



November, 27th 2025

FREQUENTLY ASKED QUESTIONS (FAQ)

1. What is the LESS initiative?

The LESS initiative (Low Emission Sustainable Sourcing) was launched by the FCD and Perifem retailers to accelerate the decarbonization of their supply chains. This decarbonization relies on understanding the carbon data of products sold in stores (scope 3).

The ambition of the LESS initiative is to harmonize the approach of retailers toward their tier-1 suppliers by implementing a tool to collect suppliers' carbon data, thus facilitating the submission and collection of this data via a single interface.

The goal is to facilitate dialogue on the progress initiatives implemented by manufacturers. At this stage, the choice was made to use a single platform for transmitting supplier data to retailers, thereby limiting the proliferation of proprietary tools for each retailer.

2. Which retailers are members of the LESS initiative?

To date, nine retailers have decided to join forces to harmonize the reporting of carbon data from their suppliers: Auchan, Carrefour, Coopérative U, Groupe Casino, Groupement Mousquetaires, Mouvement E.Leclerc, Lagardère Travel Retail, Lidl, and METRO France.

All retail banners, both food and non-food, whether members of the FCD and/or Perifem or not, are invited to join the initiative in order to limit heterogeneous requests from retailers.

The LESS initiative aims to expand internationally by inviting European — and even global — retailers to join.

3. Which platform is used in the LESS initiative?

The OpenClimat platform was selected by FCD and Perifem retailers to meet the objective of harmonizing carbon data collection.

A Call for Expressions of Interest, launched in late 2024, resulted in 17 proposals from different providers. After analysis with the consulting firm Quantis, the OpenClimat tool was chosen.

4. Which features of the OpenClimat platform are useful for the LESS initiative?

The retailers selected the OpenClimat platform, which is an existing platform.

A "LESS package" was created to meet the needs of the retailers. It includes:

- collection of carbon data at company level, or at product level for suppliers able to provide such data,
- entry of their emissions-reduction commitments.

For retailers participating in the initiative, the annual supplier subscription corresponds exclusively to this need.

OpenClimat may offer additional services to companies (retailers and manufacturers/suppliers). If so, each company will assess the relevance of these services for its organization.

5. Which suppliers are invited to participate in the LESS initiative?

Any supplier to the retail sector — industrial or importer — providing agricultural products, processed food products, or non-food products, will be invited to enter its carbon data on the OpenClimat platform.

Supplier participation in OpenClimat is voluntary. If a supplier chooses not to join, it will discuss possible alternatives within its individual relationships with retailers.

Suppliers without a carbon footprint assessment may register on the platform free of charge; this registration is important to enable dialogue with retailers.

Retailers hope that many companies will join the initiative in France and internationally, as they share similar challenges and have the vast majority of suppliers in common.

The platform is already available in several languages (French, English, Spanish, Hungarian, Portuguese, Polish, Romanian), and additional languages are planned.

6. Why is it beneficial for a supplier to join the LESS initiative?

The goal is to facilitate dialogue between suppliers and retailer clients regarding progress initiatives, thereby creating a collective dynamic in favor of decarbonizing the value chain.

Choosing a single platform for data transmission helps reduce the time required to respond to retailer requests.

7. What data do retailers request?

Given the current capabilities declared by suppliers, the data to be provided is at the company level:

Generic data — company maturity

- Carbon footprint
- Commitments
- Progress against commitments
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Retailer-specific data to determine emissions attributable to each retailer:

- Total CO₂ emissions of the supplier's products sold by each retailer
- Carbon intensity of the supplier for each retailer
- With breakdown by product category (where applicable)
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For suppliers that can provide it, the platform also enables the collection of product-level data. Product-level data is clearly a desirable long-term goal.

8. Can manufacturers already submit their data on the platform?

The OpenClimat platform already exists and manufacturers may already subscribe.

Following the publication, on October 30, 2025, of informal guidance from the Competition Authority — requested by FCD and Perifem — the operational phase of the initiative can now begin.

9. What is the platform's financing model?

The platform is jointly funded by retailers and participating suppliers.

A pricing structure is defined and applied by OpenClimat.

FCD and Perifem do not intervene in the access conditions set for suppliers.

10. What are the access conditions for suppliers and manufacturers?

The price of the OpenClimat access license for manufacturers and suppliers — within the LESS initiative — depends on company size, according to the following scale (2025 and 2026 prices):

Annual pricing for the basic license OpenClimat	
Revenues	Euros per year
Between 0 to 10mn	300
Btw 10 to100 mn	1,000
Btw 100 to 500 mn	2,000
Btw 0.5 to 2 Bn	3,000
Btw 2 to 5 Bn	4,000
>5 Bn	5,000

Suppliers without a carbon footprint may register on the platform free of charge.

Only after conducting a first carbon assessment will a manufacturer be able to share, if they wish, its data on the OpenClimat platform, under the conditions outlined above.

11. What are the access conditions for retailers?

The price of the OpenClimat access license for retailers — within the LESS initiative — depends on the number of banners registered and the duration of their commitment, according to the following scale

Details of the Data Collection package (LESS core offer)

Prix en k€	10 retailers	20 retailers	30 retailers	50+ retailers
Without commitment	13,5	10,5	7,5	5,3
2-year commitment	11,5	8,9	6,4	4,5
3-year commitment	10,1	7,7	5,5	3,9

- Standard price (before discount):
 - 15k€ recurrent
 - Set up cost (year 1): 10k€ (see dedicated slide)
- Discount depending on retailers' volume:
 - 10 retailers: -10%
 - 20 retailers: -30%
 - 30 retailers: -50%
 - 50+ retailers: -65%
- Reduction according to multi-year commitment:
 - -15% for 2 year-commitment
 - -25% for 3 year-commitment
- Reduction « small retail »: -40% (if revenues < 1Bn)

12. Will the platform calculate suppliers' data or compare suppliers to one another?

The "LESS package" includes **only** the collection of supplier data.

Within the LESS initiative, the platform does **not** perform calculations on behalf of retailers nor does it include any comparison functionality.

Retailers are aware of the difficulties involved in comparing data without common methodologies for calculations. The data collected will be used to assess the dynamics and progress of suppliers.

13. Who owns the data submitted?

The data submitted by manufacturers and suppliers remains their **exclusive property**.

Only consolidated and anonymized data may be shared (e.g., an annual report), unless companies give explicit consent.

14. How is data quality ensured?

The platform provides data qualification features for retailers, necessary to understand the data submitted.

Several checks are performed by OpenClimat with the supplier:

- measurement scope,
- methodology used,
- credibility of the result (external support, publication),
- level of external verification,

which allow the tool to provide retailers with a reliability rating for the data.

15. How will data confidentiality be ensured ?

Data submitted by suppliers on the OpenClimat platform will remain confidential.

Each retailer will only have access to information that concerns them – meaning related on its market share with the supplier.

Consolidation of data across retailers at supplier level is not possible.

16. Where is OpenClimat data hosted?

Data is hosted in France by Scaleway.

17. Is the tool compatible with other platforms?

Yes. The platform is interoperable with all types of platforms hosting manufacturers' data. This is a prerequisite of the LESS initiative to facilitate data reporting into OpenClimat by suppliers.

APIs may be developed as needed to support this interoperability.

The platform is already available in several languages (French, English, Spanish, Hungarian, Portuguese, Polish, Romanian), and more are planned.

18. What synergies exist with GS1's CSR community of interest?

GS1's role is the standardization of data and semantic harmonization of the nomenclature of exchanged data.

GS1 does not intend to provide a tool.

If decisions are taken within GS1 that impact the required data, OpenClimat will have to integrate the GS1 data nomenclature.

19. Is compliance with competition law ensured?

The Competition Authority has issued a response confirming the compatibility of the initiative with competition law, following a request for informal guidance initiated by FCD and Perifem.

The informal guidance no. 25-DD-02 of October 23, 2025, and the press release are available on the Competition Authority website :

<https://www.autoritedelaconcurrence.fr/fr/lettres-dorientation-informelle>

20. How are manufacturers' representative organizations involved in the LESS initiative?

A Stakeholder Committee will be set up to facilitate dialogue between retailer and manufacturer representative organizations. It will include:

- the founding federations (FCD and Perifem), and
- supplier/manufacturer federations (ANIA, LCA, FEBEA, FEEF, FHER, ILEC, Pact'Alim).
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Additional seats are planned to include representative federations from specialized retailers. Qualified experts and interested third parties (GS1, CGF, etc.) may join the CPP under conditions and with a status to be defined.

The main missions of this CPP are to:

- facilitate and harmonize exchanges between parties regarding the LESS initiative;
- define, where appropriate, communication elements for federation members and external stakeholders;
- monitor future developments (of the platform, of complementary decarbonization initiatives, etc.).