Change Energy

Batteries, Unlocking Savings for Business and Schools

Presented by
Geoff Gaston & Rod Littlejohn

Visit our website
www.changeenergy.com.au

Date
13 May 2026

Welcome

Todays Presentors

GEOFF GASTON
CEO OF CHANGE ENERGY

ROD LITTLEJOHN
COMMERCIAL MANAGER

To ensure the session runs smoothly, we kindly ask all participants to please mute your microphones until the Q&A portion of the presentation.

In the meantime, feel free to submit any questions in the chat as we go, or raise them during the Q&A at the end.

Please note, this session will be recorded, and a copy of the presentation can be provided upon request after the webinar.

Thank you for your cooperation and enjoy the session.

About Change Energy

Change Energy is a locally owned and operated Western Australian electricity retailer, supplying energy to WA Business since 2016. Backed by decades of industry experience, we understand the WA energy market and the needs of local businesses. **In 2026, we celebrate 10 years of operation.**

We don't just supply electricity - we deliver tailored solutions.

What Today's Webinar Will Cover

Brief overview of the Western Australia Electricity Market
How batteries (BESS) reduce costs
Real saving opportunies
Change Energy's first battery deployment video
Timeframe and rollout Process
How to Get Started

At the end of the webinar, there will be a Q&A opportunity if you wish to ask questions.

Current Market Landscape

How electricity pricing works in Western Australia

Electricity costs in Western Australia are made up of several components, not just how much energy you use. For most large users, the timing and pattern can have a significant impact on overall bills.

Key cost components

Capacity Charges
Charges based on peak demand usage when the grid is at its peak

Network Charges
Costs associated with transporting electricity through the grid infastructure

Usage Charges
The total amount of electricity consumed over time

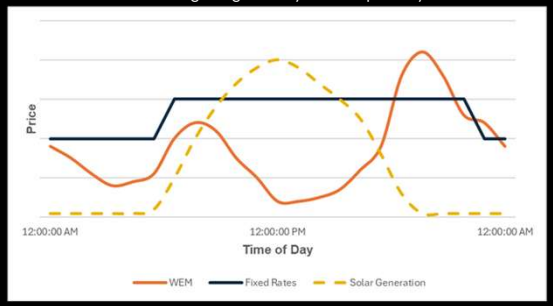
Why prices are increasing

- Rising wholesale energy costs
- Increased pressure on the electricity network
- Peak demand events driving higher system costs
- Greater variability in usage patterns (especially commercial sites)

Who is most impacted

- High consumption commercial businesses
- Schools with strong daytime load profiles
- Industrial users with large or sudden demand spikes

The WEM has changed significantly over the past 10 years.



Customers with high day-time use are exposed to peak/off-peak pricing in retail contracts

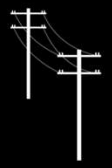
Costs are increasing

A Changing Generation Mix

The WEM remains a gas and coal generation market, though with the recent announcements of new renewable generation and the closure of coal generation at Collie, this will start to change. Gas prices are linked to international markets – and impacted by world events.

Keeping the lights on

The ERA has recently released its view of capacity prices for 28/29, an increase of 36% on the prior year. The increase is primarily driven by a change in storage duration requirements, costs for materials and labour installing a battery and a new fixed capital charge.



Transforming the grid

With an estimated build of $1.2billion for CEL-N and another $1.45billion announced for CEL-E and other network upgrades and extensions, the costs for shifting electrons around the grid (network charges) are only going to increase as Western Power seeks to recover the costs.

Rising Operational Costs

The market is starting to see the impact of the utility-scale batteries needed as we move away from coal. The cheaper day time prices are increasing, whilst the afternoon peak is flattening. This means a higher overall cost of energy.

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Introducing BESS

Battery
Energy
Storage
Systems

What is BESS

Battery Energy Storage Systems (BESS) help organisations reduce electricity costs by changing when and how energy is used.

How Batteries Reduce Electricity Bills

Capacity Charge Reduction

For many commercial and industrial users, capacity charges are a significant portion of their bill. By smoothing out spikes in energy usage and controlling peak demand, batteries directly reduce these charges—often delivering some of the most meaningful cost savings.

Key Benefit

Peak Shaving

Many electricity bills are heavily influenced by short periods of very high usage (peak demand). A battery can discharge during these spikes, reducing the maximum demand drawn from the grid.

Load Shifting

Electricity pricing can vary depending on time of use or system demand. Batteries store energy when it is cheaper (or when solar is generating) and discharge it during expensive periods, reducing reliance on grid electricity during peak pricing periods.

Emissions

BESS system play a critical role in reducing emissions and supporting the transition to cleaner energy. By enabling greater utilisation of renewable energy. These systems also store excess energy generated from onsite Solar (PV).

Batteries don't just reduce energy usage, they optimise when energy is used, resulting in lower peak demand and reduced overall electricity costs.

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Introducing MES

Managed Energy Services

What is MES?

At Change Energy, we're taking a different approach to energy - focusing on helping customers reduce their electricity costs, not just simply supplying energy. Our approach was to develop Managed Energy Services (MES), a customer-focused electricity supply model designed to reduce electricity costs and help businesses navigate rising prices and a changing energy market.

What we deliver

Cost optimisation strategies
Targeting major cost drivers like capacity charges.

Smarter Energy Solutions
Utilising technology

Tailored Advice
Based on your site's actual energy usage and load profiles

Why it matters

- Network and capacity charges are increasing faster than inflation
- The energy market is becoming more complex
- Businesses need more control, visibility and flexibility

Integrated Operation of BESS & MES

BESS and Change Energy's MES platform work together under an Electricity Supply Agreement (ESA) to deliver a fully integrated, performance-based energy solution. The BESS stores excess energy—from onsite generation or the grid—while our MES monitors, controls, and optimises its use in real time for maximum efficiency.

Change Energy is your electricity retailer, with MES providing an additional layer of intelligent energy management.

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Battery Install

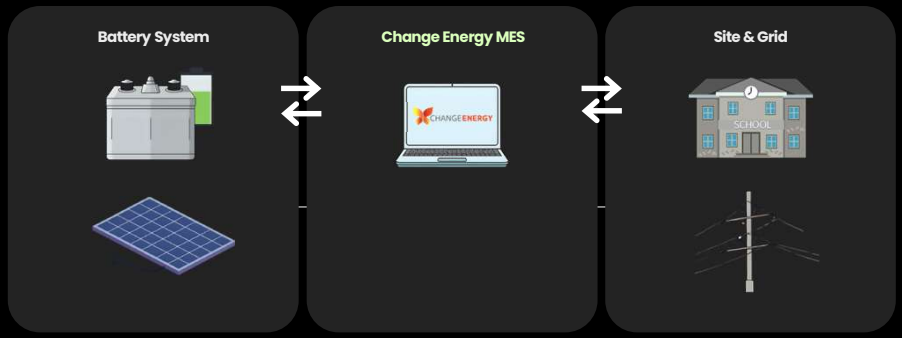
First Installation Complete

We've successfully deployed our first commercial industry battery here in WA for one of our valued customers, a huge step forward in how we support energy use.

Who Benefits Most

- Schools (daytime load management)
- Commercial buildings
- Industrial operations

How a Battery System Works



College in

WA Market Opportunity

Grid Pressure Increasing

- Growing demand on the network, particularly during peak periods
- More strain as we transition to renewables
- Higher costs associated with maintaining and supporting the grid

Incentives/ Evolving Energy Landscape

- Ongoing shift toward renewable energy generation
- Greater focus on decentralised energy (solar + storage)
- Changing tariff structures and pricing signals
- Increased emphasis on energy efficiency and demand management

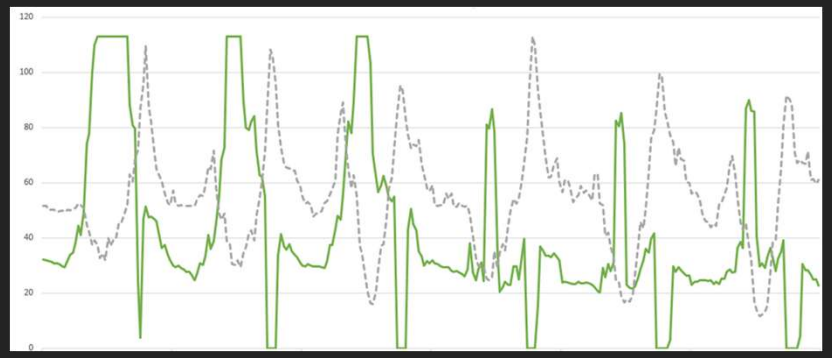
Battery Economics Improving

- Technology costs continuing to decline
- Better performance and longer system lifespans
- Stronger return on investment, particularly for high-usage sites
- More proven commercial applications and success stories

Early Adopters Gaining Benefit

- Cost savings from reducing peak demand
- Greater control over energy usage and exposure to price increases
- Competitive advantage through lower operating costs
- Ability to future-proof against further market changes

How You Save



Pre Battery WEM Price Post Battery

Capacity Charges

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

Network Charges

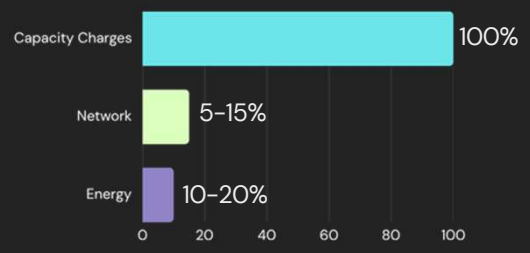
Covers the costs associated with transporting electricity from generation sources to end-users via the transmission and distribution network.

Energy Charges

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

Savings

Predicted savings from MES



Save up to 30% on your total electricity bill

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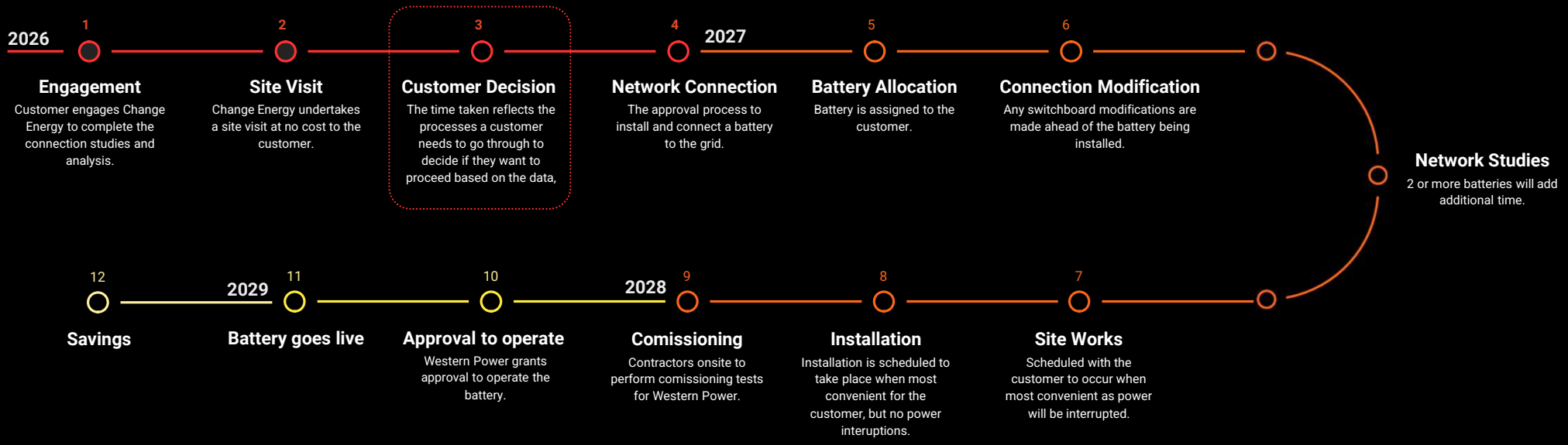
Predicted Project Timeframes



FAQ’s

Financials and Payback Periods

Typical Payback Periods:
<5 years

What impacts ROI:
Capacity and Network Charges

Funding Options:
Capex or Opex

Risk & Reliability

Maintenance Requirements:
Provided by separate contract

Monitoring and Support:
24/7 on Change Energy Platform

Safety Considerations:
3-way internal fire suppression system

System Lifespan and Performance

Battery Lifespan (years/cycles):
10 Years+ or 7,000 cycles

Warranty Coverage:
10 Years

Integration with Existing Sites

Disruptions during installation:
Up to 4-hour power outage during installation

Space/infrastructure requirements:
Site dependent - approx. 3m

IRCR = 60kw

Thank You
Q&A

Looking for more information or a tailored consultation?
Please email Rod at mes@changeenergy.com.au