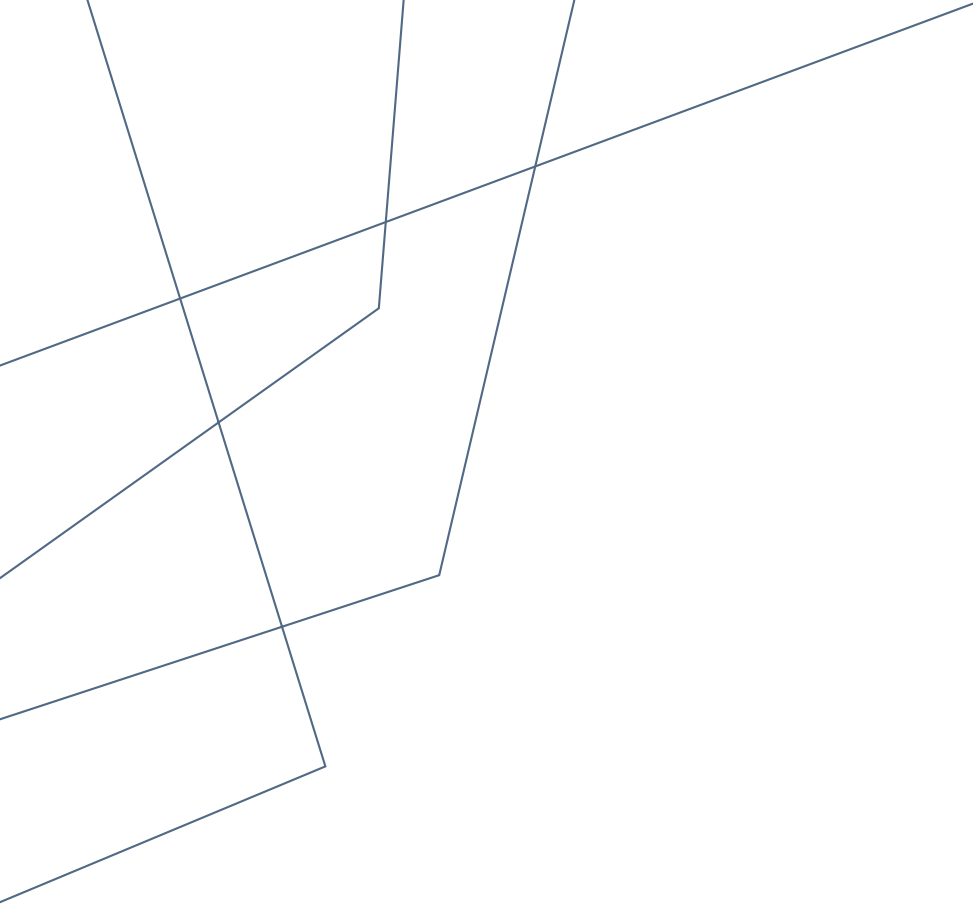




# THE ECONOMICS OF CREDIBLE ENVIRONMENTAL DATA

What LCAs and EPDs really cost to make - and why that matters

Mili Jain | ISC 2026 | New Delhi

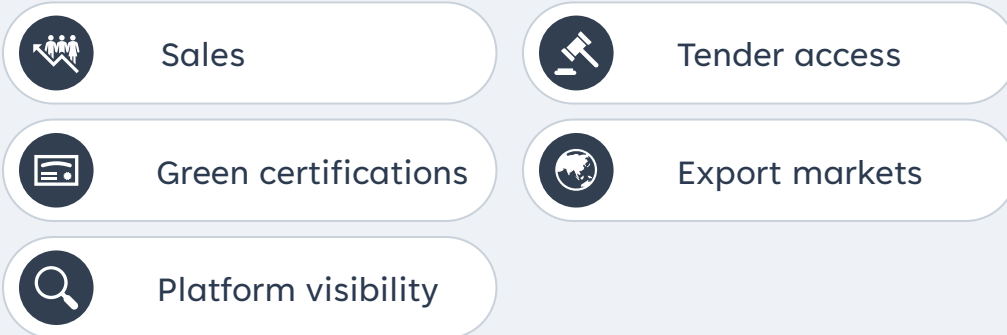


# WHAT IS AN EPD WORTH?

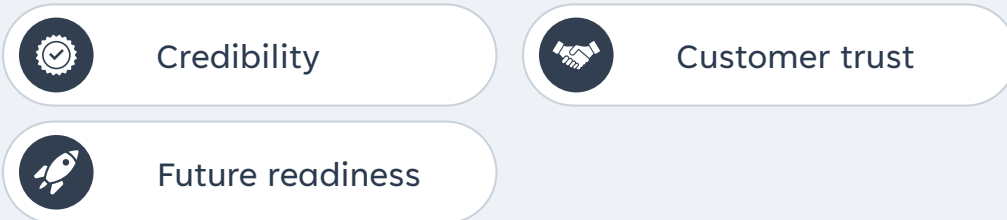
What a manufacturer gains from an EPD, and what they pay to get one.

## OUTPUTS What a manufacturer wants from an EPD

### Tangible



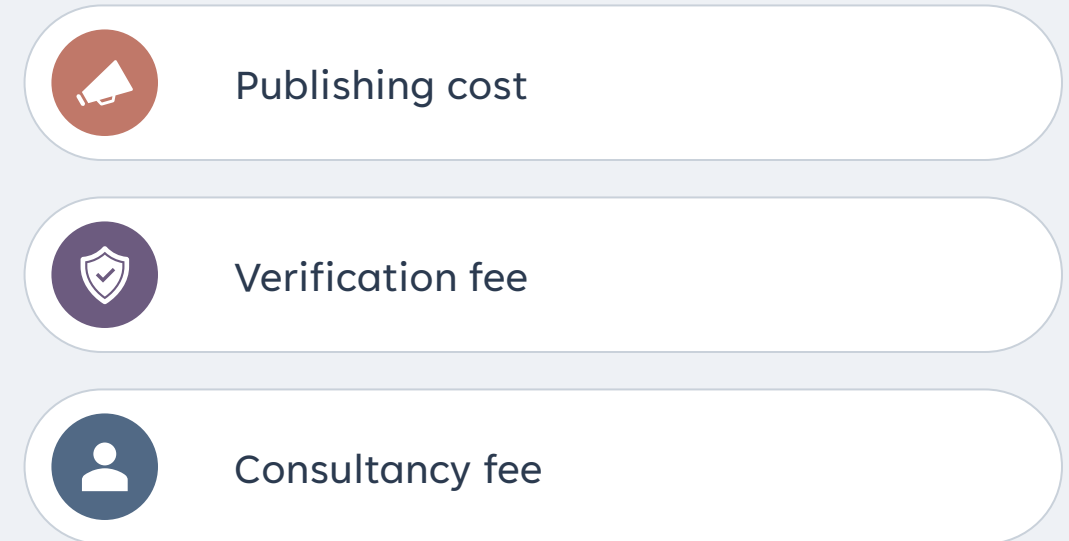
### Intangible



**Hard to attribute:** Wins can't be traced to the EPD alone.

## INPUTS What goes into an EPD

### Paid for every EPD



**Known:** Every cost here can be measured and worked on.



# WHAT IS AN EPD WORTH?

ROI rises when an EPD earns more or costs less.



Return on investment  
for EPD owners

=

## OUTPUTS What a manufacturer wants from an EPD

### Tangible



Sales



Tender access

### Intangible



Credibility



Customer trust



Future readiness

**Hard to attribute:** Wins can't be traced to the EPD alone.

## INPUTS What goes into an EPD

### Costs



Publishing cost



Verification fee



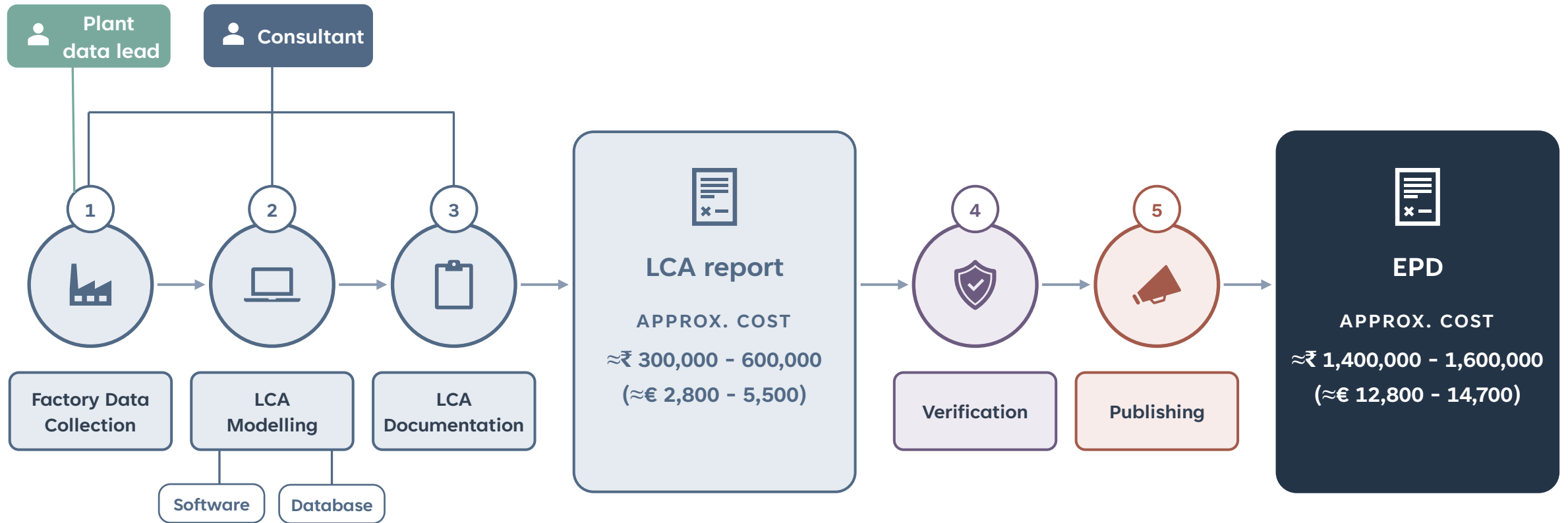
Consultancy fee

**Known:** Every cost here can be measured and worked on.



# THE INPUTS BEHIND EVERY EPD

Three inputs turn factory data into a published EPD: consultancy, verification and publishing.



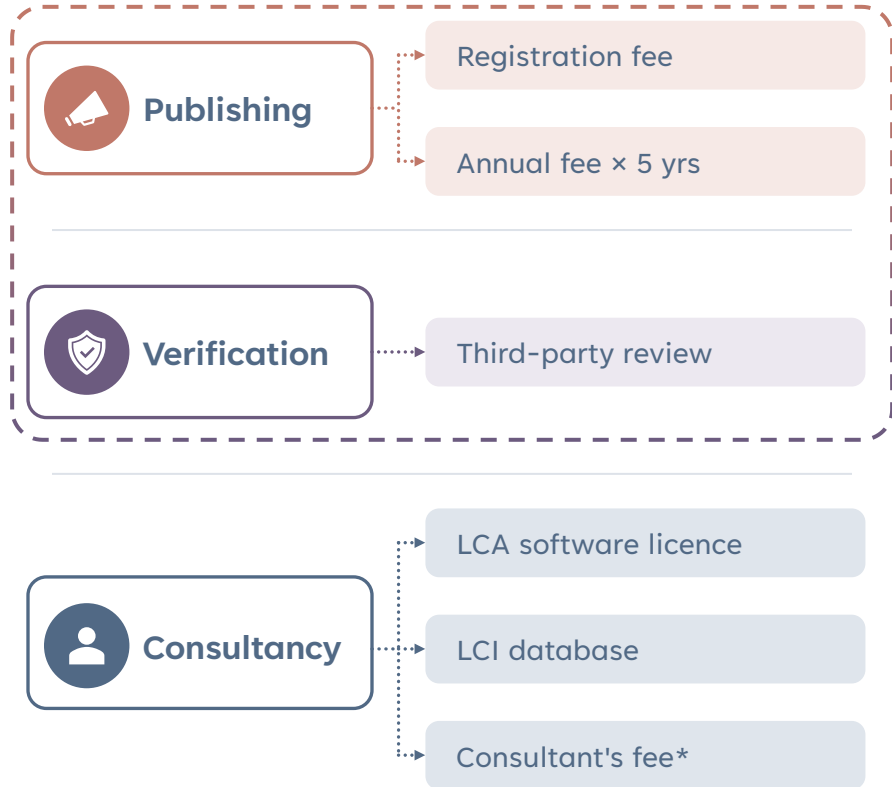
All costs are indicative.



# BREAKING DOWN THE COST OF AN EPD

What a manufacturer pays for one EPD, split into publishing, verification and consultancy.

## WHAT ONE EPD COSTS



\*Covers data collection, modelling, and documentation.

## Scenario 1

Consultancy fee  
Same in every scenario

≈₹400,000  
(≈€3,600)

Operator

Starting point

Region

Starting point

Company scale

Starting point

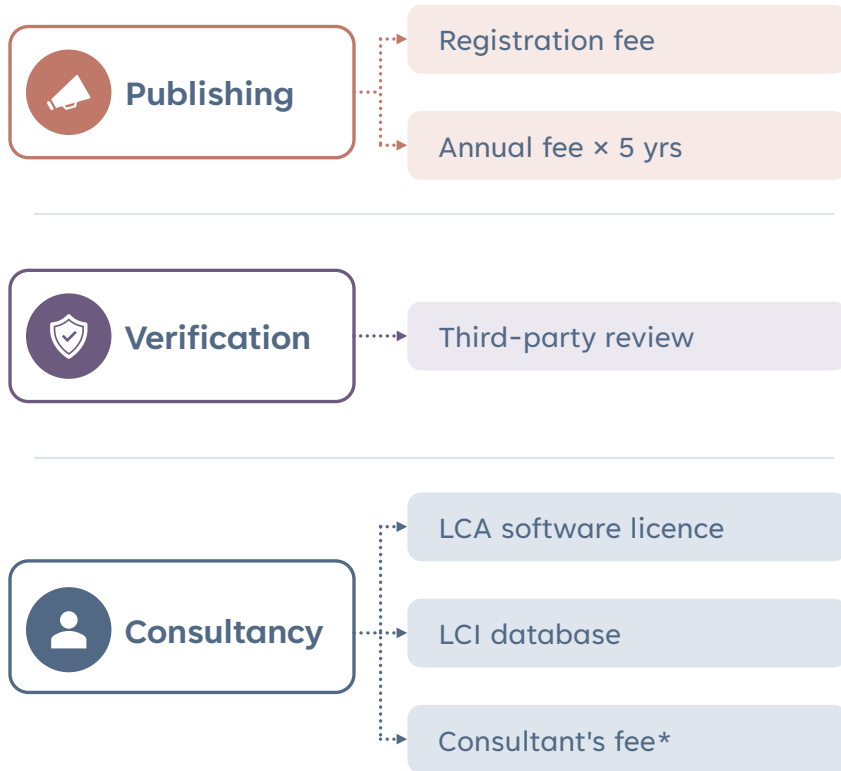
Scenarios run from the lowest total bill to the highest. Euros are converted at about ₹110 per euro.



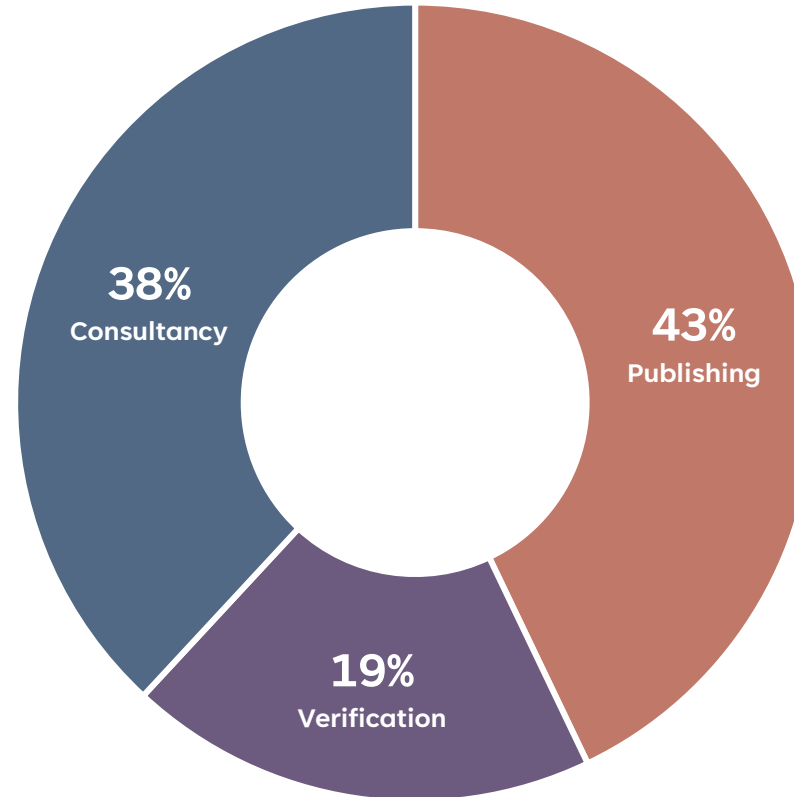
# BREAKING DOWN THE COST OF AN EPD

What a manufacturer pays for one EPD, split into publishing, verification and consultancy.

## WHAT ONE EPD COSTS



\*Covers data collection, modelling, and documentation.



## Scenario 2

Consultancy fee  
Same in every scenario  
**≈₹400,000**  
(≈€3,600)

Operator  
Changed

Region  
Same

Company scale  
Same

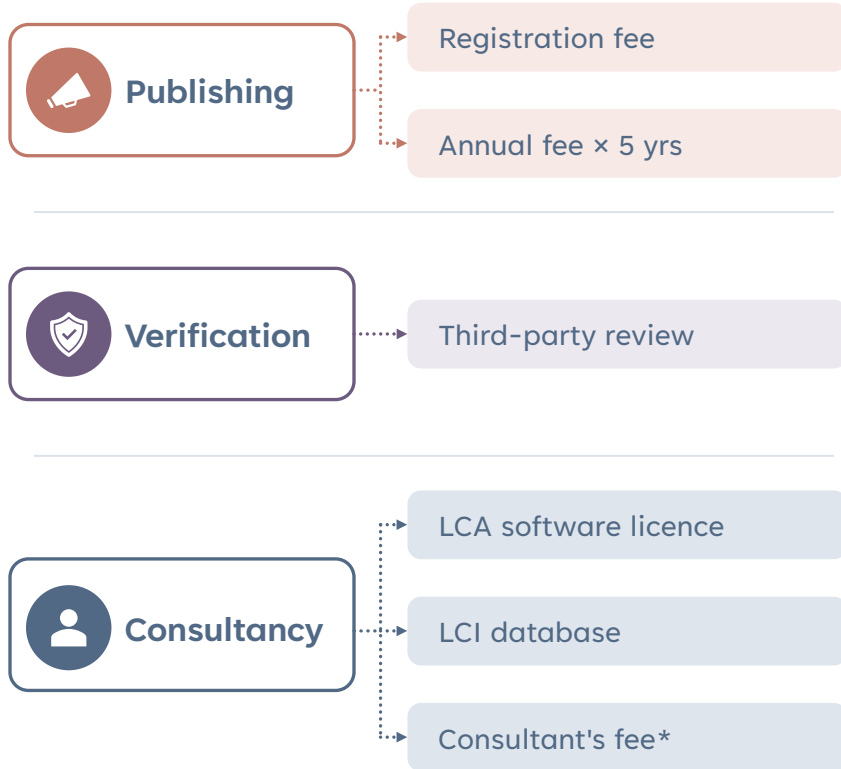
Scenarios run from the lowest total bill to the highest. Euros are converted at about ₹110 per euro.



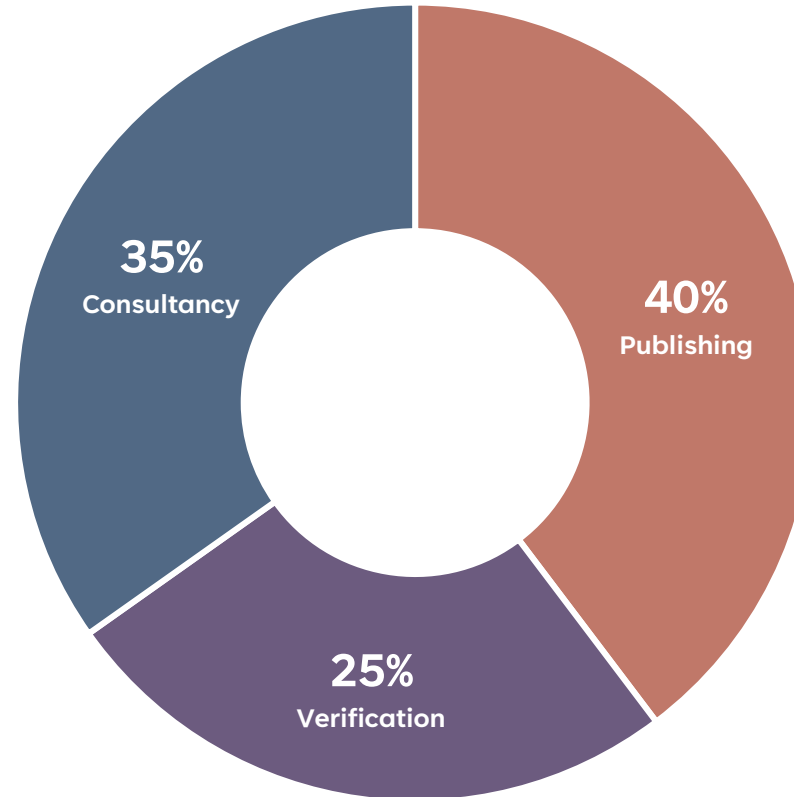
# BREAKING DOWN THE COST OF AN EPD

What a manufacturer pays for one EPD, split into publishing, verification and consultancy.

## WHAT ONE EPD COSTS



\*Covers data collection, modelling, and documentation.



## Scenario 3

Consultancy fee  
Same in every scenario  
**≈₹400,000**  
**(≈€3,600)**

Operator  
Same

Region  
**Changed**

Company scale  
Same

Scenarios run from the lowest total bill to the highest. Euros are converted at about ₹110 per euro.



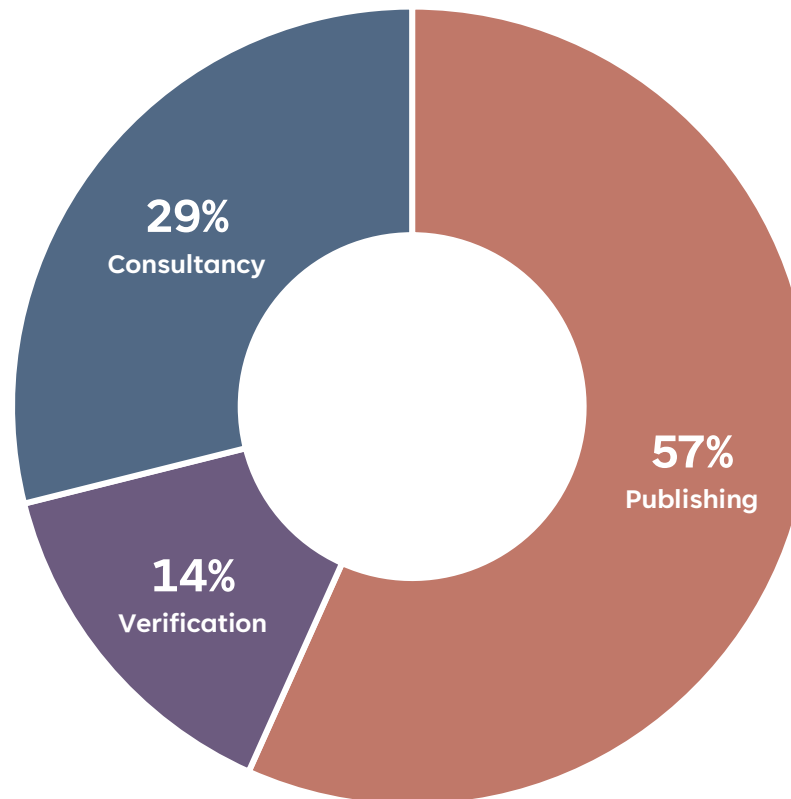
# BREAKING DOWN THE COST OF AN EPD

What a manufacturer pays for one EPD, split into publishing, verification and consultancy.

## WHAT ONE EPD COSTS



\*Covers data collection, modelling, and documentation.



## Scenario 4

Consultancy fee  
Same in every scenario  
**≈₹400,000**  
(≈€3,600)

Operator  
**Same**

Region  
**Same**

**Company scale**  
**Changed**

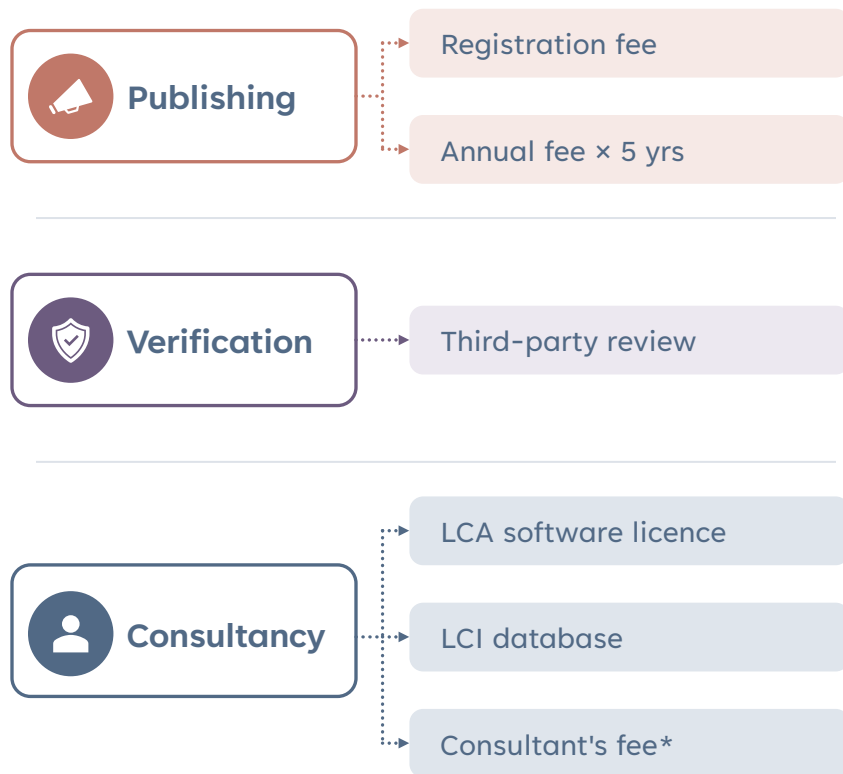
Scenarios run from the lowest total bill to the highest. Euros are converted at about ₹110 per euro.



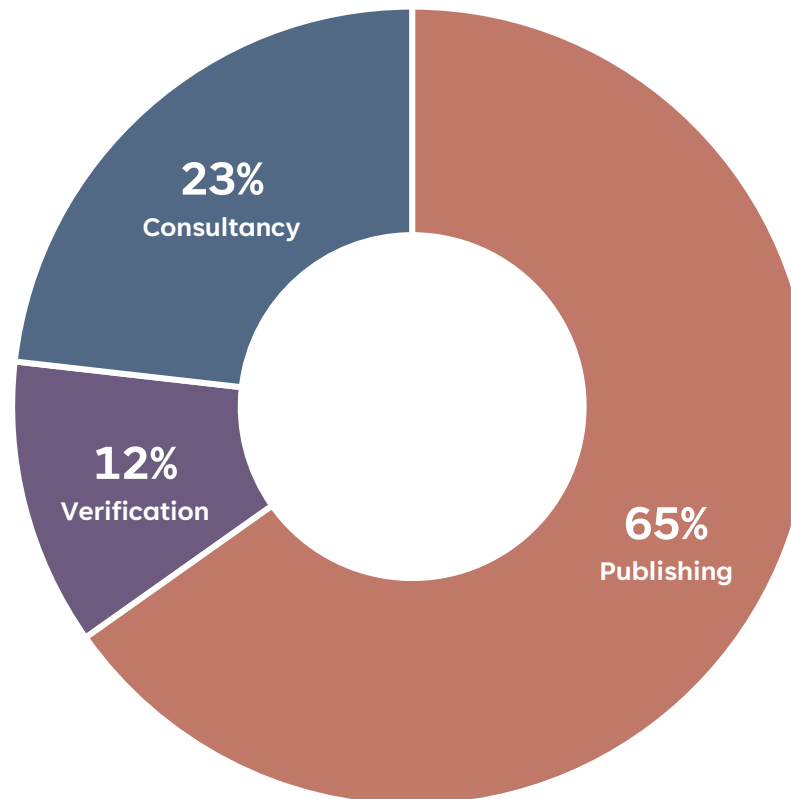
# BREAKING DOWN THE COST OF AN EPD

The consultant's fee stayed the same in every scenario, yet its share of the bill fell from 58% in Scenario 1 to 23% here.

## WHAT ONE EPD COSTS



\*Covers data collection, modelling, and documentation.



## Scenario 5

Consultancy fee  
Same in every scenario  
**≈₹400,000**  
(≈€3,600)

Operator  
Same

Region  
Changed

Company scale  
Changed

Scenarios run from the lowest total bill to the highest. Euros are converted at about ₹110 per euro.



# WHAT AN LCA COSTS THE CONSULTANT

Inside the consultant's 23% share: on the first LCA project of the year, 70% goes on software and database licences.

## WHAT ONE LCA COSTS THE CONSULTANT

Starting out: First LCA project of the year



### LCA software licence

Annual licence



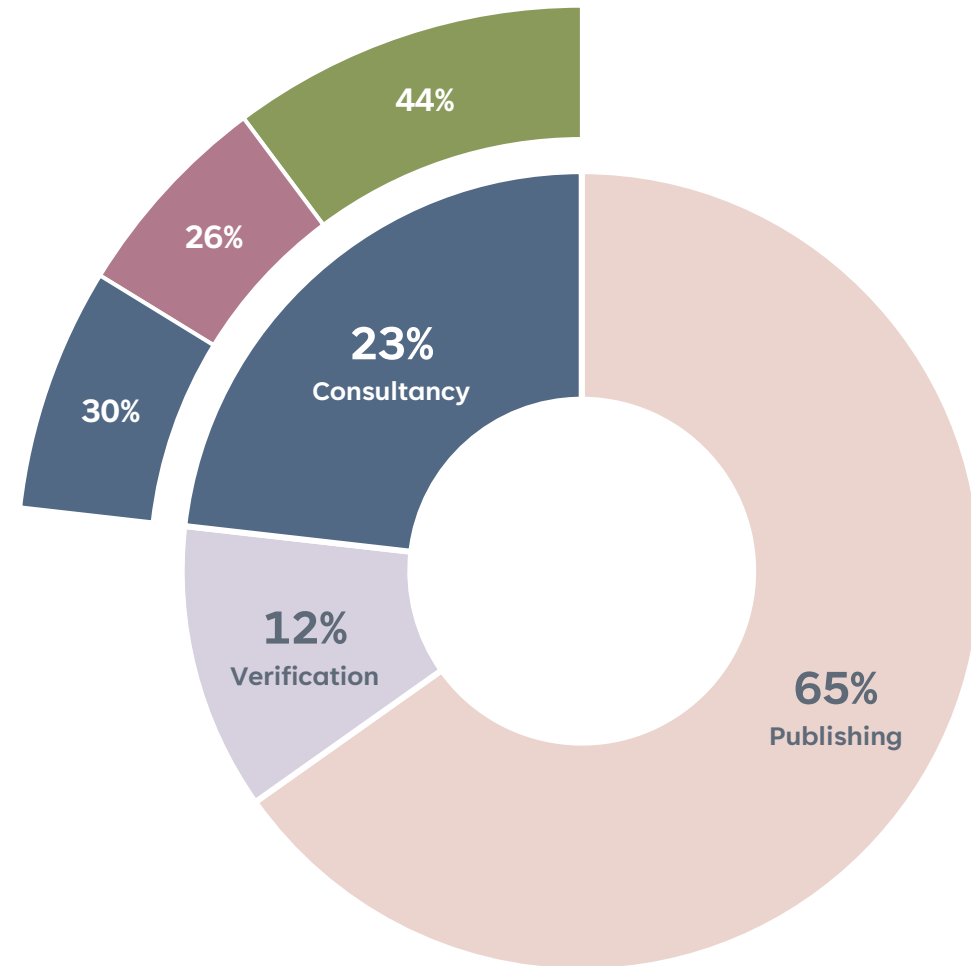
### LCI database

Annual licence



### Consultant's fee

Data collection, modelling and documentation

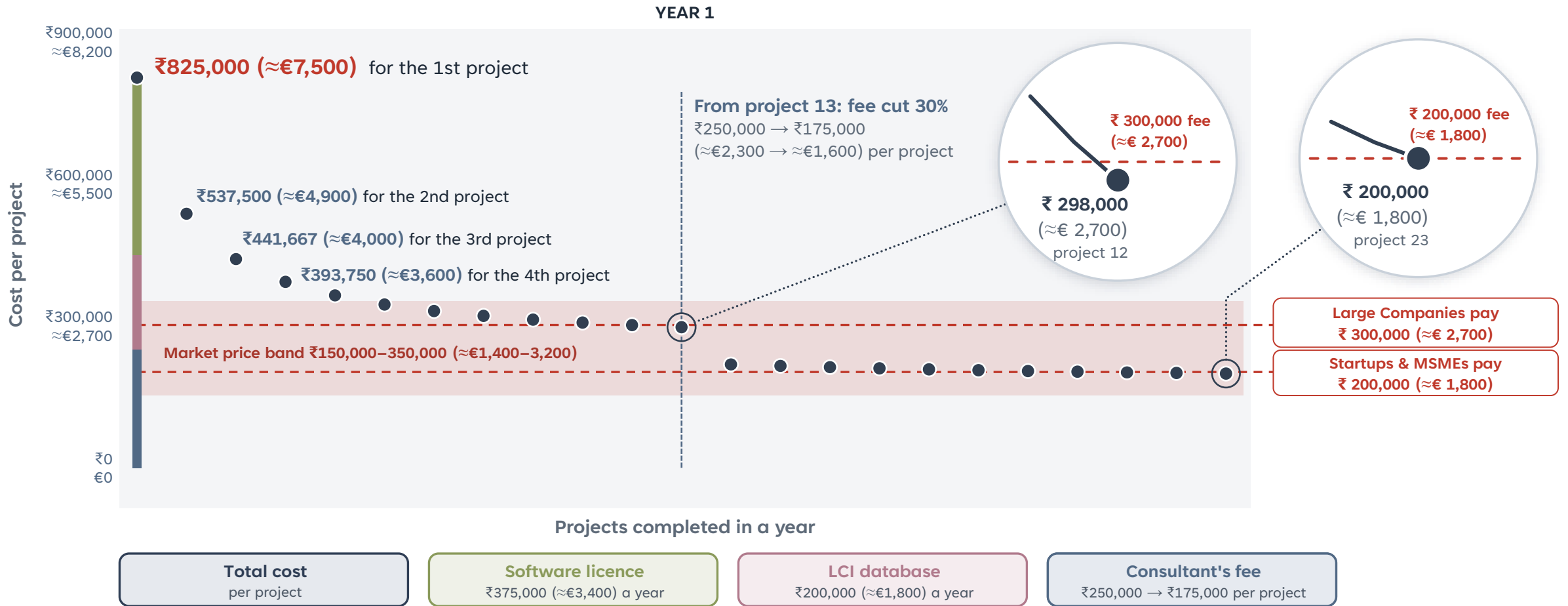


Licences are paid up front each year. Euros are converted at about ₹110 per euro.



# THE LIMITS OF CUTTING COSTS

What it takes to meet the market's asking fee



Euros are converted at about ₹110 per euro.



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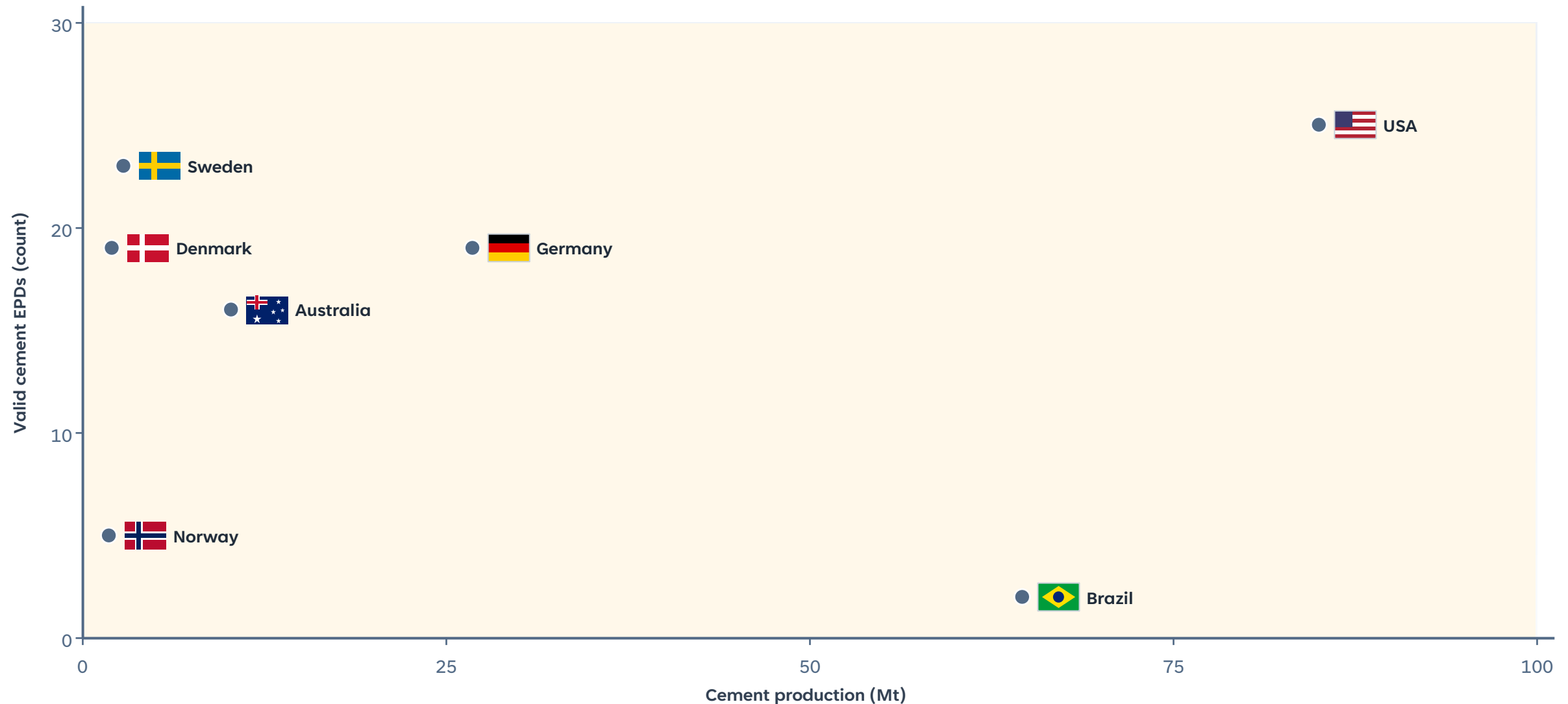


Euros are converted at about ₹110 per euro.



# THE BIGGEST PRODUCERS ARE NOT THE BIGGEST PUBLISHERS

Cement production vs. currently valid cement EPDs (latest available year: 2024).

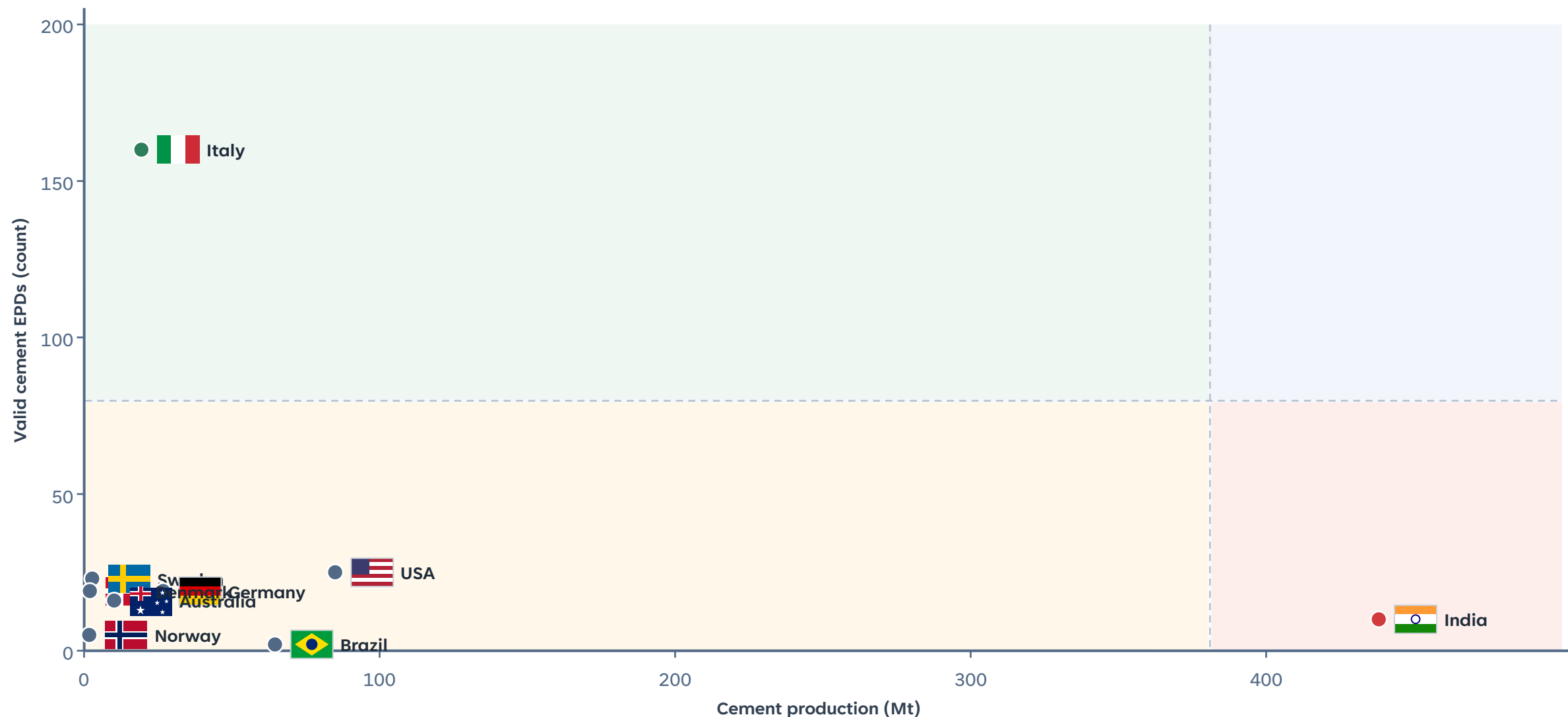


Figures are preliminary, compiled from public EPD registries and industry sources. They have not been independently verified and may change.



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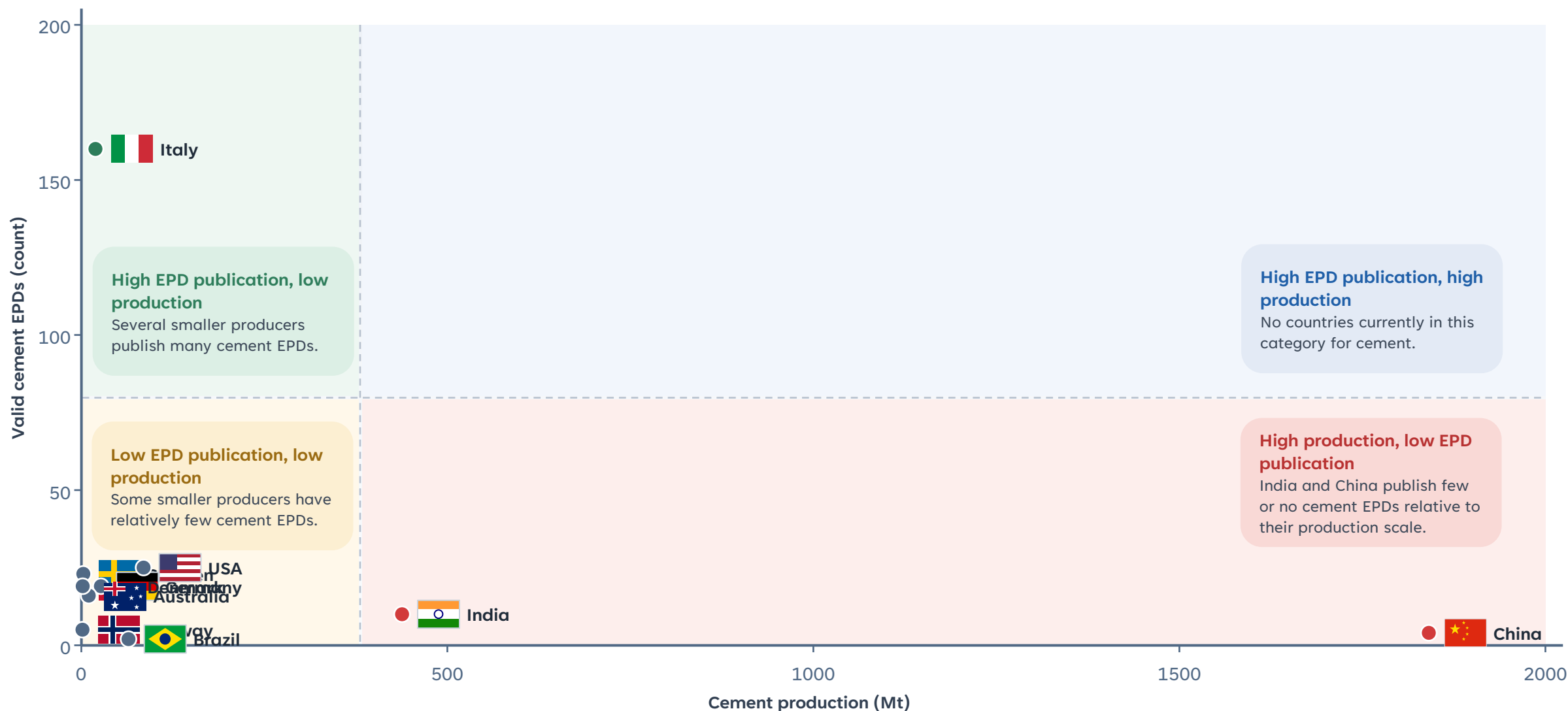


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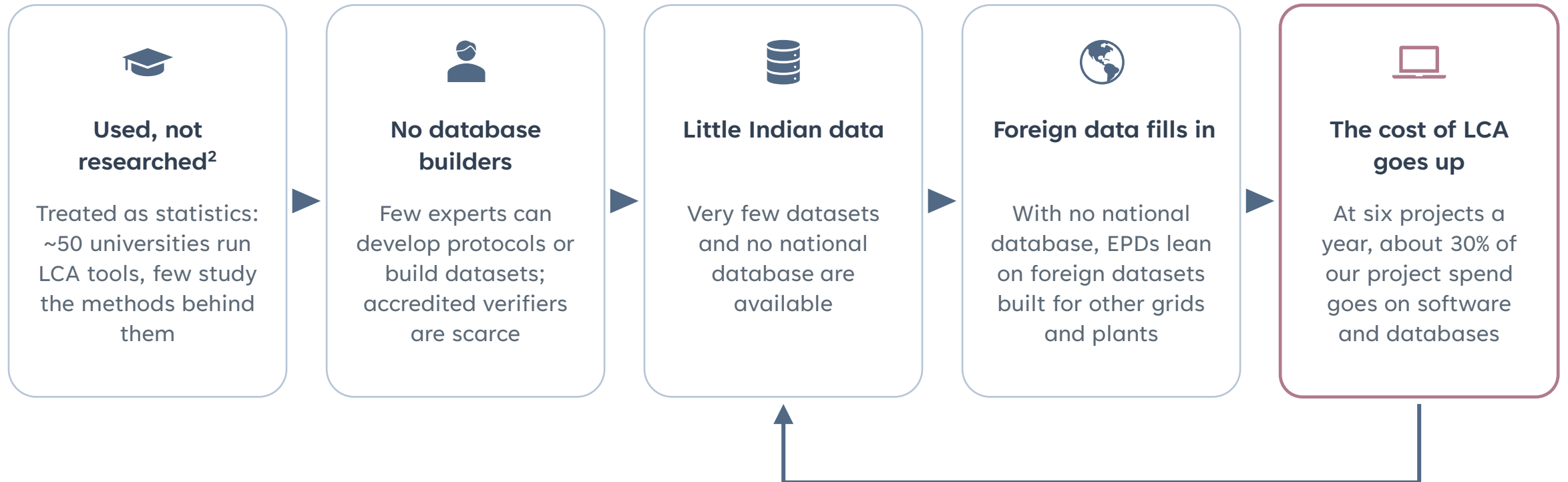


Figures are preliminary, compiled from public EPD registries and industry sources. They have not been independently verified and may change.



# WHY INDIA'S DATA GAP KEEPS GROWING

India applies LCA but rarely researches it, so no one is trained to build Indian data.

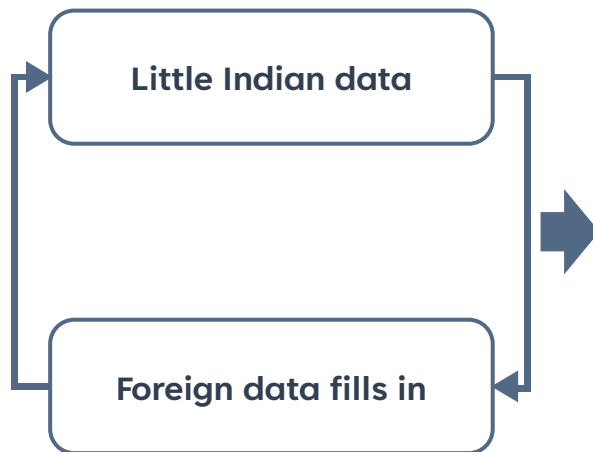




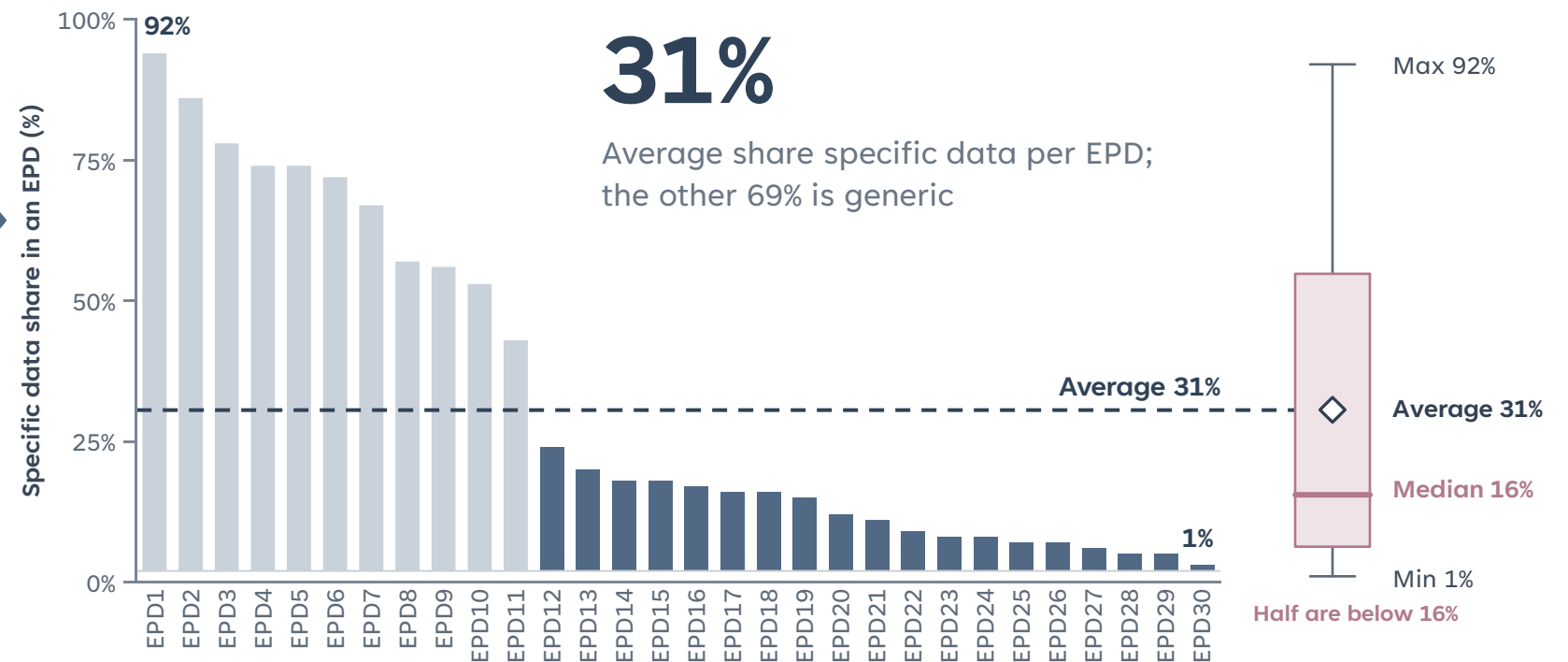
# INDIAN EPDS RUN ON GENERIC DATA

The data cycle shows up in the EPDs: on average, only 31% of product-stage data is specific to the plant.

## The data cycle



## Specific data share, modules A1–A3, 30 recently published Indian EPDs

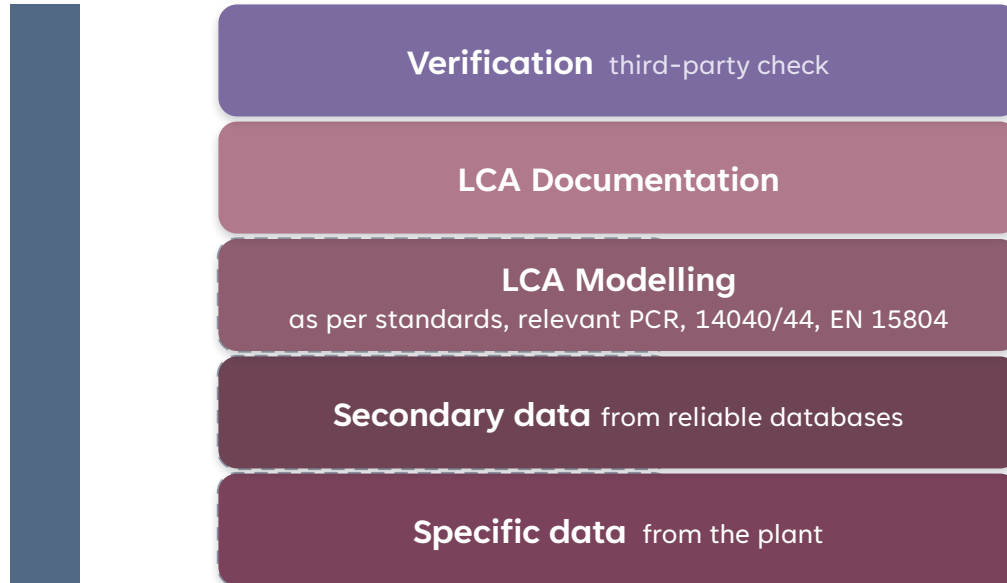




# WHAT CREDIBILITY ACTUALLY COSTS

Credibility doesn't come from the verifier alone. It comes from every layer underneath.

**Credibility**  
of the result



1

## Credibility is built in layers

Data, tools and standards carry the LCA work

2

## The verifier checks the whole stack

The label is only as strong as what sits under it

3

## Cut the fee

Generic data, free tools, looser standards

4

## Same label, less credibility

The verified top wobbles on a weak base

**Cut the cost, and you cut the credibility.**



# THE COST OF AN EPD IS THE COST OF CREDIBILITY

We can't set each input's price, but we can change how it is priced and what an EPD delivers.

01



## Flexible software licences

Licences need more flexible features and options, so the first project does not carry a full year's fee.

02



## More Indian datasets

More Indian LCI data means more plant-specific inputs, and more specific inputs make EPDs more credible.

03



## Accessible publishing fees

Incentivising or subsidising publishing would bring EPDs within reach of smaller manufacturers.

04



## More tangible outputs per EPD

More research into what an EPD returns would make its price easier to justify.

**Affordable EPDs need cheaper inputs and more valuable outputs. Pursuing both opens the market to manufacturers in emerging markets.**



# THANK YOU

Mili Jain | [mili@monkspaces.com](mailto:mili@monkspaces.com)