



23 October 2019

ASX Release

## INVESTOR PRESENTATION

Locality Planning Energy Holdings Limited (ASX: LPE) (the Company) encloses its latest Company presentation that Damien Glanville, CEO presents today at the Australian Microcap Investment Conference in Melbourne, VIC.

Ends

### About Locality Planning Energy Holdings Limited (LPE)

LPE's wholly-owned subsidiary Locality Planning Energy Pty Ltd, holds an Australian Energy Regulator (AER) Authority to sell electricity and utility services to residential, commercial and industrial customers throughout the National Energy Market. LPE specialises in electricity sales to strata communities, both existing and new developments, providing significant savings to its customers on electricity delivered.

LPE's unique purchasing model is matched against 5 to 10-year supply contracts, providing LPE with consistent recurring revenues. LPE is transforming the electricity supply industry by providing an intelligent solution to help its customers reduce high electricity costs, with no risk and no upfront cost. LPE is at the forefront of innovative electricity supply with a commitment to the integration of technology to provide the highest savings and consumer advocacy to its customers.

LPE's growth is financially backed by BlackRock the world's largest investment manager. BlackRock is trusted to manage more money than any other investment manager in the world and manages approximately US\$6.44 trillion in assets on behalf of investors worldwide (as of September 30, 2018).

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**Honest  
Electricity.**

**Damien Glanville**  
**CEO & Co-Founder**  
Australian Microcap Investment  
Conference  
23 October 2019

## **KEY MESSAGES**

**LPE:  
A RAPIDLY GROWING  
AUSTRALIAN ELECTRICITY  
RETAILER**

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**COMPETITIVE  
ADVANTAGE + CORE  
CAPABILITY**

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**GROWTH  
STRATEGY & OUTLOOK  
FOR THE YEAR AHEAD**





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# LPE: RAPIDLY GROWING AUSTRALIAN ELECTRICITY RETAILER



## AUSTRALIAN ELECTRICITY PROVIDER

Locality Planning Energy (LPE) is an Australian electricity retailer



## SOUTH EAST QUEENSLAND

Our core marketing is focused on South East Queensland



## STRATA COMMUNITY SPECIALIST

Specialist servicing residential customers in strata communities



## OVER 21,000 CUSTOMERS

21,000 customers and growing



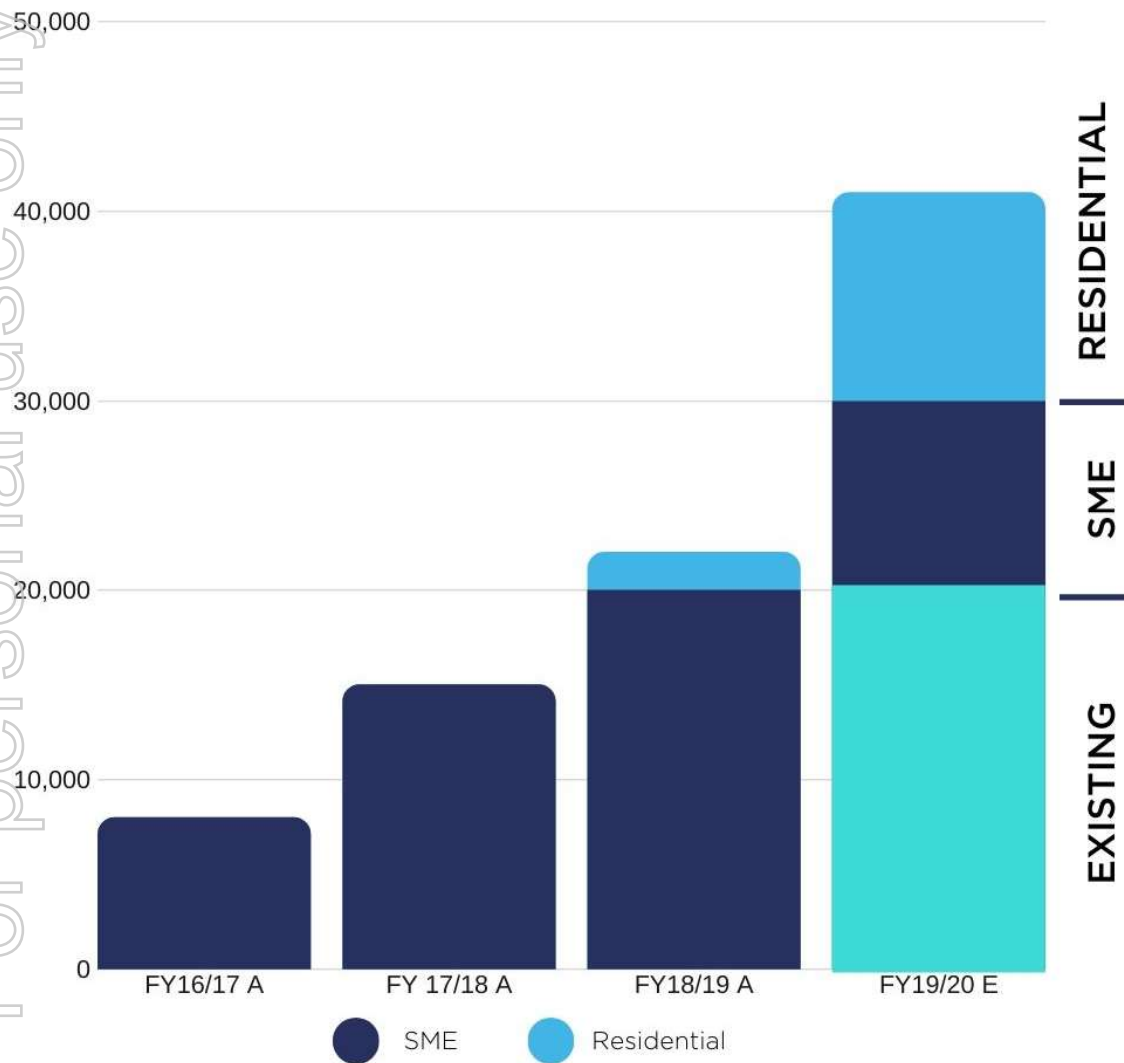
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# CAPITAL STRUCTURE

22 October 2019

ASX CODE	LPE
TOTAL SHARES ON ISSUE	50,210,736
SHARE PRICE	\$0.75
MARKET CAPITALISATION	\$37.65M

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\*Residential focused on strata schemes

# CUSTOMER GROWTH



# COMPETITIVE ADVANTAGE + CORE CAPABILITY



## INNOVATIVE

LPE is built on a innovative and nimble organisational culture



## AUSTRALIAN SERVICE

Australian based customer service team located in South East Queensland



## FOCUS

Relentless focus on delivering value to our customers



## SIMPLE PRICING STRUCTURE

Simple and easy to understand pricing & billing



# WHAT IS A STRATA COMMUNITY

Strata Scheme is a building or collection of apartments, townhouses, houses divided into Lots.

Generally an apartment or townhouse.

Queensland has 45,989 schemes and 473,838 total Residential Lots.

New South Wales has 76,565 schemes and 819,490 total Residential Lots.



## VALUE TO LPE

High value  
customers: stable  
recurring revenues  
and long duration  
contracts

## WHY STRATA COMMUNITIES

Strata  
Communities are  
loyal  
sticky customers  
(5/10 Yr term)

## HOW WE ADD VALUE

LPE invests in the  
community with  
Electrical  
Infrastructure,  
solar PV Systems  
and centralised  
Hot Water Plants

## WHAT WE DO

LPE specialises in  
selling in  
electricity and  
utility solutions

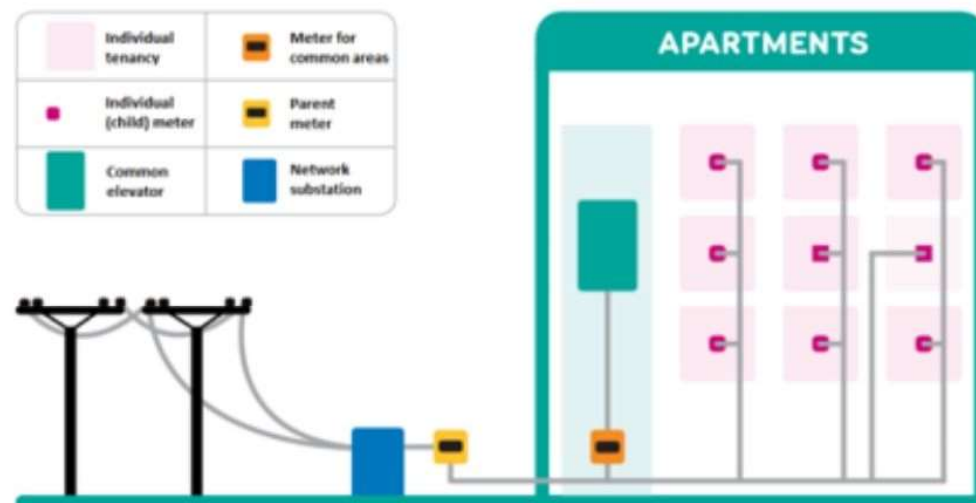
# LPE'S CORE CAPABILITY

## EMBEDDED NETWORKS

Embedded networks buy electricity from the grid in bulk, and on-sell it to network members (individual apartment owners)

### Key benefit:

Single grid connection lowers network connection charges. Cost savings can be passed on to customers.



# GROWTH STRATEGY

Backed  
by \$30m funding  
facility with  
Blackrock

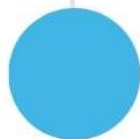
Significantly  
expanded sales team  
to 32 - in place June  
2019

Sales growth through  
the team focused on:  
Direct residential & SME customers  
Strata communal electricity supply  
Behind the meter solar  
Centralised hot water plants

# FY20 OUTLOOK



In the current financial year LPE expects to grow customer numbers to 41,500 (circa +90%)



FY20 revenue expected to grow to \$80m (circa +160%)





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Electricity.

**Questions?**  
**THANK YOU**