
Zais
Transforming ESG compliance for supply chains
Data Collection | Auditing | Reporting
Yasil Technologies, India

ESG Compliance is Growing



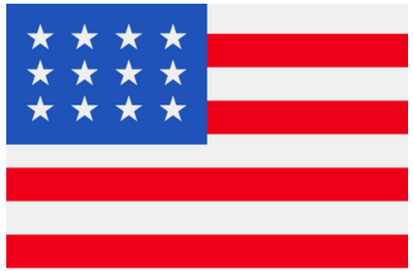
SEBI BRSR

wef Q1 '23



EU Supply Chain Law

wef Q1 '23



US SEC Directive

wef Q3 '23

Mounting Pressure

Mandates from Investors & Clients

High Penalties

In EU from $6M - 10% Rev

Challenges in ESG Compliance



Tedious coordination
1000s of suppliers

Poor data quality
High Penalty

Too many frameworks!
600+ frameworks & standards across the globe

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Why Zais?



Current Manual Solutions

- Laborious
- Slow
- Error-prone

$125k/year

Simplifies ESG Compliance!

Our Solution

1

Data Collection

Automated - ERP & MIS Integrations

2

Auditing

3-Level authentication of data

3

Reporting

Multiple reports on a single click!!

Savings

3000+ hrs

Productivity

$100k+

Reporting costs



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Target Customers

India
Geography

>₹ 500Cr Rev.
Size

Automotive & Fashion
Sectors

EU Clients
Exporting to

EU
Geography

>250 Employees & €40M Rev.
Size

Automotive & Fashion
Sectors

Focus - >2 Tiers Supply Chain
Sustainability Goals

Market Size



$219B

TAM

Global ESG reporting market

(**18k** global supply chains are subject to regulation)

$54B

SAM

1. India & EU
2. Automotive & Fashion

$5B

SOM

10% of SAM

https://www.digitaljournal.com/pr/esg-reporting-services-market-size/

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Competitive Landscape

Function	Parameters/Competitors	planA	diginex	"The Big 4"	Zais
Data Collection	Automated			Manual	✓
Auditing	3-Level Data Authentication		✓	Manual	✓
	Real-Time Monitoring				✓
Reporting	Multiple Reports on one Click				✓

Revenue Model

Annual Subscription
SaaS Model

User-Based Licensing
Pricing Mechanism

Frameworks & Suppliers Covered
Upselling

$30k

AVG A/C SIZE (EU)

- Upto **10 Licenses**
- **3** Frameworks
- **30** supplier coverage

Roadmap

Aug '22 - Oct '22

- **Problem** validation
- **Market** research

Nov '22 - Jan '23

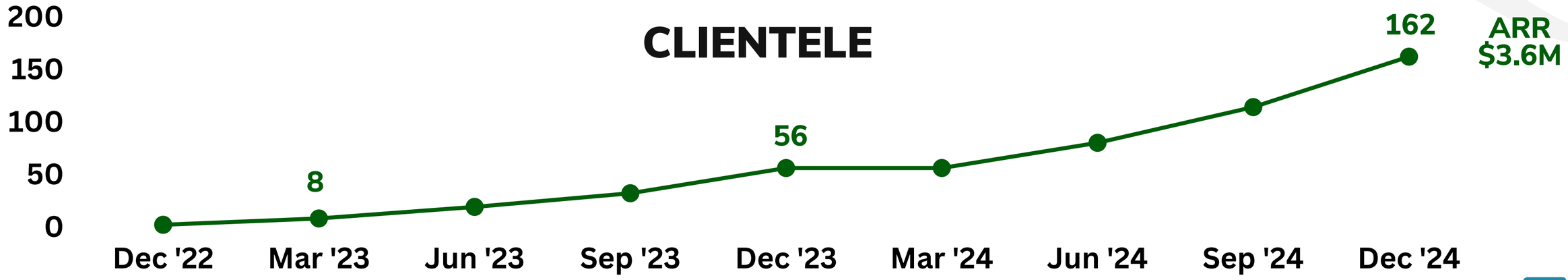
- **MVP** development
- Onboarded **8 pilot** clients

Feb '23 - Apr '23

- **ERP integrations**
- Closed **Beta**

May '23 - Jul '23

- **Federated Learning**
- Partnership - **1 industry org**, **2 ESG** consultancies



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The Team



Sharique Zia
Technology

Former CEO - Mechcubei (3 years)



Shamanth N Murthy
Business

MBA, IIT Bombay



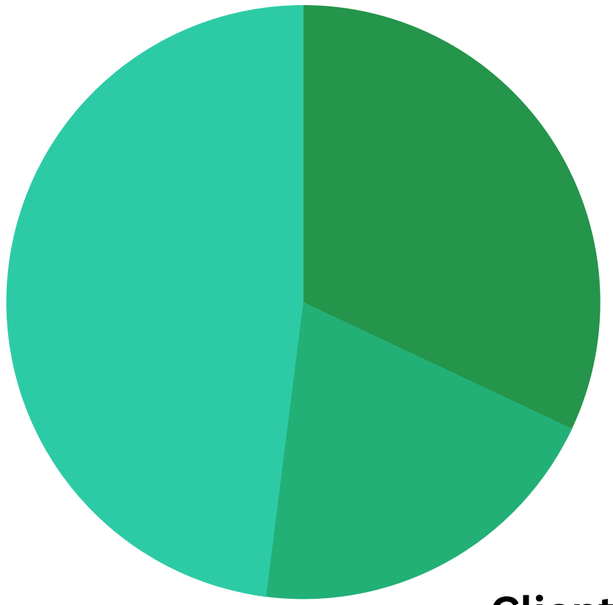
Novneet Kumar
ESG Specialist

ESG consulting (10 years)

Our ASK

$1M

24 Months



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Powered by Yasil Technologies

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CIIE.CO BUILT AT IIMA

iit STARTUPS

10,000 START-UPS A NASSCOM initiative

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