



EPA Circular Economy Conference 2025

Aviva Stadium, Dublin

“Our aim is to triple the sales of Europe’s remanufacturing sector
to €100 billion by 2030”

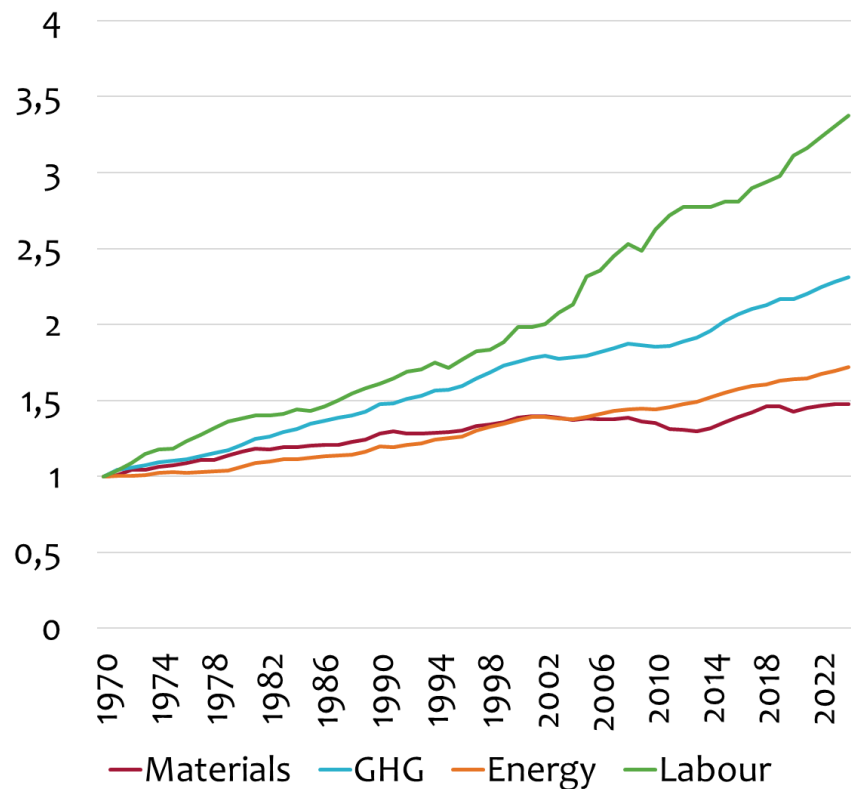
1. Remanufacturing in Europe
2. Three business models and some enablers
3. Tariffs meet EPR, ecodesign, DPP and procurement
4. Preparation for the panel discussion

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Material Efficiency – Lagging since 1970



- Imported products and materials are cheaper every year.
- Free Trade deals intensify this trend. It makes us, on average, wealthier.
- If it's a circular economy you want. Then plan to accelerate - whilst braking.
- **Remanufacturing sector.** €100 billion sales by 2030 (currently estimated at €70 billion).
- Mostly B2B – but CE aims to draw expertise into B2C product categories.
- B2C sectors telecoms, printers and cartridges, laptops, aftermarket products and ecommerce returns.

Source: Global Resource Outlook (2024)



Remanufacturing – 3 business models and its enablers



Filip Luka Vidovic. He is here today - from Croatia. SME semi-independent supplier of premium remanufactured printers. Using OEM knowledge and experience. Talk to him...

Cordon Group

<https://www.cordongroup.com/fr/>

4,000 employees. Business Model is an approved third party for brands and OEMs seeking takeback and remanufacture. Software as a differentiator.



Laser removal of contamination to enable faster and more reliable remanufacture.





More business examples (2)

d&b audiotechnik

<https://www.dbaudio.com/global/en/> OEM manufacturer of large audio equipment for public auditoria. Taking back their own equipment. The story of Robert Trebus.

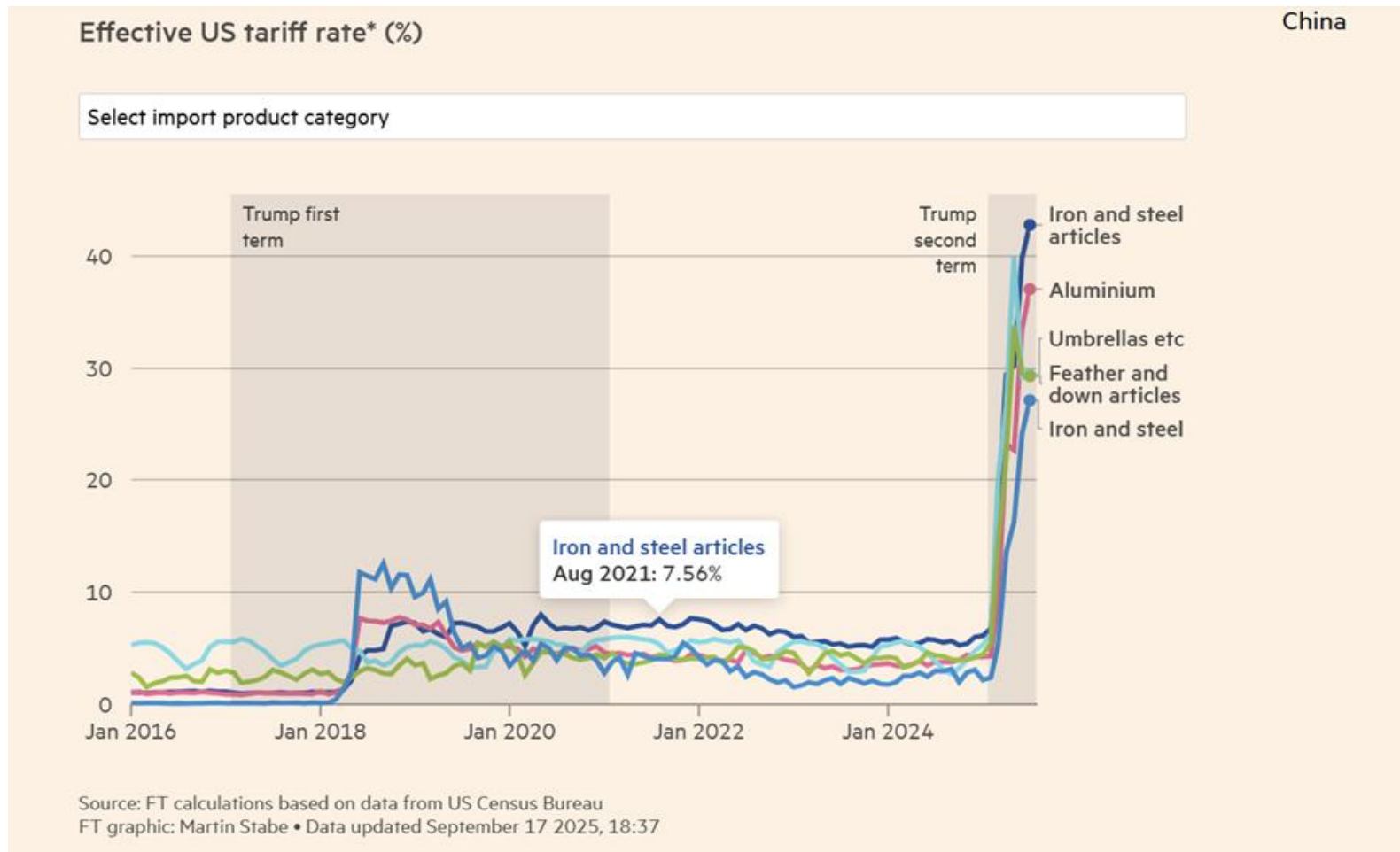
Brother

<https://global.brother/en/news/2024/240930ink>

One of 5 companies that pioneered the remanufacture of printer cartridges and printers. The others were Xerox, Ricoh, Canon and Lexmark. Market Leader HP chose **not** to extend the life of equipment and cartridges but instead to recycle materials.



Tariffs & EU Circular Economy Policies



1. Extended Producer Responsibility + Ecodesign + Procurement + DPP.
2. **But** EPR celebrates material recycling, ESPR defines remanufacturing as a wastes management activity and draft ecodesign regulations confuses repair with remanufacture.
3. Where to grow - USA or EU?



In preparation for the panel discussion

- **Irish Innovators.** Look first to the enabling technologies. Ask too where the largest growth companies in value retention processes will be located?
- **Policy Makers** – What happens if US tariffs succeed in resetting the US economics for the Circular Economy?
- **WEEE Review.** Let's rebalance the preference for material recycling in EPR with value retention.
- **ESPR (ecodesign)** – Let's at least not undermine pioneer investors in European remanufacturing.
- **Procurement** – Ireland is a European leader.

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