

CITEO

Eco-Emballages and  
Ecofolio are now Citeo

# Rates 2018 for packaging recycling





# Rates change

## 2018-2022: New ambitions for packaging recycling in France

The Citeo's project has convinced the French Government, resulting into the renewal of our Government Agreement for the 5th time in 25 years. For the next five years, we will keep working on the development of a circular economy in France and on the improvement of your packaging collection, sorting and recycling.

Our goal is to provide you with our expertise to help you face the increasing number of challenges for packaging: cost, image, eco-design, etc.

Public Authorities have established new constraints for this Government Agreement and new investments in order to make recycling progress. This has an impact over your packaging recycling rates, starting from 2018. We will guide you and help you understand the changes that your Citeo's contribution will experience.



### **Our rates include:**

- taking over your legal obligations
- access to our set of tools and services d'accompagnement
- Sorting Guidelines license of use that allows you to sell your products in the European Union

PLEASE NOTE THAT



# Why do rates change?

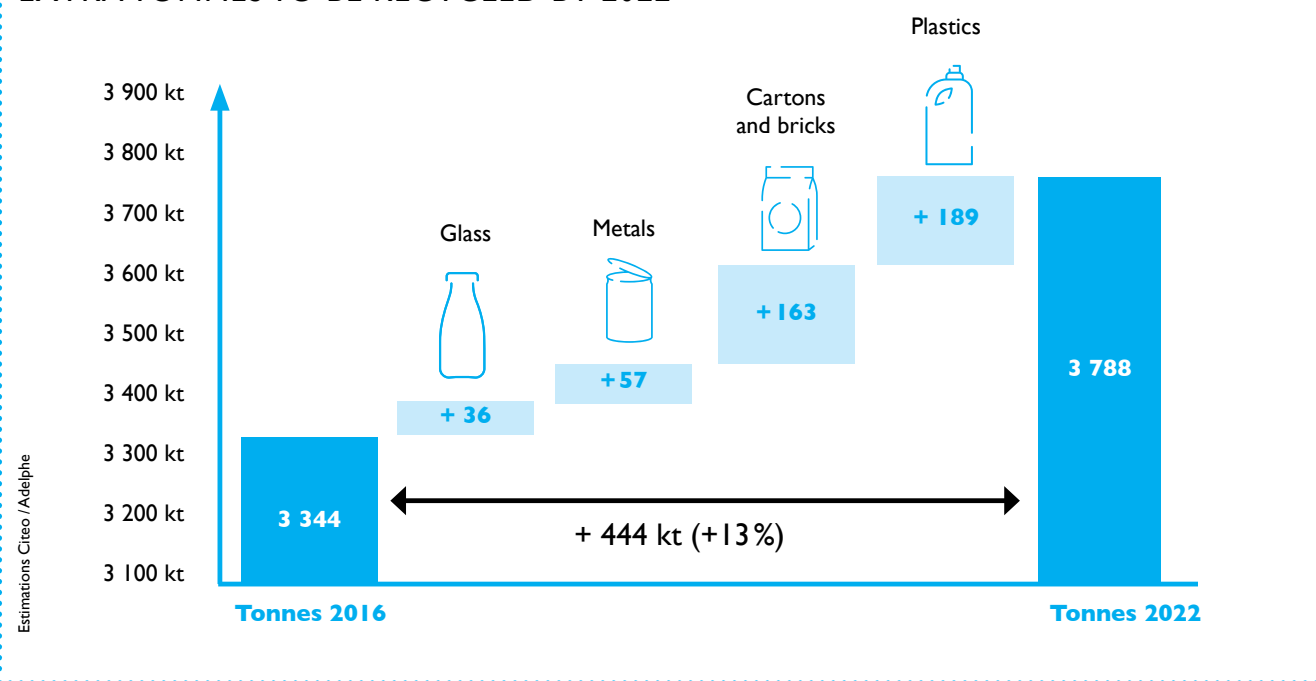
## 1 // More resources to recycle more in France by 2022

In order to attain a 75% packaging recycling rate, 444,000 extra tonnes need to be recycled and financed in 5 years. New investments will provide you with a better service in eco-design and with the sorting of all of your packaging

To succeed, we will:

- **improve** our services to help you eco-design your packaging;
- **support** your research and development efforts for packaging initiatives;
- **improve** packaging waste collection in France, especially in big cities;
- **reinforce** awareness-raising activities to facilitate consumers understanding of sorting guidelines.

EXTRA TONNES TO BE RECYCLED BY 2022



## 2 // The French State has changed the way we pay collecting and sorting to local authorities

# What are the consequences of these changes over your packaging recycling rates?

⇒ Rates by weight of material change after the material's rate review.

The French State has determined the price of each collected ton depending on the material and on the price paid to local authorities.

Plastic does now have a fixed rate. Until now, it was divided into 3 categories with 3 different rates. We are currently investing ourselves into doubling plastic packaging recycling rate, regardless of their composition. Therefore, this division makes no longer sense.

⇒ Reference for unit contribution becomes Consumer Sales Unit (CSU)\*

This choice means an easier declaration. You were able to test it in 2017. Moreover, to encourage packaging reduction, public authorities have decided to apply a rate augmentation depending on the number of packaging units per CSU. Thus, rates will be augmented depending on their category and starting from 2 different unit sections.

### What are the consequences of these changes over your rates?

Depending on the composition of your product's packaging, your contribution may increase or drop. You can discover your 2018 rate now thanks to the Simulator that you will find in your Personal Account: [clients.emballages.citeo.com](https://clients.emballages.citeo.com)

⇒ Finally, the eco-modulation principle still applies to encourage use and design of responsible packaging. New bonuses and penalties apply for packaging:

- reduction to the strict necessary number of units and quantity of material;
- integration of recycled paper-cardboard;
- currently recyclable or recyclable by 2022, as part of the Sorting Guidelines extension;
- encourage consumers to sort and recycle.

### DO YOU HAVE ANY QUESTIONS?

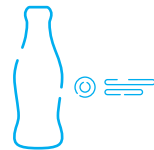
Contact our Customer Service on  
**(+33) 8 08 80 00 50**  
(Free service + call price)

You can discuss new rates with the Citeo' team over your local Declaration Meetings or over one of our rates and declaration dedicated webinars. This is also the opportunity to make sure that you have identified all the possible simplification and optimization procedures for your Citeo' contribution.

\*Consumer Sales Unit (CSU) is a conditioned product unit that a consumer can buy separately. For drinks sold by pack and that can be separated, each bottle represents a CSU. This is the case for bottles, cans or bricks, sold per unit or by pack. Both shipment packaging and "POS packaging" represent an independent unit and they are equal to a CSU. The CSU may consist on various elements made of diverse materials.

# 2018 Rates applied to every declaration

## Declaration and fees



### CONSUMER SALES UNIT (CSU) DECLARATION:

Declaration of the different CSUs launched into the French market and detailed by weight per material. This declaration concerns all clients.



### SECTOR-SPECIFIC DECLARATION:

Declaration per product family. This type of declaration can be addressed by clients launching less than 500,000 CSU / year into the French market.



### 80€ RATE:

No declaration needed. Eligible for clients launching less than 10,000 CSU / year into the French market.

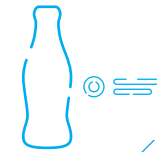
Please note that: In the event of an annual contribution due of less than €80 plus VAT, a minimum amount of €80 plus VAT will be invoiced.

### The detailed declaration disappears in 2018

Your process and information system have changed and you need more information?

Please contact our Customer Service on  
(+33) 8 08 80 00 50

PLEASE NOTE THAT



## Consumer sales unit declaration

### Rate setting system:

$$\text{CSU TOTAL CONTRIBUTION} = \left( \text{1} + \text{2} \right) \times \text{3}$$

Contribution by weight of material     CSU contribution     Bonus/Penalty



### Contribution by weight of material

Different rates apply to every of the following 7 materials. Plastic represents a unique family:

<b>Steel</b>	<b>4,43 ct €/kg</b>
<b>Aluminum</b>	<b>10,38 ct €/kg</b>
<b>Paper-Cardboard</b>	
Papier-Cardboard	<b>16,30 ct €/kg</b>
Brick	<b>24,74 ct €/kg</b>
<b>Plastic</b>	<b>31,23 ct €/kg</b>
<b>Glass</b>	<b>1,42 ct €/kg</b>
<b>Other materials</b>	<b>31,23 ct €/kg</b>

Contribution reduction due to use of recycled paper-cardboard:

Paper and cardboard packaging using recycled raw materials will benefit from a 10% reduction over their contribution by weight if 50% of the total packaging weight corresponds to recycled materials. To claim this reduction, a packaging supplier's certificate is mandatory.



### CSU contribution

For each CSU, a flat rate of €XX cents applies. This rate is adjusted depending on the number of packaging units per CSU.

rate surcharge rules	No. of units per CSU	Augmentation %	CSU rate in € cents
1 unit = no augmentation applied	1 unit		0,0589
2 to 5 units = augmentation of 80% per unit	2 units	80	0,1060
	3 units	160	0,1531
	4 units	240	0,2003
	5 units	320	0,2474
6 to 10 units = augmentation of 60% per unit	6 units	380	0,2827
	7 units	440	0,3181
	8 units	500	0,3534
	9 units	560	0,3887
	10 units	620	0,4241
11 units to 30 units = augmentation of 40% per unit	11 units	660	0,4476
	12 units	700	0,4712
	13 units	740	0,4948
	14 units	780	0,5183
...	...	...	...
More than 31 units = augmentation of 10% per unit	31 units	1430	0,9012
	32 units	1440	0,9071
...	...	...	...

Please note that package units weighting less than 0.1g are subject to a surcharge of 10% per CSU's packaging unit.

## Eco-modulation

### Bonuses

#### Awareness-raising

##### On-Pack bonus

⇒ Un A bonus of 8% of the total contribution of the Consumer Sales Unit is granted if the packaging includes a complete sorting guideline<sup>1</sup> that may also be complementary to Triman logo<sup>2</sup>.

Customized sorting guidelines may also entitle to bonus, subject to Citeo' validation. Validation depends on the existence of a complete sorting guideline<sup>1</sup>.

⇒ A bonus of 5% of the total contribution of the Consumer Sales Unit is granted if packaging includes the "Triman" logo but does not include a complementary sorting guideline. Packaging using this logo shall count with a recycling branch, according to section R.543-54-1 of the French Environmental Code (code de l'environnement)

⇒ A bonus of 4% of the total contribution of the Consumer Sales Unit is granted for awareness-raising initiatives via QR Code. The code must appear on the packaging and send consumers to a sorting guidelines platform validated by Citeo.



**These 3 bonuses cannot be combined.**

PLEASE NOTE THAT

1 - Describing all CSU packaging units and their materials to guide the consumer and make him follow the instructions "not to be recycled" or "to be recycled".

2 - Combining the sorting guidelines with the Triman logo will become mandatory from 2019 for packaging counting with a recycling branch.

3 - Media performance is calculated on the target basis: 15 years old and older.

##### Variation examples entitling to bonus in 2018:



##### Off-Pack bonus

⇒ A bonus of 4% of the total contribution of the Consumer Sales Unit is granted for the following "Off-Pack" awareness-raising sorting habits\*: TV / radio (at least 300 GRPs), posters (at least 1000 GRPs), press (at least 150 GRP), digital media with purchase of space (at least 20% of the target with at least 20 million impressions = number of times the campaign might be seen).

**"On-Pack" 8% and 4% bonuses can be combined with the 4% "Off-Pack" bonus.**

PLEASE NOTE THAT

#### Reduction at source and recyclability improvement

⇒ A bonus of 8% of the total contribution of the Consumer Sales Unit is granted for the following initiatives:

##### Reduction at source:

- iso-functionality volume reduction, for example, due to product concentration;
- deployment of refills;
- reduction in the number of units of a single Consumer Sales Unit.

##### Recyclability improvement:

- removal of a non-majority material from a multi-material packaging component;
- switching from multi-material plastic packaging to PET mono-materials, improving recyclability;
- adding precutting plastic sleeves (in PET, HPED or PP covering more than 60% of the packaging);
- removal of the plastic package's black carbon dye in the outer layer

⇒ An additional 4% bonus is granted if the reduction is documented and published in the Citeo' dedicated catalogue. Therefore, for the same initiative the bonus may rise up to 12%.

- These bonuses only apply for the product's first year on the market.
- If several measures for reduction at source are implemented for the same unit, bonuses cannot be combined.

PLEASE NOTE THAT

#### Bonus for plastic packaging currently included in the sorting guidelines

⇒ A bonus of 12% is granted over the total contribution of the Consumer Sales Unit to plastic packaging included in the national sorting guidelines and counting with a recycling branch, that is bottles and caps made of PET, HDPE or PP.

#### Bonus for rigid plastic packaging eligible to join a recycling branch

⇒ A bonus of 8% is granted to packaging which is subject, due to the new sorting guidelines, to join one of the existent recycling branches.

Starting from 2018, it will affect rigid<sup>1</sup> packaging other than bottles or caps presenting a body of packaging<sup>2</sup> made of PET, HPDE or PP.

This bonus is applied:

- over the total contribution of the Consumer Sales Unit when it includes plastic components only;
- over the contribution by weight of material only when CSU includes units made from different materials other than plastic.

1 - The following are considered as rigid packaging: bottles, flasks, boxes, jars and trays. Rigid packaging is defined by a certain holding tray and high levels of deformation resistance. In general, the main element of the rigid packaging has a thickness superior to 300 micrometers.

2 - The body of the packaging is defined here as the heaviest element composing a primary packaging.

**If other materials or additives take part into the packaging composition, these must not impact the sorting and recycling process.**

**The list of materials and additives will be shortly available on our website.**

PLEASE NOTE THAT

## Penalties

### Penalty for disruptive packaging

⇒ A 50 % penalty of the total contribution of the Consumer Sales Unit is applied for the following packaging. It applies on account of the loss of quality the final recycled materials incurs.

- Glass packaging with a porcelain or ceramic stopper;
- Drink cartons with paper and cardboard as the majority material but containing less than 50% of fibers;
- “Reinforced” paper and cardboard packaging;
- Bottles with PET as the majority material that also contain aluminum, PVC or silicon (density greater than 1). PET bottles with completely and mandatory dissociable hybrid lids (aluminum/plastic) in order to allow product consumption are not part of the disruptive packaging list.

### Penalty for packaging in the sorting guidelines but without a recycling branch

⇒ A penalty of 100 % of the total contribution of the Consumer Sales Unit is applied to packaging in the sorting guidelines but without a recycling branch (ex.: non PET, HPED our PP bottle, and non-soda-lime glass). This penalty does not apply to plastic packaging other than bottles or flasks.

**CSU chargeable to penalty cannot benefit from any bonuses.**

PLEASE NOTE THAT

### Penalty for pet packaging containing mineral opacifiers

⇒ A penalty of 100% of the total contribution of the contribution by weight is applied to PET packaging using mineral opacifiers at a > 4% rate.

### Penalty for mineral oils based ink use in paper-cardboard

⇒ A penalty of 10% of the contribution by weight is applied to paper-cardboard material if it includes printed supports using mineral oils based ink.



## Sector-specific declaration

The sector-specific declaration is applied per family product. A rate applies for each family product.

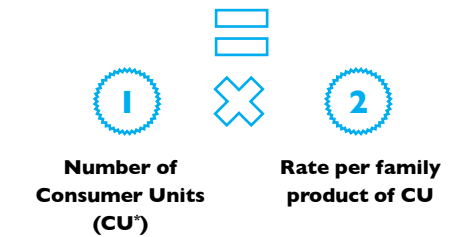
### Two sector-specific declarations are available:

⇒ A general declaration for all products  
7% rate increase to be in accordance with the average increment of the recycling branch charges

⇒ A specific declaration for wine and spirit drinks.  
Rates adjustment apply for each product to match material's real costs for the wine and spirit drinks sector

### Rate setting system:

CONTRIBUTION PER FAMILY PRODUCT



\*Consumer Unit: the smallest packaging unit that a consumer can consume.

## Generalist sector-specific declaration

CODE	PRODUCT FAMILY DESCRIPTION	RATES PER CONSUMER UNIT IN €
<b>Food</b>		
P012001	Jam, compote, honey, spread	0,0056
P010201	Sweet or savoury biscuits, cereals, pastries, bread and equivalent products	0,0083
P010301	Coffee, tea and other instant drinks	0,0173
P011901	Sugar, candy, chocolate and similar products	0,0016
P011100	Pasta, rice, canned foods, deli products and prepared foods	0,0057
P011500	Spices and condiments	0,0064
P034601	Meat and fish	0,0035
P034202	Milk products (except butter)	0,0089
P034204	Butters	0,0025
P034101	Ice creams and frozen foods	0,0185
P034400	Fruits and vegetables	0,0030
<b>Beverages</b>		
P023101	Beer and shandies	0,0047
P023003	Fruit juices and syrups	0,0072
P034201	Milks	0,0058
P023001	Alcohol-free carbonated drinks	0,0063
P023600	Aperitifs, spirits and liqueurs	0,0075
P023400	Wines, champagnes, sparkling wines and ciders	0,0100
P023200	Waters	0,0103

## Cleaning and household products

P055002	Washing and detergent products	0,0213
P055001	Soaps	0,0045
P055101	Cleaning products, general, deodorants and insecticides	0,0383
P055008	Washing and cleaning accessories	0,0105

## Body, hair and tooth care products

P046401	Body hygiene and care products (including hair and tooth)	0,0068
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## Pharmaceutical products

P046719	Pharmaceutical and optical products	0,0266
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## Gardening products

P055801	Gardening and equivalent products	0,0375
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## DIY

P055901	Tools, DIY, glues, paints and equivalent	0,0395
P055902	General hardware and furnishings	0,0226

## Clothing, shoes, textiles and accessories

P078201	Clothing, textiles, soles, laces, fabrics and sewing accessories	0,0041
P078301	Shoes	0,0128

## Household appliances

P055501	Various large household appliances	0,0857
P055508	Various small household appliances	0,0296
P056102	Household appliance accessories and equivalent	0,0072

## Houseware and furniture

P055401	Various houseware	0,0213
P056001	Indoor and outdoor furniture	0,0553

## Animals

P012801	Products and accessories for animals	0,0155
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## Various

P066800	Various supplies, lighters, souvenirs, gifts, recreational items, writing items	0,0175
P067001	Jewellery and watches	0,0075
P067101	Leather goods and travel bags	0,0230
P085201	Tobacco	0,0040
P067207	Musical instruments	0,0805
P067301	Games and toys	0,0230
P067504	Cycles, motorcycles, mopeds, nautical and physical fitness items	0,1112
P085305	Domestic liquid fuels	0,2807
P067800	Quick services (keys, shoe repairs)	0,0004



## Service and shipping packaging

### (e.g. mail-order sales, pouches, bags, trays, etc.)

PI20301	Paper/Cardboard	Weight per unit < 5 g	0,0015
PI20302		Weight per unit from 5 to 15 g	0,0027
PI20303		Weight per unit from 15 to 50 g	0,0072
PI20304		Weight per unit > 50 g	0,0136
PI20201	Aluminium	Weight per unit ≤ 5 g	0,0012
PI20202		Weight per unit from 5 to 15 g	0,0019
PI20203		Weight per unit from 15 to 50 g	0,0045
PI20204		Weight per unit > 50 g	0,0080
PI20431	Plastic	Weight per unit ≤ 5 g	0,0019
PI20432		Weight per unit from 5 to 15 g	0,0041
PI20433		Weight per unit from 15 to 50 g	0,0135
PI20434		Weight per unit > 50 g	0,0228
PI20601	Other	Weight per unit ≤ 5 g	0,0017
PI20602		Weight per unit from 5 to 15 g	0,0035
PI20603		Weight per unit from 15 to 50 g	0,0100
PI20604		Weight per unit > 50 g	0,0189

# Wines and spirits sector-specific declaration

↔ Individual bottles (note, overpacks containing bottles need to be declared separately)

CODE	VOLUME (CL)	RATES PER CONSUMER UNIT IN €
<b>Wines – normal glass bottle</b>		
P023401	<= than 50	0,0071
P023402	75	0,0086
P023403	100 and 150	0,0151
P023404	300 and more	0,0303
<b>Wines – reduced-weight glass bottle</b>		
P023405	≤ à 50 (1)	0,0057
P023406	75 (2)	0,0069
P023407	100 (3) and 150 (4)	0,0113
<b>Champagne – glass bottle</b>		
P023501	< 75	0,0111
P023502	75	0,0164
P023503	150	0,0294
P023504	300 and more	0,0505
<b>Sparkling wines – glass bottle</b>		
P023505	< 75	0,0110
P023506	75	0,0148
P023507	150	0,0269
<b>Spirits – glass bottle</b>		
P023701	70 and 100	0,0108
P023702	150	0,0165
<b>PET bottles</b>		
P023408	75	0,0145
<b>Cubitainer Bag in box types</b>		
P023409	300	0,0305
P023410	500	0,0424
P023411	1000 and more	0,0783
<b>Rigid Cubitainer</b>		
P023412	≤ 500	0,0523
P023413	> 500	0,0877

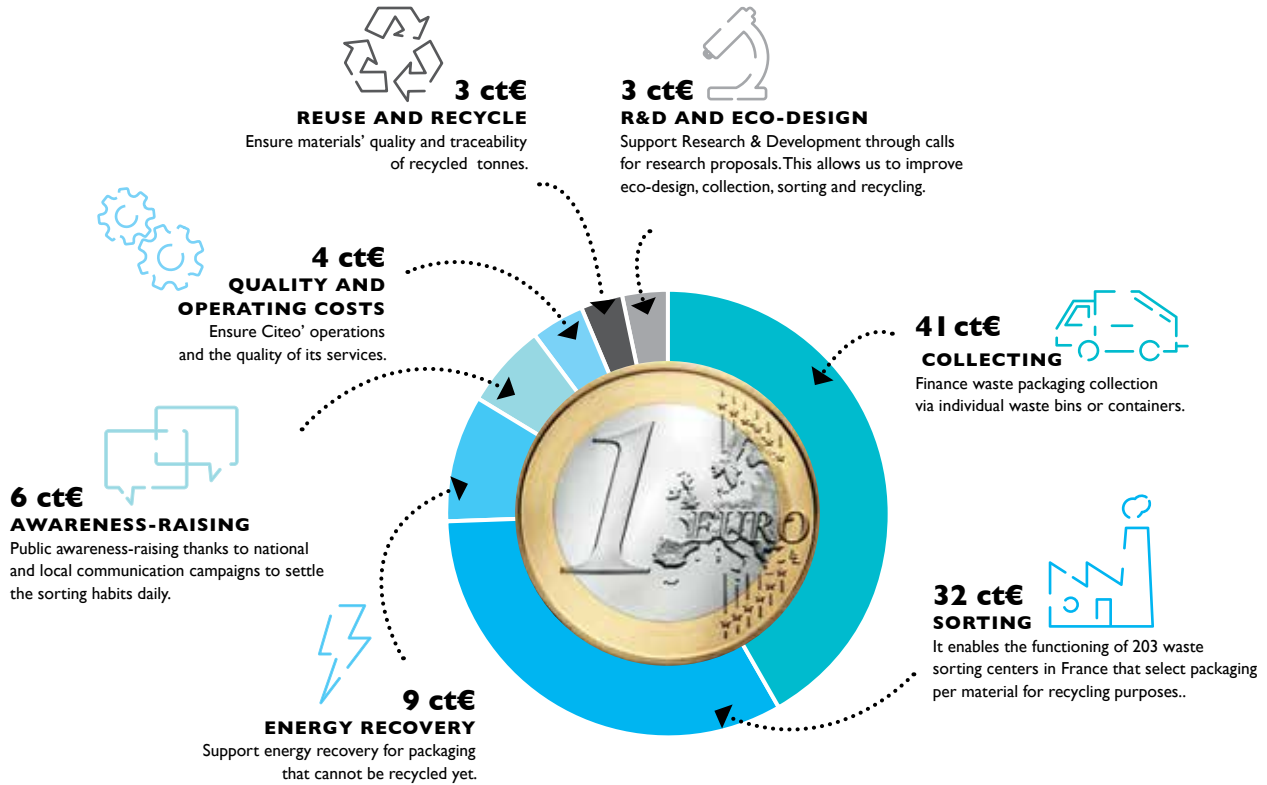
↔ Other packaging (Note : bottles need to be declared separately)

CODE	PACKAGING	RATES PER PACKAGING ITEM IN €
<b>Wooden case</b>		
P121601	Case 1 bottle	0,2290
P121602	Case 2 bottles	0,3789
P121603	Case 3 bottles	0,5557
P121604	Case 6 bottles	0,6569
P121605	Case 12 2 bottles	0,8549
<b>Cardboard case containing 6 or 12 bottles</b>		
P121301	Case 6 bottles	0,0434
P121302	Case 12 bottles	0,0749
<b>Cardboard box containing 1, 2 or 3 bottles</b>		
P121303	Box 1 bottle	0,0185
P121304	Box 2 bottles	0,0275
P121305	Box 3 bottles	0,0316
<b>Metal box containing 1 bottle</b>		
P121101	Box 1 bottle	0,0122
<b>Service and shipping packaging (e.g. paper bags, plastic bags, etc.)</b>		
P121306	Paper/Cardboard Weight by unit ≤ 30 g	0,0055
P121307	Weight by unit > 30 g	0,0149
P121431	Plastic Weight by unit ≤ 15 g	0,0053
P121432	Weight by unit > 15 g	0,0111





## Your contribution makes packaging recycling possible



Source : Citeo, projection 2017/2022

## Commitment with our clients:



### Reliability

- Taking over 100% of your legal obligations
- Traceability and materials' quality
- Recycling in France



### Effectiveness

- Sorting habits simplification
- Modernization of waste collection, sorting and recycling
- Development of proximity waste collection
- Taking action over 100% of the French territory
- Support of new materials' Research & Development initiatives



### Services

- Simplified declaration
- Counsel to help you with your packaging projects
- Easy access to our expertise
- Sharing knowledge and skills among our clients



### Ease

- A dedicated team
- Telephone helpline
- A web-portal: [clients.emballages.citeo.com](http://clients.emballages.citeo.com)
- Solid quality engagements

# CITEO

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