

PREPARED EXCLUSIVELY FOR

Green Horizon Manufacturing Pty Ltd



INDUSTRY
Manufacturing



ASSESSMENT DATE
July 2026



EMPLOYEES
48



ANNUAL REVENUE
AUD 12.5 Million

OVERALL
SUSTAINABILITY SCORE

74
/100

BUSINESS GRADE
B+



BUSINESS HEALTH
Strong



FINANCIAL RESILIENCE
Good



OPERATIONAL
EFFICIENCY
Moderate



CUSTOMER TRUST
Excellent



TECHNOLOGY
READINESS
Moderate



GROWTH
POTENTIAL
High



SAMPLE REPORT – This is a sample version for demonstration purposes only. Any resemblance to an actual company is purely coincidental. The actual report will be tailored based on each client's business data, circumstances and assessment.

Welcome to Your Business Sustainability Intelligence Review



WELCOME

Congratulations on completing your Business Sustainability Assessment.

This report is designed to help you understand how your business is performing today and where the greatest opportunities exist over the next 90 days.

Unlike a traditional ESG report, this report focuses on helping you build a **stronger, more profitable** and **more resilient** business.



HOW TO READ THIS REPORT

This report answers five questions:

- 1 Where is my business today?
- 2 What am I doing well?
- 3 What risks should I address?
- 4 What opportunities will create the greatest value?
- 5 What should I focus on before my next quarterly review?



WHO CAN USE THIS REPORT?



BUSINESS OWNERS

Make confident decisions to grow profitable and sustainable businesses.



DIRECTORS

Strengthen governance and long-term business performance.



MANAGEMENT TEAM

Identify priorities and drive measurable improvements across the organisation.



BANKS

Assess business resilience and funding readiness with greater confidence.



INVESTORS

Understand value creation potential and sustainability performance.



GOVERNMENT

Evaluate compliance, impact and alignment with policy goals.



CUSTOMERS

Build trust through transparency and responsible business practices.



This report is your roadmap to a more resilient, competitive and future-ready business. Use it. Share it. Act on it. Review it every quarter.



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Executive Business Snapshot

A high-level view of your business performance across key sustainability and business value drivers.



KEY PERFORMANCE OVERVIEW



AI EXECUTIVE SUMMARY

Green Horizon Manufacturing Pty Ltd is a well-run business with solid foundations, a **strong customer reputation**, and a capable team that is committed to continuous improvement.

Your **financial position is healthy**, with consistent profitability and positive cash flow. You manage costs effectively and maintain good control over working capital, which provides resilience in a dynamic market.

Operationally, you have **efficient core processes** and reliable systems in place. There are opportunities to further streamline production planning and leverage technology to improve productivity and reduce downtime.

Your customers value your quality and reliability, reflected in **strong retention and repeat business**. Strengthening digital engagement and after-sales communication can unlock additional growth opportunities.

Sustainability initiatives are underway and aligned with industry expectations. Focusing on **energy efficiency and waste reduction** will lower costs and enhance your environmental impact.

Overall, Green Horizon is well positioned to expand market share and increase profitability. By prioritising operational excellence, digital adoption and strategic growth initiatives, you can move your business to the **next level of performance and long-term value**.

AT A GLANCE

-  **You are on the right track**
Strong fundamentals and good financial health provide a platform for growth.
-  **Focus on efficiency**
Streamline operations and leverage technology to improve productivity and margins.
-  **Leverage customer strength**
Deepen relationships and enhance digital engagement to drive more repeat business.
-  **Sustainability creates value**
Investing in energy efficiency and waste reduction will lower costs and strengthen your brand.
-  **Growth opportunities ahead**
Expand capabilities, explore new markets and innovate to unlock the next phase of growth.

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Your Business Today

A snapshot of how your business is performing across key areas.



BUSINESS HEALTH

Strong



FINANCIAL RESILIENCE

Good



OPERATIONAL EFFICIENCY

Moderate



CUSTOMER TRUST

Excellent



TECHNOLOGY READINESS

Moderate



GROWTH POTENTIAL

High



BUSINESS STRENGTHS



Strong Customer Relationships

High retention and repeat business driving stable revenue.



Healthy Financial Position

Positive cash flow and reasonable profit margins.



Committed and Capable Team

Engaged team with low turnover and strong ownership.



BUSINESS WEAKNESSES



Process Efficiency

Some manual processes and bottlenecks impact productivity.



Technology Adoption

Systems are functioning but not fully integrated.



Data and Reporting

Limited real-time data visibility for faster decision making.



TOP 3 ACHIEVEMENTS

1

Achieved revenue growth of 18% in FY2025.

2

Maintained strong gross profit margins.

3

Delivered high customer satisfaction (4.6/5).

REVENUE GROWTH (AUD MILLION)

8.5

FY2023

10.6

FY2024

12.5

FY2025



TOP 3 RISKS

1

Rising energy costs impacting operating expenses.

2

Supply chain disruptions could affect production timelines.

3

Increasing competition putting pressure on pricing.

RISK EXPOSURE LEVEL

25%

Low

35%

Medium

40%

High



KEY OBSERVATIONS



Your business is well positioned financially and operationally.



Efficiency improvements and digital adoption will unlock higher margins.



Sustainability initiatives will reduce costs and enhance brand value.

OVERALL SCORE TREND

62

Q3 FY2024

68

Q4 FY2024

74

Q1 FY2026



This page provides a quick snapshot. Detailed analysis and recommendations are provided in the following pages.



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Financial Sustainability

A deep look at your financial health and long-term value creation potential.



AREA	STATUS	BUSINESS IMPACT	WHY THIS MATTERS	IMMEDIATE ACTION	POTENTIAL BUSINESS BENEFIT
 CASH FLOW Strong positive cash flow AU\$1.32M	 Strong	Ensures day-to-day operations are funded and provides flexibility for growth.	Positive cash flow is the lifeblood of your business and reduces financial stress.	Maintain cash reserves and continue monitoring receivables and payables cycle.	 Greater stability and ability to seize growth opportunities.
 PROFITABILITY Net Profit AU\$1.78M 14.2% Margin	 Good	Generates internal funds for reinvestment and improves business sustainability.	Healthy profits enable you to invest, innovate and reward shareholders.	Focus on high-margin products/services and value-based pricing strategies.	 Increased profitability and stronger return on investment.
 MARGINS 14.2% Operating Margin	 Moderate	Margins are healthy but have room for improvement.	Improving margins directly increases profitability without increasing revenue.	Review cost structure and pricing. Eliminate low-margin or unprofitable activities.	 Higher margins lead to greater profit and competitiveness.
 WORKING CAPITAL Current Ratio 1.71	 Good	Efficient working capital management ensures smooth operations.	Optimised working capital improves cash flow and reduces borrowing needs.	Continue to optimise inventory levels and speed up receivables collection.	 Lower operating costs and improved cash conversion.
 BUSINESS RESILIENCE Strong	 Strong	Strong financial position to withstand economic fluctuations and disruptions.	Resilient businesses recover faster and sustain growth during challenging times.	Maintain cash buffer and diversify customer and supplier base.	 Greater ability to navigate uncertainty and protect business continuity.
 COST CONTROL Well managed	 Moderate	Costs are managed effectively but opportunities exist to reduce further.	Controlling costs improves margins and frees up cash for growth investments.	Implement continuous cost improvement initiatives across all departments.	 Lower costs and higher profitability.
 FUNDING READINESS Good	 Good	Strong financial metrics improve access to funding options.	Being funding-ready allows you to secure capital quickly when opportunities arise.	Maintain accurate financial records and strengthen banking relationships.	 Better access to finance at favourable terms for growth.
 BUSINESS VALUATION Est. Value Range AUD 10.5M – 13.5M	 Strong Potential	Strong valuation driven by profitability, growth and risk management.	Higher valuation increases shareholder wealth and strategic options.	Focus on growth, profitability and risk management to increase valuation.	 Higher business value and greater investor interest.



Key Takeaway
 Your financial foundation is strong with healthy cash flow, good profitability and solid financial metrics. By focusing on margin improvement and cost optimisation, you can unlock higher profitability and long-term value.





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Customers, People & Operations

A holistic view of the people, processes and relationships that drive your business forward.



CUSTOMERS
Strong relationships driving loyalty and repeat business.

CUSTOMER RETENTION
86%
Repeat Business





PEOPLE
Engaged team, growing capabilities, positive culture.

EMPLOYEE ENGAGEMENT
78%
Engagement Score





OPERATIONS
Efficient processes delivering quality and productivity.

OPERATIONAL EFFICIENCY
72%
Efficiency Score



CUSTOMERS

- Customer Retention** **86%**
High retention rate shows strong satisfaction and trust.
- Net Promoter Score (NPS)** **+42**
Customers are likely to recommend your business.
- Repeat Business** **68%**
More than two-thirds of revenue comes from repeat customers.
- Customer Feedback** **4.6/5**
Positive feedback on quality, reliability and service.

REVENUE FROM REPEAT CUSTOMERS (AUD MILLION)

Fiscal Year	Revenue (AUD Million)
FY2023	7.1
FY2024	8.2
FY2025	8.5

PEOPLE

- Employee Engagement** **78%**
Engaged employees are more productive and committed.
- Training & Development** **24**
Average training hours per employee in FY2025.
- Employee Retention** **91%**
Low turnover reflects a positive work environment.
- Leadership Effectiveness** **4.2/5**
Strong leadership driving clarity, support and performance.

EMPLOYEE TURNOVER RATE (%)

Fiscal Year	Turnover Rate (%)
FY2023	9.0%
FY2024	7.2%
FY2025	6.1%

OPERATIONS

- Operational Efficiency** **72%**
Good efficiency with opportunities to streamline further.
- On-Time Delivery** **92%**
Reliable delivery performance strengthens customer trust.
- Productivity Index** **1.18**
Output per employee continues to improve.
- Quality Performance** **96%**
Low defects and high compliance with standards.

PRODUCTIVITY INDEX (OUTPUT PER EMPLOYEE)

Fiscal Year	Productivity Index
FY2023	0.98
FY2024	1.08
FY2025	1.18

AI INSIGHTS



- ✓ Your strong customer retention and high repeat business are key competitive advantages. Continue investing in customer experience and after-sales support to increase lifetime value.
- ✓ Employee engagement is healthy, but continuous learning and career development will further strengthen loyalty and productivity.
- ✓ Operational efficiency has improved steadily. Focus on process automation and digital tools to unlock the next level of productivity.
- ✓ Leadership effectiveness and culture are solid foundations. Keep building a culture of empowerment, collaboration and accountability.
- ✓ By aligning people, processes and customer focus, you can drive sustainable growth and create long-term value.

KEY FOCUS AREAS

- Invest in people**
Develop skills, recognise performance and build future leaders.
- Optimise operations**
Eliminate waste, automate workflows and improve productivity.
- Delight customers**
Deepen relationships, deliver value and exceed expectations.

Key Takeaway
Your business is built on strong customer relationships, an engaged team and capable operations. Keep building on these strengths while addressing the areas for improvement.



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Sustainability and ESG

Your approach to sustainability creates value for the environment, people and your business.

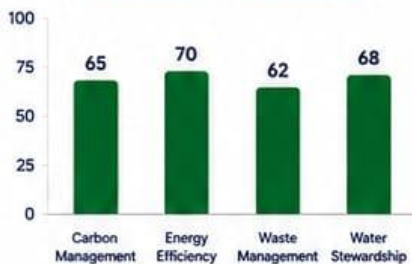


ENVIRONMENT

Managing our impact on the planet.

- ✓ Carbon emissions are below industry average.
- ✓ Energy efficiency initiatives are reducing consumption and costs.
- ✓ Waste diversion is improving through better recycling.
- ✓ Water usage is well managed with efficiency in operations.
- ✓ Opportunities exist to further reduce emissions and waste.

ENVIRONMENT PERFORMANCE



SOCIAL

Investing in our people and communities.

- ✓ Strong focus on health and safety with low incident rate.
- ✓ Employees are engaged and proud to be part of the business.
- ✓ Training and development programs support career growth.
- ✓ We support local suppliers and community initiatives.
- ✓ Continue building a diverse and inclusive workplace.

SOCIAL PERFORMANCE

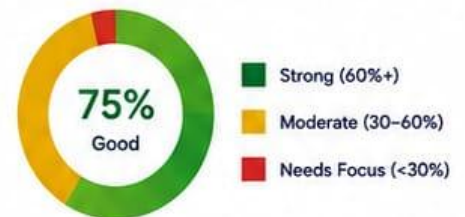


GOVERNANCE

Building trust through strong governance.

- ✓ Clear policies and procedures guide our business.
- ✓ Board oversight ensures accountability and good decision making.
- ✓ Risk management practices are regularly reviewed.
- ✓ Ethical business conduct and transparency are prioritised.
- ✓ Data security and privacy are actively managed.

GOVERNANCE PERFORMANCE



KEY ESG FOCUS AREAS



BUSINESS IMPACT

- ✓ Lower operating costs
- ✓ Stronger brand and customer trust
- ✓ Better risk management
- ✓ Access to new markets and funding
- ✓ Long-term value creation

Sustainability is not just the right thing to do – it makes good business sense.
Small, consistent actions today create a stronger, more resilient business tomorrow.



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Opportunities You Should Act On

Top opportunities identified by AI analysis that will create the greatest value for your business.

#	OPPORTUNITY	PRIORITY	BUSINESS BENEFIT	ESTIMATED IMPACT	DIFFICULTY	TIMELINE	ESTIMATED ROI	AI CONFIDENCE
1	 Reduce Energy Consumption	HIGH	Lower energy bills and reduce carbon footprint.	 High	 Medium	 0 – 3 months	15 – 25%	 92%
2	 Improve Employee Engagement & Retention	HIGH	Higher productivity and lower staff turnover.	 High	 Medium	 0 – 6 months	10 – 20%	 89%
3	 Automate Key Processes	HIGH	Save time, reduce errors and improve efficiency.	 High	 Medium	 1 – 6 months	15 – 30%	 90%
4	 Increase Sales through Digital Marketing	MEDIUM	Generate more qualified leads and increase revenue.	 High	 Medium	 1 – 6 months	20 – 35%	 87%
5	 Optimise Inventory Management	MEDIUM	Reduce stockouts and excess inventory holding costs.	 Medium	 Easy	 0 – 3 months	8 – 15%	 85%
6	 Invest in Training & Skills Development	MEDIUM	Build capability and future-proof your workforce.	 Medium	 Easy	 1 – 6 months	10 – 18%	 83%
7	 Improve Waste Management	MEDIUM	Lower waste disposal costs and improve sustainability.	 Medium	 Easy	 0 – 3 months	5 – 12%	 80%
8	 Reduce Water Usage	LOW	Lower water bills and support environmental goals.	 Medium	 Easy	 0 – 3 months	5 – 10%	 78%
9	 Strengthen Supplier Relationships	LOW	Improve supply reliability and negotiate better terms.	 Medium	 Medium	 1 – 6 months	8 – 15%	 76%
10	 Strengthen Compliance & Risk Management	LOW	Reduce risk exposure and avoid potential penalties.	 Medium	 Medium	 1 – 6 months	5 – 12%	 74%

PRIORITY ● High ● Medium ● Low

ESTIMATED IMPACT  High  Medium  Low

DIFFICULTY  Easy  Medium  Hard



Key Takeaway

Focus on the high priority, high impact opportunities first. These initiatives will deliver the greatest value in the shortest time and strengthen your business for long-term success.



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90-Day Business Improvement Roadmap

A practical 90-day plan to create measurable progress and long-term value.

MONTH ONE (DAYS 1-30)

QUICK WINS

Build momentum and quick results



MONTH TWO (DAYS 31-60)

MEDIUM-TERM IMPROVEMENTS

Improve efficiency and performance



MONTH THREE (DAYS 61-90)

STRATEGIC IMPROVEMENTS

Build long-term advantage



#	INITIATIVE	OWNER	EST. COST	EXPECTED BENEFIT	STATUS	OWNER	EST. COST	EXPECTED BENEFIT	STATUS	OWNER	EST. COST	EXPECTED BENEFIT	STATUS
1	 Reduce energy consumption	Operations Manager	\$500	Lower energy bills (5-10%)		Operations Manager	\$1,500	Energy savings (10-15%)		Operations Manager	\$5,000	Sustainable energy program	
2	 Improve employee engagement	HR Manager	\$800	Higher retention & productivity		HR Manager	\$2,000	Stronger culture & performance		HR Manager	\$4,000	High performing workplace	
3	 Automate key processes	IT Manager	\$1,000	Time savings & fewer errors		IT Manager	\$5,000	Improved efficiency & accuracy		IT Manager	\$10,000	End-to-end process excellence	
4	 Increase sales through digital marketing	Marketing Manager	\$1,000	More leads & enquiries		Marketing Manager	\$3,000	Higher conversion & revenue		Marketing Manager	\$5,000	Stronger brand & market share	
5	 Optimise inventory management	Operations Manager	\$500	Lower stock holding costs		Operations Manager	\$2,000	Better stock turnover		Operations Manager	\$3,000	Supply chain optimisation	
6	 Invest in training & skills development	HR Manager	\$1,500	Stronger skills & capability		HR Manager	\$3,000	Improved productivity		HR Manager	\$5,000	Future-ready workforce	
7	 Improve waste management	Operations Manager	\$300	Lower waste disposal costs		Operations Manager	\$1,000	Better sustainability performance		Operations Manager	\$2,500	Zero waste target roadmap	
8	 Reduce water usage	Operations Manager	\$200	Lower water bills		Operations Manager	\$800	Water efficiency improvement		Operations Manager	\$2,000	Long-term water savings	
9	 Strengthen supplier relationships	Purchasing Manager	\$0	Better terms & reliability		Purchasing Manager	\$1,000	Stronger supply chain performance		Purchasing Manager	\$2,000	Strategic supplier partnerships	
10	 Strengthen compliance & risk management	Compliance Manager	\$500	Lower compliance risk		Compliance Manager	\$1,500	Better risk visibility & controls		Compliance Manager	\$3,000	Enterprise risk resilience	



TOTAL ESTIMATED INVESTMENT
90 DAYS
\$53,500



TOTAL EXPECTED BENEFIT (ANNUALIZED)
ESTIMATED UPLIFT
\$220,000+



ESTIMATED ROI
(RETURN ON INVESTMENT)
310%+



Key Takeaway

Focus on quick wins in the first 30 days to build momentum. Then drive improvements that create efficiency and long-term value. Small consistent actions today lead to big results tomorrow.

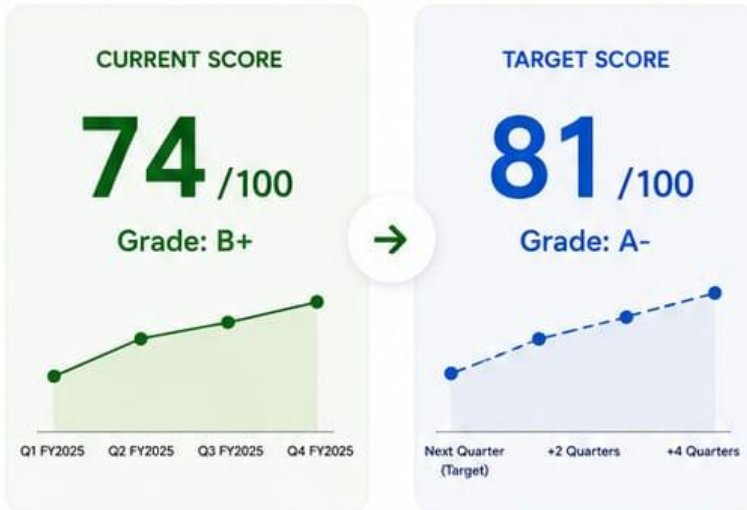


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Looking Ahead

You've built a strong foundation. Continued focus and the right actions can take your business to the next level.



POSSIBLE IMPROVEMENTS



What We'll Measure Next Quarter

We will continue to track your progress and identify new opportunities to help you grow.



Every successful business improves continuously.

We look forward to measuring your progress during your next Business Sustainability Intelligence Review.



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Appendix – Page 1

About This Report & Methodology



ABOUT THIS BUSINESS SUSTAINABILITY INTELLIGENCE REPORT

This Business Sustainability Intelligence (BSI) Report has been prepared by SAI – Sustainability by AI using information provided by the client together with AI-powered business analysis and SAI's proprietary Business Sustainability Intelligence framework.

The purpose of this report is to help business owners identify strengths, opportunities, potential risks and practical actions that improve long-term business performance, resilience and sustainability.

This report is designed to support decision-making and continuous improvement. It is not an audit, certification or legal compliance document.



HOW WE PRODUCE THIS REPORT

Each report combines:



Business Performance Analysis



Financial Sustainability Assessment



Customer & Market Intelligence



People & Workforce Review



Operational Efficiency



Digital Readiness



Sustainability Performance



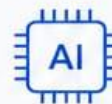
ESG Assessment



Business Risk Analysis



AI Predictive Insights



Our AI engine analyses hundreds of business indicators and converts them into practical business recommendations that are easy to understand and implement.



AI CONFIDENCE RATING

Each recommendation includes an AI Confidence Score.

95–100%

Very High Confidence
Strong supporting business evidence.



85–94%

High Confidence
Likely to deliver measurable business value.



70–84%

Moderate Confidence
Requires management judgement.



Below 70%

Opportunity for further investigation.
Further validation recommended.



SAMPLE REPORT NOTICE

IMPORTANT



This document is a demonstration sample.



Company names, logos, financial information, scores and recommendations shown throughout this report are illustrative only.



Any resemblance to an actual business is purely coincidental.



Every Business Sustainability Intelligence Report is uniquely generated using each client's business information, industry profile, operational data and assessment responses.



Appendix – Page 2

Disclaimer, Confidentiality & Contact



PROFESSIONAL DISCLAIMER

- ✓ This report has been prepared solely as a business decision-support document.
- ✓ It should not be interpreted as legal, accounting, taxation, engineering, environmental certification, investment or financial advice.
- ✓ The report is not an ESG certification, sustainability audit or regulatory compliance certificate.
- ✓ Recommendations are indicative and should be considered alongside professional advice where appropriate.
- ✓ Business outcomes will depend on implementation, market conditions and other external factors.



CONFIDENTIALITY

- ✓ This report contains commercially sensitive information and has been prepared exclusively for the client named within the report.
- ✓ No part of this report may be copied, reproduced or distributed without prior written permission from SAI – Sustainability by AI.



INDUSTRY FRAMEWORKS REFERENCED

Where applicable, SAI may reference internationally recognised frameworks for benchmarking purposes, including:



ISSB
(IFRS Sustainability Standards)



GRI
Standards



TCFD



UN Sustainable
Development Goals
(SDGs)

These frameworks are used as reference guides only and do not imply certification or formal compliance.



ABOUT SAI

SAI – Sustainability by AI

Helping businesses become more profitable, resilient and future-ready through AI-powered Business Sustainability Intelligence.

Our reports are designed for:

- Business Owners
- Directors
- Management Teams
- Banks & Lenders
- Investors
- Government Agencies
- Professional Advisors



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