

FIS Alpine World
Ski Championships



Hafjell Kvitfjell

Lillehammer 2025

SØKNAD
NORGES SKIFORBUND
23.03.2018

HAFJELL-KVITFJELL ALPIN AS

Tegningsvedlegg:
Hafjell Alpinsenter og Kvitfjell Alpinanlegg

Presentasjon av Alpinco

INNHold

HAFJELL

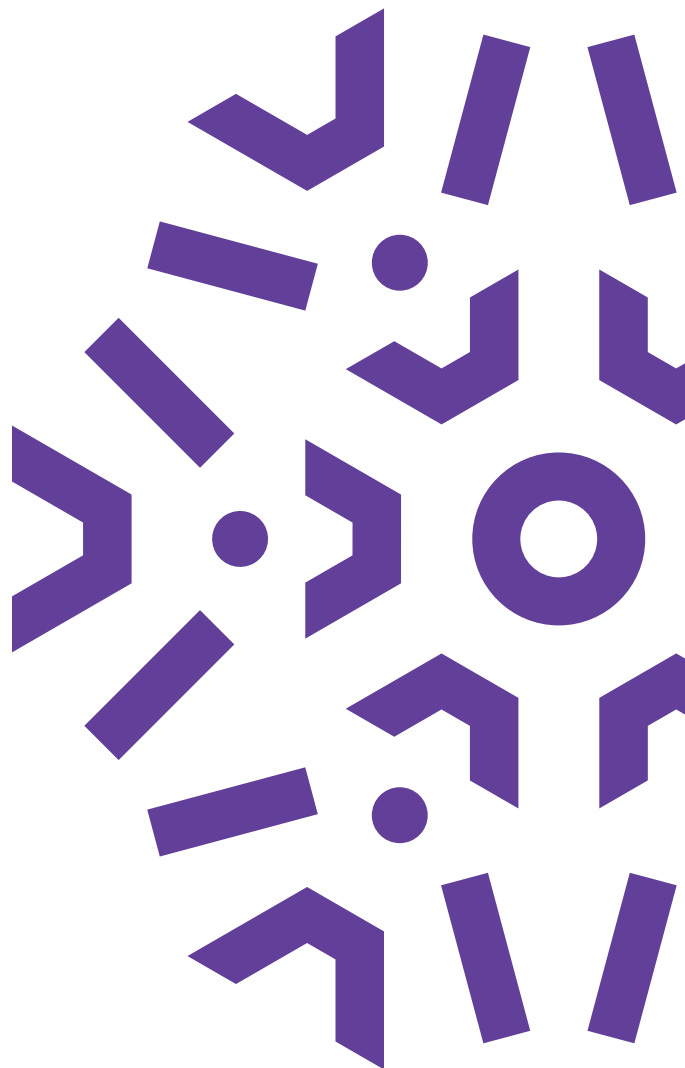
- 1) Courses
- 2) Warm-up/ skitest/ training
- 3) Intermediate times
- 4) Transportation of injured racers
- 5) Snowproduction coverage
- 6) Lighting coverage
- 8) Finish Arena plan

KVITFJELL

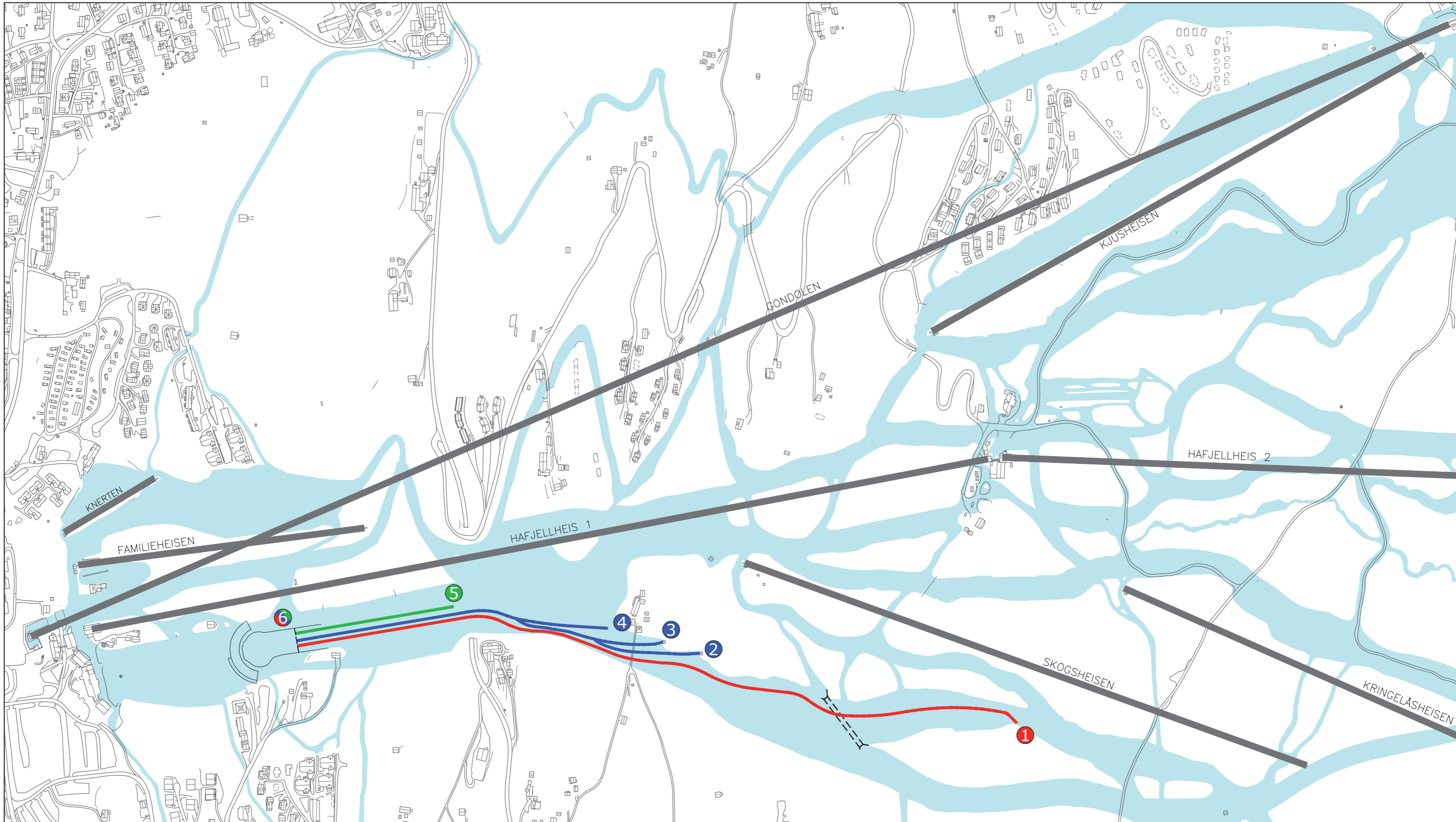
- 1A) Courses
- 1B) Possible new course for women
- 2A) Warm-up/ skitest/ training
- 2B) Warm-up/ skitest/ training
- 3) Intermediate times
- 4) Transportation of injured racers
- 5A) Snowproduction coverage
- 5B) Snowproduction coverage
- 6) Lighting coverage
- 7) Safety nets
- 8) Finish Arena plan

ALPINCO


- 1) Presentation of Alpinco



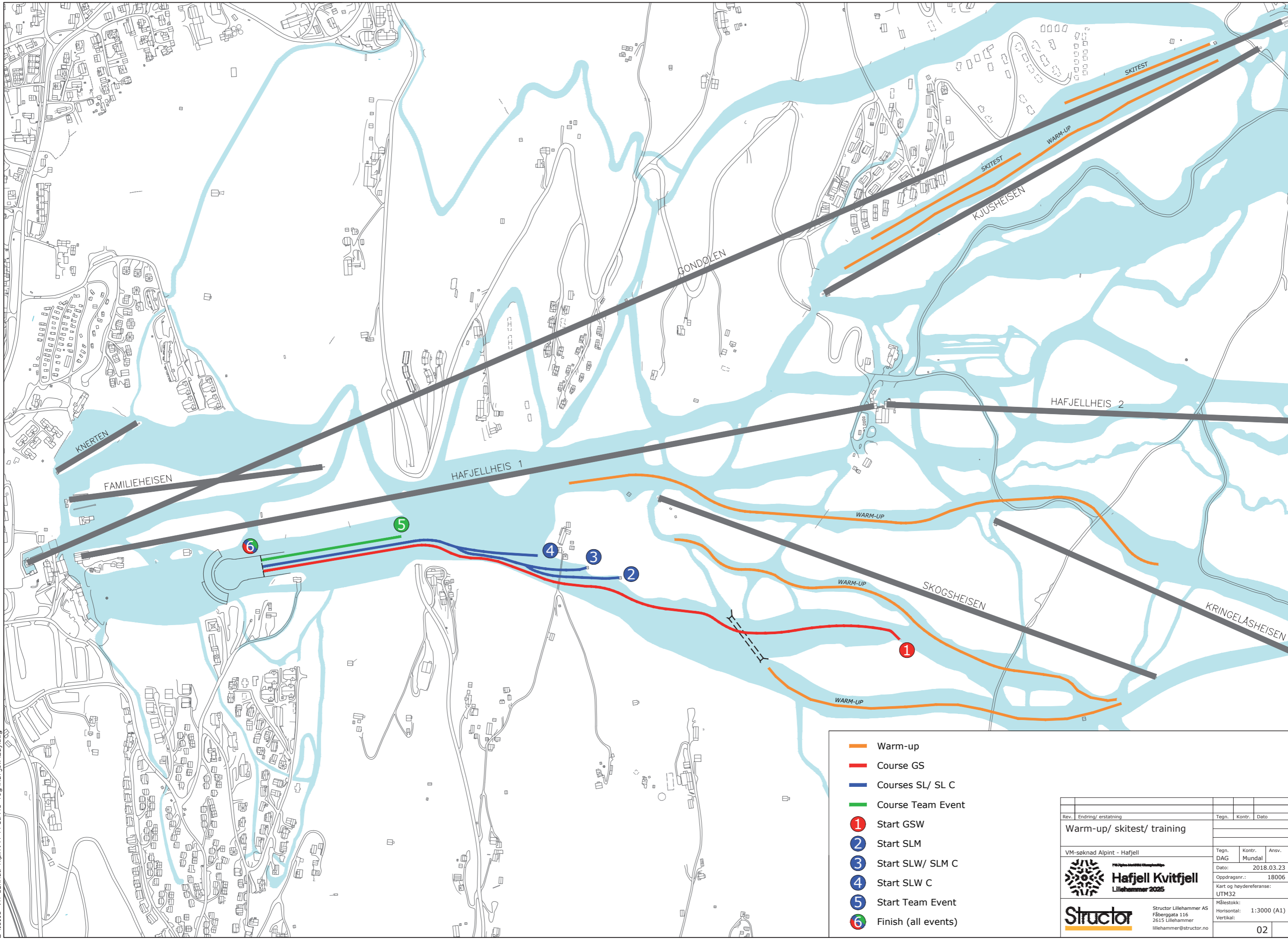
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- Course GS
- Courses SL/ SL C
- Course Team Event
- 1 Start GSW
- 2 Start SLM
- 3 Start SLW/ SLM C
- 4 Start SLW C
- 5 Start Team Event
- 6 Finish (all events)

Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Courses SL, SL-C, GS, Team Event				
VM-søknad Alpin - Hafjell				
Tegn. DAG		Kontr. Mundal	Ansv. 2018.03.23	
Oppdragsnr.: 18006		Kart og høydereferanse: UTM32		
Målestokk: 1:3000 (A1)		Vertikal:		
 Structor Lillehammer AS Fåberggata 116 2615 Lillehammer lillehammer@structor.no		01		

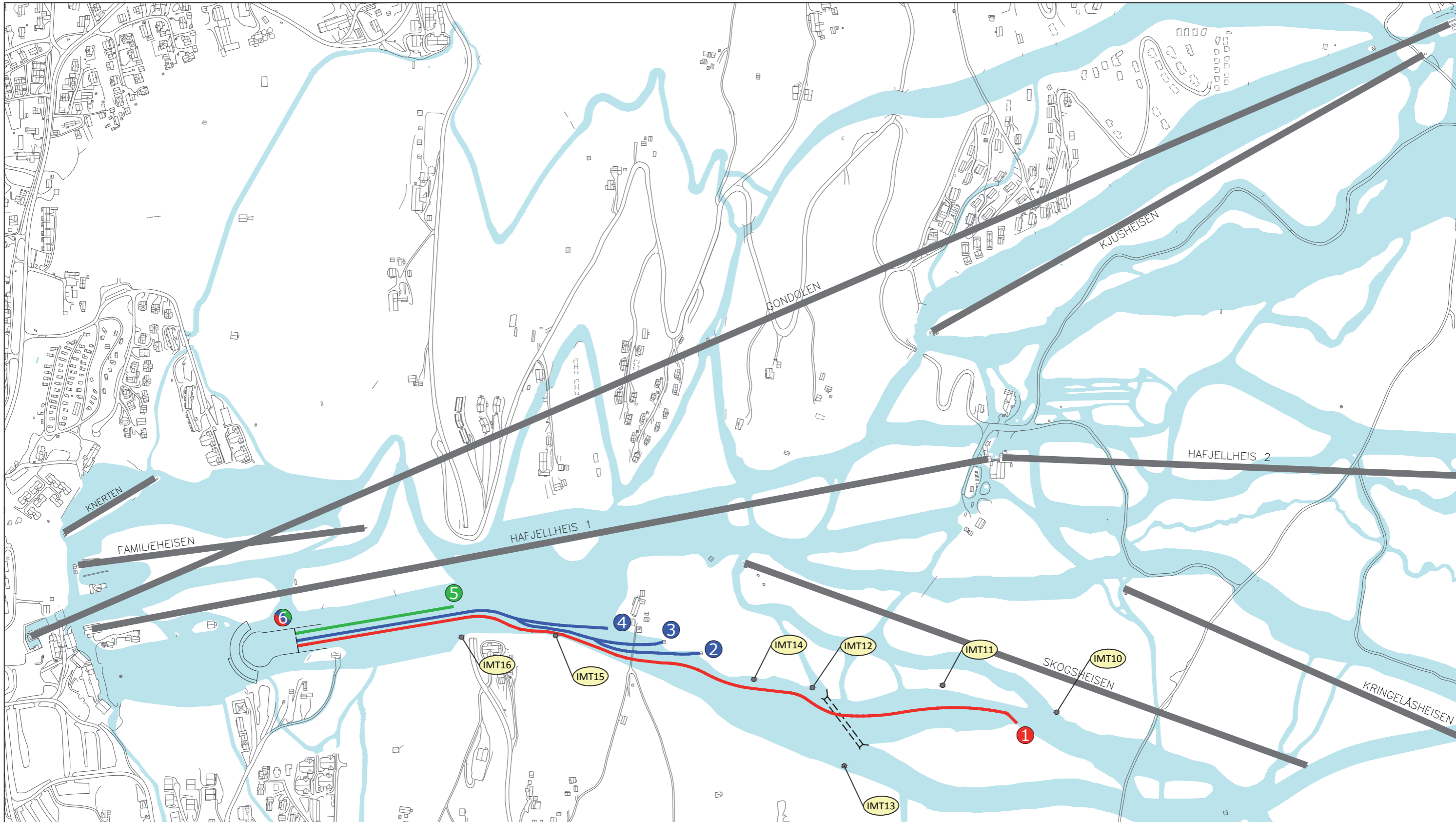
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- Warm-up
- Course GS
- Courses SL/ SL C
- Course Team Event
- 1 Start GSW
- 2 Start SLM
- 3 Start SLW/ SLM C
- 4 Start SLW C
- 5 Start Team Event
- 6 Finish (all events)

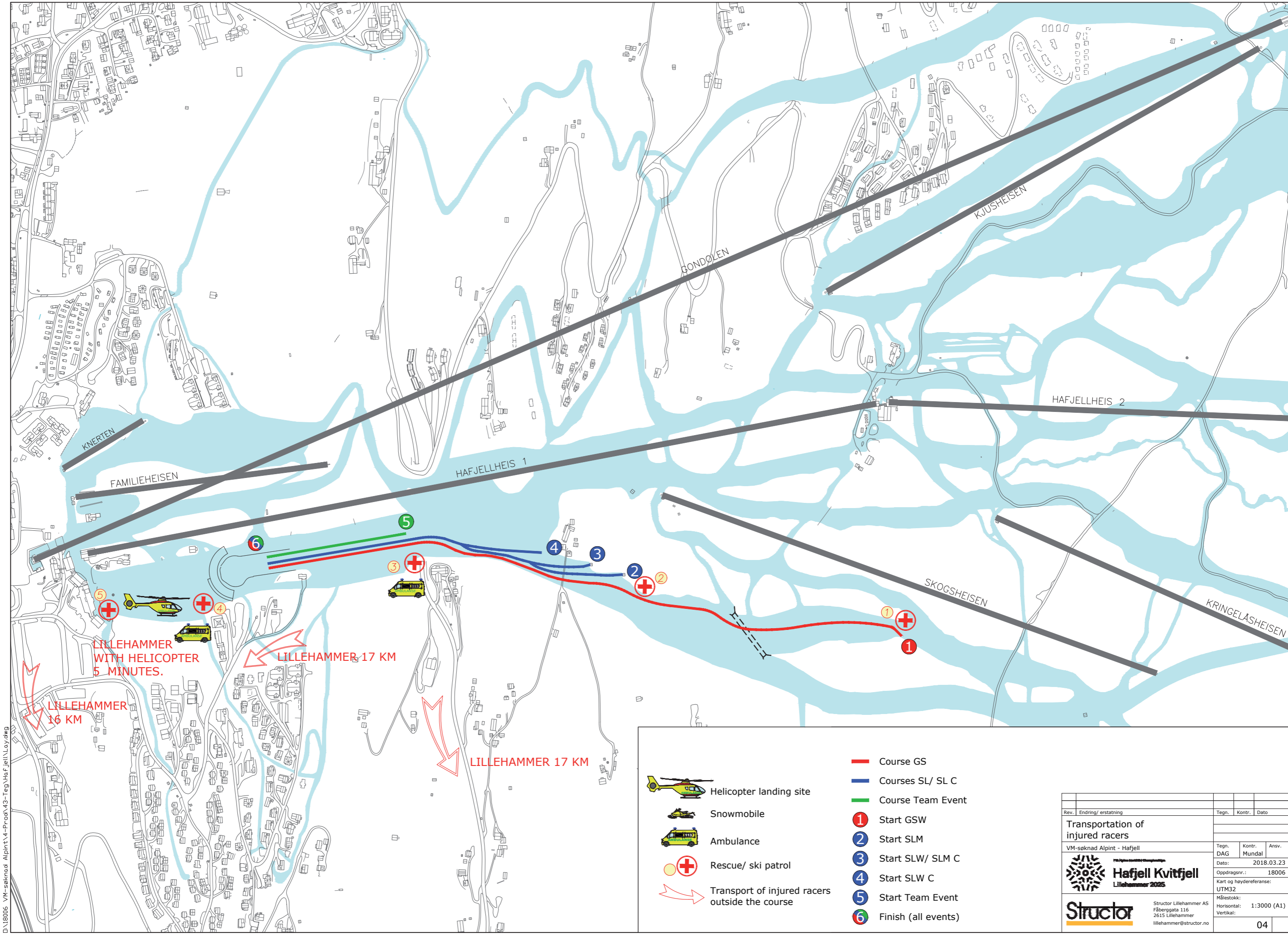
Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Warm-up/ skitest/ training				
VM-søknad Alpin - Hafjell		Tegn.	Kontr.	Ansv.
 Hafjell Kvitfjell Lillehammer 2025		DAG	Mundal	2018.03.23
Oppdragsnr.: 18006		Kart og høydereferanse: UTM32		
Målestokk: 1:3000 (A1)		Vertikal:		
 Structor Lillehammer AS Fåberggata 116 2615 Lillehammer lillehammer@structor.no		02		

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- IMT Existing Intermediate times
- Course GS
- Courses SL/ SL C
- Course Team Event
- 1 Start GSW
- 2 Start SLM
- 3 Start SLW/ SLM C
- 4 Start SLW C
- 5 Start Team Event
- 6 Finish (all events)

Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Intermediate times				
VM-søknad Alpin - Hafjell			Tegn. DAG	Kontr. Mundal
Hafjell Kvittfjell Lillehammer 2025			Ansv. 2018.03.23	
			Oppdragsnr.: 18006	
Kart og høydereferanse: UTM32				
Structor Lillehammer AS Fåberggata 116 2615 Lillehammer lillehammer@structor.no			Målestokk: 1:3000 (A1)	
			Vertikal:	
				03

















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LILLEHAMMER
WITH HELICOPTER
5 MINUTES.

LILLEHAMMER 17 KM

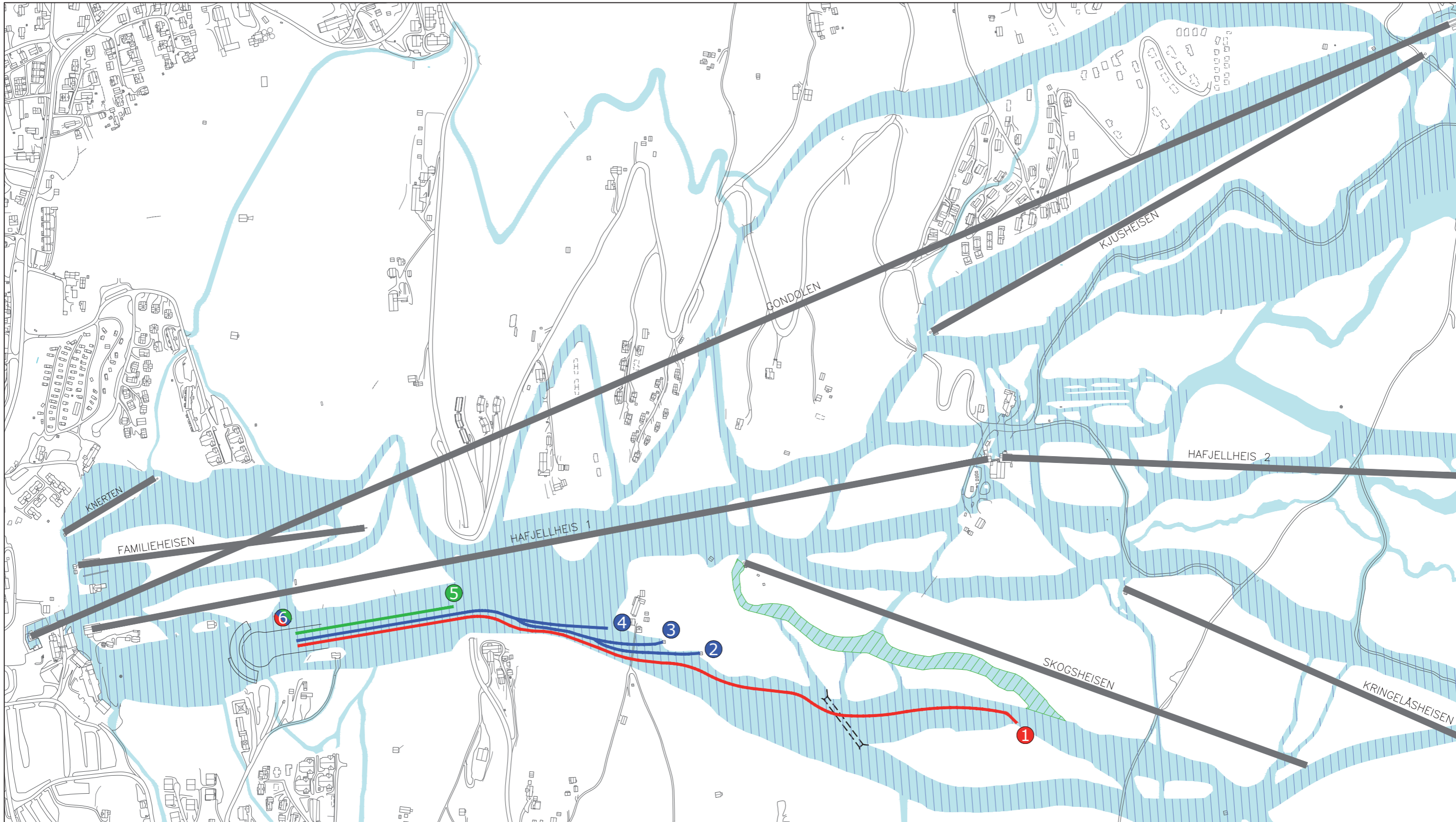
LILLEHAMMER
16 KM

LILLEHAMMER 17 KM

	Helicopter landing site		Course GS
	Snowmobile		Courses SL/ SL C
	Ambulance		Course Team Event
	Rescue/ ski patrol		1 Start GSW
	Transport of injured racers outside the course		2 Start SLM
			3 Start SLW/ SLM C
			4 Start SLW C
			5 Start Team Event
			6 Finish (all events)

Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Transportation of injured racers				
VM-søknad Alpin - Hafjell		Tegn. DAG	Kontr. Mundal	Ansv. 2018.03.23
		Oppdragsnr.: 18006		
		Kart og høydereferanse: UTM32		
		Målestokk: 1:3000 (A1)		
		Vertikal:		
Structor Lillehammer AS Fåberggata 116 2615 Lillehammer lillehammer@structor.no		04		

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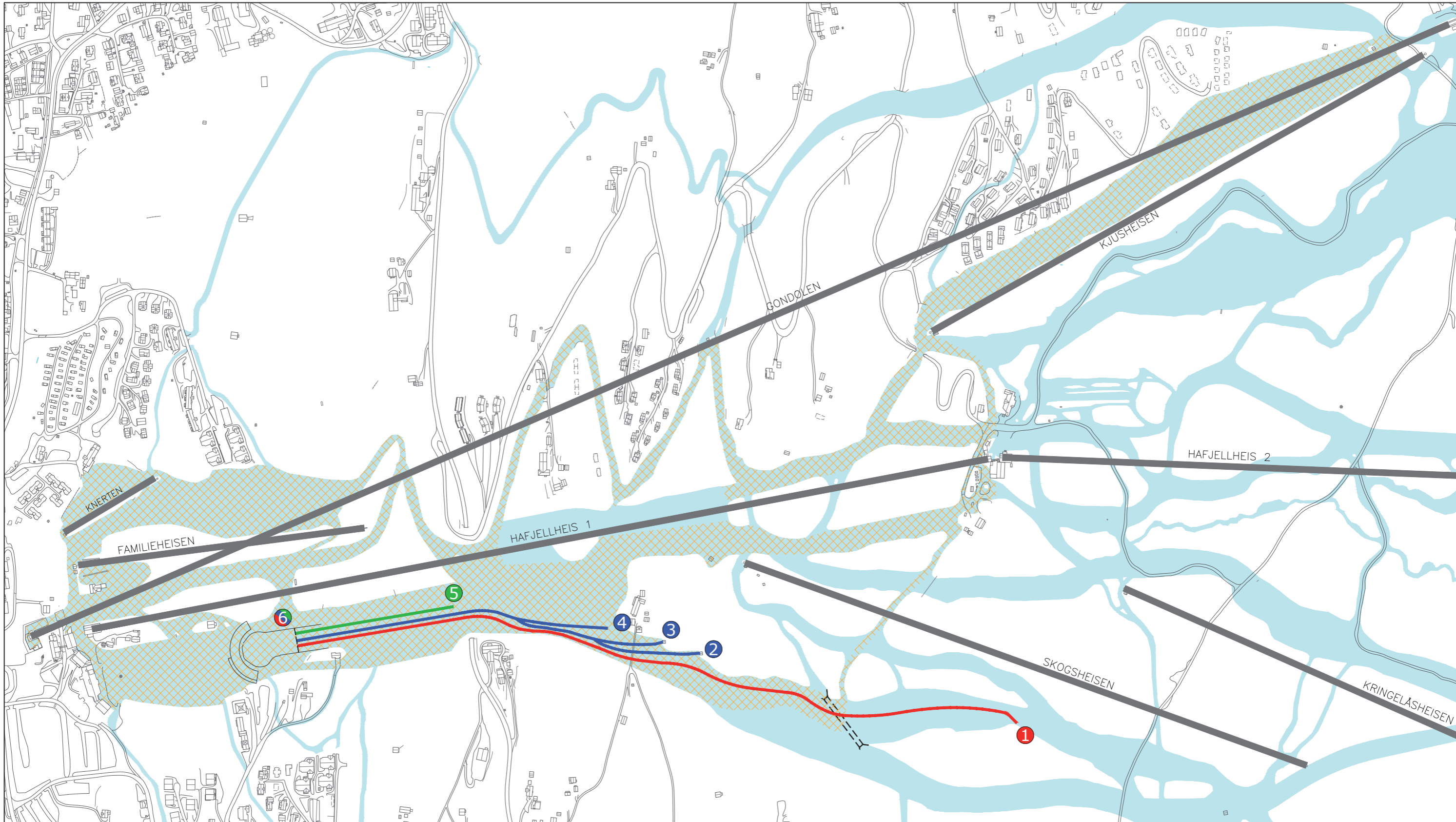


- Course GS
- Courses SL/ SL C
- Course Team Event
- 1 Start GSW
- 2 Start SLM
- 3 Start SLW/ SLM C
- 4 Start SLW C
- 5 Start Team Event
- 6 Finish (all events)

- Future snowproduction coverage
- Existing snowproduction coverage

Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Snowproduction coverage				
VM-søknad Alpin - Hafjell		Tegn. DAG	Kontr. Mundal	Ansv. 2018.03.23
Hafjell Kvittfjell Lillehammer 2025		Oppdragsnr.: 18006	Kart og høydereferanse: UTM32	
		Målestokk: 1:3000 (A1)	Vertikal:	
Structor Lillehammer AS Fåberggata 116 2615 Lillehammer lillehammer@structor.no		05		

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- Course GS
- Courses SL/ SL C
- Course Team Event
- 1 Start GSW
- 2 Start SLM
- 3 Start SLW/ SLM C
- 4 Start SLW C
- 5 Start Team Event
- 6 Finish (all events)

Existing light coverage

Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Lighting coverage				
VM-søknad Alpin - Hafjell		Tegn. DAG	Kontr. Mundal	Ansv. 2018.03.23
		Oppdragsnr.: 18006		
		Kart og høydereferanse: UTM32		
		Målestokk: 1:3000 (A1)		
		Vertikal:		
Structor Lillehammer AS Fåberggata 116 2615 Lillehammer lillehammer@structor.no		06		

LEGEND

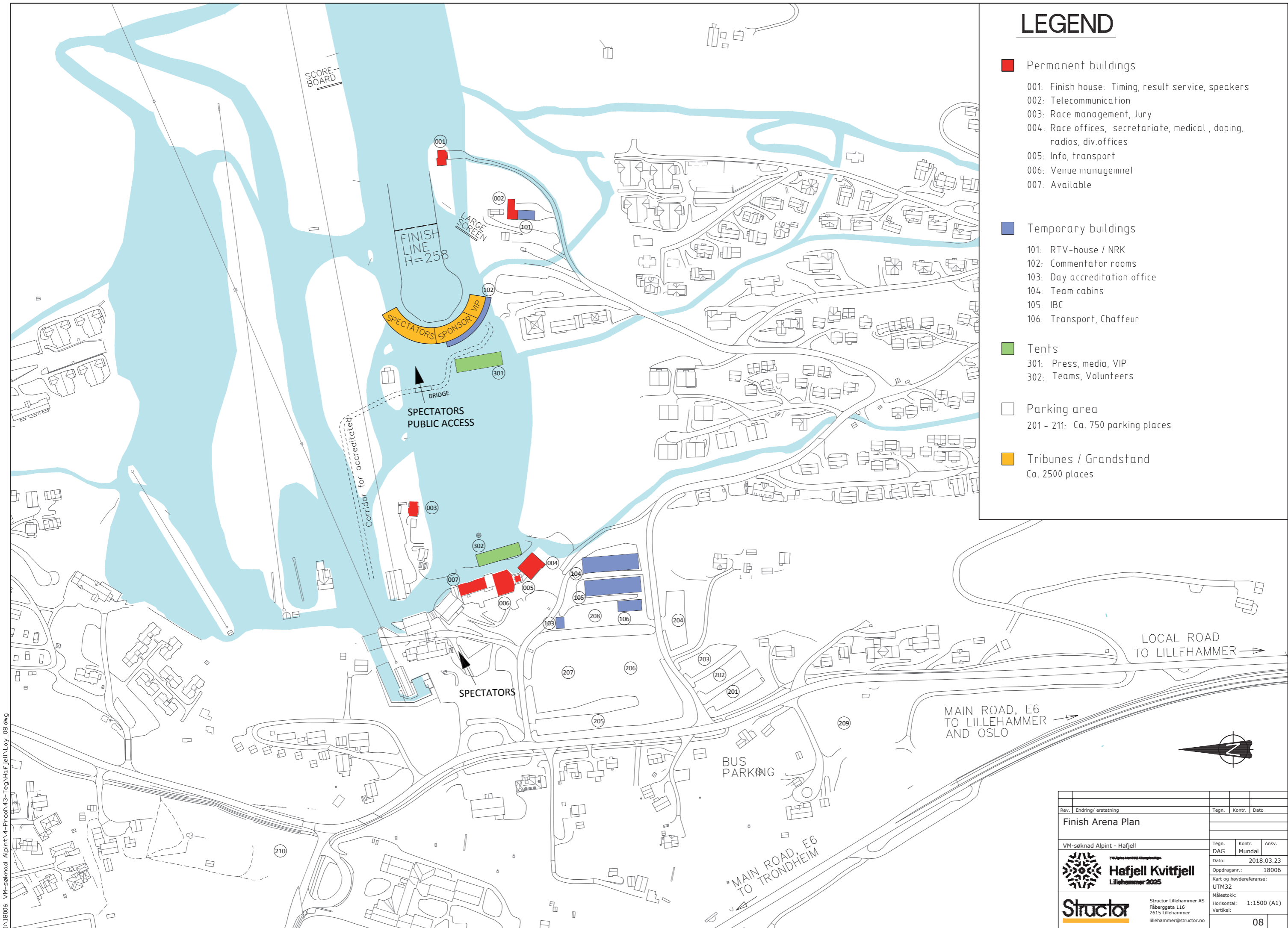
- Permanent buildings
 - 001: Finish house: Timing, result service, speakers
 - 002: Telecommunication
 - 003: Race management, Jury
 - 004: Race offices, secretariate, medical , doping, radios, div.offices
 - 005: Info, transport
 - 006: Venue managemnet
 - 007: Available

- Temporary buildings
 - 101: RTV-house / NRK
 - 102: Commentator rooms
 - 103: Day accreditation office
 - 104: Team cabins
 - 105: IBC
 - 106: Transport, Chaffeur

- Tents
 - 301: Press, media, VIP
 - 302: Teams, Volunteers

- Parking area
 - 201 - 211: Ca. 750 parking places

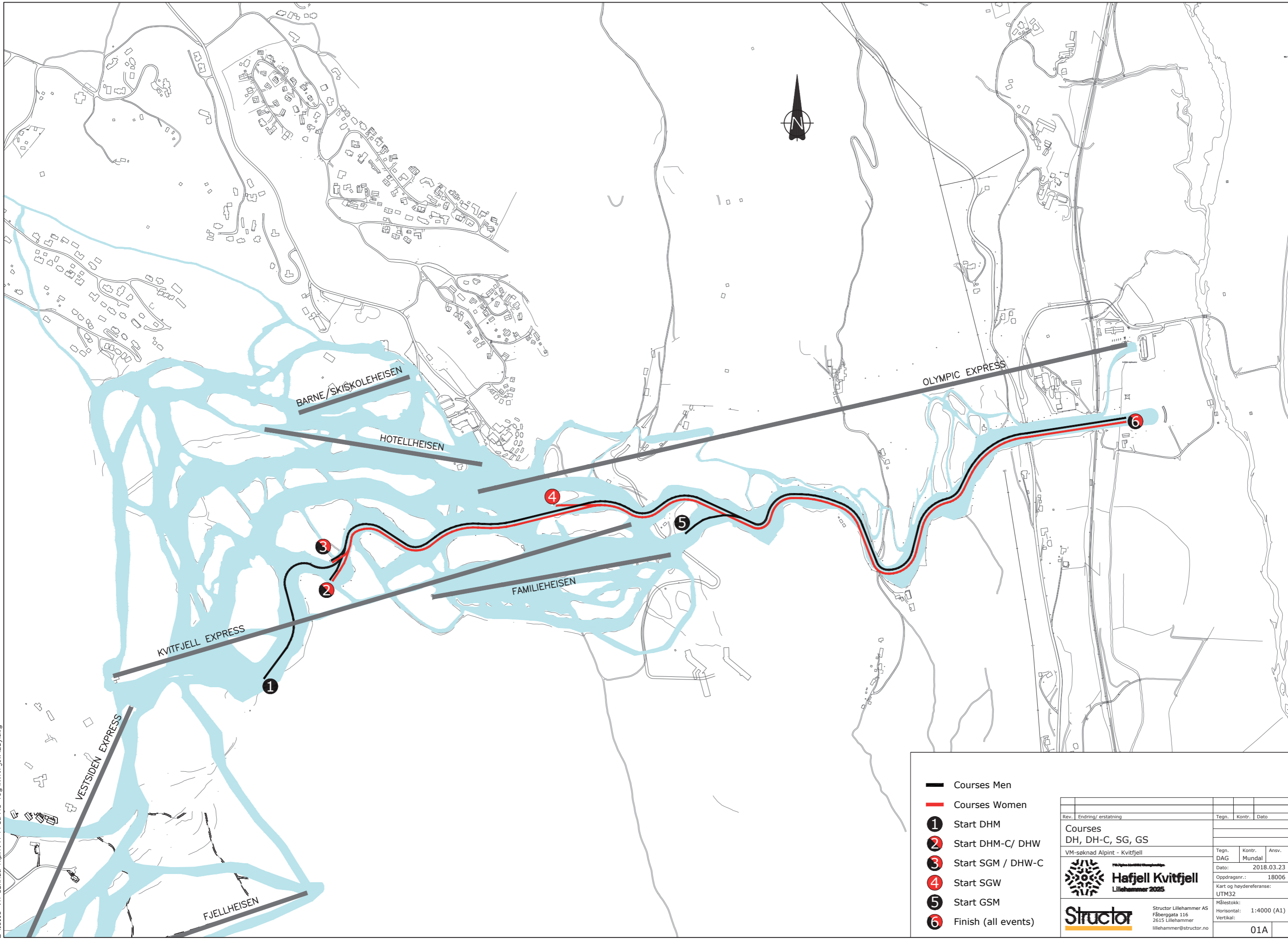
- Tribunes / Grandstand
 - Ca. 2500 places



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Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Finish Arena Plan				
VM-søknad Alpin - Hafjell		Tegn. DAG	Kontr. Mundal	Ansv. 2018.03.23
Hafjell Kvittfjell Lillehammer 2025		Dato: 2018.03.23		
		Oppdragsnr.: 18006		
Structor Lillehammer AS		Målestokk: 1:1500 (A1)		
Fåberggata 116		Horisontal: 1:1500 (A1)		
2615 Lillehammer		Vertikal: 1:1500 (A1)		
lillehammer@structor.no		08		

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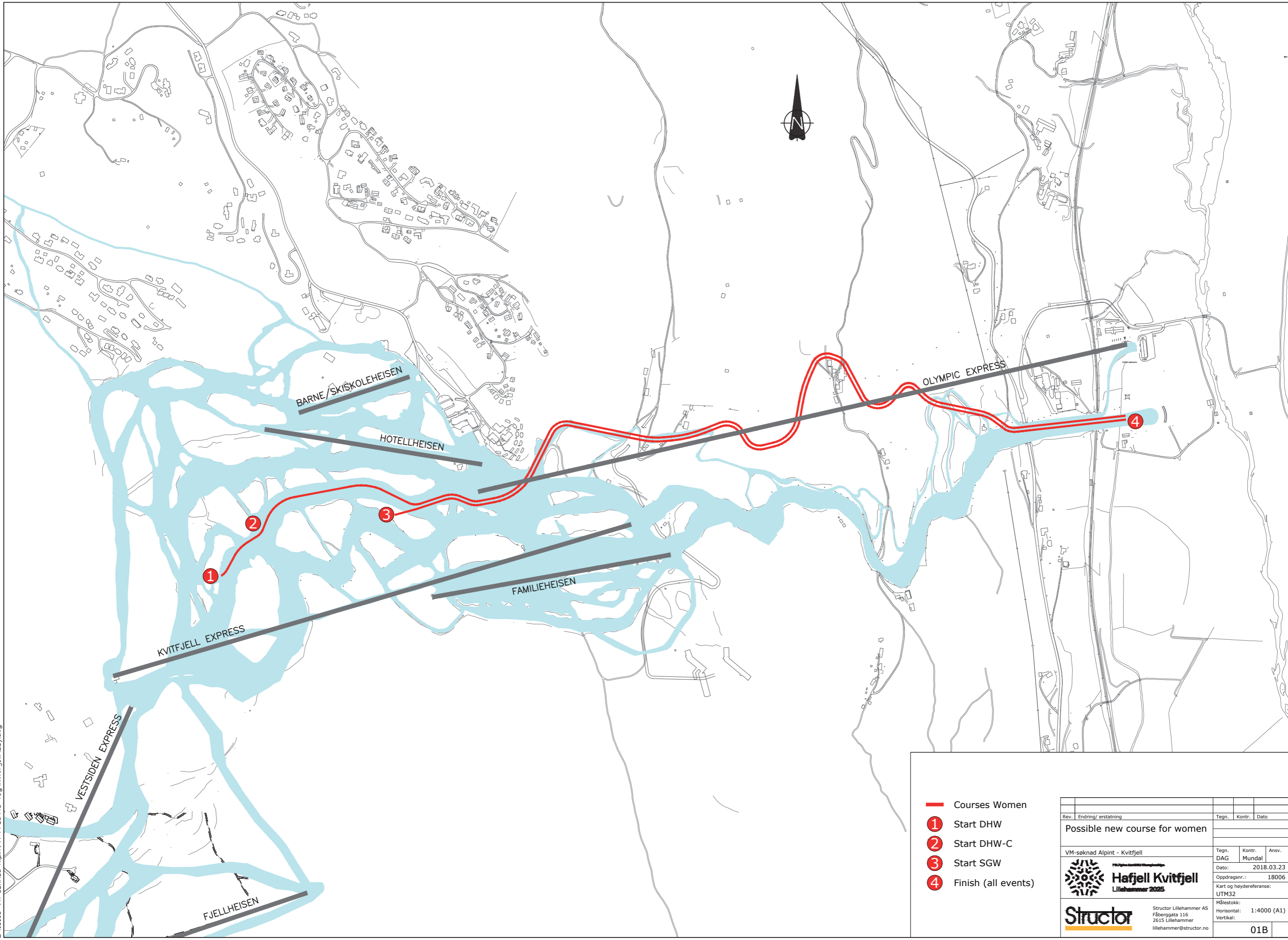
- Courses Men
- Courses Women
- ① Start DHM
- ② Start DHM-C/ DHW
- ③ Start SGM / DHW-C
- ④ Start SGW
- ⑤ Start GSM
- ⑥ Finish (all events)

Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Courses DH, DH-C, SG, GS				
VM-søknad Alpin - Kvitfjell				
Tegn. DAG	Kontr. Mundal	Ansv.	2018.03.23	
Oppdragsnr.: 18006				
Kart og høydereferanse: UTM32				
Målestokk: 1:4000 (A1)				
Vertikal: 01A				



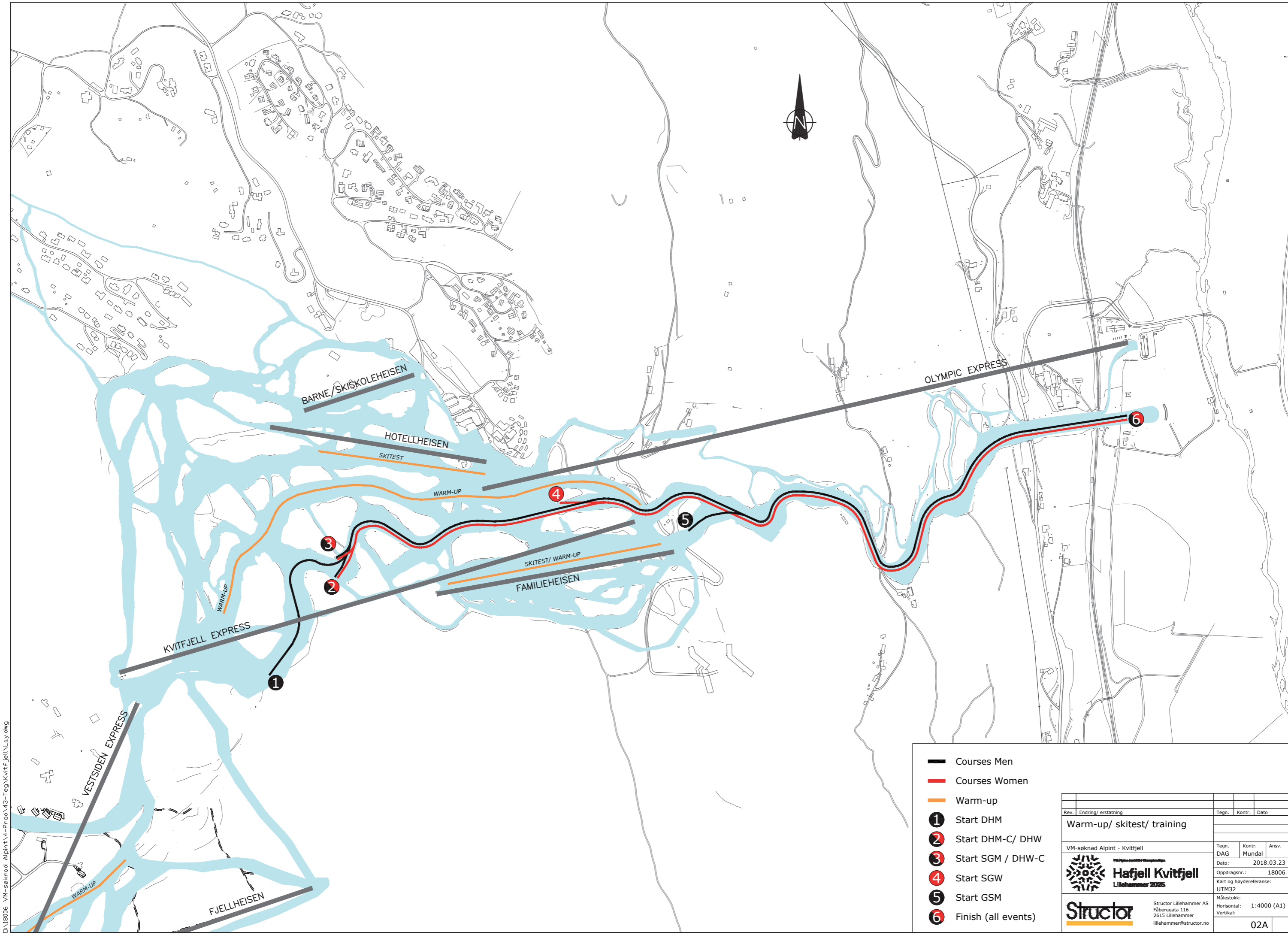
Structor
 Structor Lillehammer AS
 Fåberggata 116
 2615 Lillehammer
 lillehammer@structor.no

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- Courses Women
- 1 Start DHW
- 2 Start DHW-C
- 3 Start SGW
- 4 Finish (all events)

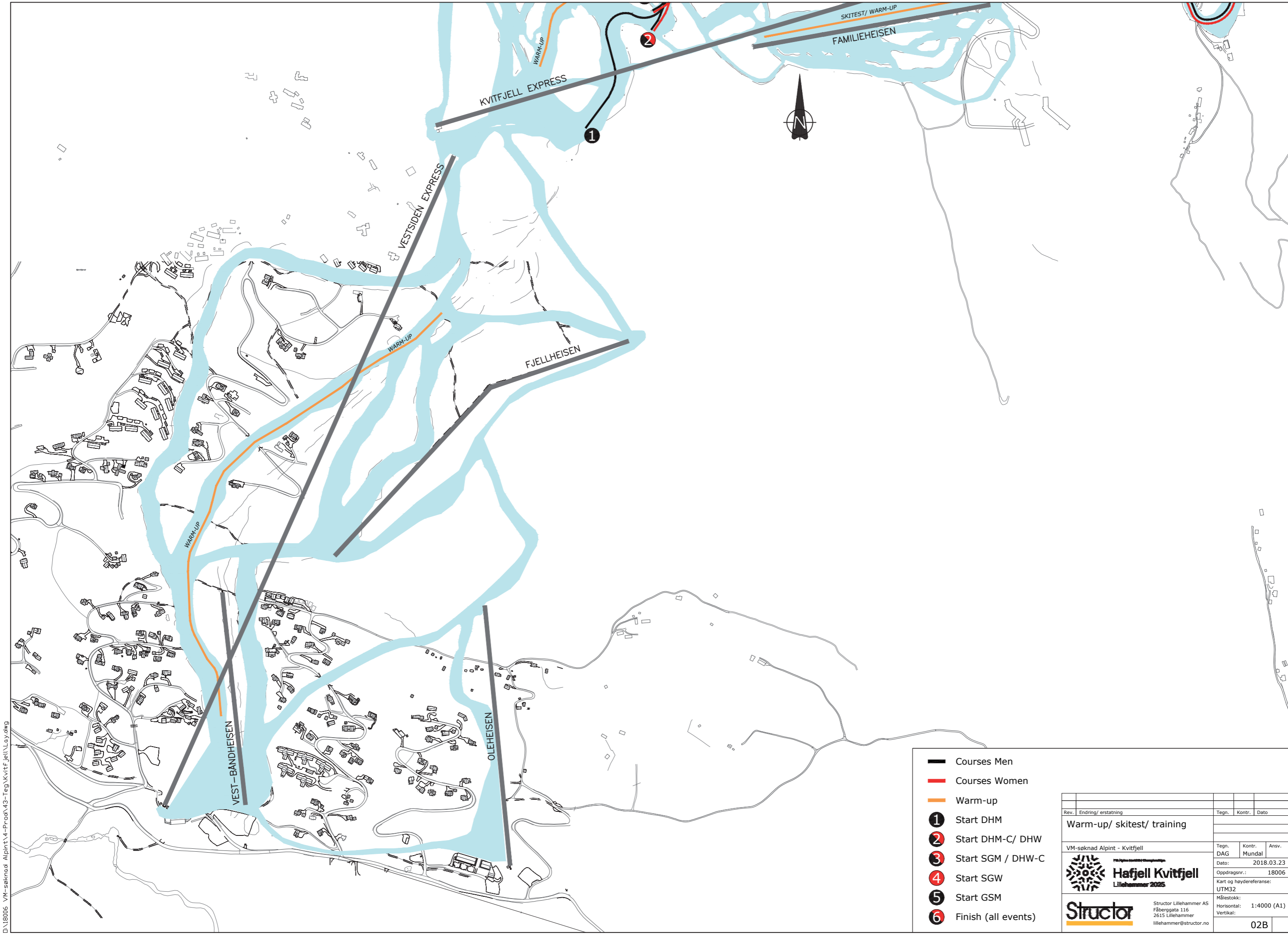
Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Possible new course for women				
VM-søknad Alpin - Kvitfjell		Tegn. DAG	Kontr. Mundal	Ansv. 2018.03.23
		Oppdragsnr.: 18006		
		Kart og høydereferanse: UTM32		
		Målestokk: 1:4000 (A1)		
		Vertikal:		
Structor Lillehammer AS Fåberggata 116 2615 Lillehammer lillehammer@structor.no		01B		



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- Courses Men
- Courses Women
- Warm-up
- 1 Start DHM
- 2 Start DHM-C/ DHW
- 3 Start SGM / DHW-C
- 4 Start SGW
- 5 Start GSM
- 6 Finish (all events)

Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
	Warm-up/ skitest/ training			
VM-søknad Alpin - Kvitfjell		Tegn. DAG	Kontr. Mundal	Ansv. 2018.03.23
Hafjell Kvitfjell Lillehammer 2025		Oppdragsnr.:	18006	
		Kart og høyderreferanse:	UTM32	
Structor Lillehammer AS Fåberggata 116 2615 Lillehammer lillehammer@structor.no		Målestokk:	1:4000 (A1)	
		Horisontal:	Vertikal:	
				02A



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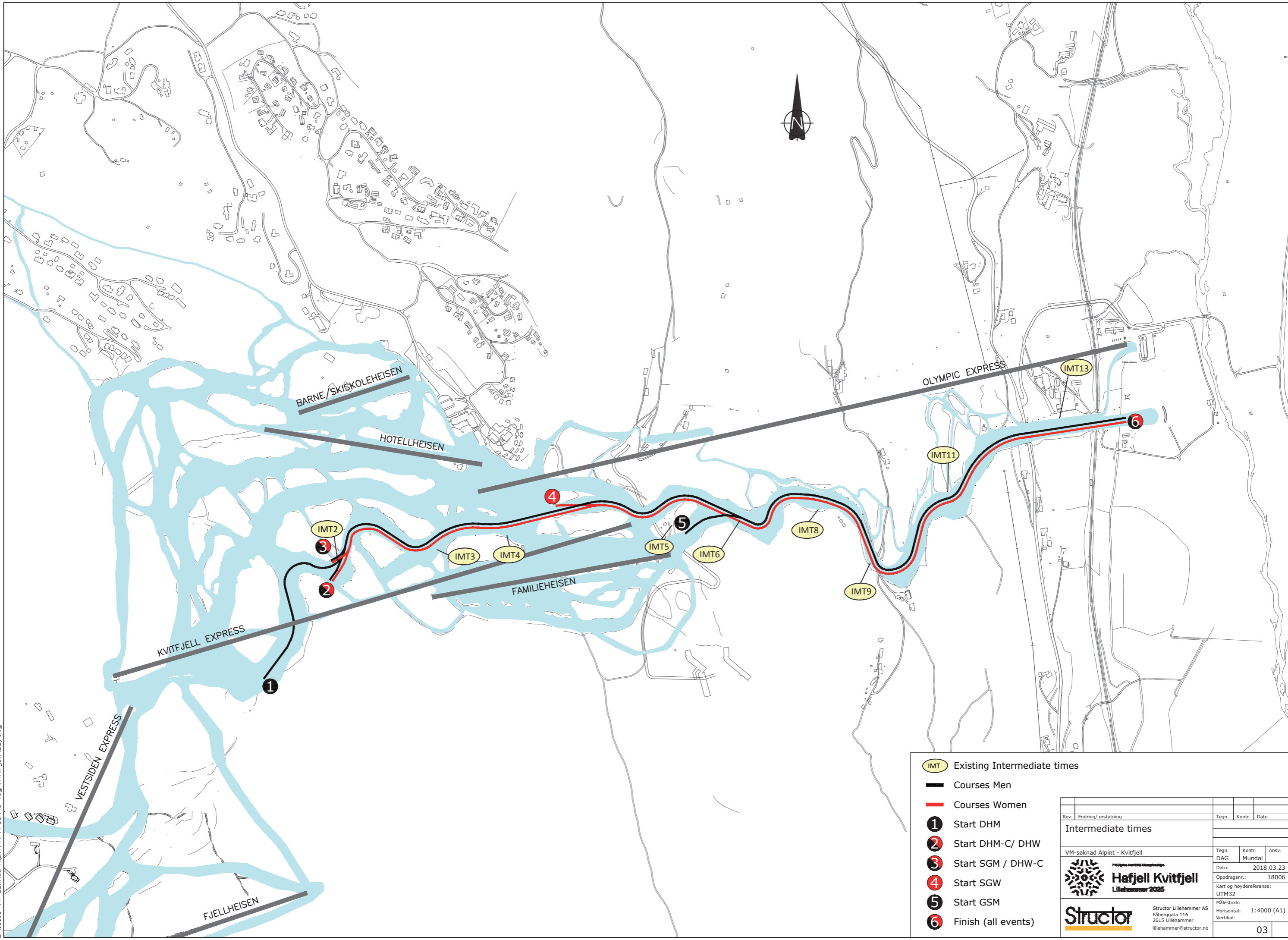
- Courses Men
- Courses Women
- Warm-up
- 1 Start DHM
- 2 Start DHM-C/ DHW
- 3 Start SGM / DHW-C
- 4 Start SGW
- 5 Start GSM
- 6 Finish (all events)

<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 10%;">Rev.</td> <td style="width: 40%;">Endring/ erstatning</td> <td style="width: 10%;">Tegn.</td> <td style="width: 10%;">Kontr.</td> <td style="width: 20%;">Dato</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </table>	Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato						<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td colspan="3" style="text-align: center;">Warm-up/ skitest/ training</td> </tr> <tr> <td colspan="3" style="text-align: center;">VM-søknad Alpin - Kvitfjell</td> </tr> <tr> <td style="font-size: 6px;">Tegn. DAG</td> <td style="font-size: 6px;">Kontr. Mundal</td> <td style="font-size: 6px;">Ansv.</td> </tr> <tr> <td style="font-size: 6px;">Dato: 2018.03.23</td> <td colspan="2"></td> </tr> <tr> <td style="font-size: 6px;">Oppdragsnr.: 18006</td> <td colspan="2"></td> </tr> <tr> <td style="font-size: 6px;">Kart og høydereferanse: UTM32</td> <td colspan="2"></td> </tr> <tr> <td style="font-size: 6px;">Målestokk: 1:4000 (A1)</td> <td colspan="2"></td> </tr> <tr> <td style="font-size: 6px;">Horisontal: 1:4000 (A1)</td> <td colspan="2"></td> </tr> <tr> <td style="font-size: 6px;">Vertikal:</td> <td colspan="2"></td> </tr> <tr> <td colspan="3" style="text-align: right; font-weight: bold;">02B</td> </tr> </table>	Warm-up/ skitest/ training			VM-søknad Alpin - Kvitfjell			Tegn. DAG	Kontr. Mundal	Ansv.	Dato: 2018.03.23			Oppdragsnr.: 18006			Kart og høydereferanse: UTM32			Målestokk: 1:4000 (A1)			Horisontal: 1:4000 (A1)			Vertikal:			02B		
Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato																																					
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Tegn. DAG	Kontr. Mundal	Ansv.																																							
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Målestokk: 1:4000 (A1)																																									
Horisontal: 1:4000 (A1)																																									
Vertikal:																																									
02B																																									



Structor
 Structor Lillehammer AS
 Fåberggata 116
 2615 Lillehammer
 lillehammer@structor.no

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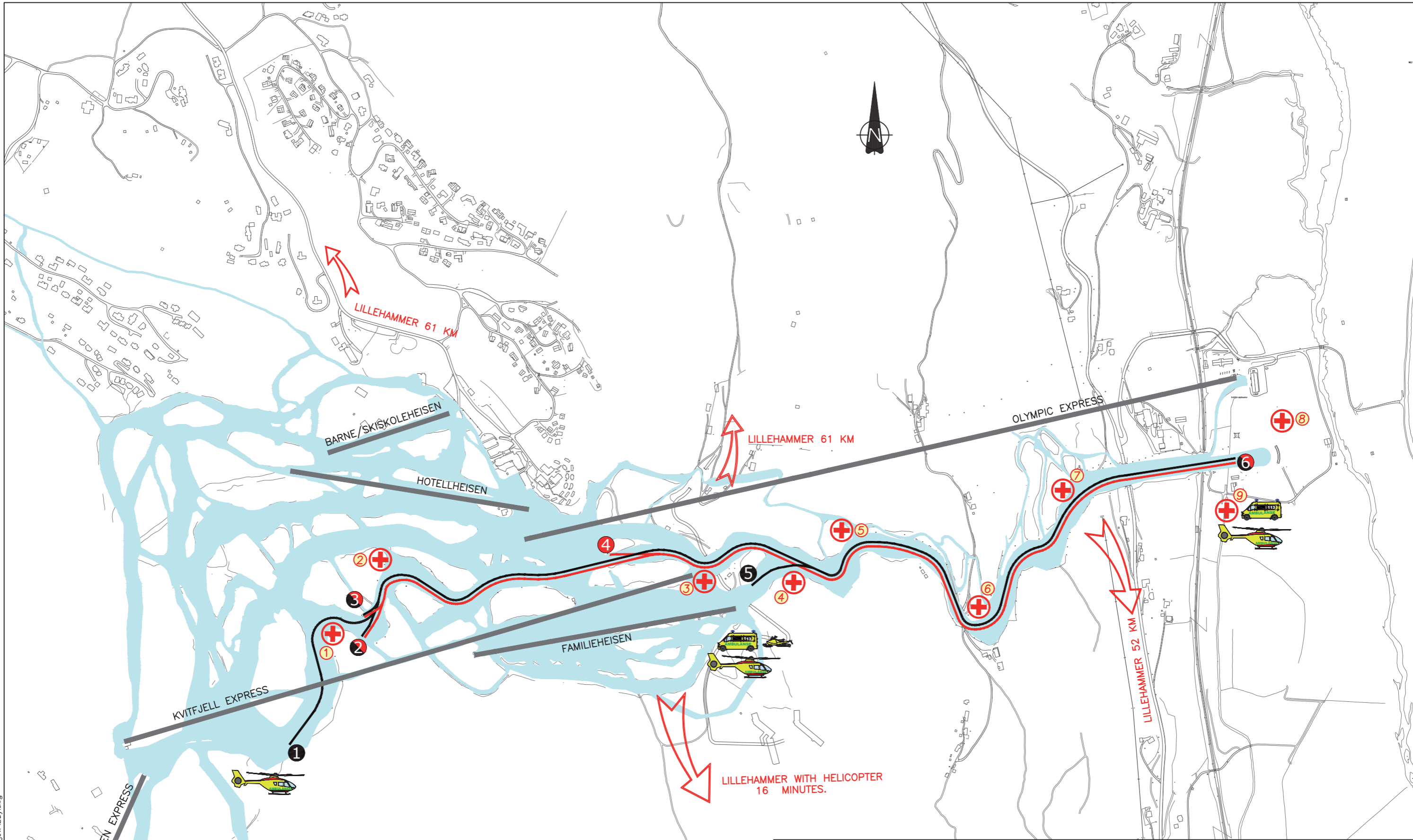
- IMT Existing Intermediate times
- Courses Men
- Courses Women
- 1 Start DHM
- 2 Start DHM-C/ DHW
- 3 Start SGM / DHW-C
- 4 Start SGW
- 5 Start GSM
- 6 Finish (all events)

Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Intermediate times				
VM-søknad Alpin - Kvitfjell				
Tegn. DAG		Kontr. Mundal	Ansv. 2018.03.23	
Dato: 2018.03.23				
Oppdragsnr.: 18006				
Kart og høyderreferanse: UTM32				
Målestokk: 1:4000 (A1)				
Vertikal: 03				








Structor
 Structor Lillehammer AS
 Fåberggata 116
 2615 Lillehammer
 lillehammer@structor.no

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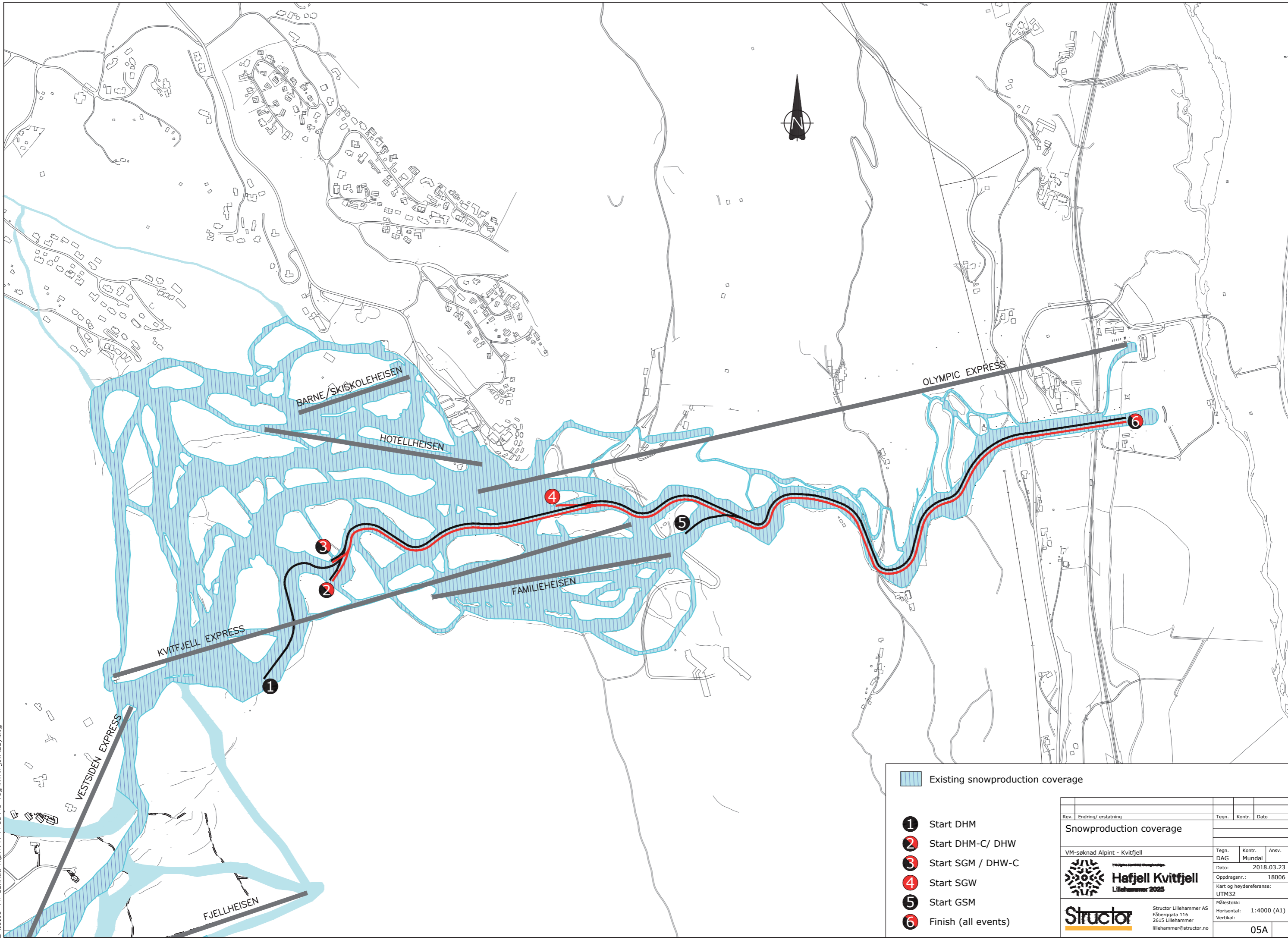
The nearest hospital from Kvitfjell is Sykehuset Innlandet HF, Lillehammer.


-  Helicopter landing site
-  Snowmobile
-  Ambulance
-  Rescue/ ski patrol
-  Transport of injured racers outside the course

- 1** Start DHM
- 2** Start DHM-C/ DHW
- 3** Start SGM / DHW-C
- 4** Start SGW
- 5** Start GSM
- 6** Finish (all events)



Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Transportation of injured racers				
VM-søknad Alpin - Kvitfjell				
Tegn. DAG		Kontr. Mundal	Ansv. 2018.03.23	
Oppdragsnr.: 18006				
Kart og høyderefanse: UTM32				
Målestokk: 1:4000 (A1)				
Vertikal:				
Structor Lillehammer AS Fåberggata 116 2615 Lillehammer lillehammer@structor.no		04		

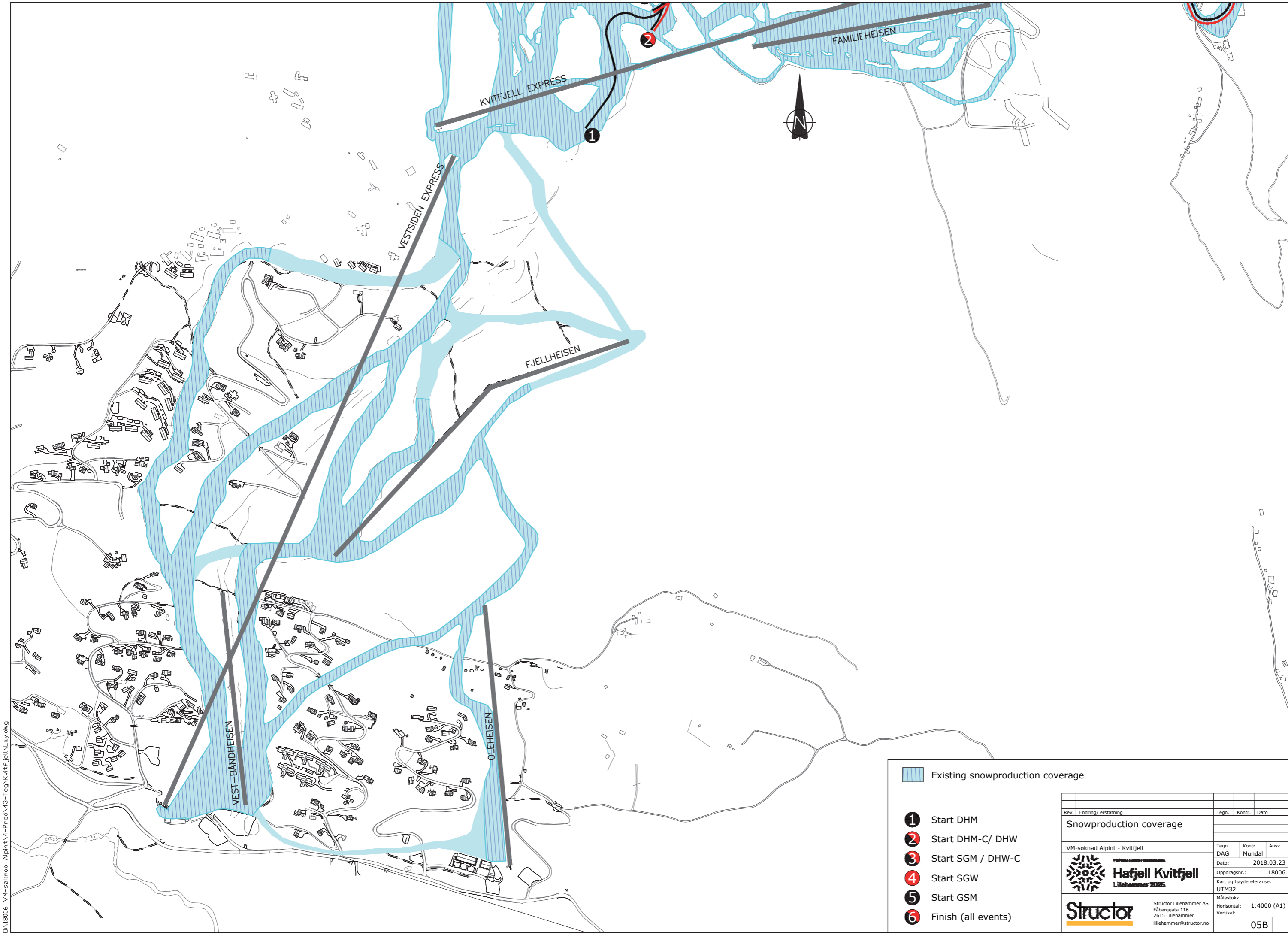
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 Existing snowproduction coverage

- 1** Start DHM
- 2** Start DHM-C/ DHW
- 3** Start SGM / DHW-C
- 4** Start SGW
- 5** Start GSM
- 6** Finish (all events)

Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Snowproduction coverage				
VM-søknad Alpin - Kvitfjell		Tegn. DAG	Kontr. Mundal	Ansv. 2018.03.23
		Oppdragsnr.: UTM32	18006	
		Målestokk: 1:4000 (A1)		
Structor Lillehammer AS Fåberggata 116 2615 Lillehammer lillehammer@structor.no		Vertikal: 05A		



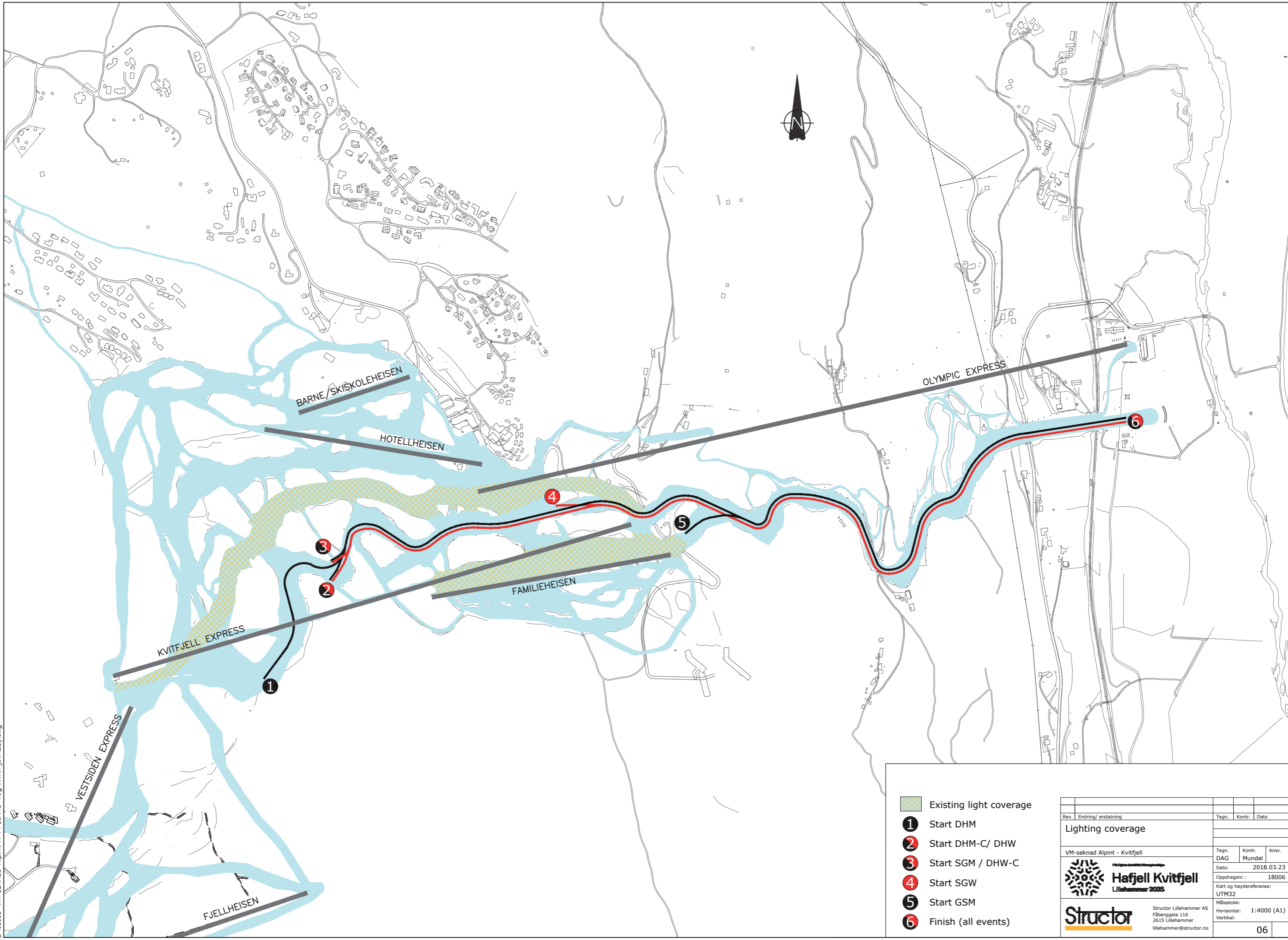
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Existing snowproduction coverage



- 1** Start DHM
- 2** Start DHM-C/ DHW
- 3** Start SGM / DHW-C
- 4** Start SGW
- 5** Start GSM
- 6** Finish (all events)

<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 10%;">Rev.</td> <td style="width: 40%;">Endring/ erstatning</td> <td style="width: 10%;">Tegn.</td> <td style="width: 10%;">Kontr.</td> <td style="width: 10%;">Dato</td> </tr> <tr> <td colspan="5" style="text-align: center;">Snowproduction coverage</td> </tr> <tr> <td colspan="5" style="font-size: 8px;">VM-søknad Alpin - Kvitfjell</td> </tr> <tr> <td colspan="2" style="text-align: center;"></td> <td style="font-size: 8px;">Tegn. DAG</td> <td style="font-size: 8px;">Kontr. Mundal</td> <td style="font-size: 8px;">Ansv.</td> </tr> <tr> <td colspan="2" style="font-size: 8px;">Oppdragsnr.: 18006</td> <td colspan="3" style="font-size: 8px;">Dato: 2018.03.23</td> </tr> <tr> <td colspan="5" style="font-size: 8px;">Kart og høydereferanse: UTM32</td> </tr> <tr> <td colspan="2" style="font-size: 8px;">Målestokk: 1:4000 (A1)</td> <td colspan="3" style="font-size: 8px;">Vertikal:</td> </tr> <tr> <td colspan="2" style="font-size: 8px;">05B</td> <td colspan="3"></td> </tr> </table>	Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato	Snowproduction coverage					VM-søknad Alpin - Kvitfjell							Tegn. DAG	Kontr. Mundal	Ansv.	Oppdragsnr.: 18006		Dato: 2018.03.23			Kart og høydereferanse: UTM32					Målestokk: 1:4000 (A1)		Vertikal:			05B					<p>Structor</p> <p>Structor Lillehammer AS Fåberggata 116 2615 Lillehammer lillehammer@structor.no</p>
Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato																																					
Snowproduction coverage																																									
VM-søknad Alpin - Kvitfjell																																									
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Kart og høydereferanse: UTM32																																									
Målestokk: 1:4000 (A1)		Vertikal:																																							
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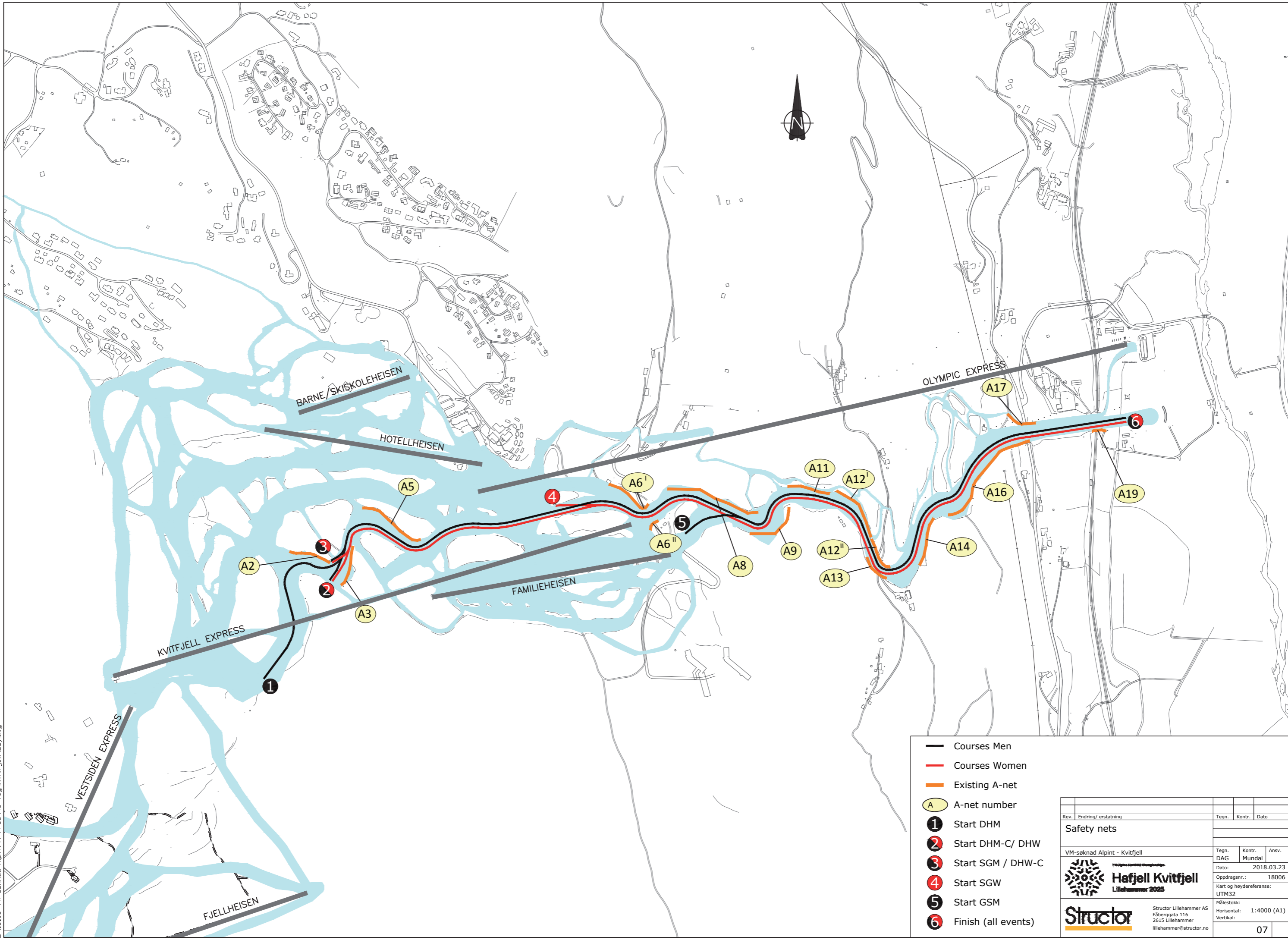
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-  Existing light coverage
- 1** Start DHM
- 2** Start DHM-C/ DHW
- 3** Start SGM / DHW-C
- 4** Start SGW
- 5** Start GSM
- 6** Finish (all events)

Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Lighting coverage				
VM-søknad Alpin - Kvitfjell		Tegn. DAG	Kontr. Mundal	Ansv. 2018.03.23
		Oppdragsnr.: 18006		
		Kart og høyderreferanse: UTM32		
		Structor Lillehammer AS Fåberggata 116 2615 Lillehammer lillehammer@structor.no		Målestokk: 1:4000 (A1) Vertikal:
				06

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- Courses Men
- Courses Women
- Existing A-net
- A A-net number
- 1 Start DHM
- 2 Start DHM-C/ DHW
- 3 Start SGM / DHW-C
- 4 Start SGW
- 5 Start GSM
- 6 Finish (all events)

Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Safety nets				
VM-søknad Alpin - Kvitfjell		Tegn. DAG	Kontr. Mundal	Ansv. 2018.03.23
		Oppdragsnr.: 18006		
		Kart og høydereferanse: UTM32		
		Målestokk: 1:4000 (A1)		
		Vertikal:		
Structor Lillehammer AS Fåberggata 116 2615 Lillehammer lillehammer@structor.no				07

LEGEND

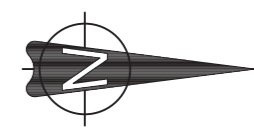
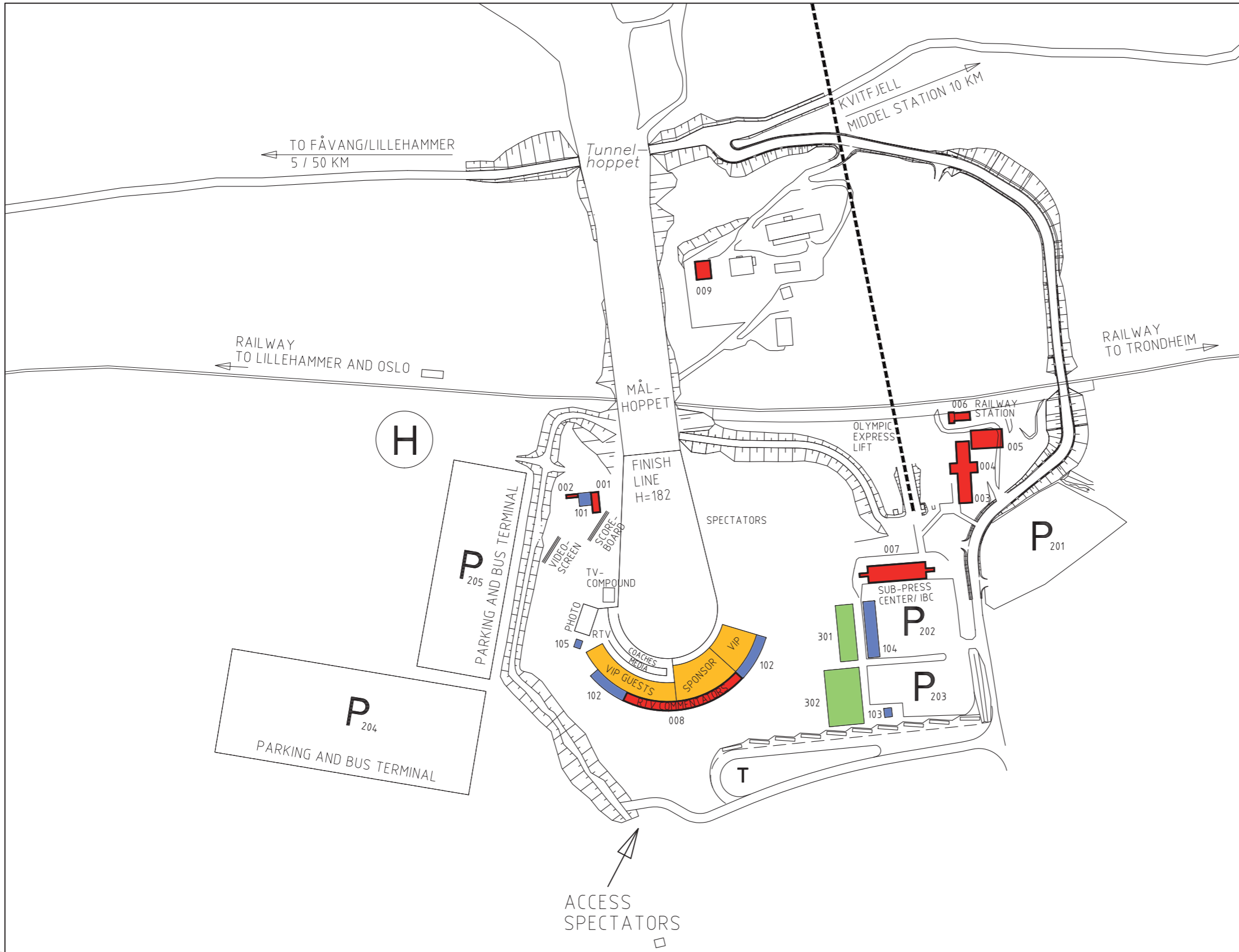
- Permanent buildings
 - 001: Finish house: Timing, result service
 - 002: Telecommunication
 - 003: Race-office
 - 004: Jury-room, medical, doping, venue management, race management
 - 005: Storage
 - 006: Volunteers
 - 007: Press center, IBC, venue management, radios, medical, doping.
 - 008: Commentator rooms, speaker
 - 009: Course crew

- Temporary buildings
 - 101: RTV-house / Host broadcaster
 - 102: Commentator rooms
 - 103: Day accreditation office
 - 104: Team cabins
 - 105: First aid athletes

- Tents
 - 301: Teams, Volunteers
 - 302: VIP, Sponsors

- Parking area
 - 201-205: Ca. 1000 parking places

- Tribunes / Grandstand
 - Ca. 2500 places



D:\18006 VM-søknad Alpin\4-Prod\43-Teg\Kvitfjell\A13.dwg

Rev.	Endring/ erstatning	Tegn.	Kontr.	Dato
Finish Arena Plan				
VM-søknad Alpin - Kvitfjell		Tegn. DAG	Kontr. Mundal	Ansv.
		Dato: 2018.03.23		
		Oppdragsnr.: 18006		
		Kart og høydereferanse: UTM32		
		Målestokk: 1:1500 (A1)		
Structor Lillehammer AS Fåberggata 116 2615 Lillehammer lillehammer@structor.no		Vertikal:		
				08



Hafjell



KVITFJELL

AlpinCo
Presentation
January 2018

alpinco.

Content



Company overview

Hafjell ski resort

Kvitfjell ski resort

Warm beds

Appendix

AlpinCo in brief

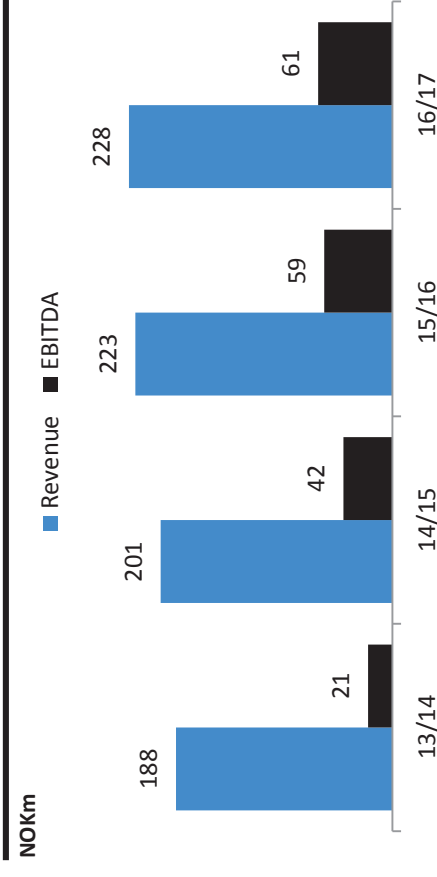
Highlights

- AlpinCo is the owner and operator of two of Norway's most popular skiing destinations, Hafjell and Kvitfjell
 - Total of 60 slopes and 32 lifts
 - ~600,000 paid skier days in 2016/17e
 - Owner of GudbrandsGard Hotell (Kvitfjell) and other alpine related business
 - Owner of HafjellKvitfjell Booking, with a total of 302 rental units in its booking system
- Holds a large portfolio of attractive property rights to ~1.500,000 m²
 - Roughly 1/3 in Hafjell and 2/3 in Kvitfjell
- NOK 228m revenue for 2016/17 season
 - ~50% related to ski pass and the remaining ~50% related to booking fee, sale of property, hotels, food & beverage and other

Top 10 Norwegian ski destinations

	Ski pass revenue (NOKm) *	16/17	15/16	YoY growth (%)
1	Skistar Trysil	229	208	10%
2	Skistar Hemsedal	121	125	-3%
3	Hafjell Alpinsenter	86	76	12%
4	Oslo Vinterpark	50	44	14%
5	Geilo	47	46	1%
6	Norefjell	35	35	0%
7	Kvitfjell Alpinanlegg	34	31	9%
8	Myrkdalen	33	33	0%
9	Hovden Alpinsenter	28	28	0%
10	Kongsberg	21	19	9%

AlpinCo revenue and EBITDA development

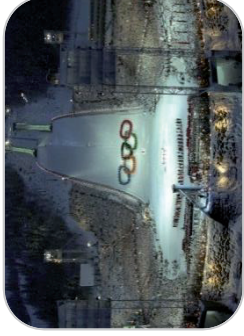


The story of AlpinCo



1949

Norwegian Downhill Championships at Hafjell



1988-1994

In connection with Lillehammer Olympics in 1994, Hafjell underwent significant development

Kvitfjell ski facility constructed for use in the Olympics

KVITFJELL VARDEN

2017

Development of KvitfjellVarden, Kvitfjells third mountainside.

1939

First alpine activities at Hafjell with International Academic Winter Games

Initially one slope starting at today's top station and ending at today's bottom station



1988

Hafjell Alpinsenter was constructed in the summer/fall of 1988 in connection with the application for 1994 winter Olympics



2012

AlpinCo established with acquisition of Hafjell Alpinsenter
Shareholders following the transaction was DNB and Øyer Municipality (previous owners), Investor and PASAB

Kvitfjell acquired later in 2012 and Bjørn Erik Borgen became shareholder

alpinco

AlpinCo today

Norway's 2nd largest owner and operator of alpine ski resorts



Significant investments have been made in the facilities

Kvitfjell – Selected major investments*

Year	Larger investments Kvitfjell	Inv. (NOKm)	Gvmt funding
'91-'92	Development for Olympics	150	100%
'95-'98	Development of family area East	10	
'97	First lifts and slopes Westside	12	
'98-'99	GudbrandsGard Hotell, GG Hyttegrend	120	
'99-'01	New main lift East, national facility	75	~40%
'05	Expansion of GudbrandsGard Hotell	80	
'07-'09	New main lift Westside, new child area, mountain lift, infrastructure	75	
'06-'17	Infrastructure World Cup	70	50%
'12	Skitorget Westside, café, ski rental+	22	
'17	Varden, Alpine infrastructure	80	
'17-'18	Varden, VVA	45	
	SUM	739	

- 2007-2009: New 6-seater chairlift. Developing the “commercial side” of Kvitfjell
- 2012: Skitorget, building service facilities in central area on Veststiden
- 2017: KvitfjellVarden: Kvitfjell's 3rd mountainside

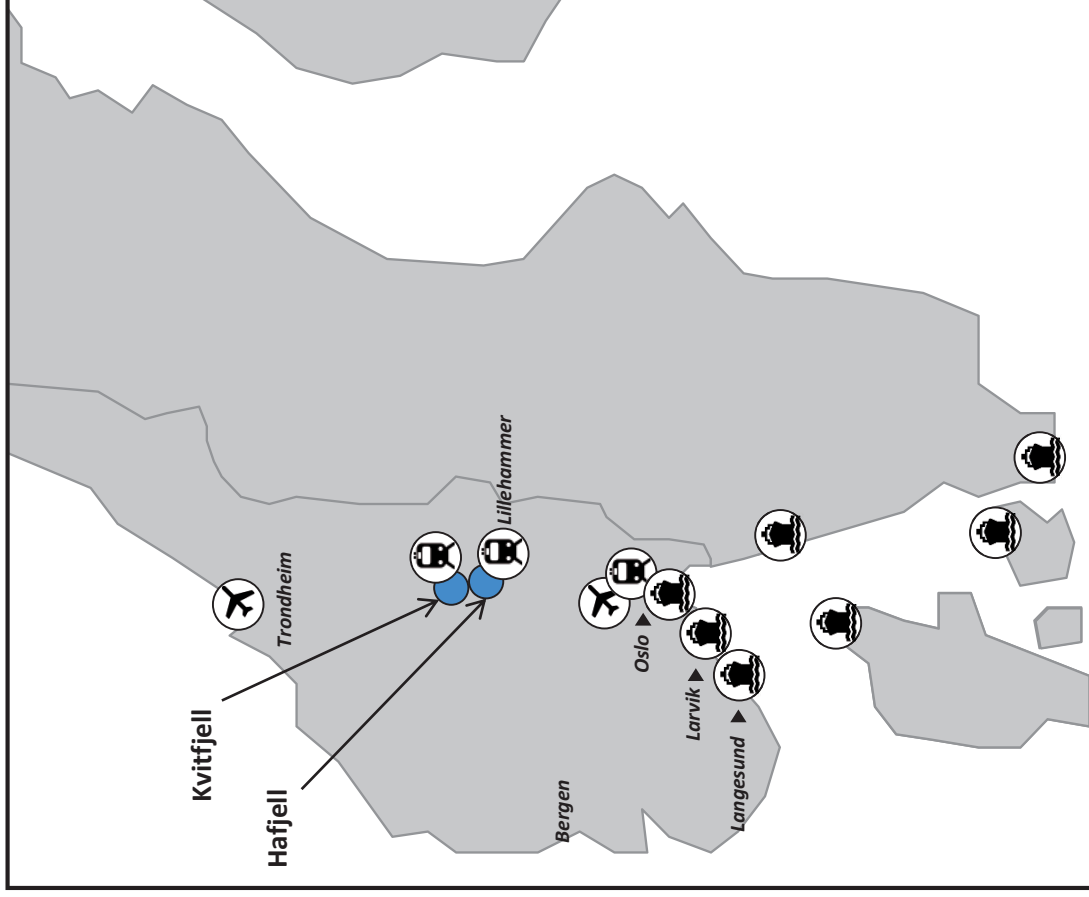
Hafjell – Selected major investments*

Year	Larger investments Hafjell	Inv. (NOKm)	Gvmt funding
'88	Initial development of resort	125	20%
'90-'93	Development for Olympics, 2x chairlifts, snow production++	60	~75%
'95	Development of chairlift 2	13	
'96-'05	Expansion, lifts, cafes, snow production	100	
'06	Gondola	100	
'13	Skavlen restaurant	14	
'15-'17	New snow production, national facility	65	50%
'17	Ski tunnel in the Olympia slope	8	50%
	SUM	486	

- 2006: Gondola lift with intermediate station and storage in end-stations
- 2015-2017: Water intake from bigger lake in the mountain, new snowmaking line from top to bottom station with automatic, fixed and mobile snow guns, resulting in more than 100 % increase in capacity
- 2013: New restaurant at the Gondola top station
- 2017: Ski tunnel (100 m long) to make it easy for skiers to cross the competition course

(*) Note: The tables include the main investments made in alpine investments. Limited infrastructure investments included. No maintenance investments included

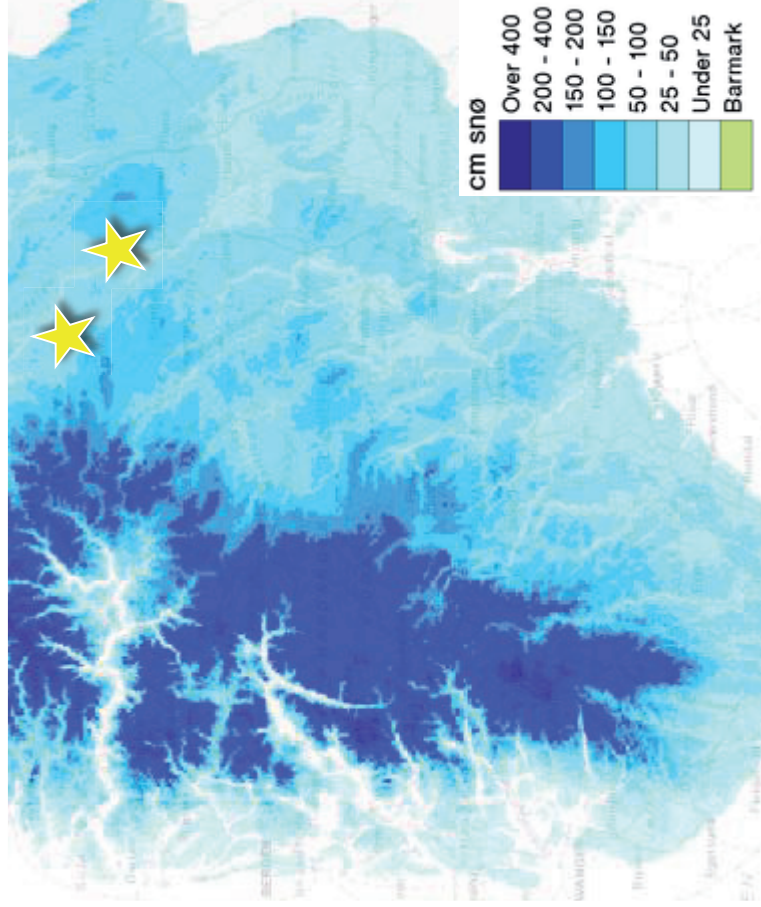
AlpinCo with prime locations near Oslo, with easy access for local and foreign visitors in eastern Norway



- Short distance to areas with large population (spot market)
 - Hafjell is a ~2-2.5 hour drive from Oslo
 - Kvitfjell located ~0.5 hours further north
 - Hafjell is a 15 minute drive from Lillehammer
- Easy access for foreign visitors
 - Less than 2 hour drive from Oslo Airport
 - Accessible for all tourists in Eastern Norway / Oslo region
 - In routes include train, ferry, car, air with several access points
- 43km of new freeway to be opened Dec-20 (between Kolomoen and Moelv) reducing the travel time from Oslo by appr. 10 minutes
- Main markets are currently Norwegian, Swedish and Danish visitors
- Large potential in reaching a wider international customer base

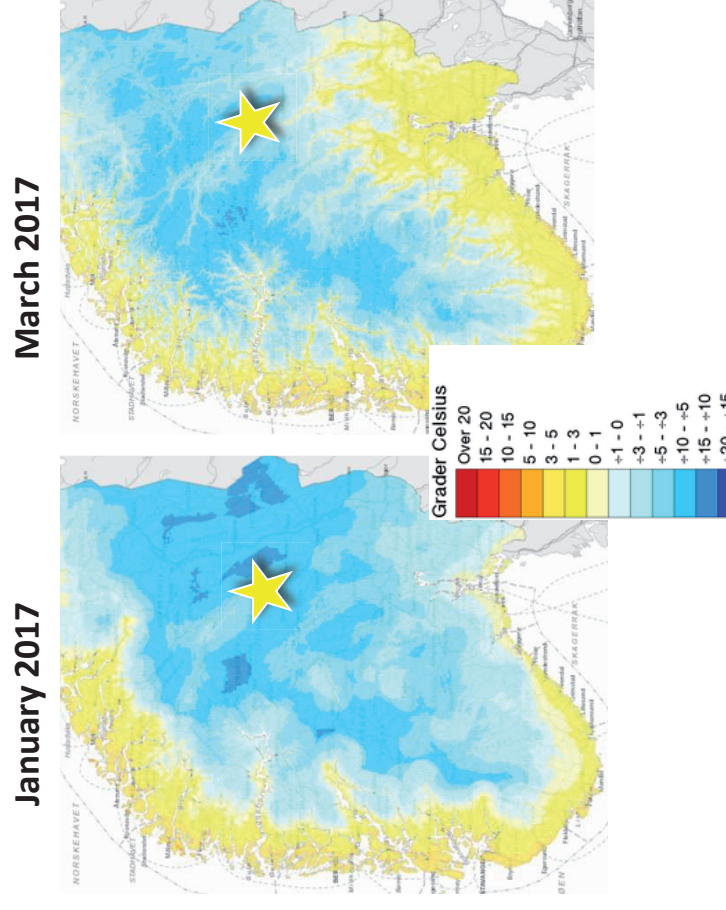
Secure snow conditions and ideal temperatures during winter season

Max snow depth in cm



- Both Hafjell and Kvitfjell are located in areas with 100-150cm max snow depth on average
- Part of Kvitfjell in the 150-200cm max snow depth area
- In recent years (after 2000) Hafjell and Kvitfjell have generally had more stable snow conditions than for example Geilo and Trysil

2017 winter season average temperatures



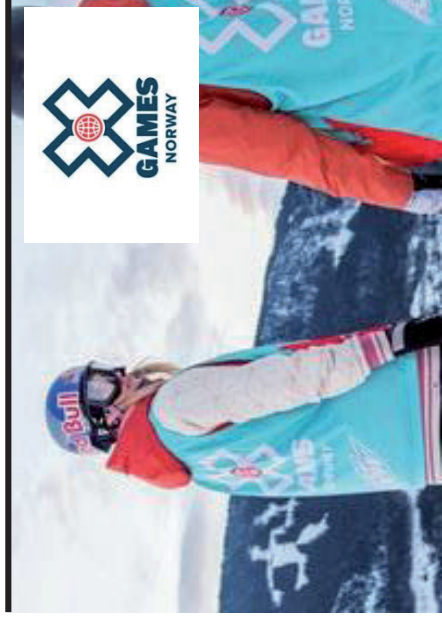
- Stable temperatures in winter season, dry and cold climate
- Good conditions for snowmaking during the whole winter season

Events boosting activity

Lillehammer Olympics 1994



X-Games Hafjell



Downhill world cup Kvitfjell every year



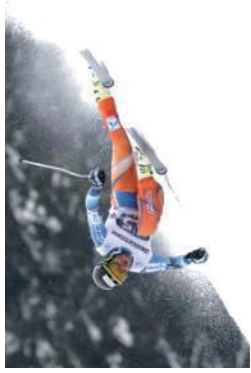
Potential Olympics 2026/2030



- Lillehammer Winter Olympics in 1994 boosted development in Hafjell and Kvitfjell
- Kvitfjell has been part of the FIS World Cup circuit every year since 1993
- Finales in Hafjell and Kvitfjell in 1996 and 2003
- X-Games arranged in Hafjell March 2017, Second time X-Games has been arranged in Norway in 2017
- Lillehammer regarded as potential destination for 2026/2030 Winter Olympics
- Potential host for the Alpine World Championships in 2025 / 2027


Hafjell and Kvitfjell are National facilities

Kvitfjell



Alpine speed disciplines

Hafjell



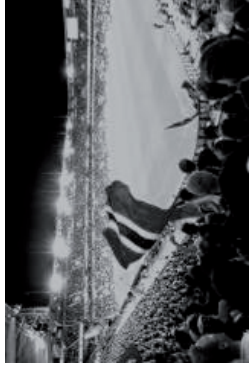
Alpine technical disciplines

Holmenkollbakken



Ski jumping

Ullevaal Stadion



Football

Vikersundbakken



Ski flying

Vikingskipet



Ice skating

Alexander Dale Oen Arena



Swimming

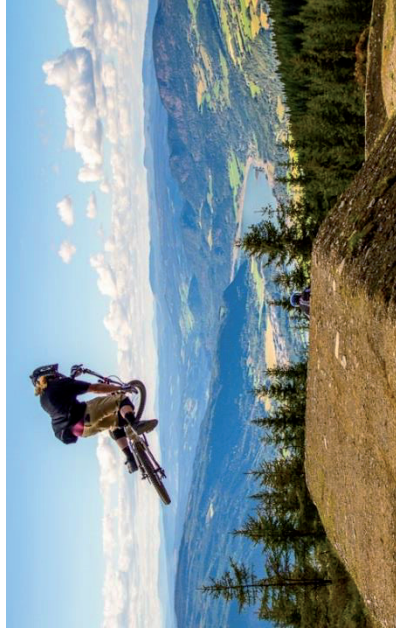
There are 7 facilities defined as national facilities in Norway

No other ski resort can become a national facility (given that Hafjell and Kvitfjell have these positions)

An attractive summer destination – large untapped potential

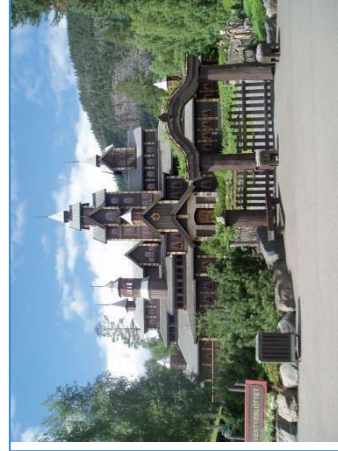
- All hotels in the Lillehammer region are more or less full during the summer months due to all the local attractions in the area
 - Attractions within close proximity to Hafjell (see below)
- Hafjell has a leading bike offering during summer
 - Wide offering including 28km of downhill bike slopes for different skillsets
 - The bike park has been arena for several large downhill competitions including World Championship in 2014
 - In addition, there are several tracks for biking and hiking in the mountains east and south for Hafjell
- The bike offering is currently a break-even business for Hafjell, but the marketing effect makes it clearly worth it
 - It is important for Hafjell to profile itself as a full-year destination in order to increase its attractiveness further for future warm and cold sales
- Large potential for further developing the Hafjell area as a summer destination

Hafjell bike park



2014 World
Championship

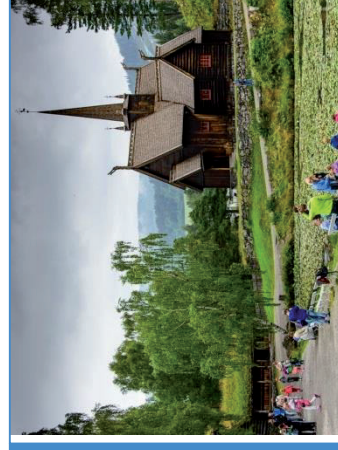
Other local summer attractions



Hunderfossen



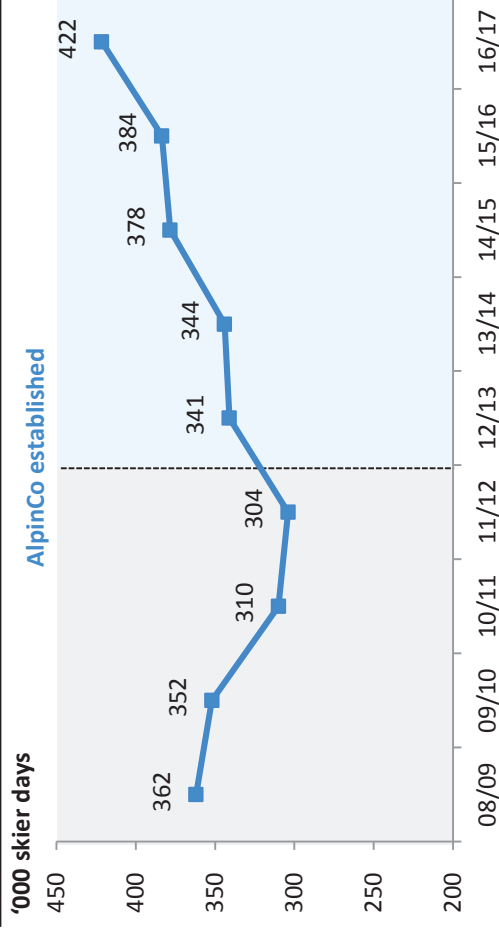
Lilleputthammer



Lillehammer (e.g.
Maihaugen)

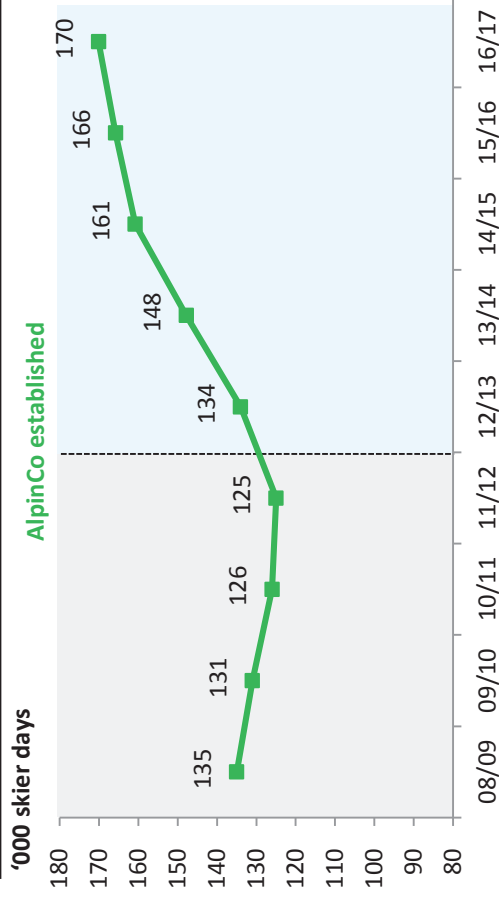
Stable increase in skier days every year since AlpinCo was started

Hafjell paid skier days*



- Significant increase in the Swedish market
- Larger area for spot market, from the Mjøs-area and Oslo. Travel time is reduced – good infrastructure
- Increase from the private cottage areas. Most of the areas are secured with snow production and ski-in/ski-out
- Hafjell experienced a drop in skier days from 08/09 to 11/12. But this was in line with the Norwegian industry. Hafjell actually increased its market share in this period (from 5.7% to 5.8%)

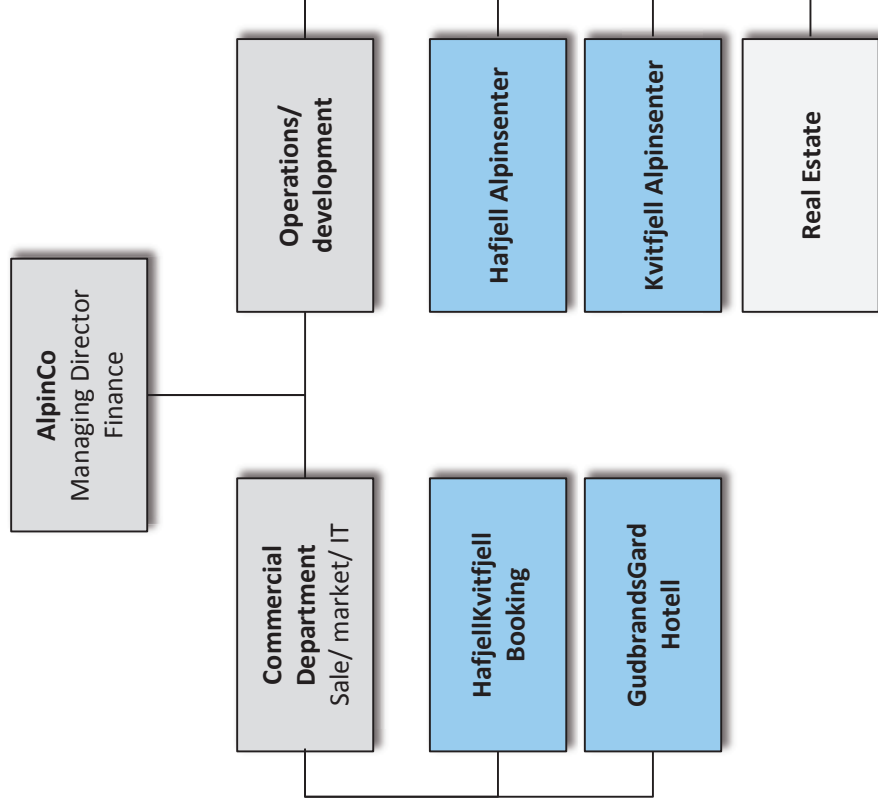
Kvitfjell paid skier days*



- Significant increase in the Swedish market
- Several new cabins and flats every year
- Development of Kvitfjell's commercial side has opened for skiers with all skill levels (green/blue slopes)
- Positive effect of common marketing department in Alpinco
- Kvitfjell experienced a drop in skier days from 08/09 to 11/12. But this was in line with the Norwegian industry. Kvitfjell actually increased its market share in this period (from 2.1% to 2.4%)

Organisation structure

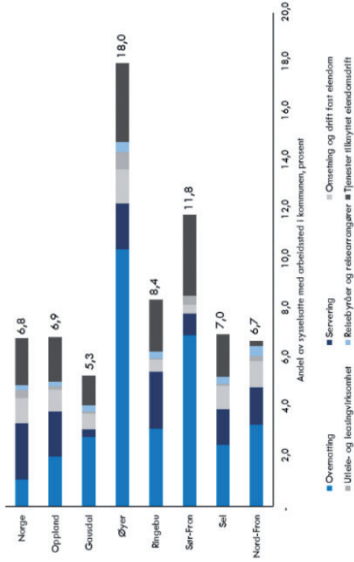
AlpinCo 2017-18



AlpinCo has a strong position in the local community

Creating jobs and work for subcontractors

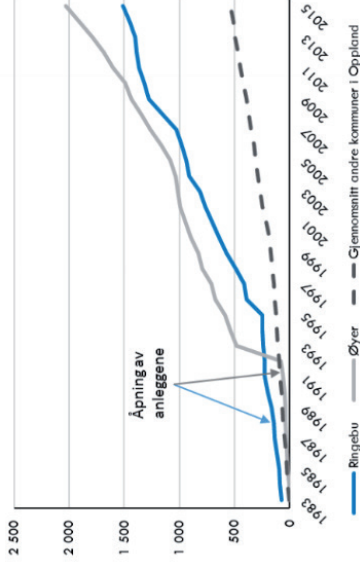
High % of workforce in tourist related industry



- Hafjell and Kvitfjell employ ~300 people
- Hafjell is the 3rd largest legal company registered in Øyer. Kvitfjell is the 8th largest company registered in Ringebu
- ~10% of all people living in Øyer are directly or indirectly employed in Hafjell. The same figure for Ringebu is ~5%
- ~30% of Hafjells subcontractors are located in Øyer, in addition ~30% of subcontracts are located in the Mjøs district

Creating new cottages and taxes

High growth in cottages in the period



- In the period 1983-2015, 1509 cottages have been completed in Ringebu and 2030 in Øyer*
 - The average for Oppland is ~534, almost 1/3 or 1/4 of this level
- Similarly ~170,000m² and 226.000m² of cottages have been built in the period compared to ~44,000m² in the other municipalities
- The use of cottages in these two municipalities create ~70 jobs in Ringebu and ~150 jobs in Øyer. In addition, there are ~140 jobs created from building cottages
- ~80% of the real estate taxes in Øyer are cottages related to the ski resort. ~40% of the real estate taxes in Ringebu are cottages related to the ski resorts

AlpinCo has a strong local position in the municipalities, where cooperation with politicians and planning authorities is very good

Content



Company overview

Hafjell ski resort

Kvitfjell ski resort

Warm beds

Appendix

Hafjell overview



- Ski facilities constructed in 1988 prior to Lillehammer Olympics in 1994, and extended significantly since
- Hafjell is today Norway's third largest ski resort measured in number of skier days per year
- Easily accessible from Oslo and Oslo Airport
 - 2-2.5 hour drive from Oslo and less than 2 hour drive from Oslo Airport
- 32 slopes; 11 blue, 10 green, 7 red, 4 black
 - 7 children slopes, 4 terrain parks
 - 835m elevation from bottom to top
 - 18 ski lifts; 1 Gondola lift, 3 chairlifts, 11 skilifts, 3 autowalks
- 300km groomed cross-country trails (600km including connections to Sjusjøen)
- New project for 2018: Hafjell 360*, new 6-seater chairlift in the mountain, new green and blue slopes, new Kids area

Hafjell – Ski resort assets



Overview of ski resort assets



Ski lifts

- 3 x Chair lifts
- 1 x Gondola lifts
- 14 x Surface lifts / children lifts



- ### Snow making machines
- 205 x Automatic snow making machines
 - Cost per machine of ~NOK 0.1m (Lance)
 - Cost per machine of ~NOK 0.3 m (Fan)



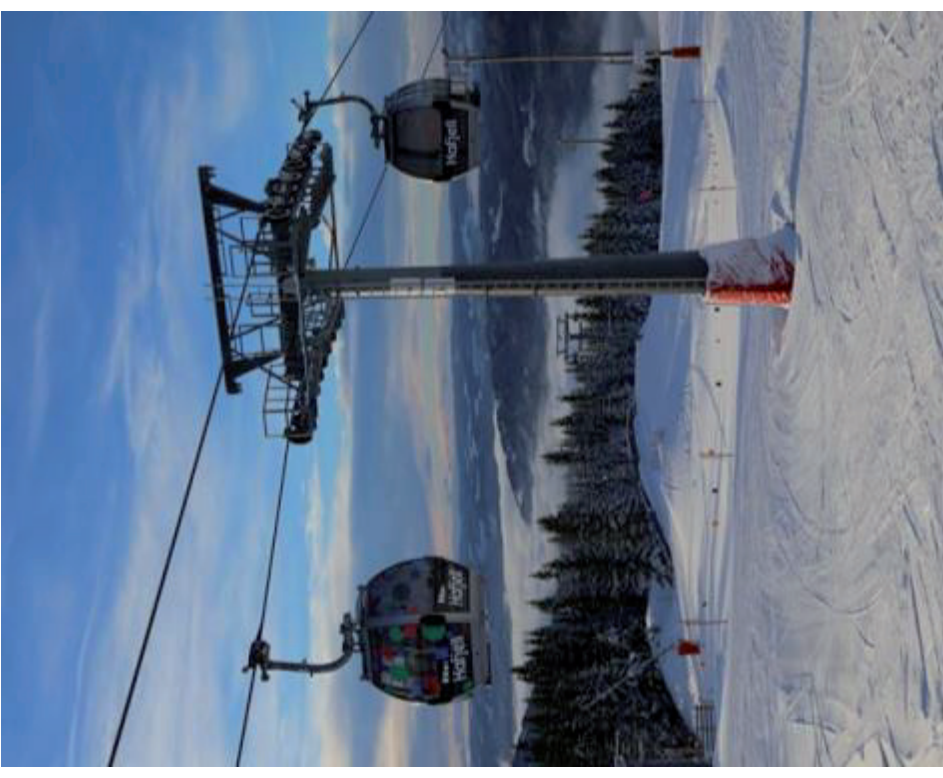
- ### Snow groomers
- 5 large snow groomers
 - Cost per groomer of ~NOK 2.5 -4.0m



- ### Vehicles
- 11 x Working cars and ATV's
 - 6 x Snow mobiles
 - 1 x Tractors



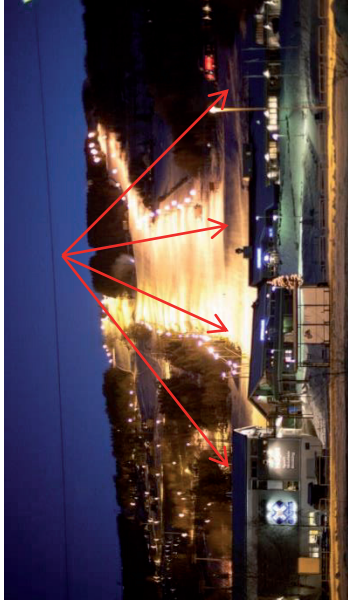
- ### Workshop
- 1 x Workshops



Hafjell – Owned buildings



Bottom station building



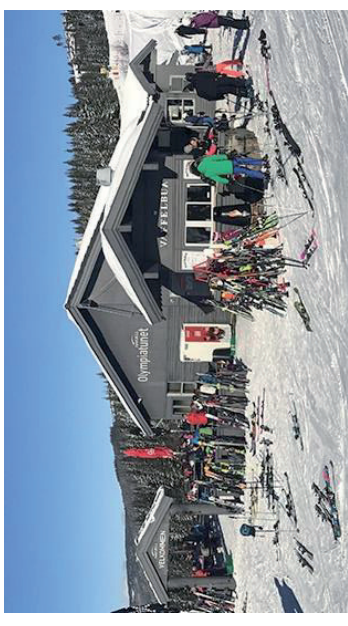
- AlpinCo owns 4 building at the bottom station that are commercially used, (a 5.th is owned 100 % by others)
- Ryk og Reis restaurant located in one of the buildings. 2 buildings used as AlpinCo offices
- 1 building used for ski card sale, info, ski school booking and ski rental
- Also owns two apartments at the bottom station, Skitorget 1 and 3, with 4 and 8 beds respectively

Skavlen restaurant



- Skavlen restaurant located at the top of the Gondola at Mosetertoppen
- Revenue based rent
- The Mosertoppen real estate development will be in relation to this restaurant

Olympiatunet restaurant

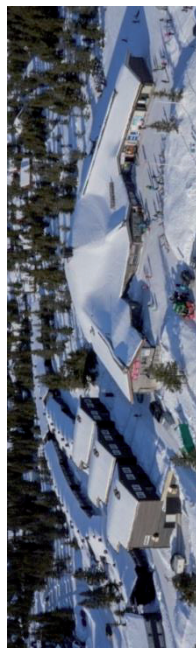


- Olympiatunet restaurant located at the Hafjell middle station (at the top of the first chairlift)
- Revenue based rent

Other restaurants - not owned



Lodgen



Gaiastova

Content



Company overview

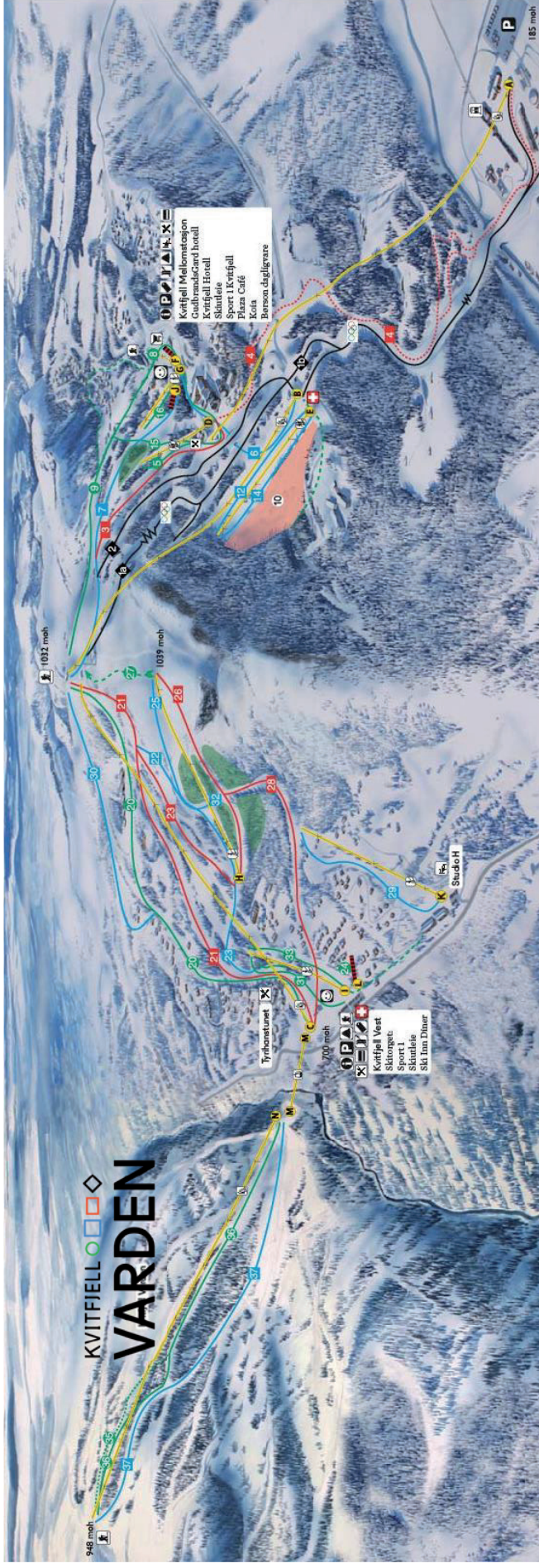
Hafjell ski resort

Kvitfjell ski resort

Warm beds

Appendix

Kvitfjell overview



- Norway's 7th largest ski resort, located 30 minutes north of Lillehammer/Hafjell
 - Easy access from main road E6
- Hosting FIS Downhill World Cup every year and downhill and super-G during 1994 Olympics
- Family friendly area on the west side of the mountain and more challenging slopes on the east side
- 28 slopes; 11 blue, 5 green, 6 red and 3 black
 - 854m elevation from top to bottom
 - 2 terrain parks and 2 kids areas
- 14 lifts; 4 chairlifts, 1 gondola, 2 T-bar, 4 platter lifts and 3 autowalks
- 600km groomed cross country trails, in connection with Skeikampen and Gålå

Kvitfjell – Ski resort assets

Overview of ski resort assets



Ski lifts

- 4x Chair lifts
- 1x Gondola
- 9x Surface lifts – children's lifts



Snow making machines

- 110x automatic snow making machines
- 36x non-automatic snow machines
- Cost per auto. machine of ~NOK 0.3 / 0.1m



Snow groomers

- 5x large ski groomers
- Cost per groomer of ~NOK 2.5-4.0m
- 2x groomers for cross-country



Vehicles

- 6 x Working cars and four wheelers
- 5 x Snow mobiles
- 1 x Tractors



Workshop

- 1 Workshops



Kvitfjell – Owned buildings

GudbrandsGard Hyttegrend



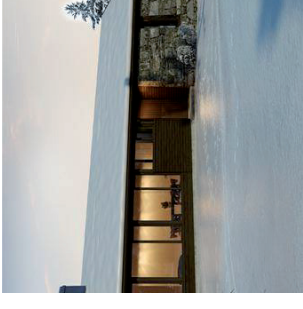
- Right next to GudbrandsGard Hotell at the Kvitfjell middle station
- 8 buildings with 11 well equipped cabins and apartments for 4-5 and 8-10 people

Skitorget



- Central area Vestsiden
- Skirental
- Cafeteria
- Sport 1
- Ticketsales and service
- In total 800 m2
- New in 2013

Panorama cabin



- 110m2 cabin located on the Kvitfjell West side
- Ski-in and ski-out
- New in 2016
- 10 beds

“Ruby Hotel”



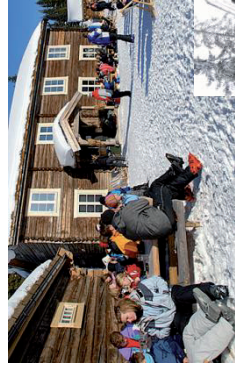
- Apartments in finish area eastside
- Rental agreement with Danish touroperator Ruby Rejser
- 75 beds

Gudbrandsgard Eiendom- services



- Located in front of GudbrandsGard, mid station
- Cafeteria
- Skirental / Sport 1
- Ticketsales, offices
- In total 800 m2
- New in 2005

Other restaurants - not owned



Tyrihanstunet



Koia

Content



Company overview

Hafjell ski resort

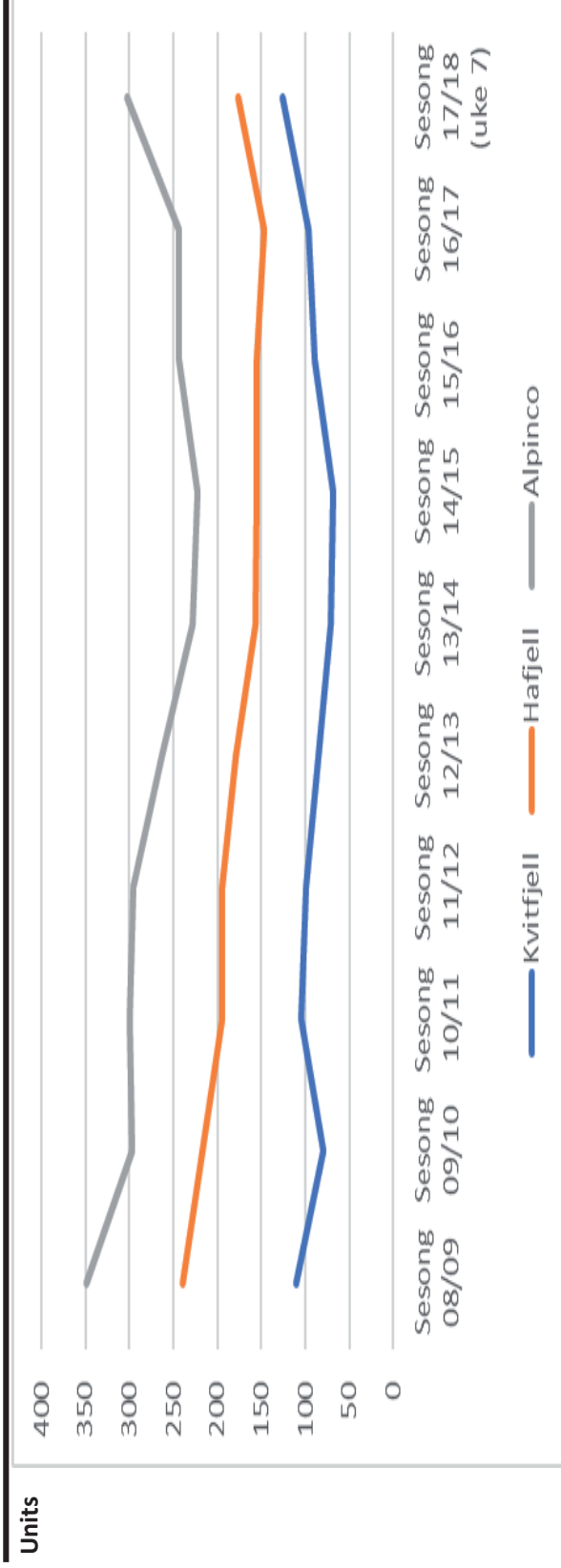
Kvitfjell ski resort

Warm beds

Appendix

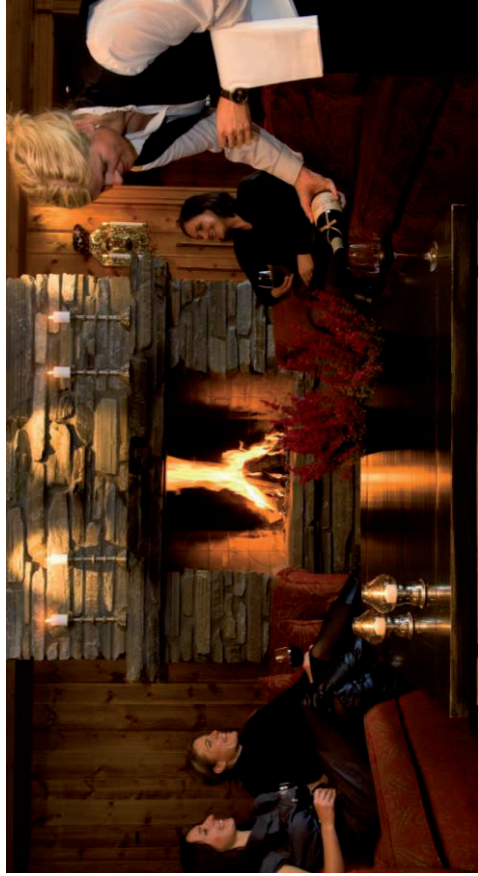
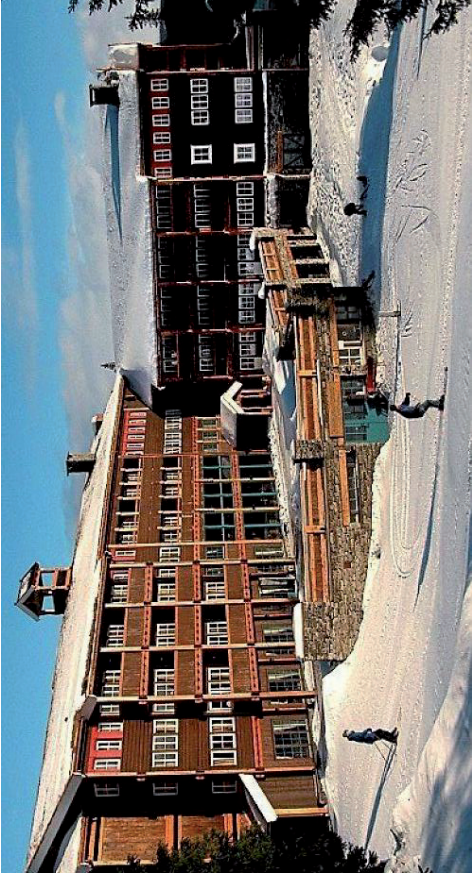
Units development

AlpinCo unit development



- AlpinCo currently has 302 warm bed units and ~2600 warm beds in its booking system
 - ~2850 warm beds including GGH and Ruby Hotel
- The decline in units from 2008-2014 is related to increased competition from other booking companies in Hafjell
 - Additionally, some units were lost in the merger between Hafjell Booking and Kvitfjell Booking
- Increase of warm bed units since 2015
 - No other booking-companies in Kvitfjell, permitting higher growth

GudbrandsGard Hotell



Brief description

- Ski hotel built in 1998, located in the heart of Kvitfjell's east side ski slopes (ski in – ski out)
- 79 comfortable rooms
- 2 restaurants; Gildestua and Prepperiet
- Expanded with a conference center in 2006 with rooms for 2-250 persons
- Full service spa section with access to massage, hot tub and sauna
- Fitness center and swimming pool
- Hotel closed during summer season
- 3 full-time employees: General manager, Booking/admin manager and janitor
- The hotel is very important for all events arranged in Kvitfjell including World Cup

Content



Company overview

Hafjell ski resort

Kvitfjell ski resort

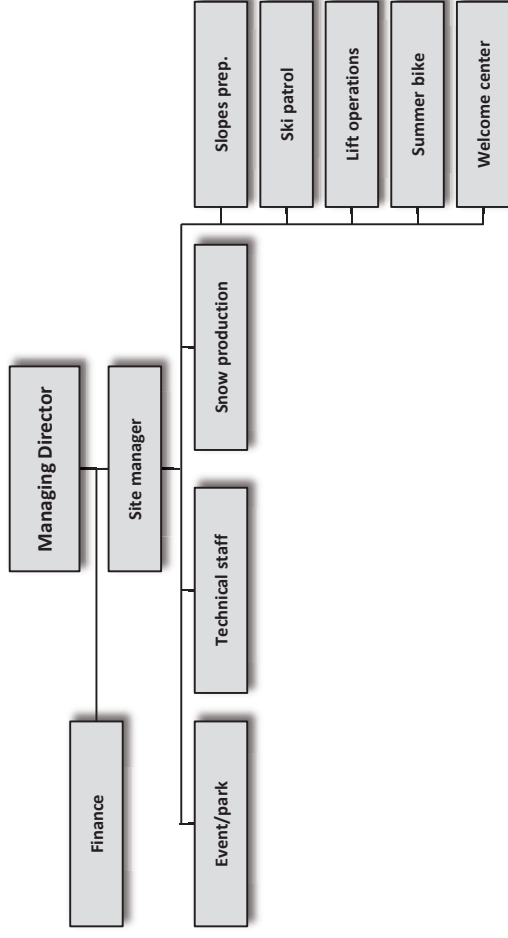
Warm beds

Appendix

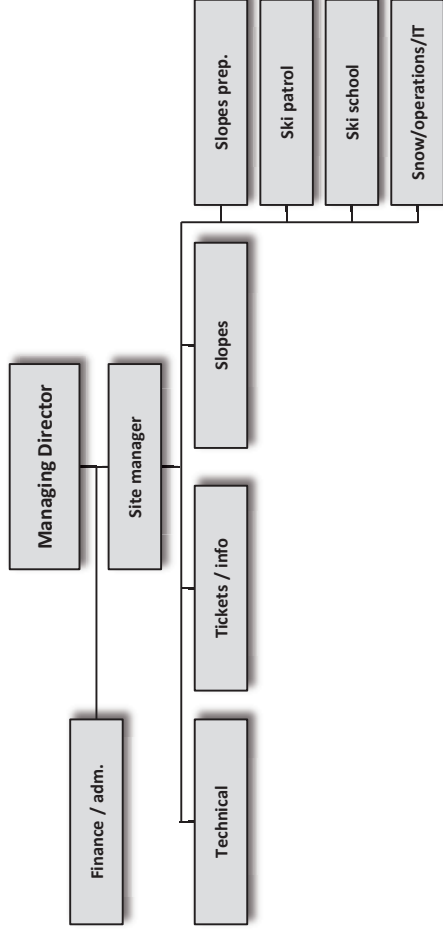


Detailed organisation structure

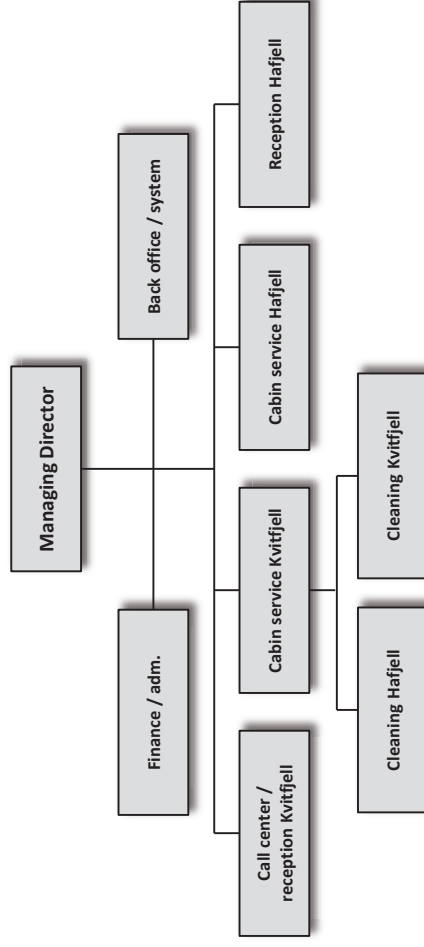
Hafjell Alpinsenter



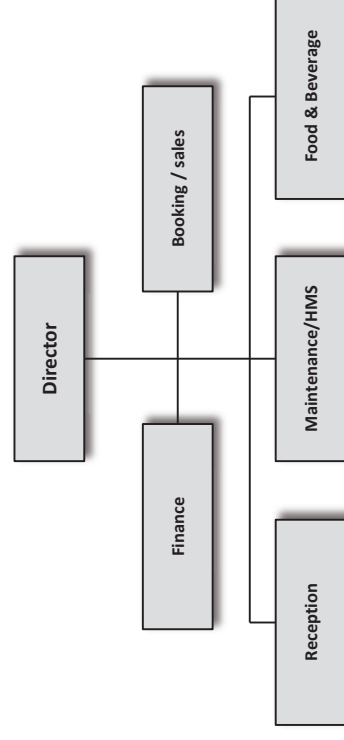
Kvitfjell Alpinanlegg



HafjellKvitfjell Booking



Gudbrandsgard Hotel



Hafjell – ski lift details

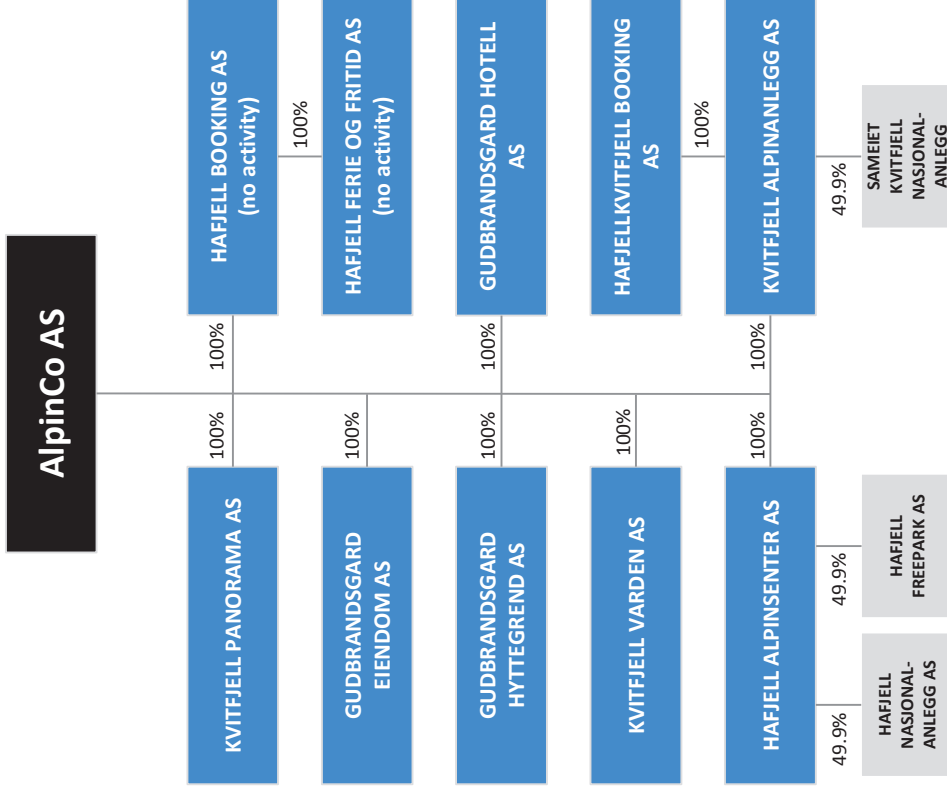
Lift	Length (m)	Capacity (persons/hr)	Year built / last upgraded	Comment
3 carpet lifts	40, 40, 130 m	500-500-900	N/A	"Knert", "Barneland", "Frontyard"
Familieheisen	423	650	1988 / 2004	Doppelmayr modell OP 260 EM. Oppdragsnr 58.S.188. Continuous speed regulation 0-2,5 m/s. Engine and power supply upgraded to frequency control system in 2004. Platter lift
Skogsheisen	957	900	1988/ 1991	Doppelmayr modell APP 555. Oppdragsnr 915.S.0054. Drive station, engine and control cabinet changed to larger model in 1991. T-bar lift. Speed 3,16 m/s
Kjusheisen	887	1,200	1988	Doppelmayr modell BPP 680 EM. Oppdragsnr 56.S.188. T-bar lift. Speed 3,16 m/s
Fjellheisen	580	1,200	1988	Doppelmayr modell APP550 EM. Oppdragsnr 55.S.188. T-bar lift. Speed 3,16 m/s
Gaiaheisen	220	700	1994	Doppelmayr modell OET 180 EM. Oppdragsnr 941.S.0081. Built 1994. Platter lift. Speed 0-2 m/s
Kringelåsheisen	1,123	1,200	1977 / 1997	Doppelmayr modell CPS 800. Leverandør Alpinservice AS v/Petter Johnsen. Built 1997, but with basis in Doppelmayr surface lift from 1977. T-bar lift. Speed 3,16 m/s
Lunnstadheisen	382	380	2003	Doppelmayr modell OEF 181 EM. Oppdragsnr AAAA0001313. Built 2003/4. Continuous speed regulation 0-2,3 m/s. Platter lift
Knerten	170	700	2003	Doppelmayr modell OET Light. Oppdragsnr 991.S.0099/WAA0001524. Built 2003 and moved within facility in 2007. Speed 1,4 m/s. Platter lift
Moseterheisen	1300	600	2007	Doppelmayr modell APF 555. Oppdragsnr 1469. Built 2007. Continuous speed regulation 0-3,2 m/s. Platter lift
Backyardheisen	500	720	2009	Doppelmayr modell OPF 270. Oppdragsnr WAA0002253. Built 2009. Continuous speed regulation 0-2,5 m/s. Platter lift
Frontyardheisen	207	720	2013	Doppelmayr modell IES. Oppdragsnr WAA0003192. Built 2013. Continuous speed regulation 0-1,8 m/s. Platter lift
Stolheis 1	1,530	2,880	1988 / 2004	Doppelmayr modell 4-seat, CLD 260. Oppdragsnr 78.S.590. Built 1988 with fixed grips. Changed to detachable grips 1990. Upgrade of grips 2002. Upgrade of electrical control system in 2004 (ABB). Carrying rope from 1988. Speed 0-5 m/s
Stolheis 2	1,515	2,880	1988 / 1995 2012	Doppelmayr modell 4-seat, CLD 260. Oppdragsnr 951.S.0064. Built 1988 with fixed grips. Changed to detachable grips 1995. Carrying rope changed 1995. Changed bearings in drive and return sheave in 2012. Electrical upgrade 2004 (see Stolheis 1). Speed 0-5 m/s
Stolheis 3	915	1,768	1991	Doppelmayr modell 4-seat, CLF 235. Oppdragsnr 911.S.0053. Built 1991. Relocated within facility 1994. Speed 0-2 m/s
Gondolen	2,500	2,800 (each way)	2006	Doppelmayr modell 8-MGD. Oppdragsnr WAA 00000399. Built 2006 Speed 0-6 m/s

Kvitfjell – ski lift details

Lift	Length (m)	Capacity (persons/hr)	Year built / last upgraded	Comment
Hotellheisen	530	1200	1991	Poma/Antra T-bar-lift . Built 1991 and relocated in 1999. T-bar-lift. Adjustable speed 0-3,5 m/s
Familieheisen	605	1200	1995	Doppelmayr T-bar-lift built 1995. Adjustable speed 0-3.2 m/s
Barne/Skiskoleheisen	260	600	1997/2001	Poma F-model, platter-lift, built in 1997, relocated in 2001. Adjustable speed 0-2,4 m/s
Barnetrekket Mellomstasjon	50	500	2013	"Carpet lift"
Jøkulheisen	50	500	2013	"Carpet lift"
Fjellheisen	981	1000	1997/2008	Poma detachable platter skiift. With 1 angel in the line. Speed 3,6 m/s
Barnetrekket Veststiden	538	892	2007	Leitner platter-lift. Adjustable speed 0-2,8 m/s
Oleheisen	660	810	2007	Poma detachable platter skiift. Speed 3,0 m/s
Tunnelheisen	78	500	2015	Carpet lift.
Olympic Express	1687	1600	1991/2016	Poma 4 seat detachable chair lift. Built in 1991. Major overhaul of station and tower equipment in 2015-2016-2017
Kvitfjell Express	1422	2000	1999	Leitner 6 seat detachable chair lift. Built 1999. Lift dimensioned for capacity of 3,000 persons per hour (add more chairs). Speed 0-5 m/s
Veststiden Express	1764	2000	2007	Leitner 6 seat detachable chairlift. Built 2007. Lift dimensioned for capacity of 3000 persons per hour (add more chairs). Speed 0-5 m/s
Ny Varden 1 (Gondolen)	253	500 in each direction	2017	Leitner Jig-back gondola lift. 2 groups of gondolas, each group consist of 2 gondolas, each with capacity of 10 passengers . Speed 0-4 m/s
Ny Varden 2 (Veseseter-heisen)	1645	2030	2017	Leitner 6-seat detachable chairlift. Speed 0-5 m/s

Legal structure and ownership

Legal structure



Board of Directors

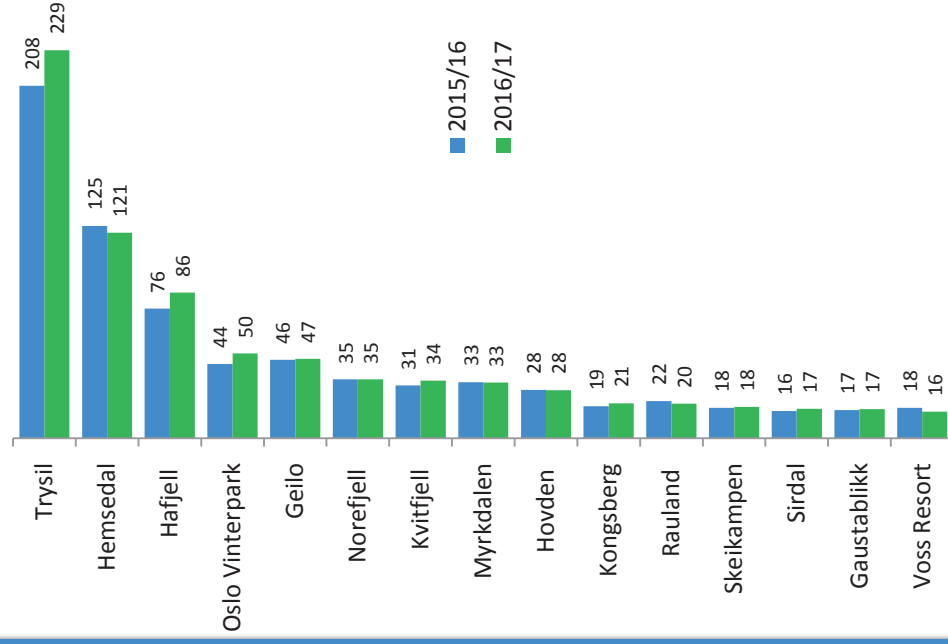
- Marius Lysell Andersen – Chairman (independent)
- Jan Petter Dahlum (DNB Eiendomsutvikling)
- Anders Buchardt (AB Invest AS)
- Bjørn Borgen (Borgen Investment Group Norway AS)

■ 100% owned

■ 49.9% owned

Overview of skicard revenue and skier days in Norway

Skicard revenue for top 15 largest ski resorts in Norway



Skidays from top 12 ski resorts

	11/12	12/13	13/14	14/15	15/16	16/17
Skistar Trysil	781,815	808,544	754,276	912,076	931,262	970,575
Skistar Hemsedal	487,350	516,682	513,601	547,998	595,355	510,096
Oslo Vinterpark	149,232	197,396	165,232	177,241	370,875	464,484
Hafjell	303,931	327,523	344,003	378,322	383,578	421,517
Geilo	192,347	208,119	244,001	260,098	267,090	309,231
Myrkdalen	125,555	173,465	180,213	175,277	187,229	187,657
Kvitfjell	125,270	139,219	147,810	160,789	165,810	170,123
Norefjell	132,462	146,455	135,066	151,029	154,119	165,562
Kongsberg	126,109	147,778	122,731	86,776	110,772	159,872
Skeikampen	76,844	83,586	104,334	110,595	114,692	118,704
Voss Resort	137,118	137,155	114,445	141,241	130,182	110,993
Beitostølen	74,851	87,690	87,012	83,009	86,627	86,750
Sum	2,712,884	2,973,612	2,912,724	3,184,451	3,497,591	3,675,564
% Change	-8 %	10 %	-2 %	9 %	10 %	5 %

For further info:

www.alpinco.no



Hafjell Kvitfjell

