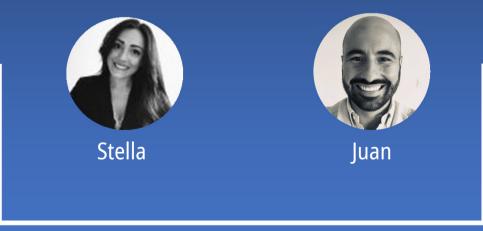


STATISTA SPEAKERS

GREEN AND SUSTAINABLE ACADEMIC LIBRARIES IN THE POST-COVID ERA



Corfu // October 2022



EMPOWERING PEOPLE WITH DATA



- Sales Manager
- Public Sector & Academia EU
- +49 40 284 841 539

E-MAIL • styliani.tholioti@statista.com



- Juan
- Account Manager
- Academia EU

TEL +49 40 284 841 873

E-MAIL juan.mariscal@statista.com







W W W . S T A T I S T A . C O N



HAMBURG OFFICE IN 2019

Overall Statista has more than 1.200 employees in 12 locations worldwide.



Agenda

- About Statista
- Campus License
- Dive into the platform
- Statista's commitment to Sustainability
- Use Case



ABOUT STATISTA

GREEN AND SUSTAINABLE ACADEMIC LIBRARIES IN THE POST-COVID ERA

Corfu // October 2022





Statistics & studies from **22,500 sources**

31 million visitors

per month on our international and German websites

2 million registered users



2007

Statista was founded in Hamburg

1,300

employees, among them statisticians, editors and database experts

Locations

New York Hamburg Paris

London Singapore Tokyo

Amsterdam Madrid Warsaw

Los Angeles Copenhagen

56 MILLION

ACADEMIC USERS WORLDWIDE

80,000 topics on statista.com

23,000 corporate customers worldwide

Strong focus on European, US, Asian and global data

More than 4,500 International universities

About Statista

4.500 academic institutions use Statista

More than
1.5 million
statistics

4 languages on 4 platforms



80,000 topics from more than 170 industries



Our sources

Statista aggregates its data from more than 22,500 different sources

sindheit Bloomberg L.P. Allgemeiner Deutscher Automobil-Club e.V. World Trade Organiza esellschaft mbH. Arbeitsgemeinschaft der öffentlich-rechtlichen Rundfunkanstalten der Hundes inline reSEARCH 6mbH IEH Institut für Handelsforschung 6mbH Planet Retail Bundesanstalt für Landwirtschul DEF Maschinen- und Anlagenbau e.V. Instituto Nacional de Estadística y Geografía Axel Springer SE. Creditreform twork Information Center, Bundesnetzagentur für Elektrizität, Gas. Telekommunikation, Post und Elsenbahrien, KPN ational Ltd. Handelsblatt. The Pew Research Center. Gesamtverband der Deutschen Versicherungswirtschaft. Ze ientwerks e. V. Arbeitsgemeinschaft Online Forschung e. V. Arbeitsgemeinschaft Media-Analyse e.V. Dähne Verlag ngical Survey PMSG PersonalMarkt Services GmbH ibi research an der Universität Regensburg GmbH iffH Institut für Handelkandesverband der Energie- und Wasserwirtschaft e.V. The Boston Consulting Group Frankfurter Aligemeine Zeitung GmbH Dienst GmbH & Co. KG Bundesministerium für Bildung und Forschung Institut der deutschen Wirtschaft Köln e.V. Bundes ischaft e.V. Handelsblatt GmbH Zentralverband Elektrotechnik und Elektronikindustrie e.V. Central Intelligence Agency Wes r Pfandbriefbanken e. V. Bundeszentrale für gesundheitliche Aufklärung Börsenverein des Deutschen Buchhandels e.V. Europa HIS Hochschul-Informations-System GmbH Deutsches Institut für Wirtschaftsforschung e.V. Bundesamt für Ulmwell um für Verkehr und digitale Infrastruktur. Verband Deutscher Zeitschriftenverleger e.V. Forschungsgemeinschaft Urban compebilianzen e.V. Bundesministerium der Einanzen Deutscher Olympischer Sportbund Arbeitsgemeinschaft Fernsel Für Uniwell, Naturschutz, Bau und Reaktorsicherheit Deutscher Fußball-Bund General Administration o 116 NZ4 Media GmbH Statistik der Kohlenwirtschaft e. V. Handelsverband Deutschland e.V. Der Firzelhandel Credit Deutsche Zentrale für Tourismus e. V. Innofact AG. Gesellschaft für Unterhaltungs- und Kommunikationsellschaft

 In addition to the surveys that it conducts itself, Statista gathers data from secondary sources, focusing on quantitative facts. Statista then makes this data available quickly and conveniently.

Where our data comes from:



Industry overview

Data on 170 industries in 150 countries

Advertising & Marketing

- Advertising
- Brands & Leaders
- Marketing

Agriculture

- Farming
- Fisheries & Aquaculture
- Forestry

Chemicals & Resources

- Chemical Industry
- Fossil Fuels
- Mining, Metals & Minerals
- Petroleum & Refinery
- Plastic & Rubber
- Pulp & Paper

Construction

- **Building Construction**
- Heavy Construction

Consumer Goods & FMCG

- Alcoholic Beverages
- Apparel & Shoes
- Cannabis
- **Cleaning Products**
- Cosmetics & Personal Care Food & Nutrition
- Furniture, Furnishings & Household Items
- Garden & Patio
- Home Improvement
- Non-Alcoholic Beverages
- Pets & Animal Supplies
- Tobacco
- Toys

eCommerce

- B2B eCommerce
- B2C eCommerce
- C2C eCommerce
- Digital Shopping Behaviour
- Key Figures of eCommerce
- Paid Content

Economy & Politics

- Economy
- International
- Politics & Government

Energy & Environment

- Climate and Weather
- Emissions Energy
- Environmental Technology & Green Tech
- Waste Management
- Water & Wastewater

Finance & Insurance

- Financial Institutions
- Financial Instruments & Investments
- Financial Services
- Insurance

Health. Pharma & Medtech

- Care & Support
- Health Professionals & Hospitals
- Health System
- Medical Technology
- Pharmaceutical Products & Market
- State of Health

Internet

- Communications
- Cyber Crime & Security
- Demographics & Use
- Mobile Internet & Apps
- Online Search
- Online Video & Entertainment
- Reach & Traffic
- Social Media & User-**Generated Content**

- Celebrities
- Family & Friends
- Love & Sex
- Personality & Behavior
- Public and Religious Holidays

Media

- Audio
- **Books & Publishing**
- News
- TV. Video & Film
- Video Games & eSports

Metals & Electronics

- Aerospace & Defense Manufacturing
- Electronics Industrial Machinery
- Manufacturing
- Metals
- Rolling Stock Manufacturing
- Shipbuilding
- Vehicle Manufacturing

Real Estate

- Commercial Real Estate
- Industrial Real Estate
- Mortgages & Financing
- **Property Services** Residential Real Estate

- **Retail & Trade**
- DIY Retail
- Fashion & Accessories
- Food & Beverage
- **Furniture Retail**
- General Merchandise
- Health & Hygiene
- International Trade
- Office Supplies
- Private Label
- Retail Technology
- **Shopping Behavior**
- Sports & Leisure
- Subscriptions & Direct Selling Wholesale
- Supply Chain

Services

- **Business Services**
- Skilled Labor

Society

- Crime & Law Enforcement
- Demographics
- **Education & Science**
- Geography & Nature
- Historical Data
- Religion

Sports & Recreation

- Art & Culture
- Gambling
- Hobbies
- Parks & Outdoors
- **Professional Sports**
- Sports & Fitness
- Wellness & Spas

Technology & Telecommunications

- Consumer Electronics
- Hardware
- Household Appliances
- **IT Services**
- Software
- Telecommunications

Transportation & Logistics

- Aviation
- Logistics
- **Public Transportation &**
- **Mobility Services** Rail Transport
- Vehicles & Road Traffic
- Water Transport

Travel, Tourism & Hospitality

- Accommodation
- **Business Travel** Food & Drink Services Leisure Travel

Some of our clients in Academa

More than 4,500 academic institutions rely on our services













































UH Universität

Hamburg

















POLITECNICO MILANO 1863













UNIVERSIDADE DE LISBOA







Numerous leading companies & institutions trust us Your students' future

Selected clients







McKinsey&Company









































NETFLIX















The

New Hork

Eimes





















Beiersdorf





















ESPIT













STATISTA CAMPUS LICENSE

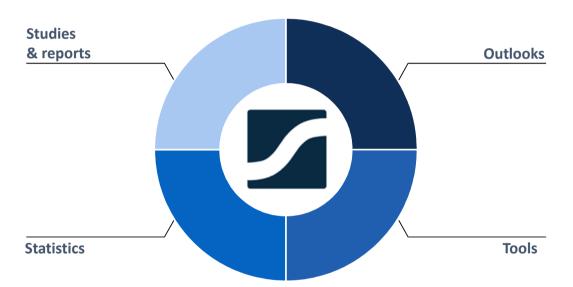
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Corfu // October 2022



Products and services included in the Campus License

- Dossiers & DossierPlus
- Statista studies
- Industry & Country Reports
- External studies



- Digital Market Outlook
- Consumer Market Outlook
- Mobility Market Outlook
- Country Outlook
- Advertising & Media Outlook
- Technology Market Outlook
- Industry Outlook
- Health Market Outlook

- Statistics
- Forecasts & surveys
- Infographics
- Topic pages

- Company Database
- Publication Finder
- Global Consumer Survey

Intensive customer support

Regular contact and individual updates by phone and via newsletters

- Regular contact
- Updates every 3-6 months
- Consultations on request



- Annual usage reportings
- Additional reportings on request

- Free initial and additional training available
- Specific promotional material for support

- Account setup
- Technical support

Our experts are available to help you set up your account, answer open questions, organize additional trainings and optimize your platform usage.

Easy-to-use data and broad coverage

DATA

- 49% created by Statista 51% sourced externally, incl. purchases
- Recent, relevant & reliable
- Thorough data validation process
- Full re-publication rights

FOR ENTIRE CAMPUS

- Useful Data for students, faculties and staff
- IP based
- Remote access included utilizing several authentication methods

COVERAGE

- All industries from agriculture to technology
- Broad geographic coverage
- Generalist platform spans all curriculum



EASY TO USE

- Ready-to-use statistics: PPT, XLS, PNG, PDF
- Table of contents provide a quick overview of new topics
- 5 citation formats easy to grab and go

The road to success

1 Saving of time

2 Data quality

Simple keyword search and time saved on data research

Graphical presentation of reliable data, reviewed by our editorial teams

Direct download & publication rights

Amount of time saved

Convert statistic into Import statistic
Find statistic PowerPoint slide into Excel

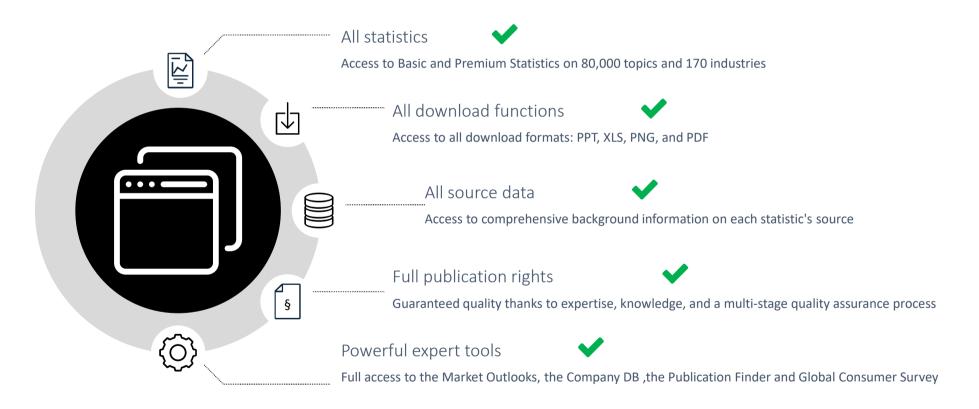
16 minutes 8 minutes 7 minutes Without Statista

1.4 1.6 With Statista

Time saved28 minutes per statistic

True benefits

These features of the Campus License make the difference





DIVE INTO THE PLATFORM

GREEN AND SUSTAINABLE ACADEMIC LIBRARIES IN THE POST-COVID ERA

Corfu // October 2022





GREEN AND SUSTAINABLE ACADEMIC LIBRARIES IN THE POST-COVID ERA

Corfu // October 2022



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ClimateID Tracking

Download certificate > Details about the order Supported offset projects >

on see projects

15477-2106-1001 Offset confirmed



Statista

Carbon Neutral Company 06/2021 - 05/2023



Reduction and climate action measures

Click here for more information

1,942,700 kg CO₂

Supported offset project
Forest protection
Mataven
Colombia
and 3 more



Statista GmbH



ClimateID Tracking \cdot Details

15477-2106-1001

Download certificate

Supported offset projects

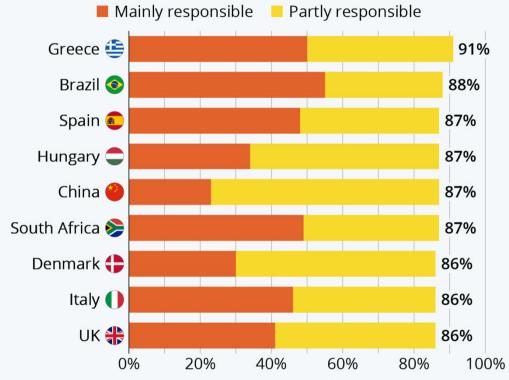
Offset confirmed

Collective order description	Supported offset project	Total kg CO2 offset at
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Klimaneutrales Unternehmen 06/2021 - 05/2022	Afforestation Rio Kama, Nicaragua	532,600 28.06.2021
Klimaneutrales Unternehmen 06/2021 - 05/2022	Forest protection Pará, Brazil	532,600 28.06.2021

Where Climate Change Believers Live

Countries with highest share saying they think climate is changing and human activity is responsible



26,000 people in 25 countries surveyed July 30-Aug 24, 2020 Source: YouGov





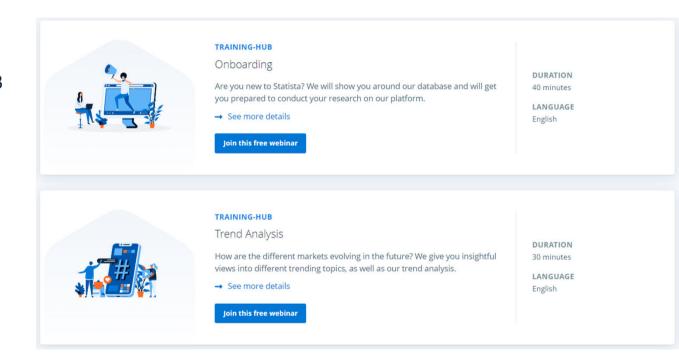






Student use case | Sustainability Master Thesis

- 1. Trend analysis
- 2. Benchmarking best in class CDB, GCS & EDB
- 3. Structuring your business plan
- 4. Industry overview
- 5. Sizing up your market XMO's
- 6. Refining in the training hub



Slidebean summarizes what the must have slides are

Overview on slides from different advisors

	500 Startups	Guy Kawasaki	Sequoia Capital	NextView Ventures	Crowd funder	AirBnB Pitch Deck
Slides	11	10	11	<i>15+</i>	12	13
Executive Summary				х		
Problem	х	х	х	Х	Х	х
Solution/Value Proposition	х	х	х	х	х	х
Market Validation/Why Now?			х	х	Х	х
Product	X		х			x
Market size	X		х	х		x
Business Model	х	х	х	Х	Х	х
Underlying Magic	х	х		х		
Competition	х	х	х	х	х	х
Competitive Advantage	х					х
Marketing Plan/Go-to market	X			X	X	X
Founding Team	х	х	х	х	х	х
Board/Advisors			х	Х		
Traction/Milestones	x	х		X	X	
Press/User testimonials				X		x
Fundraising	X	х	х	Х	Х	х
Financial/Use of funds		Х	Х	X	Х	

Executive summary

ISE is a hospitality agency that offers services such as Events, Trips, Housing & Experiential Marketing. What sets us apart is our unique culture (building relationships).

Prior to the pandemic, we employed 3 full-time workers, besides the managing partners/co-founders and 40 student interns that volunteer to the planning, control, direction, and execution of all operations. These volunteers receive no formal compensation besides the sales commissions and occasional performance bonuses for their work.

Now, the founders would like to build upon our efforts over the past decade with a deeper purpose and re-emerge as the first Mexican student-powered group to promote the 3 pillars of sustainability through fun events and trips. By combining the experience of 10 years of strong international **community** building, **experiential** Marketing in the US, **data-driven** strategy in the tech industry in Germany, and this Master in **Sustainability** Transition from our beloved **BBS** in Italy; we will keep the **guests at the center** and deliver a hospitality service like no other. Collaborating with big brands that are aimed to sponsor them and better deliver their sustainability efforts to the new generations surfing the tide.

Problem & Solution

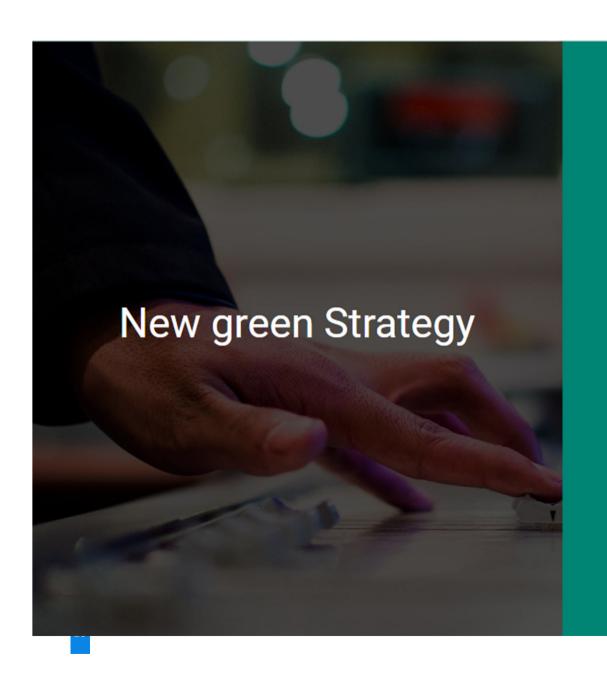






A Green ISE

28.02.2022



New green Strategy:



Road to **2050**

- **2** x revenue (Every 5 years)
- emissions & waste
- **5** core values
- stakeholders left behind

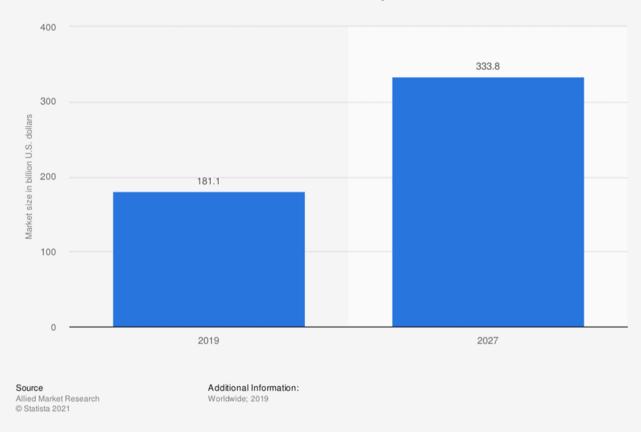


Market validation

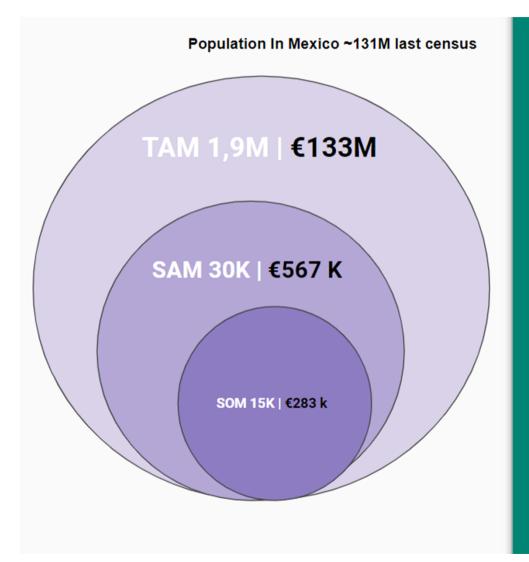
Rising demand due to plans postponed due to covid

lack of sustainability info & willingness to support cause creates opportunity in the market

Market size of the ecotourism sector worldwide in 2019, with a forecast for 2027 (in billion U.S. dollars)



Market Size



Serviceable Obtainable Market: €283 K

1.5% of 1,2271 sample in Mx (GCS)

- Millennials & Centennials (12-42)
- Mid/High income
- Prefer sustainable travel
- Like to socialize

Conducted: Oct 11 2021 - Jan 20 2022

Annual Revenue Share 30% Trips / 70% events Avg event price 13€

Avg trip price 195€

Business model

Revenue model

- Employee happiness #1 priority
- 2. Target market need
- Sponsors reduce event costs
- 4. 60% of profit reinvested in innovation (3x amazon)



Value proposition / underlying magic



Our Heroes



Specific psychological + cultural + educational profiles (based on founders)



Chief We Care Officer

The leader

- Keeps us on target •
- Focuses on the wellbeing and energizing the team



Chief
Data
Officer

The improver

their direct correlation with our positive impact



Chief Reframe Officer

The field expert

- Contingency & logistics master
- Loves to turn negatives into positives (FUN



Chief Candor Officer

Our truthful storyteller

- Transparent & inspiring
- Digital marketing wiz



Chief Innovation Officer

The dreamer

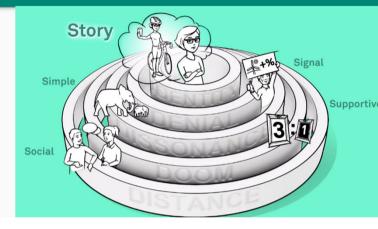
- Biophilic at heart
- Always has 6 impossible ideas before breakfast

Go To Market

Communication Strategy

Reframing the 5 mental barriers to climate change communication

- 1. Distance-> Social
- 2. Doom-> Supportive
- 3. Dissonance -> Simple
- 4. Denial-> Signal
- 5. Identity -> Story



8			
statista 🗷 Global Consumer	COUNTRY/TERRITORY (DETAILED)	Main Survey	GCS Specials
Survey items	What do you personally think are the most important issues in your country of residence that need to be		
> Survey details	addressed? (multi-pick)		
Characteristics & demographics	Base: all respondents		
> Demographics	Answers ‡	Greece \$	Mexico ‡
> Education & employment	Base	100%	100%
→ Income & economic situation	Crime	53%	71%
Annual household income (local cu	Education	58%	65%
	Unemployment	72%	64%
Household income (low, medium,	Poverty	65%	62%
Country/territory's economic situal	Economic situation	70%	57%
Country/territory's economic situa	Health and social security	64%	48%
Personal economic situation	Rising prices / inflation / cost of living	68%	44%
Personal economic situation (detail	Environment	4196	44%
Challenges for the country/territor	Food and water security	19%	38%
Challenges for the country/territor	Housing	24%	33%
> Living situation	Climate change	37%	30%
> Living Stuation	Civil rights	17%	26%

Competitor Analysis



Board of advisors

- external corporate governance consultants
- Digital advertising agency
- co-founders

What will change?

Corporate Governance

"Can you tell if a startup will fail or succeed? Very probably, and I tell by meeting the entrepreneur!"- Victor Melgarejo



Porque el mundo ha cambiado... y la innovación también.



Victor Miguel Melgarejo Zurutuza · 1st Chief Visionary Officer - Socio Fundador en met conecta Talks about #tendencias, #innovación, and #emprendimiento



Universidad de Monterrey CIMAV - IC2 UT Austin

10,318 followers · 500+ connections



187 mutual connections: Josué Delgado, Jorge Avila Meléndez, and 185 others

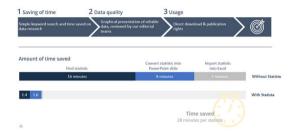
Solution: Total estimated impact next 10 years

Monetary value generated in thousands of euros



Key take aways

The road to success



Time saver ~28min / stat

- for you with the account management support service
- for your users



Committed to sustainability

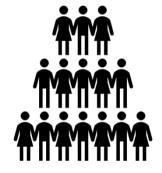
- Stats, Forecasts, Infographics & Reports on a wide range of Topics as arguments for supporting SDG projects
- carbon neutral company

Imagine if 1 student could remove the footprint of $1.800\,\&$

create 9 high quality jobs



























~56.000.000*

Students currently using Statista

Imagine a panhellenic & global student access to these tools?

ΕΥΧΑΡΙΣΤΟΥΜΕ ΓΙΑ ΤΟ ΧΡΟΝΟ ΣΑς

THANKS FOR YOUR ATTENTION

JUAN CARLOS MARISCAL GRAU

Sustainability | Innovation | Data | Academia | Hospitality |

L +49 151 67 50 2108

@ juancarlosmariscalgrau@gmail.com

∂ in https://bit.ly/3xc7llE

♀ Hamburg, Germany



SUMMARY

Leading a team of 40 ambassadors for 10 years has shaped me into a highly collaborative professional, always setting the pace by hard work and **empathy**, looking to develop the least experienced and **learn** from the most. Passionate and creative entrepreneur with a thirst for **impact**. I love to make things happen, enhancing any project, in an innovative and **fun** way.

EXPERIENCE

Co-Founder | Partner

ISE International Student Embassy

#1 Student exchange agency in Mexico executing events for +20k students from +40 countries annually. Trips, events, BTL activations, and corporate events for top national clients Danone, DiDi, Anheuser-Busch, Aperol, Uber, Coca-Cola, Red Bull, and Bumble.

- · Strategy: Ideated, communicated & measured results annually
- Built sales team of 40 achieving +6M MXN in sales over the last 3 semesters of operations and positioning our group in the #1 travel and event organization in the city
- Managing partner for the last 2 years, increased bottom-line 36% in the last year with the addition of a new business unit

Field Marketing Supervisor

Eventus Marketing

#1 Multicultural experiential Marketing agency in the USA executing 6,000 events per year. Assisted in leading the **operations** in the client service and field teams to successfully develop and execute activations for top clients such as McDonald's, Walmart, 7 Up, Dr. Pepper.

- Balancing workload amongst a nationwide team of 20 Field Marketing Coordinators
- Optimized activation routing logistics to save an estimated over half a million USD annually
- Proposed team restructuring project based on motivation and fatigue management

Account Manager Central Europe

Ctatict

EDUCATION

Master in Sustainability Transition Management (with honors 95/100)

Bologna Business School

01/2021 - 03/2022

Diploma in Circular Economics (with honors 97/100)

UC Berkeley Extension

10/2020 - 12/2020

Bachelor of Marketing, Minor in Economics

Instituto Tecnológico y de Estudios Superiores de Monterrey

01/2006 - 2012

AWARDS



National Entrepreneurship Award ITESM Business Incubator 2014



1st Place Entrepreneurship award ITESM Campus Toluca · Dec 2005

LANGUAGES

English Native	•••••
Spanish Native	••••
Italian Advanced	••••
French Intermediate	••••

Sustainability at



Key facts:

- The University of Bologna ranks 1st in EU and 6th in the world in sustainability (The Times Higher Education Impact Rankings, ed.2020).
- Bologna will host the new European Weather Forecast Data Centre of the ECMRW
- Data science for sustainability represents a core capability of the Bologna business ecosystem
- Italy ranks 1st in EU with +25% growth rate of companies that implement sustainability practices and 2nd (after Luxembourg) in resource efficiency outcomes.
- The Italian energy giant Enel Green Power is one of the largest renewableenergy companies in the world, with 46 gigawatts of installed capacity.
- The clean technologies market in Italy is around 30 billion euros.



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ClimateID Tracking

Download certificate > Details about the order Supported offset projects >

15477-2106-1001 Offset confirmed



Statista

Carbon Neutral Company 06/2021 - 05/2023



Reduction and climate action measures

Click here for more information

1,942,700 kg CO₂ have been offset

Supported offset project
Forest protection
Mataven
Colombia

and 3 more



Statista GmbH



ClimateID Tracking \cdot Details

15477-2106-1001

Download certificate

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Turkey, Greece and Italy Battle Historic Fires

Total area burned by fires larger than 30 ha in European countries most at risk of wildfires (as of Aug. 10, 2021)*

■ Average from 2008 to 2020 ■ 2021 to date



* The area burned by fires larger than 30 ha represents, on average, about 80% of total area burned by wildfires.

Source: European Forest Fire Information System



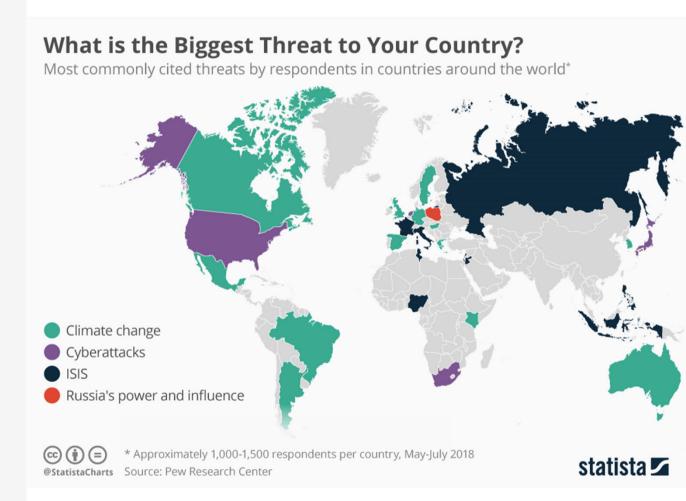






Public opinion

Greece pivoted in summer of 2018



How Thirsty is Our Food? Liters of water required to produce one kilogram of the following food products* Bovine meat 🧿 15,415 Nuts 💮 9,063 Sheep/goat meat 🧿 8,763 Pig meat 🧕 5,988 Chicken meat 4,325 3,265 Eggs Cereals 1,644 1,020 Milk Fruits Vegetables 322 * Global averages Source: Water Footprint Network statista 🗹

The world's most sustainable cities

Global cities ranked on 3 dimensions of sustainability in 2016*





^{*} Dimensions ranked are people, planet & profit.

They represent social, environmental & economic sustainability.

@StatistaCharts Source: 2016 Arcadis Sustainable Cities Index



WHAT ARE TRAVELERS PREPARED TO DO FOR SUSTAINABILITY?

Share of global travelers prepared to take action for sustainability



Would take a longer time to travel to a destination in order to reduce emissions



Willing to use more environmentally friendly modes of transport

18%



Would pay more for an electric rental car

30,314 respondents from 32 countries and territories who had traveled in the last 12 months and are planning to travel in 2022 Source: Booking.com





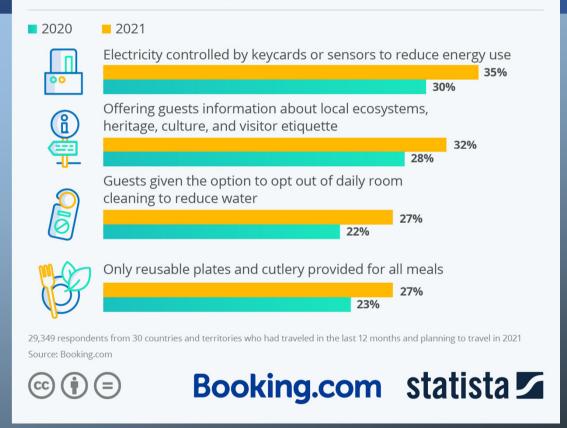


Booking.com statista



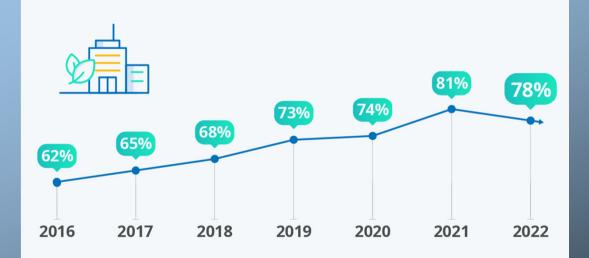
SUSTAINABILITY EXPECTATIONS ON THE RISE IN THE TRAVEL SECTOR

Share of travelers who believe accommodation providers should take action towards sustainability



DO SUSTAINABLE ACCOMMODATIONS MATTER TO TRAVELERS?

Share of global travelers who intend to stay in a sustainable accommodation at least once in the upcoming year 2016-2022



29,349 respondents from 30 countries and territories who had traveled in the last 12 months and planning to travel in 2021 Source: Booking.com







Booking.com statista





