

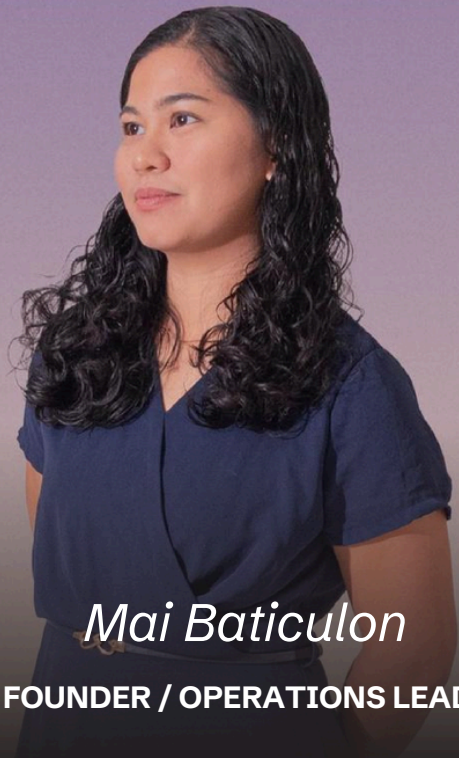




Aqo Partners brings together expertise from interdisciplinary fields, combining design and systems thinking to creatively tackle complex issues and deliver practical, actionable guidance and solutions for teams and leaders.

We guide them along their sustainability journey, providing support through **capacity building or mentoring, research, strategy, program design or management**, and **ESG** (Environmental, Social, and Governance) **Reporting & Compliance**.

the founding team



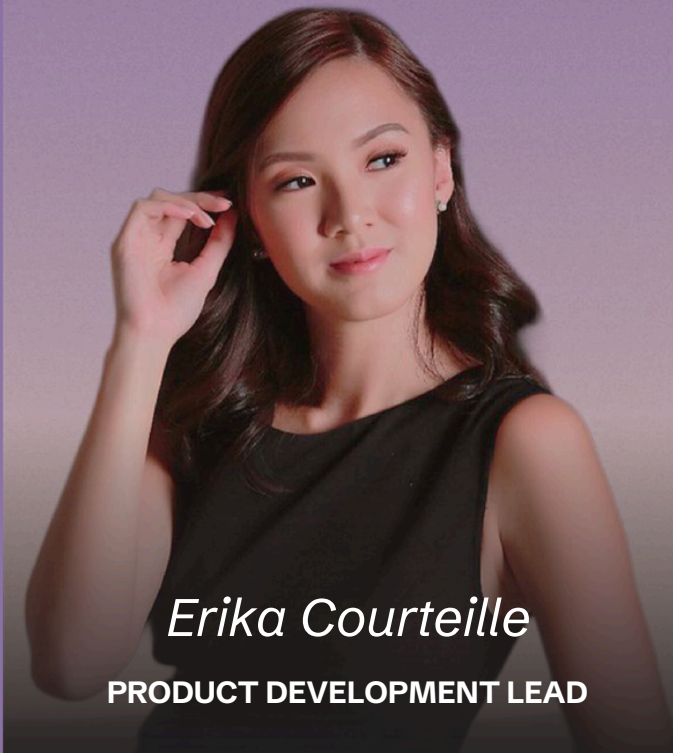
Mai Baticulon

FOUNDER / OPERATIONS LEAD



Jean Yanga Guzman

CO-FOUNDER / DESIGN LEAD



Erika Courteille

PRODUCT DEVELOPMENT LEAD



Thalia Villela

COMPLIANCE LEAD



June Bulaon

RISK AND QUALITY LEAD

From Compliance to Leadership:

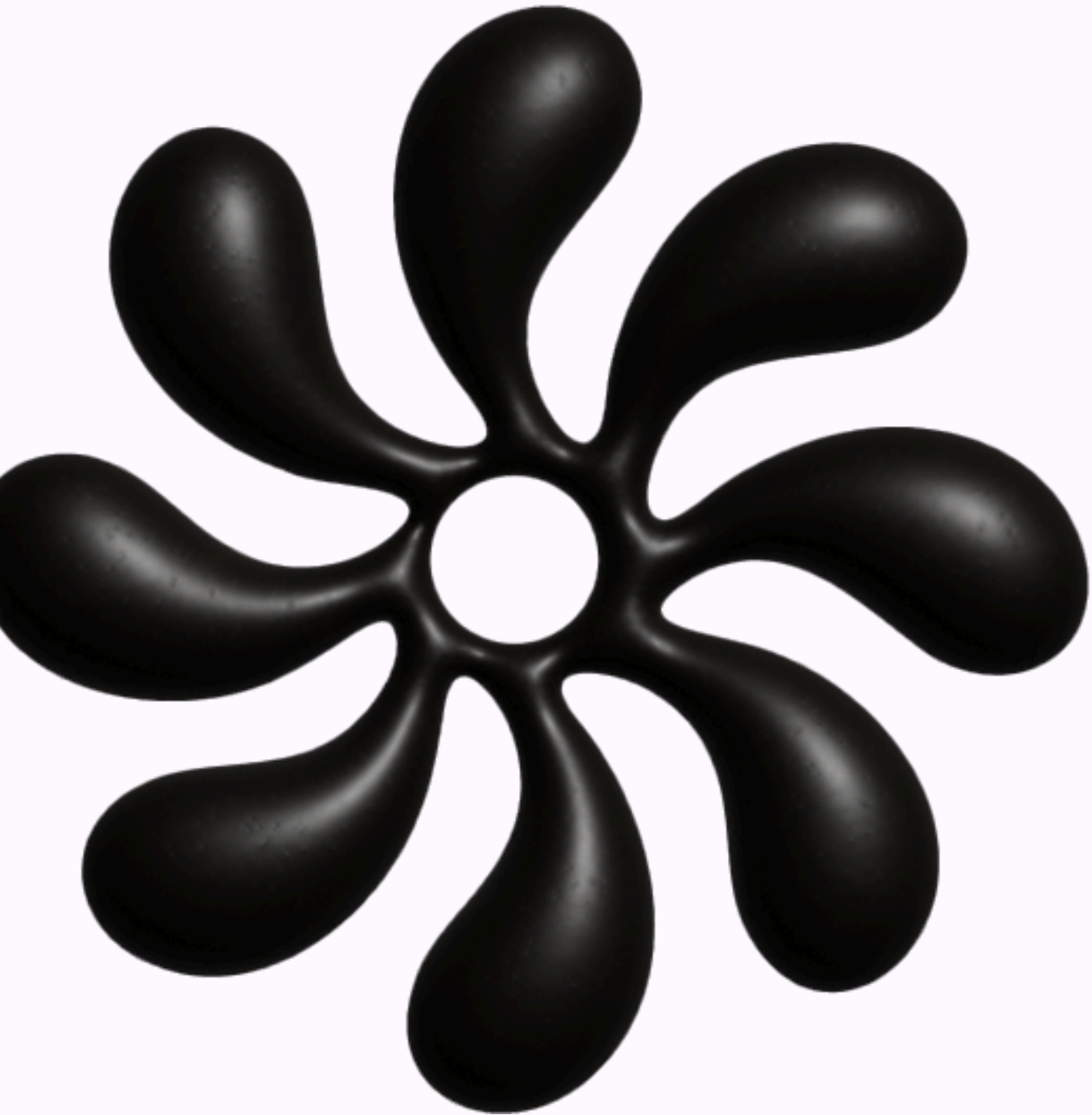
*We guide your transformation from traditional
business to sustainable business.*

*We guide your organization in meeting existing
and emerging reporting requirements.*

*We guide your teams to effectively champion
sustainability across your various functions.*

Our Guided Approach

Our Mission and Purpose



At **Aqo Partners**, we work with eager and curious organizations towards more responsible business practices. Through our creative guidance, we help expand purpose by building conviction, strengthening accountability, and energizing action among organizations that we work with.

We bring together expertise from interdisciplinary fields, combining design and systems thinking to creatively tackle complex issues and deliver practical, actionable guidance for teams and leaders. We guide them along their sustainability journey, provide support through capacity building, strategy and research, and ESG (Environmental, Social, and Governance) reporting and compliance.

**Grounded by our interconnectedness,
we work to drive a kinder world,
advancing peace, prosperity,
and social justice.**

Our Values We Uphold



Care & Empathy

We act with empathy towards people and care for the environment, balancing action with consideration. We ensure that our work remains respectful and meaningful, exercising thoughtfulness in everything we do.



Curiosity & Creativity

We approach challenges as lifelong learners, curious and open. We apply what we learn and create experiences that engage and energize the people we work with.



Accountability & Responsibility

We take ownership of our work, our decisions, and the impact we create. We hold ourselves to a high standard, and work with partners who share our commitment.



Quality & Systems Thinking

We pursue thoughtful work that connects. We look beyond immediate outcomes, seek to understand systems and their context, and deliver practical solutions that are nuanced, integrated, and grounded in practices that consider environmental, societal, and economic health.

Organizations **go through varying stages** in their sustainability journey.
Aqo Partners guides them towards becoming sustainability champions.

Where do you fit in?

Compliant Beginners

“If it ain’t broke, don’t fix it.”

“Regulators are not yet after us, but we want to be compliant with the minimum requirements.”

“Thinking about sustainability is nice to have.”

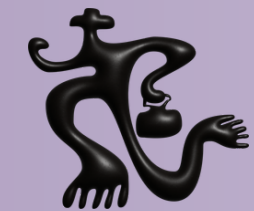
Strategic Starters

“We believe in it, but we don’t know what steps to take.”

“We lack resources to operationalize our strategy effectively.”

Transformative Champions

“We believe that sustainability is integral for long-term success and we have embedded, or are in the process of integrating it in our operations and our culture.”



Our Track Record and Solutions

Our Solutions

Capacity Building



Trainings on sustainability reporting for listed and large enterprises, workshops on operationalizing sustainability, sustainability-related regulatory compliance, and/or addressing specific ESG/Sustainability topics.

Foundational Learning

- Sustainability Foundations
- Climate Change Foundations
- Operationalizing Sustainability

Advanced Trainings/Workshops

- ESG/Sustainability Reporting & Compliance
- Impact and Double Materiality
- GHG Accounting
- ESG Risk Management
- Systems Thinking and Modeling
- Circular Economy

ESG Reporting & Compliance



Implementing sustainability reporting frameworks, adopting IFRS S1/S2, and complying with regulatory requirements (e.g. with SEC, BSP), materiality assessments, gap analyses, GHG inventory, or general ESG report preparation.

Impact and Double Materiality Assessment

Stakeholder engagement and assessing materiality

Gap Assessments

Assessing compliance level and advisory services to meet requirements of relevant frameworks and regulations

- Compliance with the Securities and Exchange Commission, Bangko Sentral ng Pilipinas, etc.
- Sustainable Development Goals
- ESG Reporting Frameworks (ISSB/IFRS S1 and S2, GRI, SASB, IR)
- Policy and Program Formulation to address gaps in compliance

ESG Reporting

Support or End-to-end report preparation aligned to globally accepted frameworks and regulatory requirements

Greenhouse Gas Reporting

GHG inventory, quantifying emissions, or identifying levers of action

Research & Strategy



Data gathering and generating insights to guide ESG/Sustainability strategies or programs. This can include data collection to track corporate sustainability KPIs, measurements for social responsibility, waste characterization, envi/biodiversity-related studies such as ecosystem mapping and baseline assessments.

Sustainability Research

Feasibility studies and evidence-based research

Strategy and Roadmap Creation

Integration of ESG in strategic and budget planning

Transition Planning

GHG emissions baselining and/or target setting; Physical and transition risk heatmapping and scenario analysis

Risk Assessment and Advisory

Risk identification and exposure/vulnerability evaluation

Sustainability Program Management Advisory, Support, or Implementation

Advisory, design, and implementation of ESG programs

Quest



Aqo Partners developed **Quest** to make the journey of learning ESG practical and approachable. Materials are designed to be adaptable for both simple or advanced learning needs.

Quest's initial product, the:

Sari-sari Store Quest

is a gamified workshop that uses the sari-sari store to explore the sustainability of business models and their impacts.

The team brings combined experience across **academe**, **nonprofit**, **consulting**, **government**, and **corporate sectors**, delivering sustainability reporting, sustainable finance, greenhouse gas accounting, capacity building, and research engagements for a diverse range of clients:



As an entity, **Aqo Partners** has worked with several organizations,
for engagements on **capacity building, research, project management, and ESG advisory:**



And we hope to work with you too.

What differentiates Aqo Partners as trainers?

Average Rating (4.47 / 5) 

For all trainings we conducted.

Clear direction and practical outcomes

By the end teams leave with clear next steps instead of general ideas.

Testimonials from our workshops:

“Dealing with senior management, we were able to achieve what we wanted to achieve.”

“A lot of input and action items came out of this workshop, and the participation was spectacular.”

Simple and accessible learning

Making technical sustainability topics easy to understand.

Testimonials from our workshops:

“Easy to follow for beginners.”

“The lecturer discussed the content well and made the topics less intimidating.”

“Explanation of complicated [jargon]”

High engagement from participants

Sessions where people actively contribute and participate.

Testimonials from our workshops:

“The consultants were very attentive to the group. The manner in which the workshop was conducted is a model to follow.”

“Able to get high level ideas from management.”

Strong partnership with clients

Working closely with clients and shape sessions based on their needs.

Testimonials from our workshops:

“What made this work was the partnership, [where] the consultants allowed the Bank and helped them draw the strategies and concerns, [and] processed them very efficiently.”

What differentiates **Aqo Partners** as trainers?

40+

**Sustainability /
SR Trainings Conducted
including GHG accounting**

30+

**Bank / Financial Institution
Trainings Conducted**

30+

**Sustainability Reports
Created**



What differentiates Aqo Partners as trainers?

Our team is responsible behind notable sustainability trainings that support the upskilling of sustainability practitioners in the country.



- Trained 120+ over 4 cohorts
- Founded a community of 3,000+ sustainability jobseekers

Learn2Lead Sustainability By SustainablePH

Born out of the growing need to upskill more sustainability practitioners in the country, Mai and Erika created “Learn2Lead Sustainability”, an upskilling program to bridge theory and practice through an **8-10 week training program** where practitioners come up with an action plan for their own organization’s sustainability journey. They also introduced **Climate Fresh** to the country through this program.



- Trained 100,000+ employees within the group

SM Sustainability School

As former AVP for SM, Mai developed SM’s internal online learning program that offers **self-paced courses for employees** on ESG/sustainability concepts, and practical ways to integrate sustainability into daily work and life. By developing the in-house trainings and partnering with the different subsidiaries and departments, the team was able to develop more **champions within the SM Group**.



- Trained 250+ young and seasoned professionals, including directors, partners, and department heads

Capacity Building for Ampersand and KPMG PH

As demand for ESG services grew, Jean led capacity-building initiatives: At Ampersand, she **upskilled writers** on sustainability and ESG Reporting. At KPMG, as one of the first ESG managers, she **developed and facilitated the inaugural ESG Reporting Training Programs**, designed to strengthen employee understanding of ESG and support internal reporting capabilities.



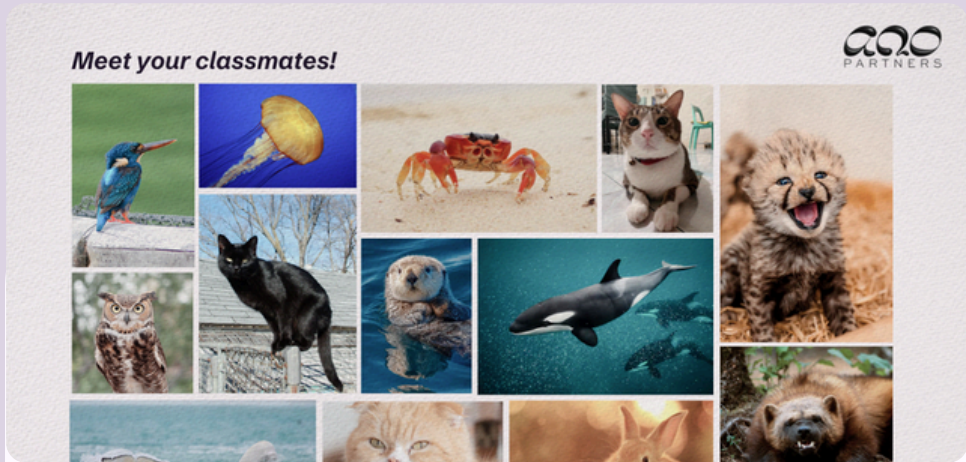
- 20+ graduate students taught
- 7 social enterprises engaged

Sustainability Reporting in Graduate Studies Program

As experienced trainers we bring experiential learning to adult learners. As instructor for Ateneo de Manila University’s graduate program, Mai has been teaching **Sustainability Reporting and GHG Accounting to graduate students**, most of whom are professionals in the private sector. Social enterprises served as cases for the students so they can come up with their first sustainability reports aligned with reporting frameworks.

Our structured

Quest Training Programs



Quest PLAYGROUND

Sustainability Reporting Training for Professionals

Our **4-week online training** that guides participants through each step of ESG reporting, aligned with ISSB standards and other relevant standards and frameworks. Participants also receive slides, project and data management tools, and templates.



Quest HANDBOOKS

Waste Analysis and Management Learning Program

Whether for environmental or regulatory compliance, sustainability, or supporting a more circular economy, this program will help you **analyze waste independently**, understand its **value**, and use **primary data** to make informed decisions.



Sari-sari Store Quest

A Gamefied Introduction to Sustainability for Businesses

Designed to make the journey of learning ESG approachable and fun, this **card-based workshop** uses the *sari-sari store* to explore the **sustainability** of business models and their **impacts**.



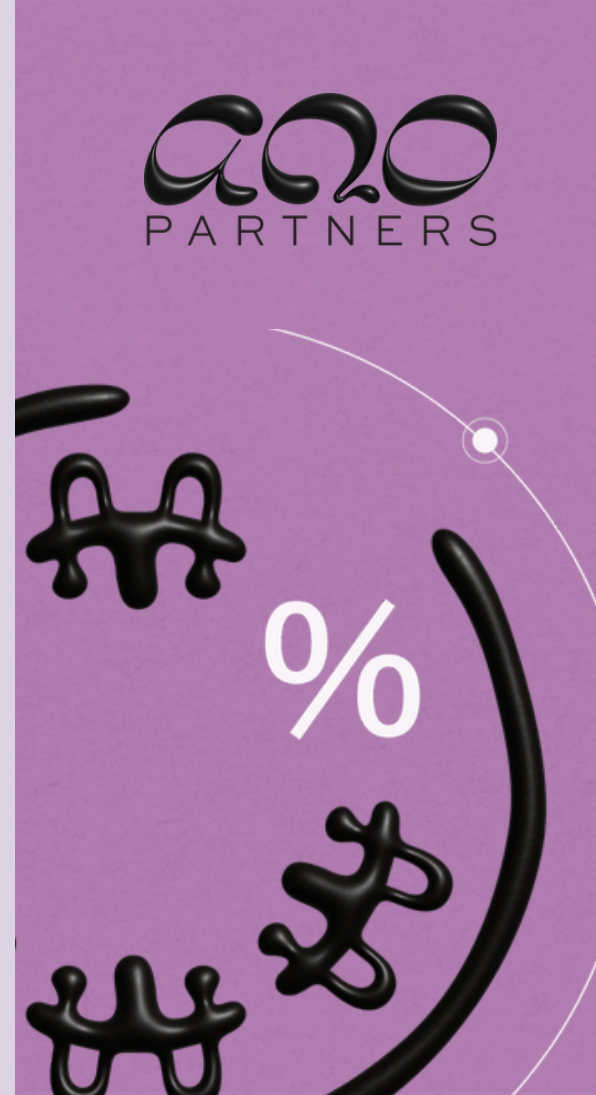
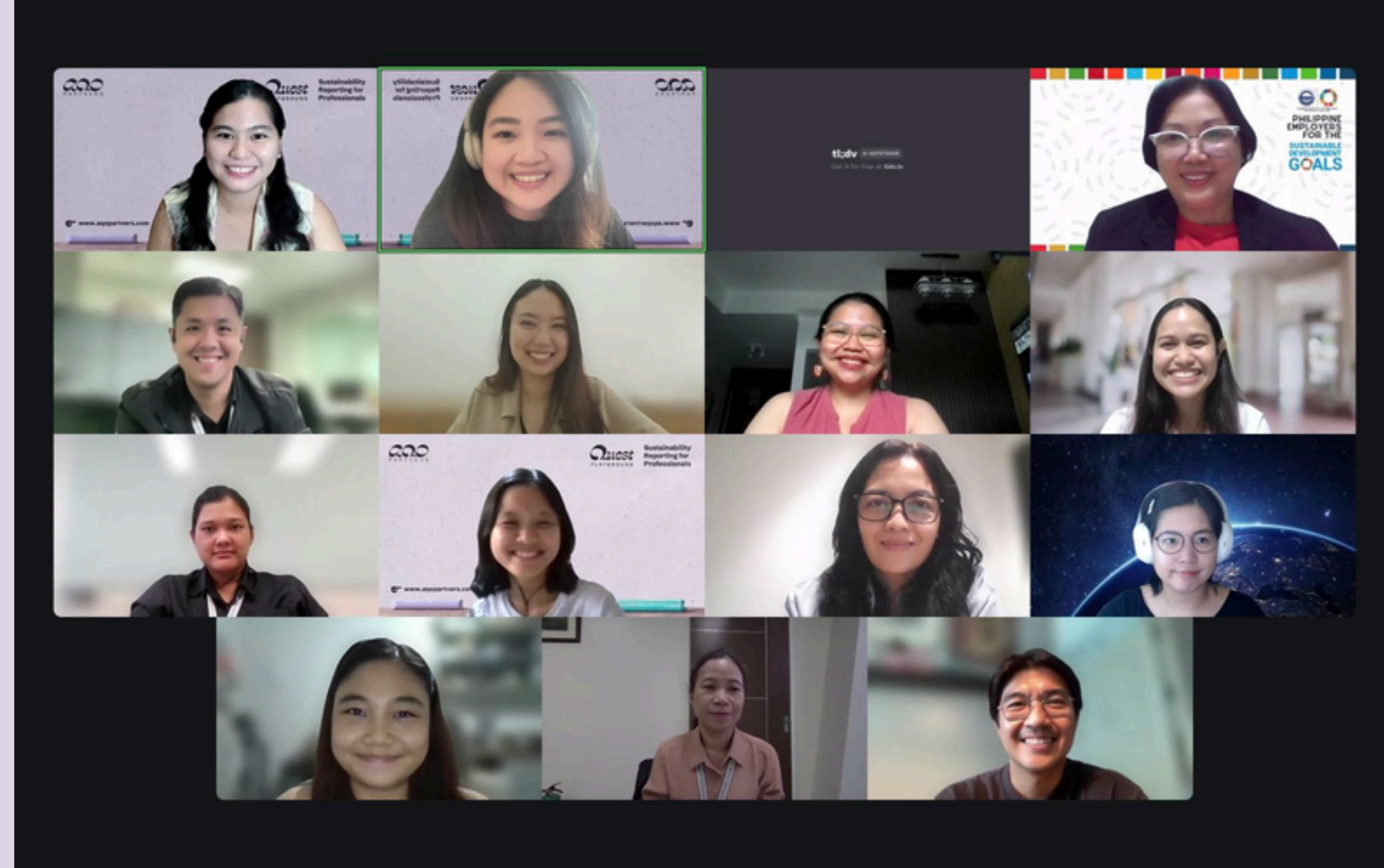
Sustainability Reporting for Professionals

COHORT 2 TO BE ANNOUNCED!

We recently launched the first cohort of our **4-week online training** that guides participants through each step of ESG reporting, aligned with ISSB and other relevant reporting frameworks.



Email us to join the waitlist:
quest@aqopartner.com



Trash Talks

LAUNCHING THIS 2026!

Many organizations are unprepared to manage waste. Whether it's for compliance, sustainability, or supporting a more circular economy, this program will help you **analyze waste independently**, understand its **value**, and **use primary data** to make informed decisions.



Email us to join the waitlist:
quest@aqopartner.com



Training Modules

Covering Sustainability, Extended Producer Responsibility, Waste Analysis and Characterization, and Waste Management Planning



Learning Resources & Tools

Including video demonstrations, slides, guides, data tools, assessments, waste partners/programs list, and lifetime Google Classroom access

Sari-sari Store Quest

Learning **Sustainability for Business** doesn't need to be complex or boring. **Quest** is designed to make the journey of learning fun for everyone!



Choose roles within the value chain in order to understand how **sustainability issues affect stakeholders** both upstream and downstream of the enterprise.



Recognize that impacts are often not linear. **Work as a group to map** where sustainability issues arise, and where they become most critical.



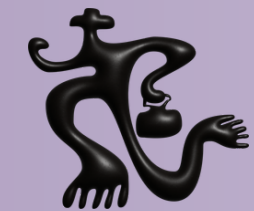
Learn the concept of **Materiality**, a foundational tool organizations use for developing their own sustainability strategies and initiatives.



Identify Hotspots to create practical and effective pathways to address sustainability issues where they matter the most for your organization.



 Email us for Quest inquiries:
quest@aqopartner.com



Advisory Projects and Case Studies



Client/Partner:
Multinational F&B Packaging

Used Beverage Cartons (UBCs) End-of-Life Study

Problem:

UBCs are not widely recognized as recyclable, and there is **limited visibility on where they end up after use**, resulting to most of the cartons entering mixed waste streams instead of formal recovery. Low awareness and recovery rates limit their potential to contribute to a more circular economy. The gaps risk higher landfill volumes and missed value for carton producers and recyclers.

Solution:

We conducted a **Waste Analysis and Characterization Study (WACS)** and **stakeholder engagement through interviews, oculars, and surveys**. WACS, an established methodology, analyzes the types and quantities of waste at specific sites to inform improved waste management and recycling programs. Our support covered **end-to-end project management**, including WACS setup, personnel hiring, and sampling until reporting. We calculated and validated data, synthesized findings, and engaged key stakeholders.

Results:

Our assessment helped our client understand **whether UBCs are largely entering mixed waste streams that lead to landfill**. We provided **baseline quantitative data** useful for reporting, and we also identified potential partnerships, pathways, and data gaps to increase recycling rates.



Sustainability Roadmap Leadership Workshop

Problem:

The bank **lacks full ESG alignment across leadership**. They have identified their general priority areas in their SEC reports, but require a mutual understanding across the Senior Executive Team for implementation.

Solution:

The workshop was designed to guide the Bank's sustainability priorities, promote leadership alignment, and effectively establish the bank's environmental, social, and governance strategy.

Results:

The Senior Executive Team is aligned on a sustainability strategy, with defined focus areas that resonate with the Bank's core purpose and vision. They **developed a sustainability statement and roadmap** that reflects a unified understanding and direction for the future.



Client/Partner:

Universal Bank in the Philippines



Client/Partner:
Consumer Finance Company

Materiality Assessment and Stakeholder Engagement

- Problem:** The company lacks understanding on **how to conduct a materiality assessment and stakeholder engagement** to guide strategy, programs, and reporting. They only have a general understanding of sustainability, ESG, and CSR, and they need alignment of topics across teams.
- Solution:** The workshop is designed to help managers **understand the current sustainability landscape and requirements for its industry**. They are also expected to gain a deeper awareness of conducting a materiality assessment and stakeholder engagement in anticipation of ESG reporting requirements, and use it as a logical roadmap.
- Results:** The team understood how **ESG is embedded** in the company’s core operations and value chain. They created a **sustainability roadmap** to guide the company’s journey, aligned with its parent company and regulatory requirements.

Capacity Building



Client/Partner:
Entrepreneur Support Organization

Entrepreneur Mentorship on Sustainability and Circular Economy

Problem:

Many early-stage enterprises **face challenges in translating sustainability and circular economy concepts into practical, scalable initiatives**. While they have strong missions and community impact, they may **lack access to structured guidance**.

Solution:

In partnership with entrepreneur support organizations, we provided **mentorship and capacity-building** support for social entrepreneurs through their fellowship or accelerator programs.

Results:

Supported multiple enterprise founders and leaders in strengthening their sustainability-focused projects and strategies. Participants gained **practical tools** and **clearer action plans** to advance sustainable solutions in their communities.

ESG Reporting



SM Investments: 2019 Sustainability Report 2020 and 2021 Integrated Reports

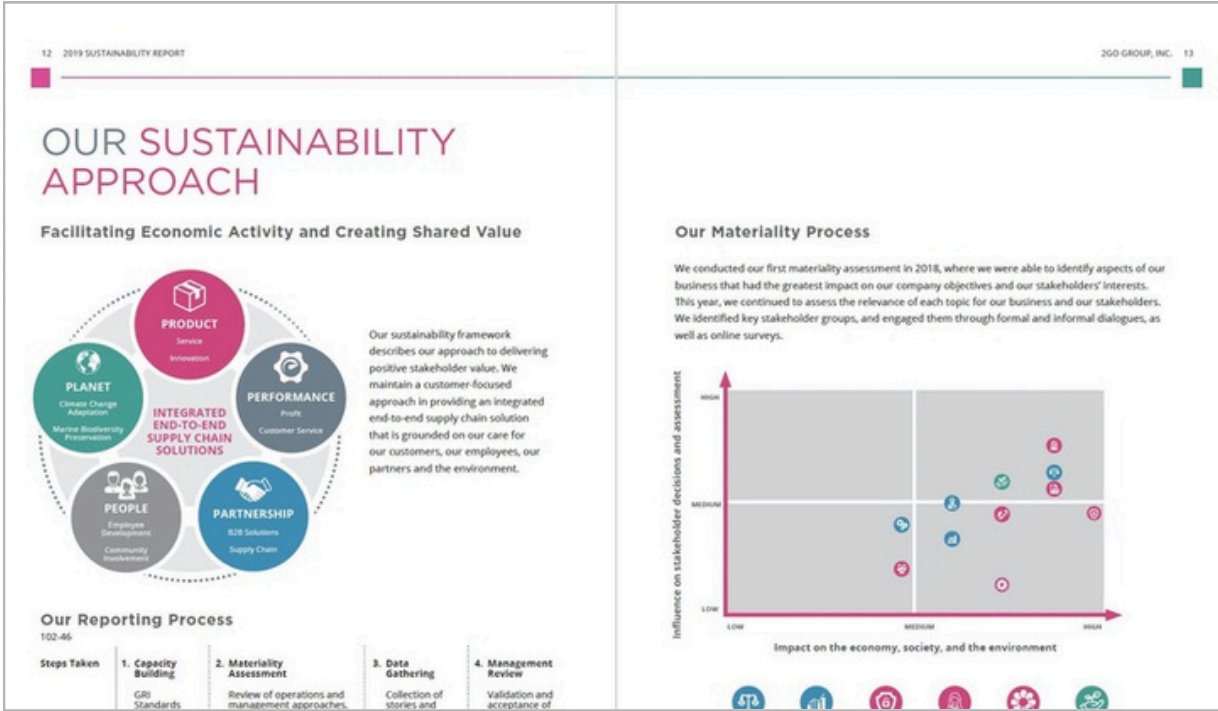
- Responsible for managing the **end-to-end process** for SM in-house
- Conducted stakeholder engagement surveys and interviews with internal and external stakeholders
- Developed the Integrated Reporting framework for SM
- ANVIL Award Winners
- Digital microsite of the 2019 Sustainability Report won in the CSRWorks International Asia Sustainability Reporting Awards



Atlas Mining: 2021 Integrated Report

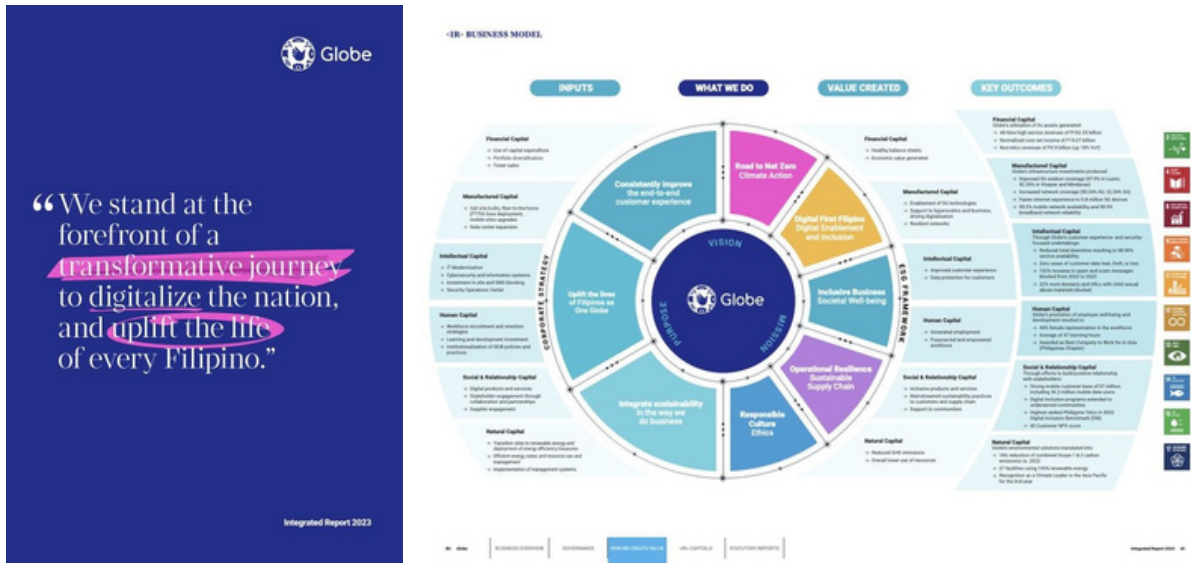
- Led the company's **transition to Integrated Reporting**
- Led sustainability framework discussion with the leadership team
- **End-to-end report preparation** including materiality assessment, data gathering, and report writing

ESG Reporting



2GO: 2019 Sustainability Report

- **End-to-end sustainability reporting** project management
- Enhanced the sustainability framework and materiality assessment since the inaugural report
- Conducted stakeholder engagement workshops and surveys for the 2GO leadership team and stakeholders



Globe Telecom: 2023 Integrated Report

- **End-to-end integrated reporting** project management
- Led team in conducting a **compliance assessment** against relevant sustainability reporting standards

ESG Reporting



Cebu Pacific: Stakeholder Engagement and Materiality Assessment + 2022 Sustainability Report

- Conducted **Industry Research** to inform Sustainability Strategy
- Conducted Cebu Pacific’s first **Materiality Assessment** for Sustainability Reporting
- Created a **stakeholder engagement guide** for the client’s Sustainability team
- **End-to-end Sustainability Report** preparation, from writing until design



Unionbank: 2022 Sustainability Report

- Report content structuring & writing until publish (Editorial design for digital use)



Robinsons Land Corporation: 2021 Sustainability Report

- Report content structuring & writing until publish (Editorial design for digital use)

ESG Reporting



Provided below is a non-exhaustive list of ESG reports that consultants at Aqo Partners have led or supported in developing:

2022 Cebu Pacific Sustainability Report

www.cebupacificair.a.bigcontent.io/v1/static/Cebu%20Pacific%202022%20Sustainability%20Report%20Final

2022 UnionBank Sustainability Report

www.unionbankph.com/sites/default/files/2023-04/UnionBank%20Sustainability%20Report%202022.pdf

2021 SM Investments Integrated Report

www.sminvestments.com/sustainability/wp-content/uploads/2025/11/SMIC-INTEGRATED-REPORT-2021.pdf

2021 Robinsons Land Sustainability Report

www.robinsonsland.com/sites/default/files/2022-04/RLC%202021%20Sustainability%20Report.pdf

2020 Arthaland Sustainability Report

www.arthaland.com/assets/documents/ALCO_2020-Sustainability-Report-as-of-20210609.pdf

2020 PLDT Sustainability Report

www.cms.pldt.com/drupal/sites/default/files/irannualandsustainablereports/pldt-group-2020-sustainability-report.pdf

2020 SM Investments Integrated Report

www.sminvestments.com/sustainability/wp-content/uploads/2025/11/SMIC-INTEGRATED-REPORT-2020.pdf

2019-2022 Ateneo Sustainability Report

www.drive.google.com/file/d/16UvbeduBcuP_zRgklamxLemIKP8sZtyy/view

2019 Meralco Sustainability Report

www.meralcomain.s3.ap-southeast-1.amazonaws.com/2020-06/2019_meralco_sustainability_reportdesktop_3.pdf

2019 SM Investments Sustainability Report

www.sminvestments.com/sustainability/wp-content/uploads/2025/11/SMIC-SUSTAINABILITY-REPORT-2019.pdf

Thank you!

Looking forward to
hearing from you soon.



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