

Company: Green Door Co, Sydney, NSW

Company Description: We are a PR firm entering for multiple clients as per your Awards Tips

Nomination Category: Company / Organization Categories

Nomination Sub Category: Company of the Year - Energy - Medium-size

Nomination Title: AECO Energy

1. Which will you submit for your nomination in this category, a video of up to five (5) minutes in length about the achievements of the nominated organization since 1 January 2023, OR written answers to the questions for this category? (Choose one):

Written answers to the questions

2. If you are submitting a video of up to five (5) minutes in length, provide the URL of the nominated video here, OR attach it to your entry via the "Add Attachments, Videos, or Links to This Entry" link above, through which you may also upload a copy of your video.
3. If you are providing written answers for your submission, you must provide an answer to this first question: Briefly describe the nominated organization: its history and past performance (up to 200 words):

Total 197 words used.

AECO Energy is an award-winning Singapore-based technology company transforming how enterprises manage electricity and renewables across the Asia-Pacific. With over 13 years of experience and operations in Singapore, Australia and now the Philippines, AECO helps businesses cut costs and access clean energy solutions including RECs and carbon credits. Founded during the aftermath of the Global Financial Crisis, AECO has grown into a regional leader with a team of over 90 people.

Australia has been a key testing ground for AECO's innovative solutions. GreenPLUS, launched 2023, is a forward-thinking renewable energy solution. GreenPLUS separates renewable energy certificates (RECS) and energy contracts in a process called 'unbundling', making it easier and more affordable for Australian businesses to invest in certified renewables by offering internationally sourced REC "blends" [REDACTED FOR PUBLICATION].

Building on this success, AECO extended its impact across the region. Following spot price volatility of up to 112% in the Philippine energy market in 2021, AECO saw a clear opportunity. AECO Energy Philippines officially launched in 2023, bringing proven technology and procurement expertise to a deregulated, fragmented market. Despite being in its early stages, the operation has already earned several industry awards.

4. If you are providing written answers for your submission, you must provide an answer to this second question: Outline the organization's achievements since the beginning of 2023 that you wish to bring to the judges' attention (up to 250 words):

Total 227 words used.

The past two years have been milestone years for both GreenPLUS and AECO Energy Philippines, each achieving remarkable success.

GreenPLUS

In an Australian first, GreenPLUS represents a revolutionary innovation in the energy sector by providing an accessible, transparent and cost-effective path to renewable energy adoption by more Australian companies. The response to GreenPLUS has been staggering and clearly demonstrates GreenPLUS' potential to make a profound impact.

- Gained 1% market penetration in a \$180 million sector within just four months.
- [REDACTED FOR PUBLICATION]
- We achieved 20% of our annual sales target in the first month of the product launch,
- [REDACTED FOR PUBLICATION]
- The year-over-year sales increase for 2023/24 is 57%, surpassing expectations and cementing the future of GreenPLUS in Australia.

AECO Energy Philippines (AEPH)

2023

- March - Officially launched
- June - AEPH closed our first customer with two sites.
- August - Won Bronze Stevie IBA for Tech Startup of the Year | Software

2024

- April - launched the Channel Partner Program
- August - won the Bronze Stevie IBA for Tech Startup of the Year | Services
- September - Alan Jones was accorded the prestigious Asia CEO Awards 2024 Circle of Excellence Awardee for CEO of Year
- December – AEPH closed PHP51M sales goal (169% vs. target)

5. If you are providing written answers for your submission, you must provide an answer to this third question: Explain why the achievements you have highlighted are unique or significant. If possible compare the achievements to the performance of other players in your industry and/or to the organization's past performance (up to 250 words):

Total 241 words used.

With firsthand experience across three distinct markets (Singapore, Australia and the Philippines), AECO Energy brings a rare regional perspective to its operations.

GreenPLUS' unbundled approach is unique in Australia, where most green energy products are sold as an add-on to a retailer's energy contract with little traceability. Unbundling lets businesses pick where their electricity comes from and buy only green energy if they choose, even if their regular power company doesn't provide it. The product's unbundling unlocks internationally recognised REC 'blends' sourced from a global network. This ensures businesses can choose a mix that aligns as closely as possible with their emissions budget, preferences and targets. Providing customers with this choice is distinct in Australia, where most retailers only offer one blend of Australian large scale generation certificates (LGCs).

AECO Energy Philippines (AEPH) is the first electricity brokerage firm in the Philippines, giving it a first-mover advantage in the market. Unlike traditional agents who secure contracts from just one retailer, AEPH uses a transparent and competitive bidding process to help customers get the lowest electricity rates. It also handles the full transition to a new retailer and offers ongoing support through services like bill validation, performance tracking, and regular market updates. To date, AEPH has only two known indirect competitors and neither provides this level of end-to-end service. Together, these successes highlight AECO Energy's growing influence in the region and cement its status as a rising force in the energy market.

6. You have the option to answer this final question: Reference any attachments of supporting materials throughout this nomination and how they provide evidence of the claims you have made in this nomination (up to 250 words):

Attachments/Videos/Links:

[AECO Energy](#)

[REDACTED FOR PUBLICATION]



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