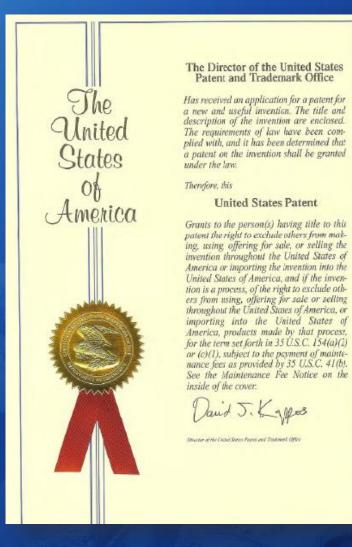
### Evolution



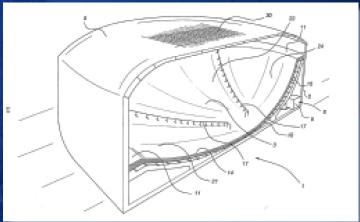
Development from 'straight' to butterfly shaped model



### Patent



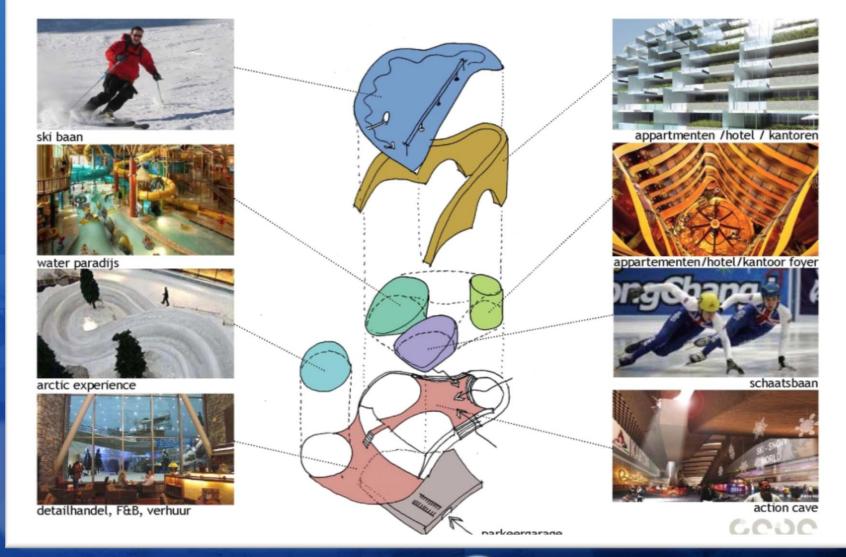




PATENT no. WO2006062396 A1



## A new 'next generation filosophy' was born





# Early adopter meets 'early-early adopter'



2005, first meeting with Worlds most creative snow- ice guru





# Snowplay Snowvillage Riyadh, Saudi Arabia





## Sport & Snowplay Wanda Cultural Tourism City, Wuxi









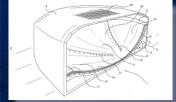




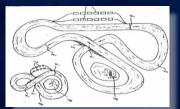








PATENT no. WO2006062396 A1



PATENT no. AU20050201087







## Press reports

#### Deal signed to bring C¥13.5bn Winterland Shanghai to China





G+1 Pin it Share 0



The C¥13.5bn development has been in the works for several vears

photo: KOP Limited

The Shanghai government has announced plans to build an indoor winter resort next to the popular Shanghai Haichang Polar Ocean World in the city.

According to the government's website, the Shanghai Harbor City Development Company, Shanghai Lujiazui Group, and KOP Limited signed a contract on 13 August to build the indoor winter resort in the Pudona district of Shanghai, which is thought to have been given a price tag of C¥13.5bn (US\$2.1bn, €1.9bn, £1.35bn).

Winterland will cover 213,000sq m (2.4m sq ft) and will comprise a skating rink, skiing and snowboarding slopes with "the world's longest indoor ski trail," an area for ice sculpture, dining options and retail areas. The mixed-use development will also feature a ski-in/ski-out hotel, several theatres, and serviced apartments and offices.

"Our Winterland Shanghai project represents the next landmark in lifestyle-focused developments and furthers our mission of spearheading breakthrough ideas from conceptualisation through building and management," said KOP chair Chih Ching.

"As the evolution of retail continues, consumers are drawn to spaces that offer exciting lifestyle hospitality experiences. The Winterland Shanghai project will provide a variety of entertainment, shopping and sporting activities that can propel consumer engagement with a diverse range of retail and lifestyle brands."

At this stage no architects or contractors have been named for the project. Development is expected to start in early 2016 with an opening date of 2019.

Unlimited Snow Creates Snow and Ice Amusement Parks for Winterland Project, Shanghai





All-year winter attractions specialist, Unlimited Snow, is creating the snow & ice facilities for the new Winterland development in Lingang City, Shanghai.

Located near Polar Ocean Park and Disney, Winterland's mixed-use offering will include a state-of-the-art 75,000m2 snow and ice amusement park.

Unlimited Snow, based in the Netherlands, has worked on the master plan and renders for the project and is also responsible for its delivery which includes patented slope designs and play.



Winterland is being jointly developed by KOP Properties, Shanghai LuJiaZui and Shanghai Harbour City Development and will encompass approximately 213,000m2 in total. The developers say it is intended to provide residents and visitors with year-round access to an indoor Olympic-grade winter sports facility. Plans also include an ice hotel, as well as theatres, cinemas, retail and dining.

coording to Unlimited Snow, cold is hot right now. The company is working on several other projects around the world including China, Middle-East, Mexico and the USA.

Winterland is scheduled to open in 2019.



Meet the Unlimited Snow team at the Asia Attractions Expo, Shanghai, June 13-16, 2016. Booth 2354 and TapeMyDay Booth 2356.

TapeMyDay is a fully automatic visitor video generating system for sports, rides and attractions. It combines state of the art filming technology and innovative software to produce a personal video for each visitor or family. TapeMyDay generates additional revenues plus publicity from guests eager to upload to social media.



With the recent announcement that Beijing will be the host of the 2022 Winter Olympics (the first city to hold both the Summer and Winter Olympics, FYI), preparations are fast becoming a must for the country. China has already picked a 'catchy' slogan for it - "Joyful Rendezvous upon Pure Ice and Snow" - but how will it achieve such feats when it does not have enough

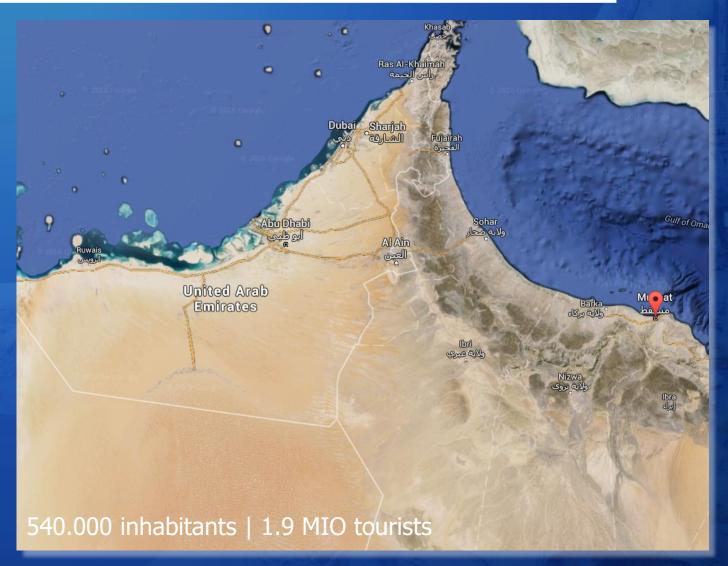
You might be able to find the answer in Winterland Shanghai, the world's largest indoor winter sports park and ski resort, which is reportedly set to open to the public in Pudong's Lingang City in the second half of 2019, barring any delays.

Shanghai-based companies Harbour City Development Company and Shanghai Lujiazui Group are teaming up with Singapore's KOP Properties to lay the gears for this indoor winter resort.

Winterland Shanghai will be located near the Shanghai Haichang Polar Ocean World and the Shanghai Disney Resort. It is said to have cost an investment of RMB2.5 billion.



# Snowpark Oman, Capital city Musqat



Unlimited Snow as 'one stop shop' general contractor and operator

- 250.000 visitors (est. opening year)
- Building/consultancy/theming/attractions/ machineroom installations etc.
- 28MIO investment
- ROI 8/9 years
- 57% local external consultancy and supply
- 43% building costs
- € 3.750m2
- 3 months concept design
- 6 months schematic design
- 6 months design development
- 3 months tender
- 12-18 months building



# From dream to reality

**CONCEPT DEVELOPMENT & ARCHITECTURAL DESIGN** 

FEASIBILITY STUDIES & BUSINESS PLANS

PROJECT CONSULTING & PROJECT MANAGEMENT

**ENGINEERING & TECHNICAL INSTALLATIONS** 

**CLIMATE CONTROL & SNOWMAKING SYSTEMS** 

ICE RINKS & ICE CLIMBING

**RIDES & ATTRACTIONS** 

**SPECIAL EQUIPMENT & SYSTEMS** 

**THEMING & SPECIAL EFFECTS** 

**PREFAB & INSTANT STRUCTURES** 

**OPERATIONAL SUPPORT & PLANNING** 

**MERCHANDISING & PROMOTION** 

ADDITIONAL LEISURE FACILITIES AND FRANCHISE

**OPERATIONS** 





# Palm Mall under construction (open Q4 2018)





# Under construction (open Q4 2018)











# Under construction (open Q4 2018)





# Cinemas, FEC, food court, aquarium, 4\* hotel





# 2 Milion Ir. Aquarium showcasing marine life





# Swiss building style inspiration (Zermatt)



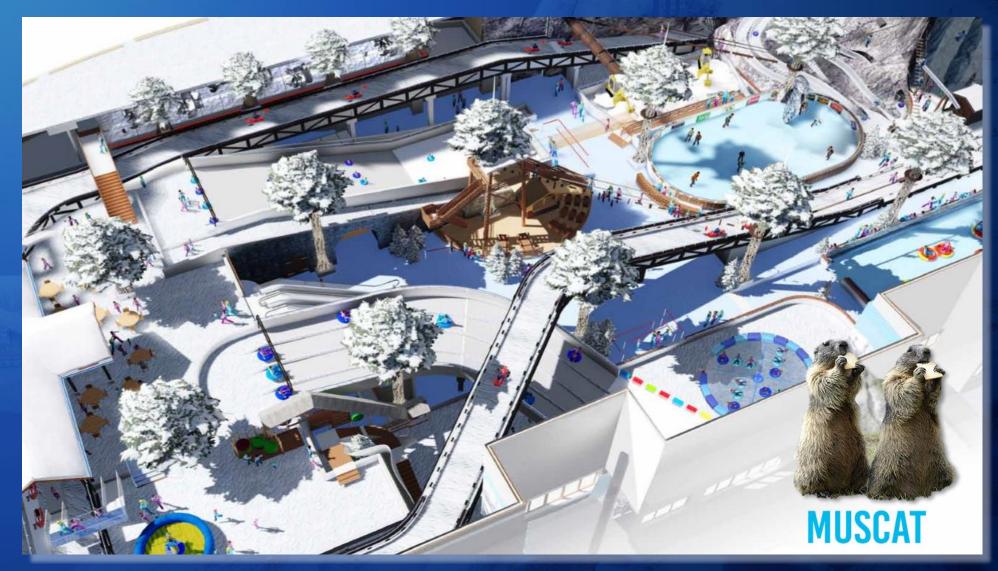


# Swiss building style inspiration (Zermatt)





# Snowpark Oman details



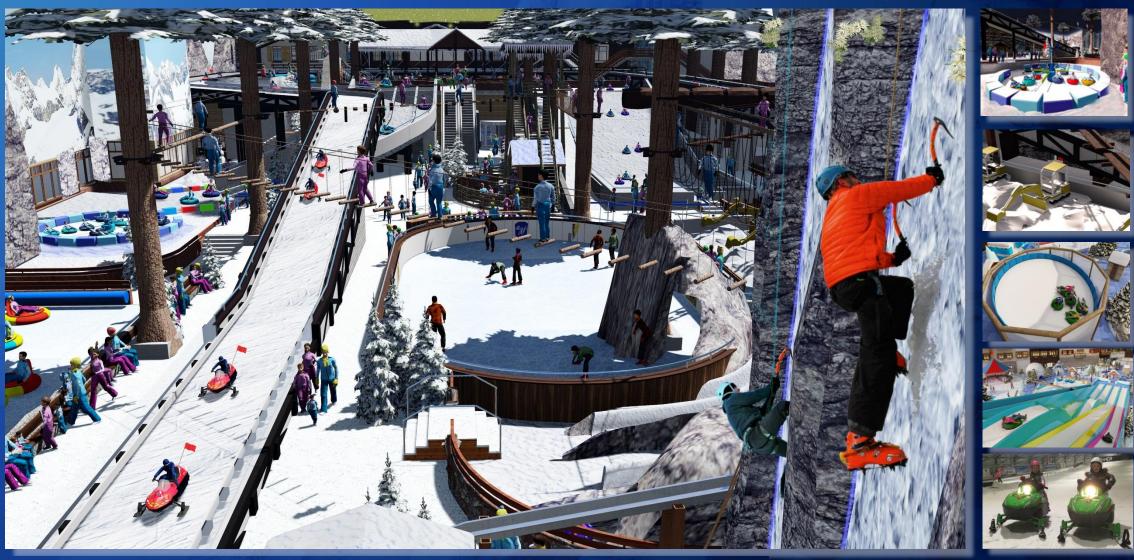


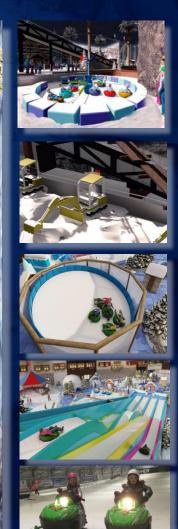


### Revit model



# Content & attractions







# Bumpercars on ice

Electric battery operated inflatable bumper cars, suitable for all ages.





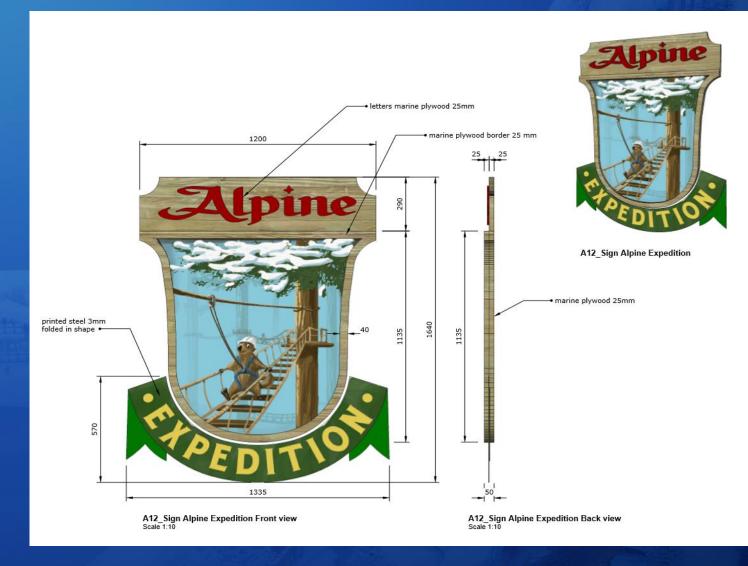
# Theming



INTERNAL FACADE - PALM MALL



# Signage





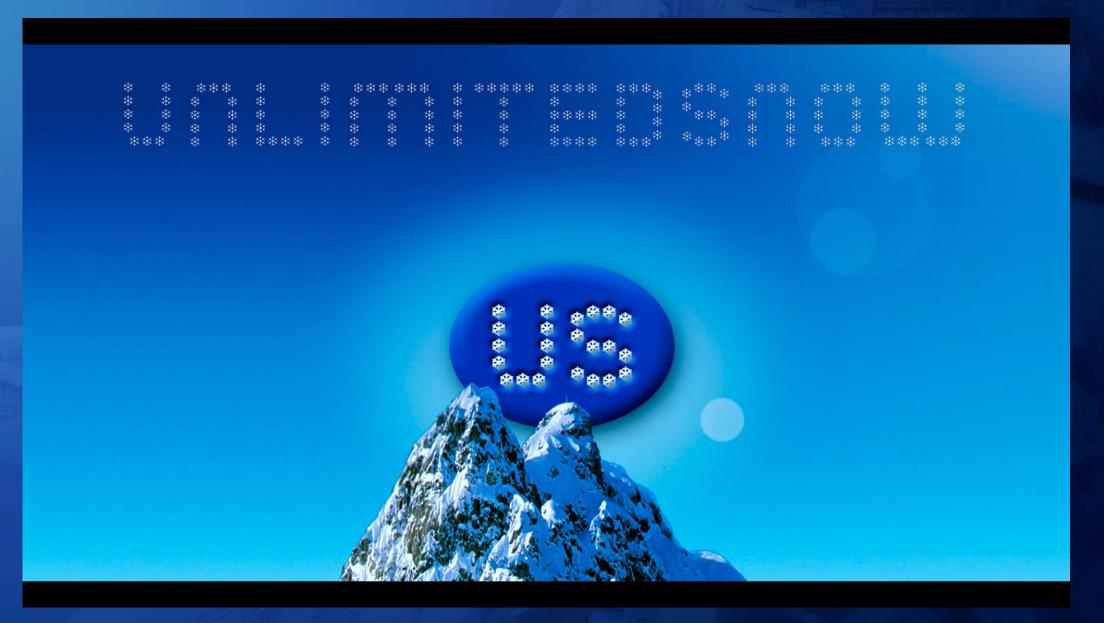


# Merchandise SNOWPARK® SNOWPARK SNOWPARK SNOWPARK UNLIMITED SNOW

# Mine tunnel snowmobiles









## Press reports Snowpark Oman





ان الموق المحرق ومركز استيميا والرابهية المشكلة المستلفظ المستبدع والمهدان بالمستبدع والمهدان بالمستبدع والمهدان الإسداد المستبدع والمهدان الإسداد المستبدع والالباد التي المستبدع والالباد التي المستبدع والالباد التي المستبدع والمستبدع المستبدع ا

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العللية المصورين محمد ين تويد مانكوك الرئيس الينة غذر و مجمد مباتم رسل المسائل والمام الى كل مكونات و در الشد يا المحرد من التا و وهو المختلف Palling وهو المختلف المسائلية

حوالي (الاقتبادي ومل مساني وعادم في حوالي (الاقتبادي والشخصي الدونون والشاء وفي مساني و الشخصي الدونون والشاء وما الاقتباء وفي الشخصي الدونون الاقتباء ومن المراكز المراك



H H Sayyid Haitham bin Tariq al Said, H E Maitha al Mahrouqi, Undersecretary in the Ministry of Tourism with dignitaries and officials at the stone-laying ceremony (Muscat Daily)

#### Palm Mall's foundation stone laid

Our Correspondent Muscat

The foundation stone of the Palm Mall Muscat was laid on Sunday at the project site in Ma'abela by H H Sayyid Haitham bin Tariq al Said, Minister of Heritage and Culture.

The RO90mn project aims to ofter an international retail, entertainment and leisure experience to customers. Sheikh Mahmoud Jarwani, chairman, Tamani International Development and Investment Company said, "The mall, which will be built on around 200,000sq m, will be completed in 24 to 30 months.

"The main features of the project include an aquarium - the first and largest in Oman - a snow village along with ice skating facilities, a family entertainment section and cinema halls

#### FEATURES OF THE MALL

- Oman's first and largest aquarium
- ▶ Snow Village
- Family entertainment
- VoX Cinemas 12-screen multiplex
- Multicuisine dining
- Food courtsStores
- StoresHypermarket
- Landscaping with plaza/ amphitheatre
- 4-star business hotel along with branded residences

among others."

The project will also include two four-star hotels along with luxury apartments. "The aim is to create a series of distinct spaces structured in a strategic pattern to provide unique experiences in shopping, family entertainment, leisure etc. The focus is to provide a destination mall with the Palm Mall Muscat. We are determined to use an architectural design which is Omani with a modern and progressive outlook," he added.

A spokesman for Majid al Futtaim Cinemas, which will operate screens in Palm Mall Muscat, said, "Vox Cinemas currently has 68 screens at seven sites in UAE, where it is the leading company in this field.

"At Palm Mail Muscat it will operate a 12-screen edge technology - 4DX and gold class - in addition to ten other screens. The area allocated to the cinema in the mail will be 5,000 sg m."

The snow village spread over 5,000sq m will be the first of its kind in the sultanate.

#### Unlimited Snow Creates Oman's First Indoor Snow Park 7 September 2015



Unlimited Snow, experts in the design and development of snowthemed leisure facilities, is creating Oman's first indoor snow centre in the capital, Muscat.

The Alpine-themed Snow Park is located within the new RO90 million Palm Mall which is being developed in a bid to boost tourism. The facility will also include a 2-million litre aquarium showcasing local marine life, a 12-screen multiplex cinema, shops, a hotel and 70 serviced apartments. The project has been entirely funded from within the Sultanate.

When the Snow Park opens in 2017, visitors will be able to enjoy 7,000 square metres of winterthemed attractions including 13 snow tubing slides, kids snowmobiling, ice climbing, 30 theatre, snow diggers, snow play, snowball arena, snowball challenge, bumper cars on ice, ice skatling and more in one of the hottest countries on earth.

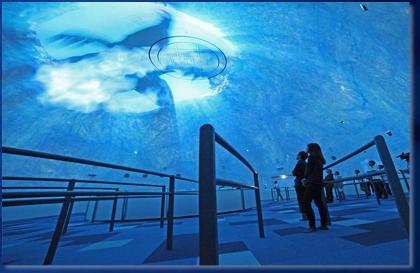
Dutch company, Unlimited Snow, is currently developing snow themed leisure facilities ranging from 3000 to 55,000 m² around the world including China and the USA.



http://www.blooloop.com/news/unlimited-snow-oman-s-first-indoor-snow-park/35879#.V2VWZvmLShc http://www.muscatdaily.com/Archive/Oman/Palm-Mall-s-foundation-stone-laid-3oub http://ski.curbed.com/2015/8/18/9929426/indoor-snow-village-in-oman

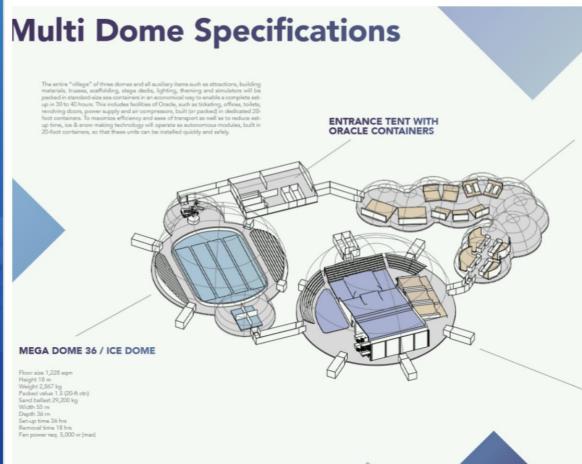










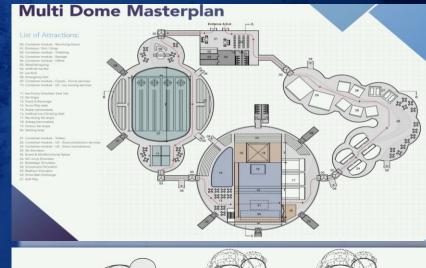


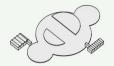
#### DECA DOME/ SIMULATOR DOME

Floor size 1,120 sqm Height 8 m Width 53 m Depth 41 m Weight 2,660 kg Packad value 1 (20-ft container) Set-up time 30 hrs Removal time 16 hrs Sand ballast 37,200 kg Fan power mg, 5,000 w (msp)

#### MEGA DOME 42/ SNOW DOME

Floor size 1,385 sgm Height 22 m Weight 4,256 kg Packad value 2 (201t ctn) Sand balliest 52,800 kg Width 42 m Depth 42 m Set-up time 40 hrs Removal time 20 hrs Fsn power ren, 12,800 w (max)









CONSTRUCTION RAISED FLOOR

ASSEMBLY TRUSS STRUCTURES

**BUILD UP SLABS AND SCAFFOLDING** 









BUILD UP SLOPE

SET UP ATTRACTIONS AND SIMULATORS THEMING AND INTERIOR DECORATION

**SNOW & ICE MAKING** 











### Tape My Day; Worlds 1st fully automatic track & trace video system



#### 1. CAPTURE

As soon as guests scan their bracelets and walk into what is called the 'Region of Interest', our cameras will begin tracking tracing and filming them. Our intelligent software knows how to determine highlights based on a set of rules.



#### 2. SMART-ZOOM

Due to advanced hardware and software, we are able to simultaneously track and record a large number of people in all conditions and over a long distance. To create compelling footage, our system will zoom in on the Region of Interest.



#### 3. CROP

The Smart-Zoomed frames will be cropped and processed. They are then stitched and sewn together at the central server. This allows for the final product to be readied quickly.



#### 4. EDIT

All recorded footage of the visitor will be merged with stock material into a template. The final product will be available for preview within minutes of the guest scanning their wristband at the preview kiosk.





### WWW.TAPEMYDAY.COM | ENJOY.SHARE.REMEMBER



16-4-2018



### The Experience Ticket

The Experience Ticket is the only fully integrated ticketing and no queuing system on the market features: access, paper and digital tickets, season passes, guest planning, operations management, queue management, CRM, HRM, POS, web shop, mobile site and visitor video system (in cooperation with TAPEMYDAY).



'It solves the No.1 guest complaint by providing a unique & totally queue free theme park experience for all guests'

- Highly increased revenues
- Highly increased overall guest experience
- Secured against ticket fraud
- Digital and physical experiences synchronized
- Dialogue with guests before, during and after the visit
- Improving ride capacity with more than 15%

#### **Guest services:**

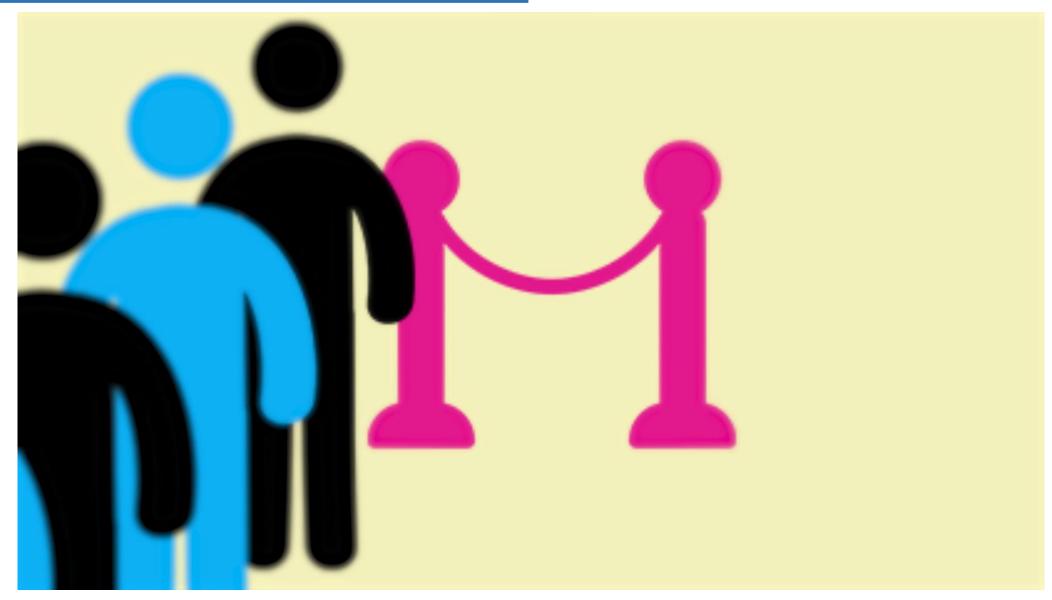
- Pre-book the entire trip
- Reserve a specific timeslot for al attractions
- Planning and controlling by smart phone (also other devices)
- A real personalized experience by putting the trip together by yourself
- No queues No stress No hassle





16-4-2018 68

### THE EXPERIENCE TICKET | SOLVES NO.1 COMPLAINT 'QUEUING'



16-4-2018

# Johna World

The Second Gate of Amsterdamnext to Amsterdam Schiphol Airport, Planned Opening April 2023.

A non-gated park for 4 million (inter)national tourists with:



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#### **FIVE DUTCH DESTINATION EXPERIENCES**

The experiences will consist out of fully integrated themed f&b, retail, attractions, shows & events, m.i.c.e. and hotel facilities.

HollandFlowerWorld<sub>TM</sub>



Holland Winter World TM



Holland History World TM



Holland Water World TM







# HollandWorld<sub>TM</sub> A taste of the Netherlands

#### **2nd gate of Amsterdam**

**7%** increase of hotel nights in Amsterdam 2016

Past 10 years **30K** new hotel rooms added

**80K** beds: 2015

**108K** beds required: 2025

**126K** beds require: 2030

**22.000** hotel rooms required until 2030

**23MIO tourists** visit Amsterdam in 2025



Location: PARK 21

HollandWorld will create **5.000 jobs!** 

4 themed hotels

4.000 hotel rooms

Local-regional spinoff of **690MIO** 

**4-7 million** visits for this non-gated themepark

# HollandWinterWorld™



# HollandWinterWorld™



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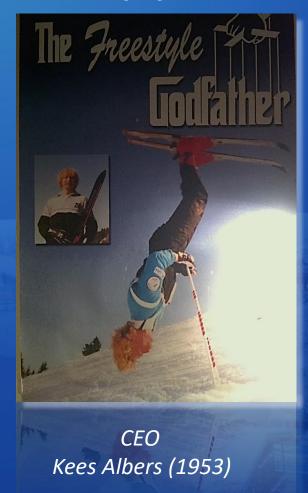
# Risky business of selling snow in the desert?





# Thank you for your attention

### On behalf of the shareholders





Managing Partner
Alex Lokhorst (1974)



#### Contact

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