

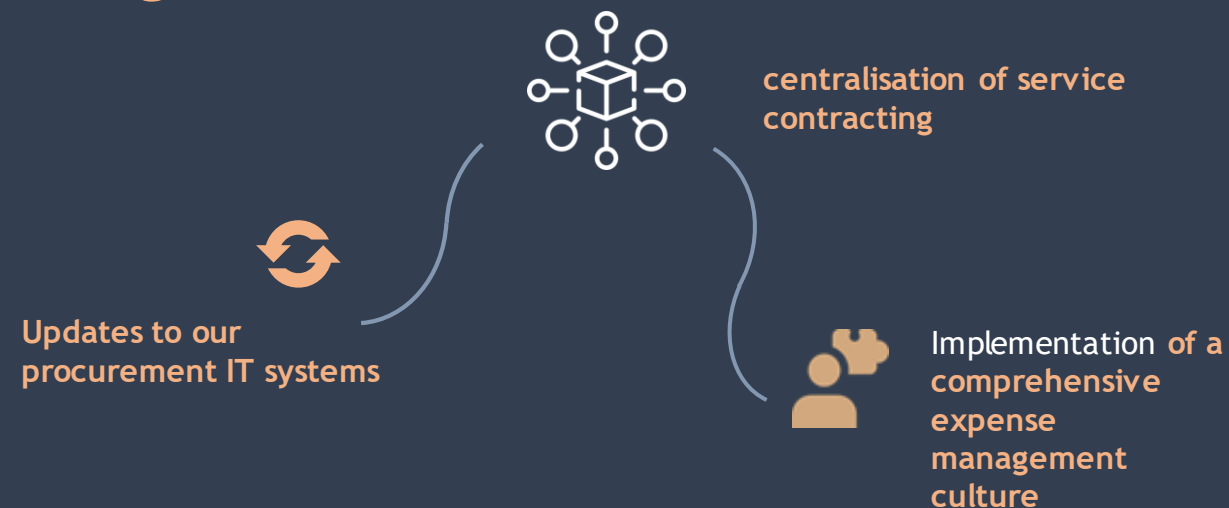
New procurement model

Transformation of Procurement

Key objectives

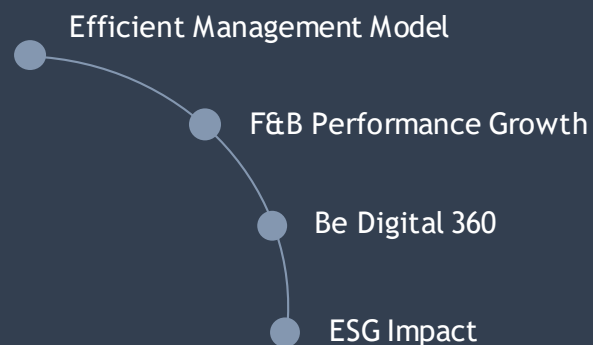
- Facilitate the **evolution of service contracting**
- Implement **transactional and analytical technologies**
- Guarantee the **appropriate governance of contracts and suppliers** and their need
- Accompany the **transformation of the operating model**
- Ensure **savings that are sustainable** over time
- Integrate ESG criteria** (Environmental, Social and Governance) in the contracting and approval processes
- Increase the geographical scope** of the Procurement service, and **make it more attractive** for hotels under management contract

3 Main working areas



Strategic alignment

Accompanies the following strategic projects



New policy for a new model



Reinforces the management and relationship model



Promotes selection and standardisation criteria which are responsible towards the environment

Meliá Home Available at Meliá Home

TOWARDS A CIRCULAR HOTEL

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FY 2020

GLASS



1,738 Tn
48% Returnable

PLASTIC



47.9 Tn
18.7% Recycled
0.20% Compostable
48.8% Recyclable

METAL (*)



9.5 Tn
24.3% Recyclable

(*) F&B containers currently are not allowed to use recycled content in their packaging

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-30.9 Tn /yr
-45% Plastic
100% Recycled

↓
REDUCE
AMENITIES
(Plastic)



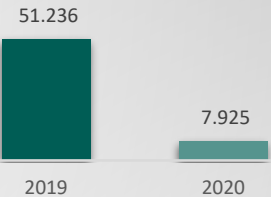
-30.9 Tn /yr
-45% Plastic
100% Recycled

↓
REDUCE
AMENITIES
(Plastic)



-0.27 Tn
-60% Plastic
100% recycled

↓
REDUCE
BEDDING
PACKAGING
(Plastic)

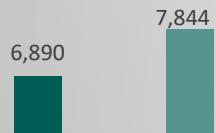


FRUIT & VEGETABLE
RETURNABLE
PLASTIC
CONTAINERS

FY 2020



Total waste Generated: 17,890 Tn
Total waste used/recycled/Sold: 11,000 Tn



Total waste disposed Target

COUPA: new procurement IT systems. This new tool, COUPA. It was defined two analytical layer to identify packaging use (Primary, Secondary & Tertiary) and its characteristics.

SUPPLIER INTERVIEWS: we work with suppliers to better understand the characteristics of the products and expand our packaging database to measure Packaging KPIs

TOWARDS A CIRCULAR HOTEL

FY 2020

Packaging Materials	Coverage (% of cost of goods sold)	Total Weight (metric tonnes)	Recycled and/or Certified Material (% of total weight)	Target 2020 (% of total weight)
Wood/Paper fiber packaging	0.01%	0	0%	0%
Metal packaging	7.2%	9.5	24.3%	5.0%
Glass packaging	48.8%	1,738.6	7.1%	5.0%

Plastic Packaging	FY 2018	FY 2019	FY 2020	What was your target for FY 2020?
A. Total weight plastic packaging (Tn)	664.01	221.22	47.90	110.5
B. % of recyclable plastic packaging	37.27%	39.68%	48.80%	
C. % of compostable plastic packaging	0.001%	0.041%	0.192%	
D. % of recycled content within your plastic packaging	1.26%	11.12%	18.68%	
Coverage (as a % of cost of goods sold)	44.32%	36.81%	39.98%	

FY 2020



Total waste Generated: 17,890 Tn
Total waste used/recycled/Sold: 11,000 Tn

