



IMPROVE YOUR COMPETITIVENESS THROUGH ESG

Environmental, Social and Governance, or ESG, refers to a set of criteria used to evaluate a company's performance in three key areas: **the environment, social responsibility, and corporate governance**. ESG has gained increasing importance among investors, customers and regulators.

We are not listed on HKEX. Why do we need to care about ESG?

Are you a supplier of an international brand, or a company listed in US or Europe? Most of the international brand names have already committed to net carbon zero target and maintained a public ESG rating linked to their green finance instruments. Your customers will do the below three things, which have a significant impact on your business relationship.



Setting ESG Standards

Brands can establish clear ESG requirements for suppliers, outlining expectations related to environmental protection, labor practices, human rights, and corporate governance. These standards can be based on industry benchmarks, international guidelines, or best practices.



Leveraging Buying Power

Large international brands often have significant buying power, which they can use to influence supplier behavior. By prioritizing suppliers with strong ESG performance, brands can send a clear message about the importance of ESG and encourage other suppliers to follow suit.



Transparency and Disclosure

Brands can require their suppliers to disclose information about their ESG performance, which can then be shared with stakeholders (e.g., investors, customers, or regulators). This can create additional pressure on suppliers to continuously improve their ESG practices.

► WHY CHOOSE ALAYA? ◀



Expertise

Alaya's team possesses extensive knowledge and experience in ESG matters, enabling us to provide valuable insights and tailored solutions for your organization's unique needs.



Customized approach

Alaya understands that each company's ESG journey is different. We work closely with clients to develop a customized approach, ensuring that the strategies and recommendations are relevant and effective for your specific situation.



Comprehensive support

Alaya offers end-to-end support, assisting with tasks such as gap analysis, data collection, policy and procedure development, internal briefings, and report preparation. Our comprehensive support ensures a seamless ESG integration process for your organization.



Results-oriented

Alaya is committed to delivering tangible results for our clients. We focus on creating positive outcomes, such as improved ESG performance, better risk management, and enhanced competitiveness, which contribute to long-term business success.



Adaptive to tight timelines

Alaya's team is highly responsive and adaptable, capable of working within strict deadlines without compromising the quality of our services. We are a reliable partner in fast-paced and dynamic business environments.



Strong track record

Alaya has a proven history of successfully guiding organizations through their ESG journeys, as evidenced by numerous satisfied clients and successful projects. By choosing Alaya, you can feel confident that you are partnering with a reputable and effective ESG consulting firm.



CASE STUDY

CHALLENGE

A leading international manufacturer of printed circuit boards (PCBs) is facing increasing pressure to disclose its ESG performance in response to customer demands in Germany. This comes amidst the recent enactment of the German Supplier Act. The company finds itself in a challenging situation, as it currently lacks a dedicated in-house expert to address these performance concerns.

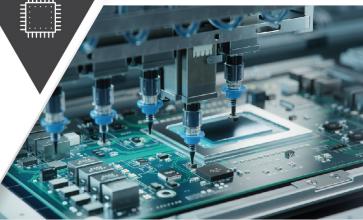
TESTIMONIAL

"I am impressed with the level of sustainability reporting insight and expertise that the Alaya team showcased at every step of our reporting journey. As a first-time reporting company in the manufacturing industry, Alaya has demonstrated their ability to ingest large amounts of data and draw meaningful analyses, which were highlighted in our 2022 Sustainability Report.

We received very good feedback on our 2022 report from our senior management and our value chain partners, and I would highly recommend their services to any company seeking to elevate the quality of their sustainability disclosures."

SOLUTION

Having no previous experience in ESG disclosures, the company engaged Alaya in November to guide their personnel and initiate the reporting process. Alaya effectively addressed the challenges faced by first-time reporting organizations, including data collection, materiality, and other related issues. As a result, the company successfully generated its inaugural report in March with Alaya's assistance.



CHALLENGE

A local main contractor, specializing in the interior fitting-out of commercial buildings, has recognized that ESG performance has not been addressed in their tender documents. This oversight poses a risk of losing business from European financial institution clients, as they increasingly prioritize sustainability and corporate responsibility in their procurement decisions.

SOLUTIONS

Alaya was brought in to resolve the situation within a strict deadline. Considering the company's limited prior engagement in ESG efforts, Alaya conducted document reviews, site visits, and data collection to identify gaps and opportunities for enhancement. After implementing a series of policy and procedure updates, as well as conducting internal briefings, Alaya successfully prepared an environmental performance report. This allowed the company to maintain its competitive edge and reinforce its de facto leadership position within the industry.

TESTIMONIAL

"With Alaya's guidance, we successfully prepared our first environmental performance report, which has greatly contributed to preserving our competitive edge and reinforcing our leadership position within the industry. We are extremely grateful for Alaya's expertise, professionalism, and commitment to helping us achieve our ESG goals."

