



ANNUAL GENERAL MEETING

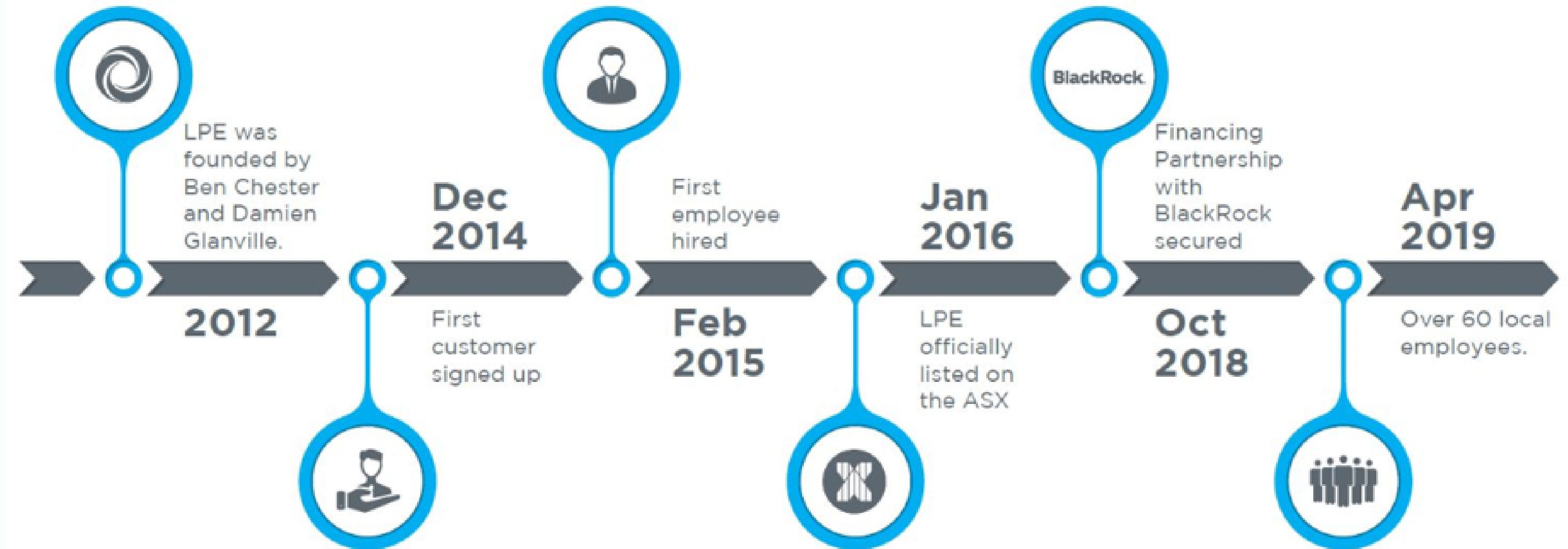
19 November 2019



CHAIRMAN

MR ANDREW PIERCE

LPE TIMELINE





FY19 ACHIEVEMENTS

- Offering has expanded from embedded network supply in strata communities to include centralised hot water plants, direct residential and SME supply and behind the meter solar
- 69 people working from Sunshine Coast, Brisbane and the Gold Coast
- Funding facility secured with Blackrock
- Key hires: expanded management team
- Appointed Neale O'Connell - non-executive director

2019 FINANCIAL SUMMARY

REVENUE

\$27.7 million
(increase of 29.9%)

CUSTOMER
NUMBERS

21,555
representing \$40m annualised
recurring revenue



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



GROWTH FOCUS

FOCUS- SOLAR-IN-STRATA

40,000 complexes in South East Queensland alone.

- 3,000 new residential customers
- 10 year supply contracts
- \$30 million full-year sales





CEO

MR DAMIEN GLANVILLE

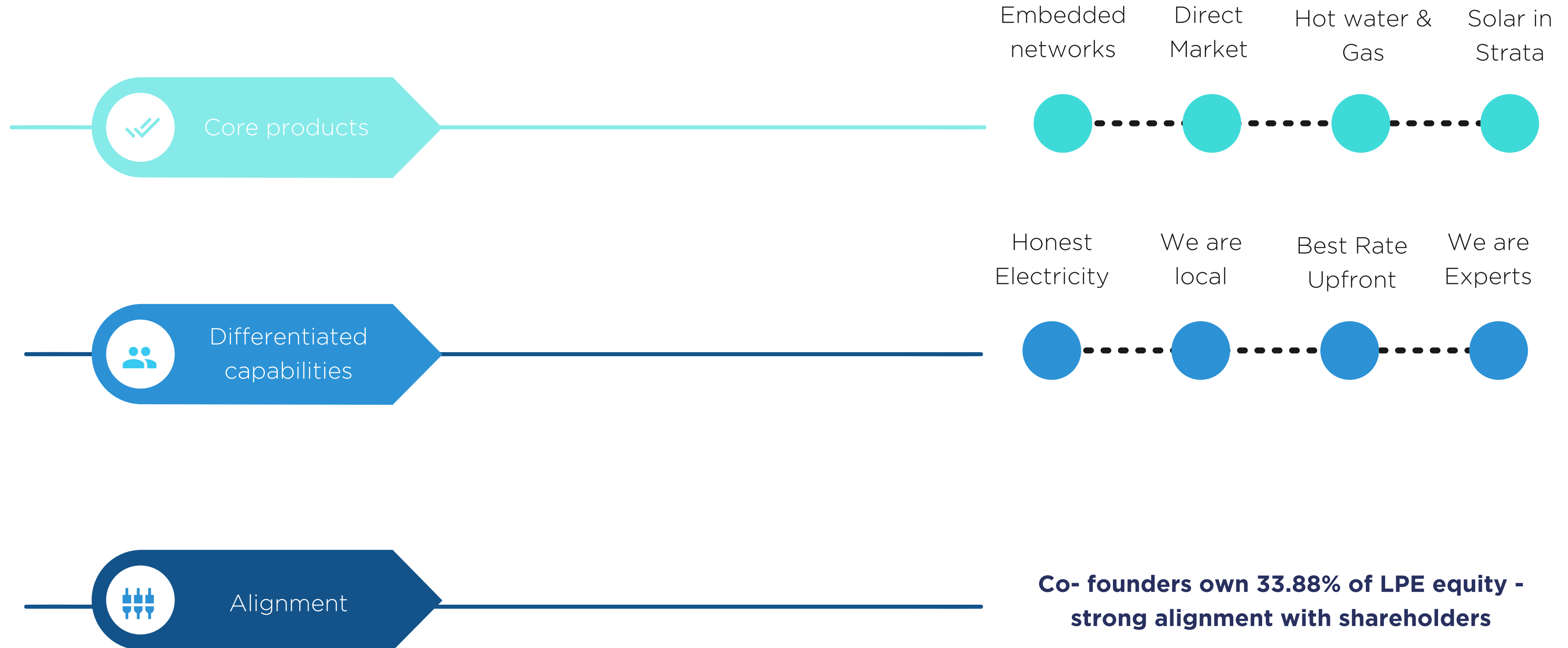


KEY MESSAGES

FIRST QUARTER PERFORMANCE OFF TO A GOOD START

ON TRACK FOR SALES GUIDANCE OF \$80M

LPE STRATEGY



LPE'S CORE CAPABILITY

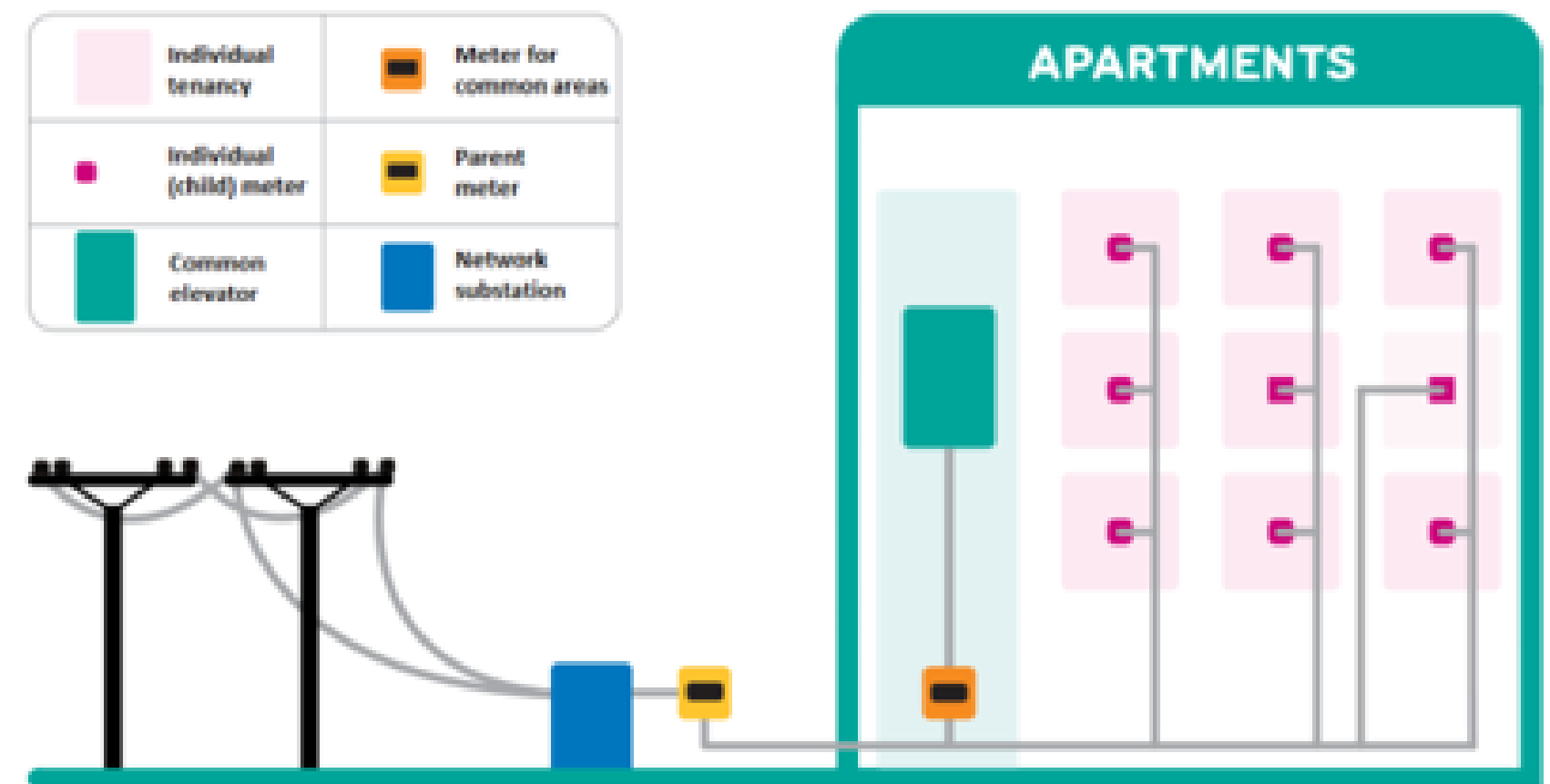
EMBEDDED NETWORKS

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.

Ongoing steady performance



DIRECT MARKET

Australian energy market is worth \$17 billion annually*.

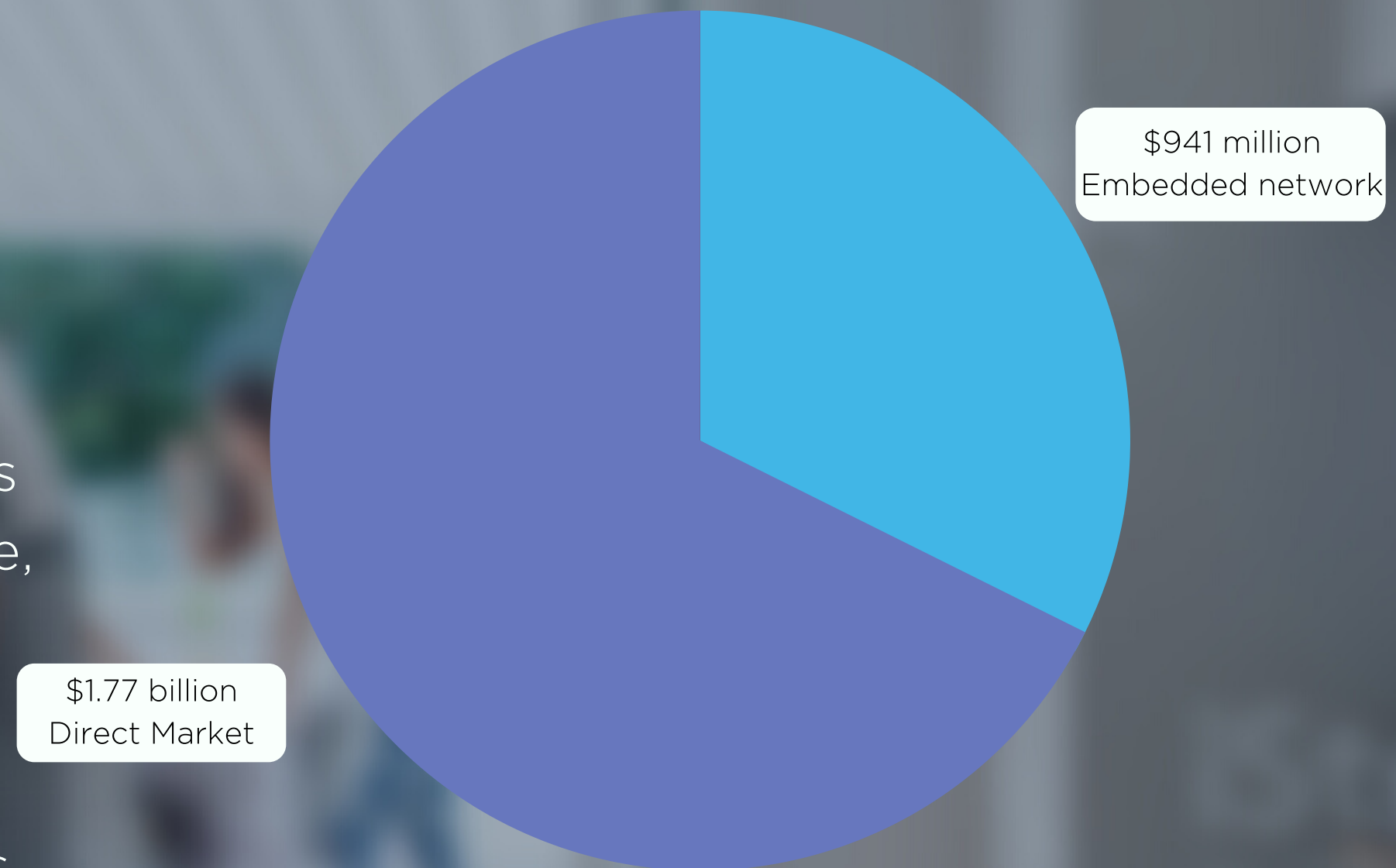
6,303,951 Residential customers

655,921 SME customers

Without moving from its niche marketplace, LPE is expanding its reach with an additional product line, which will maintain its leading position and first mover advantage it has developed in this sector.

Simply adding an additional product line increases LPE's addressable market by \$1.7 billion or 180%.

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



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

CENTRALISED HOT WATER

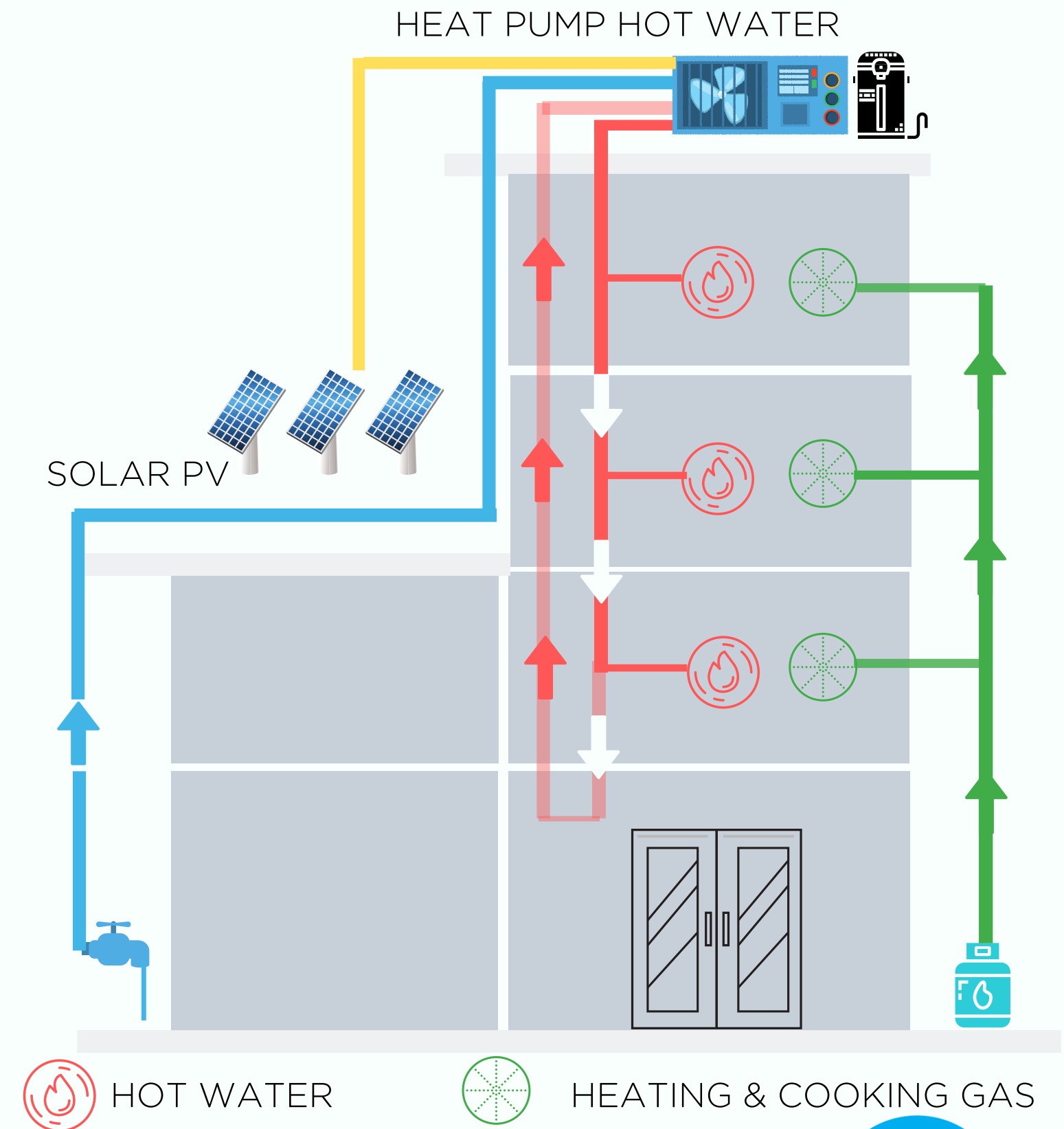
ZERO NET CARBON HOT WATER

Energy efficient electric Heat Pumps provide the low cost hot water for the community.

Solar PV is then utilised to offset any grid electricity used by the heat pumps.

The Result:

An extremely cost efficient Hot Water solution with a small carbon footprint





SOLAR PV

SOLAR SOLUTIONS FOR STRATA COMMUNITIES

Solar PV installed for Strata Communities that benefit all residents as well as the common areas.

Key benefits:

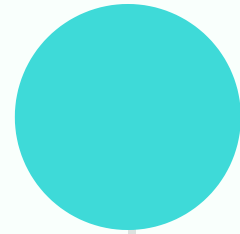
Fully funded - No capital outlay by the Owners Corporation

Energy distribution model that means all residents share the benefits

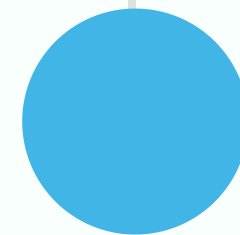
Removes issue of who gets use of the roof space

FY20 OUTLOOK

1



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



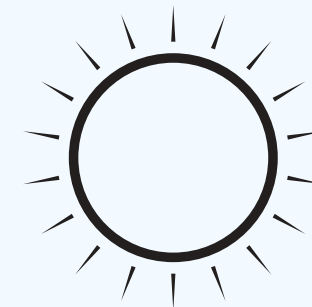
FY20 revenue expected to grow to \$80m (circa +188%)

LPE: RAPIDLY GROWING AUSTRALIAN ELECTRICITY RETAILER



AUSTRALIAN ELECTRICITY PROVIDER

Locality Planning Energy (LPE) is an Australian electricity retailer



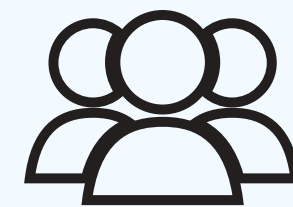
SOUTH EAST QUEENSLAND

Our core marketing is focused on South East Queensland



STRATA COMMUNITY SPECIALIST

Specialist servicing residential customers in strata communities



OVER 25,000 CUSTOMERS

25,000 customers and growing

THANK YOU

19 November 2019