

# Consumers are now more aware of their impact



83% of travellers want to travel more sustainably in the future,



73% of travellers say they would be more likely to book at a property that follows sustainable practices.



82% of partners find sustainable hospitality important, but the cost of investing and difficulties in finding viable sustainable alternatives can be a hindrance.

# The frictions



#### **Customers**

- 1. Lack of knowledge on how to make a sustainable choice
- 2. Lack of transparency on which properties are sustainable
- 3. Higher cost perception



#### **Partners**

- 1. Lack of understanding of impact
- 2. Lack of incentives
- 3. Lack of knowledge or tools

# **Greenhushing**

Some partners have sustainable practices in place but prefer to keep them quiet, because of:

LACK OF CONFIDENCE ON HOW TO CRAFT MESSAGES FEAR THAT GUESTS
THINK THEIR
EXPERIENCE WILL BE
IMPACTED
NEGATIVELY

FEAR OF SOUNDING
PREACHY /
PATRONIZING

# **Sustainable Travel Flywheel**

## INCREASE SUSTAINABLE SUPPLY Collect and identify our partners sustainable practises **CAPTURE DEMAND SUSTAINABLE** Appeal to the (growing) audience interested in **TRAVEL** sustainability **GROWTH INSPIRE OUR CUSTOMERS**

Inspire consumers to travel

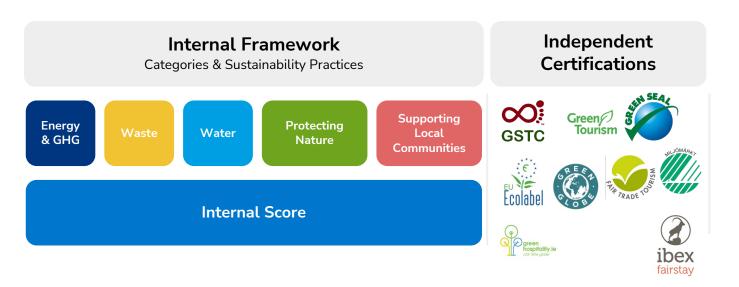
more sustainable

B.

# How does the Travel Sustainable program works?

# Our framework to overcome these frictions

Our approach aims to make the sustainability journey for accommodations more accessible and simpler



**Travel Sustainable Programme** 

# Launching levels (Bookers)

### How does the Travel Sustainable programme work?

We've created levels to help you understand what stage each property is at on their sustainability journey. We determine their progress according to the environmental and social impact their practices are having. This impact is based on their location, property type, and the types of practices they have in place:

Level 1 Ø Ø Ø

Properties have adopted some impactful sustainability practices

Level 2 Ø Ø Ø

Properties have made considerable investments and efforts in adopting impactful sustainability practices Level 3 Ø Ø Ø

Properties have made substantial investments and efforts in adopting impactful sustainability practices **Certified** properties

Properties that subscribe to one or more independent sustainability certifications - showing huge commitments towards sustainability



# Launching levels (Partners)

#### No badge

Your property can add or update sustainability practices to work towards reaching a Travel Sustainable Level. Potential guests will see your practices.

Learn more

Completed
Level 1

You've implemented some impactful sustainability practices. Potential guests will see your badge and practices.

Learn more

Current status

Level 2 220

You've made considerable investments and efforts to implement impactful sustainability practices. Potential guests will see your badge and practices.

Learn more

Level 3

You've made large investments and efforts to implement impactful sustainability practices. Potential guests will see your badge and practices.

Learn more

What about sustainability certifications?

#### Certified property

You've made huge commitments towards sustainability by subscribing to one or more external 3rd party sustainability certifications such as the EU Ecolabel, Green Seal, Green Tourism, etc.

Your Travel Sustainable badge, the name of your certification and the practices you've implemented will be shown to guests.

Learn more





# Verification

In our framework there are 3 ways a partner can make claims about their sustainability efforts next to 3rd party Certification:

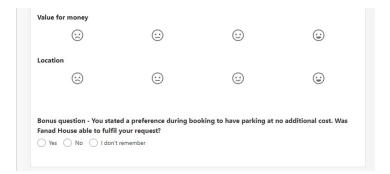
- 1. Term and Conditions
- 2. Customer Verification
- 3. 3rd party auditing

#### Verification check

Last step! By saving these changes, you agree to Booking.com terms and conditions. Information entered may be subject to further verification.



Save changes Edit answers

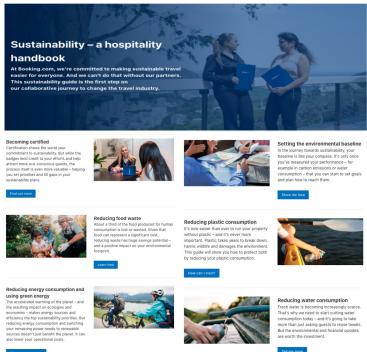


# Supporting partners with our sustainability Handbook

Each section in the guide is linked to a sustainable practice in the Extranet, enabling partners to learn, implement, and display their sustainable practices with greater ease.



Partner Hub Sustainability Handbook





## Collaboration with Travalyst

Working towards unifying our sustainability attributes as part of our ambition to create a universal scoring system.

Explore opportunities for Travalyst partners to adopt the Sustainability Score and Badge system

# Thank you