



Onet Pledges to Utilize 95% Eco-Friendly Products by 2020 in its Conventional Cleaning Services

Onet, France's leading provider of cleaning services, has announced its unprecedented decision to use 75% eco-labeled, biotech-derived products by the end of 2018 on those sites where it can choose the products deployed. The Group aims to increase this figure to 95% by 2020 – an industry first.

Marseilles, June 7, 2018 – With this unprecedented pledge to use environmentally responsible products on such a large scale, Elisabeth Coquet-Reinier, Chairwoman of Holding Reinier, is once again signaling its intention to make Onet – of which her family is the historic majority shareholder – a leading corporate provider of sustainable services.

For several years now, Onet has been pursuing an overall approach based on responsible development and innovation in the use of its products, particularly with regard to replacing conventional cleaning products with eco-label and biotech-derived products. Nonetheless, customers have been held back from using and adopting such products by a number of factors including the higher price of the products involved and the complexity of managing waste streams, as well as use-related issues such as the need for dilution and precise dosages.

In 2016, senior managers at Onet established a project team made up of CSR specialists from the Group together with teams from Prodim (the Group's central purchasing unit) and front-line staff. The aim was to overcome the obstacles mentioned so that concentrated natural products could be used to the greatest degree possible. Within just a few months, the team had developed a comprehensive concept – the Biogistic solution – consisting of a patented dilution unit, the Dilumob, that allows for controlled dilution; simplified dosage procedures for on-site teams; and full-scale optimization of the logistics structure.

"I am convinced that businesses have a duty to turn their vision for a responsible and sustainable society into a concrete, practical reality. Far from a being a mere institutional cliché, our Group approach 'A Present for the Future,' launched in 2002, brings together CSR experts and local front-line staff with the aim of identifying and implementing projects with specific actions on behalf of both our customers and our employees. An example is our deployment of the Biogistic solution," explains Elisabeth Coquet-Reinier, Chairwoman of Holding Reinier.

A Solution Deployed at every Client Site where it is an Option

The Biogistic solution is currently being implemented at all of those customer sites – including offices, shopping malls, rail stations, airports, and stadiums – that allow Onet to choose the products it uses and where regulations allow, as well as at the company's 180 branch locations in France, Spain, and Luxembourg.

"Following two years of innovation, testing, and training of the Onet Cleaning and Services teams, the utilization of the Biogistic solution will now allow all customers, employees, and users at the sites where we work to progress in a healthier environment, unpolluted by the volatile components found in the products conventionally used. And that's not to mention the positive



impact of the solution on waste reduction, with just 25 liters of concentrated product now generating 10,000 liters of active solution. We no longer dispose of containers on client sites but reuse them by refilling them at our premises. What's more, we do this while maintaining the economic competitiveness of our products for our customers," adds Stéphane Point, Onet's Managing Director for its Cleaning, Security, Logistics, Reception and Airport Services activities.

In parallel, the project team is continuing its search for solutions that can be used in ultra-clean customer environments (such as hospitals and food preparation sites) so that the use of such products can be rolled out every more widely.

A Comprehensive Approach to the Circular Economy

The Biogistic solution is just one element in Onet's overall plan. In all of its business areas, the Group is investing in a responsible approach in all areas that can contribute to protecting the environment.

Its central purchasing arm, Prodim, has therefore introduced a model for reconditioning cleaning equipment in which its locations rent, rather than buy, the machinery concerned. Onet also became the first major corporation to make such a clear commitment to recycling industrial cleaning materials across France when it entered into a unique partnership agreement in 2017 with Récyclum, an environmental non-profit that assists the Group with managing professional equipment such as street sweepers and pressure washers. Once again, this is an industry first.

About Onet

ONET is a French family-owned group that was founded more than 150 years ago. As a leading international player in the engineering and services fields, Onet works with its customers to create a healthier and a more reliable world. Its activities are divided into different business areas whose diverse range of services depend on the expertise of its 71,000 employees: Cleaning; Security Personnel and Electronic Security; Logistics; Reception; Airport Services; Nuclear Services (Onet Technologies); and Temporary Staff, Recruitment, and Training (Axxis Ressources).

ONET delivers its services across the whole of France from its 350 branch locations and is also represented in seven countries. In 2017, Onet recorded revenues of 1.9 billion euros.

Holding Reinier, in which the Reinier family is the majority shareholder, is the financial company that holds stocks in ONET S.A. www.groupeonet.com

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