



NO TARGETS WITHOUT SUPPLIERS

How Svenska Spel put procurement at the heart of supplier engagement and carbon accounting

Svenska Spel has been measuring its emissions since 2010, had science-based targets approved in 2024, and follows CSRD reporting. When it examined its 2025 footprint, it found that 98% of emissions sit in Scope 3, across the value chain. The conclusion was simple and openly stated: Svenska Spel's climate targets cannot be achieved without suppliers. This is the story of how Sweden's state-owned operator built supplier engagement into procurement.

Key Stats



98%

of Svenska Spel's 2025 emissions sit in Scope 3



2010

measuring emissions ever since, **15+ years** of carbon data



2024 science-based targets approved



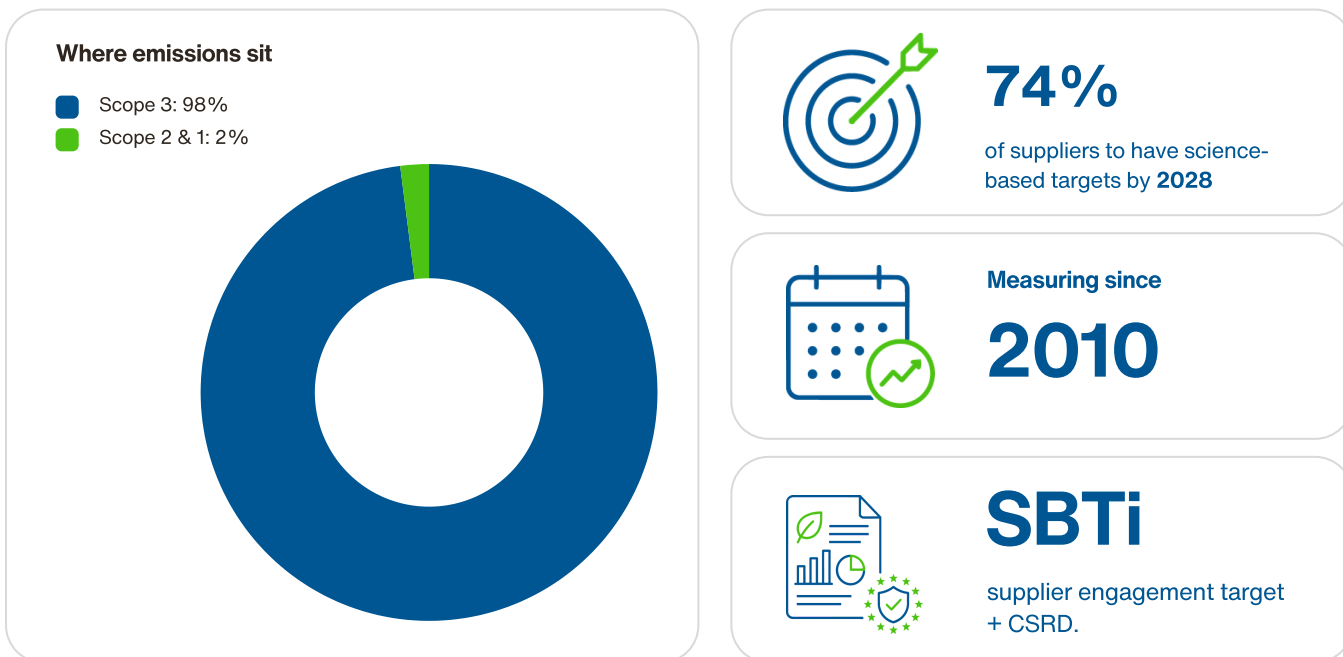
CSRD reporting in line with EU sustainability disclosure rules



74%

of Svenska Spel suppliers are to have their own science-based climate targets by 2028

Why suppliers matter



Why supplier engagement matters

Most of Svenska Spel's emissions are not within its direct control. They sit in Scope 3, dominated by purchased goods and services, generated across the value chain. Engaging suppliers is the only way to measure these emissions accurately and act on them.

The company started from a familiar place: limited supplier emissions data, many suppliers not yet measuring at all, and a wide spread of maturity across the supplier base. Where supplier data is not available, Svenska Spel uses spend-based calculations, then works with an external consultancy to convert activity and spend data into emissions using appropriate emission factors, in accordance with the GHG Protocol. But spend-based estimates only take you so far. Real progress means primary data from the suppliers themselves, and that means dialogue, requirements and relationships. With science-based targets approved in 2024, an SBTi supplier engagement target, and CSRD reporting obligations, the case for structured supplier engagement was clear. As Svenska Spel puts it: climate targets cannot be achieved without suppliers.

The approach: procurement at the centre

Supplier emissions data does not sit neatly in one department. Sustainability teams understand the carbon accounting; procurement teams own the relationships, contracts and sourcing decisions. Svenska Spel's answer was to bring the two together and make supplier engagement part of procurement itself, rather than a separate sustainability task.



Prioritise through the procurement plan.

Using the annual procurement plan, Svenska Spel identifies and prioritises upcoming procurements, and assesses risks category by category, so effort goes where the impact is.



Build climate into sourcing.

Sustainability criteria are included in sourcing decisions for new suppliers, so climate expectations are set before a contract is ever signed.



Engage existing suppliers.

For the current supplier base, the team identifies high-impact categories and suppliers, builds relationships, explains why the information matters, and uses self-assessments and risk assessments.



Feed the data back in.

Supplier data is integrated into the annual greenhouse gas calculations, so every round of engagement improves the accuracy of the footprint.

What suppliers are asked for

Svenska Spel builds environmental reporting requirements directly into supplier relationships. Depending on the category, suppliers may be asked to: report the climate impact of transport; use recognised methodologies such as the GHG Protocol or ISO 14064; provide quarterly or annual emissions data; and share methodology information on request. For cloud-related services, suppliers may be asked to provide emissions data or reporting tools that let Svenska Spel track the Scope 3 emissions linked to its own usage.

The approach is pragmatic about where data can come from. Suppliers of physical goods are often further along in measuring and reporting, so they have been prioritised for primary data. Many service-based suppliers are still covered by spend-based calculations, unless the service is emissions-intensive, such as logistics or transport. Services are a significant share of total spend, so improving data quality there is a key next step.

While this approach has helped improve data quality, supplier maturity still varies considerably and developing primary emissions data remains an ongoing journey.

Lessons learned:

- **Start simple. Do not require perfect data from the beginning.**
- **Prioritise the right suppliers and categories, not everyone at once.**
- **Focus on learning and relationships. Suppliers appreciate the support.**
- **Mix collaboration with a degree of pressure. Clear requirements move things forward.**
- **Procurement and sustainability teams have to work together.**

This is the heart of the story: when climate requirements live inside sourcing, contracts and supplier follow-up, carbon measurement stops being an annual reporting task and becomes part of how the business buys.

Recommendations for other lotteries

Start simple, and start where you are. Svenska Spel began with limited supplier data and a supplier base at very different levels of maturity. Prioritise high-impact categories and suppliers, explain why the information matters, and accept spend-based data as a starting point, not a failure.

Make procurement your engine. Supplier engagement is most effective when climate expectations are built into procurement planning, sourcing, contracts and follow-up. That is what turns measurement into a system that can improve year after year and creates better conditions for working together with suppliers to reduce emissions over time.

A model for change

Svenska Spel's experience shows that supplier engagement does not need perfect data to begin with. By connecting sustainability and procurement, setting clear requirements, and building supplier data into its annual footprint, the company is building a stronger foundation for moving from carbon measurement towards emissions reductions.

Thank you to Robert Tidblom, Sustainability Specialist, Svenska Spel, for sharing this case study as part of the European Lotteries Environmental Initiative.

”Supplier engagement is not about waiting for perfect data. It is about starting the conversation, improving transparency over time and helping suppliers build capability alongside us.”



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