



ecomaison

19/09/2024

Furniture

2025 Eco-modulated scale

Ecomaison speaker



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Head of the furniture sector

Agenda

1

The results of
Ecomaison

2

Why a new
scale in 2025?

3

The main
principles of
the eco-
modulated
scale

4

What's new in
premiums for
the
incorporation
of recycled
materials?

1.
**Ecomaison repeats its
good recycling
performance for used
furniture**



Ecomaison's presentation



► Who are we?

Created in 2011 under the name of Eco-mobilier, we are a **non-profit organization** approved by the French State and funded by eco-participations paid by consumers in France.

► Our mission

To **collect and recover used household items and materials** and offer them a second life by recycling them or using them as a source of energy. With 760,000 tons per year, Ecomaison has become the 1st supplier of recycled wood in France.

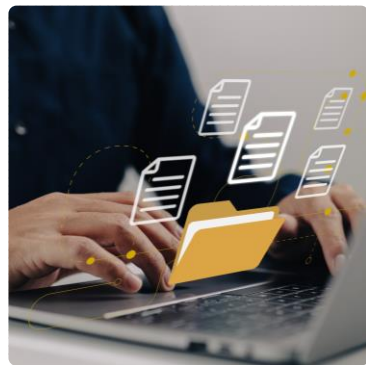


Our project : making it easier to recycle furniture components



Become the main eco-organization for the home

Offer companies a global solution **for home materials and products**



Simplify Extended Producer Responsibility

Propose appropriate tools and information to **facilitate the implementation of eco-participation.**



Offer an efficient recycling network

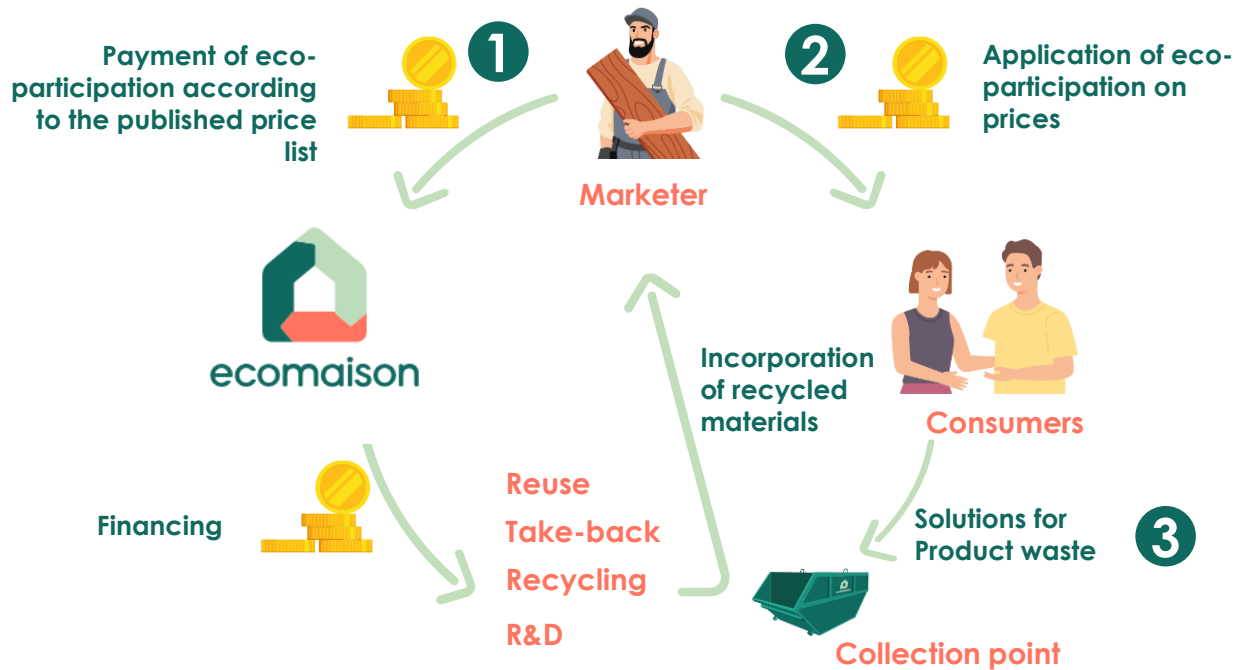
Organize **free collection points throughout France** for sorted waste from manufacturers, distributors, their suppliers, craftsmen and private individuals



Recycle and produce

Contribute to the **development of the recycling and energy recovery industry** in France and in Europe.

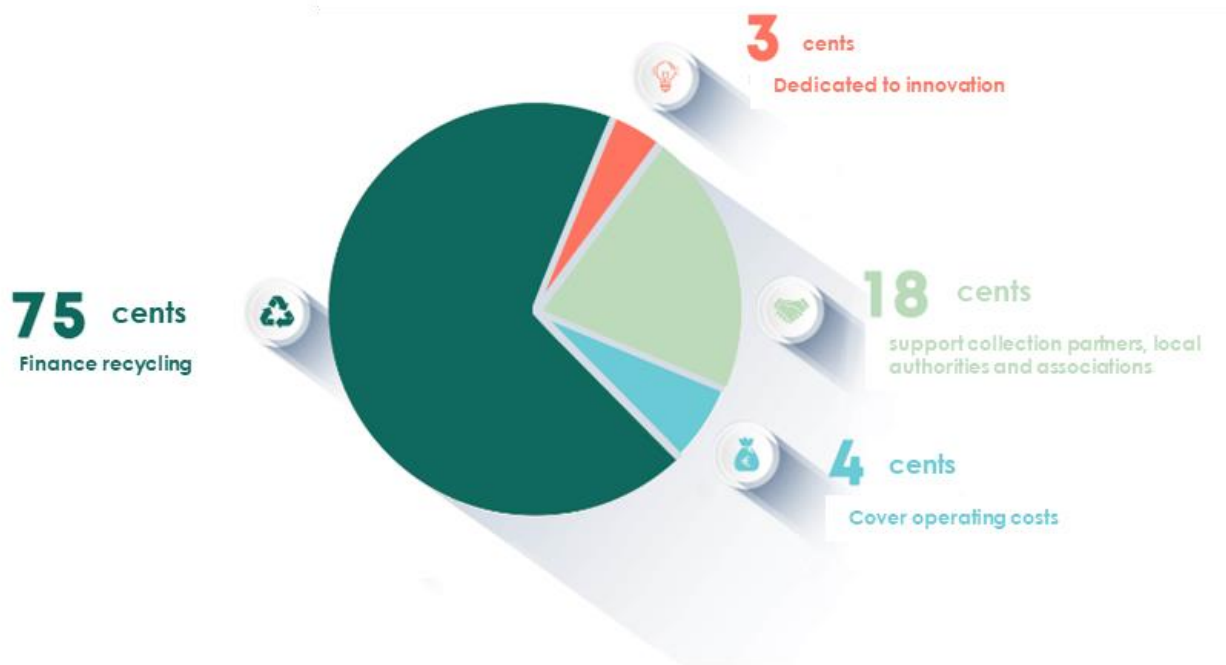
How the eco-participation is collected ?



The eco-participation is applied identically at each stage of the product distribution chain, through to the end customer.

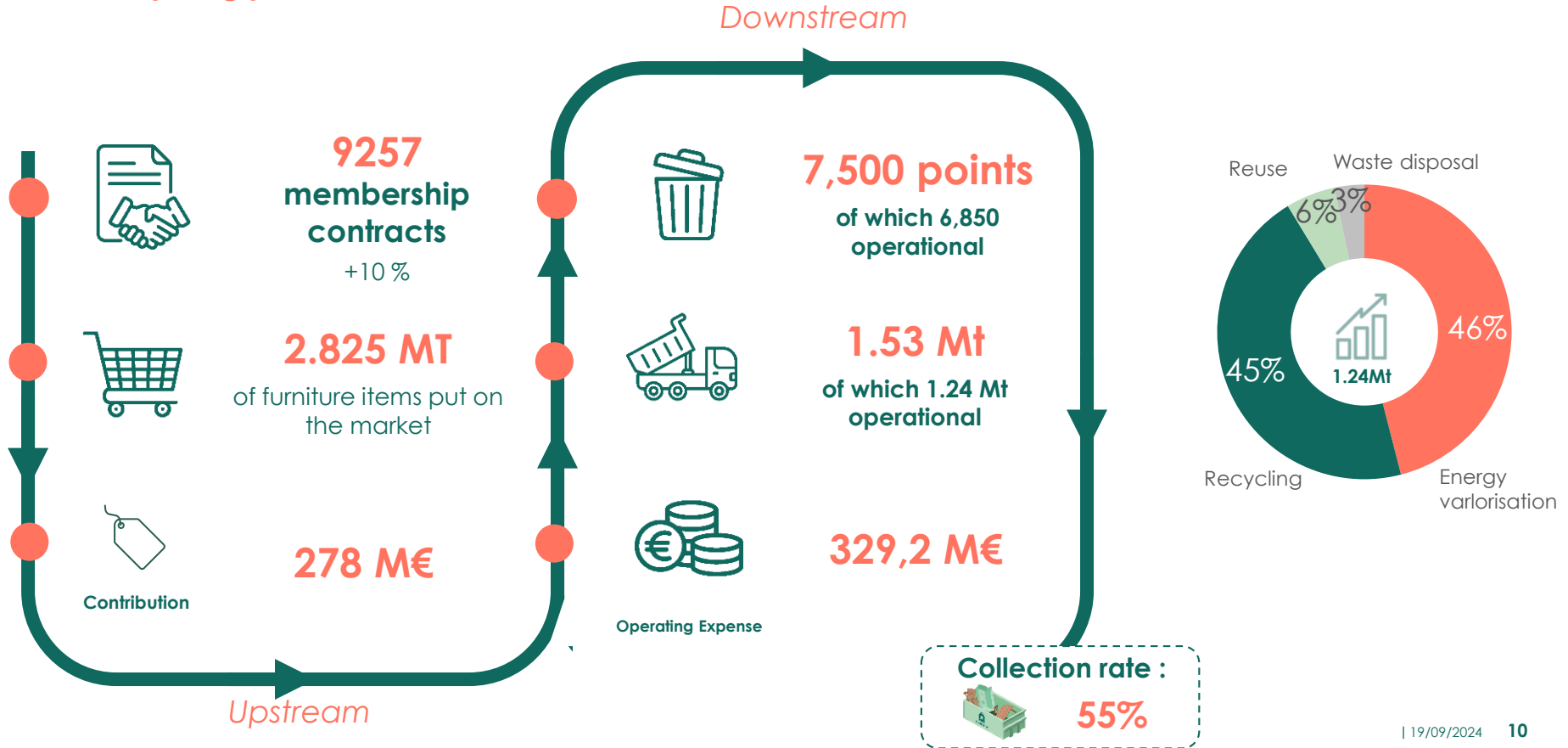
The eco-participation for furniture must be displayed on sales documents : catalogues, receipts, website, pricetags,...

On average, for every €1 of eco-participation paid :



Furniture : 2023 key figures

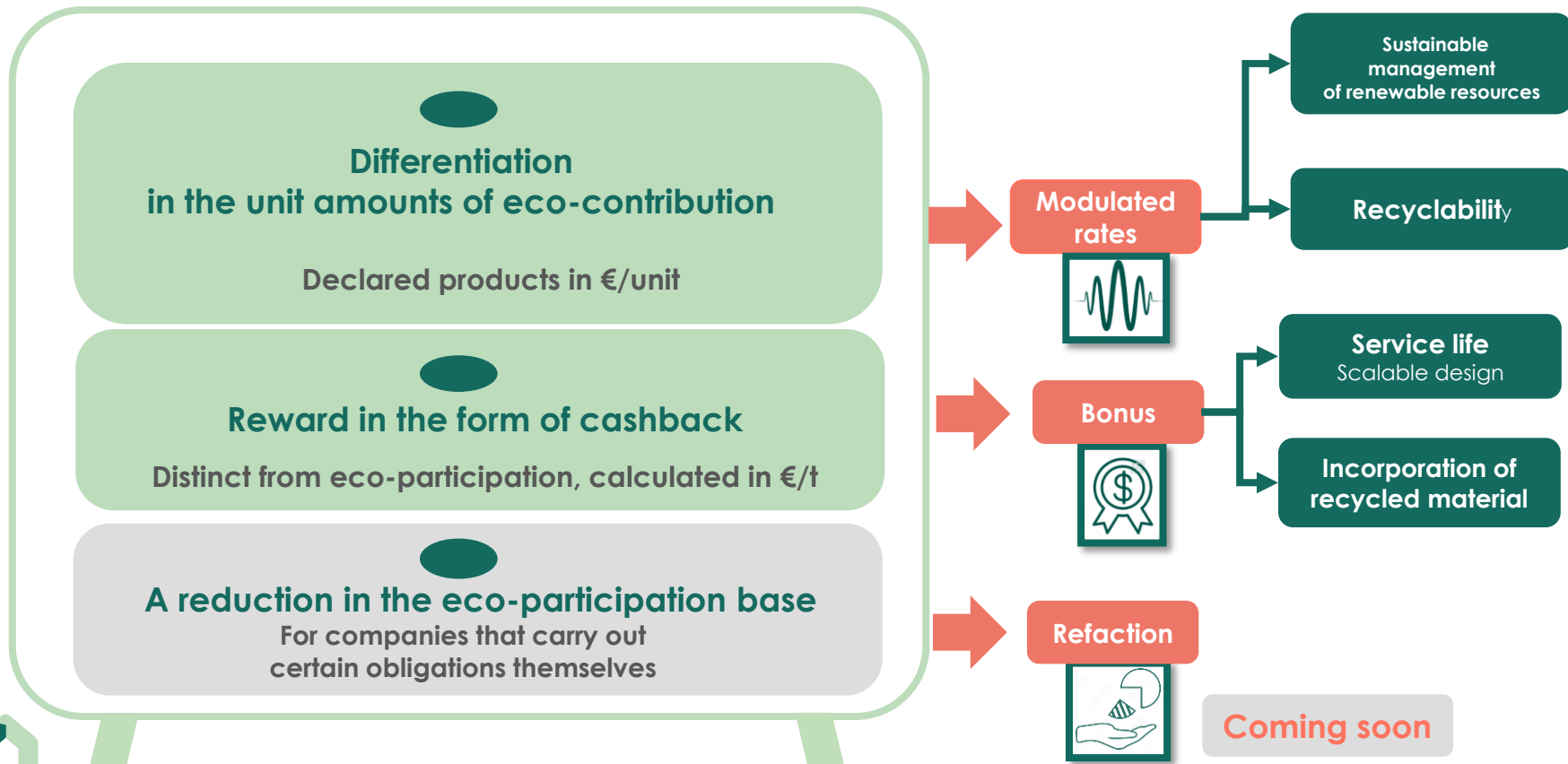
Good recycling performance for used furniture



2. Why a new scale in 2025?



Ecomaison integrates eco-modulations to help companies achieve circularity



Coming soon

How is an eco-participation calculated?

In 2024

► The eco-participation is calculated taking into account the costs of :

- collection
- sorting
- reuse / recycling

of discarded products.

New in 2025: eco-modulations!



BONUS

- **Recyclability**
- Use of sustainably managed **renewable resources**: PEFC, FSC, Bois de France, etc.
- **Durability** of furnishing elements: evolutionary design

PENALTIES

- **Recycling disruptors**
- A furnishing element made mainly of composed of non certified sustainable elements

FICTITIOUS EXAMPLE

Desk + 95% wood - 50 kg



ECO-SHARE: €3.37
CERTIFIED SUSTAINABLE
MANAGEMENT

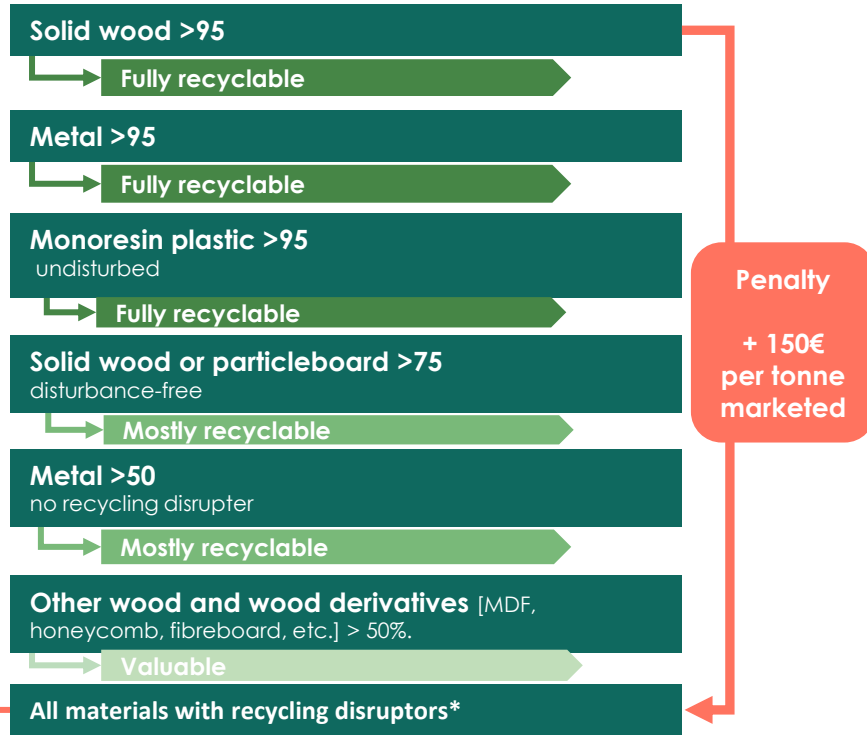
ECO-PART: €10.38
WITH RECYCLING
DISRUPTORS



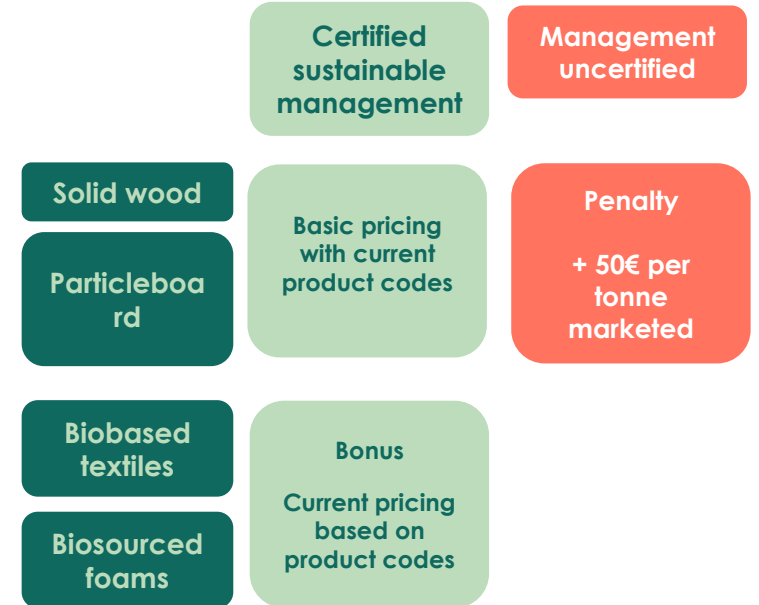
3. The main principles of the eco-modulated scale

Two price differentiation factors

The recyclability of materials



Sustainable management of renewable resources



Prices for furniture and kitchens. Example: Wood material

Certified management / Non-certified management

Certified management

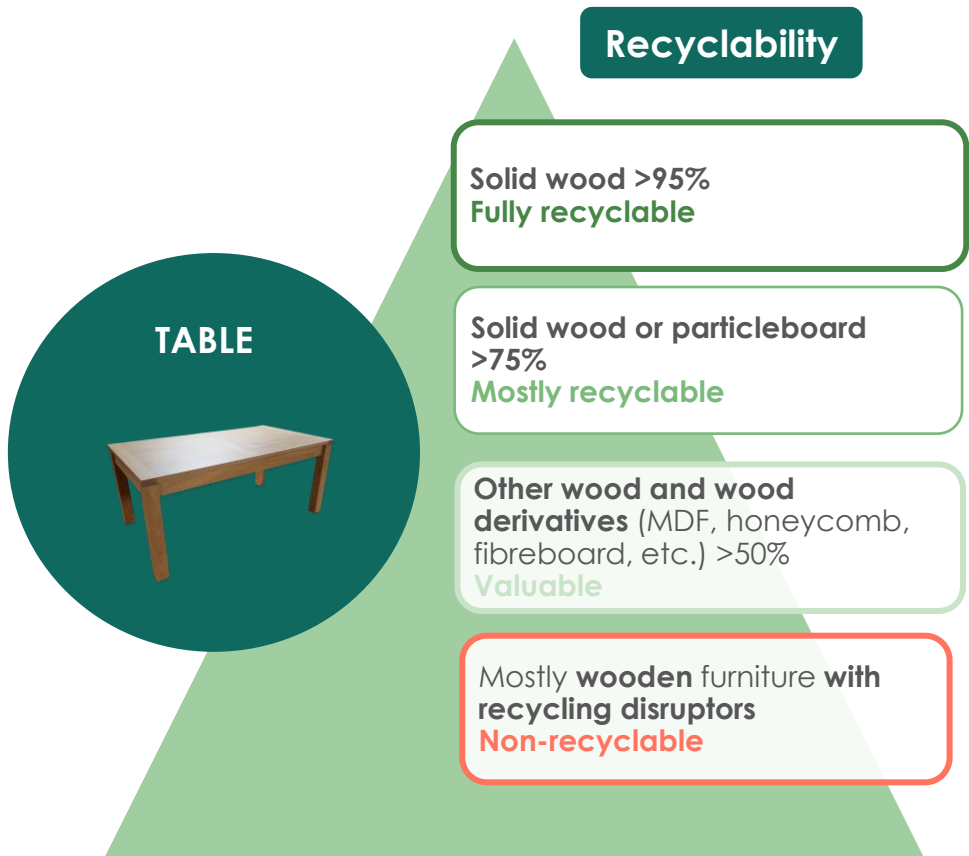
Certified sustainable	Solid wood		Wood derivatives			
	≥ 95%	Between 75% and 95%	Chipboard > 75%	All types of wood and wood derivatives ≥ 50%	Bio-sourced materials ≥ 50%	Any mainly wood-based product with a recycling barrier
< 0.100 kg	0.01	0.01	0.01	0.02	0.02	0.05
≥ 0.100 kg and < 0.25 kg	0.03	0.03	0.03	0.04	0.04	0.07
≥ 0.25 kg and < 0.5 kg	0.05	0.05	0.05	0.07	0.07	0.15
≥ 0.5 kg and < 1 kg	0.08	0.08	0.08	0.13	0.13	0.24
≥ 1 kg and < 2 kg	0.16	0.17	0.17	0.27	0.27	0.50
≥ 2 kg and < 5 kg	0.25	0.26	0.26	0.43	0.43	0.77
≥ 5 kg and < 10 kg	0.53	0.55	0.55	0.90	0.90	1.63
≥ 10 kg and < 20 kg	1.20	1.25	1.25	1.90	1.90	3.71
≥ 20 kg and < 30 kg	1.76	1.83	1.83	3.16	3.16	5.43
≥ 30 kg and < 40 kg	2.52	2.62	2.62	4.33	4.33	7.77
≥ 40 kg and < 60 kg	3.37	3.50	3.50	5.78	5.78	10.38
≥ 60 kg and < 100 kg	5.61	5.83	5.83	9.03	9.03	17.30
≥ 100 kg and < 150 kg	10.10	10.50	10.50	16.25	16.25	31.15
≥ 150 kg and < 200 kg	14.14	14.70	14.70	22.75	22.75	43.61
≥ 200 kg and < 250 kg	18.19	18.90	18.90	29.26	29.26	56.07
≥ 250 kg and < 300 kg	22.23	23.10	23.10	35.76	35.76	68.54
> 300 kg	32.33	33.60	33.60	52.01	52.01	99.69

With the penalty

Not certified sustainable	Solid wood		Wood derivatives			
	≥ 95%	Between 75% and 95%	Chipboard > 75%	All types of wood and wood derivatives ≥ 50%	Bio-sourced materials ≥ 50%	Any mainly wood-based product with a recycling barrier
< 0.100 kg	0.02	0.03	0.03	0.04	0.04	0.05
≥ 0.100 kg and < 0.25 kg	0.04	0.05	0.05	0.06	0.06	0.07
≥ 0.25 kg and < 0.5 kg	0.08	0.09	0.09	0.09	0.09	0.15
≥ 0.5 kg and < 1 kg	0.13	0.14	0.14	0.18	0.18	0.24
≥ 1 kg and < 2 kg	0.28	0.30	0.30	0.38	0.38	0.50
≥ 2 kg and < 5 kg	0.42	0.46	0.46	0.61	0.61	0.77
≥ 5 kg and < 10 kg	0.90	0.97	0.97	1.26	1.26	1.63
≥ 10 kg and < 20 kg	2.04	2.20	2.20	2.66	2.66	3.71
≥ 20 kg and < 30 kg	2.98	3.22	3.22	4.45	4.45	5.43
≥ 30 kg and < 40 kg	4.27	4.62	4.62	6.09	6.09	7.77
≥ 40 kg and < 60 kg	5.70	6.17	6.17	8.11	8.11	10.38
≥ 60 kg and < 100 kg	9.49	10.27	10.27	12.68	12.68	17.30
≥ 100 kg and < 150 kg	17.10	18.50	18.50	22.84	22.84	31.15
≥ 150 kg and < 200 kg	23.94	25.90	25.90	31.97	31.97	43.61
≥ 200 kg and < 250 kg	30.77	33.30	33.30	41.10	41.10	56.07
≥ 250 kg and < 300 kg	37.61	40.70	40.70	50.24	50.24	68.54
> 300 kg	54.71	59.20	59.20	73.07	73.07	99.69

Illustration of the price for a table

Eco-participation price excluding VAT for a 30 to 40kg table



Sustainable management

Certified management	Not certified sustainable
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2,52 €	4,27 €
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Current price

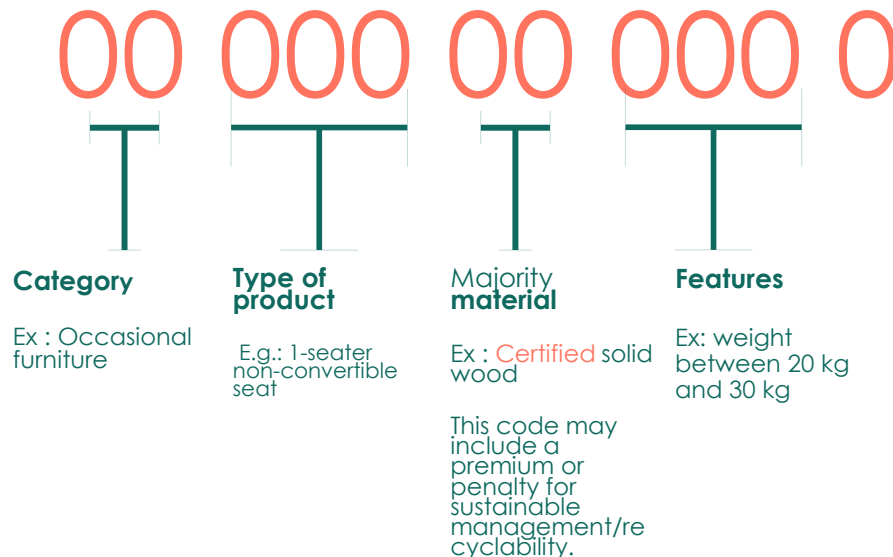
2,62 €	4,62 €
--------	--------

4,33 €	6,09 €
--------	--------

N/A	7,77 €
-----	--------

The product coding structure remains the same

- ▶ **The 11-digit product code** is an Ecomaison nomenclature used to code products according to their characteristics, apply the eco-participation scale and declare when products are placed on the market.



Excluding not certified sustainable:
97% of codes remain unchanged

New code : **Evolutivity product design**

Furnishings with an evolutionary design are those whose design provides and enables them to be put to multiple successive uses, to extend their useful life.

Example : **evolutive bed**



1st use



2nd use

00 000 00 000 0



New: Evolutivity to be coded under number "1".

11th default position :
« **1** » to be added to the products concerned, to benefit from the 'evolutivity' bonus

Product category and type

00 000 00 000 0

Category code :

- ▶ No change

Product Code :

- ▶ Simplified seat coding with a single product code and a recoder for historical codes, still applicable for 2025

00 000 00 000 0

Material code :

► Taking recyclability into account, leading to changes in material presence rates and the creation of new codes

- Addition of the notion of mono-materials greater than 95%.
- Creation of new 95% material codes: assigned as fully recyclable

► Removal of codes aggregating material families

- E.g.: replacement of the "inert" material code by codes for types of materials with a mineral content of more than 95%.

Characteristics and modulations

00 000 00 000 0

Features :

► Creation of 2 new weight bands:

- < 100 g and from 100 g to 250 g
- Transformation of the code ≥ 0 kg and < 0.5 kg into ≥ 0.25 kg and < 0.5 kg
- Transformation of the code ≥ 0 kg and < 0.25 kg into ≥ 0.1 kg and < 0.25 kg
- Removal of slices > 300 kg

Eco-modulation :

► Code 1 added for scalable product design



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***And what about small
producers?***

Simplification of the tariff with application per unit sold (and no longer only per 10 units)

- ▶ Eco-participations are now given on a unit basis.
- ▶ You can choose to continue coding in increments of 10 units.

Furniture, furnishing and fit-out items

Categories	Product type	Material	Fixed rate in € excl. VAT by bracket
All categories	Storage furniture	Unspecified material	5.43
	Desk, table, worktop	Unspecified material	7.77
Occasional furniture	Accessory (hardware, plastic box)	Unspecified material	0.50
	Shelves and racks	Unspecified material	1.63
Gardening products	Any type of furniture	Unspecified material	7.77

Simplification of the tariff with application per unit sold (and no longer only per 10 units)

Seating and bedding

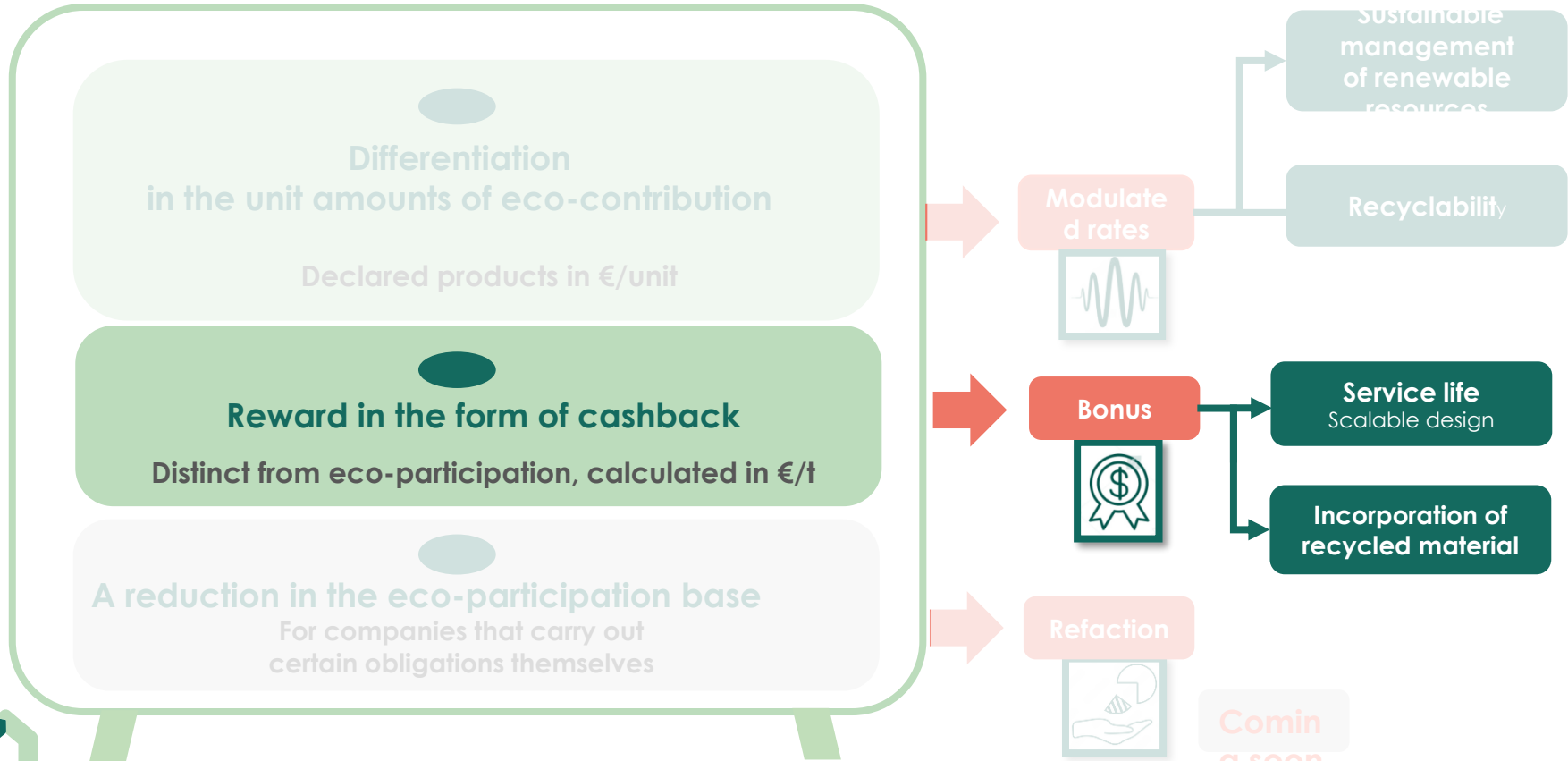
Category	Product type	Material	Fixed rate in € excl. VAT by bracket
Seating	Inflatable seat	Plastic	2.17
	Chair	Not padded	1.37
	Armchairs and office chairs	Padded	4.50
	Sofa (2-seater)	Padded	25.00
	Sofa and lounge (3-seater or more)	Padded	35.00
Bedding	Mattress	Unspecified material	12.50
	Bed legs	Unspecified material	0.50
	Inflatable mattress	Plastic	1.70
	Mattress overlay	Unspecified material	6.25
	Bed base	Padded	7.08
	Storage bed	Mechanical or without	11.25
	Bed frame	Unspecified material	8.34
	Headboard	Unspecified material	5.16
Padded seating and bedding products	Cushion / pillow	Padded	0.33
	Duvet / sleeping bag	Padded	0.50
Decorative textile items	Any type	Unspecified material	0.75



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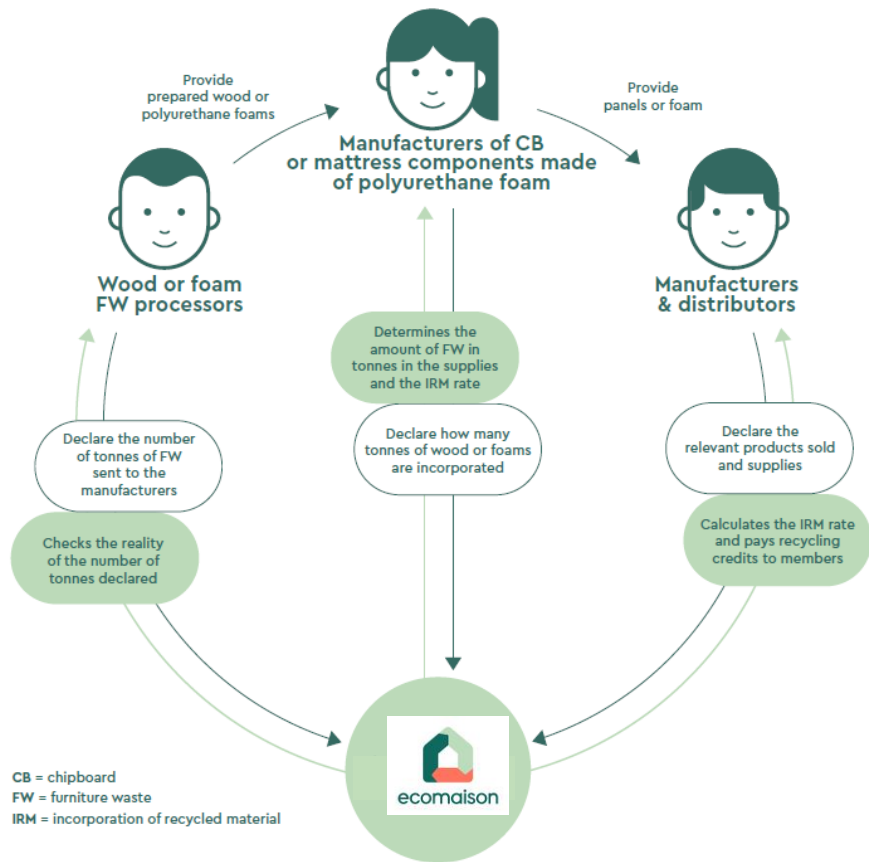
4. Bonus for incorporating recycled materials : some new features

Ecomaison encourages good practice practices

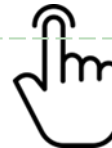


Coming soon

The principle of awarding bonuses for the incorporation of recycled materials



Find out more
in the future
eco-modulation guide



New for 2024: extension to plastics and textiles and consideration of the open loop.

► Principle :

- Rewards manufacturers and distributors who are members of Ecomaison for their policy of sourcing and incorporating recycled materials in all their products placed on the market for the different sectors.
- Half-yearly declaration

► New for S2 2024: more materials and new price scales



Wood
panels



Foam



Plastics



Fabric

Tools and resources to support you

WHAT'S AVAILABLE

- ▶ [2025 eco-modulated scale: FR](#)
- ▶ [English 2025 scale](#)
- ▶ [Product code generator : FR](#)

WHAT'S COMING SOON

- ▶ **Guide to multi-sector eco-modulation**
- ▶ **Updating the online codifier**
- ▶ **English product code generator**



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Thank you



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Answers to questions asked during previous webinars

Eco-modulation display

Questions

Concerning products with malus, or premiums for certain materials: do we have to inform the consumer under the consumer information heading that we benefit from premiums/bonuses or penalties/malus? And if so, what form should this take?

In your example (eco-share price for a 30 to 40kg table from the webinar), we're talking about eco-modulation applied directly to the product and displayed on the sales documents? So with a new coding?

What about products that include a proportion of pre- or post-consumer recycled content? For example, a piece of plastic furniture that includes a proportion of recycled plastic? Is this considered a recycling disrupter?

Answers

Companies selling furniture components must display the eco-participation on their sales documents, below the price of the product.
The display of certain environmental qualities and characteristics of products is now compulsory for those placing furniture on the market (depending on their turnover):

- presence of hazardous substances
- incorporation of recycled materials
- recyclability of products. Further information can be found on the [page](#) or in the "Frequently Asked Questions" (FAQ) of the French Ministry for Ecological Transition, last updated on 18 October 2023.

Exactly. Note that for products made up mainly of certified wood, no re-coding is necessary.

The list of recycling disruptors is currently being harmonised by the approved eco-organisations in the sector. It will be sent to the public authorities before being communicated to our members.
Mixed plastics are currently considered to be recycling disruptors in the furniture sector, except for mixtures of polypropylene PP and polyethylene PE.
As regards the incorporation of recycled material during the manufacture of a product (for example a recycled plastic mixed with virgin plastic resin), the recycled plastic will not be considered as a recycling disrupter.

Sustainable management and certification

Questions	Answers
Will it be sufficient to provide a certificate from the supplier stating that the material comes from sustainably managed renewable resources?	Yes, demonstrating that the material comes from sustainably managed renewable resources is sufficient, if it meets requirements equivalent to product certification. In the event of an inspection or audit, you will need to be able to reconcile your supplier's attestation with the products placed on the market.
We source our wood exclusively from France, but not all of it is certified. In France, wood is managed sustainably, but without a certificate, we can't justify it...	Products that are not certified but come from forests that are sustainably managed through a sustainable care system will also be eligible for eco-participation bonuses. The conditions will shortly be set out in the eco-modulation guide.
Will a chair made in Italy from 100% recycled PP be eligible for the premium?	A plastic chair will be eligible for the eco-modulation premium if its recycled raw material meets two conditions: <ol style="list-style-type: none">1. It is made from post-consumer plastic waste collected or supported by an eco-organisation.2. The material must come from a location less than 1,500 km from where the chair was manufactured.
How can I obtain information from a foreign supplier to calculate the eco-participation?	To prepare effectively for 1 January 2025, one of the major challenges will be to gather information from your foreign suppliers, in order to estimate eligibility for premiums and penalties. This will involve drawing up specifications detailing the composition of your products (materials, weight, etc.). This approach will also enable you to comply with ECQ labelling obligations and, in time, with other requirements laid down by the European Commission, in particular the digital product passport. We will also be making the product code generator available to you in the coming weeks.

Sustainable management and certification

Questions	Answers
Does the finished wood product have to be certified, or can just the raw material suffice?	Yes, it is sufficient to demonstrate that the material making up the product is certified as originating from sustainably managed renewable resources, if this meets requirements equivalent to product certification. In the event of an inspection or audit, you must be able to reconcile the certified material with the products placed on the market.
What proof do I need to provide to Ecomaison to confirm that a product is made with certified wood?	In the event of an inspection, you may be asked to provide product sheets attesting to the use of sustainably managed wood, and at the very least your suppliers' raw material supplies.
At what percentage of certified wood can we consider ourselves to be in "sustainable management"?	As soon as the product is predominantly made of wood (>50% by mass of the product), it is eligible for a differentiated "sustainable management" tariff when the product or its wood supply is certified. For example: PEFC, PEFC recycled, FSC mixed or FSC recycled product certification or any other equivalent system, guaranteeing that at least 70% of the products or the wood used to make the products comes from certified sustainably managed forests or recycled sources, with the remainder coming from controlled sources.
All our Chinese suppliers use FSC certified wood. We have the certificates, so we will use the certified prices, yes?	Indeed, you can use the eco-participations for the products "certified sustainable". However, you will need to provide supporting documents in the event of inspections or audits ; they will have to be attached to your declarations. Further information will be given on this matter.

Coding

Questions	Answers
Why is non-certified wood penalised compared to certified wood? Is it more difficult to recycle uncertified wood?	No, sustainable management obviously has no impact on the end-of-life of products. However, the eco-participation, which used to reflect only the costs of end-of-life treatment, now extends to the entire life cycle of products, starting with the supply of raw materials, the stage that emits the most CO2. The sustainable management of renewable resources is one of the main thrusts of the circular economy. According to the public authorities, eco-participation through eco-modulations can be a lever to steer businesses and consumers towards more virtuous practices.
For FSC wood, will I have to provide the FSC certificate to benefit from eco-modulation?	Eco-modulations will be applied in the eco-participation scale from January 2025. You will need to provide the appropriate proof, such as FSC-type sustainable management certificates for wood products or proof of the wood used to make the products, to confirm that you are eligible for these rates.
I have small metal products that are more than 95% metal, but which are currently more than 75% metal, so do I need to recode them?	Yes, they will have to be recoded. New material codes will be created in the product code generator.
Will you provide a table showing how the old codes correspond to the new ones?	Yes, this is planned. It will be integrated into the product code generator.
Why didn't you take the same non-recodification approach for sustainably sourced wood for building products? Are the teams going to get lost when it comes to border products?	We are aware of the importance of harmonisation between the various Extended Producer Responsibility channels on this subject, particularly for borderline products. This project is underway at Ecomaison.

Sustainable management and codification

Answers

If one of our products, for example a garden armchair, is made from non-certified wood and includes a cushion with padding, how should it be coded?

You have **two options for calculating and declaring eco-participation** for products sold in batches:

Option 1 (specified in market data): Batch coding with 2 Ecomaison codes

- 1 Ecomaison code for the armchair and
- 1 Ecomaison code for the cushion.

For each batch placed on the market, the two codes that make up the batch must be used when declaring it.

Option 2 (less precise, not eligible for eco-modulation): Coding using the combination code. Ecomaison code: 000000000000, the amount of eco-share to be associated is the sum of the amount of eco-share for each of the products.

For each batch marketed, the combination code will count for the 2 products marketed in the batch.

The penalty of €50 per tonne is calculated by taking into account the high value of the weight range concerned by the product code?

The €50 penalty is the difference in €/T between an item of furniture made predominantly from PEFC or FSC certified wood or sustainably managed Bois de France and the same product that does not meet this criterion. This rate is then broken down by weight band according to the average weight of the band.

Will these new features require us to re-code all our submitted products?

There are two possible scenarios:

- Virtuous products that contain a majority of certified materials, with sustainable management, do not need to be recoded.
- However, all products containing recycling disruptors will have to be recoded.

We sell stools that have a metal hydraulic leg, and either a plastic seat or a padded seat. How can I decide whether it is 95% metal or 50% metal?

This depends on the material that makes up the majority by weight, and its presence in the total weight of the product. If the product is +50% metal by weight, it is made mainly of metal, and vice versa with plastic. For the 95% it is only when your product is monomaterial.

Eco-modulation

Answers

Durability = multiple successive uses. Does a more precise definition exist? How can we certify that a product is sustainable?

Evolutionary design furnishings are those whose design anticipates and allows for multiple successive uses. As far as the evidence is concerned, you will need to upload the supporting documents to the dedicated interface in your online Services area. In this case, it is a question of product sheets specifying in a sufficiently explicit manner the successive uses envisaged by the design of the product, it being understood that these uses must be distinct; in other words, corresponding to several distinct products on the market. Ecomaison will communicate all the details shortly.

For textile products, are premiums also limited to 1500 km from the collection site?

As with other furniture items, textile products will be eligible for the eco-modulation premium if the recycled raw material meets two conditions:

1. It is made up of post-consumer plastic waste collected or supported by an eco-organisation.
2. The material must come from a location less than 1,500 km from where the chair is manufactured.

Is there a reduction in eco-participation if the product is upgradable?

That's exactly what eco-modulation is all about.

Can we have an unprotected version of the product code generator?

The product code generator will be available shortly. It is currently being finalised.

Will you be providing a table showing the old codes and the new codes (with or without a sustainability option)?

As last year, we will be providing you with a table showing the correspondence between the new and old codes, directly in the product code generator.

When will the 2025 eco-modulated prices be on the website? As they are not yet on the website?

The 2025 eco-modulated prices are already available in French and soon in English on the [following page](#).

What is the precise scope of the products covered by the furniture EPR scheme?

A non-exhaustive list of the product categories covered by the Extended Producer Responsibility scheme can be found in the 2025 eco-modulated scale, as well as [in the following document](#).

Recycling disruptors - Recyclability - Reuse - Other subjects

Answers	
What elements (physical and substances) are likely to interfere with recycling?	The list of recycling disruptors is currently being finalised by the public authorities and the members of the OCABJ (approved eco-organisations for the sector). It will be published shortly. However, you can assume that the current "disruptors" will continue to be so: presence of glass, minerals, D3E or inerts on wood.
What about recycled materials used by Asian factories? Does this qualify for premiums?	Recycled materials used by an Asian manufacturer will not be eligible for an eco-modulation premium. The scheme is designed to reward the incorporation of post-consumer waste collected or supported by French eco-organisations. In addition, the waste must have been recycled in a facility located less than 1,500 km from the collection site.
How do you define the recyclability of a furniture product? Is it the recyclability of the product as a whole or of its components?	For a product to be considered recyclable, it must meet five cumulative conditions, in accordance with decree no. 2022-748 of 29 April 2022, see the page on our website. Our tool for calculating the recyclability of products provides a statement about the recyclability of your products, which certain marketers are required to display according to their sales figures. Our tool is available in your online Service Area (https://espace-services.ecomaison.com/).
What form should the reemployment fund take?	Retailers must display the re-use fund in their shops, as well as on their websites. Ecomaison provides a digital poster that you can print and use in your shops, as well as a digital banner, see here .
And do we have to inform consumers about the re-use fund if our furniture is not seating?	You must inform consumers about the re-use fund for all furniture items, even if the furniture products you sell are not directly concerned. The Repair Bonus will be extended to new furniture products by the end of the year.
I see that there are new weight bands.	Exactly, see the webinar page .