

Investor Update - May 2020 Trading

- 870 new customers added for the period
- Total customers at 31-May-20 +42.8% compared to 31-May-19
- \$2.2 million of Blackrock debt repaid
- Partnership with Allume for solar in strata

Locality Planning Energy Holdings Limited (ASX: LPE) (the Company or LPE) provides an update on trading during the month of May 2020. Against the backdrop of continued COVID-19 related economic uncertainty, the Company aims to ensure that shareholders are kept up to date and informed.

May 2020 Trading

The Company achieved another solid performance in May, securing 870 new customers during the month. The continuation of positive sales momentum observed in April amidst the present widespread economic uncertainty, is a real-time demonstration of the recurring, durable nature of LPE's business, underpinned by the highly capable and effective team the Company has assembled to execute our strategic growth plans.

The Board remains confident in the present operational strategies being deployed to maintain customer engagement and steady sales traction through the ongoing COVID induced operational limitations. To continue to deliver steady new customer growth and market share gains through this period is a fantastic achievement reflecting the resilience and determination of our capable staff.

		31-May-20 (Customers Added)	FY20 YTD	30-Apr-20	change	31-May-19	change
Residential Customers	NIM's	820	26,830	26,010	3.2%	20,714	29.5%
SME Customers	NIM's	50	3,545	3,495	1.4%	550	544.5%
Total Customers	NIM's	870	30,375	29,505	2.9%	21,264	42.8%

While COVID presented numerous challenges for LPE including significant disruption to sales execution plans, the Company has made responsive and measured decisions throughout the crisis in order to preserve the safety of our team members as well as maintain service levels to our valued customers. LPE's local service team is a key aspect of the business which differentiates our offer from larger rivals. During a time when many organisations have seen service and support systems significantly diminished, LPE is proud to have maintained the effectiveness of our excellent service team who have worked hard to reinforce this commitment to quality service.

As previously advised, customer acquisition growth is on track to achieve well in excess of 30,000 customers by the end of FY20.

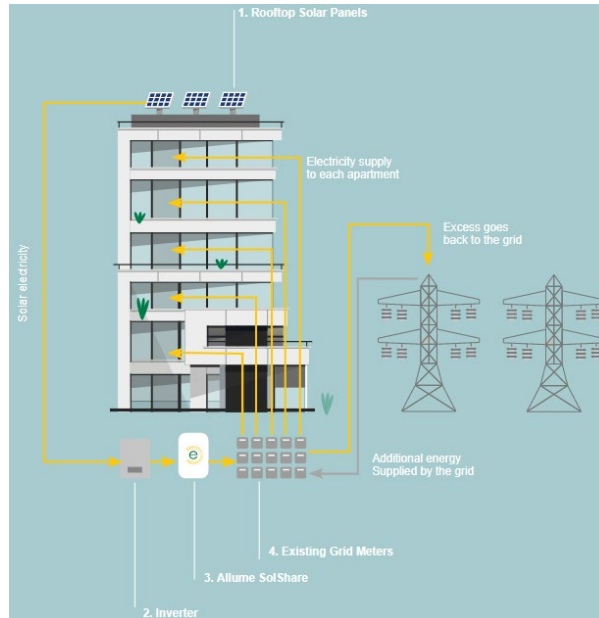
Debt Repayment

In light of excellent organic new customer acquisition wins being achieved the Board has elected to repay \$2.2m of the Blackrock debt facility from current cash reserves. The Board acknowledges that while the medium-term growth opportunity for LPE remains substantial, a more cautious approach to growth and funding is warranted over the near-term until economic conditions stabilise in the wake of COVID. At 31 May 2020 LPE has debt of \$15m.

Partnership with Allume

LPE has partnered with Melbourne based Allume Energy to incorporate Allume's "SolShare" shared solar energy technology into LPE's emerging solar-in-strata product offer. SolShare is a world-first shared solar energy system which enables power generated from a single rooftop solar system to be shared between multiple apartments or businesses within the same building.

SolShare - Schematic Diagram



Source: Allume

Integrating SolShare into LPE's innovative solar-in-strata solution provides a compelling proposition for customers, which enhances and optimises the benefits of the system over its lifetime. Each system is designed to generate enough solar electricity to support a strata community's daytime electricity needs, and electricity is distributed in real-time across all residents within the complex allowing for maximum on-site solar usage and optimised savings for residents.

Similar to LPE's core embedded network infrastructure installations, LPE will supply and maintain the solar system at no capital cost to body corporates or residents, and enter a long-term contract with the community to manage the supply of low cost solar and traditional grid electricity to residents. LPE then combines the solar and general grid electricity consumed into a single, easy to understand bill.

LPE's CEO Damien Glanville said "This is the first time strata communities have obtained access to a shared solar solution with a single rooftop installation that provides fair access to savings generated. Solar-in-strata allows high density communities to implement sustainable energy solutions, as well as deliver material savings on electricity bills with no upfront capital outlay. We anticipate that the product will be well received across our established network of strata customers, where LPE has an existing reputation as a reliable long-term partner in the deployment of strata electricity infrastructure."

Authorised by the Board.

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About Locality Planning Energy Holdings Limited (LPE)

LPE is the local Aussie electricity provider that cares about the needs of Australians and currently supplies electricity to tens of thousands of customers. Our mission is to keep things simple and be honest about the costs of electricity – to save the most amount of money for the most amount of people. This means no confusing contracts, just simple savings and honest electricity. The LPE portfolio includes solutions across electricity, solar, embedded networks, centralised hot water and billing services for other utilities. In January 2016, LPE was listed on the ASX and quickly developed a reputation as an energy supply specialist in strata communities throughout South-East Queensland. Two years later in 2018 the Company received financial backing from investment giant BlackRock.