

Decarbonizing business travels with eco.mio

2023



Together for a better **climate** on our planet & in your company!

We help you to significantly reduce your CO2 emissions allocated to the business travel sector and to save travel costs.

Through transparency and incentives directly in the booking process, we encourage your employees to choose the greener travel option.

You help us validate and improve our product through your feedback in a 3-month pilot.



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Does this dilemma sound familiar?

"GHG **emissions must halve** by 2030 & drop to net-zero by 2050" – Science Based Targets initiative

"89% of leaders agree that sustainable business travel is vital for their **employer brand**." – BTA

"59% (...) expect **higher prices** for transportation & accommodations than before the pandemic" – AirPlus

... and you cannot solve it on your own today?



Carbon offsets

Increasingly criticized, actual problem persists



Enforced reduction

In conflict to the need to travel at short notice and employee satisfaction

We promote a behavioral change by rewarding more eco-friendly behavior...

- 1 Train instead of plane
- 2 Economy class
- 3 Green airline
- 4 Green hotel

in **90%**
eco-friendly =
cheaper
alternative



... synergizing sustainability and cost reduction

MUC-BER, Monday, 8:00 am



Flight Eco:	123 kg CO _{2e}	-88%	450 €	-47%
Train 1.Cl.:	15 kg CO _{2e}		240 €	

FRA-NYC



Flight Bus:	2,8t CO _{2e}	-50%	2,750 €	-57%
Flight Eco:	1,4t CO _{2e}		1,200 €	



Fully-integrated – Level up your current travel program!

Travel
Policy

OBT

TMC

eco.
mio



Reach ambitious
climate targets



Save significantly
on travel cost



Boost traveler
happiness



Step 1: Determine CO₂e & cost baseline

Based on historical travel behavior, travel policies & live corporate rates

Step 2: Highlight greener options

Directly in our customers' online booking tool, right at the point of decision

Step 3: Reward green behavior

Supported by the eco.mio performance dashboard



Customized to your needs

The screenshot shows a flight booking interface for routes from Hamburg (HAM) to Munich (MUC). The interface is divided into two main sections: HAM → MUC (Tue, 15 Nov) and MUC → HAM (Thu, 17 Nov). The results are sorted by 'Default (Lowest fare)' and filtered. Four flight options are listed, each with a 'Recommended' status and a 'COVID-19 measures' indicator. The first two flights are operated by DB (ICE 703 and ICE 583), and the last two are operated by Eurowings (7170) and Lufthansa (2087). Each flight option includes the departure time, total time, and a 'Total trip prices from' value. A points-based reward system is integrated, showing '293 Points for CO2 reduction' and '106 Points for cost savings' for the first flight, and 'Collect up to 399 Points!' for the second. The last flight shows 'No points' and a total price of EUR 458.32.

Flight	Operator	Route	Departure	Arrival	Total Time	Points	Price
ICE 703	DB	Hamburg Hbf (De), Hamburg, HH, DE	07:36	München Hbf, Munich, BY, DE	6h 26m	293 Points for CO2 reduction, 106 Points for cost savings	EUR 55.80
ICE 583	DB	Hamburg Hbf (De), Hamburg, HH, DE	07:01	München Hbf, Munich, BY, DE	6h 18m	Collect up to 399 Points!	EUR 81.80
Eurowings - 7170 (operated by Eurowings)	Eurowings	HAM Hamburg, HH, DE	06:55	MUC Munich, BY, DE	1h 25m	Collect up to 70 Points!	EUR 239.98
Lufthansa - 2087	Lufthansa	HAM Hamburg, HH, DE	07:15	MUC Munich, BY, DE	1h 20m	No points	EUR 458.32

The screenshot shows the eco.mio dashboard. The left sidebar contains navigation links: Dashboard, History, Ranking, and How it Works. The main content area is divided into several sections. At the top, there are two circular progress indicators for 'Total Rewards' (83.07 P) and 'Total CO2 Savings' (11441 kg). Below these are two bar charts: 'Reward History' and 'CO2 Savings History', both showing data for March 2019, April 2019, May 2019, June 2019, July 2019, and August 2019. At the bottom, there is a 'Ranking' table with columns for Name, Department, and Total CO2 Savings.

Ranking	Name	Department	Total CO2 Savings
1	Carolyn Tufano	Works Council	1953 kg
2	Brinh Mitchell	Finance/HR	4560 kg

Transparency | Climate impact based on atmosfair VDR calculation standard
Integration | Seamlessly in your online booking tool within days
Incentivization | Tailored to your travel behavior & climate targets

Selection of an attractive reward system

- 1 Donation**
for a climate protection project
- 2 Giftcards¹**
redeemable via our voucher store
- 3 Cash-out²**
Monthly to the salary account

¹ Tax & duty free up to exemption limit of 50 Euro p. month p. employee, thereafter taxable according to §37b EStG

² Fully taxable & dutiable according to §37b EStG





Ready to get started?

Let us ...

... understand your travel behavior and policy

... jointly define the behavior you want to reward

... agree on a piloting scope*



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