



SMART
COMMERCIAL
ENERGY



THE ENERGY LANDSCAPE

2026 Update & Solutions

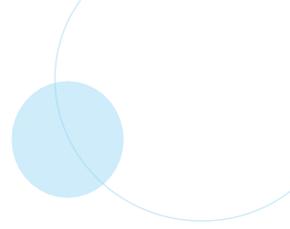
LAUREN HAMILTON

Head of Marketing & Partnerships
Smart Commercial Energy

KEALY DAY

Chief Technology Officer
Smart Commercial Energy

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CHANGING ENERGY MIX

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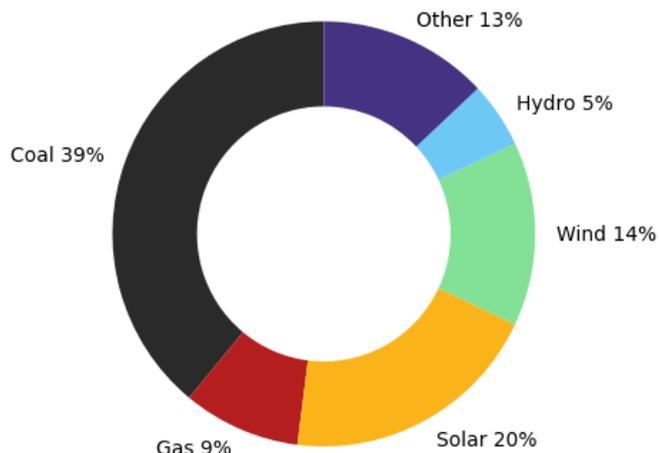
THE ENERGY MARKET

A CHANGING MIX

- With renewables now over 50% of supply, electricity prices are more volatile, making when you use energy as important as how much you use.
- As coal's share falls, evening peak prices are climbing which can drive a large part of a business's energy bill.
- With solar output now double that of gas, daytime electricity is structurally cheaper, making on-site solar a direct cost-reduction strategy for businesses.

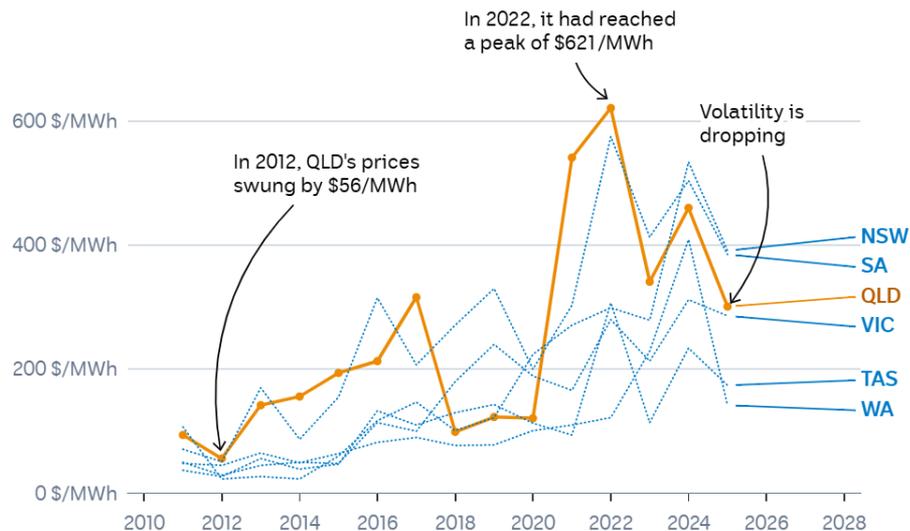
Sources:
Clean Energy Council
AEMO

NEM GENERATION MIX (DEC QTR 2025)



THE ENERGY MARKET

EXTREME PRICE SWINGS



Average 2-hour intraday spot price spread for the NEM by year.

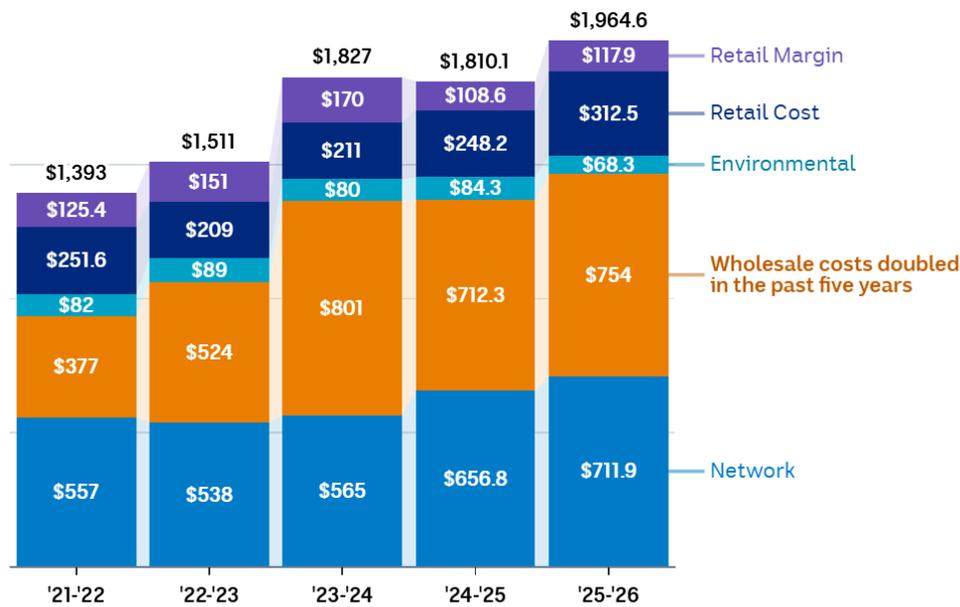
ABC News / Source: David Dixon, Rystad Energy / [Get the data](#)

- 1) Australia is the most volatile electricity market in the world according to analysts.
- 2) This is due to the very low (often negative) cost of daytime energy when solar is generating, vs. evenings when gas fires up.
- 3) The time you use energy matters more than ever – peak periods now drive your bill, with a few pricey spikes outweighing hours of cheap power.
- 4) Volatility is here to stay, and forecasts don't capture catastrophes (e.g. 2022). Independence is crucial.



THE ENERGY MARKET

PRICES UP, PREDICTABILITY DOWN

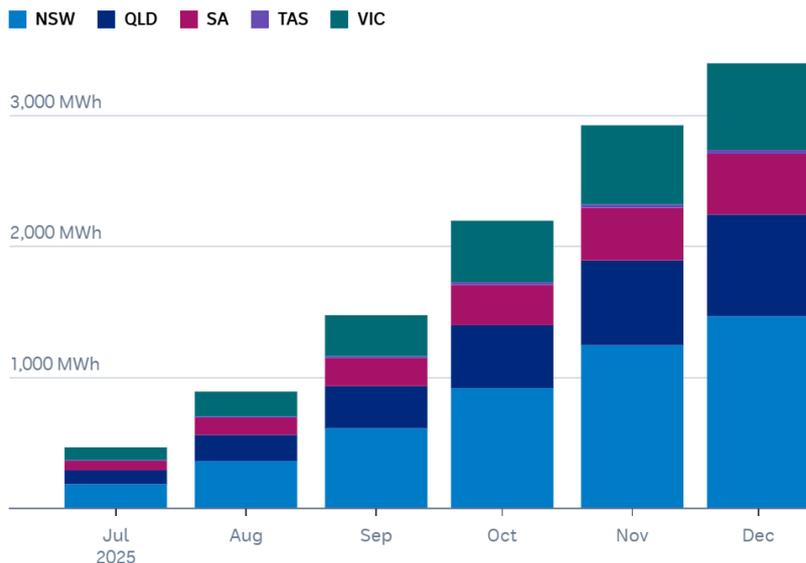


ABC News / Source: Josh Stabler, Energy Edge / [Get the data](#)

- Electricity bills have risen sharply, with wholesale energy costs roughly doubling over that period.
- The biggest cost increases are coming from wholesale electricity which is subject to market price swings.
- On-site solar and batteries target this wholesale portion, reducing your exposure to rising and unpredictable energy costs.



BATTERIES MOVING AT WARP SPEED



Source: AEMO / Get the data

- Grid-scale batteries are growing at record speed – about 17 GW is already online, with peak demand (what we need) around 24-25GW.
- Household batteries doubled national storage capacity in six months thanks to CBHP.
- Commercial-sized battery systems are already in typical business payback territory i.e. <5 years.



ROOFTOP SOLAR

GROUND-MOUNT SOLAR

BATTERY STORAGE

SOLAR CAR SHADES

TECHNOLOGY UPDATE



GLOBAL & LOCAL MARKET PRESSURES

AUD vs USD exchange rate, given almost all equipment is imported.

China's production and taxation policies, e.g., panel costs will increase by 9% in Q1 2026.

Equipment pricing, e.g., solar panel prices fell by 50% and batteries 20% in the past two years.

Prices on STC, LGC and VEECs (for Victorian-based businesses) fluctuate, changing how much rebates are worth.

Cheaper Home Batteries Program covers 30% of battery costs – reduces for commercial systems from May 1.

Variable wholesale electricity prices. Lower energy costs extend payback slightly for some business cases, but long-term savings remain strong.

Network and grid approval changes, e.g., relaxed connection rules for systems <200kW.



REBATES AND GRANTS UPDATE



01

CHBP (Battery)

- Provides a federal rebate of roughly \$350–\$400 per usable kWh of battery capacity.
- A typical 48 kWh commercial battery can receive around \$15,000–\$20,000 in support.
- The rebate for large batteries (28kWh+) drops by about 50% after 1 May 2026.



02

Deemed VEECs

- Provides an upfront payment of roughly \$3,000–\$6,000 for a typical commercial-scale battery.
- The full value is claimed at installation, not over multiple years.
- VEECs can be stacked with CBHP and STCs, increasing total support by several thousand dollars.



03

STCs & LGCs

- STCs for smaller systems currently sit around \$35–\$40 per certificate.
- A typical commercial solar system can generate 100s – 1000s of STCs, worth tens of thousands of dollars upfront.
- STC volumes reduce every year until 2030, meaning the value shrinks annually.





ROOFTOP SOLAR

- Australia now has **28.3 GW of rooftop solar** across 4.3 million systems, one of the highest in the world per-capita.
- **Network constraints** are tightening in rural areas, making behind-the-meter solar one of few reliable ways to secure additional power capacity without major network upgrades.
- Commercial solar pricing has stabilized, with typical installed costs now around **\$0.90-\$1.20 pw for mid-scale** rooftop systems.

AVERAGE COST \$/W

80c - \$1.20

AVERAGE INSTALL TIME

5 Days/100kW

LARGEST SYSTEM

3.2MW





GROUND-MOUNT SOLAR

- Farms without viable roof space are increasingly turning unused paddocks, field edges or upproductive land into energy assets.
- **Single-axis trackers** are entering mid-scale projects, boosting output by 15-25%.
- New **pre-engineered racking** systems are cutting install times and lowering ground-mount costs.

AVERAGE COST \$/W

75c - \$1.15

AVERAGE INSTALL TIME

10 Days/100kW

LARGEST SYSTEM

5MW





SOLUTIONS

BATTERY STORAGE

- **183,000+ batteries** were installed in the second half of 2025 alone in Australia.
- Australia's battery attachment rate is now **1 in 4 new solar systems**, up from well under 1 in 10 a few years ago.
- Battery sales surged as rooftop solar slowed, marking a clear shift from generation to storage in the market.

AVERAGE COST \$/Wh

\$700 - \$1,400

LARGEST SYSTEM

4.4MW

TOTAL CAPACITY INSTALLED

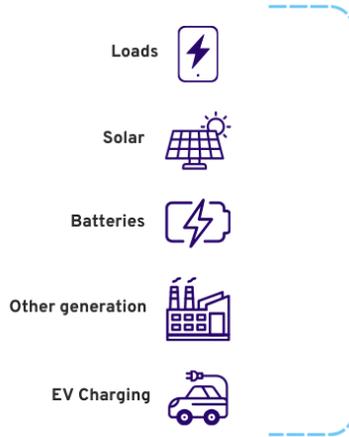
18MW



HOW BATTERIES MAKE – AND SAVE – MONEY

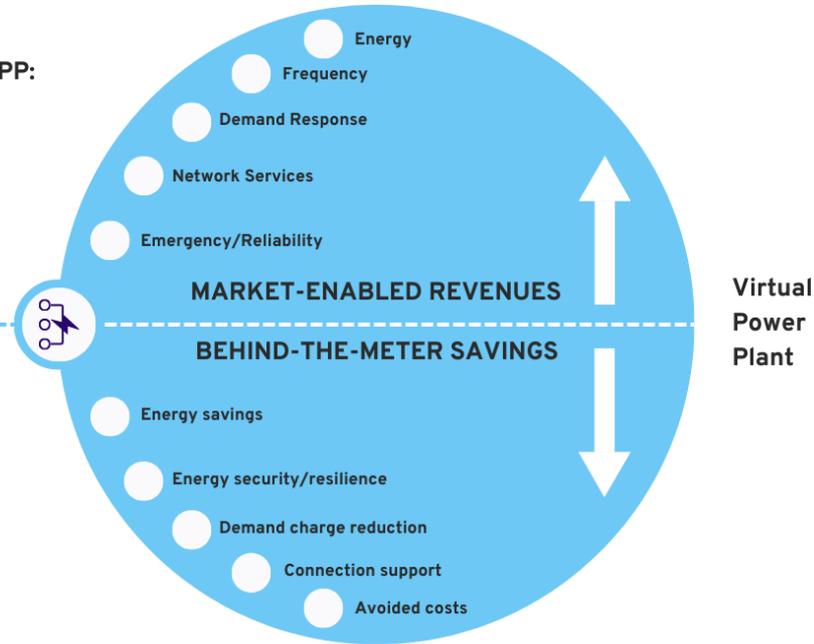
FROM LEP:

Latent Energy Portfolio



TO VPP:

VPP



PowerSync connects distributed energy resources to electricity markets, delivering less expensive, more reliable, and more sustainable electricity, and more value to customers.





SOLAR CAR SHADES

- Installed costs have fallen to ~\$3.20 pw, making solar car shade costs comparable to a shade sail cover + separate rooftop solar system.
- Modular, pre-fab structures have sped up installation and reduced site disruption considerably making planning simpler.
- Modern solar car shades can integrate solar, batteries, EV charging, LED lighting and CCTV in one system.

AVERAGE COST \$/W

\$2.80 - \$3.50

LARGEST SYSTEM

750kW

AVERAGE INSTALL TIME

10 Days/ 100kW



SMART ZERO CARBON ACCOUNTING

POWER PURCHASE AGREEMENTS

SOLAR FINANCE

THE NUMBERS



CARBON ACCOUNTING

WHY TACKLE YOUR EMISSIONS?



COMPETITIVE EDGE

Measuring emissions demonstrates **environmental responsibility**, which can attract customers, partners, and investors who **prioritise sustainability**.

COST SAVINGS

By identifying inefficiencies, businesses can **reduce energy consumption**, leading to **lower operational costs** and improved profitability.

COMPLIANCE

As Australia tightens regulations, **measuring and reporting on carbon emissions is becoming mandatory** for larger businesses.

SUPPLY CHAIN PRESSURE

For e.g., Coles has a target of **75% of their suppliers** having science-based **emissions reduction targets** by the end of FY27.





SERVICES

SMART ZERO

Smart has partnered with [NetNada](#) to bring you world-leading [carbon accounting](#) software, tailored to your reporting needs.

With packages starting at just [\\$5,000 pa](#), our Smart Zero platform seamlessly integrates with your accounting software AND your solar monitoring equipment to present all your sustainability info in one user-friendly dashboard.

So, you can tackle carbon reporting with ease, the Smart way.



"I couldn't believe how easy it was to use and how quickly we had a professional carbon report. I highly recommend it to businesses who are serious about their carbon commitments but don't know where to start!"

ADRIAN, HEAD OF PARTNERSHIPS APAX
YELLOWBOX



SERVICES

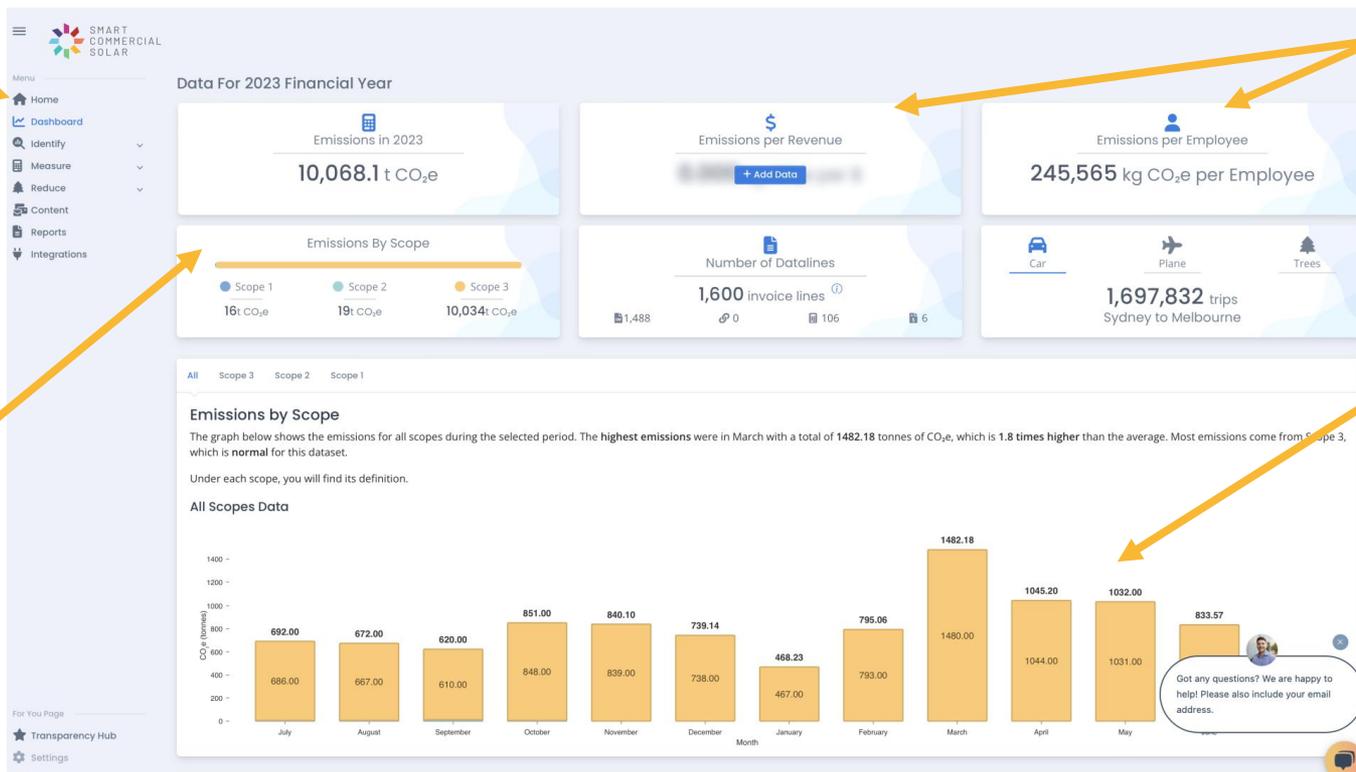
SMART ZERO DASHBOARD

YOUR EMISSIONS DATA, ORGANISED

Navigate to the Identify, Measure, Reduce and Report tabs to find the info you need

EMISSIONS BY SCOPE

See your emissions broken down into Scope 1, 2 and 3



EMISSIONS PER REVENUE & PER EMPLOYEE

Easily compare how you're tracking with industry norms

EMISSIONS BY MONTH

Total emissions for each month across a 12-month period



PROCUREMENT

PAYMENT OPTIONS



01

CAPEX

Paying upfront can deliver **the fastest return on investment** and allow you to take ownership of your solar assets.

This option is suitable for businesses with **available capital or access to low-cost capital**.



02

PPA

A Power Purchase Agreement (PPA) is a contract to **purchase solar energy at a fixed rate**, which is becoming an increasingly popular procurement method.

This method is **\$0 upfront**.

Most Popular



03

PAYMENT PLAN

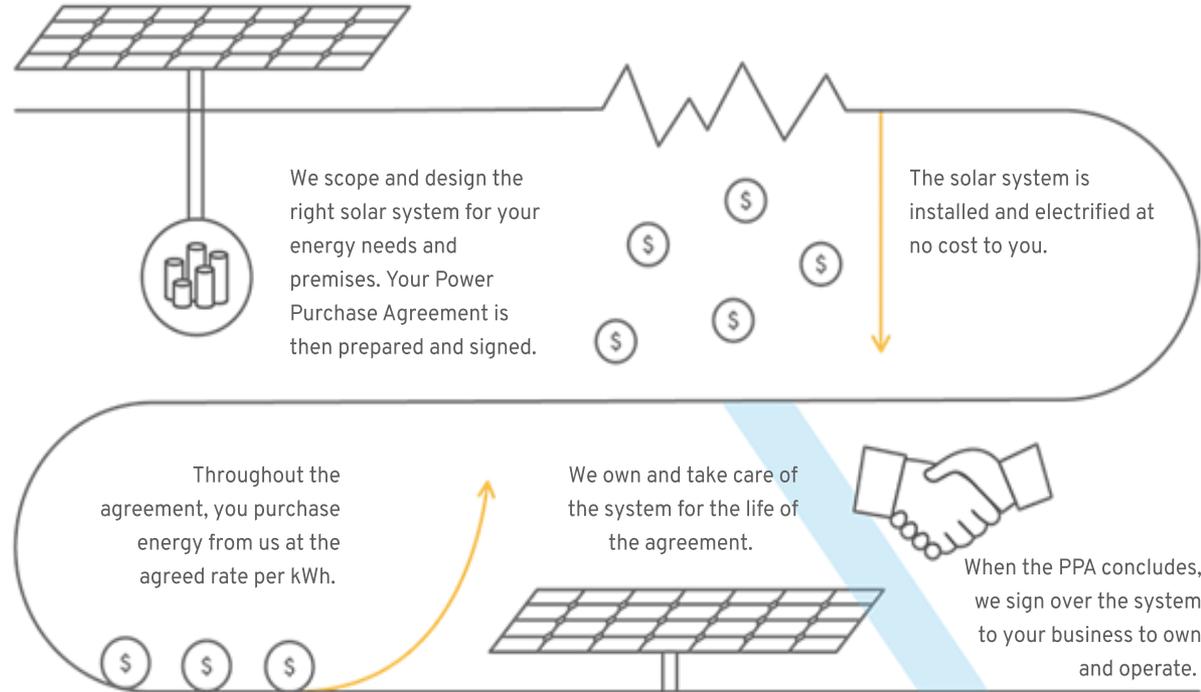
A payment plan **removes the upfront capital requirement** of a solar system and spreads the cost over **7-10 years**.

This option can deliver a cash flow positive outcome from day one.



PROCUREMENT

HOW DOES A PPA WORK?





CASE STUDIES



CASE STUDY

TAMBURLAINE ORGANIC WINES



LOCATION

Pokolbin, NSW

INDUSTRY

Food & Bev

SOLUTION

70kW Rooftop Solar

- ~102MWh annual generation
- -66t CO₂ emissions annually
- ~\$160,000 savings per year
- Contributed to 53.4% reduction in total energy use



CASE STUDY

STONE & WOOD



LOCATION

Byron Bay, NSW

INDUSTRY

Food & Bev

SOLUTION

80kW Rooftop Solar

- High profile site in Byron Bay
- Reduces grid supply by 43%
- 3.5 Year payback
- Worked around strict operational requirements



CASE STUDY

KRISPY KREME



LOCATION

Huntingwood, NSW

INDUSTRY

Food & Bev

SOLUTION

100kW Rooftop Solar

- 1.1MWh in daily generation
- 90% self-sufficiency overall
- Long-term energy partnership
- Meets sustainability goals without impacting operations





THANK YOU FOR YOUR TIME AND ENERGY

Smart Commercial Energy
Suite 6.01, 2 Elizabeth Plaza
North Sydney, NSW 2060

02 9057 9710
smartcommercialenergy.com.au
contact@smartcommercialenergy.com.au

@smartcommercialenergy on all platforms

