



## **MARKET UPDATE PRESENTATION**

Locality Planning Energy Holdings Limited ('LPE' or 'the Company') is pleased to attach a company presentation which Damien Glanville presented at the [Gold Coast Investment Showcase](#), Tuesday 25 June 2019. The presentation was a company promotional presentation with no sensitive information provided.

LPE was well received by the investor attendees at the event, LPE management intend to present at these these types of events throughout the year as the exciting growth continues.

**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.

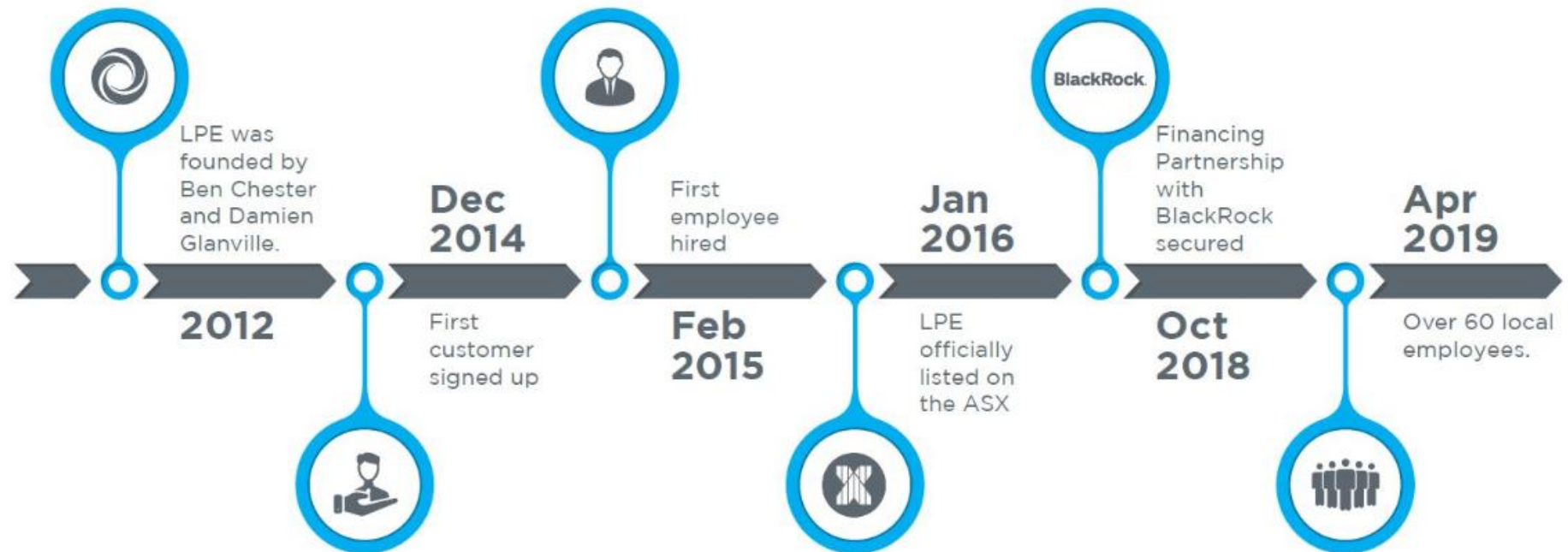
LPE's growth is financially backed by BlackRock the world's largest investment manager. BlackRock is trusted to manage more money than any other investment manager in the world and manages approximately US\$6.44 trillion in assets on behalf of investors worldwide (as of September 30, 2018).



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## 2. LPE TIMELINE.



- LPE is an Authorised Electricity Supplier
- With a strong focus on Strata Communities, which still remains today
- Evolved into supplying electricity to all customer types
  - Residential homes
  - Small Business
  - Strata either through an embedded Network or the traditional on market supply method.

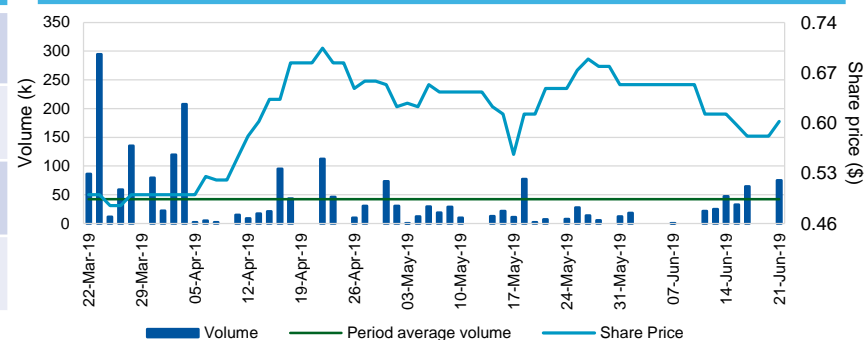


### 3. CAPITAL STRUCTURE.

#### Capital Structure June 2019

ASX Code	LPE
Total shares on issue	50,210,736
Share price	\$0.60
Market Capitalisation	\$30.12M

#### Price & Volume



#### Held by Founders and Management

28,492,095

56.75 %



#### Held in top 40 (excluding Founders and Management)

12,750,513

25.39%



#### Others (excluding Founders and Management)

8,782,906

17.86 %

#### Top 10 Holders June 2019

LUMBER CO PTY LTD (MR BEN JAMES CHESTER)	16.95%
MR DAMIEN IAN GLANVILLE	16.70%
PETTETT PTY LTD	13.64%
JARWILL PTY LTD	7.44%
NATIONAL NOMINEES LIMITED	4.97%
DEFENDER EQUITIES PTY LTD	2.74%
PETTETT PTY LTD	1.99%
BNP PARIBAS NOMINEES PTY	1.53%
GINGA PTY LTD	1.36%
WOODVILLE SUPER PTY LIMITED	1.34%

#### Executive Directors – Shares in Escrow

On 13 March 2019, CEO Damien Glanville and COO Ben Chester placed 91% of their holdings, or 8.0M shares, into Voluntary Escrow for 12 months.

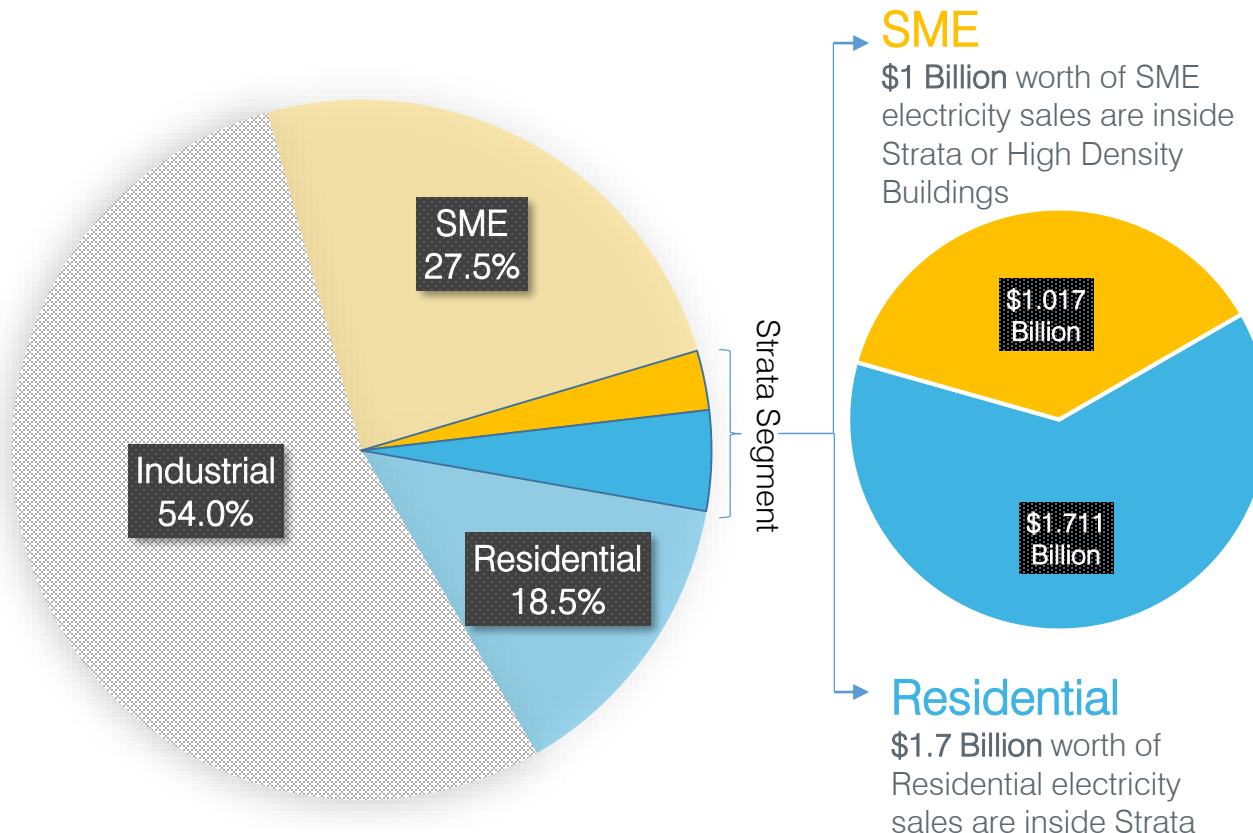


## 4. AUSTRALIAN ENERGY MARKET (WORTH 37 BILLION ANNUALLY).

- 6,303,951 Residential Customers
- 655,921 SME Customers

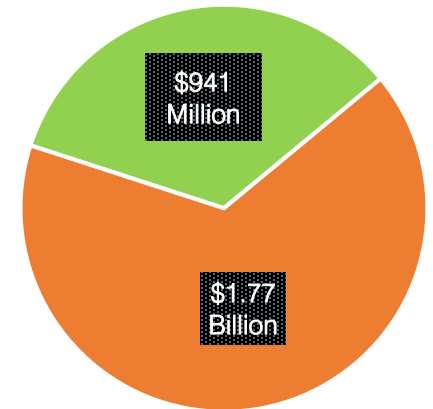
Strata Communities are *only* worth \$2.6b

- NSW Residential Owners Corporations 76,565 or 1.2 million customers
- QLD Residential Body Corporates 46,990 or 460,000 customers



### Embedded Networks

**\$941 Million** worth of electricity sales are inside properties, both residential and commercial, that have or are eligible for an Embedded Network.

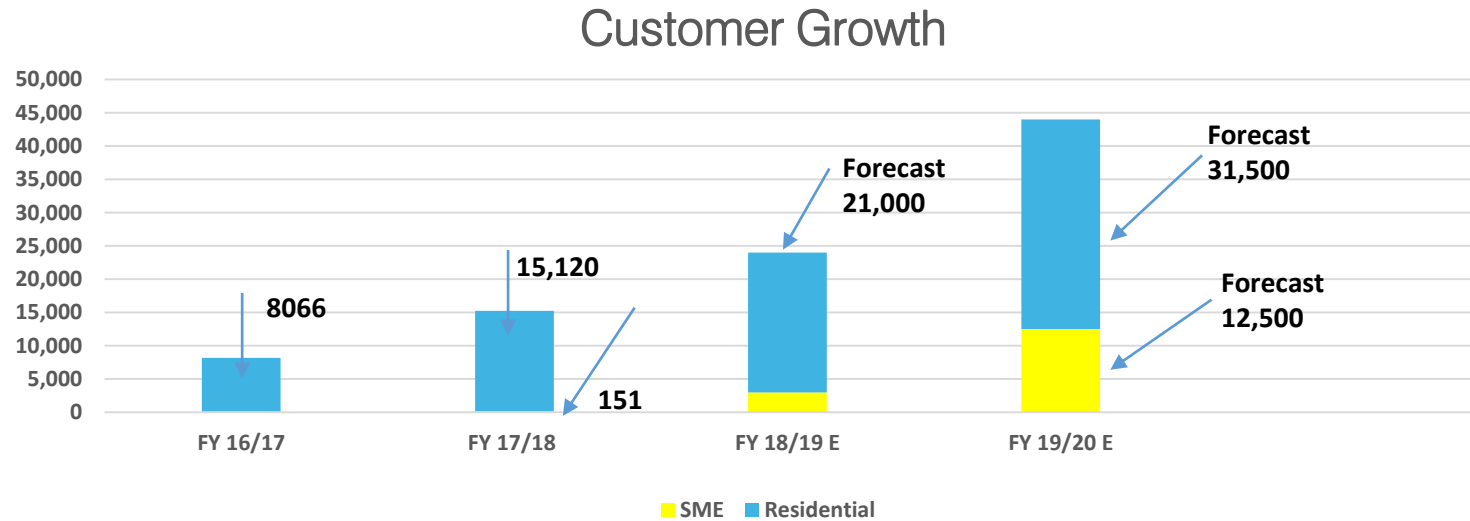


### Direct Market Customers

There are **\$1.77 Billion** worth of electricity opportunities inside Strata, both residential and commercial, that are not specifically serviced.



## 5. FORECAST CUSTOMER GROWTH FY18/19.



Estimated Forecast  
Customer Growth FY18/2019 - 7,000 new customers

FORECAST FY 20  
NEW CUSTOMER  
TARGET 20,000

SME 9,000  
RESI 11,000

OVERALL  
CUSTOMER  
SPLIT

SME 30%  
RESI 70%



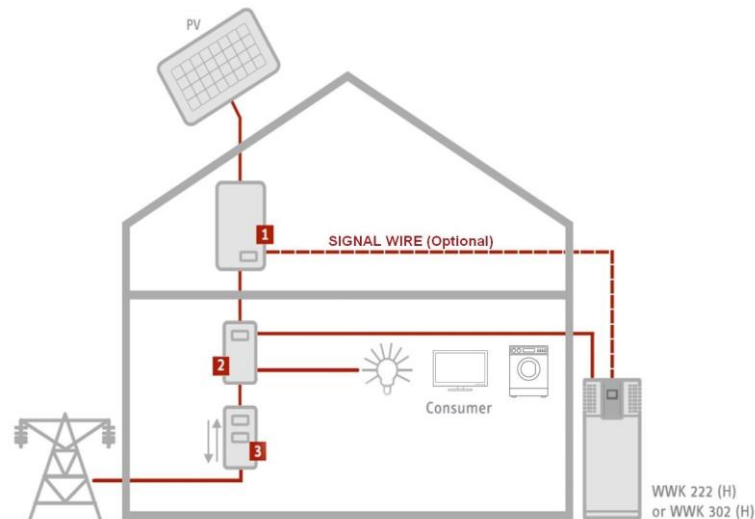
## 6. SUSTAINABLE STRATA LIVING.

### Energy Smart Strata Communities and Residential Homes Creating Energy Sustainable Strata Living

#### Solar Distribution Centre



#### Single Supply Point Solar





## 7. BLACKROCK METRICS.

# BLACKROCK®

### Facility Detail

BlackRock are a global asset management behemoth. The debt facility was provided through BlackRock Private Credit and is the first investment by any BlackRock fund into Australia of this type in 7 years, which comes as a significant endorsement of LPE's potential. The facility is provided to see LPE through what is to be a period of dramatic growth and is designed to support all facets of the business and future business opportunities. BlackRock is trusted to manage more money than any other investment manager in the world and currently has US\$6.3 trillion worth of assets under management.

### Facility Detail

- The facility is for AUD \$30 million
- Interest rate is 10%
- Security is standard to any lending of this nature to a listed company
- Ongoing term of 4 years
- Equity upside for BlackRock on share price performance

### Debt Overview

- The debt facility is to be utilised for capital asset deployment, operational expenditure and billing receivables (to support market growth)
- Utilisation of this facility will have a positive effect on the cash position
- This facility provides LPE with an uncapped forward runway and will create an environment for accelerated rate of delivery and major commercial expansion

### Equity Upside

- BlackRock has been granted equity upside in the performance of the shares of the Company, consisting of the appreciation over 2 cents per share on 250,000,000 shares of the Company over a 5-year period. The Equity Upside may, at LPEs discretion, be paid in cash or shares at the then-current market price
- This equity mechanism creates a genuine partnership between BlackRock and LPE where the alignment in share prices and company performance is mutually beneficial





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