INSIGHTS 2040 ANNUAL MEETINGS | 16-17 Nov 2026 Singapore

ROUNDTABLE PRIMER

Shaping tomorrow's innovation



INDUSTRY MEETS POLICY: SCALING SUSTAINABLE PROCUREMENT NATIONWIDE

Monday 16 November 2026 | 10.15am – 11.45am | Public-private roundtable | Open-door | Chatham House Rule

> "Sustainability has moved from aspiration to expectation – and the bar continues to rise."
>
> **Choy Sauw Kook, Director-General (Quality & Excellence), Enterprise Singapore** media release, 21 May 2026

ROUNDTABLE FOCUS

This roundtable asks how public and private buyers can give suppliers a clearer and more consistent sustainability signal. The discussion will:

1. Examine how public and private sector procurement approaches can reinforce one another.
2. Identify where greater alignment in expectations and incentives can unlock value for suppliers.
3. Define what it will take to scale sustainable procurement nationwide through the Green 100 National Movement.

WHY THIS MATTERS NOW

Buyers increasingly ask suppliers for sustainability data. In 2025, over 270 major buyers worldwide asked about 45,000 suppliers to disclose environmental data via CDP, a global disclosure platform. In Singapore, large government construction and ICT tenders have scored suppliers on climate reporting, emissions cuts and certifications since 2024, for up to 5% of the evaluation. The government aims to cover all applicable procurement by 2028.

Singapore's large private buyers face a similar push. From FY2026, its largest listed companies must report Scope 3 emissions, which include their suppliers' emissions. Under Green 100, a national movement launched in May 2026, large firms called Queen Bees each invite 100 or more smaller suppliers, partners or customers to report on sustainability. SMEs that report are listed in a supplier registry and receive green tender alerts.

WHAT THE EVIDENCE SHOWS

A 2025 study of 560+ Singapore SMEs, by PwC and ESG platform Gprnt, makes four points.

- **Support goes unused.** Over 70% of SMEs had not used any government support.
- **The business case is unclear.** Four in five SMEs cited unclear financial returns. Over half found sustainability hard to justify on tight margins.
- **Buyer programmes pay off.** 86% of Queen Bee participants reported business benefits.
- **Gains come with maturity.** 10% of SMEs just starting out saw measurable gains, against nearly half of mature SMEs.

Open question: What would make sustainability pay for a small supplier: common buyer requirements, public incentives, or both?

10,000

SMEs that Green 100 aims to reach. The plan is for 100 large firms to bring in 100 each. 22 had joined at launch.

Source: National Climate Change Secretariat, May 2026

24 PTS

Gap in sustainability adoption between large firms (61%) and small firms (37%) in Singapore.

Source: UOB Business Outlook Study, 2026

60%+

Share of Singapore government procurement, by contract value, in construction and ICT. These are the categories where large tenders carry green criteria.

Source: GreenGov.SG Report, FY2024

Sources. Enterprise Singapore, 21 May 2026. National Climate Change Secretariat, February and May 2026. GreenGov.SG Report, FY2024. ACRA, August 2025. CDP, January 2026. UOB, May 2026. PwC Singapore and Gprnt, November 2025.

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