WHEN THE DREAM BECOMES REALITY

THE STORY OF RE-MAKING ÖSTERÅKERS GOLF CLUB OUTSIDE STOCKHOLM IN SWEDEN

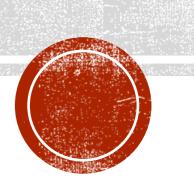
SELF FINANCED





PURPOSE OF THE HOUR

- BIG PICTURE OF ÖSTERÅKERS GOLF AND OUR JOURNEY
- SWEDISH GOLF
- **KEY FACTORS FOR OUR SUCCESS**
- POTENTIAL POT HOLES



Andreas Ljunggren







FACTS ABOUT ÖSTERÅKERS GOLF

- BIG DEVELOPMENT FROM THE START FOUNDED 1990
 ONE OF A KIND WITH 36 HOLES BY THAT TIME
- 2100 MEMBERS, 1600 SHAREHOLDERS (400 JUNIORS)
- OWNED BY SHAREHOLDERS (MEMBERS)
- HOSTED INTERNATIONAL AND NATIONAL CHAMPIONSHIPS CT, LET, EC, SC AND MANY OTHERS.





FACTS ABOUT ÖSTERÅKERS GOLF

- ALL IN HOUSE SHOP, RESTAURANT, RANGE ETC
- 25 FULL TIME EMPLOYEES (AVERAGE IN SWEDEN IS 10) OCH TOTAL 70 DURING HIGH SEASON
- REVENUE ABOUT 50 MKR (SEK) ~ £5M
- THE CLUB OWN OUR LAND/GROUND





FACTS ABOUT SWEDISH GOLF

- 453 GOLF CLUBS
- FEW HAVE EVERYTHING IN HOUSE (about 20 % have F&B IN HOUSE)
- 500 000 LICENSED PLAYERS 1 000 000 CALL THEMSELVES GOLFERS
- ANNUAL FEE AVERAGE IS ABOUT £750





WHEN IT ALL STARTED 2013



10 YEARS BACK

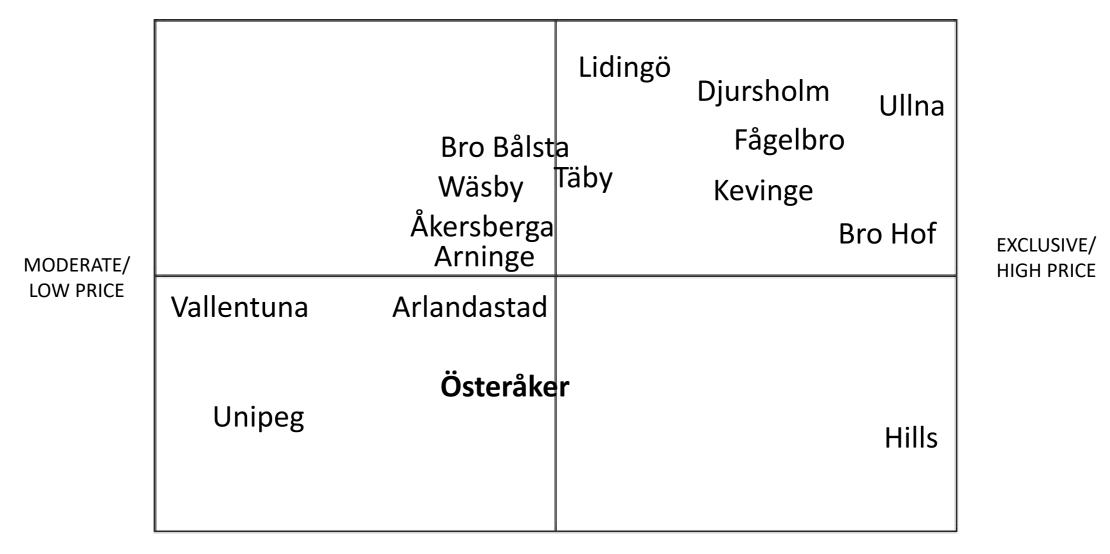
- THE GOLF INDUSTRY WAS STRUGGLING
- WE LOOKED LIKE AND OFFERED THE SAME THING AS ALMOST ALL OTHER GOLF CLUBS.
- GOLFERS/MEMBERS WERE UNFAITHFUL AND JUMPED FROM CLUB TO CLUB CATCHING THE BEST OFFER.
- HARD TO LOOK FORWARD EXTINGUISHES FIRES
- WE WERE STUCK IN OUR POSITION





Position 2013 (Golf Clubs in Stockholm)

TRADITIONAL



INNOVATIVE













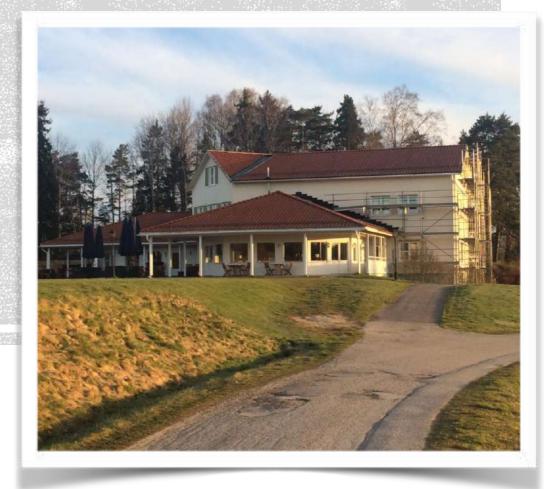


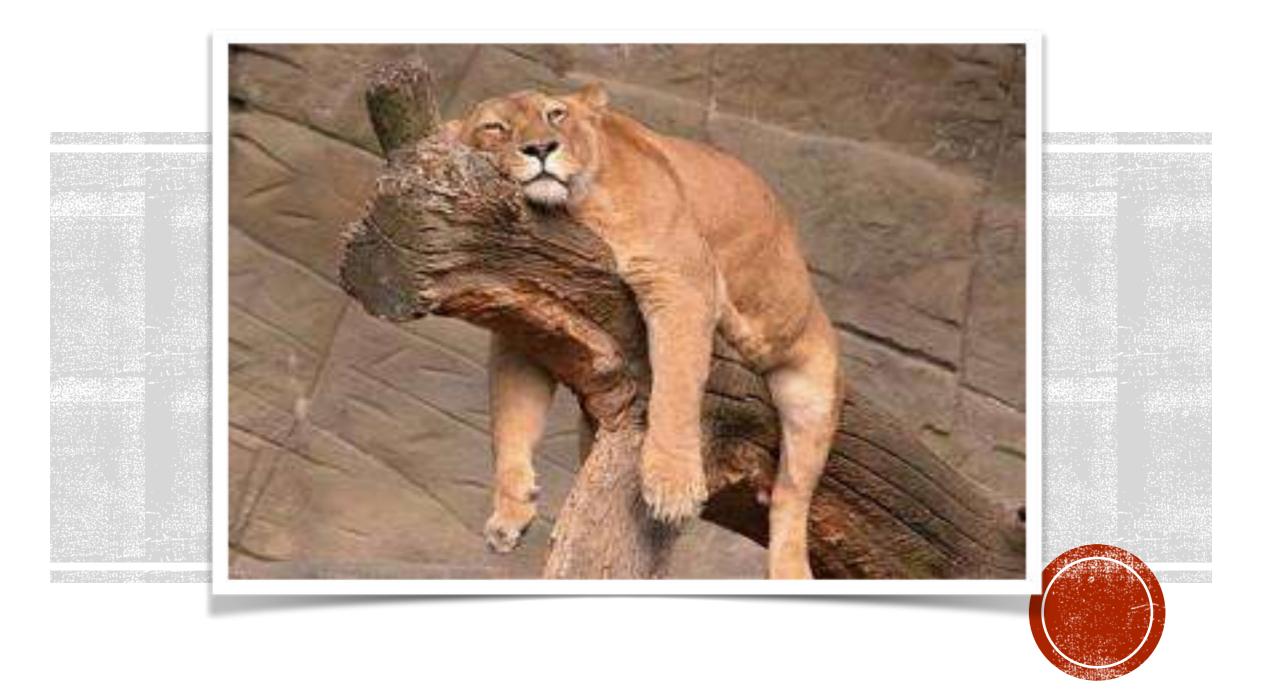
- BUILT ON OLD LAKE BOTTOM
- TECHNOLOGY FOR BUILDING GOOD COURSES HAS CHANGED A LOT SINCE -89
- PROBLEMS WITH STANDING WATER
 DRAINAGE IS ONLY BASED ON PIPES /
 HOSES AND NOT ON SURFACE WATER
- RUNOFF LOW POINTS AND POOR DRAINAGE GIVE RISE TO ICE FORMATION = DAMAGE





- ALL BUILDINGS MUST BE PAINTED
- DRESSING ROOM NEEDS TO BE RENOVATED
- VENTILATION NEEDS TO BE CHANGED
- SEWERAGE STRAINS MUST BE CHANGED
- THE ELEVATOR MUST BE REPLACED
- SURFACE LAYERS ARE NEEDED
- REFRESH THE HEATING SYSTEM MUST BE REVISED





SOMETHING NEED TO HAPPEN



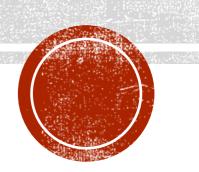
• WE OWN OUR LAND (the ground)

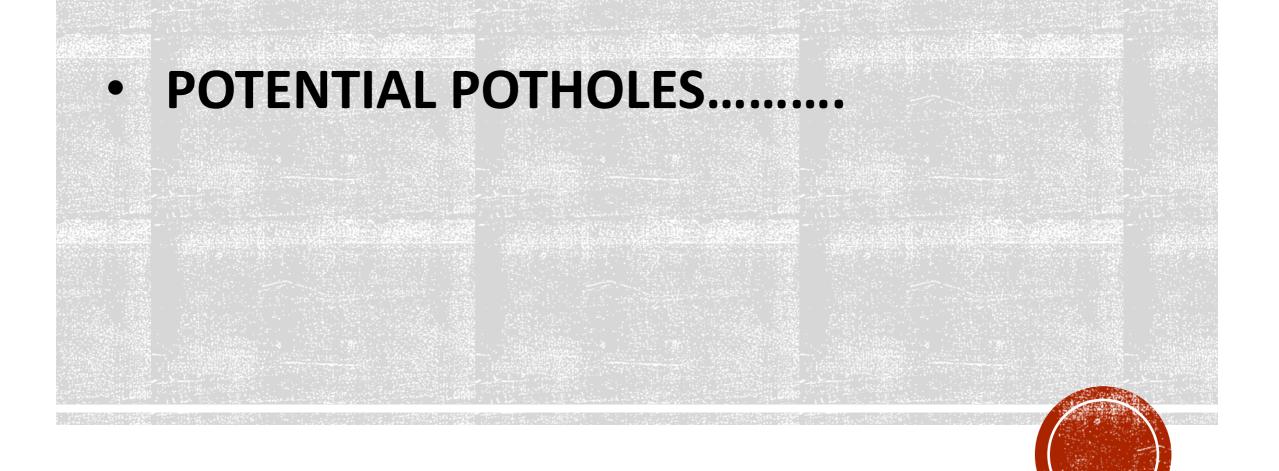


IF WE COULD DO WHAT EVER WE WANT, WHAT SHOULD WE DO THEN?



WERE DO WE START? WHICH STEPS DO WE NEED TO TAKE?





Position 2022



INNOVATIVE



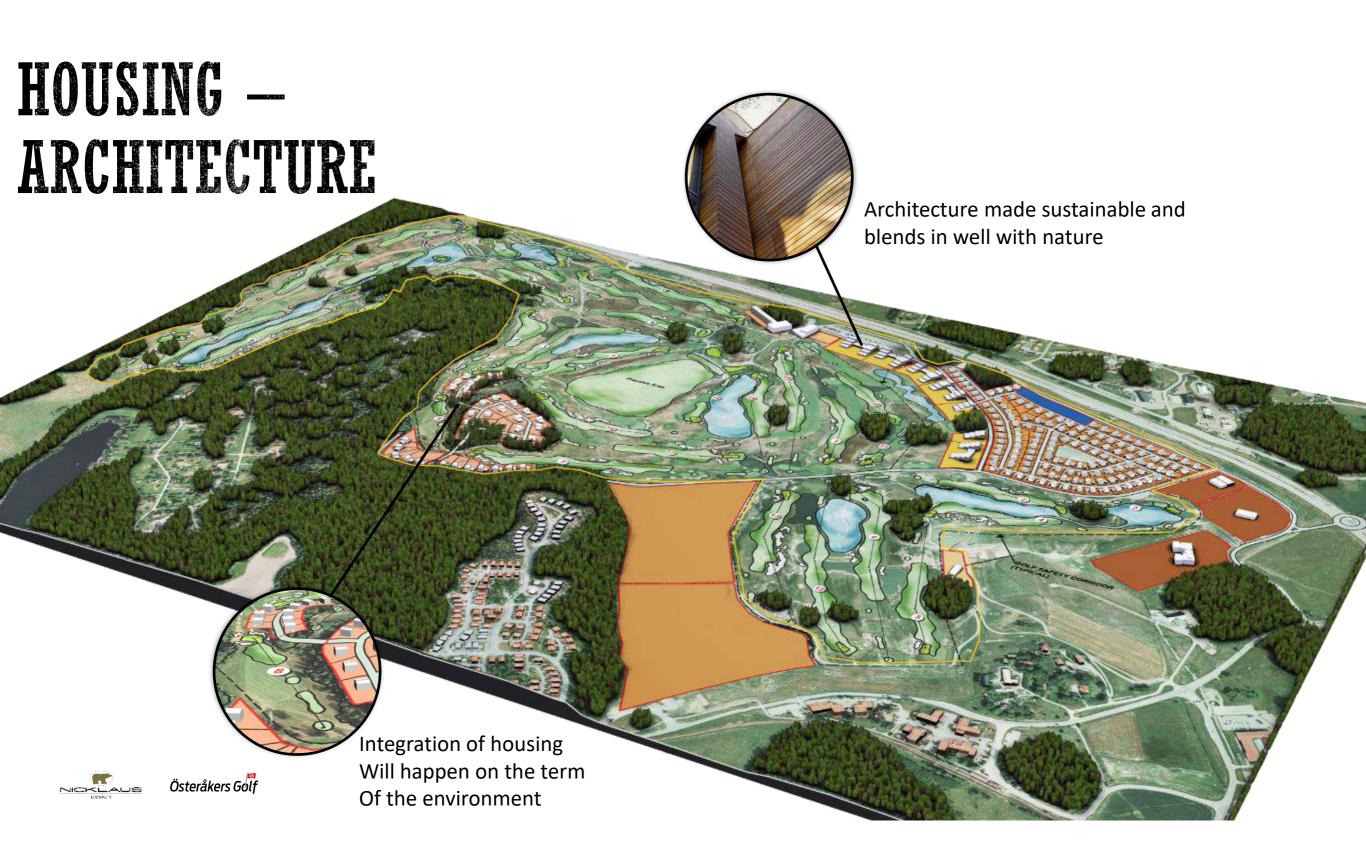






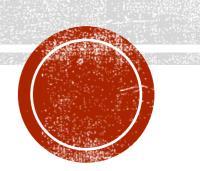








PRESENTATION FOR THE MUNICIPAL MANAGEMENT



HENRIK STENSON GOLF DESIGN

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- Founded in 2015
- Best Scandinavian male golfer of all times.
- Open Champion in 2016
- Passion for creating great golf courses
- Working together with professionals
- Creating a standing legacy







LAND FILL AGREEMENT

780 000 y³ OF FILL MATERIAL TO BE IMPORTED FROM EXTERNAL CONSTRUCTION SITES. EQUVILENT TO:

250 OLYMPIC SWIMMING POOLS or 16 THE CAPITOL ROTUNDA

9 Ionne





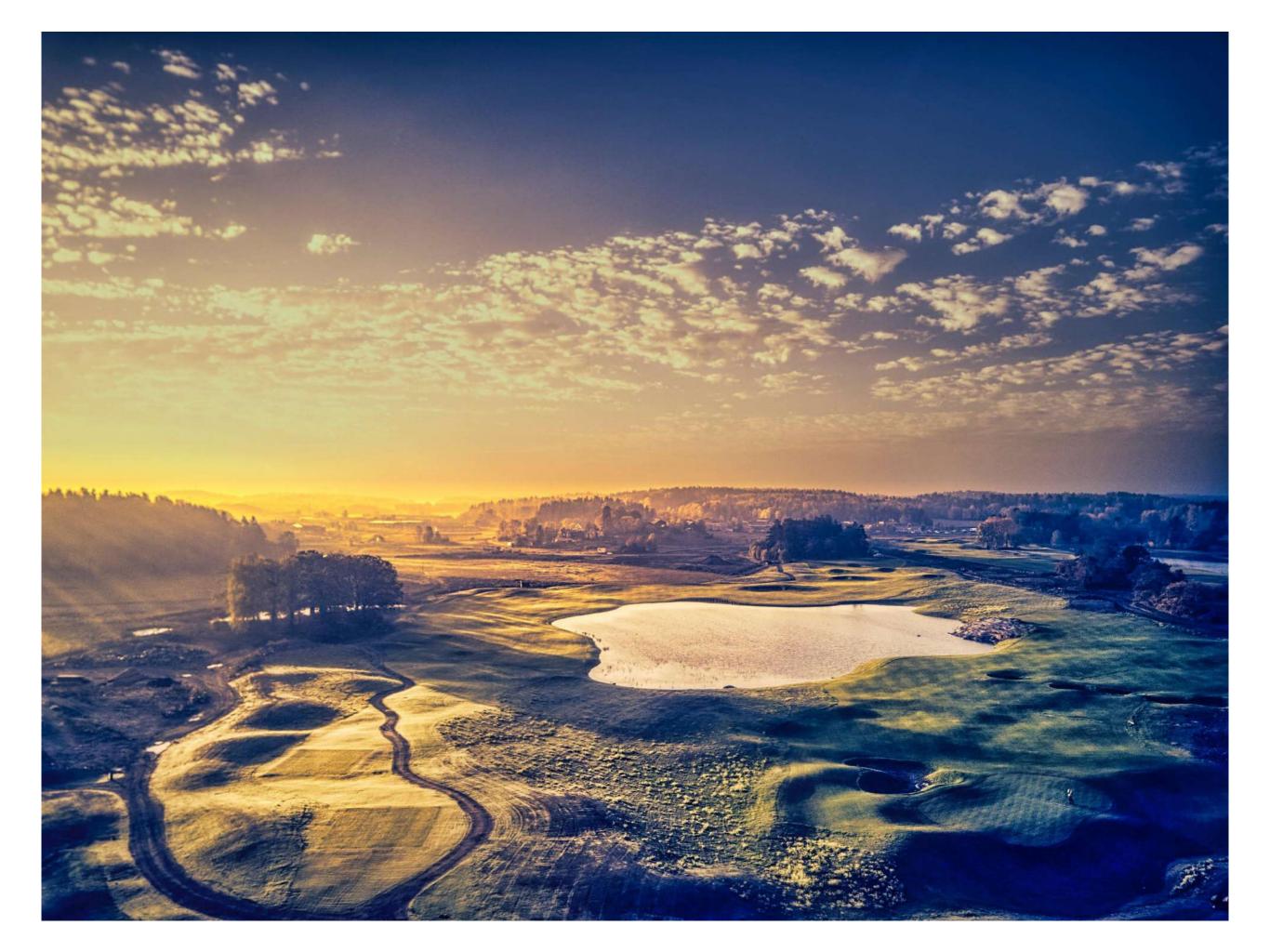




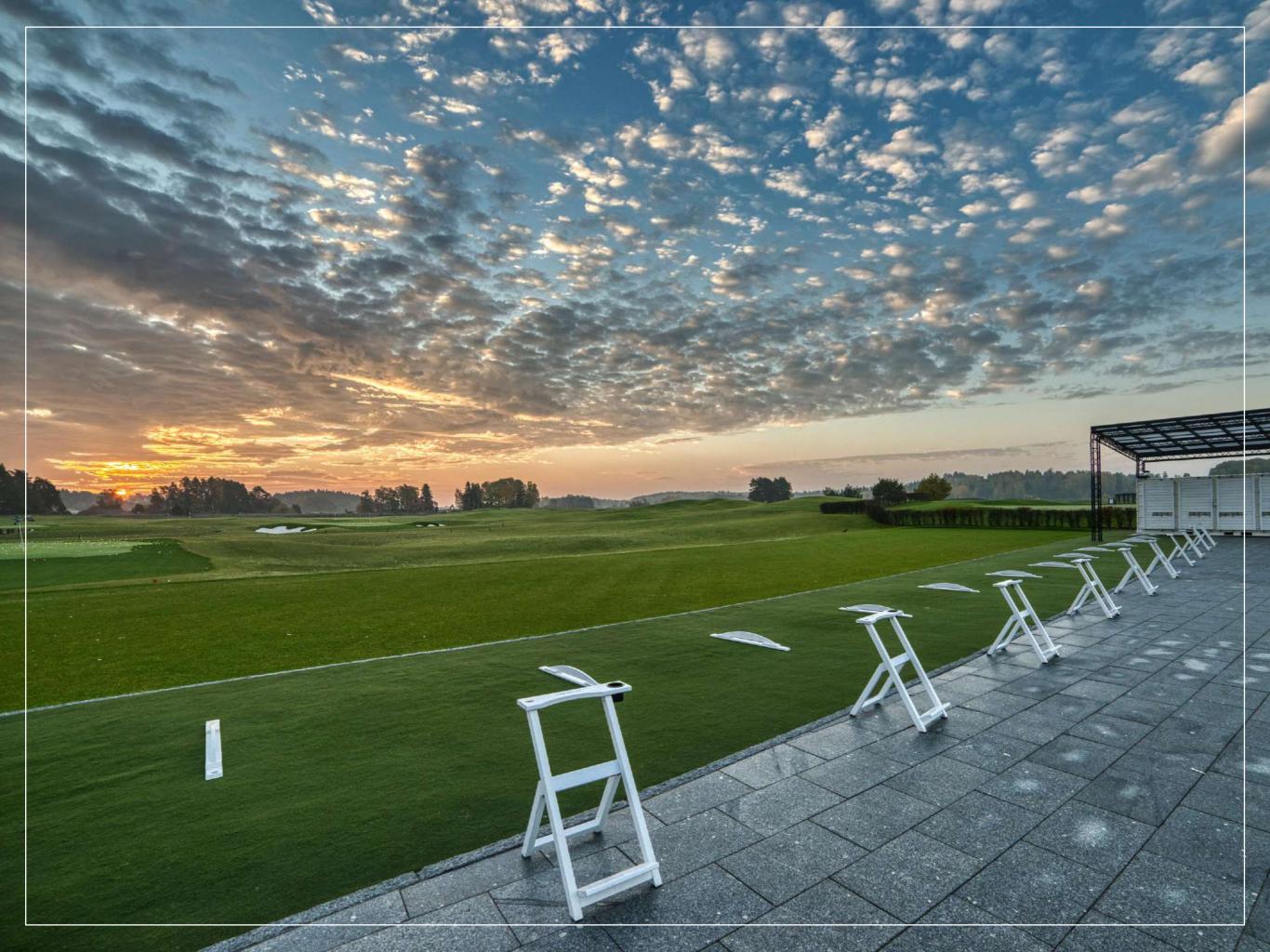






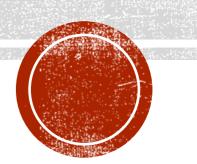








DEVELOPMENT OF THE LAND





KEY FACTORS FOR OUR SUCCESS



TEAMWORK - INVOLVEMENT



A STRONG VISION



IEN LEVANDE OCH UTVECKLANDE MILJÖ SÄTTER VI GOLFEN OCH MEDLEMMARNA I FOKUS

PÅ EN SPÄNNANDE AN LÄGGNING UTÖVER DET VANLIGA ERBJUDER VI KVALITET I ALLA LED

MED MER ÄN BARA GOLF



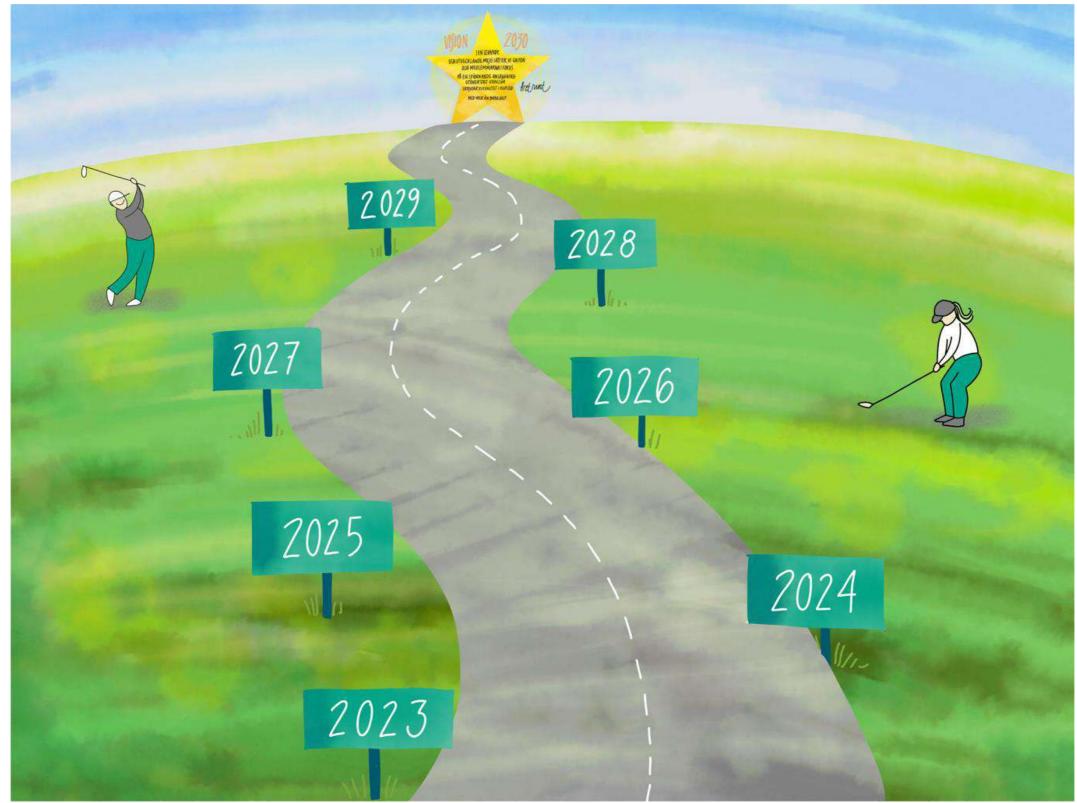


IN A LIVE AND DEVELOPING ENVIRONMENT, WE PUT GOLF AND OUR MEMBERS IN FOCUS. AT AN EXCITING FACILITY BEYOND THE ORDINARY, WE OFFER QUALITY AT ALL LEVELS. WITH MORE THAN JUST GOLF. ALL YEAR ROUND!









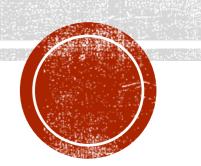




COMMUNICATION & RELATIONSHIPS



NO ONE IS GOING TO DO THE JOB FOR YOU



NEXT CHALLENGE IN OUR JOURNEY RECONSTRUCTION OF VÄSTERLED OUR SECOND COURSE





QUESTIONS?

THANK YOU FOR LISTENING