



ecomaison

FURNITURE

How to be properly prepared for 2026

Webinar

November 5th - 2025

Speakers



Vincent du GRANRUT

Head of the
Furniture Department



Arthur JACQUIN

Key Account Manager
Furniture Department

Ecomaison presentation



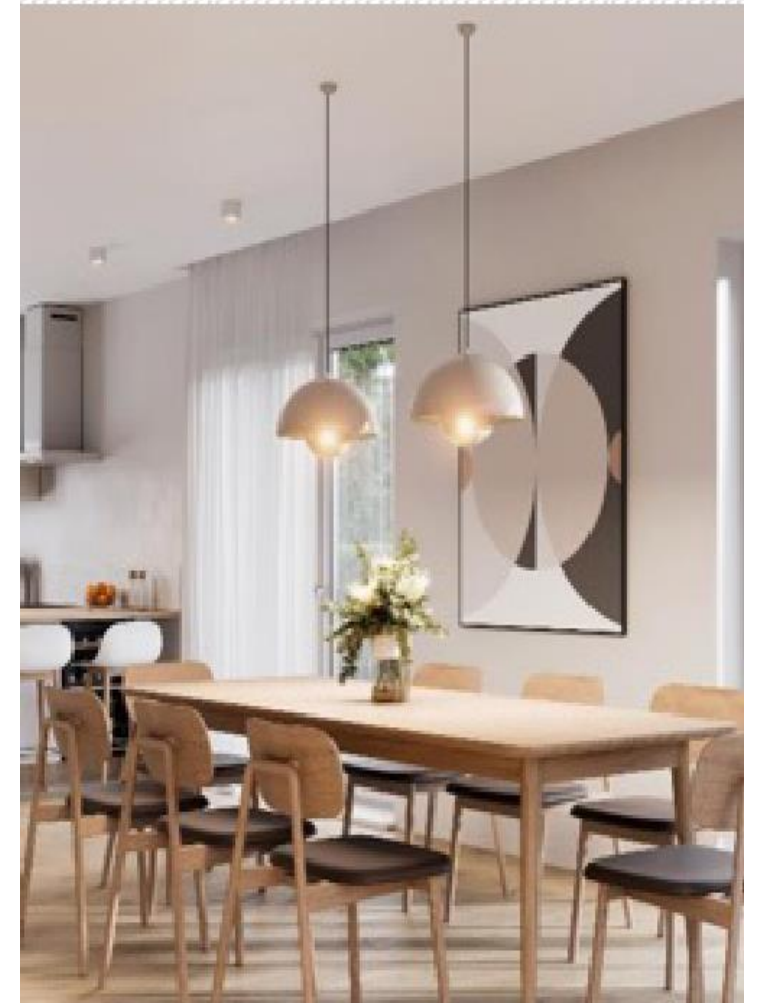
► Who are we?

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

► Our mission

Our mission is to **collect and recover** used household items and **materials** and offer them a second life by enhancing reparation offer reuse purposes, or either **recycling** them or using them as a source of energy.

With 760,000 tons produced per year, Ecomaison has become the 1st supplier of recycled wood in France.



An extension of ECOMAISON scope through the years

Over 13 years
experience already



Deployment of recycling
collection solutions for
**all household items and
materials**



é → **ecomaison**
Eco-mobilier became ECOMAISON

Our first purpose: recycling furniture components



To be the main eco-organization for the home goods

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



To simplify Extended Producer Responsibility for adherents

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



To offer an efficient recycling network

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

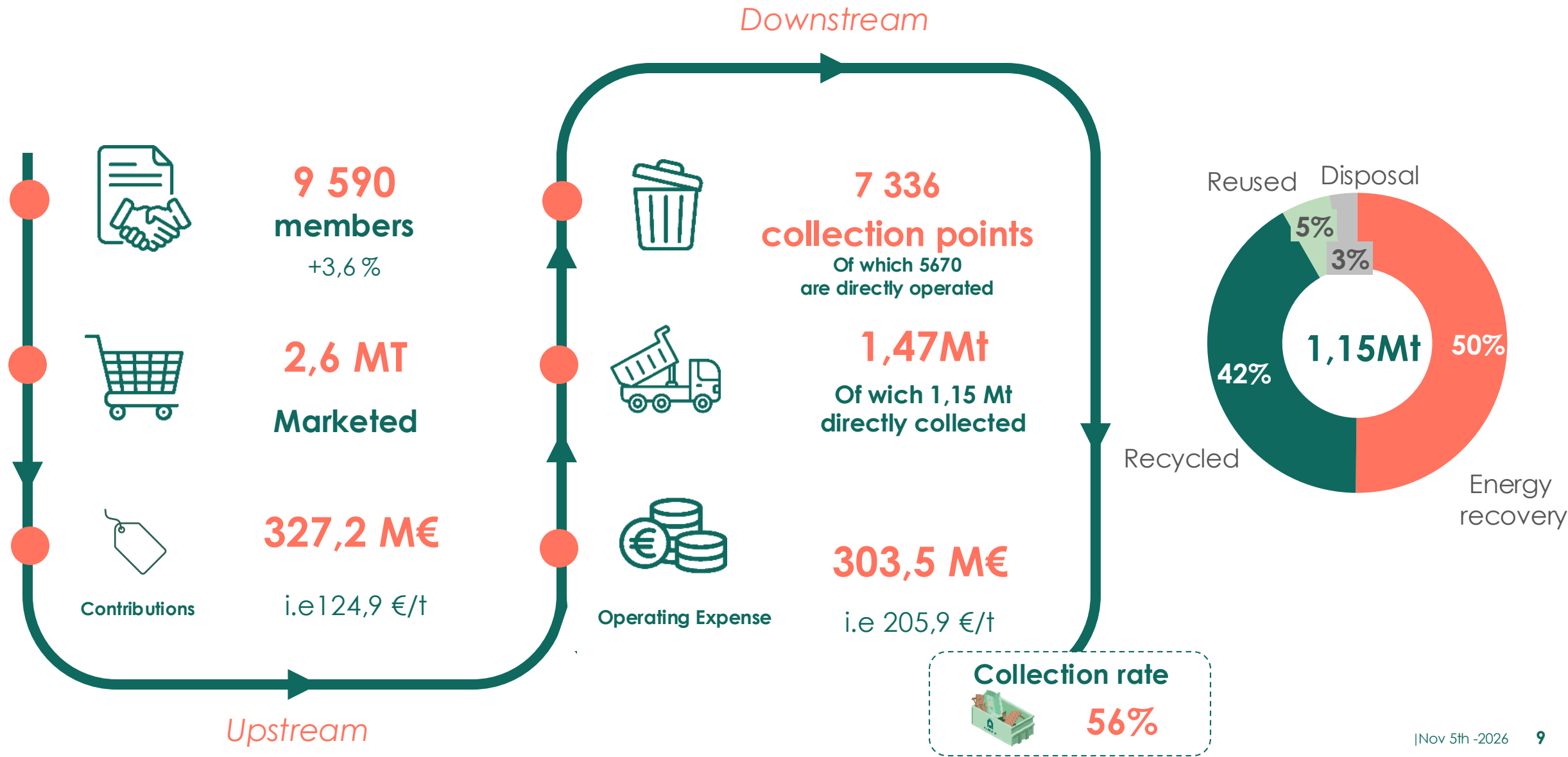


To recycle and produce

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

Furniture Departement Summary and KPIs as of 2024

Key performance indicators for 2024



Agenda

1

Scale 2026

2

Tools and
Implementation

3

Contractual
developments

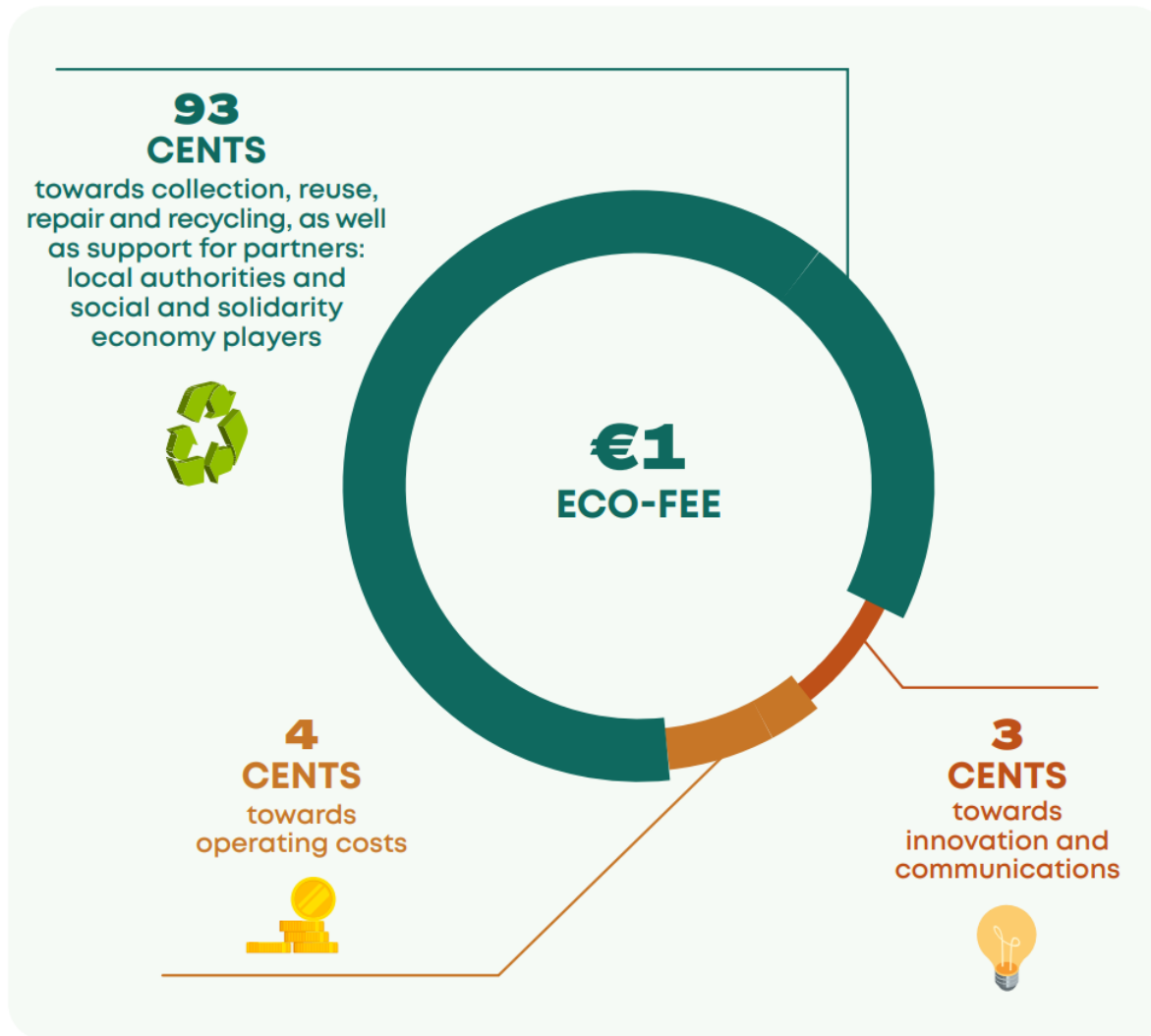
4

FAQ

1. The 2026 scale

An eco-contribution to circularity

Unchanged



Source: key figures 2024

PRICING IS CALCULATED BASED ON 3 CRITERIA:

› Product features

The rate depends on the product type, weight, materials used and the product's recyclability or recycling disruptors.

› Management costs

The rate reflects the real costs of the sector, including product collection, sorting, transportation and processing. The smaller the object, the more logistics required to collect it, resulting in higher costs.

› Eco-modulations

Bonuses and penalties may apply depending on eco-design criteria (extension of useful life, incorporation of recycled materials, recycling disruptors, etc.).

Recyclability.

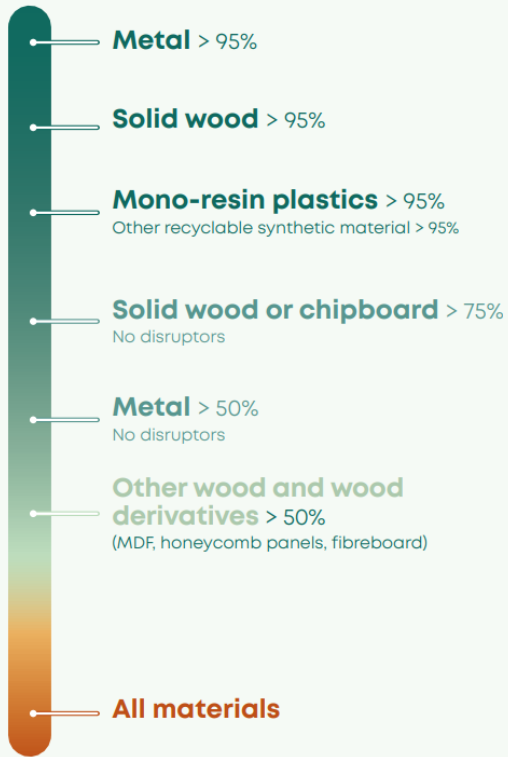
A pricing factor.

Prices are adjusted according to product composition and therefore recyclability

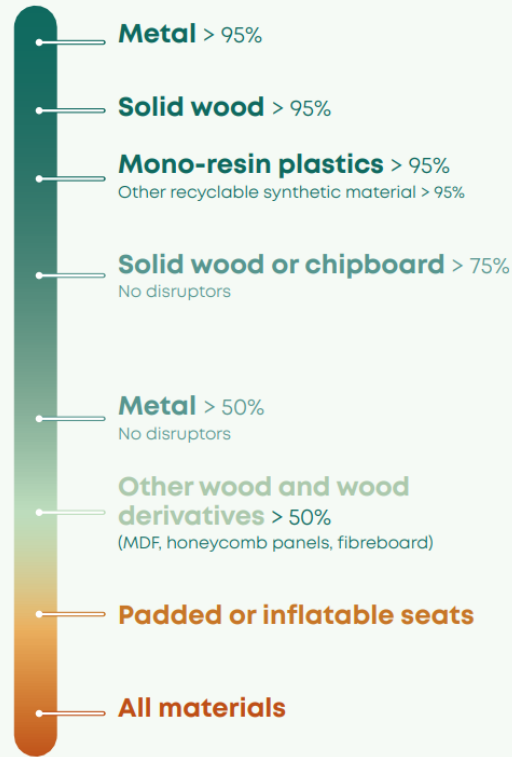
Slight changes



Furniture



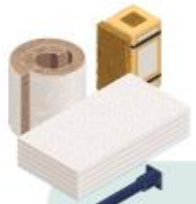
Seats



Adjustment of average rates for metal, plastic and textiles
+
Price changes for small items weighing less than 5 kg

Recycling disruptors

Unchanged



Physical disruptors

Materials or assembly methods that **do not allow the extraction of materials** or that **compromise the quality of the flow to be recycled**.



Chemical disruptors

Hazardous substances within the meaning of the AGEC Act (Art. 13), i.e.:

- › Substances of "**very high concern**" within the meaning of the European REACH regulation, in a concentration above 0.1% weight by weight.
- › Substances listed under Annex XVII to REACH in **quantities exceeding the established limit**.
- › **Substances** subject to **the POPs regulation** (Appendix 4).

On products made primarily of **PLASTIC**:

- Products made primarily of plastic or monoresin **with more than 40% by weight of mineral fillers**.
- Products made primarily of plastic or monoresin **with a mirror, mineral element, or electrical or electronic component**.
- Products made primarily of plastic **using cross-linked or woven polymers**.

On **MATRESSES**:

- Presence of **springs molded into the foam**
- Presence of **plastic springs**

On products made primarily of **WOOD**:

- **Assembly with a mirror or mineral element** representing more than 20% of the total mass of the product (code 39)
- Assembly **with an electrical or electronic component**

Sustainable management of renewable resources.

Another pricing factor.

Sustainable management of renewable resources

★ Slight changes

The sustainable product management criterion relates to the material of which the product is made.

Sustainable management means that:

- › the product meets a minimum threshold concerning the amount of its materials sourced from **sustainably managed resources**;
- › the products or their constituent materials are **certified** or carry a corresponding label.



*NB: the sustainable management bonus is subject to the absence of recycling disruptors.

Eligible materials:



Wood



Bio-based materials

made from plant or animal fibres other than wood, wood derivatives, paper and cardboard



★ Foam



★ Textile



WE PROVIDE TOOLS:

To view the list of recycling disruptors, see the [dedicated page](#) (in French only).



WE PROVIDE SUPPORT:

The item code incorporates eco-modulation for sustainable management.
It's easy!



Sustainable timber management rewarded

Slight Changes



Solid wood and similar products

Minimum “Sustainable Management” wood content in the product:

Furnishings: **50%**

Material

“Sustainable management” wood, i.e. derived from sustainably managed forests and certified:

- PEFC, FSC;
- or under any equivalent due diligence system



Particle board products (PP, OSB) or chipboard

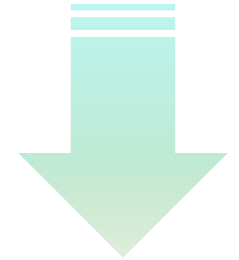
Minimum “Sustainable Management” wood content in the product:

Furnishings: **50%**

Material

“Sustainable management” wood, i.e. derived from sustainably managed resources and certified:

- PEFC, PEFC Recycled, FSC Mix, FSC Recycled;
- or under any equivalent due diligence system



Increase in the price difference
between
certified
and
non-certified materials

Labels & Certification



or equivalent

These labels and certifications are accepted to indicate the resource's sustainable management

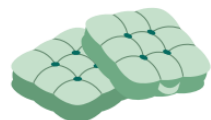
Sustainable management extended to foams and textiles

NEW : Foam & textiles

SUSTAINABLE MANAGEMENT - FOAMS AND TEXTILES

The “**Sustainable management - Foams and Textiles**” rate is applicable for any furnishing item that meets all of the following three conditions:

- the product must contain at least 50% foams or textiles weight by weight;
- the foams or textiles must come from renewable, sustainably managed resources;
- the foams or textiles must be certified.



Products mainly made of foams

Minimum “Sustainable Management” foam content in the product:

Furnishings: **50%**

For example: Mattresses or padded items

Material

- Polyurethane or latex foams from sustainably managed renewable resources (plants, trees, etc.):
For example:
 - PU foam produced from bio-based polyol
 - latex foam from natural latex of plant origin
- Sustainable management indicated by labels similar to those used for wood or equivalent systems
- Required certification:
 - CERTIPUR polyurethane foam
 - EUROLATEX latex foam



Products mainly made of textiles

Minimum “Sustainable Management” textile content in the product:

Furnishings: **50%**

For example: Curtains or net curtains

Material

- Textiles from sustainably managed renewable resources (plants, trees, etc.):
Examples: cotton, linen
- Sustainable management indicated by labels such as Ecolabel, or
- GOTS or equivalent systems
- Required certification: OEKO-TEX Made in Green

Labels



MADE IN GREEN

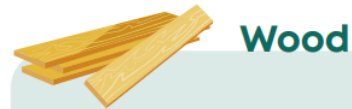
Or equivalent

Evidence and supporting documents for sustainable management

Slight Changes

SUSTAINABLE RENEWABLE RESOURCE MANAGEMENT

Supporting documents will vary depending on the material. You must then **complete a sworn statement in the Ecomaison “Services” space** concerning the possession of the supporting documents listed below.



Wood

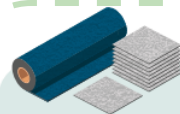
- **Product or building material labels and certifications**, according to the principles of the control chain for the labels and certifications concerned: PEFC, PEFC Recycled, FSC Mix or FSC Recycled.
- Or **any equivalent due diligence system** ensuring that the products come from sustainably managed forests and recycled and/or controlled sources.



Foams



- Sustainable management indicated by **labels similar to those used for wood** or equivalent systems
- Certification required:
- **polyurethane foam: CERTIPUR**
 - **latex foam: EUROLATEX**



Textiles



- Sustainable management indicated by labels such as Ecolabel, GOTS or equivalent systems
- Certification required:
- **OEKO-TEX Made in Green**

Focus

Bio-based

- Product sheets stating the composition of materials and substances.

Evolutivity.

A stronger incentive for Evolutivity.

A stronger incentive for Evolutivity

This eco-modulation rewards the sale of products **providing multiple successive uses** from the design stage.



*NB: the scalable design bonus is subject to the absence of non-sustainable materials and recycling disruptors.



Cot



Scalable mattresses



Sofa bed



WE PROVIDE SUPPORT:

The scalable design eco-modulation is directly applied in the item code
It's easy!

Slight changes



If eligible

*Formerly:
10% reduction
on tariff*

**Starting 2026:
15% reduction
on tariff**

The incorporation of recycled materials

Introducing a new modulation scheme, a new pricing factor.

New: eligibility requirements for recycled materials

Slight changes

Ecomaison rewards you for **incorporating recycled raw materials** into a product launched on the market⁽¹⁾.

This reward is calculated based on the amount of recycled materials incorporated into your product.

This concerns products containing the following materials⁽²⁾:



(1) A breakdown by material can be found in the [data sheets](#).

(2) The technical details of the materials concerned, recycling disruptors, minimum incorporation thresholds and the [list of hazardous or REACH-classified substances](#) can be found in the fact sheets included in the appendices.

These materials are eligible if they:

- ★ ➤ **are exclusively sourced from end-of-life products** (post-consumer waste), from a holder listed with an approved eco-organisation in France;
- **do not contain** any substances that are hazardous or listed under REACH;
- ★ ➤ reach a **set minimum threshold** (in %) of the product's material composition;
- fulfil the principle of proximity, meaning that the stages of collection, sorting, recycling and incorporation of **recycled materials are all carried out**:
 - within a 1,500 km radius of France's barycentre;
 - in an EU Member State.

These plastic products are not eligible if they:

- incorporate recycled plastic in a composite matrix, i.e. plastic resins associated with reinforcements forming a composite material with strengthened physical and mechanical properties;
- contain recycling disruptors identified by approved eco-organisations for the corresponding product category (2);
- contain less than 50% post-consumer recycled plastic incorporated into the finished product.

A dual incentive for incorporating recycled materials

What changes

First incentive: an adjustment of eco-participation rates incorporated into the scale

Second incentive: A cash back bonus linked to the volume of recycled materials placed on the market

Applicable to
the **PRODUCT**



Eco-modulation:

If the recycled proportion of the product exceeds the minimum threshold of Y%, you will apply the item code with a reduced rate.

Applicable from
July 2026



Applicable to
the **MATERIAL**



Bonus:

If the recycled proportion of the product exceeds the minimum threshold of Z%, you will receive the bonus for the incorporation of recycled materials.

Applicable from
January 2026

Recycled content premiums for 2026

Slight changes

INCORPORATION of recycled materials (IRM)

Ecomaison rewards you for **incorporating recycled raw materials** into a product launched on the market⁽¹⁾.

This reward is calculated based on the amount of recycled materials incorporated into your product.

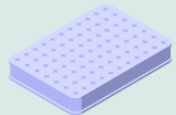
This concerns products containing the following materials⁽²⁾:



Plastics



Wood



Foam



Textile

(1) A breakdown by material can be found in the [data sheets](#).

(2) The technical details of the materials concerned, recycling disruptors, minimum incorporation thresholds and the [list of hazardous or REACH-classified substances](#) can be found in the fact sheets included in the appendices.

IRM bonus calculation

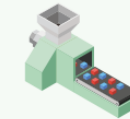


The bonus calculation takes into account the quantity of products (in tonnes) eligible for the bonus according to your declaration and trigger thresholds.



Quantities
of eligible
products
(tonnes)

x



% recycled
materials

=



Eligible
tonnes
recycled
materials

Your bonus is then calculated based on the amounts of Ecomaison's IRM bonus.



Eligible
tonnes
recycled
materials

x



Ecomaison
unit bonus
amounts

=



My bonus
paid by
Ecomaison

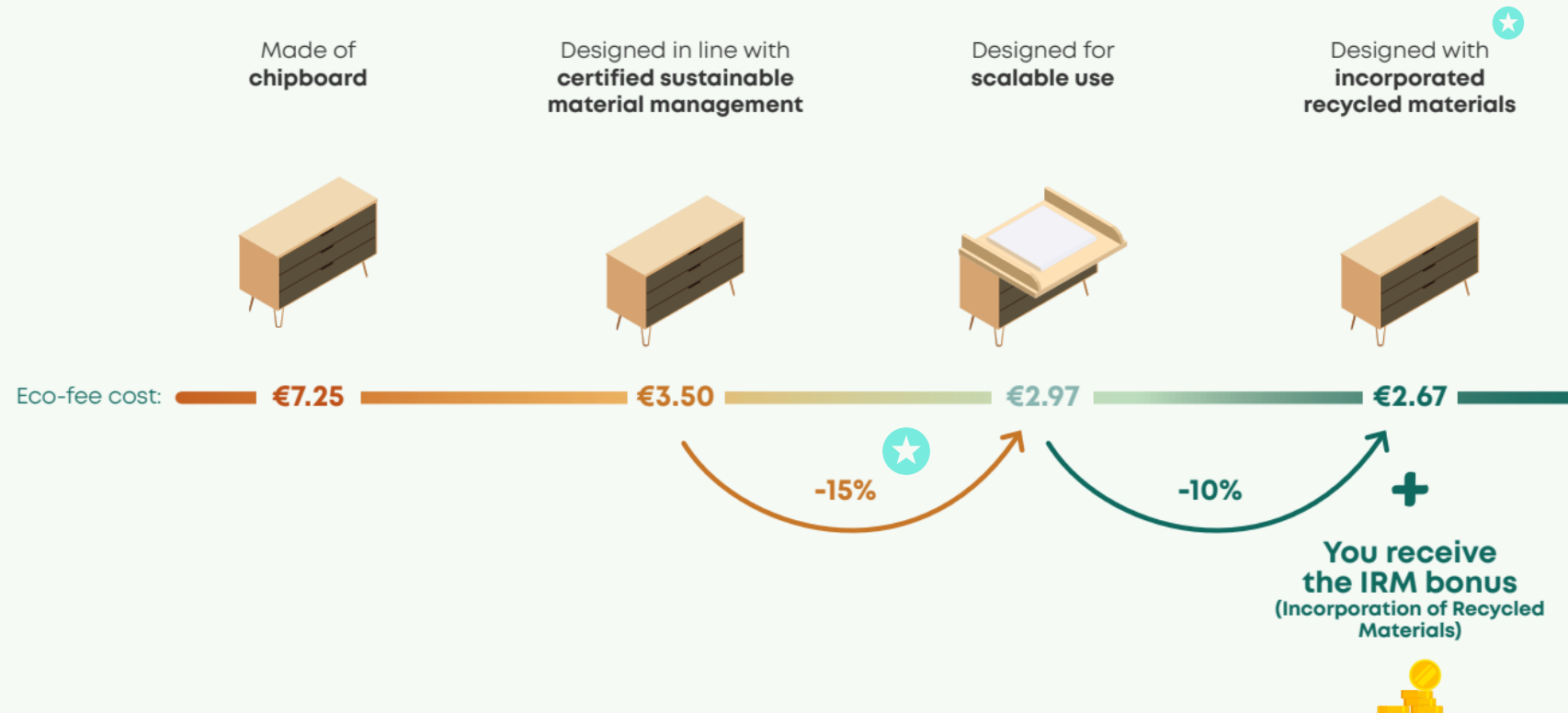
At the end of each financial year N, during the 1st quarter of N+1, the bonuses are calculated, resulting in a payout*.

In a nutshell...

Slight changes

Example of how the **eco-design efforts** proposed and rewarded by Ecomaison can improve your contribution.

For a 50 kg dresser



2. Tools and Implementation

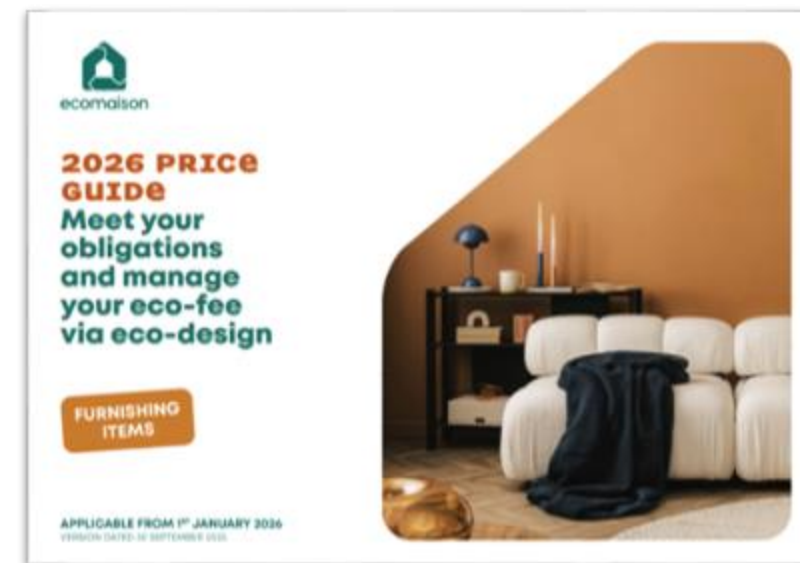
Guide to the scale

Slight changes

A **guide to the new pricing formula**, allowing you to manage your eco-contribution through your circular efforts (eco-modulations and incorporation of recycled raw materials).

Two separate parts :

1. For **management teams, purchasing, and CSR**: Understanding Ecomaison's service offer and **steering** your **industrial or commercial strategy**.
2. For **accounting and finance teams**: detachable **technical data sheets** detailing our **eco-modulations: criteria, thresholds, and proof of eligibility**.



Access the
2026 scale guide

Code generator

Slight changes

- ▶ New version with 2026 rates
- ▶ Change in the order of questions to obtain a rate after the third question
- ▶ precision of red flags on materials and adjustments
- ▶ Creation of a tab listing deleted codes and their 2026 alternatives
- ▶ Creation of a tab for recoding suggestions
- ▶ Creation of a tab for line coding
- ▶ Addition of new rate codes

Please make sure you are always using the latest version. Feel free to contact us if you notice any inconsistencies or bugs

The latest version can be downloaded

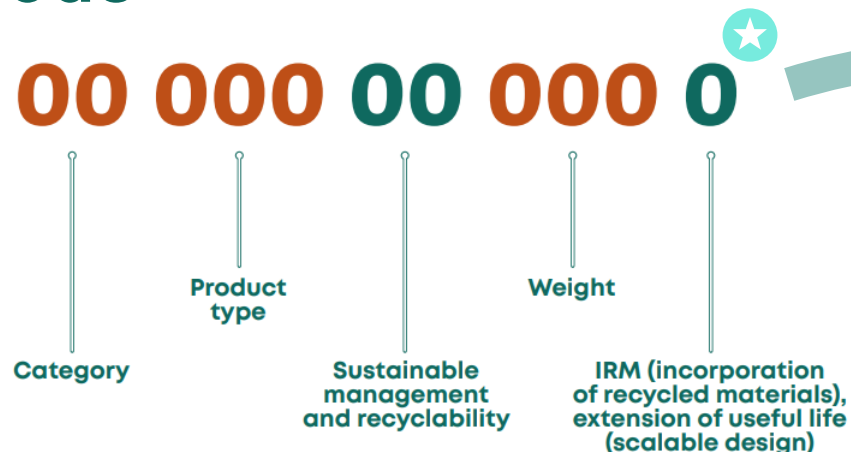
[here](#)



The screenshot shows a web form titled "Product code generator - Furniture - Scale applicable from 1 January 2026". It includes a "RESET" button and instructions: "Select items in green boxes. Remember to press the 'RESET' button before making a new generation. The amount of the eco-fee is given as an indication; the applicable scale is the eco-fee scale." The form contains several green input fields for selection: "Choose a category:", "Choose a product type:", "Choose the characteristic (or dimension) according to the type of product:", "Choose a family of materials or the presence of a parameter*", "Choose a material:", and "Does the product benefit from an eco-modulation?". There is also a field for "Enter the product code:". At the bottom, it shows "The amount of the eco-fee is" with a green box indicating "You can set the VAT rate" and a field for "VAT rate:". On the right side, there are input fields for "Code:" and "and its eco-fee code:". A small "RESET" button is also visible at the bottom left of the form area.

Eco-participation code

Slight changes



► Removal of codes for/

- boxes <1m and boxes >1m
- seats by number of places, code 020 for furniture characteristics

► Addition of 11th digits 3 and 6 for modulation linked to the Incorporation of recycled materials scheme

11 th digit	Non evolutive Product	Evolutive Product
Without Incorporation of recycled materials	0	1
With Incorporation of recycled materials	3	6

3. Contractual Changes

Registration fees

Minimum billing amount

Introduction of membership fees upon registration

► **Starting January 1, 2026, all new members** will be required to pay a

👉 **Membership fee upon registration**

In order to avoid free-riding behavior situations

► **€50 excl. VAT**

► **For each ECOMAISON sector/department** (Ex: if 4 sectors required = €200).

- Construction Materials sector (PMCB)
- DIY sector (ABJ)
- Games and toys sector (JJ)
- **Furnishing sector (DEA)**

► **Payable online** upon signing the contract.

► **Delivery of IDU** (Unique membership number) **upon payment** of the fee

Implementation of a minimum billing amount for all members

- ▶ A **minimum billing amount** is applied based on the frequency of reporting and the sector.
- ▶ The minimum eco-contribution **amount is set** at :
 - ▶ €60 excl. tax/year for **annual filers**
 - ▶ €15 excl. tax/quarter for **quarterly filers** for all ECOMAISON sectors.
- ▶ At the end of the declaration, if the amount of eco-participation declared is less than the minimum eco-participation amount, then the amount retained is the minimum eco-participation amount.

👉 **Example:** eco-fee amount of €5 for products placed on the market during the quarter

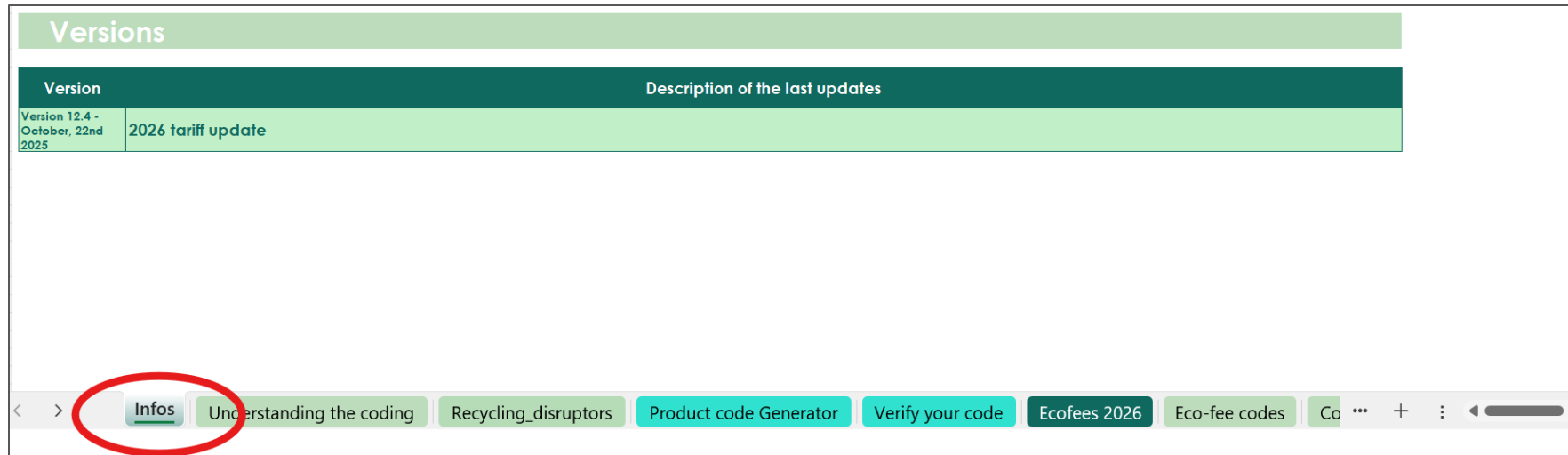
- ▶ The amount is below the threshold of €15/quarter..
- ▶ The member must pay €15 for the considered quarter.

4. Q&A

The 2026 code generator tool

► Versioning, which final version?

The file was corrected for bugs upon release. This resulted in significant versioning in the early stages. It is now stable. The history of versions and updates can be found in the **“info” tab**.



Versions	
Version	Description of the last updates
Version 12.4 - October, 22nd 2025	2026 tariff update

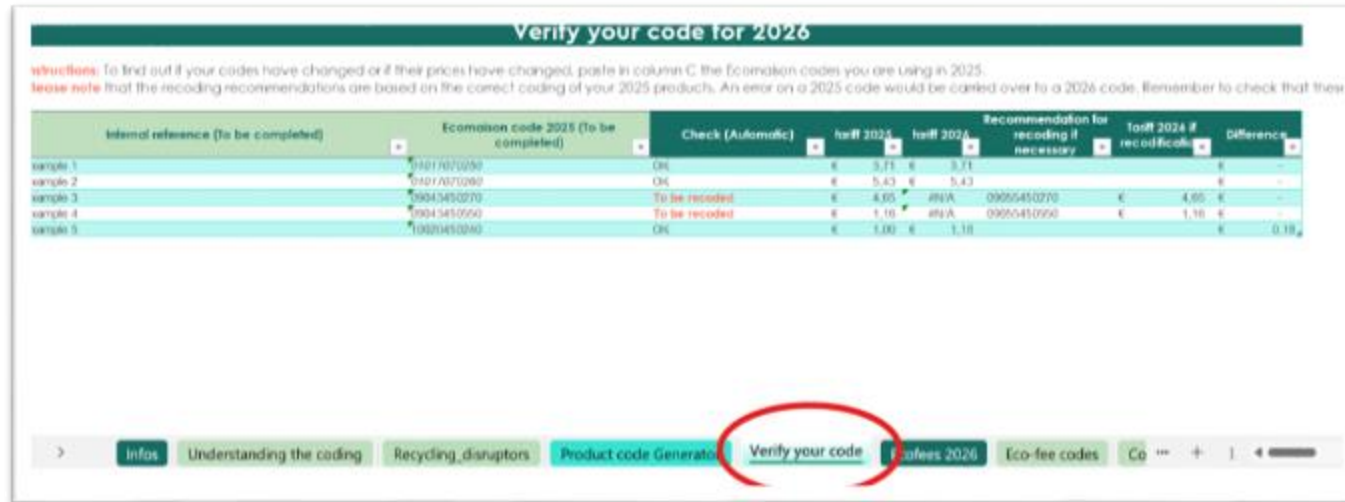
< > Infos Understanding the coding Recycling_disruptors Product code Generator Verify your code Ecofees 2026 Eco-fee codes Co ... + : ◀ ▶

We invite you to always work from a file downloaded from the scale publication page, to ensure you have the latest version: [Link here](#)

The 2026 code generator tool

► How to analyze changes to existing codes and their pricing?

👉 By using the “Verify your code” tab.



Verify your code for 2026

Instructions: To find out if your codes have changed or if their prices have changed, paste in column C, the Ecomaison codes you are using in 2025.
Important note: that the recoding recommendations are based on the correct coding of your 2025 products. An error on a 2025 code would be carried over to a 2026 code. Remember to check that these

Internal reference (To be completed)	Ecomaison code 2025 (To be completed)	Check (Automatic)	tariff 2025	tariff 2026	Recommendation for recoding if necessary	tariff 2026 if recodified	Difference
sample 1	5901702020	OK	€ 5.71	€ 5.71			€ -
sample 2	5901702020	OK	€ 5.43	€ 5.43			€ -
sample 3	59045450270	To be recoded	€ 4.95	RNA	09055450270	€ 4.95	€ -
sample 4	59045450550	To be recoded	€ 1.16	RNA	09055450550	€ 1.16	€ -
sample 5	10020450240	OK	€ 1.00	€ 1.18			€ 0.18

Navigation bar: > | Info | Understanding the coding | Recycling disruptors | Product code Generator | **Verify your code** | Eco-fees 2026 | Eco-fee codes | Co | + | -

- Enter the codes you currently use in your declarations in **column C**.
- The **validity of the code currently used** is verified in **column D**.
- The following columns show you the **2025 rate (current)**, the **2026 rate (upcoming)**, and, if recoding is necessary, a recoding proposal is automatically suggested along with its associated rate.
- Finally, **the last column (I)** allows you to see, if there is a difference, the price difference between the current and upcoming rates



Thank you !



For more information

Find all the usefull documents
on [Ecomaison.com](https://ecomaison.com)

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Write to us : contact@ecomaison.com