One Business, One Data Story

Bringing Finance & Sustainability Together

IMPULS STOCKHOLM 2026



Presentation by **PwC**
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With you today



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2	Case study 1 – Cleaner data, lower costs
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Three client case studies of how companies are making an impact with integrated performance management – across costs, product, and sales

Cleaner data, lower costs

- *Used S/4HANA and EHS rollout as opportunity to optimize and rebuild data management layer*
- *Lower operating costs*
- *Better data, lower risk*
- *Ready for performance management*

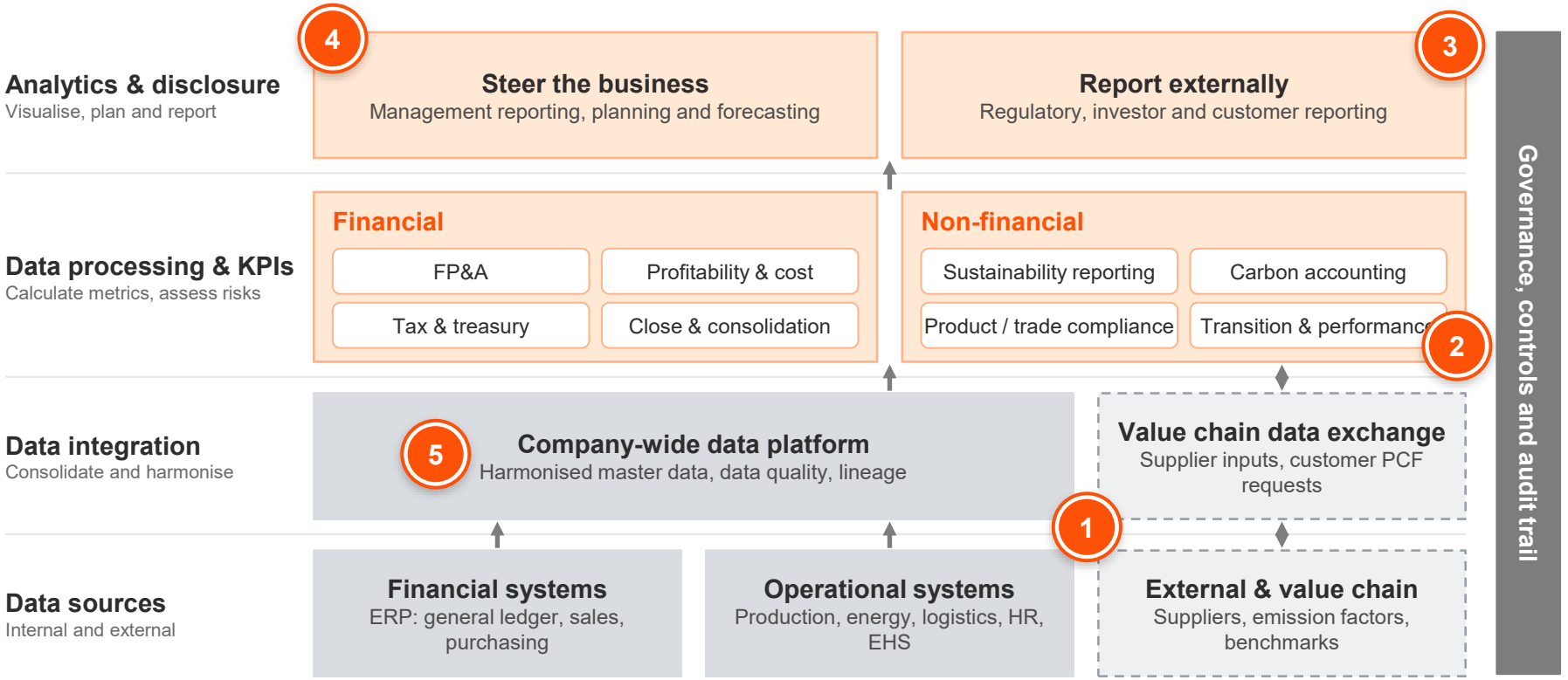
Greener, more profitable products

- *Lower operating cost*
- *Combined cost and carbon per SKU*
- *Built holistic corporate, product, and design characteristics for planning and simulations*
- *Redesigned products for margin and emissions*

Shared goals, shared business

- *Focused on customer-centric sustainability goals*
- *Matched key customers' sustainability targets*
- *Became a preferred supplier and won new business*

In practice, companies are taking two main steps: first optimising the foundation, then building integrated performance capabilities



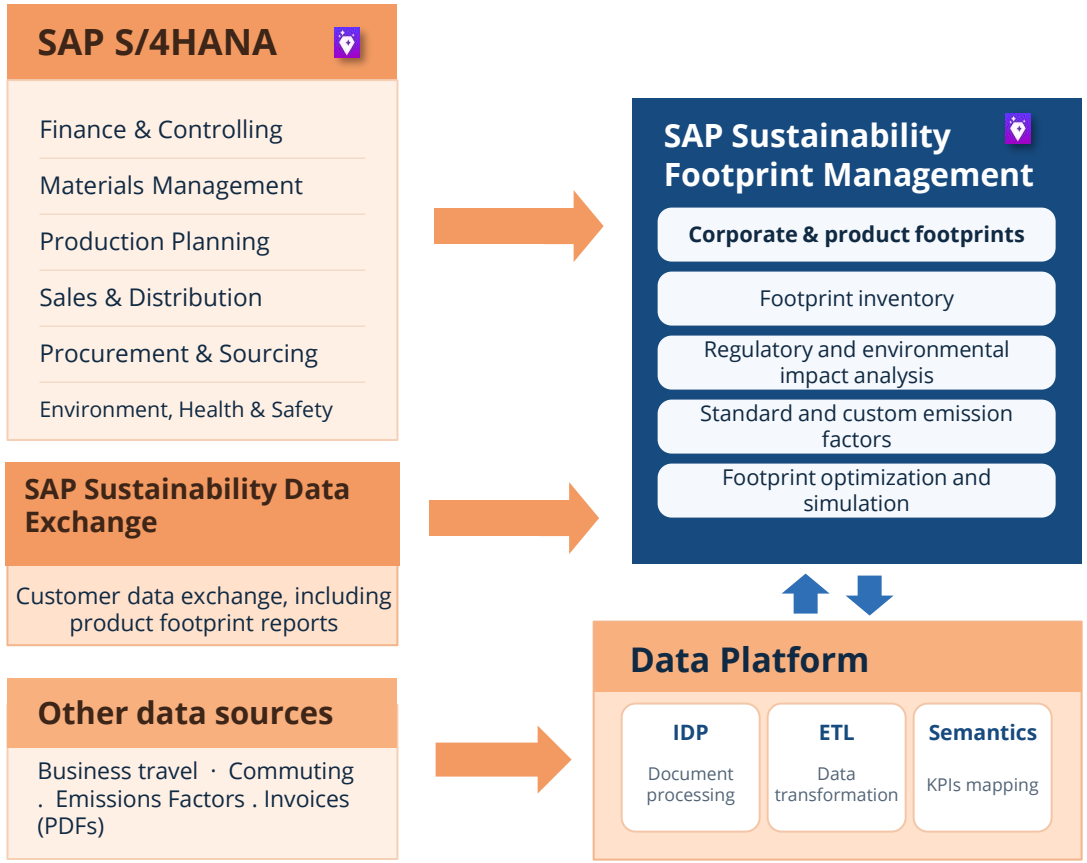
Companies are taking action across two main themes:

- **Optimise the foundation** to lower cost and risk and get audit-ready data: automating data flows (including from suppliers), consolidating ESG tools and running one disclosure process. (#1–3)
- **Enable integrated performance** to protect both sales, margins, and footprint: planning and simulating sustainability actions, and steering on one financial and non-financial data model their goals. (#4–5)

Notes:
1 – Automate data flows, internal and suppliers;
2 – Consolidate ESG tools;
3 – One disclosure process;
4 – Plan and simulate sustainability actions;
5 – One integrated performance management model.

Case study 1 – S/4HANA and EHS roll-out was an opportunity to turn scattered data into one trusted baseline – cleaning data and lowering cost

REFERENCE ARCHITECTURE



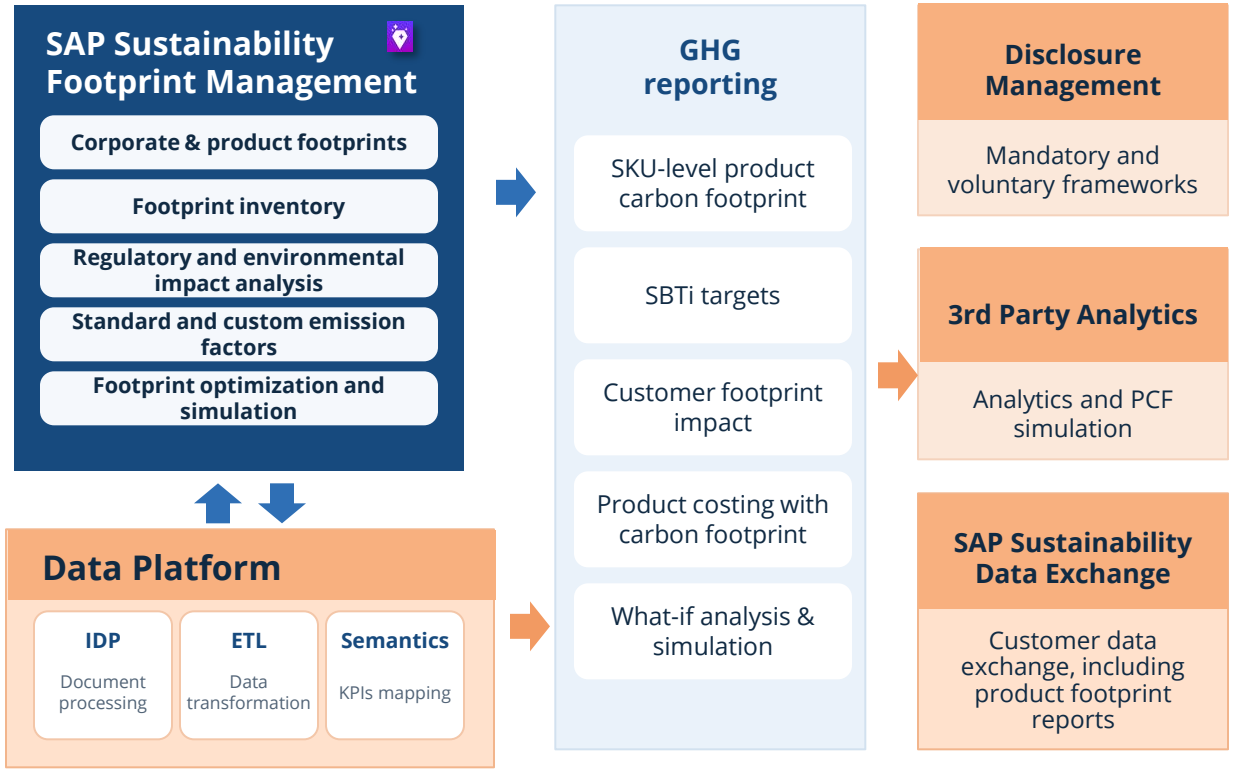
Trigger – **SAP S/4HANA and EHS roll-out** used as the momentum to rebuild the sustainability data layer rather than bolt a tool on afterwards.

Benefits – enabled by native S/4 and data model integration

- ✓ **Lower operating costs –** automated internal and external data collection means less time chasing and reconciling numbers.
- ✓ **Better data, lower risk –** one data model for master data, BOMs, production and sales. Document processing brings in travel, commuting, invoice and emission factor data, with less manual entry.
- ✓ **Ready for performance management –** corporate and product footprints sit on the same baseline as costs, so teams can steer performance without starting another data project.

Case study 2 – wide product portfolio challenged cost-carbon decisions, triggering SKU level simulation capabilities for greener, profitable products

REFERENCE ARCHITECTURE



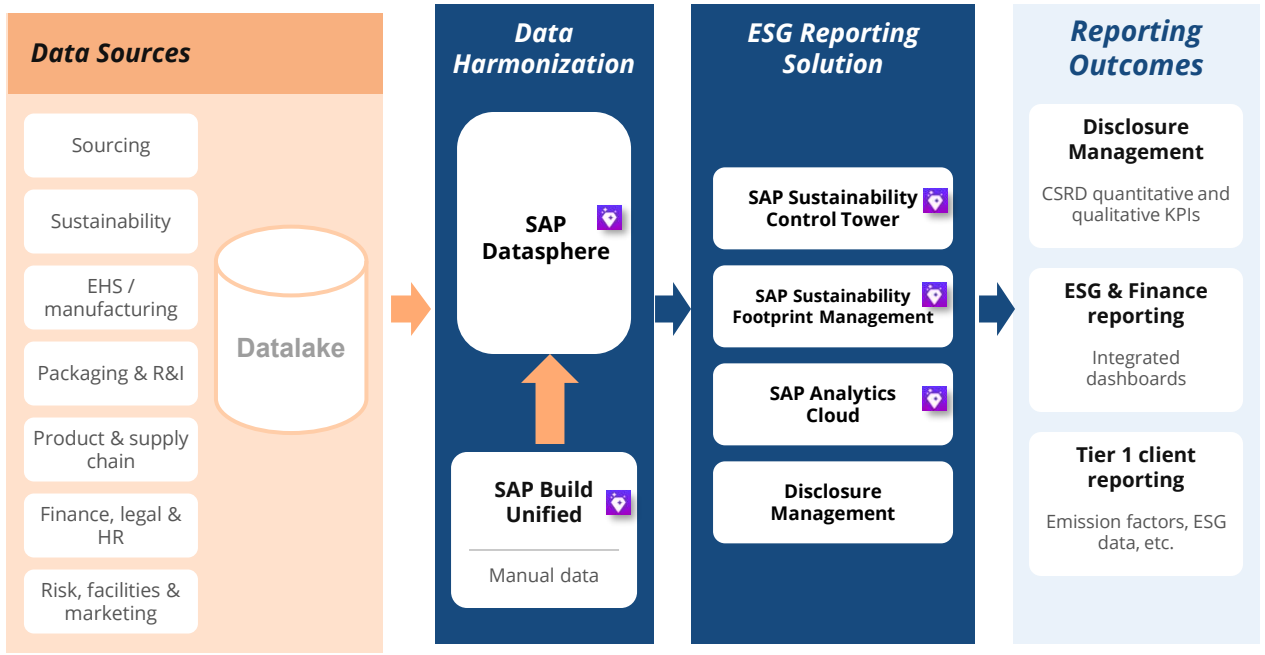
Trigger – **wide product portfolio and many customer requests,** with limited visibility on simulations and impacts

Benefits

- ✓ **Lower operating cost –** footprint calculation brought in-house, no external PCF tool or consultancy run each year
- ✓ **Corporate and product footprint from one engine –** CCF and PCF reconcile by construction
- ✓ **Product costing with carbon built in –** what-if analysis on recipes, packaging and suppliers shows costs and emissions side by side before a decision
- ✓ **One set of numbers for everyone who asks –** SBTi tracking, customer footprint requests via SAP Data Exchange and mandatory disclosures all draw on the same calculation

Case study 3 – high exposure to tier-1 clients triggered a client(s) centric sustainability strategy, turning compliance cost into proactive targeting

REFERENCE ARCHITECTURE



Trigger – **a large share of revenue sits with a handful of tier-1 customers**, each with its own sustainability targets and data requests; a risk if ignored, an opening if answered first

Benefits

- ✓ **Clear view of what tier-1 customers want** – each customer's share of business, ESG strategy and reporting requests sit in one view, next to the company's own CSRD data.
- ✓ **Faster, cheaper customer reporting –** ESG data flows from Datasphere through SAP Sustainability Control Tower and Footprint Management, so customer requests are answered from the system instead of a spreadsheet.
- ✓ **Proactive targeting –** the company compares its goals with each customer's and comes to them with aligned proposals on goals, instead of waiting for questionnaires.

Three takeaways from our session

1. **S/4HANA transformations can be an opportunity**

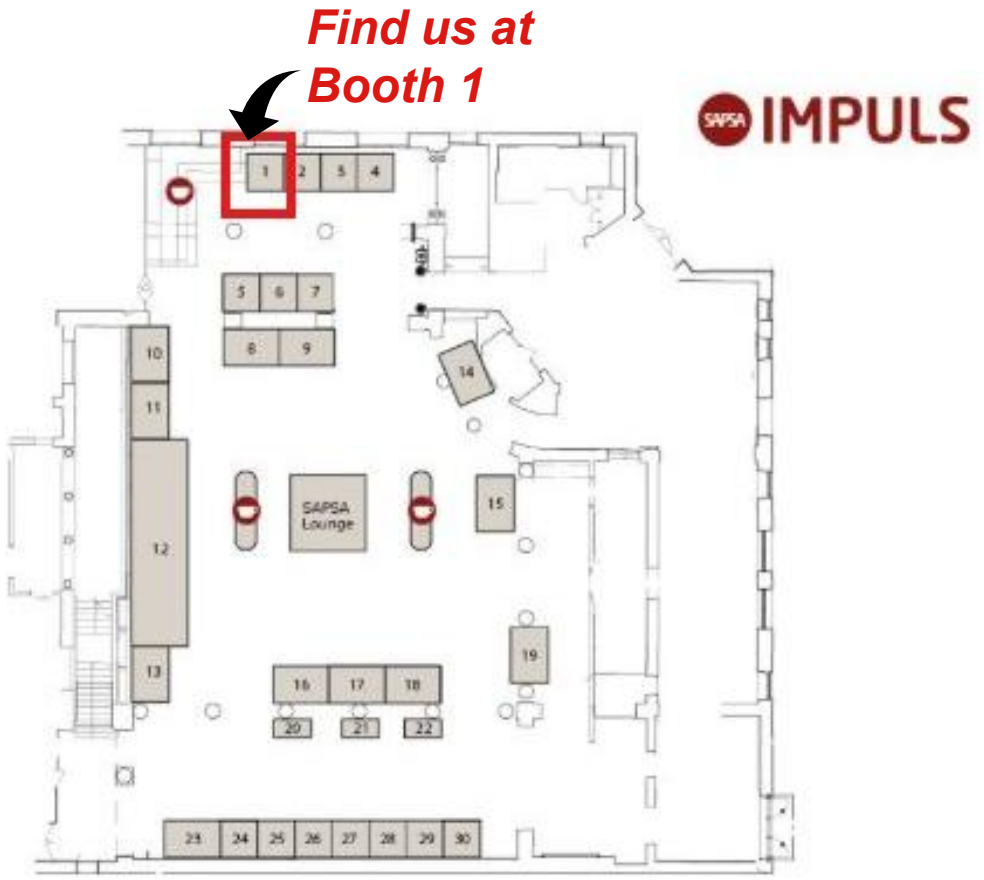
2. **Rethink and streamline** your sustainability operating model, starting with data foundations

3. **Find your unique sustainability value lever** beyond compliance, e.g., product level, customer centric



Open Q&A with you at booth 1

- **Discuss your architecture** and sustainability data landscape
- **Explore your business requirements** and priorities
- See **how SAP Sustainability Suite can support your** financial and sustainability **goals**
- **Watch demos** of SAP Sustainability Footprint Management and SAP Sustainability Control Tower





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Thank you

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