



CONCLUSION

PS #2: WHICH KPIS FOR MORE GROWTH AND MORE VALUE CREATION WITH LESS MATERIALS?

1. Beyond Use Less and Use Longer towards Use Smart

- Industrial actors want to optimize materials efficiency for better growth hence measure KPIs capable of monitoring their progress all along the value chain (example of increase yield at Granges in parallel to downgaugeing at their customers).
 - The proof of concept of such KPIs is now validated after 4 in depth data analysis performed in the transportation sector: 6 KPIs for all actors of the value chain (Buy to Use, % of recycled materials into new products, % of end of life recycling, product life time including retrofits, % of innovative materials into new products and product performance vs weight) and 2 KPIs for producers of final products only (resale price and full product usage).
- Use Smart is key: tracking performance vs weight is crucial (example of Airbus showing Fuel Saving improved by 20% in parallel to weight increased by 10%).



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PS #2: WHICH KPIS FOR MORE GROWTH AND MORE VALUE CREATION WITH LESS MATERIALS?

2. Beyond Transportation to other industries and with extended KPis

- Next steps means involving all industrial sectors beyond transportation (building, electronics, packaging, infrastructure) for in depth data analysis so that final KPis be presented at WMF 2018.
- Next steps also means extending some KPis: Solvay and MHI's proposal to extend Use Less to other resources like energy and water or Airbus's proposal to extend the % of recycled materials into new products to incorporate a full scrap closed loop or Solvay and Athur D Little's proposal to measure a new KPI at enterprise level: EBITDA/tonnage of incoming raw materials.
- In 2018, the industry as a whole wants to be able to use these KPis in order to further enhance constructive dialogue with regulators.