How can sustainability help TEGH attract and keep customers?

WHAT STOOD OUT

Offer reliable, traceable supply with lower carbon footprint and compliance assurance.

A safer purchase

Customer value named in the class deck, not a price premium

Risk

Customers face sourcing, carbon and compliance pressures.

Resilience

Partnerships can align supply with changing buyer needs.

Revenue

Meeting buyer requirements can help win and retain orders.

KEY LESSON

Sell the customer’s problem solved, not an ESG label.