



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).



**Honest
Electricity.**

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

KEY MESSAGES

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

**COMPETITIVE
ADVANTAGE + CORE
CAPABILITY**

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



LPE: RAPIDLY GROWING AUSTRALIAN ELECTRICITY RETAILER



AUSTRALIAN ELECTRICITY PROVIDER

Locality Planning Energy (LPE) is an Australian electricity retailer



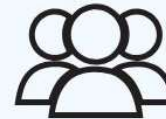
SOUTH EAST QUEENSLAND

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

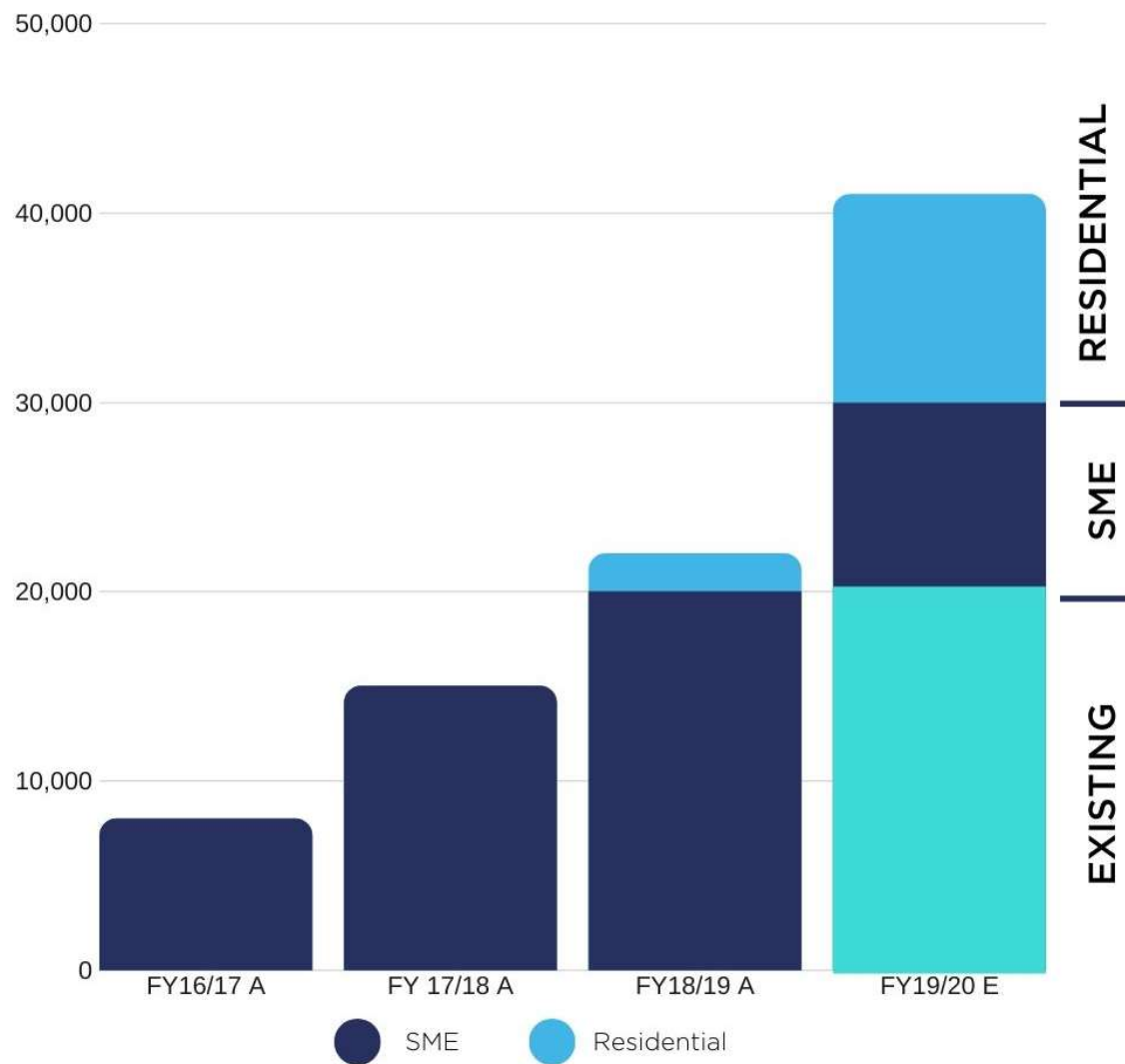




CAPITAL STRUCTURE

22 October 2019

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



*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



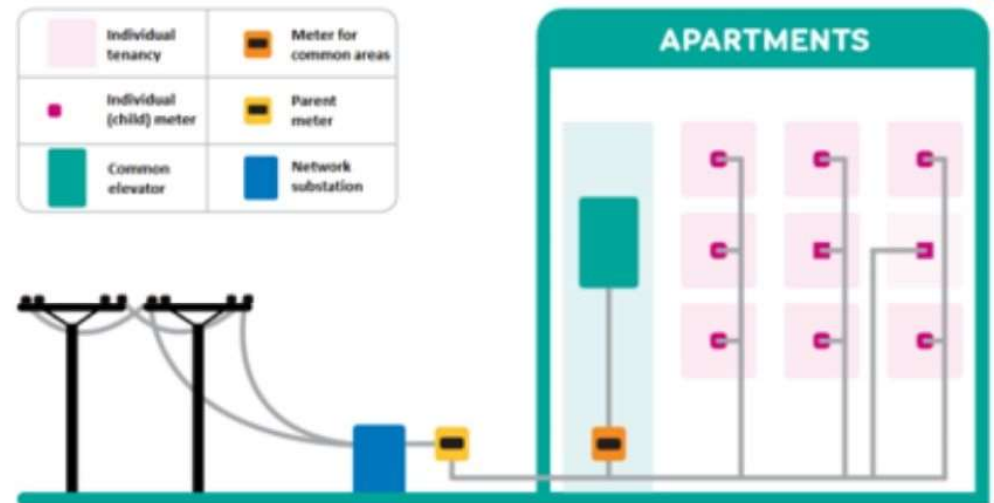
LPE'S CORE CAPABILITY

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%)





**Honest
Electricity.**

**Questions?
THANK YOU**