SCALE GRX
Growth • Resilience • Execution

# Pay less for energy. Start with your bill.

Independent energy procurement, contract optimisation and energy management for Australian multi-site and regional businesses. You get the expertise of a national advisory firm, without the overheads or the retailer commissions.

### Energy procurement

Competitive tenders across retailers, timed to the market, bundled or unbundled.

### Contract & tariff optimisation

The network, metering and contract charges most brokers never touch.

### Energy management

Usage & spend reporting, benchmarking and monthly bill validation.

WHO WE WORK WITH

Fuel & convenience · Supermarkets & grocery · Pubs, clubs & hospitality · QSR & franchise networks · Agribusiness & cold storage · Retail & warehousing · Councils & community

**~20 yrs**
in the Australian energy market

**$750k+**
a year in savings identified across five multi-site portfolios

**$109k**
a year saved at one regional QLD site, validated on the bill

**100%**
independent: no retailer affiliations

WHO WE ARE

# Two decades on every side of the energy bill

Scale GRX was founded by **Tony Wang**, an energy manager who has worked for a retailer, a global advisory firm and an energy data platform. That means we know how retailers price, how networks bill and where the savings hide.

CEM: Certified Energy Manager

CMVP: Measurement & Verification

NABERS Accredited

NABERS Accelerate panel

- **Energy retail: Shell Energy**
  Commercial & industrial pricing and contracts from the retailer's side
- **Global advisory: Schneider Electric**
  Managed national supermarket and grocery-wholesale energy portfolios
- **Energy data & procurement platform**
  Senior customer success across ~9 major C&I portfolios, from 23 to 350+ sites
- **NABERS Accelerate panel**
  Contributed to the latest NABERS Retail and Warehouse rating tools

WHAT WE DO

### 01 Energy procurement

- Electricity & gas tenders to all suitable retailers
- Market timing using daily ASX futures tracking
- Bundled vs unbundled (network pass-through) modelling
- Multi-site and SME aggregation
- Renewables, LGCs & PPA advice

### 02 Contract & tariff optimisation

- Network tariff and demand reviews
- Contestability: moving off regulated prices
- Metering (DMA) consolidation
- Roll-ins, ghost NMIs and billing errors
- Invoice validation and recoveries

### 03 Energy management

- Usage & Spend reporting, site by site
- Cost and energy benchmarking across networks
- Monthly bill validation
- Contract renewals and budget forecasts
- NABERS, emissions and climate reporting support

HOW WE COMPARE

| | TYPICAL NATIONAL ADVISORY OR BROKER | SCALE GRX |
|---|---|---|
| **Who does the work** | Account manager, analysts behind them | **A certified senior energy manager, start to finish** |
| **Scope** | Usually the energy rate only (about half the bill) | **Energy, network, metering and contract (the whole bill)** |
| **How we're paid** | Retainers or retailer commissions built into your rate | **Free review, then fixed or savings-based fees. No hidden commissions** |

THE REGIONAL QUEENSLAND OPPORTUNITY

# Regional Queensland businesses on Ergon are often paying more than they need to

In regional Queensland, most businesses buy from Ergon Retail at regulated "notified" prices. Sites using **over 100 MWh a year** (roughly $30k+ in electricity) can move to a competitive market contract. The Ergon network and your poles and wires stay exactly the same; only the retailer and the price change.

The catch is that every site is different. Zone, network tariff, meter type and how close you sit to the threshold decide whether a move saves money or costs money.

**~60%**

of an unbundled regional QLD business bill is network charges, the part most brokers leave untouched.

## Case study 1: Fuel terminal, North Queensland (2 meters)

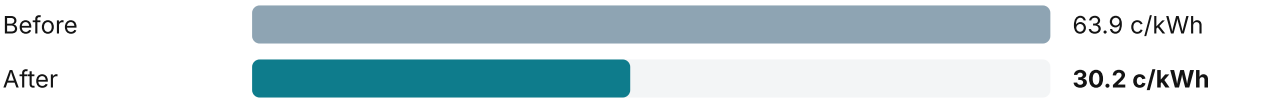
VALIDATED

A national fuel retailer's regional terminal was paying nearly double the expected rate. We identified the cause, had the billing corrected and validated the saving on the next month's invoice.

**63.9 → 30.2**
effective c/kWh, before vs after

**$109,416**
annual saving, validated on the bill

**+$15,200**
further saving a year identified by unbundling the same two meters (~9%)




## Case study 2: Two service stations near 100 MWh

OPPOSITE RESULTS

Two of the same retailer's sites in the Ergon East zone each used about 100 MWh a year at around 33 c/kWh. We modelled both on a fully costed market contract: network tariff, energy, regulated, environmental, metering and retail charges.

| SITE | ANNUAL SPEND | CURRENT C/KWH | MARKET CONTRACT RESULT | ADVICE |
|---|---|---|---|---|
| Service station A | $28,886 | 33.1 | **−23% (save $6,657/yr)** | Move |
| Service station B | $34,310 | 32.3 | **+17% (cost $5,733/yr more)** | Stay |

Across the retailer's first 13 Ergon meters, 7 were recommended to move (saving **$31,568 a year**, 8.5% of $406k spend). The other 6 were advised to stay, including one western-zone site where switching would have **nearly tripled** its bill. A further 21 sites ($1.43M a year) are now being reviewed.

Client names withheld. Figures come from billing and interval data; case 1 is verified on the bill, case 2 is modelled. The large-customer threshold is set in Queensland law at 100 MWh. A proposal to lift it to 160 MWh is under discussion, with no decision yet.

HOW WE WORK

# A clear four-step process, starting with a free review

**1**

### Free review

Send your latest bill and estimated 12-month spend. We check your contract, tariff and eligibility.

**2**

### Usage & Spend report

Site-by-site rates, benchmarks and billing anomalies, with dollar savings for each.

**3**

### Fix & tender

We run the tender, negotiate terms, correct tariffs and metering, and manage the switch.

**4**

### Manage & verify

Ongoing bill validation, contract renewals and verified savings.

### Who we help

- Regional QLD businesses using 100 to 300+ MWh a year
- Pubs, clubs, supermarkets, fuel, agribusiness and cold storage
- Multi-site retail, QSR and franchise networks
- Councils, schools and community facilities

### What you can expect

- An answer on whether you can leave Ergon notified prices
- Savings in dollars, not percentages of a guess
- No-obligation advice, even when the answer is "stay"
- One senior point of contact throughout

FREE ENERGY REVIEW

## Find out what you should be paying, at no cost

**1. Your most recent bill**

A PDF or photo of the latest electricity bill for each site.

**2. Estimated 12-month spend**

A rough annual figure is fine. We'll confirm it from your data.

- We reply within a few business days with findings and next steps.
- Your data is used only for your review and never shared with retailers without your OK.


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