

ESG Financial ROI New Portfolio.

A new generation of ESG services built entirely around financial returns, for the Middle East and beyond.

15+

years in the Middle East

450+

projects delivered

93%

client retention rate

32

team members

16

ROI service lines

4

financial outcome areas

With People. By Tech. For Impact.

THE MARKET HAS SHIFTED.

Businesses across the Middle East are no longer willing to invest in ESG advisory that produces documentation without demonstrable impact.

Clients want to see impact on their balance sheet. Cost savings. Revenue access. Risk avoided. Capital unlocked. That is what every engagement at Sustainable Square is now built to deliver.

Every service in this portfolio is anchored to a financial outcome. Every engagement begins with a question your CFO cares about, not your CSO.

“The next chapter of ESG is not about producing better reports. It is about producing better business outcomes.”

Monaem Ben Lellahom

Founder & CEO, Sustainable Square

HOW IT WORKS

Three steps from question to financial return.

01	Start with a financial question.	We identify where value is being lost, left on the table, or at risk. The ESG methodology follows the answer, not the other way around.
02	Solve something fast and visible.	Quick-win engagements deliver fast, measurable results and build the trust needed for deeper high-value work. Speed builds credibility.
03	Scale the impact with Squarely.	Every engagement generates ESG data. Squarely provides the real-time infrastructure to track ROI and communicate performance to leadership.

01

COST REDUCTION + OPERATIONAL EFFICIENCY

QUICK WIN

Energy & Resource Cost Efficiency

Identify energy, water, and material inefficiencies through data-led analysis, prioritising high-impact actions to deliver measurable opex reduction and margin improvement.

FINANCIAL IMPACT **15-30% reduction in utility opex**

KEY METRICS

EBITDA margin | Energy intensity (kWh/unit) | Opex/revenue ratio

MEDIUM

Circular Economy

Identify circularity opportunities across operations and the value chain, delivering cost savings and risk mitigation through reduction, reuse, and recovery.

FINANCIAL IMPACT **5-15% reduction in material and waste-related costs**

KEY METRICS

Material intensity | Recycling/recovery rate | % circular inputs

HIGH VALUE

Supply Chain ESG Risk Assessment

Assess supplier ESG risks across the value chain to identify critical exposures, delivering targeted mitigation strategies to strengthen resilience and inform procurement decisions.

FINANCIAL IMPACT **Avoid 2-8% revenue disruption from supply shocks**

KEY METRICS

Supply chain resilience score | % high-risk suppliers | Risk-adjusted margins

MEDIUM

ESG-Linked Procurement Optimisation

Redesign procurement criteria to embed ESG scoring, strengthening supplier selection, leverage, and contract outcomes while aligning scorecards with responsible procurement policy.

FINANCIAL IMPACT **3-7% procurement cost savings**

KEY METRICS

% spend with ESG-scored criteria | % contracts with ESG clauses | Supplier ESG risk rating

QUICK WIN

Squarely Platform Deployment

Replace manual spreadsheet ESG tracking with Squarely, cutting reporting effort and delivering real-time ESG dashboards that give leadership visibility and auditability.

FINANCIAL IMPACT **Save 200-800 hours/year. Real-time ESG ROI visibility**

KEY METRICS

Hours saved per reporting cycle | Reporting cost reduction | ESG metrics tracked in real time

POWERED BY



Every engagement we run generates ESG data. That data needs a home and a dashboard your CFO can read.

Squarely is our proprietary ESG platform that replaces manual tracking with real-time ROI dashboards, giving leadership live visibility into the financial value your ESG programme is generating.

squarely.tech

Real-time ROI tracking

Live dashboards connecting ESG activity to financial outcomes.

200-800 hrs saved / year

Automated data collection replaces manual spreadsheet cycles.

Regulatory-ready

Built for UAE, CBUAE, SCA, and ADX disclosure requirements.

Recurring value model

Ongoing platform access creates long-term client relationships.

02

REVENUE GROWTH + MARKET ACCESS

HIGH VALUE

Green Revenue Validation

Validate products and services against applicable taxonomies to access new markets, preferred supplier networks, and a measurable price premium on green-certified offerings.

FINANCIAL IMPACT

5-15% price premium on validated green products

KEY METRICS

Green revenue as % of total | Price premium vs conventional | New segments accessed

HIGH VALUE

ESG Tender & RFP Readiness

Prepare to meet ESG thresholds required by government and institutional buyers for Vision-linked tenders, positioning the organisation as a compliant and credible partner.

FINANCIAL IMPACT

Access to contracts worth 10-100x the advisory fee

KEY METRICS

ESG-qualified tenders submitted | Tender win rate | Value of contracts won

HIGH VALUE

ESG Investor Readiness Programme

Translate sustainability performance into investor language. Structure the ESG equity story, data room, and KPI packs that institutional capital requires.

FINANCIAL IMPACT

Reduce cost of equity by 50-200bps

KEY METRICS

Capital raised from ESG investors | ESG data room completeness | Conversion to term sheet

HIGH VALUE

Carbon Market Advisory

Assess carbon strategy to define the role of high-integrity credits within net zero pathways, establishing robust sourcing criteria aligned with recognised standards.

FINANCIAL IMPACT

10-25% price variation avoided through better sourcing

KEY METRICS

Cost per tCO2e offset | % high-quality credits | Emissions neutralised

03

RISK REDUCTION + LIABILITY AVOIDANCE

<p>HIGH VALUE</p> <h3>Climate Risk Assessment</h3> <p>Assess exposure to physical and transition climate risks and translate them into financial impacts to inform risk-adjusted valuations, capex prioritisation, and adaptation actions.</p> <p>FINANCIAL IMPACT Avoid 5-25% stranded asset write-downs</p> <p>KEY METRICS</p> <p>Value-at-risk from climate scenarios Risk-adjusted asset value % assets in high-risk zones</p>	<p>HIGH VALUE</p> <h3>ESG Due Diligence for M&A;</h3> <p>Screen acquisition targets against a structured ESG due diligence framework, identifying material risks, value destroyers, and hidden liabilities before close.</p> <p>FINANCIAL IMPACT Prevent 10-30% deal value erosion post-close</p> <p>KEY METRICS</p> <p>ESG red flags identified pre-close % portfolio ESG-screened ESG criteria in deal terms</p>
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04

CAPITAL ACCESS + COST OF CAPITAL

<p>HIGH VALUE</p> <h3>Green Bond & Sukuk Structuring</h3> <p>Structure the ESG framework and second-party opinion process for green bonds or sustainability-linked sukuk issuances, enabling access to a broader ESG-mandated investor base.</p> <p>FINANCIAL IMPACT Save 5-15bps on coupon vs conventional issuance</p> <p>KEY METRICS</p> <p>Basis points saved on coupon Volume of green issuance structured Cost of debt before vs after</p>	<p>HIGH VALUE</p> <h3>ESG Ratings Improvement Programme</h3> <p>Identify data gaps and disclosure failures suppressing ESG ratings. A targeted plan that closes gaps and positions the organisation for ESG-screened index inclusion within 12 months.</p> <p>FINANCIAL IMPACT Rating upgrade unlocks \$20M-\$500M in ESG-mandated capital flows</p> <p>KEY METRICS</p> <p>ESG rating score improvement Data gaps identified and closed Passive ESG fund inclusion</p>
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<p>HIGH VALUE</p> <h3>Responsible Investment Facilitator</h3> <p>Bridge the gap between sustainability performance and investor capital. Build the ESG data room and connect issuers directly with ESG-aligned investment funds and capital partners.</p> <p>FINANCIAL IMPACT Direct access to ESG-mandated institutional capital pools</p> <p>KEY METRICS</p> <p>Capital raised via ESG connections ESG investors introduced Roadshow engagements</p>	<p>MEDIUM</p> <h3>Green Credit Facility</h3> <p>Connect issuers with green and sustainability-linked banking facilities, structuring the ESG performance framework that qualifies the organisation for preferential green credit terms.</p> <p>FINANCIAL IMPACT 5-15bps margin reduction on sustainability-linked facilities</p> <p>KEY METRICS</p> <p>Green credit facilities secured Margin reduction vs conventional % debt linked to ESG criteria</p>
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START THE CONVERSATION.

Book a financial ESG diagnostic and we will identify where your biggest opportunities and exposures are, and exactly what they are worth.

sustainablesquare.com

GET IN TOUCH

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