



Value of Batteries For Schools

This booklet serves as a guide to Change Energy's Managed Energy Services - to empower WA schools to take control of their energy future, reduce costs, and operate more sustainably.

Introducing Change Energy

Change Energy isn't your typical electricity retailer.

We're based locally here in Western Australia and proudly independent, we've built our reputation by doing things differently - focusing not just on selling power, but on helping our customers take control of their energy costs.

Over the past two years, we've invested heavily in developing our **Managed Energy Services (MES)** - a smart, customer-focused solution designed specifically to combat the growing challenge of rising electricity prices. MES combines tailored strategies, expert insights and technologies to help schools significantly reduce energy costs and improve energy efficiency.

Managed Energy Services

Change Energy is currently the only retailer offering a service to operate batteries in a way that passes savings directly onto customers.

Our goal is to deliver real cost reductions to schools and educational institutions by using battery technology smarter. By storing energy during the middle of the day and using this stored energy during peak times, we can help customers cut down their energy bills without changing how they use power.

But we don't stop there.

As a locally owned and truly independent retailer, Change Energy was built on the belief that energy providers should do better. We're committed to changing the way customer service is handled in the energy sector, offering genuine support, clear answers, expert support and real relationships - not call centre run-arounds.

With a team of industry experts who've spent decades in the electricity market, we combine deep expertise with hands-on tailored service. That means no guesswork, no generic solutions - just smarter energy made simple.

Through **MES** schools can benefit from;

- Smart energy usage insights and customised savings plans
- Access to competitive retail electricity options
- Guidance aligned with Government sustainability targets



Geoff Gaston
CEO



Rodney Littlejohn
Commercial Manager

Our goal is simple: to empower WA schools to take control of their energy future, reduce costs, and operate more sustainably—without being tied to outdated infrastructure or inflexible energy models. Join the growing number of schools turning to Change Energy's Managed Energy Services and start making energy work for you.

A Changing Market

The WA Energy Market

Western Australia's energy market operates differently from other parts of Australia. Here's what sets it apart:

- A Separate Grid: WA operates independently from the National Electricity Market (NEM), with its own grid known as the South West Interconnected System (SWIS).
- A Capacity Market Model: Unlike the NEM, WA has a capacity market, where energy generators are paid not only for the electricity they produce but also for their availability to supply power when needed.
- Price Stability Through Subsidies: Historically, government subsidies—particularly in the residential sector—have helped keep electricity prices stable. However, this is gradually shifting as prices begin to reflect actual system costs.

Key Changes Shaping the WA Energy Market

Western Australia's energy market, the WEM, is in the early stages of transition, from a thermal generation to a hybrid model mostly made up of renewable energy and storage, with gas generation as back up. The transition is seen:

- In the announced closure of coal-fired power stations in 2029
- The announcement of network upgrades in the SWIS Transmission Plan
- The change in the reference technology for determining the capacity price – from open cycle gas turbines to large scale battery storage
- Project Jupiter, a VPP Project to facilitate the roll-out of VPP in the residential sector



Addressing Concerns

Rising electricity prices are putting pressure on businesses, eroding margins and increasing operating costs. Many customers are struggling to manage these escalating bills while maintaining competitiveness.

Energy Security



Energy security is becoming a growing concern in Western Australia as the grid transitions to more renewable generation. Businesses face increasing uncertainty around reliability, making it harder to plan with confidence.

Energy Affordability



Energy affordability is a key challenge in Western Australia, with rising costs placing pressure on both households and businesses. Many customers are finding it harder to keep energy expenses manageable.

Energy Sustainability



Sustainability is an increasing priority in WA as customers look to reduce carbon emissions and align with environmental goals. Businesses are under pressure to adopt cleaner energy solutions while staying cost-competitive.

Battery Boom

Australia is an early adopter of trading power



600% increase
In BESS total capacity (GW)



70% by 2035
Coal Plant Retirements



\$120,000 per MW
Average battery generated revenue



Decarbonization & Net-Zero Goals



Declining Battery Costs



Increasing Electricity Prices



Government Incentives & Policies



Energy Security & Reliability



VPPS & Market Opportunities



Corporate & Industrial Transition

The Benefits of Batteries

Reducing Peak Demand Charges

One of WA's major electricity costs comes from capacity charges. On-site batteries allow customers to store cheap solar or off-peak energy, discharge stored energy during peak periods and flatten their load profiles and reduce peak demand, directly lowering capacity charges.

Supporting the Grid During High Risk Periods

With the retirement of aging coal plants and growth of intermittent solar and wind, the WA grid is under more stress during the evening and early morning when renewables aren't generating, on-site batteries can discharge into the grid or support local demand during these times and help improve grid reliability and reduce reliance on gas peakers.

Capturing Excess Solar Generation

WA has one of the highest rates of rooftop solar uptake, however much of that energy is lost during the middle of the day when generation exceeds demand. Batteries allow users to store surplus solar energy rather than exporting it at low or zero value. The energy can be used later when electricity prices are higher, improving ROI.

Increasing Energy Independence

With price volatility on the rise, on-site batteries give customers more control over when and how they use energy. This provides protection against future price increases or network charges and greater resilience during outages, especially when paired with solar.

Aligning With Market and Policy Reforms

As part of the WA's WEM reform program, batteries are now recognised as essential for integrating more renewable energy and managing two-way energy flows. On-site batteries can now participate in virtual power plants (VPPs), provide frequency support or be aggregated into new market opportunities.

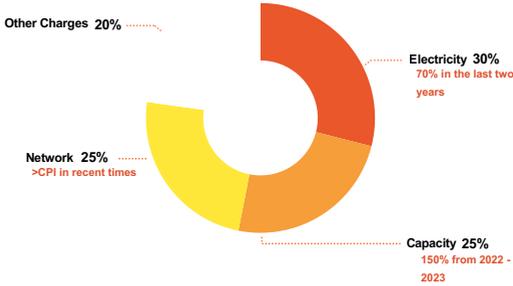


Where YOUR Business Saves

MES addresses 80% of your total electricity costs

Example of a Business Customers Monthly Invoice Breakdown

Increase from previous period



Electricity costs in Western Australia are rising, driven by several key factors.

1. the costs of new generation, together with the increased cost of maintaining the current generation fleet.
2. the cost of expanding and maintaining the network.
3. the change in the reference technology from gas-fired to grid-scale storage.

On top of this, operational and administrative costs continue to climb.

For business customers, a typical monthly invoice now breaks down to around 30% electricity (up 70% in the last two years), 25% capacity (up 150% from 2022–2023), 25% network charges, and 20% other charges.

Savings on the big three charges of an electricity bill

Electricity Charges

·Batteries can be charged during off-peak periods when electricity is cheaper or when solar PV systems are generating surplus power.

·This stored energy can be used during peak periods when grid electricity is most expensive

·This strategy called load shifting directly reduces the amount of expensive electricity purchased from the grid.

Network Charges

Batteries can be programmed to discharge during periods of high demand to help flatten your load profile.

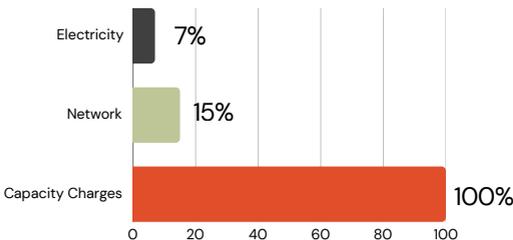
·This reduces the peak kW demand recorded by the network – which can lower demand-based network tariffs.

·By smoothing consumption batteries also reduce strain on the grid, which supports more efficient network use.

Capacity Costs

·Batteries can be used to discharge during forecast capacity charge intervals, reducing your measured peak demand.

·This can significantly reduce future capacity charges which can make up large part of a schools annual energy bill in WA.



save up to
30% on your
total
electricity bill

which can't be achieved by installation Solar PV alone.

