



Pearls of Wisdom

With the latest round of quarterly earnings almost complete, we once again turn to company management for inspiration and other thought-provoking sound bites.

On cloud nine



“We are off to a strong start to the fiscal year, driven by the continued strength of the Microsoft Cloud, which surpassed \$31.8bn in quarterly revenue, up 24%.” *Satya Nadella, CEO, Microsoft*

Can't beat the feeling

“Consumer sentiment continues to vary around the world. We've seen some shift to discount channels and switching to private label brands in a few markets and categories. The intensity of this was less pronounced in the U.S., Australia and Japan.” *James Quincey, Chairman & CEO, The Coca-Cola Company*



Life is a highway



“In the quarter, hybrid deliveries reached 51% of total deliveries, surpassing that of ICE for the first time.” *Antonio Piccon, CFO, Ferrari*

Yo ho, yo ho, a pirate's life for me

“One Piece is a very unique property. It was created 26 years ago by Eiichiro Oda. It is over 1,000 episodes of animated series based on Japanese Manga. It's nearly sacred IP. We were able to adapt this into a show that the world fell in love with. This show is #1 in 84 countries around the world.” *Theodore Sarandos, Co-CEO & President, Netflix*



You've got to know when to hold 'em



"In Sports, customer favourable outcomes in Premier League and European Football were a 12% headwind to revenue growth in the quarter, taking it from a 16% to a 4% increase (Adjusted EBITDA impact of GBP 50m)." *Paul Edgecliffe-Johnson, CFO, Flutter Entertainment*

Can't you feel the sound moving through the ground?

"We're forecasting to hit more than 600 million monthly active users at the end of the year. This puts us well on our way to reaching more than 1 billion global users by 2030." *Daniel G. Ek, Founder, CEO & Chairman, Spotify*



Music makes the world go around



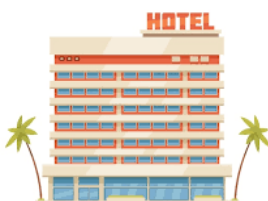
"Our estimates suggest that at a cost of \$0.10 per hour, music subscription is dramatically underpriced with respect to, for example, online video or online gaming or other forms of entertainment." *Michael Nash, Chief Digital Officer, Universal Music Group*

Only in America

"Our customers continue to favour more premium beverages. To fuel this, we continue to innovate, offering our Iced Pumpkin Cream Chai Tea Latte, which boosted tea sales; as well as Pumpkin Cream Cold Foam." *Rachel Ruggeri, CFO, Starbucks*



Hello darkness, my old friend



"For me, the single most important factor in booking a hotel is that I can get a quiet night sleep. We are now leveraging our data to provide a clear signal about the noise level of a particular hotel." *Matthew Goldberg, President & CEO, Tripadvisor*



Country roads, take me home

“We now leverage generative AI to scrape reviews to answer traveller questions - So no more sorting through hundreds of reviews to find out how strong the WiFi is, the quality of the pool, or whether you're going to like the breakfast.” *Peter Kern, CEO, Expedia Group*



Sail away with me



“We have more than 130,000 guests sailing on our ships every day and millions more who book or engage with us throughout our commercial platforms. Our customers' sentiment is bolstered by strong labour markets, high wages, surplus savings, and elevated wealth levels. Even better for us is the fact that overall spend on experiences continue to grow.” *Jason Liberty, President & CEO, Royal Caribbean Cruises*