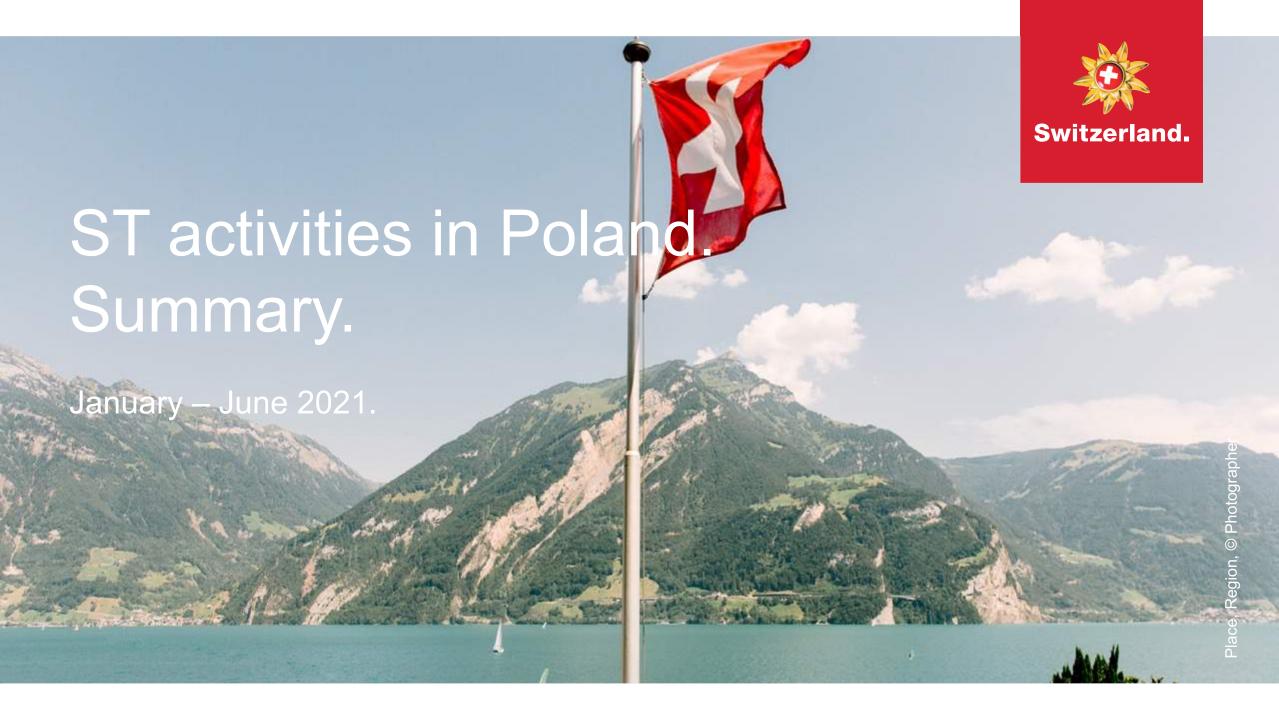


Switzerland.





Agenda.

- 1. Our winter campaign.
- 2. Our spring/summer campaign.
- 3. Recovery program with eSky.pl
- 4. Figures.
- 5. Some of our plans for the 2 half of the year 2021.







- Online weekend with gazeta.pl
- January
- Articles online
- Focus try it for the first time in winter
- Banners promoting articles
- Over 77'500 UU, 103 706 views,
- Average time on page 2:24 min
- Display reach: 8'994'978





eMarketing: winter weekend on wyborcza.pl.



- Online branding on wyborcza.pl
- Banners on main page with linking to MyS
- Weekend editions (January 15-17, February 20-21)
- Results: 752'680 UU, 753'293 PV, 3'253 clicks leading to www page and results: 2'721'730 views
- Branding linking to MyS 1'543'321 views with CTR 0,65% and 10'068 visits to our web page and with CTR 0,80% and 21'843 visits to our web page.



eMarketing: campaign with portal naTemat.pl.



- Articles on different sections (focus on women, family), followed by SoMe promotion
- Article on main portal na *Temat.pl* with reach of 425'000
- Display campaign with over 1'100'000 impressions (Instagram, FB, InstaSt)
- Video pre-roll with 105'000 PV



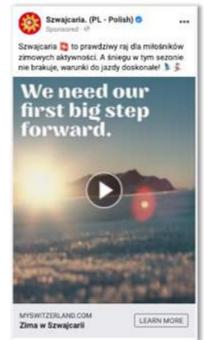


eMarketing: ST winter on FB.



- Posts promoted on ST fan page
- Focus: skiing and winter activities
- MyS/winter page promoted
- Winter videos ST & Key Story
- Impressions: 4'789'795
- Video ThruPlay 117'122













eMarketing: display winter campaign.



- Swiss winter push
- Display winter activities
- Our winter page promoted MyS/winter
- Commercial Break: 300'000 views,
 4'500 clicks, reach 150'00 UU
- Mobile reach media, 500'000 views
- Display, 4'500'000 views, reach around 1'000'000 UU







eMarketing: campaign with eSky.pl.



- Winter activities for the end of the season
- Banners on main page eSky.pl, deal page, flight, hotel page
- Discover new places section
- Webpage/app pushes
- Newsletter
- SoMe activities stories and posts (FB, Instagram)
- Reach: over 2'000'000 impressions



eMarketing: campaign in SoMe with a "celebrity". switzerland.

- 3-day contest with prominent, active in SoMe journalist Filip Chajzer
- Activities after his first trip to Switzerland (SNB in Laax)
- "My first time in Switzerland" contest on his SoMe
- Concept: picture posting
- Over 700 participants
- 3 prizes: Mammut backpacks
- Post reach over 1'000'000









- Display campaign
- 6'500 clicks, 2 mln views, reach around 400'000 UU
- Video campaign
- 31'000 views, reach around 30'00
 UU
- Sponsored FB post and video
- Impressions: 536'000







- Blogger couple trip to discover Swiss winter
- **-** 31.01 6.02
- Winter activities: sledging, snow shoes, winter hiking, snowboarding
- Destination: Aletsch Arena & Zermatt
- Instagram posts and stories on own channels and SoM of Travelplanet.pl
- Special movie from the trip
- Part of co-operation with Travelplanet.pl







KMM: active Influencers' trip in winter.



- 4 pax traveling by car to Switzerland
- Nendaz & Zermatt
- Overnight in Nendaz by Interhome
- Content production for upcoming winter
- Post, stories on spot (FB and Instagram)
- Special movie from the trip
- Contacts on spot around 750'000



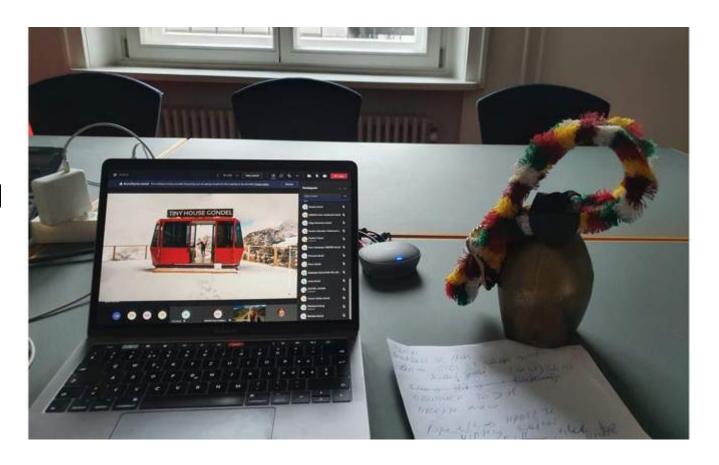








- March 4th
- Online meeting with media & influencers (via Teams)
- Sum up of 2020 and plans for 2021
- 27 participants
- Invitation via NL, FB group
- Update on the travel restrictions



KMM: meeting at the Embassy.



- Meeting with media and influencers
- Terrace of Swiss Embassy
- Warsaw
- Februar 24th, 14 pax
- Presence of Swiss Ambassador
- Raclette and Swiss specialties (chocolate & wine)
- Short update on travel situation
- Stories in Instagram and in SoMe of participants

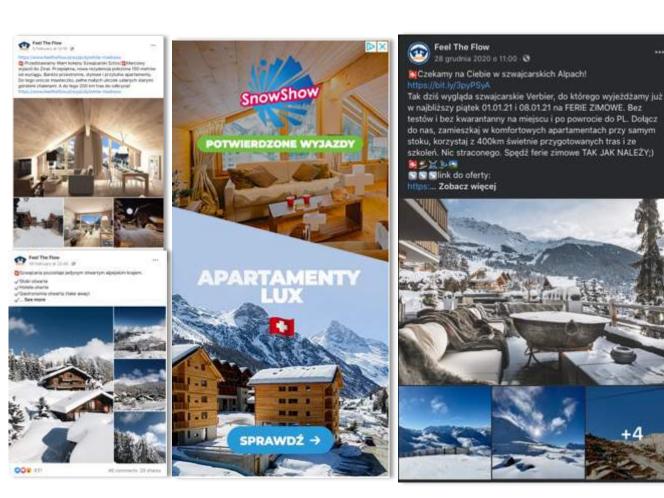








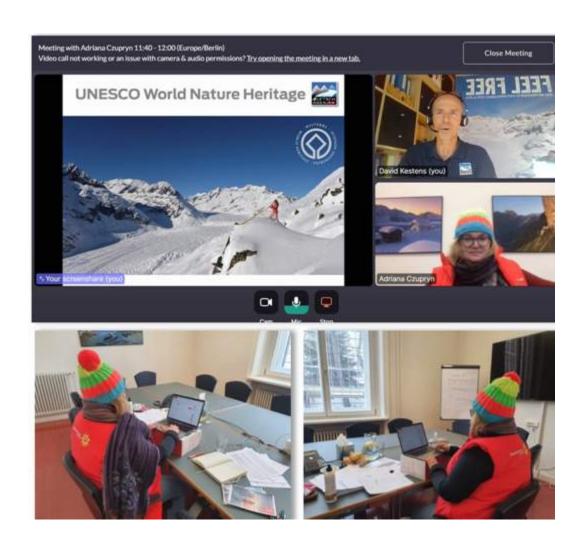
- TO's with group and individual stays
- Taksidi, Snow Show, Feel the Flow
- Activities promoting winter holidays in Switzerland
- FB promotion, GA, online articles
- Display campaigns
- Contacts: over 3'000'000
- Overnights: 5'000







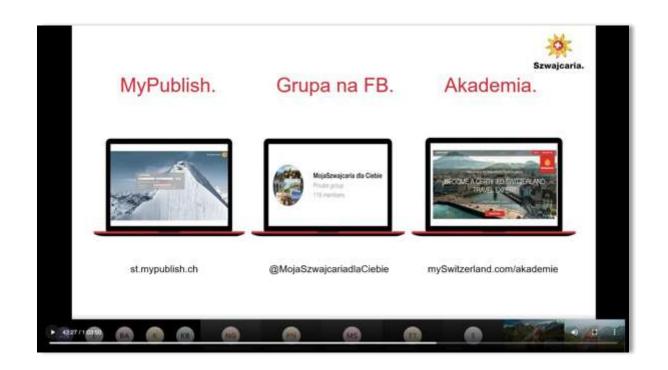
- January 18-19
- Virtual meetings with Swiss partners
- 16 participants from PL
- Adriana ST taking part in 35 meetings
- Very effective tool, lot of meetings and great exchange
- Plans and also up to date offers for the current winter season



Switzerland.

KAM: online meeting with tour operators.

- March 2nd
- Online meeting with KAM (via teams)
- Summing up of 2020 and plans for 2021
- 45 participants
- Invitation via NL, our FB group
- Update on the travel restrictions



KAM: fam trip with tour operators.



- March 8-12th
- 3 groups with 4 participants, each with ST guide
- 6 destinations altogether (2 for each group)
- Skiing/snowboarding experience
- Inspection at hotels on spot
- Swiss Travel Pass & SWISS incl.

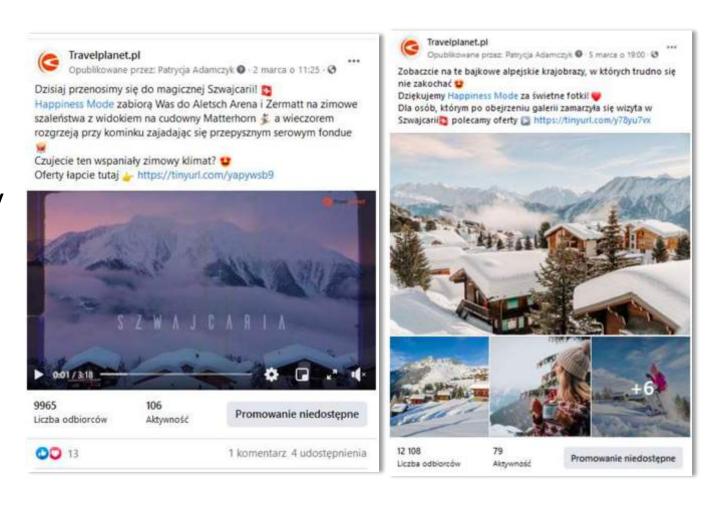








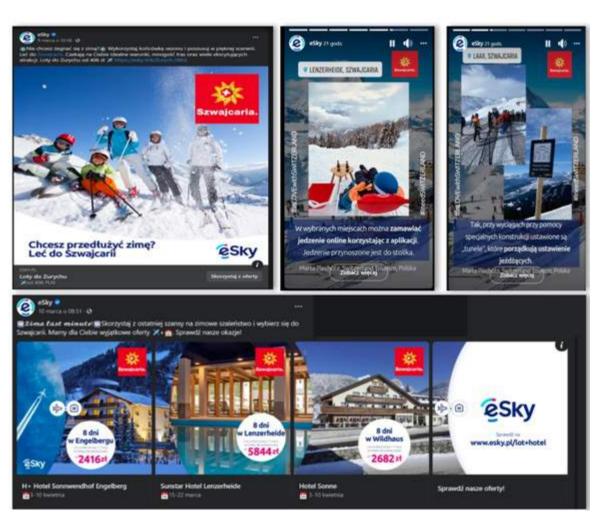
- Activities with travel portal promoting winter in Switzerland (content online)
- Promotion of video prepared by influencers via SoMe Contest for sales agents
- Dedicated NL
- Reach over 1'200'00







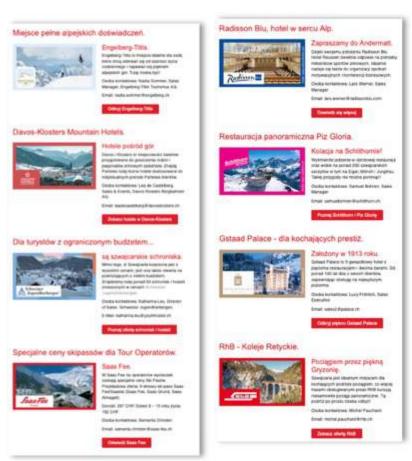
- Second part of winter activities for the end of the season
- Banners on main page eSky.pl
- Discover new places section
- Webpage/app pushes
- Newsletter
- SoM activities: stories and posts (FB, Instagram)
- Reach: over 2'000'000 impressions



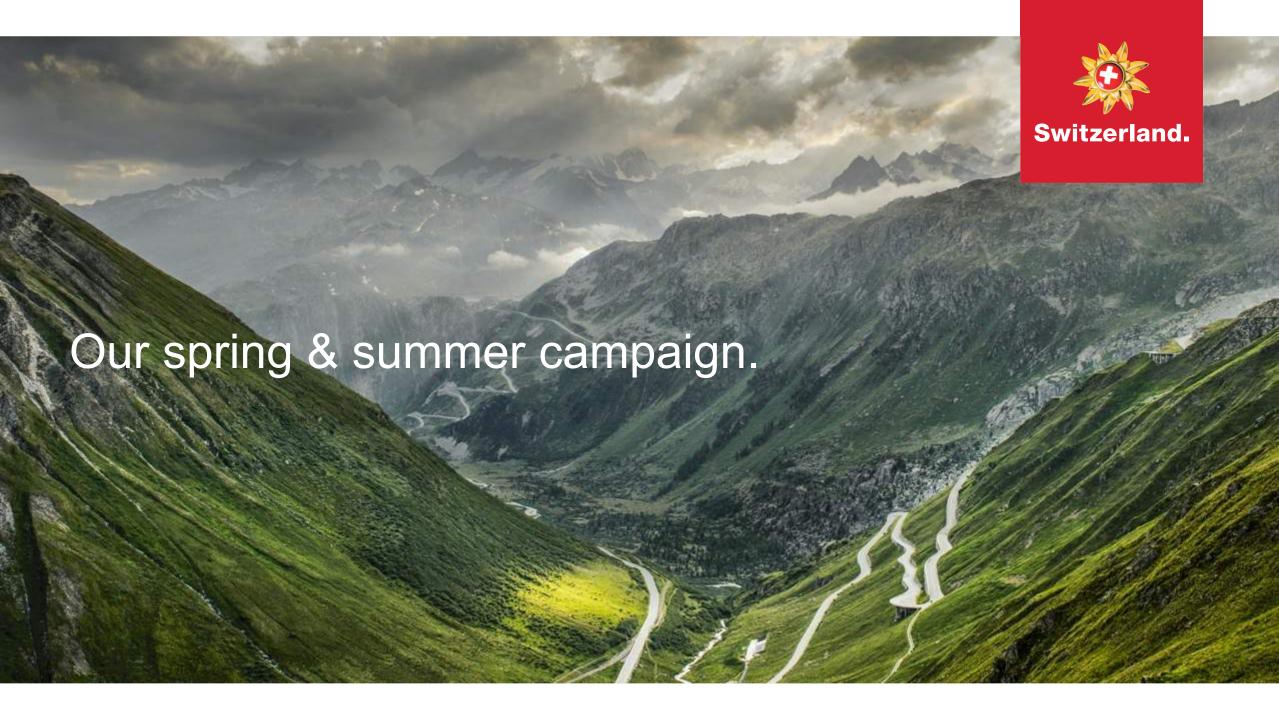
KAM: dedicated newsletters.



- 3 newsletters dedicated to winter destinations
- Partner from WSTM meetings
- Special offers and presentation of main highlights
- Each NL sent to over 750 recipients
- Information about travel restrictions
- Opening rate 17,41%







Promotion: online meeting by Wysokie Obcasy.



- "Women know what they want" series of online meetings
- Live on Facebook of women's magazine
 Wysokie Obcasy
- Discussion regarding #Swisstainable. Is eco travel possible?
- 3 participants: ST, blogger Blabliblu.pl and scientist
- 30'000 views, 30 likes, 200 people watching live.







- 4 articles with focus on Swisstainable, cities and Grand Tour published on nationalgeographic.pl
- Posts in SoMe (FB&Instagram) promoting articles.
- Post reach 583'000
- Articles UU: 31'000
- Part of recovery programm





Promotion: Roger Federer in media.



- News about Roger Federer's cooperation in promoting Switzerland
- Articles on new activities, plans and ideas for the future
- Information spread on horizontal as well as sports portals
- Positive comments and feedback from the community
- Reach: 920'000

Roger ambasadorem Szwajcarii



Federer promuje najpiękniejsze miejsca w Szwajcarii.

Roger Federer jest bardzo związany ze swoją ojczyzną. Szwajcaria ma szczęście mieć jednego z najlepszych, możliwych ambasadorów.

39-latek pochodzący z Bazylei przez większość czasu mieszka w swoim kraju i cieszy się tam ogromną popularnością wśród rodaków, którzy są z niego bardzo dumni.

Dwudziestokrotny mistrz imprez wielkoszlemowych nawiązał współpracę z narodowym blurem turystycznym My Switzerland. Ich relacja rozpoczyna się od artykułu, w którym Roger opowiada o cudach natury tego kraju i poleca miejsca warte odwiedzenia.

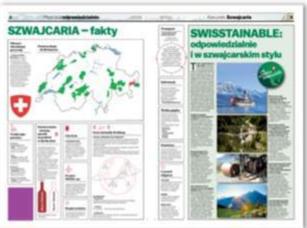


Promotion: supplement in Gazeta Wyborcza.



- Daily newspaper Gazeta Wyborcza
- 28th May, Friday edition
- Swisstainable travel supplement
- 12 pages
- Green/eco/sustainable topics: transport, hiking and biking, slow food, slow life
- 170'000 copies (reach 1'275'000)
- Promotion of supplement in print with reach 639'000







Promotion: contest with wyborcza.pl.



- "My green travel" contest
- May 15th through June 10th
- Prize: Trip to Switzerland in September
- 1'123 participants
- Contest promoted online, via SoMe
 by Gazeta Wyborcza and wyborcza.pl
- Promotion reach 4'500'000



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Promotion: branding weekend on wyborcza.pl.



- Summer in Switzerland
- May 22-23, 2 days branding on HP of horizontal portal wyborcza.pl
- I need.. to relax, holidays, catch some distance, I need Switzerland
- Ad viewed 2'285'288 times
- Clicks: 17'981
- CTR 0,79%





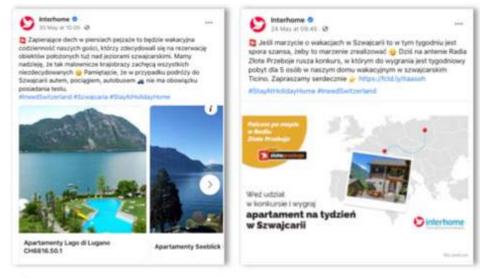








- Dedicated newsletter about Swiss offer, free travel rules
- Radio contest: quiz with an apartment as the main prize – 1'300 participants
- SoMe activities by Interhome posts from different destinations with focus on active summer time
- Dedicated NLs (14'000)
- NL to B2B (1800 travel agents)
- Sponsored FB posts: 250'000











- Weekly magazine Polityka
- 8 pages regarding RhB in the middle part of the magazine
- Bernina Express, Glacier Express, input by our partner
- Copies: 130'000, reach 690'000
- Supported by online activities by Polityka



Promotion: ST summer map.



- Summer and autumn outdoor map
- Pages with focus on different activities and projects (MSH, 100% women)
- Content of market partners: Pilatus,
 Schilthorn, RhB, Zermatt
- 2 pages for Victorinox (own distribution)
- Copies: 50'000
- Distribution at events, insert in Runner's World magazine, outdoor magazine.









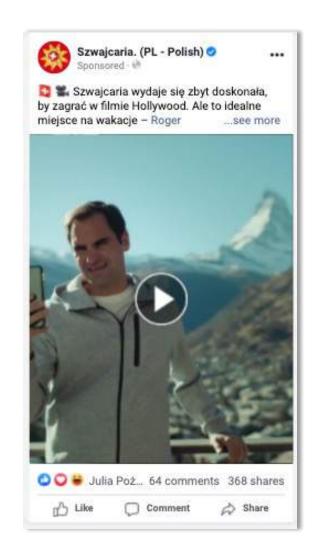
- 5 posters with focus on AMOS
- One poster dedicated to museums
 - map with details
- 5 posters of photographers –
 nature photos of swiss mountains
- From May until September
- Prominent place in Warsaw







- Regular sponsored post on ST FB
- Posts promoting video with Roger Federer, our supplement and contest with Gazeta Wyborcza
- Post regarding travel rules –
 Poland off the quarantine list in May
- Impressions: 570'000





eMarketing: online with NG Traveler - podcast.



- Articles with focus on Swisstainable travel published on national-geographic.pl
- Podcast: discussion on the topic of sustainable travel in Switzerland, Swiss attitude towards the environment
- Podcast promoted online and in Social Media, reach 178'000
- Reach of the podcast: 23'382 UU









eMarketing: eGuide - Grand Tour of Switzerland. switzerland.

- eGuide Grand Tour of Switzerland, completely updated edition
- Free publication to download
- Description of GToS, attractions, tips, hints, practical info
- Pages for partners Pilatus, Schilthorn,
 Zermatt, RhB
- Presence on MyS, dedicated NL, info to B2C and B2B
- Facebook post
- Info shared with partners and followers







- Blogger Madame Edith travel and cuisine focus
- eBook Switzerland based on her own experience and trips
- Promotion in own SoMe
- Activities related to eBook promotion on ST Social Media
- Take over of our FB

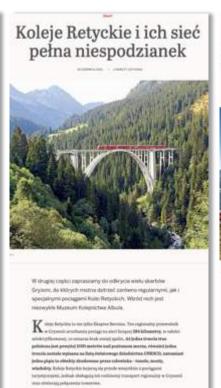


eMarketing: online activities by Polityka.



- Special about RhB from Polityka published in online version on polityka.pl
- Divided into 3 parts
- All parts in total 3'217 PV
- Each part time spent 2 min.
- Reach of the portal 1'300'000
- Promotion post on FB 11'197
 PV







eMarketing: ST display campaign.



- One month display campaign
- May
- Presence on different portals
- Banners, video, special creations promoting cities, GToS,
 Swisstainable and summer
- Video Grand Tour promoted
- Reach 24'569'700





eMarketing: branding weekend on wyborcza.pl.



- Summer in Switzerland, Swiss cities
- Branding weekend in June
- I need.. city close to the water, to relax, holidays, catch some distance, I need Switzerland
- Link to summer landing page
- Reach 2'303'696, CTR 0,76%









KMM: online meeting with LEGO & Pilatus.



- Online meeting for media
- May 12th
- 10 participatns
- 2h workshop, each participant got a LEGO set to work with during the Zoom meeting
- Participants: media, Pilatus partner and LEGO method coach
- Different way of presenting a tourism destination and its values



KMM: bloggers trip – *Life catchers*.



- Bloggers trip in cooperation with eSky.pl
- Swiss cities: Zurich, Lucerne, Lugano, Lausanne, Bern
- Focus: Cities close to nature
- Posts on the spot, Insta and Facebook stories
- Activities and content shared by eSky.pl travel portal
- Movie dedicated to the trip Swiss
 Cities promoted by eSky and bloggers





KMM: bloggers trip – Wędrowne Motyle.



- 2 pax on Grand Train Tour
- Campaign promoting route and ST eGuide
- Regular posts on the spot published on FB and Instagram (10 each)
- Instastories/Facebook stories
- Two movies after return –
 Switzerland by train on their
 Youtube channel
- eGuide promoted in own SoMe

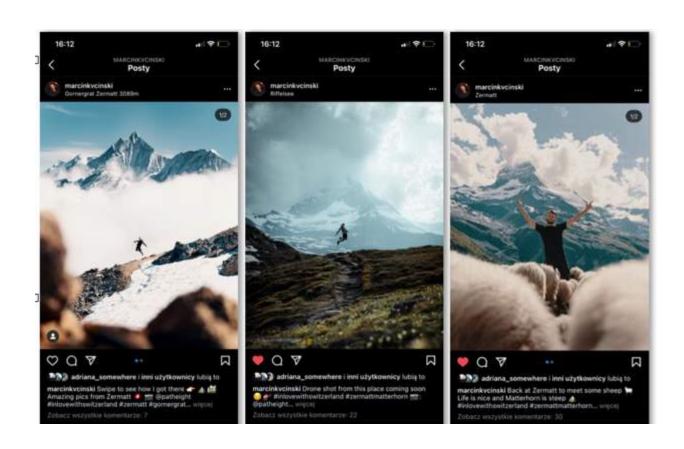








- Cross project with DE and CZ
- Trip to Zermatt outdoor activities,
 local experiences and photo spots
- Paragliding and local experiences
- Activities in SoMe Instagram, Tik Tok,
- Instastories
- 3 posts from Zermatt
- Reach 590'000



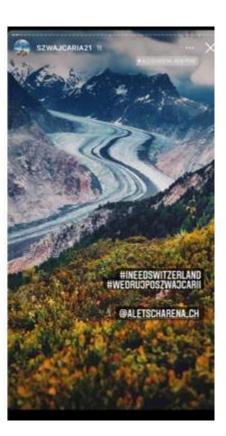




- 6 pax trip with leading role of one photographer
- Aletsch, Zermatt and Mürren
- Catching the most beautiful highlights
- Instagram & Facebook
- Instastories, Facebook stories
- ST # inlovewithswitzerland,
 IneedSwitzerland



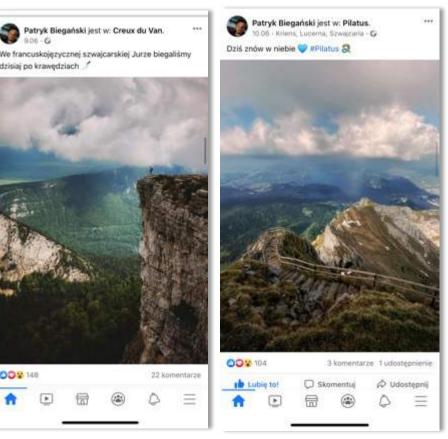




KMM: influencer summit 2021.



- 2 pax from Poland
- Outdoor enthusiasts segment –
 photographer blogger & living Swiss
 traditions lifestyle, travel, eco
 blogger
- Posts online (destinations, SWISS and STS) regarding partners
- Blog posts
- Instastories, Facebook stories (ST #used)
- Reach: 1'730'000



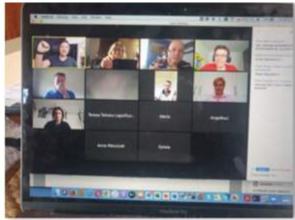


KAM: online meeting with LEGO & Pilatus.

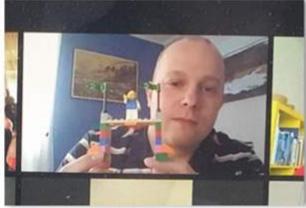


- Online meeting for trade
- May 28th
- 10 participants from tourism sector, mainly with focus on Swiss products
- 2h workshop
- Each participant got a LEGO set to work with during the zoom meeting
- Different way of presenting tourism destination and its values
- Time for questions and discussion about the destination









KAM: Swiss workshop online.



- Switzerland welcomes Poland
- 22nd April
- Meetings online on Grip platform
- 22 Swiss Partners
- 23 Polish TO's (Leisure & MICE)
- Whole year focus, including winter
 21/22 plans
- Over 300 meetings
- "Coffee breaks" with presentations about the Polish market and useful tools for TOs





- **•** 27.06 02.07
- 2 pax from Poland
- Swiss cities (Davos and Lucerne)
- Hotels and activities for the luxury segment
- Activities of PL representatives in Social Media (posts, stories)
- ST # used in SoMe

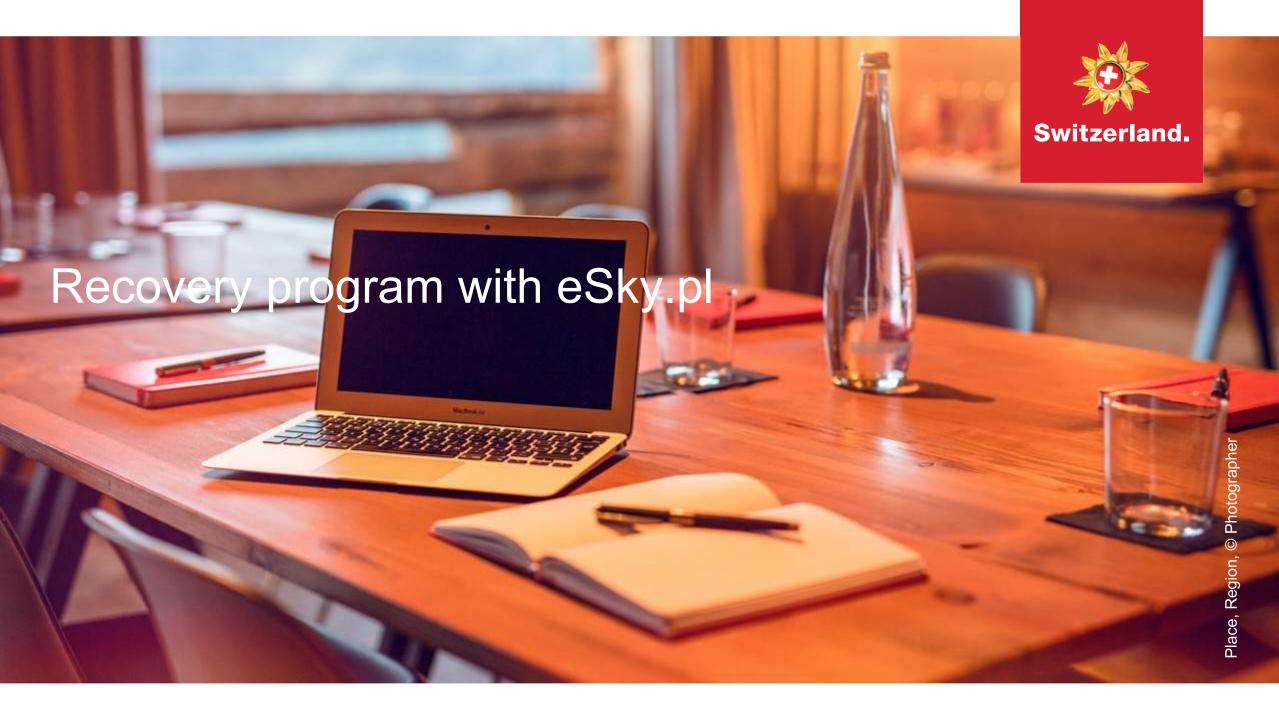




8 comments 3 shares

OO# 123







Recovery project: online activities with eSky.pl (I). swit

- Recovery project
- Travel platform for travelers (plane tickets, hotel reservations etc.)
- Online activities promoting summer in Switzerland, in Swiss cities
- I need... Switzerland
- Banner & content campaign
- Newsletter and webpush
- E-book "Switzerland's Amazing Cities"





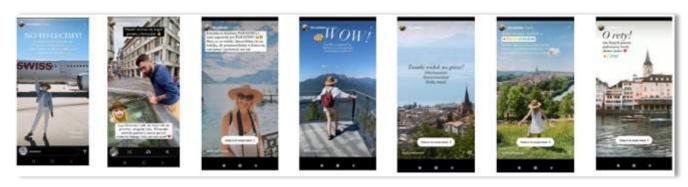






Recovery project: online activities with eSky.pl (II). switzerland.

- Amazing Swiss cities with bloggers
- Different communication channels (SoMe, blog, NL, eBook)
- eSky SoMe reach: 195'000
- Blog: 18'900
- Bloggers' channels: 690'000
- Over 300 instastories, 185 presented on eSky
- 2 min. video after return





Recovery project: online activities with eSky.pl (III) switzerland.

- Main page inspirations Swiss cities
- Deals to Switzerland (hotels, flights)
- Facebook activities (travel rules, cover photo, posts), reach 270'000
- Blog posts, travel guide info, reach 47'000
- Newsletters (365'000, with opening rate of over 10%)
- Webpush and banner campaign
- Reach of display: 1'520'000



Recovery project: online activities with eSky.pl (IV) switzerland.





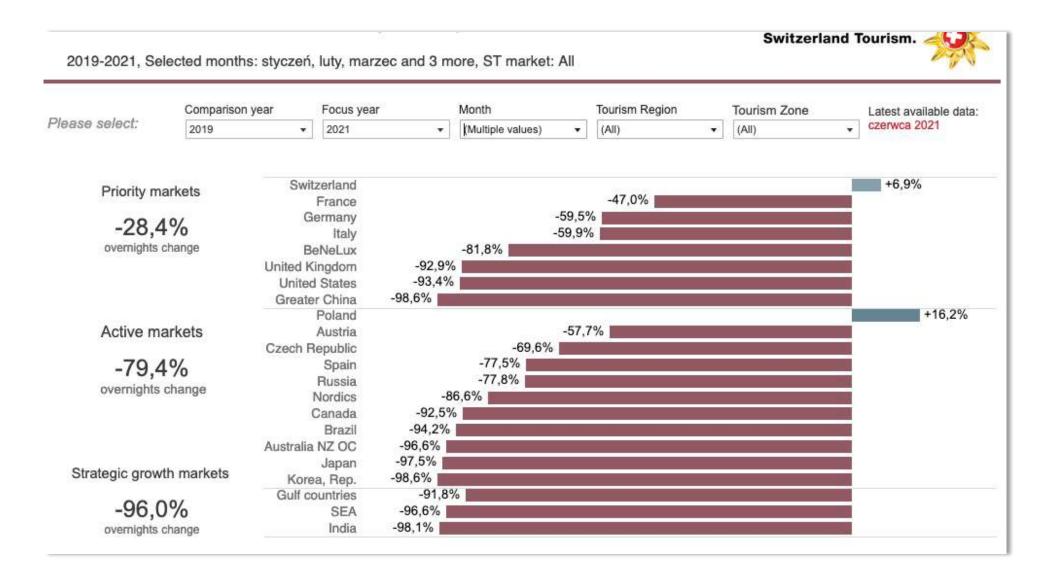
Potrzebuję Szwajcarii.







Figures for January – June 2021.





Switzerland.

Some of our plans for the 2nd half of 2021.

- Activities with National Geographic Traveler, August-October
- Monotematic magazine SZOSA, August
- Travel and culinary bloggers trip, August
- Grand Tour of Switzerland trip, August
- eGuide cities, September
- Grand Train Tour of Switzerland winners trip, September
- Trail running trip, September
- Grand Tour of Switzerland trip by bloggers, October
- Phototrip Autumn with Influencers, October
- STM with 18 Polish participants, October
- Winter launch, October
- SoMe campaign winter, starting from October



Thank you.



Switzerland.