PEP ECOPASSPORT
AS A COMPETITIVE ADVANTAGE
2017 NOV,9TH  PIERRE MOREL
INSPIRING A BETTER WAY OF LIVING ACCESSIBLE TO ALL

Somfy Group is the global leader in opening and closing automation for both residential and commercial buildings, and a key player in the connected home.
THE GROUP’S BRANDS AND DISTRIBUTION CHANNELS

- B2B
- B2C
PART 2 › FACTS & FIGURES

OUR PRESENCE WORLDWIDE

58 COUNTRIES

8,000 EMPLOYEES WORLDWIDE

8 ASSEMBLY PLANTS WORLDWIDE

Production capacity:

70,000 MOTORS PER DAY

1 131.7 M€ +10.2%

SALES GROWTH IN REAL TERMS

166,000,000 76%

NUMBER OF MOTORS SALES OUTSIDE FRANCE

MOTORS PRODUCED SINCE THE START
The program ensures the compliance of product environmental profiles with the requirements of the ISO 14025 standard.

Initiated and developed by and for the international electrical and electronics industry to answer to the green building market requirements and to anticipate the evolution of the EU regulations.

Strong position in EEE and HVAC-R sectors
24 companies have 1779 valid PEP available in the PEP database, accessible to all

23 Accredited verifiers

A referential:
11 PSR available on line
4 PSR in progress
8 procedures to manage key processes

Recognition by French authorities-Agreement sign with “DHUP” June 2016

Compliant to ISO 14025
KEY EUROPEAN CONTEXT

- Circular economy package
- Ecodesign directive
- Energy package
- Efficient building future regulations
- Waste package
- Energy performance of building directive
- Climate package

2020

Supporting member of PEF Pilot on USP
SINCE 2016 international development

*In discussion for recognition with the following program operators or EPD databases:*

- AENOR Spain
- ICMQ Italy
- BRE UK
- EPD Sweden
- IBU Germany
- UL USA
MARKETS REQUIREMENTS ARE CHANGING

**B2B – BUILDINGS NON RESIDENTIAL MARKET:**
GROWING INTEREST FOR EPD

**B2C – CONSUMERS MORE AND MORE INTEGRATE ENVIRONMENTAL CRITERIAS IN THEIR PURSHASING DECISION MAKING**
B2B-GROWING INTEREST FOR EPD

Especially in non residential building sector the interest for EPD is growing by regulation and by certification bodies.

IN FRANCE SINCE JULY 2017: The environmental allegations have to be supported by environmental declarations verified by third parties.

BUILDING CERTIFICATION BODIES:
LEED (USA)-Worldwide
BREAM (UK)
HQE (France),

EC+
B2B: THE ANSWER

Environmental declaration: credible, visible, recognised
The B2C approach:

Consumers more and more integrate environmental criteria in their purchasing decision making.
GIVE MORE VALUE

- give visibility of PEP Ecopassports to consumers through a simplified communication

- Trust of consumers in brands who are making Eco declaration

- Awareness of PEP eco passport

- Demand of PEP eco passport by consumers toward professionals

- More value and competitive advantage for the companies included in the PEP Ecopassport program
GIVE MORE VALUE

Effet de serre en Kg équivalent CO2
1,4Kg

Energie primaire consommée
En MJ
26 MJ

Epuisement des ressources naturelles
en g Sb équivalent
0,3 g

Évalué sur tout le cycle de vie du produit
At SOMFY PEP Eco passport is the basic of the eco designing approach Act for Green