



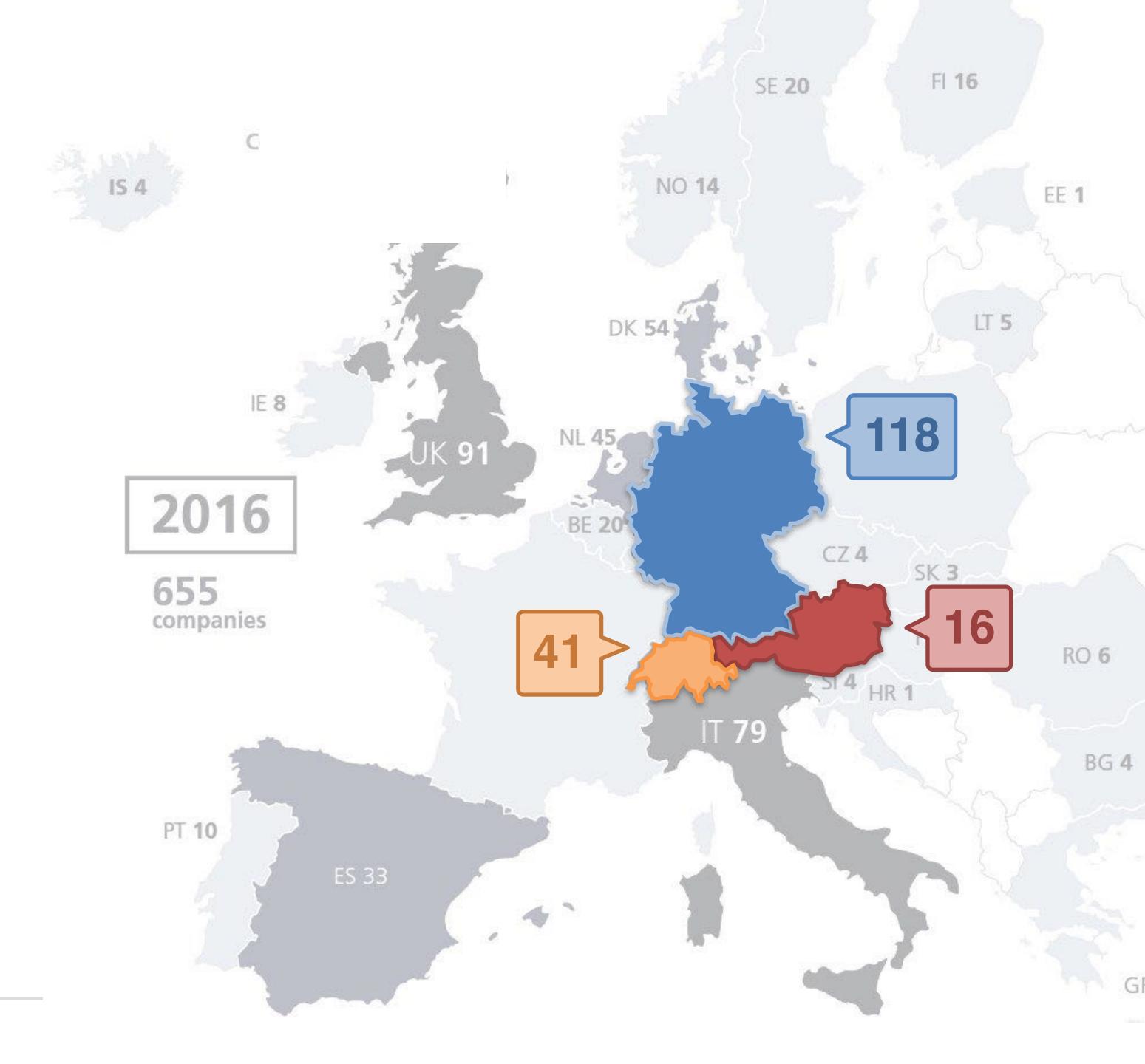
NATREFS - LESSONS LEARNED FROM THE GERMAN-SPEAKING MARKET

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A LEADING NATREFS SUPPLIERS REGION

175 out of 655 European suppliers of NatRef solutions are based in the "D-A-CH" region = nearly 1/3 of all European countries

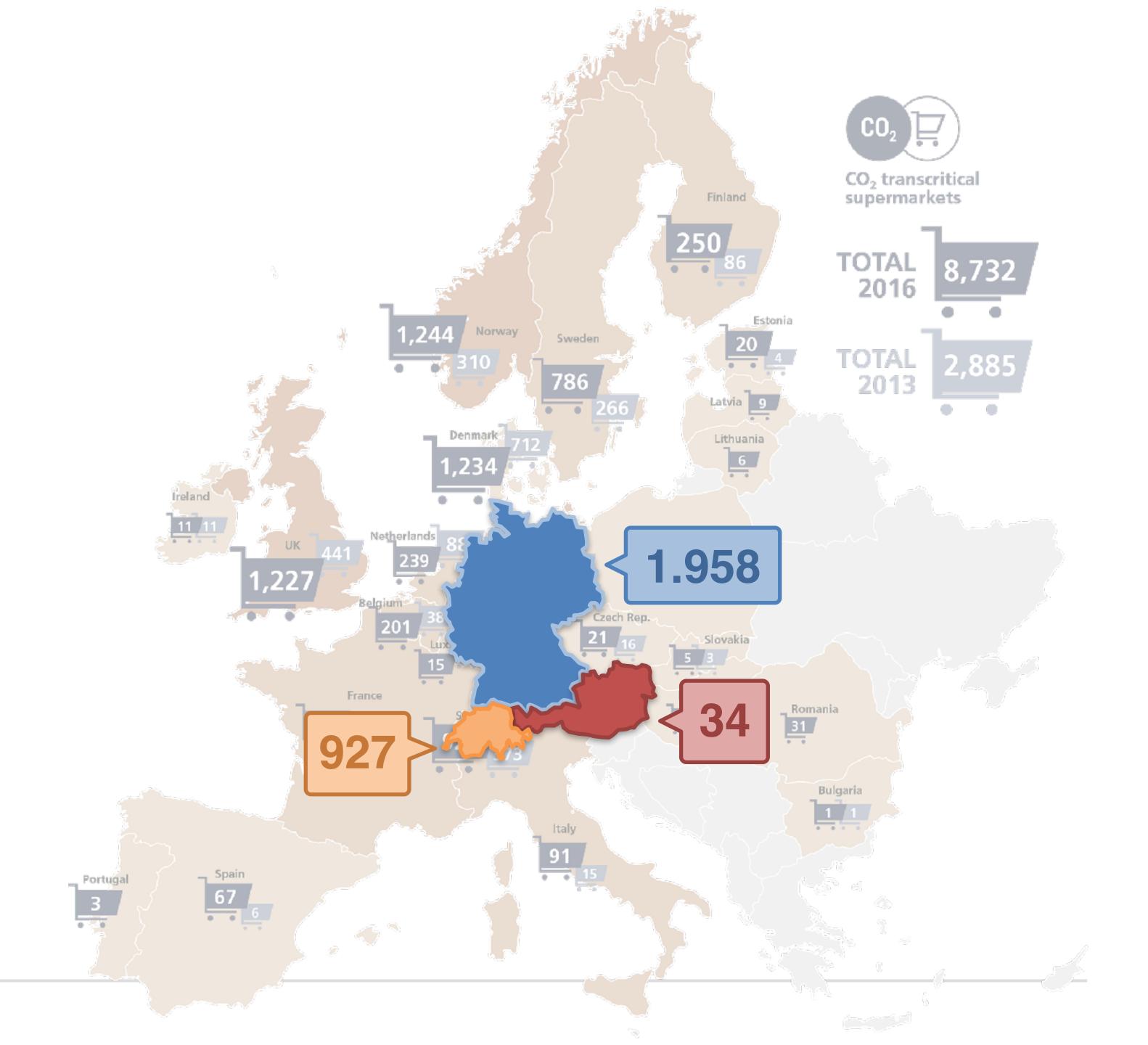




A LEADING REGION FOR CO₂ TC FOOD RETAIL STORES

2.919 out of 8.732 food retail stores equipped with CO2 transcritical systems were located in the "D-A-CH" region in 2016 = nearly 1/3 of all European countries

DE and CH are among the absolute leaders Europe-wide; CH has a much higher market penetration than DE adjusted for its size

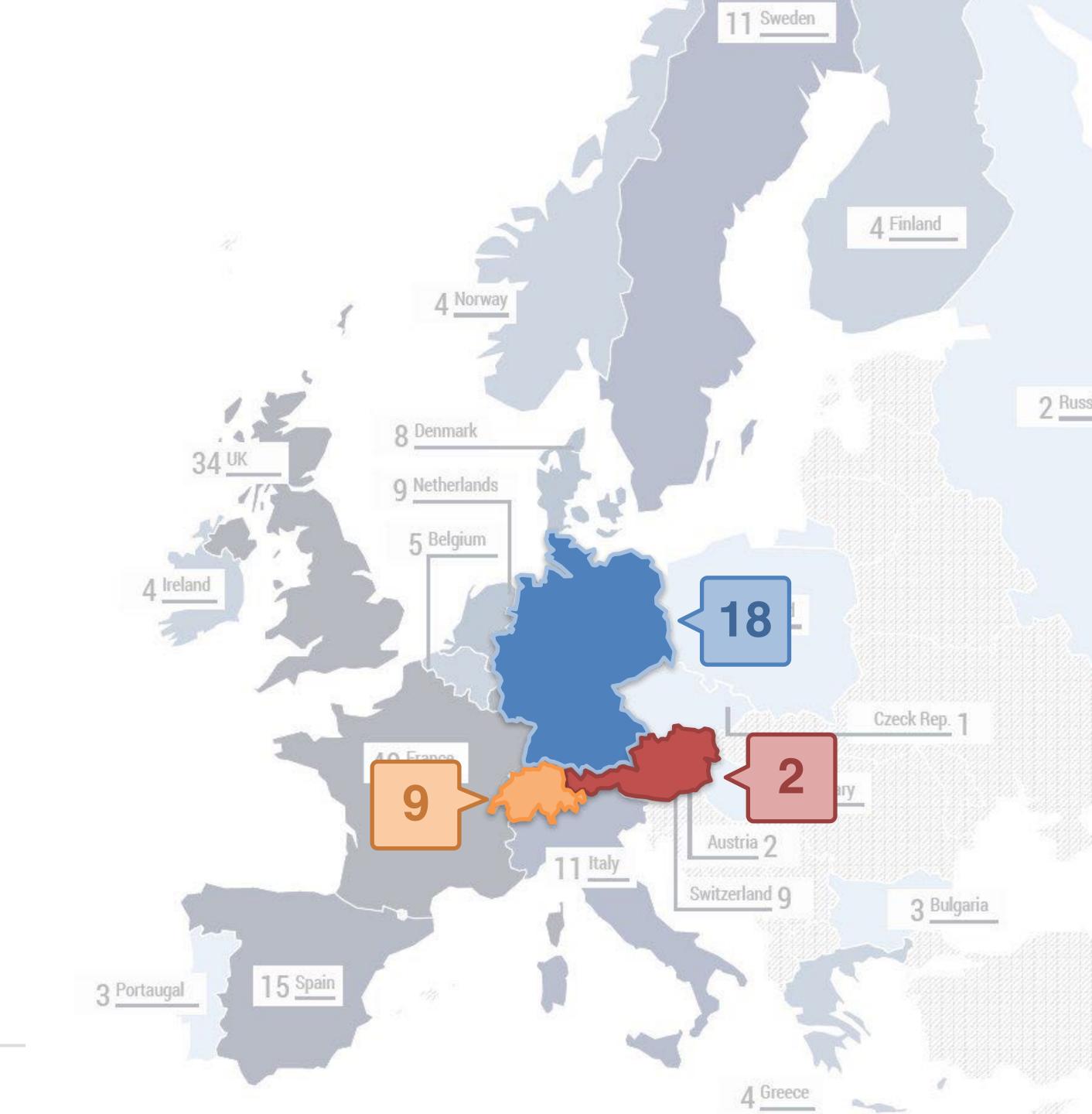




A NATREFS TRAINING REGION WITH UNEXPLOITED POTENTIAL

29 out of 193 European training providers are based in the "D-A-CH" region = 1/6 of all European countries

as compared to other EU regions, especially Austria has some gaps to close







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