



# Participate in the Next Gen PPAs Program to 2030

A new energy purchasing and management program for industrial and commercial energy buyers

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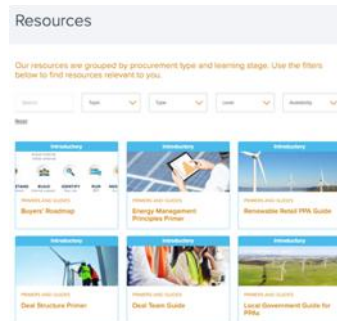
# About Business Renewables Centre Australia

Business Renewables Centre-Australia (BRC-A) is Australia's peak renewable energy contracting initiative. We provide independent training, connection and fundamental 'how to' resources to companies seeking to decarbonise their business through renewable energy procurement, especially via PPAs. We have been helping industry to better understand buying options, Australian energy markets and policy since 2018, and helping business to invest in renewable energy projects.

We are a not-for-profit initiative. We train and support corporate and government energy buyers, project developers and professional service providers seeking to driving industry towards sustainable energy use and net zero emissions. Over 90% of all PPAs executed to date have involved a BRC-A member company.



Training & facilitation



Templates & Guides



Connection



Consultant lists



Markets & policy

To find out more visit: [www.businessrenewables.org.au](http://www.businessrenewables.org.au)



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ARENA



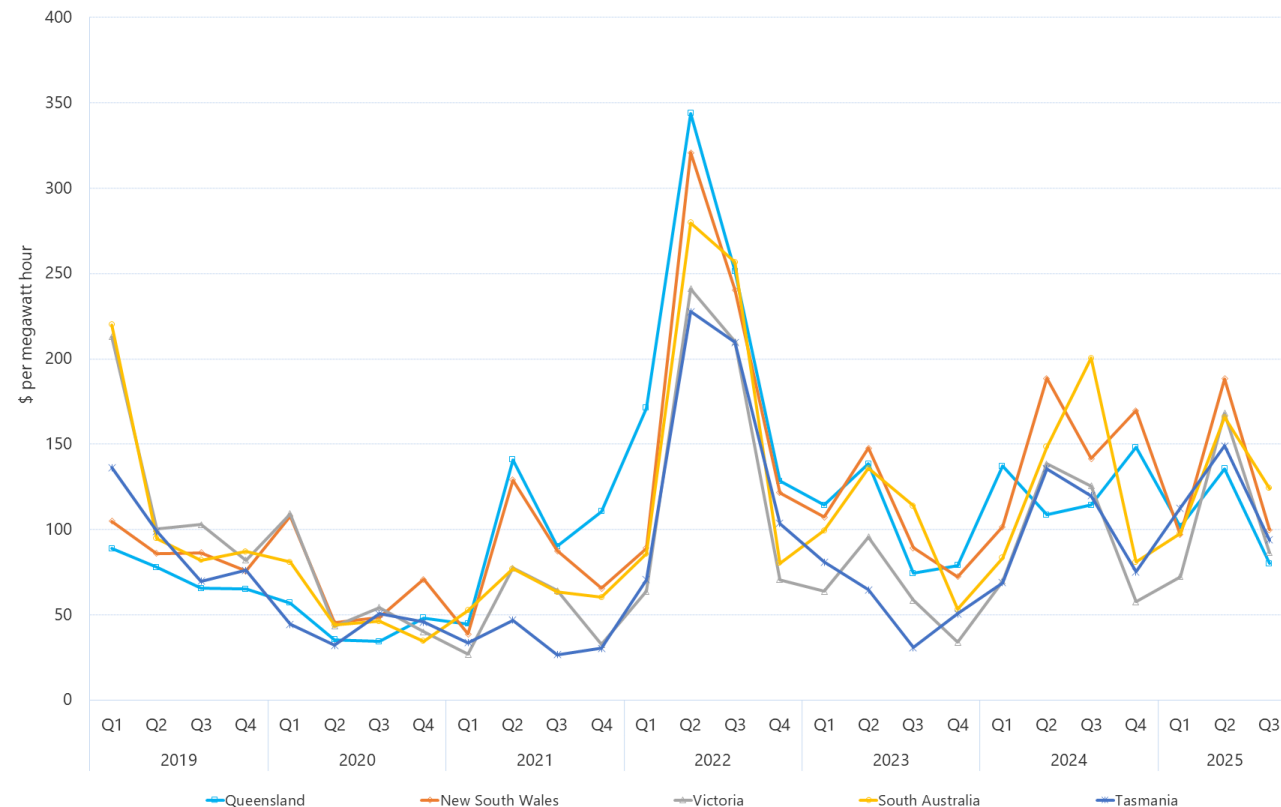


# Current PPA Market

## Why contract renewables?

### Market volatility

- Over the next 5-10 years, energy price volatility is expected to continue due the planned closure of 11 GW of coal-fired assets across NSW, Qld and Vic by 2029, and a range of other domestic and international factors.
- While wholesale electricity prices, futures and LGC costs are currently low, history (graph) tells us that market volatility is likely to continue. PPAs protect businesses against price shocks and volatility.



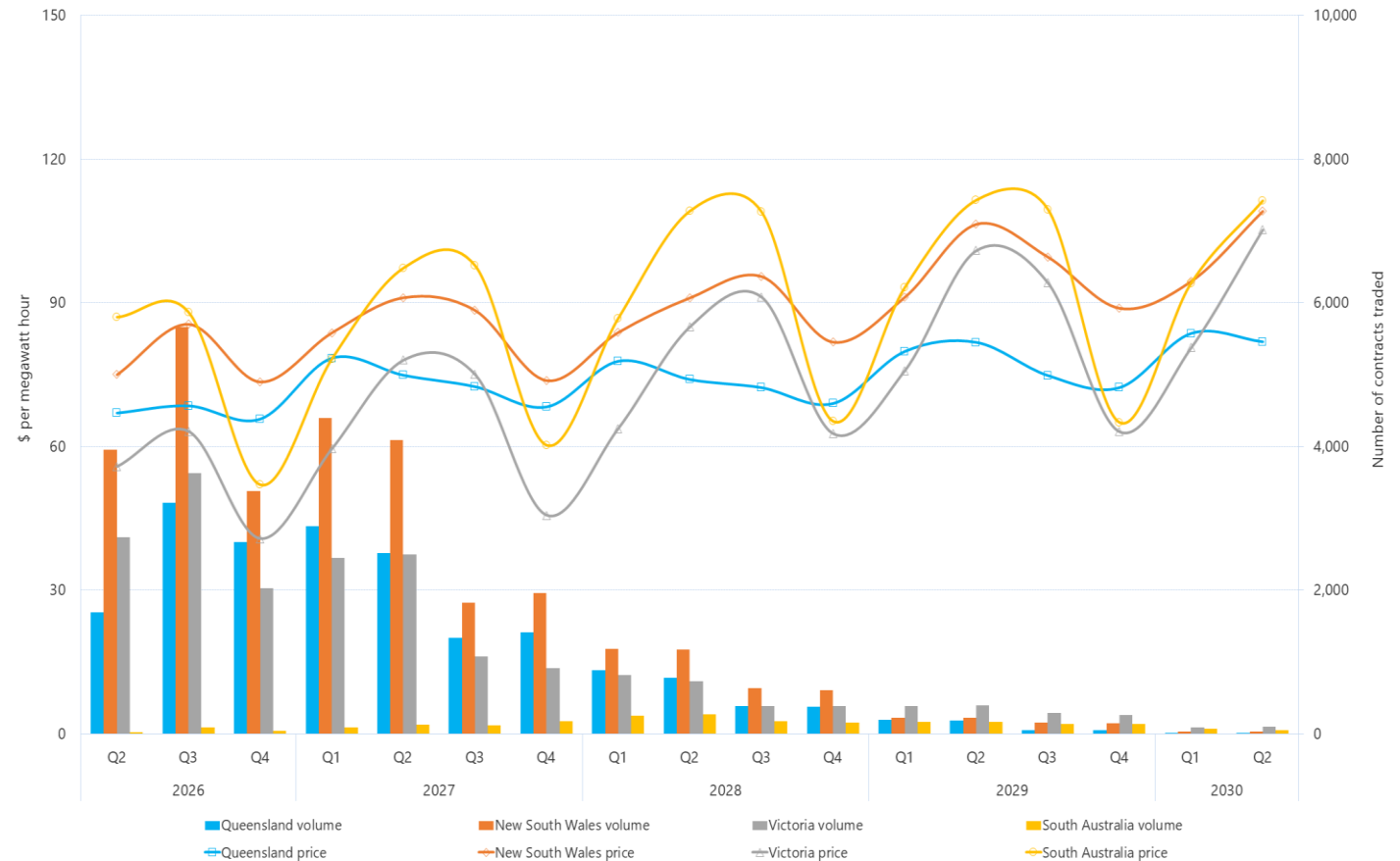
Electricity price volatility across the NEM to 2019 - 2025. Source: Australian Energy Regulator, 2026.



# Current PPA Market

## Energy prices expected to rise

- AER expects prices to rise steadily to 2030 (graph), and by 2035 [AEMC and AEMO expect](#) wholesale electricity prices to rise by around 30% ([AMEC, 2025](#)).
- A rush to contract in 2028 due to corporate sustainability commitments for 2030, in 2027/8 we expect to see a rush by business to purchase renewable electricity to meet 2030 targets.
- May result in reduced availability and higher renewable electricity and REGOs pricing, which may be avoided by purchasing sooner.
- Currently: Retail PPAs are delivering a cost saving of 5-10%.

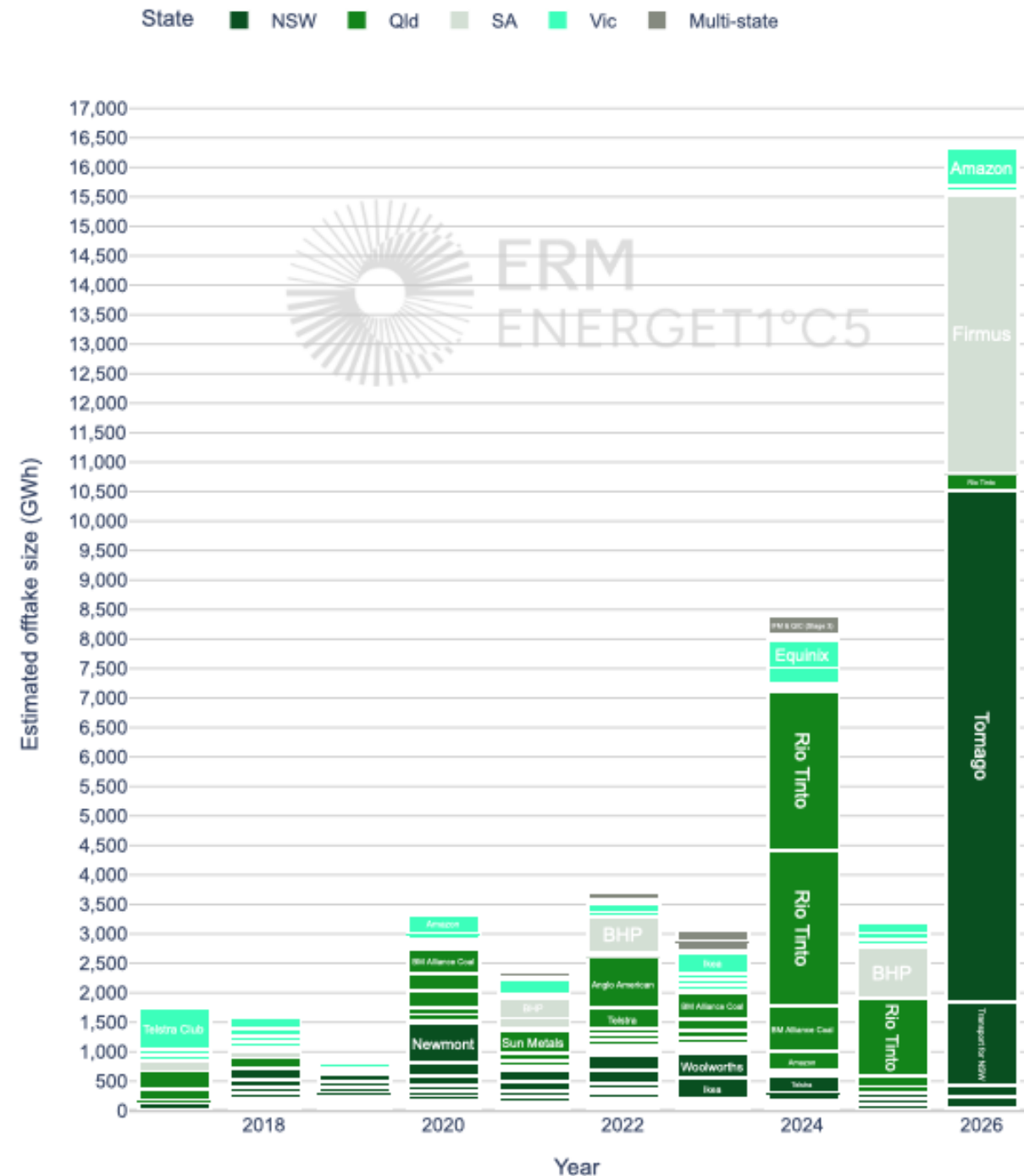


Quarterly base futures prices (and volumed traded)  
Sept 2026. Source: Australian Energy Regulator,  
2026.

# Who is buying renewable electricity via corporate PPA?

## Who is doing renewable PPAs:

- Biggest year yet for Corporate PPAs. In 2026, key buyers include Amazon (9 PPAs), Firmus, Tomago Aluminium, NSW Transport and others
- Market is dominated by large PPAs by large corporate energy buyers.
- Corporate buyers and public sector buyers leading the way.
- Buyer demand for corporate PPAs has continued across the various price cycles of recent years. According to our annual [State of the PPA Market Report 2025](#), driven by sustainability goals.
- For detail on the graph (right), visit and hover over each bar: <https://businessrenewables.org.au/corporate-ppa-deal-tracker/>



# Beyond PPAs: Rise in energy innovations that accelerate industrial decarbonisation, reducing energy costs and emissions



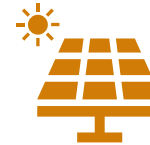
## Demand flexibility

Changing buyer demand profiles and load shapes can de-risk wholesale exposure by increasing time matching to front of meter renewables.



## Electrification & thermal storage

Investment in electrification and thermal storage will be fundamental to Australian industry decarbonisation. Favourable PPA contract terms support electrification viability.



## Behind-the-meter renewables and storage

BTM renewables and storage to enable BTM renewables and storage can be complemented by PPAs for remaining demand in a portfolio approach to electricity purchasing and decarbonisation.



## True-zero (24/7 matching) & digital purchasing

Time-matching is becoming a goal for large energy users (e.g. Google), especially where sustainability compliance or brand reputation depends on renewable energy claims.



## Supply chains

Corporate PPA buyers can negotiate better terms for themselves and their suppliers/clients as sources of Scope 3 emissions.



## Firming

Batteries and contractual firming options present an opportunity to reduce price exposure of traditional PPAs when supply and demand don't align. New PPAs need to support emerging firming approaches.



## Precinct REZ & distributed energy

An emerging option for industrial precincts, especially in regional areas. This model maximises solar generation onsite and offers opportunities for buying and selling at the precinct level.



## Embedded networks

Opportunities to support industrial (and potentially residential) renewable energy purchasing for embedded networks reducing emissions and energy costs to common areas.



# Next Gen PPAs Program to 2030

## Increasing big business access to low-cost, renewable electricity

### What is it?

- A New National Integrated Renewable Energy Purchasing (Next Gen PPAs) Program for Australian commercial & industrial facilities.
- Six buyers' group procurement processes (e.g. PPAs) for industrial and commercial companies to 2030.
- Support for large energy user companies to reduce carbon emissions low-cost, renewable electricity.
- 'Next Generation' PPAs that integrate energy management options (such as electrification, demand flex, BTM storage, etc) into the electricity purchasing contract – to deliver additional savings.

### Why are we doing this?

- Support for Australian commercial & Industrials to gain better access to cheaper, greener electricity.
- Accelerate electricity (Scope 2) decarbonisation; support for

electrification business cases & integration of energy management innovation.

- Opportunity to deliver genuine benefits to regional communities.
- Funding (ARENA, RACE for 2030 & BRC-A/UTS) for 80% of the program costs. Participating organisations will only pay the remaining 20% of costs, due in the latter stages of the Program.

### Who can participate?

Large industrial & commercial large energy buyers, especially companies with regionally based operations, seeking to reduced electricity pricing and to address:

- Electricity (Scope 2) emissions via renewable electricity purchasing; and/or
- Combustion process (Scope 1) emissions, such as via thermal storage or electrification; and/or
- Supply chain (Scope 3) client / supplier emissions, working with companies in their supply chain, industry or region of operations.

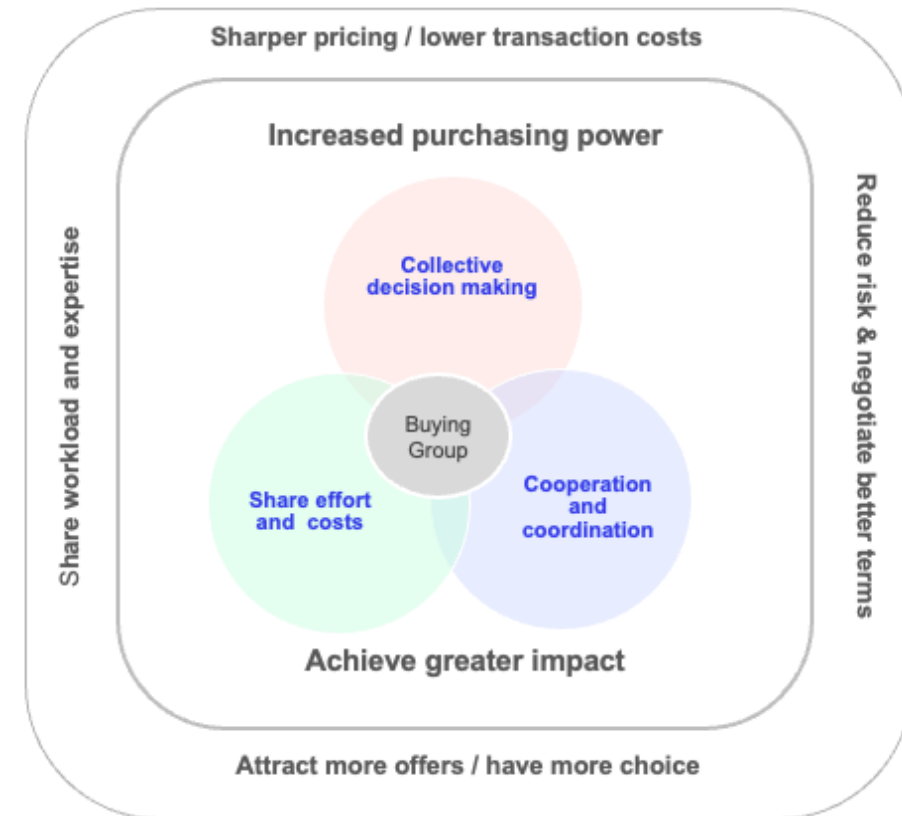


# Next Gen PPAs Program to 2030

## How do buyers' groups give you to access better pricing?

Buyers' groups can better energy pricing and management due to:

- **Volume.** Larger, aggregated electricity loads can increase purchasing power, reduce risk and transaction costs to deliver sharper pricing.
- **Matching.** Group purchasing offers more opportunity for load flexibility and demand-supply matching to deliver access to better pricing.
- **Timing.** Larger loads have access to projects in the earlier stages of development, which offers better pricing and additionality.
- **Innovation.** Energy management innovations like demand flex and thermal storage can be tested in a lower risk group setting.
- **Confidence.** Participants gain confidence by working together.



Source: City of Melbourne MREP Buyer's Group project.

# Buyers' groups



## IFM Investors & QIC

- Partnership: Two of Australia's largest infrastructure Funds Managers for a multi-stage PPA.
- Over 550 GWh pa renewable electricity support.
- Stage 1: Melbourne Airport, NSW Ports, Southern Cross Station, Ausgrid, Nexus Hospitals, NorthWestern Roads Group's WestLink M7 and Transurban's CityLink.
- Stage 2: Brisbane Airport.
- Stage 3: Sydney Airport, Adelaide Airport, PRP Diagnostic, Imaging, Port of Melbourne, Lochard Energy, Nexus, Hospital, Healius Limited.
- Supporting multiple renewable energy development projects.

*"This significant renewable energy program marks an important step for IFM's assets and our own commitment to target net zero emissions for Scope 1 and 2. Importantly, it provides a blueprint to help more infrastructure assets switch to renewable energy and accelerate the sector's emission reduction efforts."*

- Michael Hanna, IFM Investors Head of Infrastructure Australia.



# Buyers' group



## Industrial supply chain PPA: Lion Co Brewery & AHA

- Lion anchored deal, which enabled Australian Hotels Association (AHA) members pubs and clubs to join later.
- 10-year Retail PPA with Engie/Simply Energy commencing 2020.
- First supply chain PPA in Australia.
- Decrease from 11.5c per kWh to 6.9c per kWh means AHA members are expected to increase savings by 40% per annum.
- 120 MW Silverleaf Solar Farm, NSW.

“We have adopted a Science Based Target commitment to reducing carbon emissions by 55% by 2030 from our 2019 baseline.

We established a ‘whole brewery’ carbon reduction approach including energy efficiency, biogas utilisation, rooftop solar and renewable energy power purchase agreements (PPAs) through to providing brewer’s grain to farmers to reduce livestock emissions. By 2025 we’ll be using 100% renewable electricity to brew all our beers. ”

Read more: <https://www.lionco.com/2019/10/04/schooners-of-sunshine-worlds-first-industry-scale-aggregated-ppa/>



# Buyers' group case studies



## Regional industrial PPA: Barwon Renewable Energy (BREP)

- Geelong Port, Barwon Water and Barwon Health buyers' group.
- 68 GW hr pa offtake from Acciona Australia Energia's 3MW Mount Gellibrand Windfarm, near Birregurra, Vic.
- 10-year PPA executed in 2022.
- Shared goal for 100% renewable electricity and producing net zero emissions via a power purchase agreement (PPA) with a local wind farm.
- Read more: <https://geelongport.com.au/news/geelongport-using-100-renewable-energy-from-1-december/#:~:text=Through%20this%20partnership%20we%20have,be%20Australia's%20most%20sustainable%20port.>



# Buyers' groups case studies

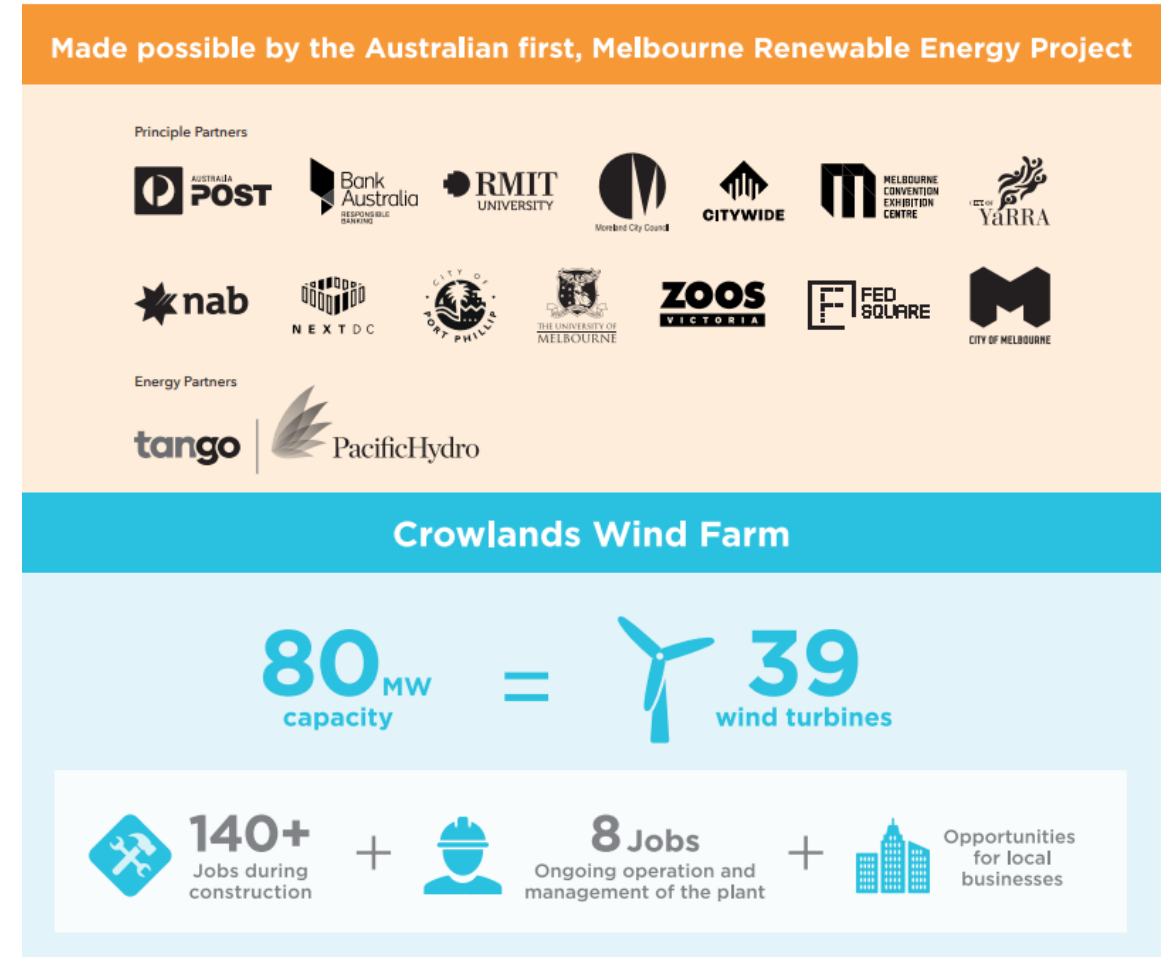


## Melbourne Renewable Energy Project 1

- An Australian first - delivered in 2018.
- City of Melbourne led group of 14 companies, including councils, universities, cultural organisations, corporates.
- 88 GWh pa total offtake.
- 10-year contract with Tango Energy (Pacific Hydro retailer).
- 80 MW Crowlands Wind Farm VIC.

## Melbourne Renewable Energy Project 2

- Collaborative attitude was an absolute must.
- Led by City of Melbourne.
- 10.5-year Retail PPA with Tango.
- Contracted 110 GWh per annum.
- Yaloak South wind farm & 5 other Victorian wind assets.
- Buyers; Cbus Property, Citywide Asphalt, Deakin, RMIT University, Fulton Hogan, ISPT, Mondelēz International.



# Next Gen PPAs Program to 2030

## What will participating businesses receive?

- Funding up to 80% of participation costs paid for by the Program for energy advisory, legal advisory, facilitation, reports and PPA tender process.
- An expert-facilitated renewable energy PPA procurement process.
- A Load Assessment & a Baseline Energy Management Priorities Report.
- A renewable energy purchasing contract offer\*.
- Integration of 'Next Generation' energy management .
- Work with other leaders of Australian industry to decarbonise together.

*\*Note:* Participants will not be obligated to accept any PPA offers received.





# Industry interest, costs & timing

## About the groups

Groups are now forming, and may be formed based on any of the following:

- Region or location-based (industrial precincts).
- Industry or related industries.
- Supply chains (up- or down-stream).
- Aligned goals/timing.

To date, we have received over 100 expressions of interest and support, including from industrial and commercial companies and some of Australia's largest energy users (including numerous NGERs Reporting companies), in the following sectors:

- Food production – meat, dairy & grains, fruit & vegetables, beverages.
- Transport & logistics.
- Major retail & fast food.
- Construction & building materials.
- Commercial property & property management including Industrial precincts and stadiums/entertainment.

- Water utilities.
- Healthcare.
- Infrastructure & heavy industry including chemicals manufacturing.

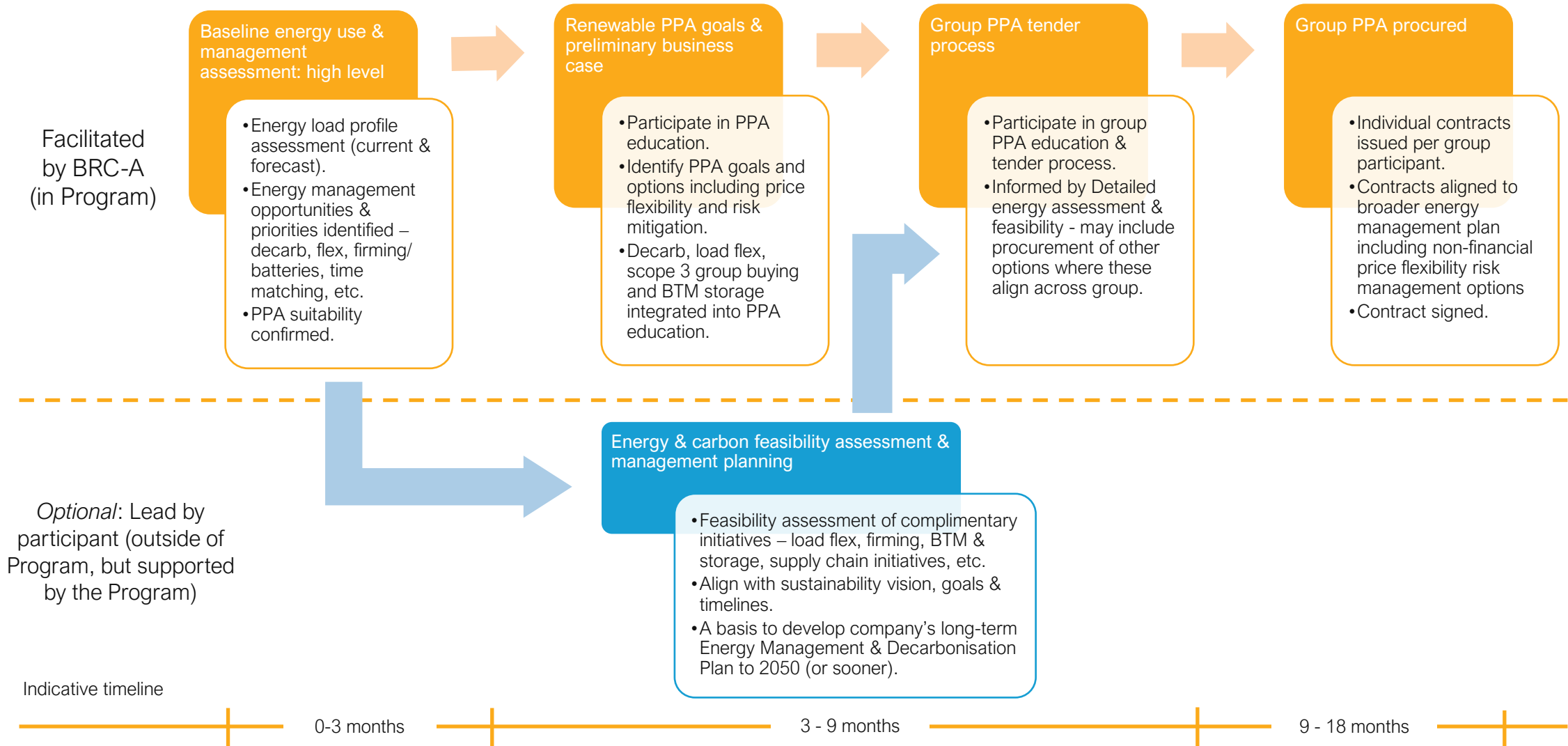
## Cost to participate

- Between \$12K – \$55K per company (depending on company energy load size and number of participants).
- Significantly lower than contracting consultants and advisors alone (\$100K - \$300K per company).

## Timing & contact

- We are now working with RACE for 2030 and ARENA and we want to hear companies interested in participating.
- If wish to learn more, contact:  
Jackie McKeon,  
BRC-A Program Director  
[Jackie@businessrenewables.org.au](mailto:Jackie@businessrenewables.org.au)

# The process: Group energy procurement





Thank you!

# Research questions

In addition to delivering six facilitated energy procurement and management processes for groups of large C&I energy buyers, this action-research project will seek to answer the following research questions aimed at arming industry with the knowledge and know-how to deliver further industrial decarbonisation via buyers' groups beyond the project.

The research questions are:

- What are the key factors that build inter-firm trust and deter or enable participation in cross-organisational renewable energy procurement?
- What are the key intra-organisational factors that deter or enable the integration of onsite energy management with offsite energy management?
- What are the outcomes from the implementation of onsite energy management and demand flexibility alongside renewable electricity power purchase agreements?
- What is the role of digital innovation, in reducing transaction costs and enabling scaling of renewable energy procurement and management?

