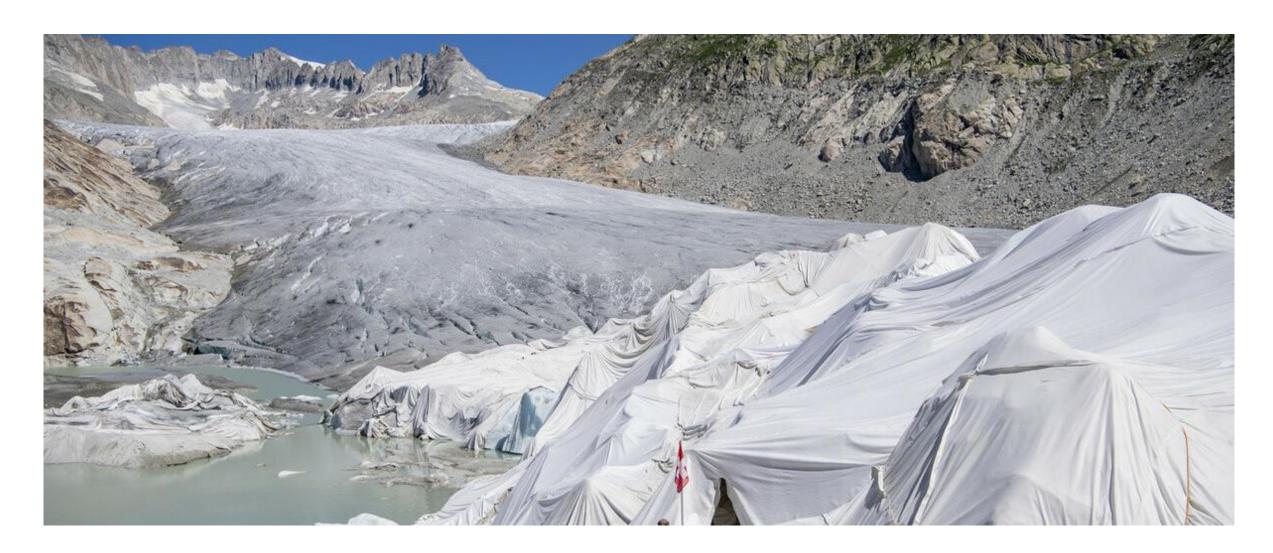






#### Pictures...



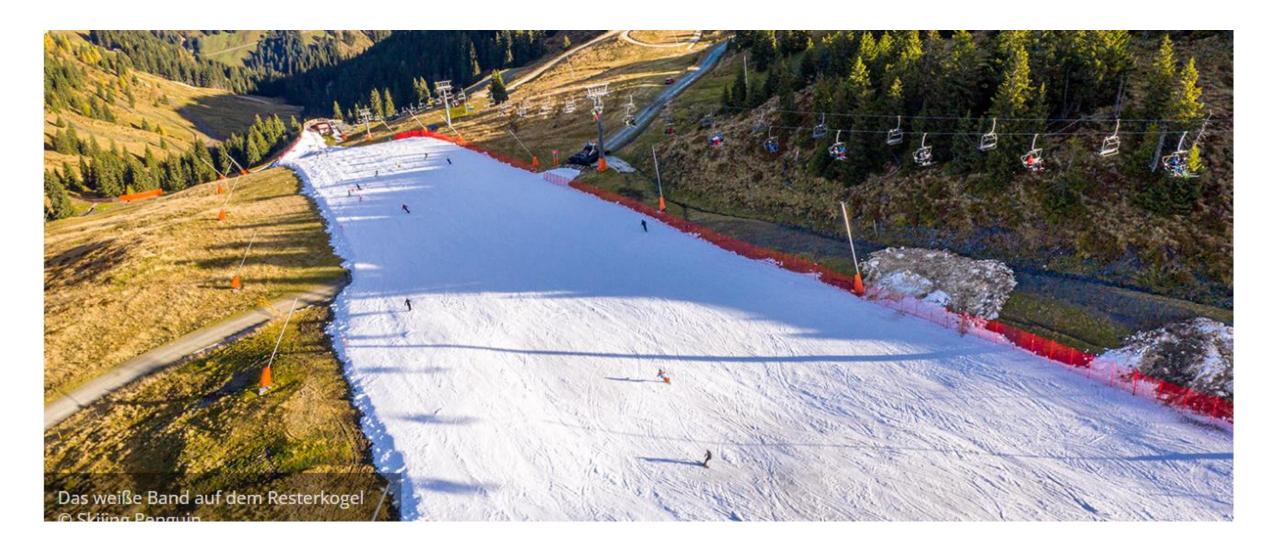


# ... say more than words





### Soon to be the «new normal»?





## Is skiing passé?



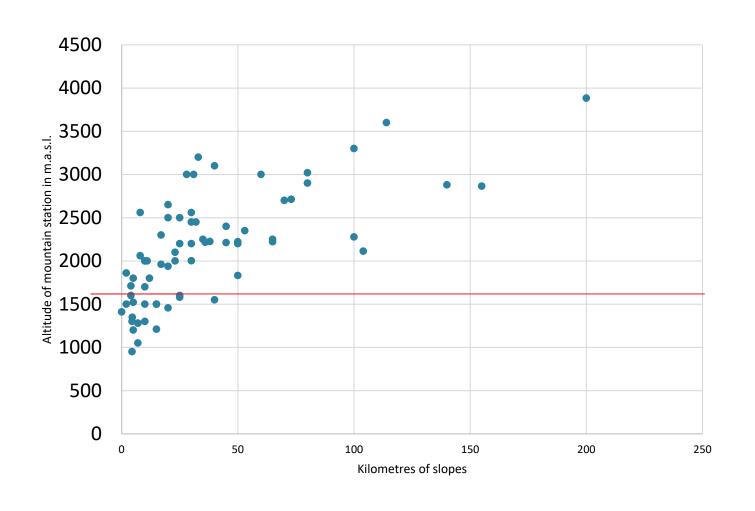


## Matterhorn Glacier Paradise – Europe's highest mountain station (3883 m)





#### Altitude of the top 100 Swiss ski resorts



Average altitude: 1,666 metres above sea level.

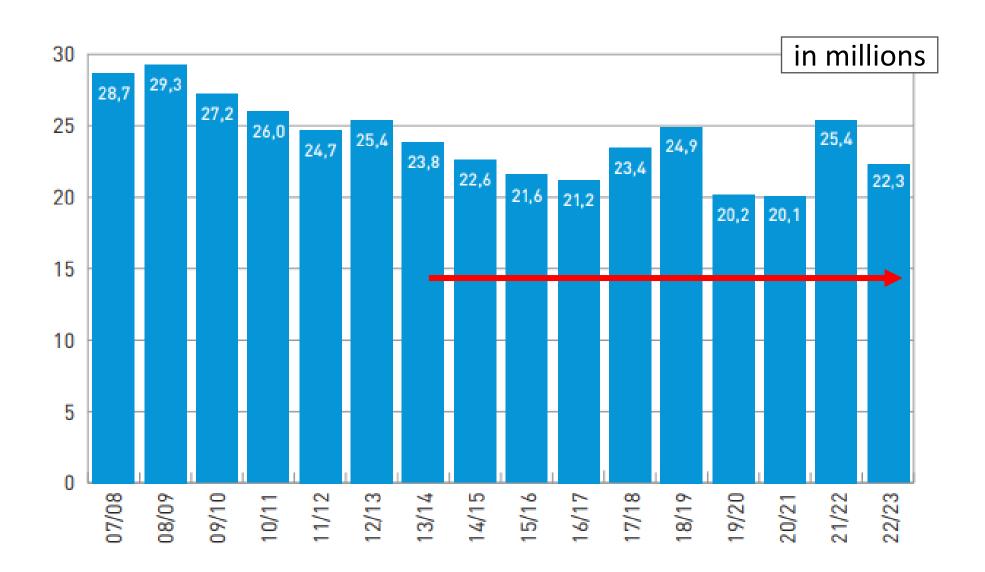
Total number of kilometres of slopes (in total): 3,263

Of which snow-covered: 54%

Source: University of St. Gallen; Climate change as a strategy driver, 2024 - Seilbahnen Schweiz



#### **Development of Skierdays in Switzerland**





### The youth is on the boards



- 34% of the Swiss population
  (3 million) ski
- Swiss achieve 17 million skier days:
  People ski 5-6 times per season
- No. 1 sport for children and young people
- 59% of 10-14 year olds ski
- 43% of 15-19 year olds ski

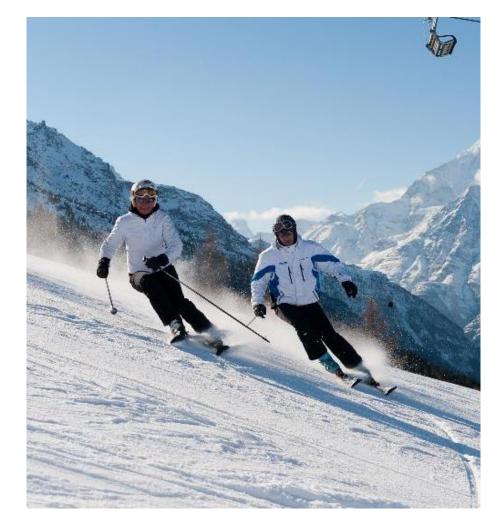
Sources: Cableways Switzerland - Seasonal balance 2021/22, FOSPO



## The image is changing

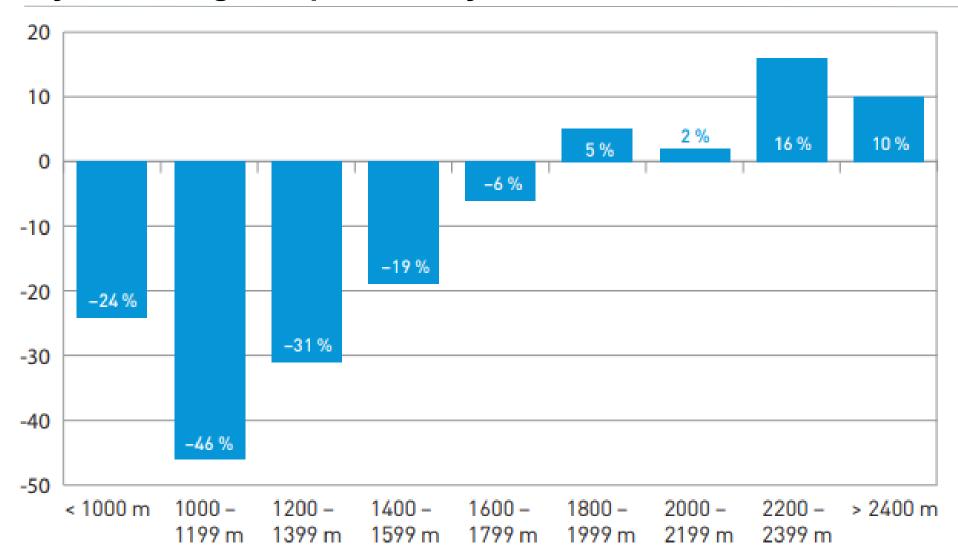
#### **Results of MANOVA's market analyses**

Statement	Consent	Tendenc y
Skiing/snowboarding is healthy	2019: 81% 2022: 90%	<b>√√√</b>
Skiing/snowboarding is worth what it costs	2019: 49% 2022: 60 %	<b>√</b> √
Cable cars disfigure the landscape	2019: 42% 2022: 26%	<b>√</b> √
Cable cars are energy guzzlers	2019: 46% 2022: 51%	X





#### 5-year average frequencies by altitude

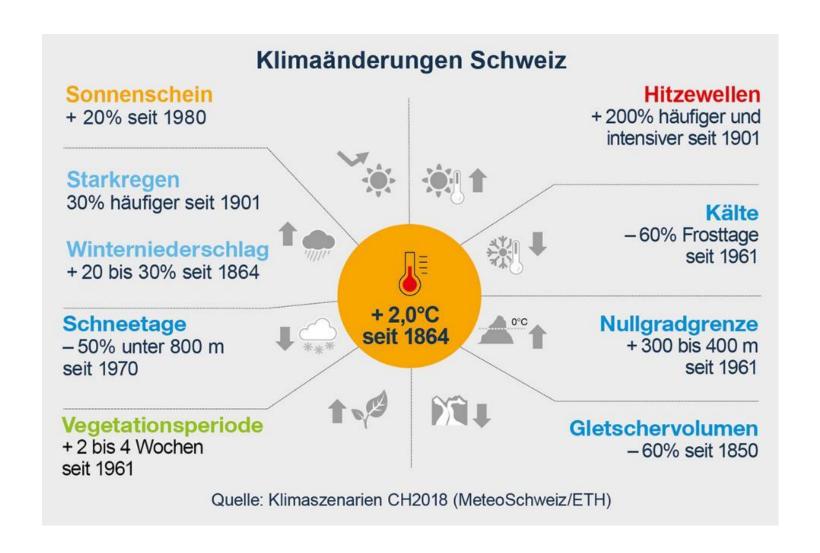


Source: Cableways Switzerland, Seasonal balance 2023

# Climate scenarios for the Swiss alps



#### Climate change in Switzerland





#### Concrete effects of climate change

#### **Climate change** - Winter

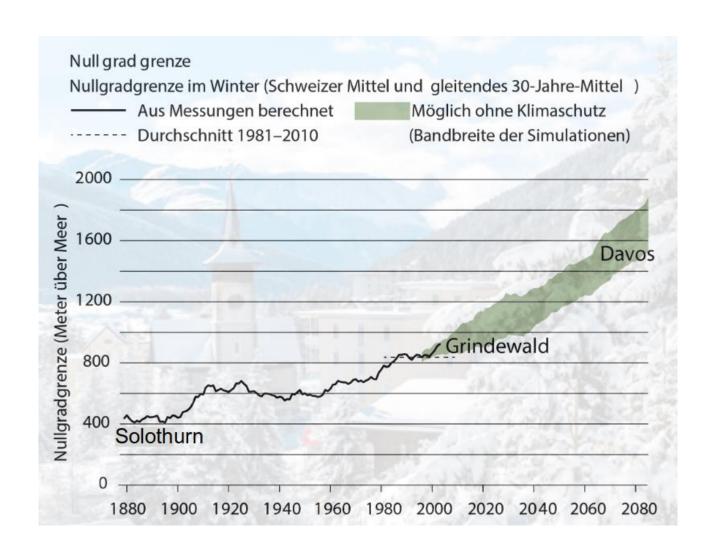
- 1. Rain instead of snow in winter
- 2. Snow doesn't stay that long: Reason heat
- 3. Snow cover is shorter: season is 30 days shorter

#### **Climate change** - Summer

1. Hot and long summer periods



#### Shift in the zero degree limit

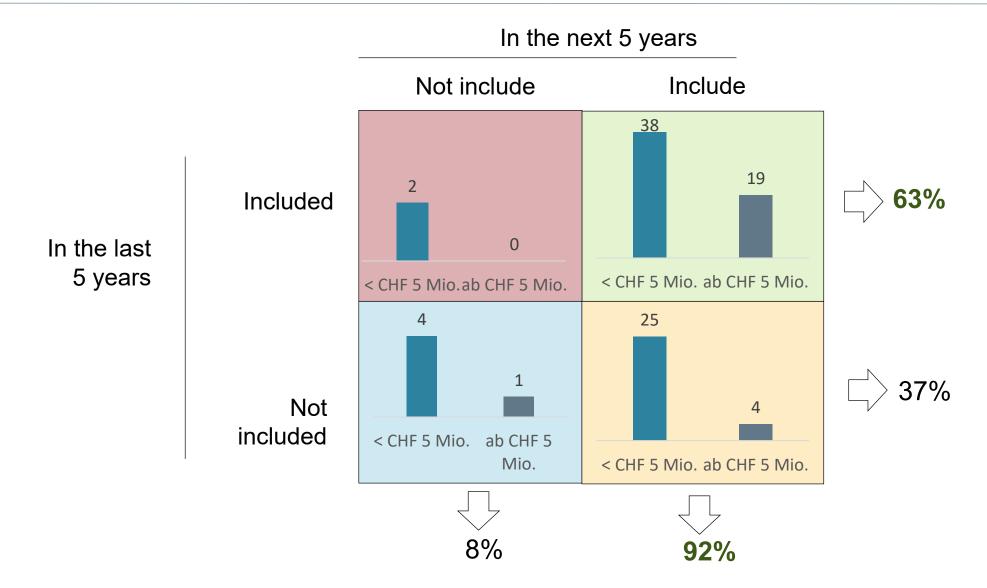


- Currently at around 1000m in winter (Grindelwald)
- 2080 already possible at 1600m (Davos)

# Strategic adaptation of ropeway companies



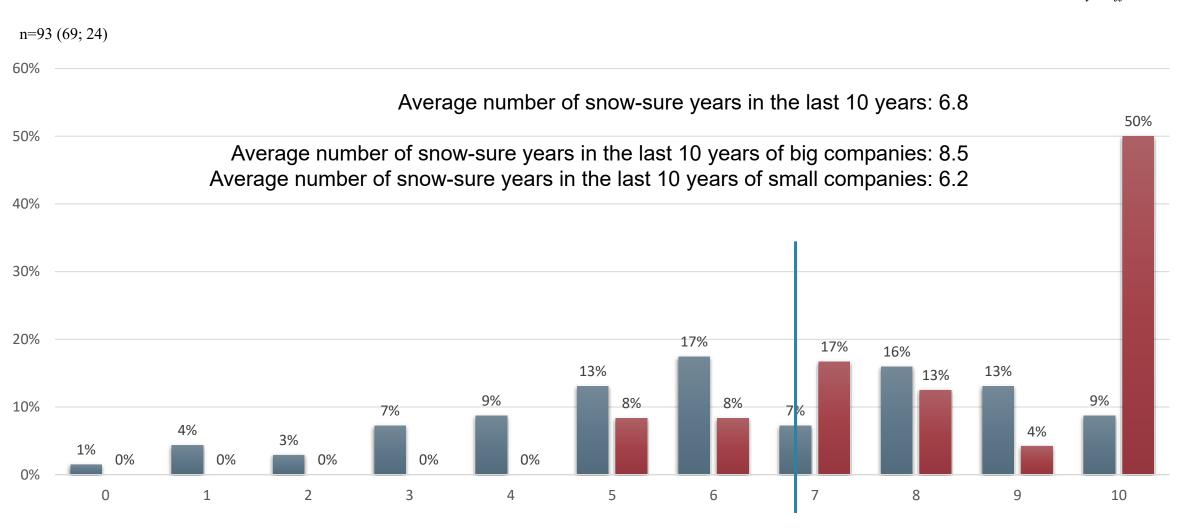
#### Perception and assessment of climate change





#### How many winters have been snow-sure in your area in the last 10 years?

Broken down by traffic revenue

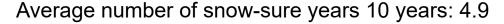


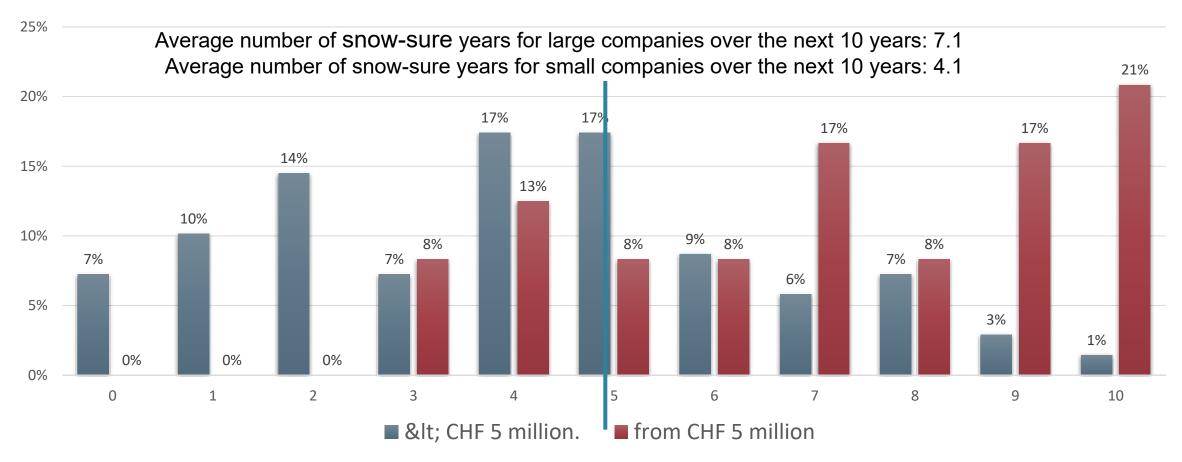


#### How many winters will be snow-sure in your area between 2041 and 2050?

n=93 (69; 24)

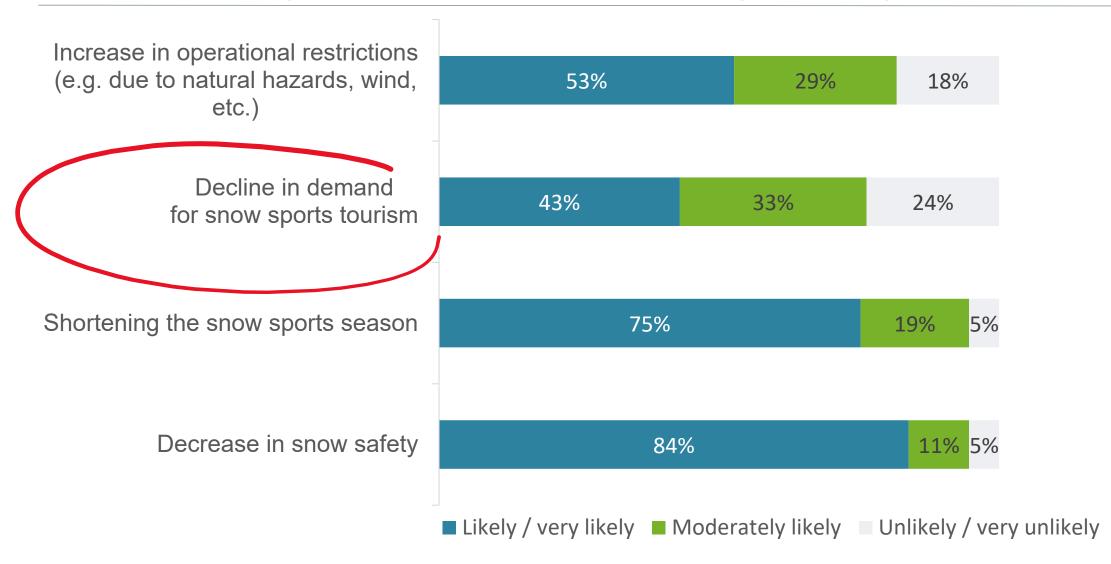
Broken down by traffic revenue







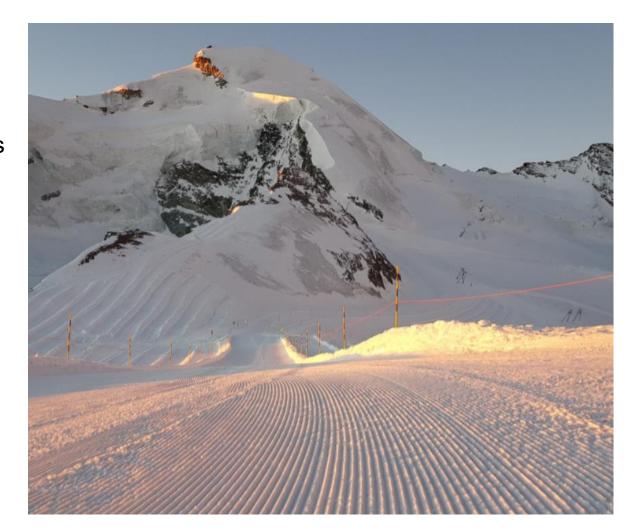
#### What effects do you expect within the next 20 years for your area?





#### Adaptation Strategy 1: Snow safety – safeguarding ski operations

- 1. Expansion of snowmaking: Central
- 2. Upward shift of ski resorts: Investments in facilities at higher altitudes
- 3. Improvement / professionalisation of slope maintenance (e.g. snow compaction)
- 4. Abandonment of ski slopes that require excessive snow cover/expensive snowmaking
- 5. Landscape interventions to reduce the required snow depth)
- 6. Snowfarming?





#### Adaptation Strategy 2: Diversification – expansion of winter offers



- Expansion of the offer in winter Fun sports (snowkiting, tubing, winter golf etc.)
- 2. Winter events on the mountain
- 3. Organisation of winter sports competitions
- 4. Winter hiking trails sufficiently developed for large areas



#### **Strategic measures in winter**



- Co-operations with ski resorts at higher altitudes
   For example: Magic Pass
- Dynamic pricing



#### **Adaptation Strategy 3: Expansion of summer offers**

- Product innovation
- Much broader range of product customisations:
  - 1. Adventure fun sports (paragliding, zipline, mountain cart etc.)
  - 2. Events (Open-Air)
  - 3. Playgrounds, themed walks





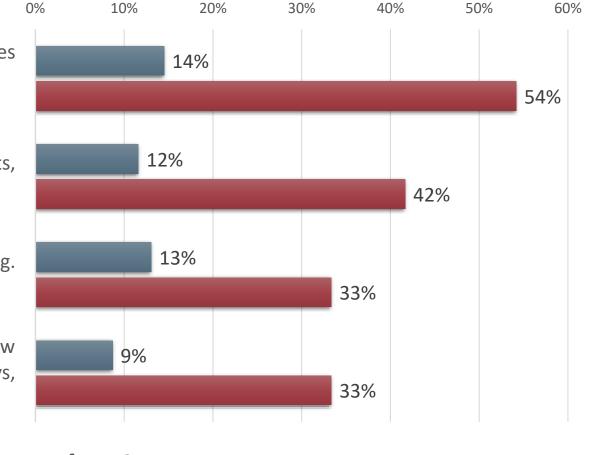
#### **Snow-independent offers**

Expansion of the range of snow-independent sports activities (e.g. indoor sports, ice sports, fitness, fun sports, hiking, biking)

Improvement of the gastronomy offer (e.g. bars, restaurants, discotheques, experience gastronomy)

Development of new snow-independent sports activities (e.g. indoor sports, ice sports, fitness, fun sports, hiking, biking)

Development/strengthening of new markets (e.g. new geographical markets, day stays instead of week stays, international sightseeing tourism)





## Use the infrastructure all year round





### Measures against greenhouse gas emissions



- On-site energy production
- Purchase of renewable energies
- Energy efficiency measures



## Measures against greenhouse gas emissions



- Mobility
- Arrival and departure by public transport
- Promoting e-mobility



## **Financing the measures**





### Strategic positioning



62% want to strengthen snow tourism20% want to expand winter offer17% are increasingly focussing on summer tourism



## **Strategic orientation**



Positive, resilient and innovative perspective



