



Executive summary

We are thrilled to be finalist in the UFI Sustainable Development Award 2024. We truly want to make a difference and accelerate sustainability in all markets that we are active. This nomination is a great opportunity to hopefully inspire others around the world to do the same and make the events industry more sustainable.

In our application for the best example of sustainability integration into business proposals, we focus on the cooperation with stakeholders and the acceleration of sustainability in the construction and installation industry. The construction and installation portfolio is one of the most important Jaarbeurs B2B portfolios when considering turnover, number of customers and visitors. With three biennial trade shows VSK (37,000 professionals), BouwBeurs (80,000 professionals), GEVEL (5,500 professionals) and the online platform Construction and Installation Hub (monthly 75,000 online visitors) we can make a significant environmental and social impact. In the Netherlands and around, we illustrate our initiatives and partnerships with the example of the trade show VSK (heating, sanitary and cooling systems) which was held from February 6th to 9th, 2024.

By getting more and more partners, suppliers and exhibitors along, we aim high for the future with our ambition on organising our first 100% circular trade show by 2027. This can only be realised through collaborative efforts.





Executive summary

Our key successes so far

- We introduced the first Sustainability Pledge at VSK 2024 for BouwBeurs 2025 and VSK 2026, which was signed by the three leading companies within the industry at the event.
- At VSK 2024, **107** out of **132 sessions** were about sustainability. **3,703 trade visitors (73% of the total registrants for sessions)** attended a session about sustainability.
- In November 2023, we introduced circular participation packages consisting of nearly 100% recyclable materials.
- During VSK 2024, a ladies networking event was organised to promote diversity in the business. More than **50 women** were connected to inspire each other and share knowledge and experiences, fostering a more inclusive industry.
- At VSK 2024, a sustainability route along exhibitors offering sustainable products and services.
- We offer 80% vegetarian options at the menu for exhibitors at all events at Jaarbeurs.
- We worked together with 21 partners to make environmental and social impact.







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1. About Royal Jaarbeurs

Accelerator of sustainable growth

Jaarbeurs was established in 1916 to promote trade and industry. Now, 107 years later, this ideal still forms Jaarbeurs's foundation. We create opportunities: both then and now. And we do not do this on our own. Jaarbeurs is at the heart of society.

Jaarbeurs organises and facilitates national and international trade fairs, conferences, events, and meetings. In addition, we offer the possibility to share knowledge 365 days a year via online platforms. We create valuable encounters, offline and online, and connect people and markets, traders, and producers. We build strong brands in the area of health and life sciences, construction and installation, agrifood, logistics, travel and leisure. We initiate essential changes in the area of sustainability and innovation. We offer accommodation to innovative start-ups to share knowledge and look beyond our own boundaries. We create economic impact and are closely connected to each other and our environment.

We believe that there should be a place where people can really connect. Forging connections to accelerate growth. As Jaarbeurs, we offer and create opportunities to accelerate growth for people, organisations, and the market, in a sustainable, friendly and innovative way, live and online. In the middle of the country, in the centre of the city, tailored to your wishes.

Overview of trade fairs, consumer fairs and (guest) events Own trade fairs and consumer fairs Large third-party guest events **Meetings and small** conferences **Total number of visitors** (in millions)









JAARBEŪRS

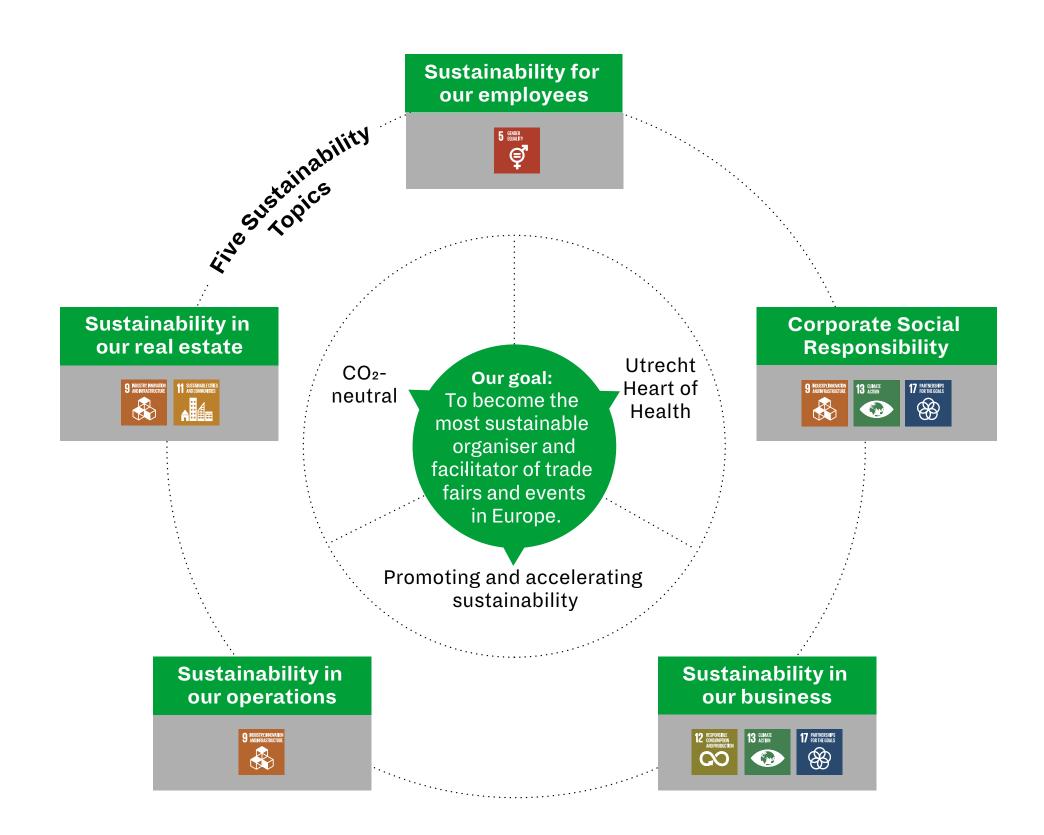


2. Sustainability at Jaarbeurs

Our ambition: to become the most sustainable organiser and facilitator of trade fairs and events in Europe

We believe in a world in which we treat each other and our environment with care. And we take responsibility for it. Climate change is one of the most urgent problems in the world today and we are determined to make our contribution to mitigating climate change. We promote sustainability and help accelerate sustainability both in our own business and in all sectors in which we are active.

Sustainability is an inseparable part of our strategy and is based on three key promises. Promises regarding CO₂ neutrality, promoting and accelerating sustainability in all markets in which we are active, and contributing to a good and healthy living environment in Utrecht. Based on these promises, we defined five topics for the implementation of sustainability in the whole organisation. Together with our stakeholders, we aim to contribute to a better world for tomorrow.







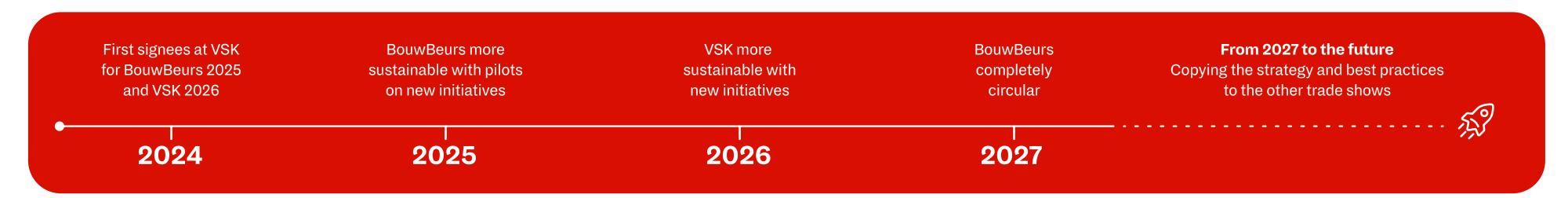




3. Sustainability Pledge for the construction and installation portfolio

With several events and online platforms Jaarbeurs has a dominant position within the industry. The construction and installation portfolio is one of the most important Jaarbeurs B2B portfolios when considering turnover, number of customers and visitors. With three biennial trade shows VSK (37,000 professionals), BouwBeurs (80,000 professionals), GEVEL (5,500 professionals) and the online platform Construction and Installation Hub (monthly 75,000 online visitors) we can make a huge impact.

We have the ambition to organise the biggest circular trade show ever took place: BouwBeurs 2027. To make real sustainable impact in the industry we introduced the Sustainability Pledge at VSK 2024. Through the pledge we aim to encourage both our exhibitors (and visitors at a later stage) to prioritise sustainability when attending our trade shows.























Sustainability pledge

Watch the video that shows the first reactions of exhibitors after signing the pledge.













4. Accelerating sustainability at VSK

Construction and installation industry

About VSK

"Our future is all about you"

VSK, the premier trade fair dedicated to the installation sector in the Netherlands, shows an example of how we embodied a commitment to advancing sustainability within the industry.

At VSK 2024, exhibitors showcased their expertise on the latest range of solutions, applications, techniques, innovations and services.

Sustainability at VSK

The installation industry itself makes huge steps towards sustainability. From fostering sustainability friendly practices in both content and operations to promote social responsibility, VSK 2024 embodied a commitment to advancing sustainability content programs and operations within the industry.







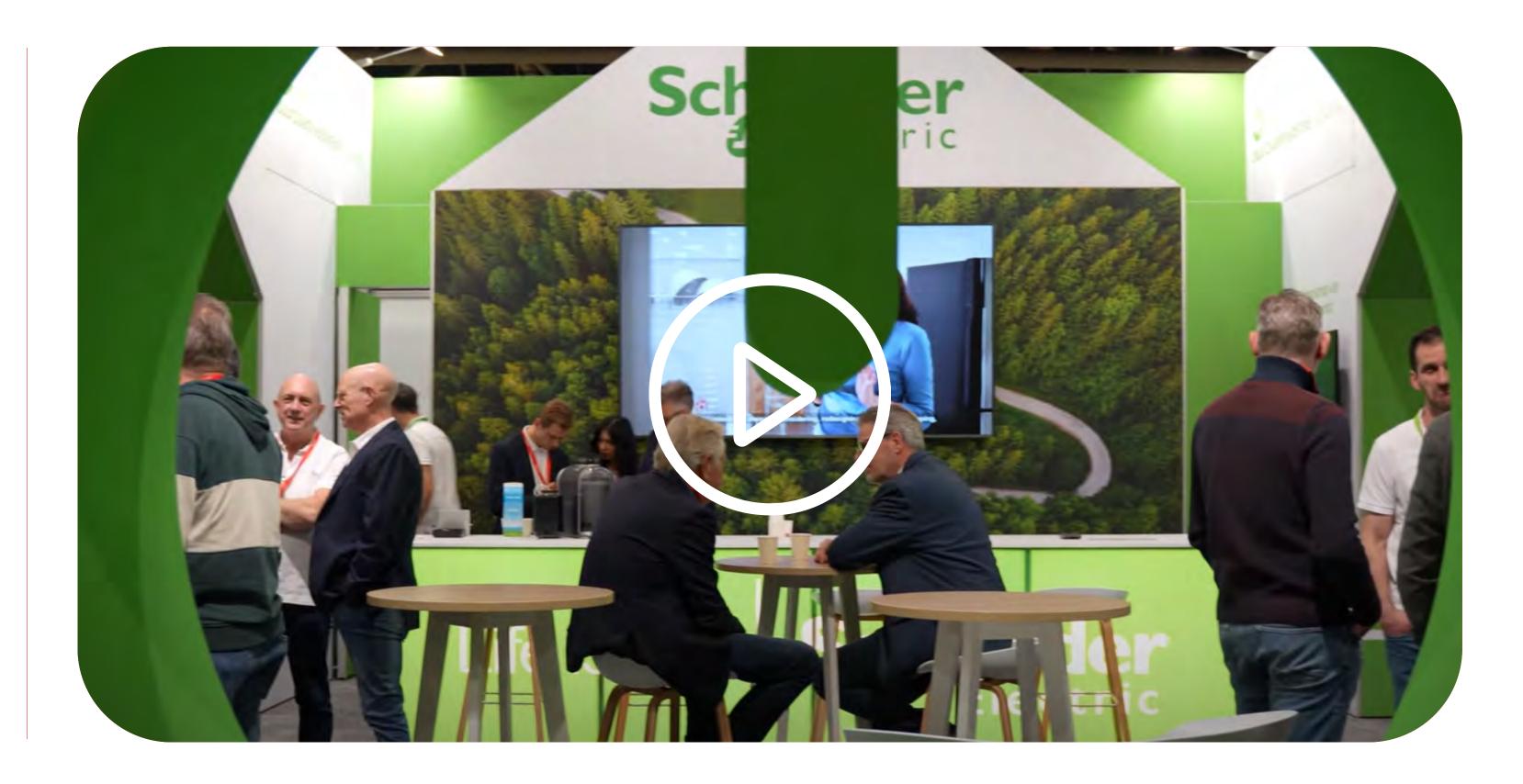






An impression of our initiatives

Watch the video











4.1

By awarding exhibitors for their sustainability efforts (products as well as their participation) we created extra incentives for them to go full force during the trade show and we stimulated others to follow their example.

VSK Awards were presented to the best companies, ideas, and products in categories such as energy transition and circularity, with winners selected by a professional jury.

Fitting award was presented to the exhibitor who best embodied the event's values. Eight finalists were assessed on the use of circular materials in their stand, waste separation, sustainable presentations, sustainable products, diversity of the team, marketing material.

Inclusive Award by Techniek Nederland was presented to the companies that are forerunners on diversity and inclusion (culture, gender, age, nationality, religion and preferences).

'Koeltroffee' (cooling award) was presented to the company that realised innovations in cooling and/or air-conditioning technology.





Knowledge-sharing and inspiration

4.2

Sessions to inspire

By knowledge-sharing about sustainability we nudged our exhibitors and visitors to embrace sustainability in their work. Not only by facilitating keynote and content sessions but also by sharing best practices on sustainability.

Sustainability route

We offered exhibitors the chance to take part in a sustainability route. Visitors could follow a designated sustainability and innovation route, marked by green and yellow pinpoints on the map, showcasing exhibitors with sustainable products and innovations.

107
out of 132 sessions
Were about a sustainable related topic*.

Symbol 108
Visitors registered for these sessions
73% of the total registrants attended a session related to sustainability.

The average rating of the sessions with a susainability topic was a...

711

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711

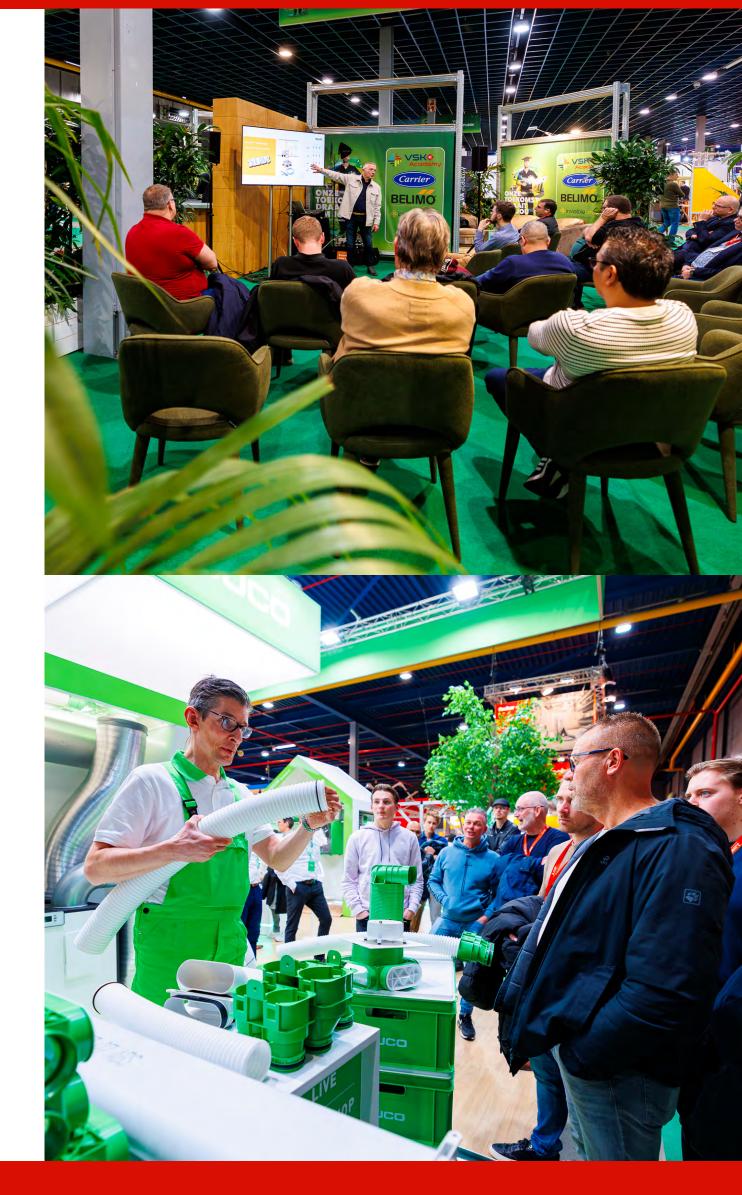
The average rating of the sessions with a susainability topic was a...

711

The average rating of the sessions with a susainability topic was a...

73% of the total registrants attended a session related to sustainability.

*See Appendix 5 for a list of the most visited sessions







Diversity and talent development

4.3

Ladies networking event

Recognizing that sustainability encompasses diversity and inclusion, we hosted a networking event for 50 women to encourage greater diversity within the predominantly male-dominated installation sector, fostering a more inclusive industry.

Student and career development

We offered a career square to stimulate young professionals to choose for a study or career in the installation sector. On top of that, students could follow a student route along exhibitors who offer education and development options.

VSK academy

The sector is continuously developing; therefore, we organised the VSK academy. Education, training and broadening knowledge is more important than ever since the business is striving to sustainability.













Accelerating social responsibility

4.4



Princess Máxima Centre for Pediatric Oncology

We encouraged visitors to responsibly dispose plastic bottles and cans in designated waste bins, with the proceeds from can and bottle deposits donated to our partner, the Princess Máxima Centre for Pediatric Oncology.

In 2023 the total amount was € 9,752.69.



Trees for All

Our webshop facilitates donations to the Trees for All Foundation, which focuses on planting trees for climate improvement, biodiversity and healthier living conditions. For every event held at Jaarbeurs, a tree is planted. We donated 3,782 trees in 2023.



Helen Dowling Institute

Just before VSK we signed a new partnership with Helen Dowling Institute to support psychological care for cancer patients and research efforts. Donations could be made via our catering app and webshop.

NEW PARTNER













Circular participation packages

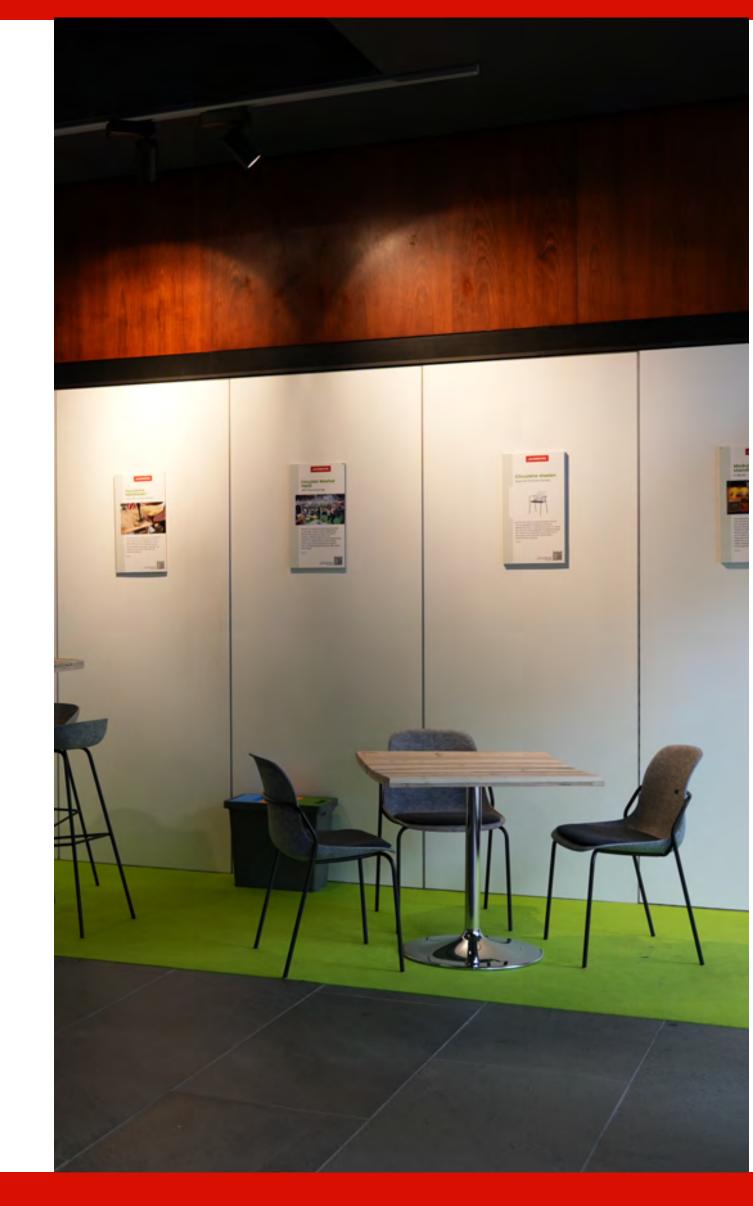
4.5

In November 2023 we introduced new participant packages containing sustainable and circular materials resulting in lower CO_2 emissions than the traditional participant packages. For instance, these packages contain a waste separation bin, LED lighting, and Vepa furniture made of recycled plastic bottles or residual wood. Furniture is assembled by people who experience barriers to employment via the social job placement agency WerkPro. On the next slide sustainability data about the participation packages can be found.

JMT Nederland BV takes care of the renting and logistics. A-Booth supplies the modular walls that consist of 75% recycled materials. With this sustainable stand construction package, exhibitors really make a sustainable impact on the event floor. In addition, Jaarbeurs uses sustainable event floor coverings from JMT Floorcoverings.

14% floorcoverings in the webshop were sustainable. sustainable.

Rewind floorcoverings was used. saving 1,501.50 kg CO₂e













Data on circularity within the participation packages

4.5

	Vepa chair*	Vepa stool*	Table*	Rewind floor coverings**	Aluvision***
Percentage recycled material the product is made of	79%	64%	100%	(0%) '	75%
CO ₂ e	10,7 kg	10,9 kg	Unknown	0,21 kg/m2	Unknown
Recyclability	100%	100%	100%	100%	99%
Less CO ₂ e compared to traditional option	-68%	-67%	Unknown	-55%	Unknown
Certification	See Appendix 2	See Appendix 2	WerkPro 🟂	ECO PLATFORM CERTIFIED Cradle to Cradle SILVER	eventsost SUSTAINABLE EVENT

Recycled materials cannot be used currently due to low pollution levels in the raw materials, but the production process requires 85% less energy and no water or latex anymore.

For more information: *See Appendix 2, ** See Appendix 3, *** See Appendix 4













Hospitality

4.6

Jaarbeurs itself provides the whole hospitality product range in all of its restaurants and on site. In order to reduce CO₂, the product range has now become largely vegetarian. Meat that we do serve has at least two 'Better Life' quality mark stars and fish has the ASC/MSC quality mark. We prepare the food as much as possible on the spot and the menus of our various hospitality activities are aligned with each other so that we can make as efficient use as possible of fresh products. No matter how careful we purchase and plan, sometimes good food is left over. With our collaboration with Too Good To Go, meals are given a second chance. With the smart waste bin Winnow we record the food that comes back from events. By doing this we can adjust ourselves for a future without food waste. In the foodbook menu we offer 80% vegetarian options for exhibitors. Together with the Province of Utrecht and other organisations located in Utrecht we signed the covenant to buy local food.



See Appendix 6 for impact of our hospitality







Sustainability pledge signed

4.7

At VSK three leading companies signed the first Sustainability Pledge for BouwBeurs 2025 and VSK 2026. Through the pledge we aim to encourage both our exhibitors (and visitors at a later stage) to prioritise sustainability when attending our trade shows within the construction and installation sector.

Jaarbeurs commits to:*

- 1. Full dedication to become carbon neutral in 2030.
- 2. Showing leadership in the industry through transparancy on ESG goals and boost sustainable transition within the industy.
- 3. Taking social responsibility through supporting social initiatives.
- 4. Supporting and inspiring exhibitors to participate more sustainably in their participation.

Signees (exhibitors) to the pledge commit to:*

- 1. Utilizing **circular materials** for their stand and circular promotional materials at their stand.
- 2. **Traveling** as a team to VSK by train and ensure low-carbon transportation of materials to the VSK venue.
- 3. Embracing responsible consumption through reducing or eliminating the use of disposables, opting for sustainable food options whenever possible and disposing of any waste generated responsibly.
- 4. Sharing sustainability **knowledge** with connections.

To enable the success of the pledge commitments and to support signees in achieving their promises, Jaarbeurs provides a checklist along the signature of the pledge.









^{*} See Appendix 1a for exhibitor checklist, 1b for visitor checklist and 1c for Jaarbeurs' initiatives

JAARBEÜRS



Our partners

4.8

Partners sustainable stand construction and operations



Social partners







Helen Dowling Instituut

Psychologische zorg bij kanker

Sector partners





























5. Lessons learned

- Even though we see that sustainability is becoming the norm within more and more of our industries, it needs **full focus** in order for it to really thrive. And that is a huge challenge for the events industry. We can create as many awards, routes and content programs as we would like but if the exhibitors forget to check the circularity of their participation itself it becomes difficult.
- As organisers and facilitators, we must continuously give the **good example**. Show them how sustainability contributes to their success and give them incentives to go full force on the topic. The CSRD legislation in Europe is going to further foster this.
- We are dependent on our **suppliers** when it comes to sustainable materials, data and logistics. Therefore, it is important to keep short lines and stay up to date on developments.
- Even though sustainability can be a topic in the industry it doesn't mean that the visitors are eager to embrace it when it comes to F&B choices, using public transportation etc. So, we are working on **incentives** on this part as well (pricing, rewards etc) to help further accelerate this.
 - We must never forget that **social responsibility** is part of our industry as well. We must include not just donation programs but also give way to initiatives for people with a distance to the labour market. We have started working with students with a mental disability of Spelderholt Academy. These students work in our hospitality at events. And at the Sign Language Bar, people with a hearing impairment work as barista. Visitors can order coffee with sign language, which is explained at the bar. We have the ambition to scale up these initiatives.

> Appendices









6. Future perspective

From now onwards we want to encourage our exhibitors and visitors to join the **pledge** so they keep their focus on sustainability even more when coming to Jaarbeurs in the near future. We start with the construction and installation portfolio but other industries will soon follow.

- As well for VSK as for our other trade shows, we want to encourage more exhibitors to take part in the sustainability route, so sustainability will even be more visible at the event and in the industry.
- \bigcirc We have the ambition to organise the first fully circular trade show by 2027; BouwBeurs.
- \bigcirc That includes our initiatives on social wellbeing and diversity and inclusion as well.

In order to make radical changes within our portfolios we must work together with the whole supply chain. We are keen to work with our stakeholders, including exhibitor, visitors and suppliers to reach a truly sustainable future and we would like to prove that the events industry is capable of making a huge positive impact (instead of a negative one which it is accounted for nowadays).

















Appendix 1a

Checklist exhibitors Sustainability Pledge





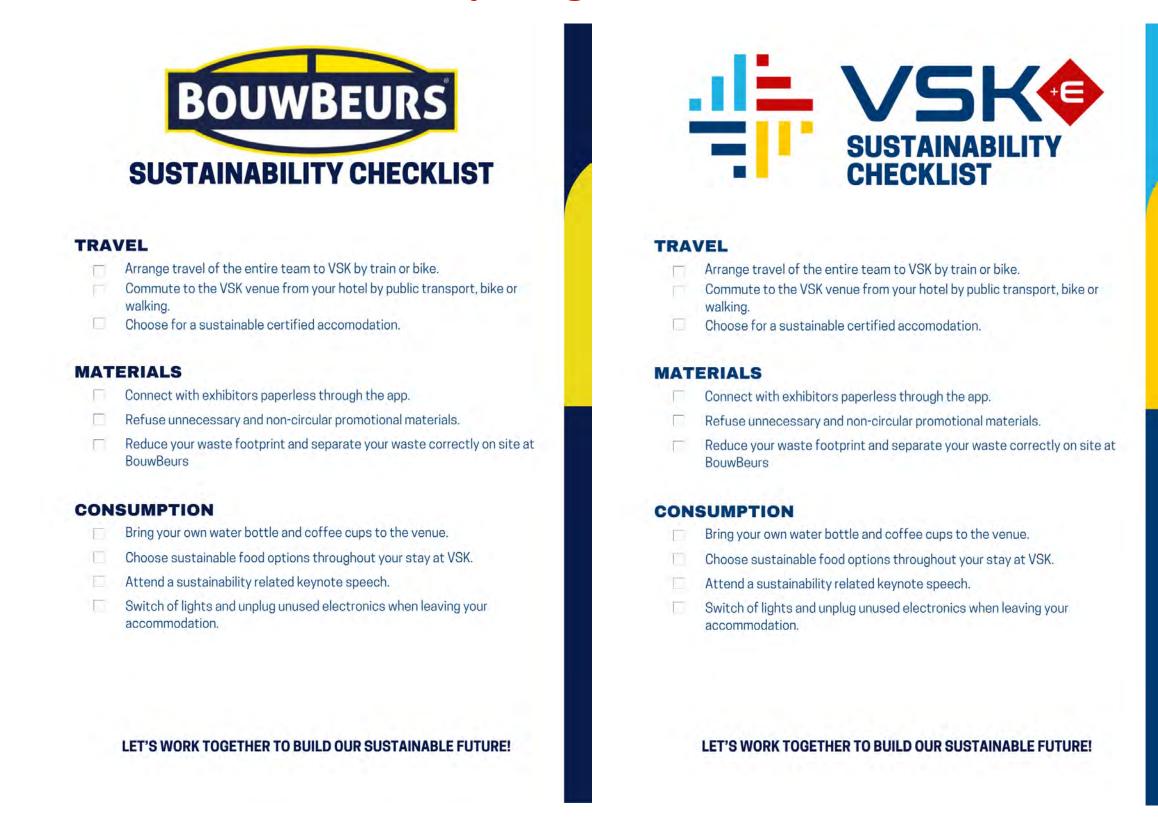






Appendix 1b

Checklist visitors Sustainability Pledge to be continued...









JAARBEURS



Appendix 1c

Planned initiatives for BouwBeurs 2025, to be continued...

Concept development

- An inspiring program on sustainable construction in the Circle Theatre
- Speeches with 'need to know' information on sustainability topics
- Sustainability route
- 80% of the exhibitors offer sustainable products and services
- The Transition dinner will be organised to make impact on decisions takers in construction and installation.
- Partners with media companies
- 25% of the exhibitors signs the pledge
- Marketing awards for most sustainable stand, most sustainable program and most sustainable innovation.

Operations

- Suppliers offer sustainable transportation
- Completely sustainable menu and transparent communication about the ingredients
- Working together with Spelderholt, students with a distance to the labour market who will work in hospitality.
- Sing language bar, a coffee bar with auditive disabled baristas.
- New initiatives on reducing residual waste.

Webshop and stand construction

- Circular participation package a default
- Rewind floorcoverings as a default
- Sustainable materials and products are easier to be found in the webshop

Logistics

• Sustainable logistics as much as possible.







Appendix 2

Vepa furniture

	Vepa	Market average	Better than market average	Market average based on	Sustainable produced in The Netherlands	Demountable	Remountable	% Recycled content	% Recyclibility
Product	CO ₂ (kg)	CO ₂ (kg)	CO ₂ (kg)					%	%
Felt stool	10,9	33	22,1	Average conference chair	Yes	Yes	Yes	64	100
Felt fine chair	10,6	33	22,4	Average conference chair	Yes	Yes	Yes	79	100
Table WorkPro	?	70	?	Average conference table (200 x 100cm)	Yes	Yes	Yes	100	100









Felt Fine chair certifications

PET-felt – 100% post consumer

ISO 9001 - NL

ISO 14001 - NL

FSC

Felt Fine – GS – certificering

Felt Fine ZA – NEN EN 16139

Felt Fine MA – NEN EN 16139

Hemp & Felt – BS 5852

Ecolabel

Oek-Tex

Felt High school certifications

PET-felt – 100% post consumer

ISO 9001 - NL

ISO 14001 - NL

FSC

PEFC

Hemp & Felt – BS 5852

Ecolabel

Oek-Tex





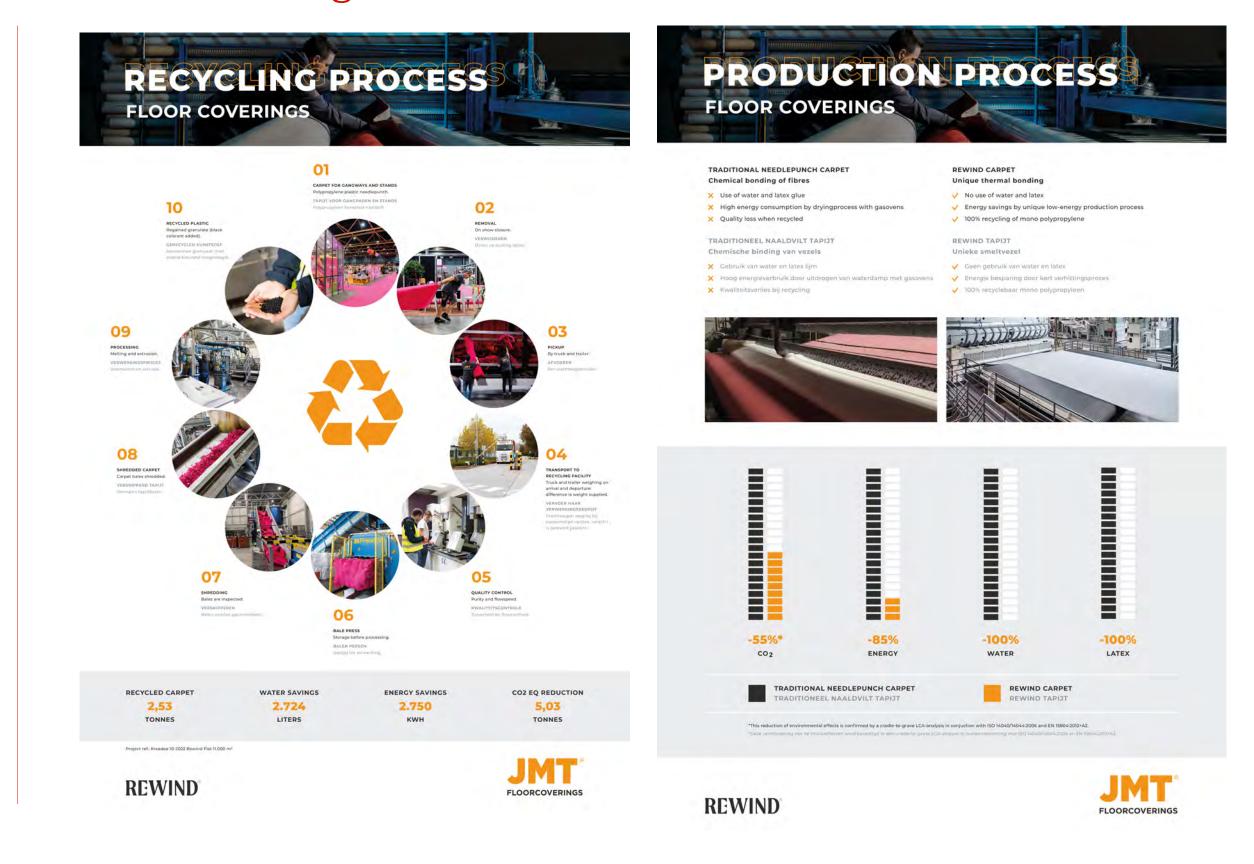


JAARBEURS



Appendix 3

Rewind floorcoverings





Appendix 4

Aluvision - A-booth

- Profiles are extruded in BeNELux, Hydro Drunen.
- The frames are 75% made of recycled material
- Production in Belgium according to EU standards, product delivery from Belgium
- The frames are fully reusableand designed to last.
- 100% recyclable material without loss of quality
- Plug and play modular system, no tools needed for assembly
- Highest precision standards in aluminum frame and LED tile production
- Anodizing does not affect the recycling process and ensures a maintenance-friendly product because it stops the natural separation of grease (inherent in aluminum). No greasy fingers, so less use of soap and water
- Anodized according to Qualanod certification
- Can be fully covered with only polyester tendon cloths, which makes the use of PALBOARD unnecessary









JAARBEURS



Appendix 5

Sustainable sessions

- BRYS a fresh look at summer comfort (BRYS een frisse blik op zomercomfort)
- Circular installations: the hidden impact of energy transition (Circulaire installaties: de verborgen impact van de energietransitie)
- CO certication: update and challenges (CO-certificering: update en uitdagingen)
- The indoor heat pump in practice: heating and ventilation without an outdoor unit (De binnenwarmtepomp in de praktijk: verwarmen en ventileren zonder buitenunit)
- The opportunities for the renovation market with heat pumps (De kansen voor de renovatiemarkt met warmtepompen)
- The future of solar energy in sustainable housing (De toekomst van zonne-energie in duurzame woning)
- The five solutions for ventilation in renovation construction (De vijf oplossingen voor ventilatie in de renovatiebouw)
- Sustainable cooling and heating route (Duurzaam Koelen en Verwarmen Route)
- Sustainable renovation: Energy-efficient ventilation solutions (Duurzaam renoveren: Energiezuinige ventilatieoplossingen)
- A new perspective on boiler replacement (Een nieuwe kijk op ketelvervanging)
- Electric heating concepts for every type of building; How do we control our energy (Elektrische verwarmingsconcepten voor ieder type gebouw; Hoe beheersen wij ons energieverbruik met behoudt van comfort?)
- ETHERMA makes flat gas-free (ETHERMA maakt appartement gasloos)
- F-gas consultation (F-gassenspreekuur)
- Guaranteeing the performance of hybrid heat pumps: what role does the installer take? (Garantie op de prestatie van hybride warmtepompen: welke rol pakt de installateur?)
- High Tea and guided tour for women in refrigeration technology (High Tea en rondleiding voor vrouwen in de koudetechniek)
- How not to fall off the roof tomorrow? (Hoe val je morgen niet van het dak?)
- Hybrid in the heat transition. The questions answered (Hybride in de warmtetransitie. De vragen beantwoord)
- Hybrid is good, all-electric is better! (Hybride is goed, all-electric is beter!)
- Cost trend: get more out of your installation hours (Kostprijsontwikkeling: haal meer uit je installatie-uren)
- Refrigerants of the future (Koudemiddelen van de toekomst)
- With the Nexans MOBIWAY Mob and Easy Strippable cables, you work up to 90% faster! (Met de Nexans MOBIWAY Mob en Easy Strippable kabels werk je tot 90% sneller!)
- Mymesh, the most sustainable solution for wireless control of light, climate and sun blinds (Mymesh, de meest duurzame oplossing voor draadloze besturing van licht, klimaat en zonwering)











- NEN1010: questions and solutions around electrification (NEN1010: vragen en oplossingen rondom elektrificeren)
- Preventing grid congestion through smart techniques (Netcongestie voorkomen door slimme technieken)
- New quality mark for Infrared Panels the added value for professionals and consumers (Nieuw keurmerk voor Infrarood Panelen de toegevoegde waarde voor professional en consument)
- New heroes: students and role models (Nieuwe helden: leerlingen en rolmodellen)
- NVKL presents winner Cooling Trophy 2024 (NVKL presenteert winnaar Koeltrofee 2024)
- NVKL Talk: Innovation: more efficiency, less energy consumption (NVKL Talk: Innovatie: meer rendement, minder energieverbruik)
- Environmental Act, WKB and (B)ENG: consequences for the installation sector (Omgevingswet, WKB en (B)ENG: gevolgen voor installatiebranche)
- Scaling up: installing heat pumps faster and more effectively (Opschalen: sneller en effectiever warmtepompen installeren)
- Panel discussion: Tech jobs with-and from-the future (Panelgesprek: Techbanen met- en van de toekomst)
- Personnel under Peak Stress, 3 solutions for the time ahead! (Personeel onder Piekspanning, 3 oplossingen voor de komende tijd!)
 Pioneering with prefab (Pionieren met prefab)
- Sanitary technology: trends and challenges (Sanitaire techniek: trends en uitdagingen)
- Saving energy smartly and sustainably with the right lighting (Slim en duurzaam energie besparen met de juiste verlichting)
- Smart Sustainability: Collective Installations in Multifunctional Buildings (Slimme Duurzaamheid: Collectieve Installaties in Multifunctionele Gebouwen)
- Achieving smarter sustainability with Digital-Twin-as-a-Service (Slimmer verduurzamen met een Digital-Twin-as-a-Service)
- Smarter, faster and more fun with software (Slimmer, sneller en leuker met software)
- Terberg Totaal Installaties takes you behind the scenes at Wonderwoods: find out all about the advanced installations (Terberg Totaal Installaties neemt je mee achter de schermen bij Wonderwoods: ontdek alles over de vooruitstrevende installaties)
- Presentation of NVKL Cooling Trophy 2024 and presentation by football referee Bas Nijhuis (Uitreiking NVKL Koeltrofee 2024 en presentatie door voetbalscheidsrechter Bas Nijhuis)
- Expert adjustment of future installations (Vakkundig inregelen van toekomstige installaties)
- From 'grey' to 'green' climate systems (Van "grijze" naar "groene" klimaatinstallaties)
- From charging station to battery: the role of emobility in the built environment (Van laadpaal tot batterij: de rol van emobility in de gebouwde omgeving)
- Ventilation change: the red carpet for the heat pump (Ventilatiewissel: de rode loper voor de warmtepomp)
- Heat pump trends 2024: getting on with it (Warmtepomptrends 2024: doorpakken)
- What opportunities does the circular transition present for you? (Welke kansen biedt de circulaire transitie voor jou?)
- Wise lessons from the heat pump specialist (Wijze lessen van de warmtepompspecialist)

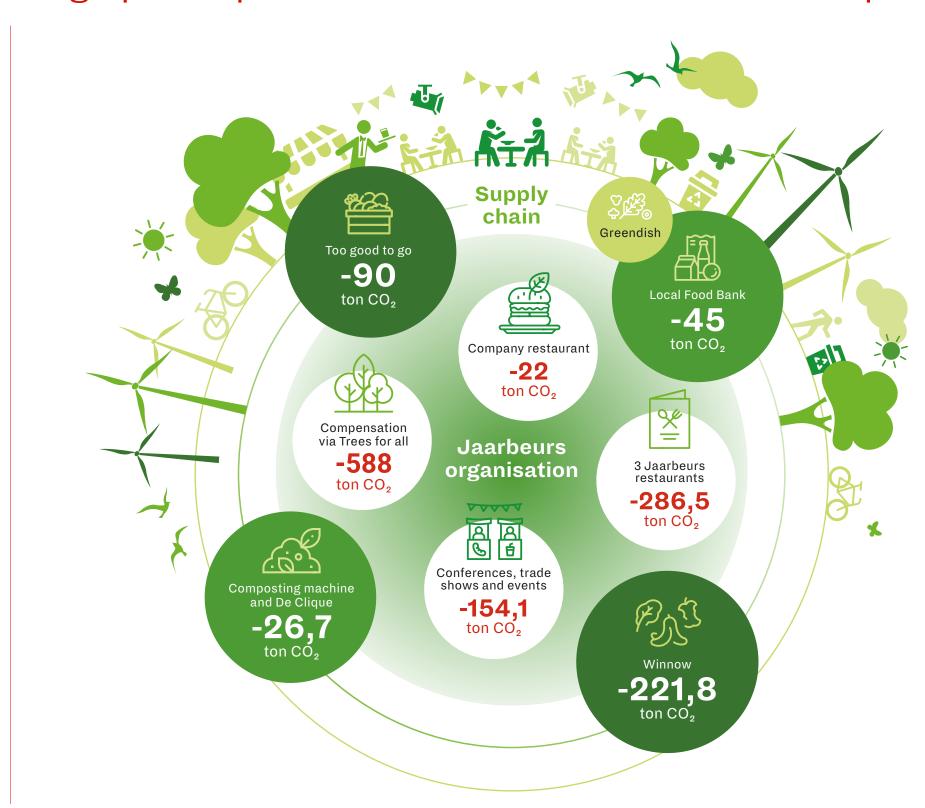






Appendix 6

Infographic Impact sustainable choices Jaarbeurs Hospitality



Impact of the hospitality measures



Total saving

846,1 ton CO₂



Preventing waste

177.916 meals saved



CO₂ compensation

11.500 trees planted



Composted

82.800 kg

The calculations of the CO2impact were performed by New Economy. Data provided by Jaarbeurs and/or its suppliers was used for this purpose. To calculate the impact in 2023, the data of a 'normal' year with visitors as in 2019 was used. To determine the CO2impact, public data from RIVM and CE Delft was used where possible, and missing data was filled in by expert assessments and estimates from New Economy.







