

# SCA3P CORPORATE SOCIAL RESPONSIBILITY REPORT

2023-2024





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# SCAP ANNUAL CSR REPORT

## FOREWORD

Sustainable development and societal impact are everyone's responsibility, and businesses have a key role to play. Aware of the current challenges facing our society, we have been committed for several years to minimizing our environmental and social footprint.

Our cooperative brings together employees and over 200 producers, who are themselves employers. The social challenge is therefore significant: ensuring decent working conditions and incomes while guaranteeing everyone's safety and health.

This grouping of agricultural operations is primarily a commercial tool aimed at sustaining an industry and thus ensuring the economic viability of our region. Perfume plants, a dominant crop in the PACA region, can account for up to 90% of cultivated land. They are also closely linked to many other industries, such as honey production and tourism, making the economic stakes particularly high.

The widespread cultivation of perfume plants in our region impacts the soil, biodiversity, and is heavily dependent on climate and pests. These challenges directly affect our industry and have repercussions on the environment and ecosystems. Adapting to these issues and implementing new integrated farming practices is essential. This is the third challenge that SCA3P is committed to addressing.

Through our actions and partnerships throughout the year, we strive to reduce our impacts and actively contribute to the collective effort to reverse the trend. Our goal is to create, alongside our producers, partners, and stakeholders, a lasting positive impact for both our society and our planet.

# 01 INTRODUCTION





SCA3P  
**KEY FIGURES**

**+200**  
Member  
producers

**+6000**  
Hectares of Perfume  
Plants

**~400**  
Tons of Essential Oils  
per Year

# CONTEXT

## OUR COOPERATIVE

SCA3P, **founded in 1979**, is a leading agricultural cooperative in the perfume plant sector. It is the first French essential oil cooperative. Its headquarters are located in Simiane-la-Rotonde, with a second collection site in Puimoisson.



The cooperative is managed **by a board of directors comprising 14 producers** (as of 2024) and relies on a dynamic team of eight employees. SCA3P supports its members through all stages of production, from harvesting to marketing, while promoting sustainable and responsible agricultural practices.

It brings together over 200 producers spread across the Valensole and Albion plateaus, the Enclave des Papes, and the Quercy region. **Together, these producers cultivate an exceptional territory of 10,000 hectares, of which 6,000 hectares are dedicated to perfume plants**, helping to preserve and enhance a unique natural heritage.

With **approximately 400 tons of 100% pure and natural essential oils sold annually**, SCA3P exports its high-quality products to international markets, cementing its position as a key player in the industry.

### OUR VALUES



TRUST



PASSION



RESPECT FOR THE ENVIRONMENT



QUALITY



PERFORMANCE



EQUITY

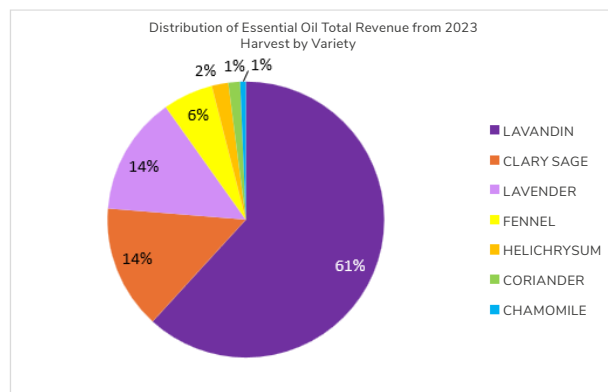
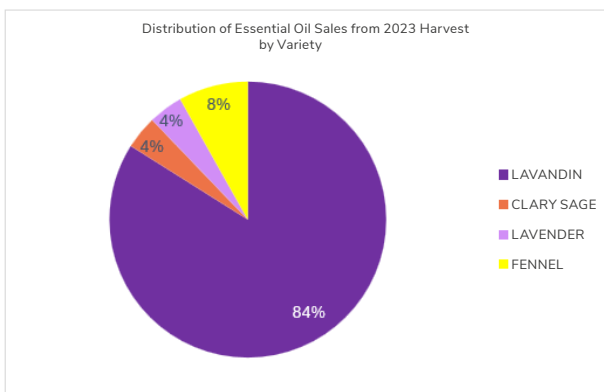
# CONTEXT

## OUR PRODUCTS

Quality is at the heart of every stage in the lifecycle of our products. SCA3P is committed to providing essential oils that precisely meet its clients' specifications through processes such as filtration, blending, and varietal research.

All of this is carried out with absolute respect for the natural integrity and purity of the product. **Our essential oils are 100% pure and natural**, with no added solvents, additives, preservatives, or any other substances.

SCA3P markets around fifteen varieties of perfume plants, available in specific variations based on the desired profile or certification.



2% of Sales  
4% of Total Revenue

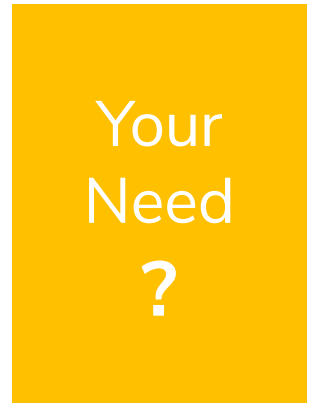
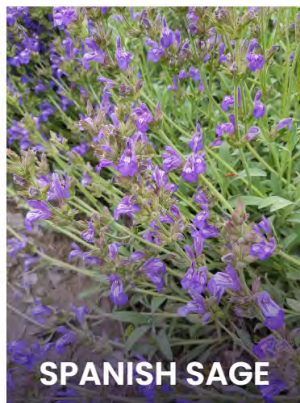
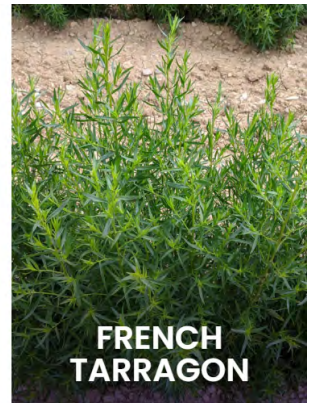
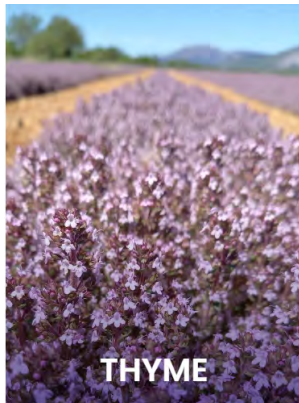
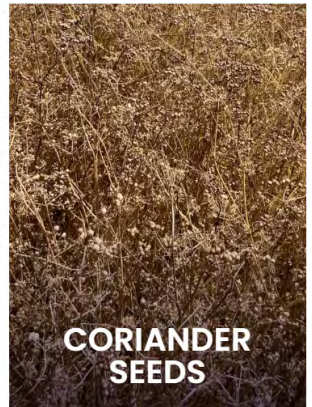
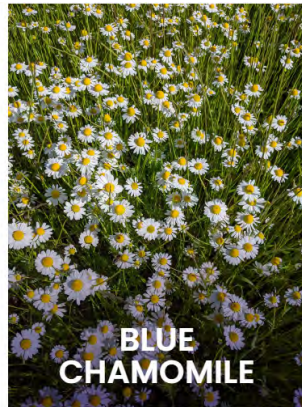
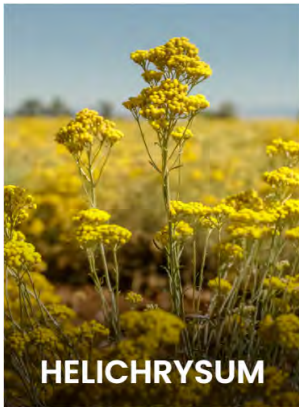
### Enhancing the Value of By-Products from Distillation or Plant Material

SCA3P also values the by-products of distillation as part of a circular economy approach:

- **Distilled Straw:** used as compost by producers or sold to clients for other uses.
- **Undistilled Flowers and Straw:** marketed in raw form, particularly as dried flowers.
- **Hydrosols:** aromatic waters reused in closed circuits for cooling and condensing essential oils or sold to clients.



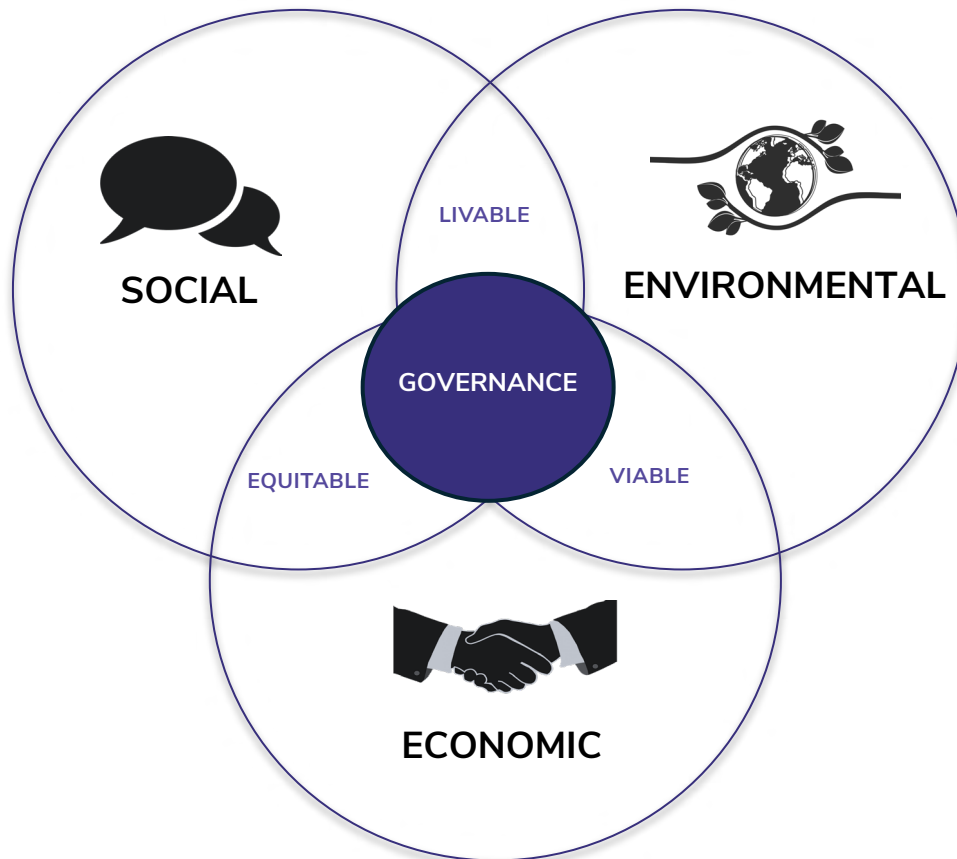
# Our Essential Oils 100% Pure & Natural



## CONTEXT

# OUR CSR STRATEGY

The cooperative's decisions are based on the three pillars of sustainable development, while ensuring they remain fair and viable, with SMART objectives aligned with those of the UN Sustainable Development Goals (SDGs).



- **Environmental Strategy**  
To be a human-scale company, focused on equity, collaboration, safety, and workplace well-being.
- **Environmental Strategy**  
To be a company committed to biodiversity and respectful of its environment.
- **Economic Strategy**  
To be a company deeply integrated into its territory, building relationships based on transparency and dialogue.

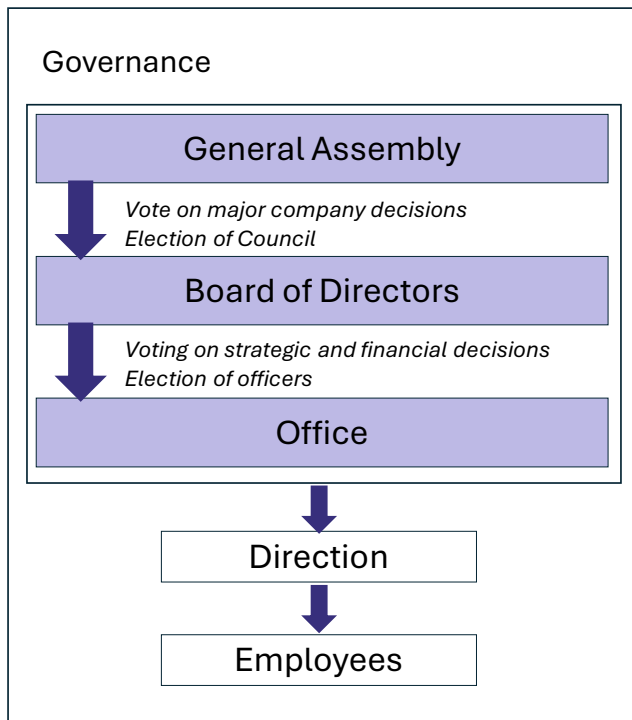
# 02

## GOVERNANCE AND ETHICS



# THE COOPERATIVE MODEL: SPECIFICS AND GOVERNANCE

## 1. A Collective and Democratic Tool



One of the fundamental principles of a cooperative is equity among all its members. Everyone has an equal voice, regardless of their contributions.

Each year, the cooperative invites its members to gather at a General Assembly, allowing them to express their voices and opinions.

**The last Ordinary General Assembly was held on 10/22/2024.**

Strategic and financial decisions are voted on during Board of Directors meetings, which take place at least four times a year.

The cooperative's operations are managed by the Sales Director and the Technical Director, who ensure the implementation of the decisions made by the Board.

**A commercial tool by the producers, for the producers, and of the producers**

## 2. Profit Sharing

SCA3P is primarily a tool dedicated to its producers, helping them market their products while providing technical and regulatory support.

The main objective is to maximize sales while ensuring competitive prices and a decent income for the producers.

- **The target remuneration level is set by the Board of Directors** at the beginning of the campaign and can be adjusted according to the average sales price.
- **All profits are directly redistributed to the producers** or allocated to reserves.



### 3. Mutual Commitments

Each membership in the cooperative is voted on by the Board of Directors. The new member commits to a minimum of five years with tacit renewal and will hold shares in the cooperative. According to the statutes, they are required to deliver at least 60% of their harvest.

The cooperative, in turn, commits to accepting their harvest each year, respecting the established historical benchmarks and the notified quality expectations. It also commits to exercising fairness toward all member producers and redistributing profits to them.

# ROLE OF THE COOPERATIVE



- Collecting essential oils and ensuring their commercialisation
- Supporting and uniting producers
- Continuously improving techniques and quality
- Meeting the specific needs of our customers

## 1. Collection and Marketing

After the harvest, producers distill the raw materials and deliver the essential oil to the cooperative.

SCA3P then handles the various stages of processing, preparation, and marketing. It guarantees the purity, quality, and safety of its products.

The cooperative collects the essential oils and ensures quality control. This includes filtering, blending, and stabilizing the oils to meet the expected quality standards. It ensures traceability of its oils, if necessary, from the field to the customer and oversees compliance with standards and regulations during product sales.

Finally, SCA3P ensures proper packaging and associated logistics in accordance with international export regulations.

## 2. Technical Support

In addition to its role in collection and marketing, the cooperative is also a valuable technical support for its producers. It provides access to an expert technician who guides and advises producers on cultivation and harvesting matters.

It also works to offer diversification opportunities to its producers, creating a dual impact. The aim is to minimize the negative effects of monocultures on the soil by promoting crop rotations and to explore new markets and opportunities for its producers.

Finally, SCA3P is dedicated to showcasing the work of its producers to its clients, notably through visits and certifications. It highlights emerging best practices from the field and encourages their widespread adoption.



### 3. Quality and Regulatory Support

Trust is one of the core values of SCA3P, which is why transparency and product traceability are central to its priorities.

The traceability system implemented at the cooperative and among producers allows tracking back to the specific farm and plot, if necessary.

Essential oils are pure and chemical products, which means they can pose risks during handling. Some of them are classified as hazardous goods and may harm both humans and the environment.

SCA3P's objective is to provide a product that fully complies with quality, regulatory, and transport standards, both in France and internationally.

## 4. Promotion of the Cooperative Model



### Trade Shows

In 2023 and 2024, SCA3P strengthened its presence at national and international trade shows to connect with clients and prospects with the goal of boosting sales.



In October 2023, the cooperative participated as a visitor at the IFEAT event held in Berlin, the world's largest gathering of essential oil buyers and sellers. It exhibited for the first time at SIMPPAR – the International Exhibition of Raw Materials for Perfumery – in June 2023 in Paris and renewed the experience in May 2024 in Grasse. The cooperative plans to participate in the 2025 edition, which will focus on the theme of Provence Lavender.

It also exhibited at the World Perfumery Congress, one of the largest international perfumery trade shows, in June 2024, and will attend the In-Cosmetics Global exhibition in April 2025.

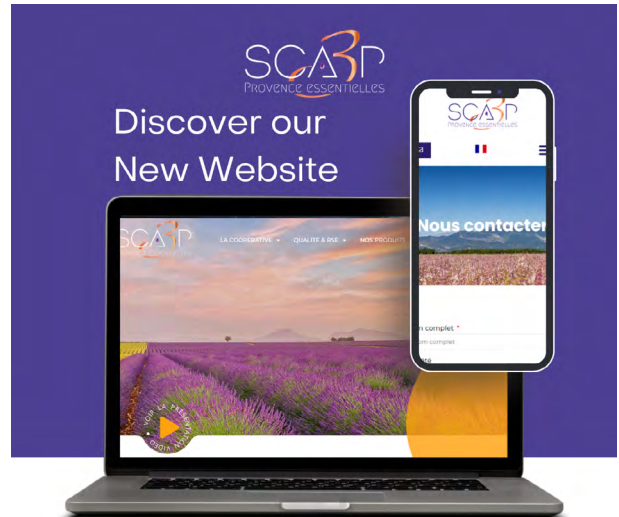


## Multimedia and Networks

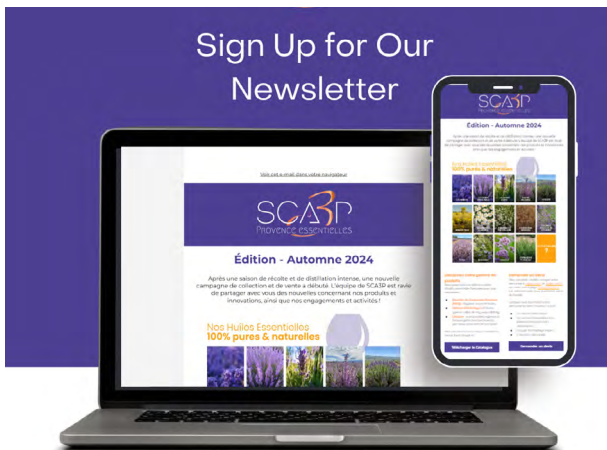
With the aim of increasing the visibility of the organization and promoting the cooperative model, several communication tools have been implemented in recent months:



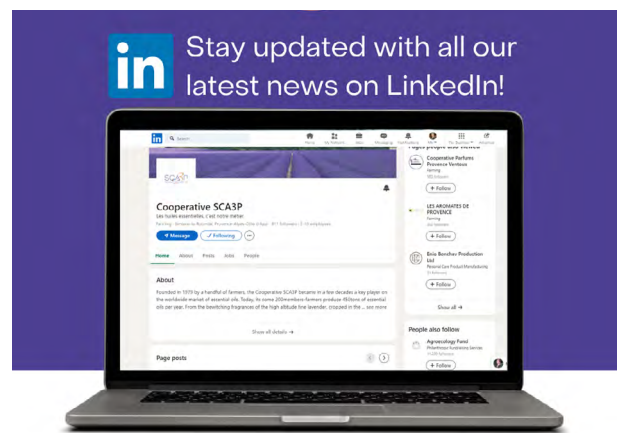
Creation of a promotional film available on YouTube (SCA3P Film), funded by France Agri Mer.



Redesign of the website, now more modern and user-friendly: [www.sca3p.fr](http://www.sca3p.fr)



Implementation of a quarterly newsletter for clients.



Strengthened communication on social media – don't wait any longer to follow our LinkedIn and Instagram pages, as well as our other platforms.



You can also sign up to receive it by scanning this QR Code.

[in /cooperative\\_sca3p](https://www.linkedin.com/company/cooperative_sca3p)  
[ig /Coop%C3%A9rative-sca3p](https://www.instagram.com/Coop%C3%A9rative-sca3p)  
[@SCA3P2023](https://www.youtube.com/channel/UC...)

# 03

## ENVIRONMENTAL PILLAR



Impact on the Sustainable Development Goals (SDGs)



## INTEGRATED AGRICULTURE

SCA3P works closely on the ground, maintaining a direct connection with its producers and their crops. For several years, the cooperative has been committed to environmental stewardship through four main pillars of its environmental approach:

- Preserving biodiversity, soils, and ecosystems.
- Promoting the development of new, more environmentally friendly farming practices.
- Reducing energy and water consumption.
- Ensuring proper waste management and maximizing its reuse.

### 1. A Key Player in Soil Preservation

#### Cover Crops



SCA3P supports its member producers in their production methods. The cooperative employs a technician available to provide advice on cultivation, harvesting, or distillation practices.

Through this initiative, SCA3P promotes sustainable agriculture and innovative farming practices. For example, it encourages the use of cover crops, particularly during the first year of cultivation. This practice, which has been the subject of several years of research in the sector, has proven beneficial, especially for soil preservation. Cover crops contribute organic matter, help structure the soil, and reduce soil erosion. In some cases, their presence also helps lower the pressure of certain pests.

The cooperative partners with technical institutes to discover new practices, develop innovative farming methods, and provide assistance and support in conducting technical studies (e.g., on farming practices and phytosanitary products).

## Diversification

The cultivation of perfume, aromatic and medicinal plants (PPAM) in the Alpes de Haute Provence primarily consists of lavender and lavandin. Over the years, the cooperative and its producers have sought to develop new varieties to diversify their crops. As a result, varieties such as helichrysum, clary sage, coriander, and fennel have been introduced. Trials for diversification continue each year.

Diversification can be initiated by the cooperative to explore new markets or requested by clients. It addresses strategic challenges, such as risk reduction, which can, in some cases, relate to the international geopolitical context. For instance, the revival of coriander seed cultivation in 2022–2023 and the continued expansion of these crops in 2024 fit this context.

It can also be driven by climate change, aiming to provide clients with varieties cultivated in other geographic areas considered "at risk." In some cases, diversification aligns with marketing strategies to promote the "Made in France" label. In others, it supports members by including crops already in production for which they previously had no contracts with the cooperative, enabling them to maximize sales while offering clients more options.

Beyond commercial benefits, diversification offers significant environmental advantages. The addition of new varieties facilitates crop rotations, contributing to soil preservation.



Helichrysum



Coriander



Thyme



Clary Sage



Tarragon



Fennel



## 2. Integrated Protection of Crops and Ecosystems

One of the major challenges in cultivating perfume plants lies in crop health, which is often threatened by pests, with limited control methods depending on the variety. The use of phytosanitary products is restricted for certain crops, such as lavandin, and their application raises concerns about the impact on biodiversity in production areas, particularly on pollinators.

The cooperative and its member producers strive to maintain the economic viability of perfume plant cultivation while preserving local ecosystems.



### Organic Farming

Some producers have chosen to abandon phytosanitary products in favor of organic farming. With the support of SCA3P, a large portion of the products offered are now certified organic, **involving over 30 producers.**

However, the market for organic essential oils is currently facing challenges, limiting opportunities for growth or new projects in this area over the next few years. Nevertheless, a development is planned for 2025 on behalf of a client.



### Integrated Farming

Other producers are adopting an integrated farming approach, combining the judicious use of phytosanitary products with biocontrol solutions.

These biocontrol methods help reduce the dosage and frequency of phytosanitary product use while enhancing their effectiveness.

In this approach, producers benefit from the support of the cooperative and technical institutes, which provide them with resources and tailored expertise to optimize their agricultural practices.



Integrated practices demonstrating the commitment of producers and SCA3P have been highlighted through several certifications, labels, and initiatives over the years:



### UEBT MEMBER

SCA3P has been a member of UEBT since 2023. This recognition highlights the cooperative's commitment to more responsible and ethical sourcing practices that respect biodiversity and human rights. A three-year action plan is underway, including supplier and producer evaluations to address environmental risks associated with cultivation and harvesting practices.



### UEBT CERTIFIED - SOURCING WITH RESPECT

Since October 2023, SCA3P has held UEBT certification for a portion of its production (23 tons, 3 producers) of Lavandin Grosso essential oil, the first variety to be certified.

This certification underscores the cooperative's dedication to sourcing Lavandin through a system that respects biodiversity and human rights.

### SUPPLY CHAIN VERIFICATION

Some non-certified ingredient supply chains are verified according to the official standards of SCA3P's clients or UEBT standards. This includes the supply chains for clary sage and lavender diva, which have been verified for several years.

In 2023, the fennel supply chain was verified according to UEBT standards by UEBT teams. This verification was organized by SCA3P's commercial partner, with whom the cooperative has a long-term multiyear contract. The process highlighted good producer practices, identified challenges, and outlined potential areas for improvement in fennel cultivation. This verification will be repeated every three years.

Three voluntary producers from the Valensole plateau have partnered with the cooperative to initiate this continuous improvement process for the ethical and responsible sourcing of Lavandin Grosso.

### CENSO

SCA3P has been committed to the CENSO initiative for its Lavandin Grosso production for many years.



This approach ensures product traceability and continuous improvement to guarantee the sustainability of production in the region, aligning with a sustainable development strategy.

The initiative was launched by CIHEF, the interprofessional body for the essential oils sector.





# ENVIRONMENTAL IMPACT

## 1. Resource Management

### The Cooperative

The cooperative is committed to the responsible consumption of energy and water by raising awareness among its staff about environmental issues and monitoring its resource usage.

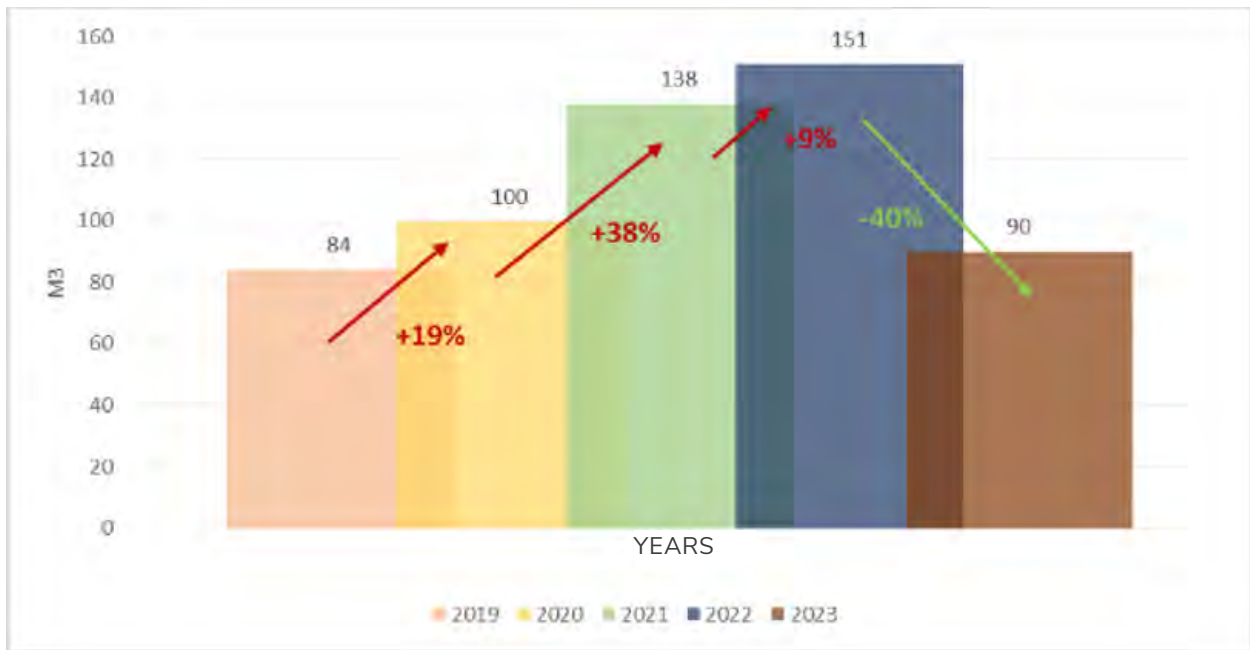
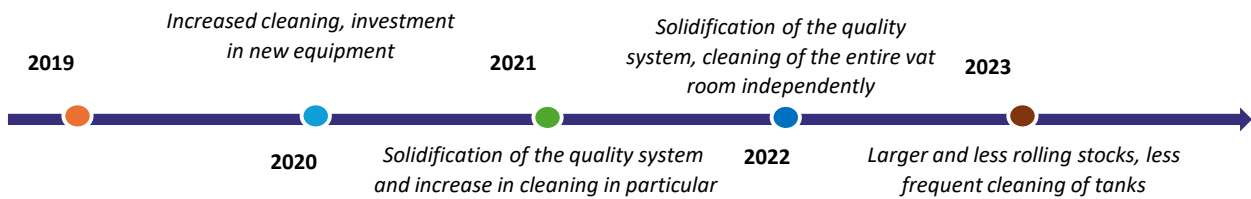


Figure 1: Evolution of Water Consumption Since 2019 for the Two Combined SCA3P Sites



Water consumption had been trending upward in recent years, primarily due to the strengthening of the quality and cleaning systems, as well as the acquisition of new equipment. However, the most water-intensive cleanings are tank cleanings. Due to market conditions, stock quantities increased, resulting in slower stock turnover. Tank cleaning cannot occur while the tanks are full. Simultaneously, tank rotation was optimized, facilitating cleaning processes. This explains the 40% reduction in water consumption in 2023.

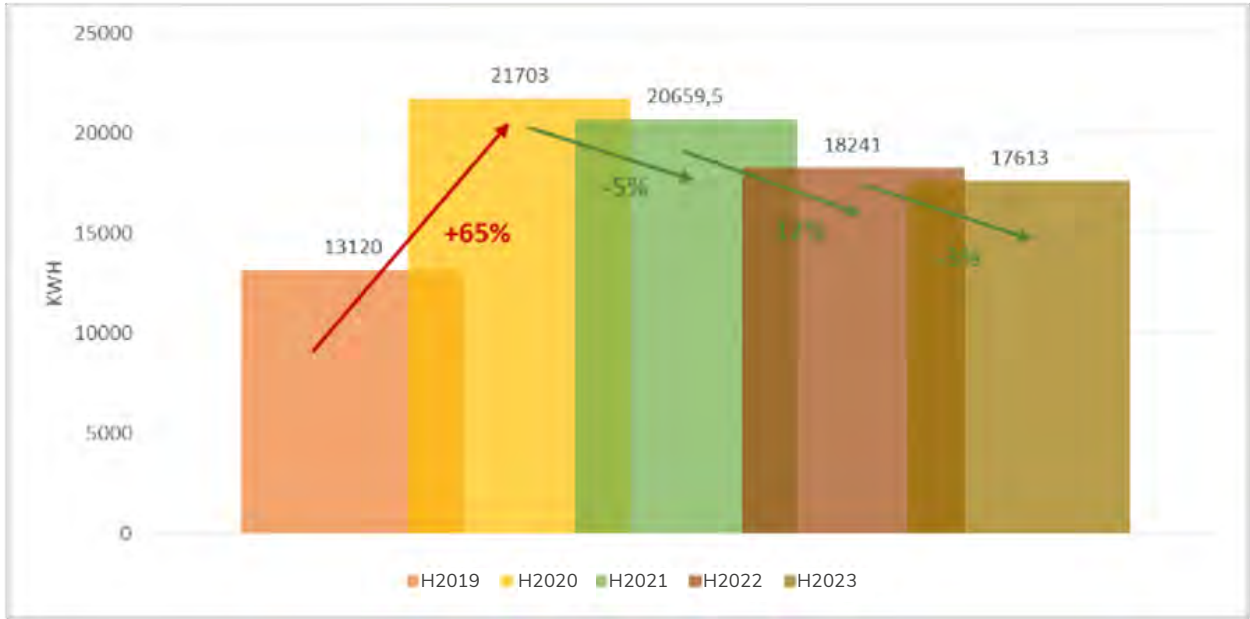
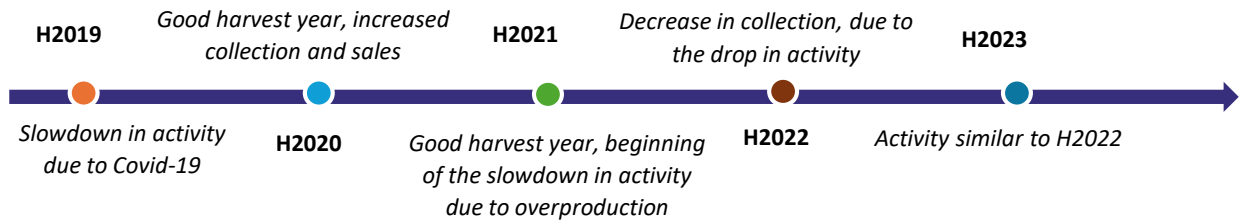


Figure 2: Evolution of Electricity Consumption in kWh Since Fiscal Year 2018–2019 for the Two Combined SCA3P Sites



Although handling activities were less intensive during the 2020 harvest, the quality system has become more energy-intensive since the 2021 harvest, particularly due to more frequent filtrations. Additionally, new spaces have been used since 2021, and storage capacity has increased.

In this context, the reduction in electricity consumption can be attributed to the responsible energy use practices implemented at SCA3P during the 2022 and 2023 harvests.

## The Distilleries



Distillation uses water in the form of steam, which passes through the plant material and carries the essential oil. The mixture of steam and essential oil is then liquefied using an evaporative condenser cooling system and separated into hydrosol on one side and essential oil on the other.

Today, many distilleries are equipped with closed water circuits, significantly reducing water consumption. The hydrosol used in the cooling circuit is sprayed onto the condenser to liquefy the essential oil for the next distillation.

Most distilleries are also equipped with double-walled systems that preheat the water entering the boiler using the mixture of steam and essential oil exiting the distillation chamber. This preheats the incoming water to a temperature of up to 60°C.

These systems contribute to reducing water and energy resource usage.

## 2. Chemical Waste Management



There is some waste production at the producer level. Waste such as empty phytosanitary product containers or used motor oil is well-managed through collection programs like Adivalor.

At the cooperative level, the only chemical waste consists of essential oils or rinse and cleaning waters.

To ensure proper waste treatment, the cooperative works with a specialized company, ORTEC, for the transport and treatment of waste. The objective is to manage the cooperative's chemical waste responsibly and to track it until its destruction, ensuring it is properly handled. Additionally, the goal is to quantify chemical waste by 2025, aiming not to increase the quantity and to reduce it in future years.



To minimize waste, essential oils are stored in HDPE plastic containers, which are reused year after year while ensuring that product quality remains unaffected.

# 04 SOCIAL PILLAR

Impact on the Sustainable Development Goals (SDGs)



# CODE OF ETHICS

## Non-Discrimination and Equal Opportunity Policy

The cooperative is committed to ensuring that its activities align with Human Rights. SCA3P strictly prohibits slavery, forced or coerced labor, servitude, threats, violence, corporal punishment, physical or emotional abuse, or any other form of intimidation. It does not employ or tolerate child labor.

SCA3P requires all its employees to work and communicate with respect for others. It promotes diversity in the workplace and the inclusion of its employees. It is committed to hiring staff based solely on their qualifications and expertise, without any distinction regarding origin, color, age, gender, religion, or sexual orientation.

Finally, SCA3P strictly prohibits all forms of discrimination and harassment.

## Training Policy

Training programs are offered or made available to employees by Management. These programs enable employees to enhance their skills or develop new ones. When necessary, an employee may undergo training during their career at SCA3P to acquire the skills required to perform their duties.

These training sessions may cover topics such as chemical risk, the transportation of raw materials, the HACCP quality process, forklift operation, or export-related formalities.

Examples of personalized training options will be proposed to each employee during individual evaluations. During these meetings, employees may also express their training needs related to their daily activities and responsibilities.

## Remuneration Policy

Employees receive a salary as stipulated in their employment contract. This remuneration is higher than the minimum wage required by French law and applies to all SCA3P employees. A 13th-month salary is paid to employees in accordance with the collective agreement. The required length of service is six months. The amount is calculated on a pro-rata basis depending on the employee's start date.

An end-of-year bonus is generally granted to employees, subject to positive financial results. This decision is reviewed annually and approved by a vote of the Board of Directors. Since 2020, employee income tax has been withheld at source by the French government. SCA3P employees therefore receive a net salary after tax.



# EMPLOYEE RELATIONS

## 1. A Human-Scale Company

The SCA3P cooperative is a small organization with eight employees, making it a human-scale company. The cooperative implements an open social and relational policy focused on communication and exchange.

Management places genuine importance on and concern for employees' well-being, future, and personal and professional success. The company's small size results in a simplified hierarchical structure with few layers, facilitating smoother communication.

The company strives to adapt, as much as possible, to the needs of its employees and allows for flexible work arrangements.

Its governance fosters a climate of trust, respect, and collaboration through supportive management practices and transparent communication.

### Our Social Commitments:

- Valuing employees' work
- Providing career opportunities and continuous training
- Ensuring fair compensation and social benefits that contribute to their personal and professional fulfillment





## 2. Team Spirit

SCA3P is committed to fostering workplace well-being for its employees by organizing team-building and exchange days during quarterly meetings.

In December 2023, a visit to an industrial perfumery site was organized to learn more about the world of aromas and perfumes.

In June 2024, another visit was arranged to the European University of Flavors and Scents in Forcalquier. The SCA3P team became perfumers for an afternoon, exploring olfactory families and creating a fragrance.

The visit also included an exploration of the history of aromatic and medicinal plants from the Lure mountain, with a tour of the Artémisia museum.



# HEALTH AND WORKPLACE SAFETY

## Our Commitments:

- Compliance with French law, social rights, and the labor code
- Prevention of occupational social risks
- Providing a healthy, ergonomic, and balanced work environment
- Providing safety materials and equipment suited to employees' tasks
- Training employees in health and safety

## Objective: Zero Workplace Accidents



### Office Reorganization

A new reorganization of the Simiane-la-Rotonde site took place in 2023–2024 to optimize the working environment. Archives were relocated to free up space for packaging on the ground floor. As a result, packaging, which is used regularly, is now stored in a more accessible location without stairs. This change has reduced the risks of falling objects due to lack of space, stair-related falls, and physical strain from frequent trips upstairs.

### Social Law Audit

In January 2024, a social law audit was conducted at the cooperative by Coop eration Agricole Sud to ensure compliance with the labor code regarding social rights. This was also an opportunity to get updated on new regulations, address questions, and engage with a specialist on the subject.



### Safety Training

To further enhance safety at the cooperative, employees of SCA3P participated in fire safety and first aid training sessions in 2024.



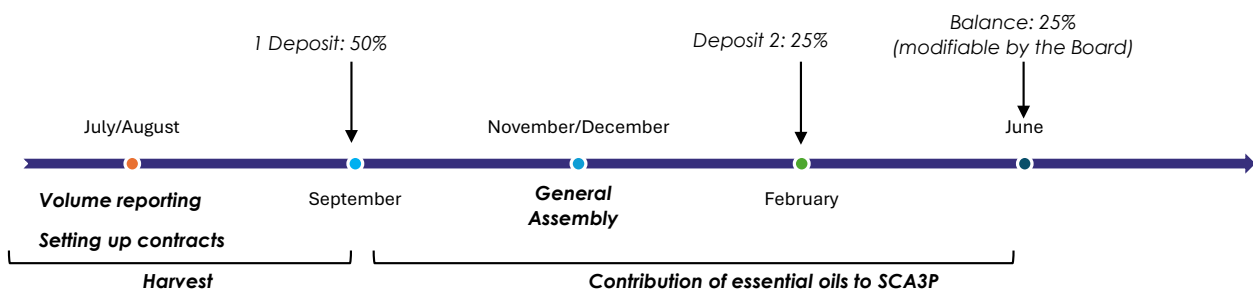
# SUPPORT AND GUIDANCE FOR PRODUCERS

## 1. Fair Compensation for Producers

SCA3P is an organization focused on its producers. It sets sales prices that ensure "fair" compensation for producers, guaranteeing them a livelihood income in addition to covering production costs.

The cooperative supports its producers with a pre-financing system consisting of three installments throughout the year. These installments provide producers with a steady income stream, with a larger payment in the autumn when new production campaigns begin, enabling them to carry out their projects successfully.

The cooperative also supports producers by offering cash advances in certain cases and managing their stock, recognizing that the collected volume is determined by production rather than downstream demand.



## 2. Social Support for Producers



SCA3P has been a member of UEBT since 2023, signifying its commitment to responsible and ethical sourcing practices.

A three-year action plan has been implemented to ensure good practices among its suppliers. The goal is to address issues related to both environmental and social risks associated with cultivation and harvesting practices. Suppliers are required to commit to respecting human rights, ensuring decent working conditions, workplace safety, adequate training, non-discrimination, and combating corruption.

The cooperative supports producers who wish to address key topics, particularly those managing farms with employees.



# COMMUNITY ENGAGEMENT

## 1. Support for Local and International Associations

The cooperative is committed to its region by supporting several local associations and organizations through donations. It also contributes to larger-scale charitable initiatives.



## 2. Support for Education



In February 2023, SCA3P hosted an intern for two weeks as part of her BTS International Trade program at Lycée Jeanne Perri-mond in Marseille. This internship as an International Trade Development Assistant was renewed in January 2025.



In June 2023, SCA3P welcomed a high school intern from Lycée Agricole François Pétrarque (Avignon). This student had the opportunity to explore the cooperative's various professions and learn more about agricultural practices related to the cultivation of perfume plants.

As a key player in the region, SCA3P welcomes students from diverse educational backgrounds every year to visit its facilities, discover its practices, and explore its professions.



Every year – BTS Agronomy Carmejane

ÉCOLE SUPÉRIEURE DU PARFUM

2023 – ESP Student

ISIPCA

– PARIS –  
Every year – Master Scent Design & Creation students - ISIPCA

# 05

## ECONOMIC PILLAR



Impact on the Sustainable Development Goals (SDGs)



# ETHICAL BUSINESS PRACTICES

## 1. Purchasing Policy



**100%  
French**

All producers affiliated with the SCA3P cooperative are located in the South of France. Therefore, the production of essential oils and straw is 100% French, except for Roman Chamomile, which is partially sourced externally from Italy.



**Promoting Local  
Products**

SCA3P markets fine lavender with a Protected Designation of Origin (PDO). This lavender adheres to strict guidelines and undergoes an olfactory examination to ensure it meets the expected quality standards. It is exclusively grown in the Alpes de Haute Provence, Hautes Alpes, Drôme, and Vaucluse regions.

### **External Purchases from Cooperatives or Non-Member Producers**

When its affiliated producers cannot supply the required quantities to meet client needs, SCA3P strives to make external purchases from other cooperatives or non-member producers rather than traders.

## 2. Sales Policy

### **A Responsible Commercial Strategy**

SCA3P prioritizes sales to essential oil users to minimize intermediaries and maximize the producer's share in the value chain. It practices a responsible pricing policy, considering market conditions, production costs, and the minimum income needed for producers to sustain their farms. The aim is to maximize sales while ensuring fair remuneration for members and considering their long-term interests.

SCA3P also prioritizes working with ethical clients who are aware of the challenges producers face and committed to responsible purchasing. The cooperative aims to build long-term partnerships.

### **Ethical Business Relations Governed by GTC**

In the interest of transparency and smoother operations, General Terms of Sales (GTS) were introduced in September 2023. These terms prevent potential disputes, improve internal organization, and ensure commercial transactions are governed by SCA3P's conditions unless a framework agreement supersedes them. The GTS are updated annually.



## Long-Term Contracts

Given the volatile nature of the essential oils market, SCA3P aims to stabilize the market and avoid significant fluctuations in supply and demand, which can harm the sector and its value chain. To address this, efforts to establish new long-term contracts with clients began in 2022 and were strengthened in 2023 and 2024.

These contracts guarantee specific volumes over several years at a sales price determined by the average production cost. Prices may be adjusted within a predefined range agreed upon with the client. This approach combats market volatility and ensures the sustainability of the sector by limiting price erosion during periods of over-production.

## Client Visits to Strengthen Partnerships



Throughout the year, particularly in June and July, SCA3P hosts numerous visitors interested in the essential oils industry. These visitors include partner companies and brands, perfumers, buyers, political representatives, students, and journalists.

These visits are crucial for maintaining close relationships with clients and other stakeholders in the perfume plant industry. They also provide an opportunity to connect with producers, share industry challenges, and discuss issues such as climate and pests affecting production.

### 3. Fair Trade

The cooperative embarked on a project to achieve Fair For Life certification for its organic clonal lavender supply chain in 2023–2024.

This project is a partnership with one of its clients, who is leading the initiative. SCA3P is thus committing to a long-term partnership, embracing a fair trade approach and fostering more sustainable agriculture for its organic clonal lavender supply chain.



## PERFORMANCE VALORIZATION

Since 2017, SCA3P has participated in the sharing of CSR performance through the Ecovadis platform, with the goal of continuously improving the company's CSR performance. The cooperative aimed to achieve a score of 60/100 on the platform by 2025. This goal was exceeded in the 2022–2023 period.

SCA3P has continued to improve since then and remains in the top 1%, holding Platinum status:




# INTEGRATION OF THE CIRCULAR ECONOMY

There are other types of waste, beyond chemical waste, that are actually by-products directly resulting from the cultivation of perfume, aromatic and medicinal plants (PPAM) and distillation processes: straw and hydrosols.

Straw from lavandin, sage, or other PPAM is most often recovered by producers to make compost, which is then spread on their fields. To further valorize these by-products, the cooperative offers the sale of distilled straw to its clients. The cooperative also responds to requests for the development of larger-scale industrial projects aimed at revalorizing distilled straw, which can be used in the energy production sector.

Furthermore, distillation also generates water containing traces of essential oils, resulting from the steam-driven extraction of plant molecules. This is referred to as hydrosol. The cooperative also offers hydrosols for sale to its clients, providing an additional outlet for this type of by-product.

## DISTILLED STRAW AND HYDROSOLS

	Conventional	Organic 
Lavandin	✓	✓
Lavender	✓	✓
Clary Sage	✓	✓
Helichrysum	✓	✓
Thyme	✓	✓
Coriander Seeds	✓	
Tarragon	✓	
Oregano	✓	



# 06

## PARTNERSHIPS



Impact on the Sustainable Development Goals (SDGs)



## CULTURAL AND POLITICAL COLLABORATIONS

The cooperative is a key player in its region, committed to defending and preserving it. Over the years, SCA3P has supported its member producers' farms, helping to maintain and create new landscapes that promote tourism and contribute to the economic development of its region.

### REGION AND AGRICULTURE CHAMBER



The cooperative maintains strong relationships with France Agri Mer and the South Region (Provence Alpes Côte d'Azur).

In June 2023, the cooperative successfully completed an investment project involving three new storage tanks at the Puimoisson site. This project was financially supported by France Agri Mer and the South Region, reflecting the trust, commitment, and support of the region and the Ministry of Agriculture for local businesses.

In 2023, France Agri Mer also co-financed a promotional film for SCA3P, highlighting the organization, commitments, and values of the cooperative and its producers.

### PROVENCE LAVENDER HERITAGE HOUSE



In 2023, the cooperative joined the Maison du Patrimoine culturel lavandicole de Provence association, with the Sales Director serving as Treasurer on the board.

This association, created in December 2023, brings together various actors in the lavender sector. Its goal is to support the candidacy of the cultural lavender landscapes for UNESCO World Heritage status, thereby preserving the economy tied to the lavender industry.

This economy, built around lavender, unites essential oil producers, flower and bouquet growers, honey producers, industrial players, perfumers, cultural representatives, political institutions, and associations.

# INDUSTRY STAKEHOLDERS

## INDUSTRY STAKEHOLDERS

The cooperative is committed to working with stakeholders to support regulatory actions, technical studies, and receive guidance. It collaborates with numerous unions, technical institutes, and interprofessional organizations. It contributes to the following: Université Européenne des Senteurs et Saveurs; PPAM de France; CPPARM; CRIEPPAM; ITEIPMAI; GIEE Essen'sol; IFEAT; SFP Haut Conseil de la Coopération Agricole; OCAPIAT; Association Agroécologie et Commerce Équitable; Coopération Agricole Sud.

Through these partnerships, the cooperative works with these organizations to support and advance the sector. This relationship is built on regular communication, technical and regulatory meetings, as well as the sharing of data, information, and resources.



## FRENCH SOCIETY OF PERFUMERS



In 2023, SCA3P joined the SFP (French Society of Perfumers). The goal of this membership is to increase interactions and exchanges with professionals in the perfumery sector, participate in the sharing of information—particularly technical and scientific—and represent the production industry within the association.



# SCA3P

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