

How the EU Ecolabel's Record Growth Creates ESG Opportunities for CRE

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The EU Ecolabel has reached a historic milestone, with over 109,000 certified products now available across Europe. This surge reflects a growing demand for sustainable solutions – a trend commercial real estate (CRE) leaders can't afford to ignore. For facility managers and ESG teams, these figures signal both a challenge and an opportunity: tenants increasingly expect green credentials, while inaccurate waste data undermines compliance and billing accuracy. This article explores how CRE portfolios can turn Ecolabel growth into actionable ESG strategy.



The Rising Tide of Eco-Certification

Europe's green transition is accelerating, with SMEs driving 57% of EU Ecolabel licences. Italy leads (17% of certified products), followed by Spain (15%), France (12%) and Germany (9%). Key sectors include:

- Paints & varnishes (38,096 products)
- Tissue products (20,253)
- Textiles** (11,067)

For CRE, this means tenant-facing spaces – from offices to retail units – increasingly stock Ecolabel-certified items. Without accurate waste tracking, landlords miss vital data for ESG reporting and tenant billing.



Why Ecolabel Growth Impacts CRE Portfolios



**Tenant Expectations
Are Evolving**



**Procurement Rules
Are Tightening**



**Underrepresented
Categories Signal Future
Demand**





Tenant Expectations Are Evolving

With 7% more certified products since March 2025, tenants expect facilities to support their sustainability goals. Mismatched waste data creates:

- **Billing disputes** when recyclable volumes are underestimated
- **CSRD reporting gaps** for Scope 3 emissions
- **Missed value-add opportunities** like sustainability benchmarking





Procurement Rules Are Tightening

As shown by Chemi-Pharm (10% revenue from certified products), green credentials unlock tenders. CRE teams need:

- **Real-time waste analytics** to verify tenant claims
- **Automated documentation** for green lease compliance





Underrepresented Categories Signal Future Demand

Areas like electronic displays (still low Ecolabel uptake) may drive tomorrow's waste streams. Proactive portfolios use [AI-powered waste tracking](<https://wastify.co.uk/>) to anticipate changes.



Turning Ecolabel Trends into Portfolio Strategy

Forward-thinking CRE leaders are:

- 1. Digitising waste data collection**
replacing manual estimates with IoT sensors
- 2. Automating tenant billing**
aligning charges with actual waste volumes
- 3. Generating CSRD-ready reports**
with AI identifying Ecolabel-related waste patterns

Kroll Cosmetics' success (Ecolabel-driven procurement wins) shows certification's value – but only if backed by accurate data.



From Green Claims to Measurable Impact

The EU Ecolabel's growth proves sustainability drives business value. For CRE, the next step is clear: move beyond generic 'green' statements to precise, data-backed ESG performance. With real-time waste analytics, portfolios can turn Ecolabel trends into tenant retention tools and compliance safeguards – all while meeting tightening CSRD requirements.



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