

# Vodafone Germany cuts carbon waste and improves acquisition performance



## Problem

Vodafone Germany wanted to increase the sustainability of its advertising program but first had to figure out which of its advertising investments were driving a disproportionate number of carbon emissions.

## Solution

Vodafone partnered with Scope3 and Adform to identify the highest-emission domains, activate a dynamic exclusion list, and remove 30% of the highest-emitting domains in the digital ad market.

## Results

**40%**  
Lower CO<sub>2</sub>e

## Results

**28%**  
Lower gCO<sub>2</sub>PM

## Results

**35%**  
Increase in conversions

## Results

**12%**  
Reduction in CPA

**“At Vodafone Germany, sustainability is important to us as a core value, and that’s why we’ve partnered with Adform and Scope3 to drive carbon reduction in our digital advertising efforts.”**

—Ivan Ivanov,  
Vodafone Germany Senior Online Marketing Manager

