



LOCALITY PLANNING ENERGY HOLDINGS LTD ANNUAL GENERAL MEETING ANNOUNCEMENT TUESDAY 19 NOVEMBER 2019

CHAIRMAN'S ADDRESS

I would like to welcome to our 2019 AGM all LPE shareholders and guests, including those present and others joining us by videoconference.

This is our 4th AGM since becoming a listed company, so before our CEO, Damien Glanville, provides his more detailed presentation, I would like to take a few moments to give a brief overview of where LPE currently stands.

From those early beginnings, the Company has grown considerably. LPE's initial offering was its unique embedded network supply product to strata communities in South East Queensland. This offering was well received by those communities at a time when the electricity market was in turmoil. Since then, the offerings have expanded to include centralised hot water plants, direct residential and SME supply, and behind the meter solar.

Today, we have a workforce of 69 people operating from locations in the Sunshine Coast, Brisbane and the Gold Coast. We have come a long way since commencing operations in December 2015 with only 8 staff.

I'd now like to reflect on the past financial year.

The 2019 fiscal year was a satisfying one for all of us at LPE. During that year, we saw the introduction of new product offerings, the expansion of our sales force to deliver them, the locking in of funding to facilitate growth, the completion of the Share Consolidation, and key members added to our management team. We also expanded the Board of Directors to 4 people, with the appointment of Neale O'Connell, a highly experienced non-executive director, in March of this year; I'd like to extend a special welcome to him today.

LPE also delivered improved financial performance during the year, with strong growth in revenues to \$27.7 million, representing an increase of 29.9%, and maintaining margins on our product range. The balance sheet has improved with the longer-term funding now in place and the retirement of short-term funding, resulting in a better current ratio. The reported loss of \$2.2 million for the year included a step-up in costs incurred as a result of the cost of funding and the necessary increased investment in people.



With our significantly expanded sales team, we anticipate that customer numbers will grow to over 41,500 (an increase of ~90%) and revenues to \$80 million (an increase of ~188%) in the current financial year. To achieve this, the Company is focused on leveraging its substantial internal sales capacity to drive growth in SME and direct market residential customers. We also expect strong demand for our new solar-in-strata product, which is suitable for over 40,000 complexes in South East Queensland alone.

Solar-in-strata equipment installations are projected to secure approximately 6,000 new residential customers under 10-year electricity supply contracts and to account for around \$30 million of our full-year sales. This will be a significant achievement for the Company, reflecting years of hard work as well as customers' willingness to embrace the innovative, value-adding solutions for which the LPE brand is known.

At this time, I would like to acknowledge my co-directors, the LPE senior management team and all our staff for their dedication and valuable contribution to the continued success of our Company.

Thank you,

Andrew Pierce
Chairman
Locality Planning Energy Holdings Limited

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About Locality Planning Energy Holdings Limited (LPE)

In January 2016, Locality Planning Energy was listed on the ASX as an electricity retailer to residential and commercial customers. It quickly developed a reputation as an energy supply specialist in residential apartment communities (embedded networks) throughout South-East Queensland. Two years later in 2018 it received financial backing from investment giant BlackRock. LPE now offers a range of utility supply services to residential, commercial, new build and strata customers. Products and services include direct electricity supply, embedded networks, solar solutions and billing services for other utilities.

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