



Change Energy

Delivering Power for WA Business

www.changeenergy.com.au

Change Energy



**GEOFF
GASTON**
CEO OF CHANGE ENERGY



**ROD
LITTLEJOHN**
COMMERCIAL MANAGER

Change Energy is Western Australia's independent, locally owned and operated electricity retailer, proudly delivering power to WA businesses since 2016.

With decades of experience in the energy sector, Change Energy is built on a deep understanding of WA's electricity market and the unique needs of local businesses.

We go beyond simply supplying electricity—offering tailored energy solutions that include solar integration, smart lighting, and managed energy services to help businesses reduce costs, cut emissions, and stay ahead in a changing energy landscape.

Costs Are Increasing

A Changing Generation Mix

In recent years supply challenges and aging infrastructure costs have impacted the cost of coal in WA. The percentage of gas generation has increased as the low-cost coal fired generation is phased out by 2030.

Transforming the Grid

WA is shifting away from fossil fuels to renewables. This transition requires long-term investment, with these costs flowing through to customers. Additionally, the cost of maintaining an already aging grid and expanding due to growth, particularly in metropolitan suburbs are driving above inflation increases.

Gas Prices linked to Global Market

Since 2020, WA's gas prices have become tied to higher-priced international markets, which has led to a tripling of wholesale gas prices by 2023. These price increases have flowed into electricity prices.

Keeping the lights on

To incentivise investment in renewable energy and large-scale batteries, the system includes fixed generator payments – known as Capacity Payments. In recent years these costs, which are paid for by all customers have increased by more than 50%

Rising Operational Costs

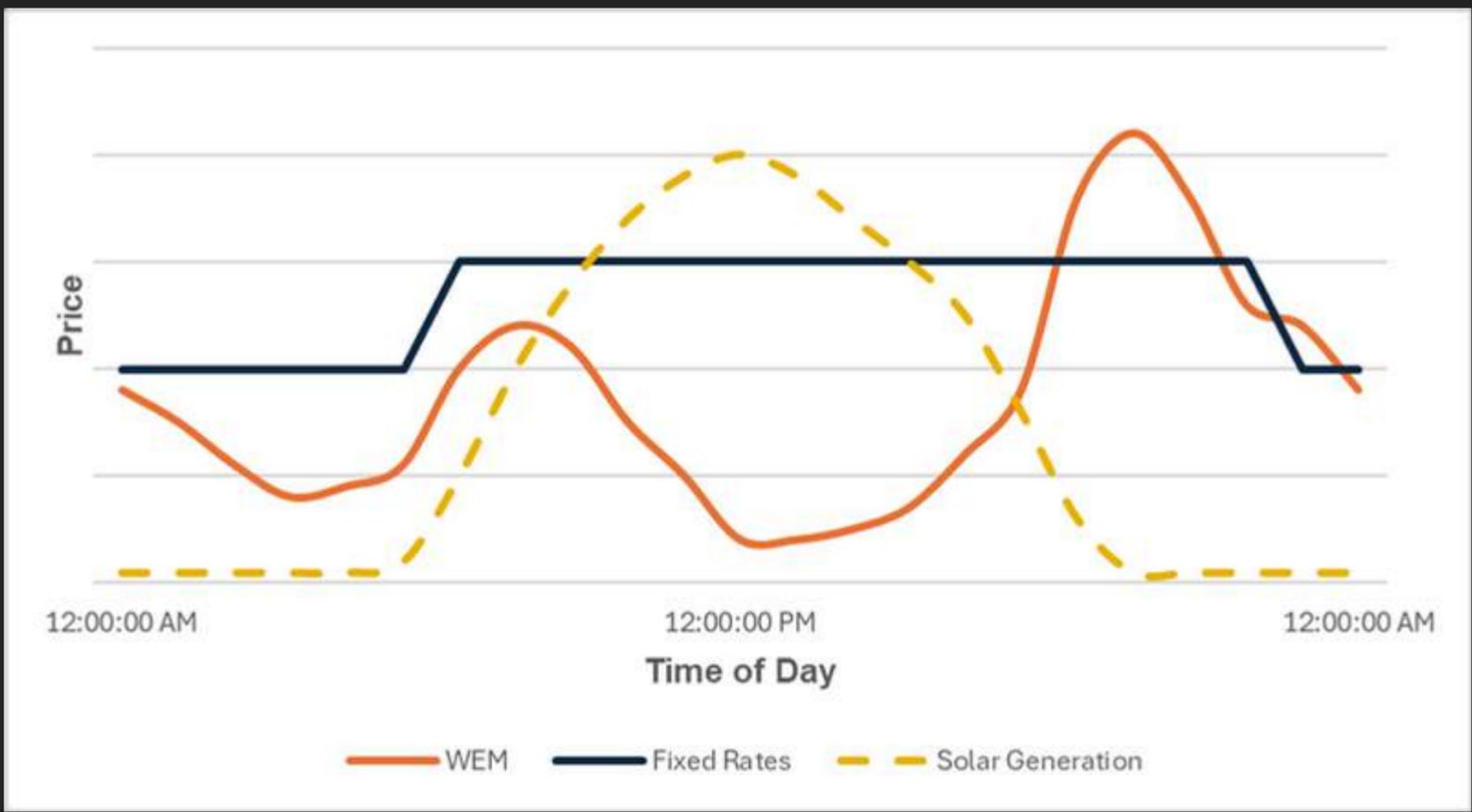
With all the changes in the electricity market, we are seeing increases in the cost of administration and also the requirement for new or additional services to stabilise the grid as the percentage of renewables increases.

EXAMPLE OF A BUSINESS CUSTOMERS MONTHLY BILL	PORTION OF THE ELECTRICITY BILL	INCREASE FROM PREVIOUS PERIOD
ELECTRICITY	30%	↑ 70% In last two years
CAPACITY	25%	↑ 150% From 2022-2023
NETWORK	20%	>CPI In recent times

Disclaimer: The figures provided above are for illustrative purposes only and represent an example of a business electricity customer. Actual electricity usage, rates and costs may vary depending on factors such as location, contract terms, supplier pricing, and individual consumption patterns.



Current Energy Landscape



Key Takeaways

- The WEM has changed significantly over the past 10 years
- Peak and off-peak contracts made sense when the market was created but are now outdated
- The biggest influencing factor of your electricity costs is when you use energy
- Customers with high day-time use are exposed to peak/off-peak pricing in retail contracts

Benefits of batteries

save up to 30% on your total electricity bill

Managing Costs

Energy Shifting

A battery allows for more lower cost energy to be purchased and stored, avoiding the use of higher cost energy late in a day.

Grid Support

Load shifting to the middle of the day benefits the network, which is realised through a reduced network tariff from Western Power

Peak Charge Reductions

Self-consumption of stored energy during peak network times means capacity charges can be avoided.

Tailored Solution

Battery Energy Storage Systems (BESS) offer tailored energy solutions for customers, moving beyond the outdated peak vs. non-peak electricity pricing model.

Adaptive Energy Management

BESS enables schools to store energy during low-demand periods and discharge during high-demand times, effectively managing energy use without relying solely on traditional peak and off-peak pricing structures.

More than costs

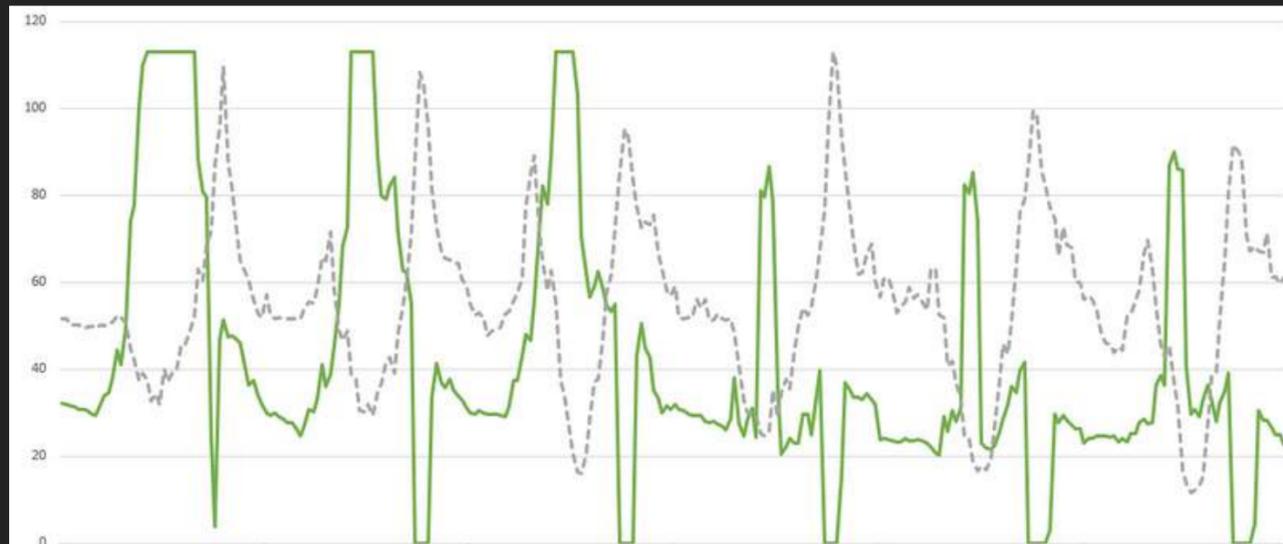
Reduced Emissions

Facilitates the use of renewable energy, together with guarantee of origin certification to align with TRUE ZERO objectives.

Flexibility and Security

If the market structure changes in the future, a battery means the lowest cost energy can always be secured in the greatest quantities for self consumption.

Where You Save



Pre Battery WEM Price Post Battery

Charges

Energy Charges

The customer purchases more lowest cost energy (during the middle of the day) and self-consumes avoiding the high-cost afternoon/evening energy

Network Charges

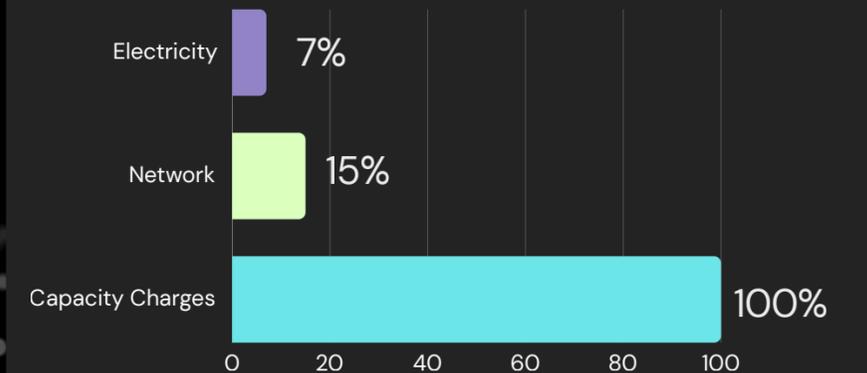
Covers the costs associated with transporting electricity from generation sources to end-users via the transmission and distribution network.

Capacity Charges

Fees paid to ensure that sufficient electricity generation capacity is available to meet peak demand periods.

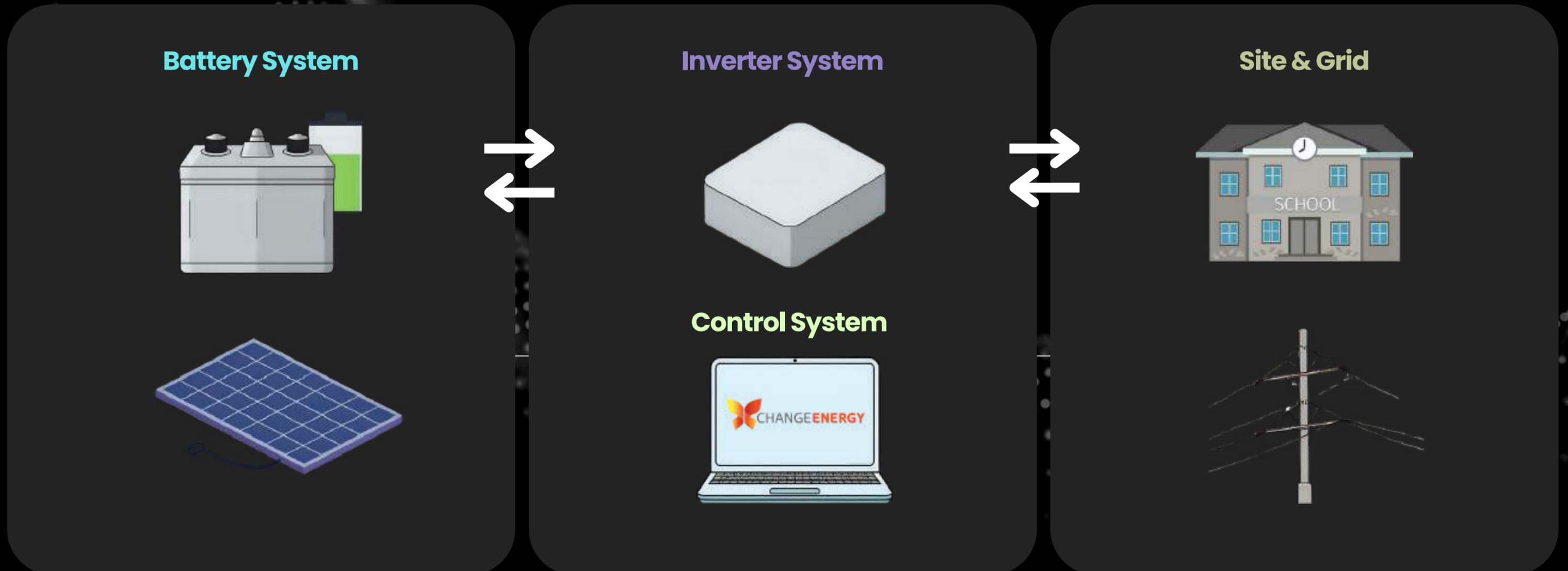
Savings

Predicted savings from MES



save up to 30% on your total electricity bill

How a battery system works



Project Options

Capital

Pay-back periods are sub 5-years

The customer buys the battery recommended by Change Energy.

Change Energy;

- Manages the connection approval process with Western Power
- Operates the battery to maximise the savings for the school
- Monitors and evaluate market trends to optimise the operation of the battery for benefit of the customer

Warranty 10 Years

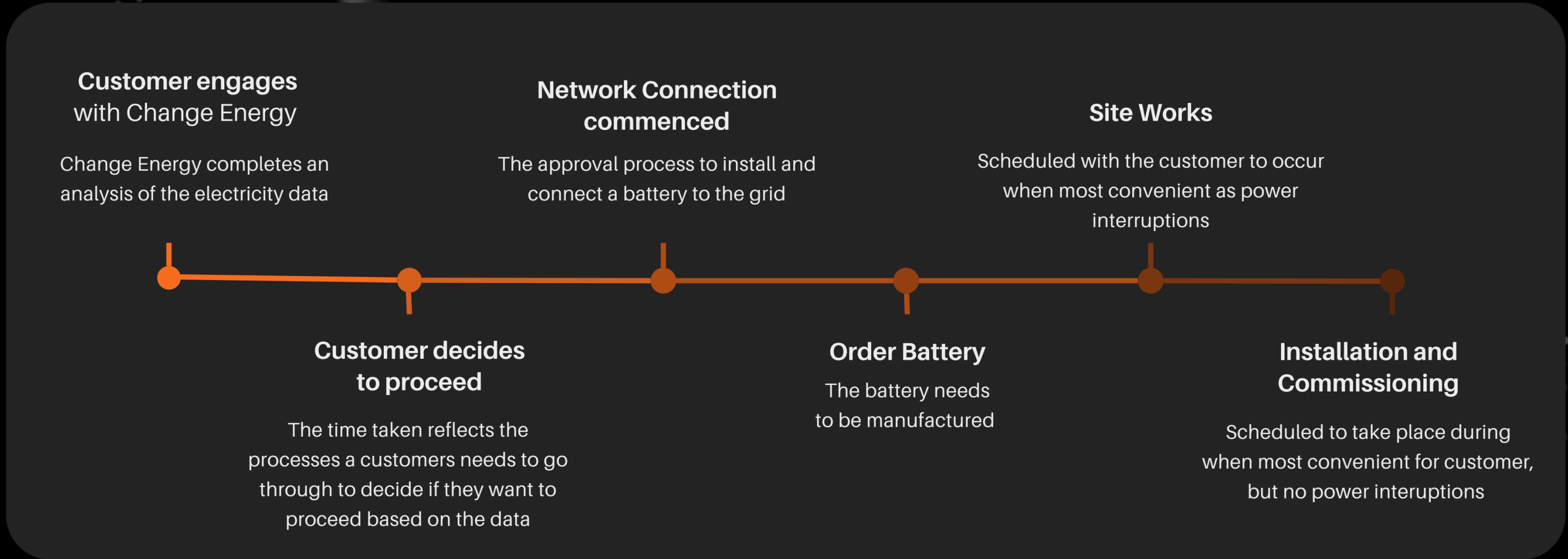
Operating

Paid for from annual savings over the contract period

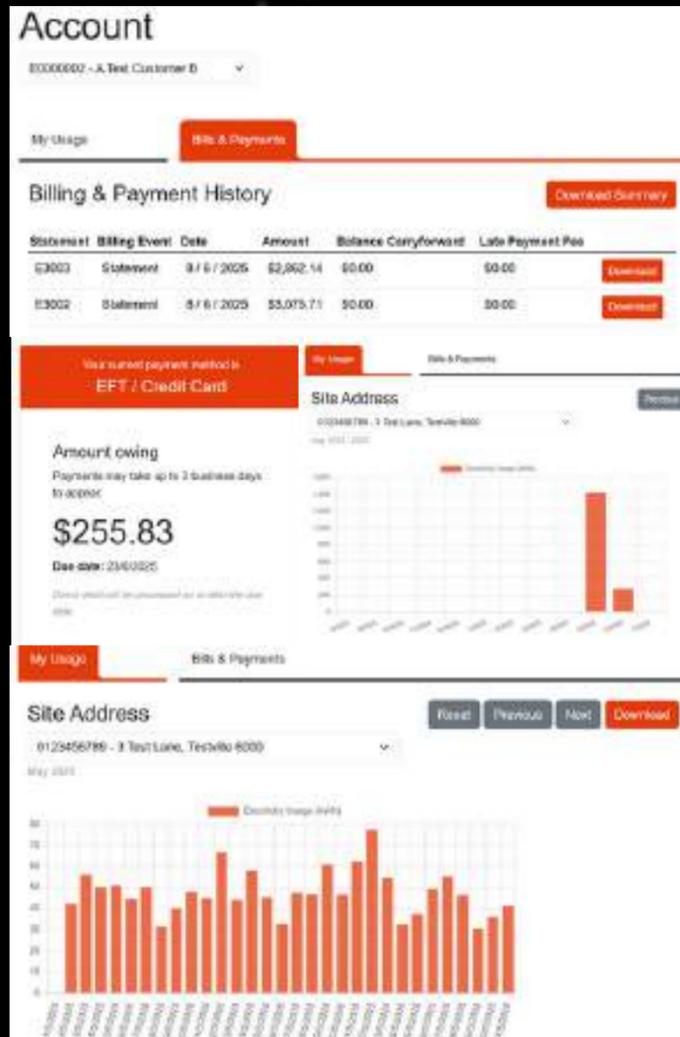
Change Energy;

- Supplies the battery
- Manages the connection approval process with Western Power
- Operates the battery to maximise the savings for the customer
- Monitors and evaluate market trends to optimise the operation of the battery for benefit of the customer

Estimated Delivery 6-12 Months



Customer Portal



Account
E0000002 - A Test Customer B

My Usage **Bills & Payments**

Billing & Payment History [Download Summary](#)

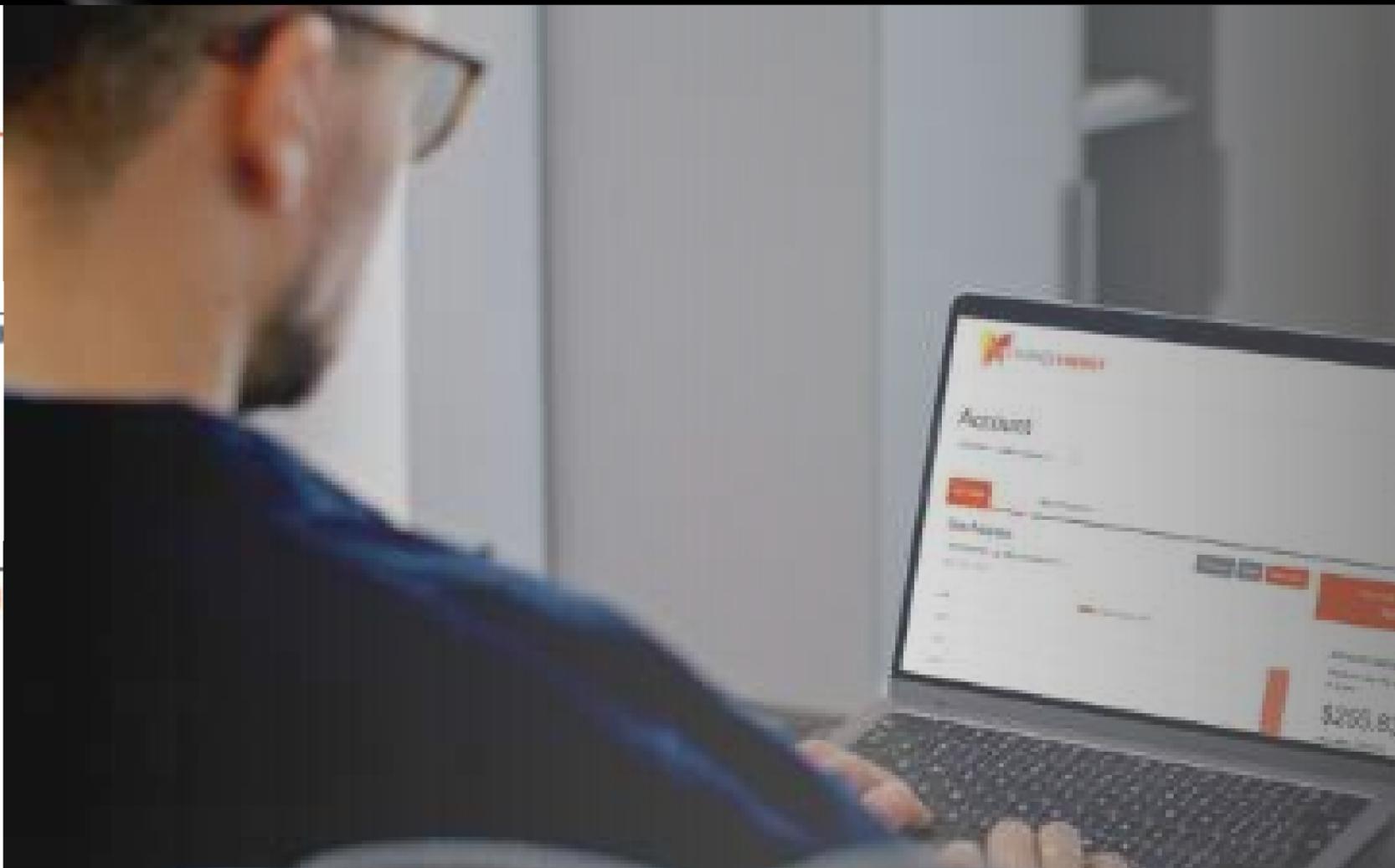
Statement	Billing Event	Date	Amount	Balance Carryforward	Late Payment Fee	
E3003	Statement	8/8/2025	\$2,862.14	\$0.00	\$0.00	Download
E3002	Statement	8/8/2025	\$3,075.71	\$0.00	\$0.00	Download

Use your preferred payment method to: **EFT / Credit Card**

Amount owing
Payments may take up to 3 business days to appear.
\$255.83
Due date: 23/08/2025

Site Address
0129456789 - 1 Test Lane, Testville 6000
May 2025

Site Address
0129456789 - 1 Test Lane, Testville 6000
May 2025



PORTAL FEATURES



Access and download invoices



Set up payment methods



Make secure payments online



Track your meter usage history

Questions?

