

Small and Medium-Sized Enterprise (SME) Climate Hub

BSR | We Mean Business Coalition

Joining You Today



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WE MEAN BUSINESS COALITION

Objective:

In this session, we will…

- Understand the importance of **developing a specific approach to SME engagement** on climate,
- Learn how to best **leverage the resources in the SME Climate Hub** for SME decarbonization,
- Discuss **shared challenges and surface practical solutions** for SME decarbonization.

Agenda:

- Introduction to the SME Climate Hub (5 min)
- Fireside Chat: Axa (20 min)
- Discussion (25 min)
- Wrap up (5 min)



01 | Introduction to the SME Climate Hub



Introduction to the SME Climate Hub

October 27, 2026

SMES AT RISK, SMES AS THE SOLUTION

CLIMATE IMPACTS ARE ESCALATING

Price volatility, supply chain issues, demand shocks, and infrastructure stress are the new normal.

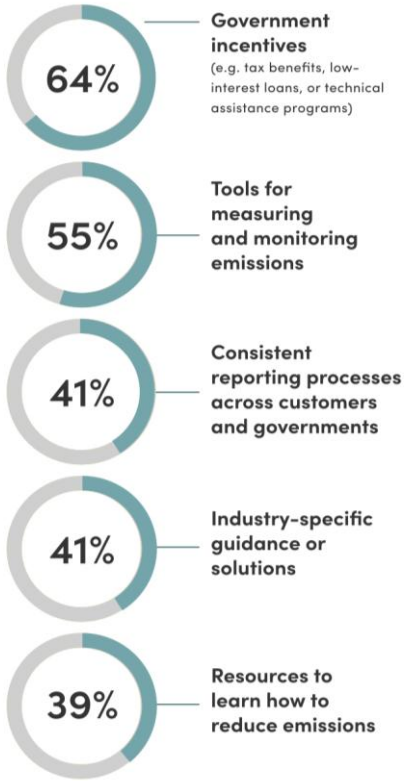
SMEs ARE AT THE CENTER

SMEs make up 90% of businesses globally and support 70% of global employment. But 40-60% of them never reopen after a disaster.

SMEs KEY FOR VALUE CHAIN MITIGATION

SMEs account for 40–60% of business sector emissions. 63% cite a lack of skills and knowledge.

What do SMEs need to take greater climate action?



SMEs NEED SUPPORT TO TAKE ACTION

The gap:
SMEs have been largely overlooked by global climate action.

The reality:
SME leaders are overwhelmed by costs, complexity, and the pressure of daily operations.

The solution:
Meet SMEs where they are. Simple guidance, practical tools, and incentives built for business.

The SME Climate Hub

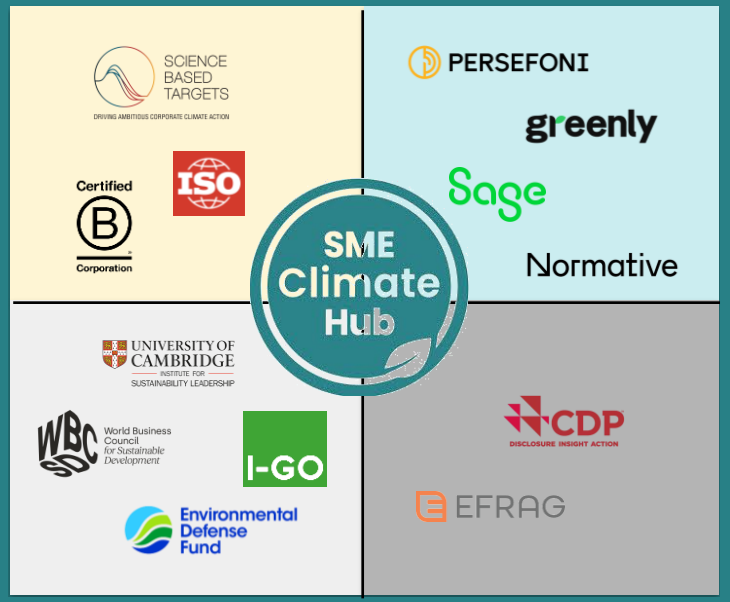
EMPOWERING & GIVING SMES A VOICE

The SME Climate Hub shapes how SMEs engage in climate action and how the ecosystem supports them.

Without the SME Climate Hub, SMEs would be an afterthought in global climate discourse. We distinctly provide:

- Trusted, independent voice on and for SMEs
- Accessible and practical approach tailored to SMEs
- Unique, recognized role in the climate ecosystem

FREE ONE STOP SHOP FOR SMES



Note: Diagram provides examples of organizations operating in each one of the four spaces, not a comprehensive list.

- Standards
- Knowledge and Learning
- Measurement
- Reporting





WE MEAN BUSINESS COALITION | SME Climate Hub

Our Platform

A ONE-STOP SHOP FOR SMES

Core Tools for SMEs

CARBON CALCULATORS

Designed with SMEs in mind, the free calculators help SMEs measure their baseline emissions.

→

CLIMATE ACTION PLANNER

The interactive planner identifies relevant actions for SMEs and builds them into a tailored and trackable plan.

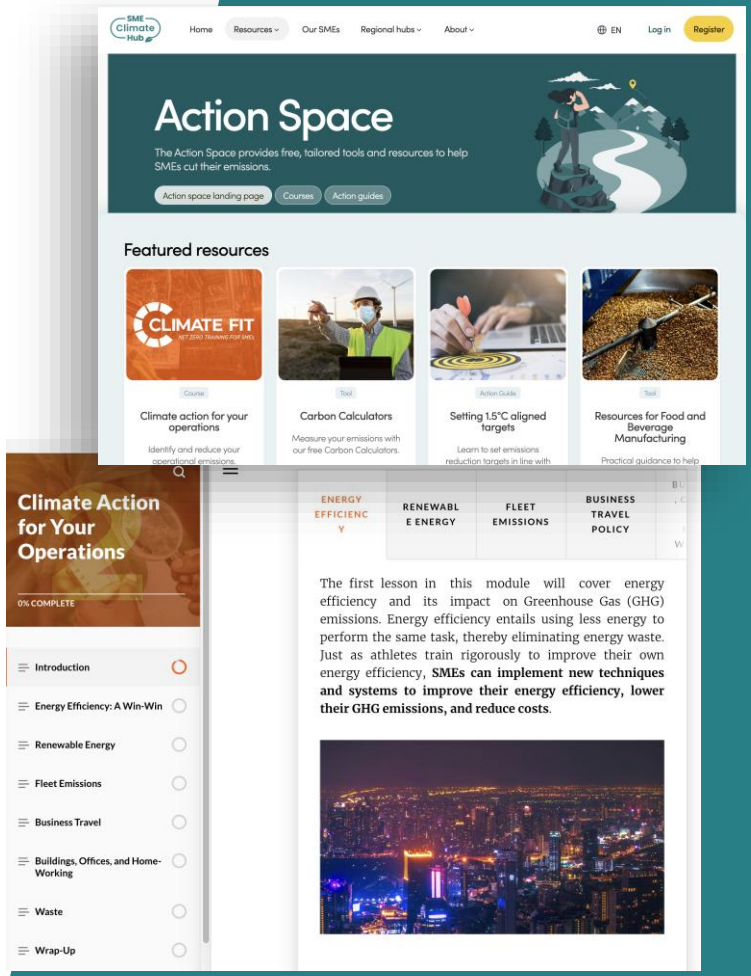
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REPORTING TOOL

Through the reporting tool SMEs can publicly report on their annual greenhouse gas emissions and their progress reducing these emissions.

SME CLIMATE COMMITMENT

Simplified Net Zero commitment acting as key entry point for SMEs to join the UN Race to Zero.* RACE TO ZERO



Resources to build SMEs' knowledge

COURSES

Interactive courses for SMEs on how to reduce emissions across their business and supply chain.

ACTION GUIDES

Short, practical guides to help SMEs take targeted actions to reduce emissions.

CASE STUDIES

Stories from global north and south SMEs to inspire others.

EXTERNAL RESOURCES

Links to select partner resources to further help SMEs take action.

WE MEAN BUSINESS COALITION | SME Climate Hub

** Committed SMEs will be transferred from the Race to Zero to the UNFCCC Recognition Framework by end 2026.*

Our Impact

DELIVERING IMPACT FOR SMES AND VALUE CHAINS

100,000+ tools uses
all time across 94 tools

80 tools uses per day
in 2026

10,000+ committed SMEs
from 145 countries & 28 sectors

3 commitments per day
in 2026

23,000+ registered SME users
in addition to open access tool users

150+ global events
hosted or joined between 2021 and 2025

500+ media mentions in 2025
in outlets such as Forbes, Reuters & CNN

1600+ large corporates, banks, governments
and other entities who are now accessing our resources

7 regional campaign/pilots and 5 translations
for global north and global south regions



02 | **Fireside Chat: AXA**

Supporting SME suppliers on their climate journey

From ambition to concrete actions



AXA Group
BSR x SME Climate Hub | 27 October 2026

AXA Sustainable Procurement strategy, tailored to SMEs

The same ESG direction, with expectations and support proportionate to supplier size and maturity

TODAY'S FOCUS

01

ENVIRONMENT

Engage suppliers in carbon emissions measurement and reduction through:

- Carbon footprint disclosure
- By 2030, suppliers covering 2/3 of GenEX & IT spend to have credible climate transition plans

02

SOCIAL

Promote responsible and inclusive practices

- Support decent working conditions
- Promote inclusive and innovative suppliers

03

GOVERNANCE

Strengthen ESG risk management through proportionate requirements

- Embed sustainability and human rights requirements across the procurement lifecycle
- Assess and improve supplier sustainability performance through third-party assessments and remediation plans

Today: how corporates can help SMEs move from carbon measurement to action.

How AXA supports SME suppliers on their climate journey

Building procurement capabilities and giving suppliers practical support to take action

01

BUILD INTERNAL CAPABILITY

For AXA procurement teams

- Climate and decarbonisation awareness sessions
- Shared understanding of AXA's climate expectations
- Expert guidance on emissions measurement and climate transition plans

02

EQUIP SUPPLIER ENGAGEMENT

For buyers and procurement leaders

- Practical toolkits to support supplier engagement
- Templates to structure climate questions and initiate discussions
- Refer existing transition plans to AXA experts for review

03

ENABLE SUPPLIER ACTION

For SME suppliers

- Free expert support through the Vendor Climate Centre of Excellence
- Supplier Resource Library, including SME Climate Hub measurement tools
- Guidance on measurement, target-setting and action planning

Internal capability → Better supplier conversations → Measurable supplier progress

What this looks like in practice: meet SMEs where they are

A simple sequence can move a supplier from uncertainty to a credible first output

TYPICAL SME STARTING POINT

Customer requests on climate and emissions, but no dedicated sustainability team

Where should we start? What should we measure? Which information can we trust? What is the business value, including for sourcing opportunities?

UNCERTAINTY • COMPLEXITY • TIME

WHAT GETS IN THE WAY?

01 Understanding the ask

Complex climate terminology, customer expectations and requirements

02 Knowing where to start

Too many frameworks, resources and sources of information

03 Turning knowledge into action

Limited time, expertise and resources to build a climate programme

04 Measuring the footprint

Uncertainty about data, boundaries, emission factors and calculations

SME Success story

HOW AXA SUPPORTED SUPPLIER ALPHA'S[1] JOURNEY

UNDERSTAND

Assessed Alpha's climate maturity, constraints and available resources.

ENGAGE

As Alpha had not yet started, explained AXA's expectations and the business value of climate action

EQUIP

Guided Alpha towards an accessible resources and carbon measurement tool and provide support on technical questions

ACT & PROGRESS

Alpha measured and reported its GHG emissions across Scopes 1, 2 and material Scope 3 categories

Next step: Turn the first baseline into targets and practical reduction actions

THREE LESSONS

Value the effort

Make climate action visible in the customer–supplier relationship

Make it coherent

Embed climate across sourcing, contracting and supplier relationships

Keep support practical

Give SMEs practical tools, resources and human guidance to act

[1] Supplier name changed



03 | **Discussion**



04 | **Wrap Up**

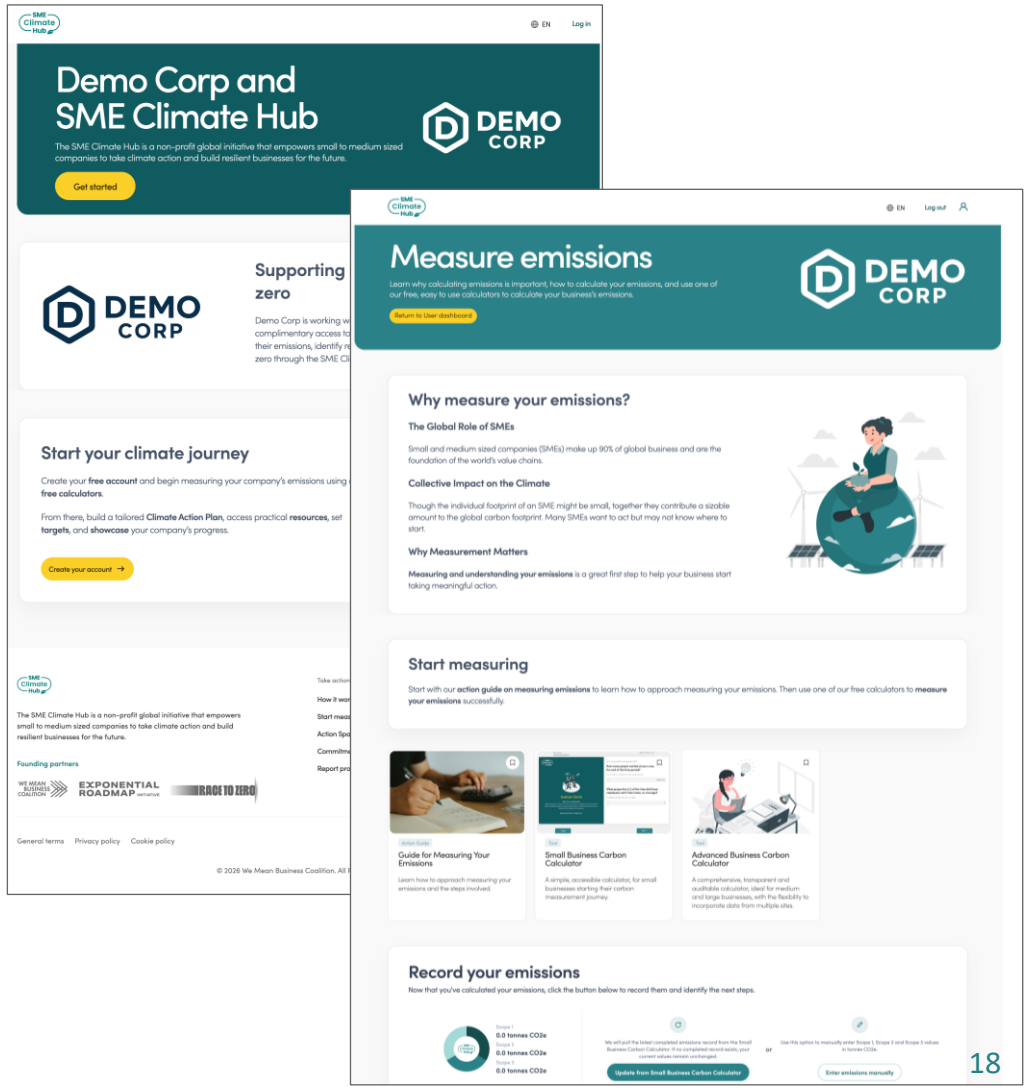
Corporate User Journey

DECARBONIZING VALUE CHAINS

We have developed a new platform to help corporates and other stakeholders mobilize the SMEs in their value chains – from supply chain SMEs to SME customers.

- Utilizing clear and logical information architecture that **guides SME users** through the platform and its resources
- **Visual co-branding** creates a cohesive experience for its SMEs, aligned with its sustainability priorities
- Data dashboards for corporates to monitor and **track the climate progress** of value chain SMEs

The platform enhances SME supplier and customer experience, supporting a sustainable future while reinforcing the corporate's reputation as a trusted sustainability leader.



Thank You

BSR® is a sustainable business network that provides global insights, strategic advisory services, and collaborations to nearly 300 member companies in Asia, Europe, and North America. BSR® helps its members to see a changing world more clearly, create long-term value, and scale impact.

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