

SAUDI SME ESG READINESS

The 10 Items Buyers Now Ask For

Quick context (read in 10 seconds)

Buyers are under pressure to show that their suppliers manage risk, compliance, and reputation. So they ask SMEs for simple evidence: policies, basic metrics, and how you manage people, waste, and ethics - without needing a “big-company ESG department.”

The 10 ESG Questions Buyers Now Ask SMEs

1. Do you have an ESG policy?

Why it matters: Shows commitment to ESG principles.

Good answer example: 'Yes, we have a 1-page policy covering environment, social, and governance aspects, available on request.'

3. How do you manage waste?

Why it matters: Shows responsible waste disposal practices.

Good answer example: 'We have contracts with approved waste vendors and maintain records of waste disposal.'

2. Can you share energy consumption data?

Why it matters: Demonstrates awareness of environmental impact.

Good answer example: 'We track our monthly electricity and fuel usage and can provide data upon request.'

4. What are your health and safety (H&S) processes?

Why it matters: Ensures employee safety and well-being.

Good answer example: 'We conduct safety inductions, maintain accident logs, and have regular H&S meetings.'

5. Do you have a code of conduct?

Why it matters: Addresses ethical behavior and anti-corruption.

Good answer example: 'Yes, our code covers anti-bribery, conflicts of interest, and gift policies.'

7. How do you handle complaints and whistleblowing?

Why it matters: Demonstrate a culture of transparency and accountability.

Good answer example: 'We have anonymous reporting channels and a clear escalation process for resolving issues.'

9. How do you engage with local communities?

Why it matters: Demonstrates social responsibility towards the areas you operate in.

Good answer example: 'We actively participate in local initiatives and support community projects through volunteering.'

6. How do you treat your employees?

Why it matters: Buyer needs to show you adhere to fair labour practices.

Good answer example: 'We have clear grievance procedures, performance reviews and training plans in place.'

8. What are your carbon reduction targets?

Why it matters: Shows the SME understands carbon footprint and is actively working on it.

Good answer example: 'We are implementing measures to reduce our CO² emissions by 10% over the next 3 years.'

10. Who is responsible for ESG within your company?

Why it matters: Shows clear accountability of ESG principles at your organisation.

Good answer example: 'Our named Sustainability Manager oversees ESG initiatives and ensures alignment with our policy.'

Quick Self-Check: Are You ESG-Ready? (Yes/No)

- We have a 1-page ESG policy and a named internal owner
- We can share basic energy/fuel data (monthly)
- We have waste handling records and approved vendors
- We have basic H&S processes (inductions, reporting, logs)
- We have a code of conduct (anti-bribery, conflicts, gifts)
- We can produce an evidence pack within 48 hours if asked

Next step (practical, not complicated)

If you're an SME preparing to work with larger buyers or international partners, ESG readiness is increasingly expected. If you'd like a simple roadmap to get compliant without unnecessary complexity, connect or message me on LinkedIn.

Mohammed Mohamoud, CEnv, MISEP | ESG Readiness Advisor | Senior Sustainability Consultant | LinkedIn: Mohammed Mohamoud (message: "ESG READY")