

SCOPE 3 — FOR SUPPLIERS TO LISTED COMPANIES

A customer asked for your emissions data. Here's what they actually need — and why.

If you supply a company listed on Bursa Malaysia, a request for your carbon numbers is not a courtesy or a marketing exercise. It is the visible edge of a reporting rule that now reaches down the supply chain. This brief explains what is being asked, why, and what a credible response looks like — without the panic.

Why the request landed on your desk

Listed companies in Malaysia now report under the **National Sustainability Reporting Framework (NSRF)**, built on the global IFRS S1 and S2 standards. Part of that report is **Scope 3** — the emissions a company does not produce directly, but that occur across its value chain.

Here is the part that matters to you: your customer's Scope 3 is built from their suppliers' emissions. **Your Scope 1 and Scope 2 become a single line inside their Scope 3 account.** To file their report, they need a number from you.

You are not the one being regulated — your customer is. But their obligation becomes your requirement. That is a commercial fact, not an environmental opinion.

THE DATE TO HOLD IN MIND

2027

Large listed buyers must disclose Scope 3 from financial year 2027; the rest of the Main Market from 2028. To file on time, they are collecting supplier data now. The request you received is the start of that — not the end.

The three scopes, in one minute

SCOPE 1

DIRECT

Fuel you burn in things you control — vehicles, boilers, generators, on-site combustion.

SCOPE 2

ENERGY YOU BUY

The electricity and steam you purchase to run the business.

SCOPE 3

VALUE CHAIN

Everyone else's emissions linked to the business — including yours, counted in your customer's books.

Your Scope 1 + Scope 2 → Their Scope 3 (Purchased goods & services)

WHEN THE REQUESTS REACH YOU — THE CASCADE TIMELINE

FY 2027

GROUP 1 BUYERS

Large Main Market issuers (RM2bn+ market cap). Sourcing supplier data already.

FY 2028

GROUP 2 BUYERS

All remaining Main Market issuers. Requests broadening across the supply base now.

FY 2030

GROUP 3 BUYERS

ACE Market & large non-listed firms (RM2bn+ revenue).

Buyers typically request supplier data one to two years before their first filing — which is why the asks are arriving now, ahead of the formal dates.

This is commercial, before it is environmental

Strip away the language and the request is about **supplier selection**. When a listed buyer must account for value-chain emissions, the suppliers who can answer become easy to keep. The suppliers who cannot become a data gap the buyer has to manage — or design out.

What “ready” actually looks like

You do not need to be audited, certified, or carbon-neutral. You need to be **credible and responsive**. At minimum:

- A basic **greenhouse-gas inventory** — your Scope 1 and Scope 2, measured on a recognised method, not guessed.
- **Source records** you can point to: fuel, electricity bills, vehicle and production data.
- **One owner** for the response, so requests do not sit unanswered.
- A short, honest **narrative**: what you measure, how, and what you are improving.

Credible and improving beats perfect and late. Buyers are not expecting a flawless figure — they are testing whether you can be relied on.

Where it shows up

- **Contracts & tenders.** ESG and emissions questions are moving into pre-qualification. A blank answer is increasingly a disqualifying one.
- **Financing.** Green and transition financing — and better terms — favour businesses that can show basic readiness.
- **Export.** For carbon-intensive goods, border measures such as the EU's CBAM already price embedded emissions. Your data becomes part of your price.

Three mistakes that cost suppliers contracts

- 1 **Ignoring it.** Silence reads as inability. The request does not go away — it goes to procurement.
- 2 **Guessing wildly.** Invented numbers fail the moment assurance arrives. And it is arriving.
- 3 **Over-engineering.** You do not need a 15-category model on day one. Start with what is yours and real, then refine.

We are not here to show you the door.
We are here to get you through it.

Koru helps SMEs build a defensible emissions baseline and a confident answer to buyer requests — in plain language, sized to your business. Before you reply to that customer, get the response right.

→ Start with a short readiness check

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