

6 November 2020

Investor Update – October Trading

Highlights:

- **1,030 new customers added for the month**
- **Total customers at 31 October 2020 +37% compared to 31 October 2019**
- **34,480 total customers with sales momentum improving**

Locality Planning Energy Holdings Limited (ASX: LPE) (the Company or LPE) is pleased to provide an update on trading for the month of October 2020.

October was another solid month of consistent customer acquisition growth, with 1,030 customers joining LPE, taking the total customer book to 34,480 at the end of the month. This represents growth of +37% on the prior comparable period (31 October 2019). Approximately one third of residential customers added during the quarter were high-value embedded network customers. This customer segment is central to LPE's core capability, and our customer focused team continues to make inroads in this attractive area of the market where revenues are underpinned by long-term contracts and are therefore highly recurring and durable.

Financial year-to-date the Company has added 3,264 new customers representing an increase of +10.5% since 30-Jun-20, and over 30% of full-year guidance of 10,000 new customers. The Board is pleased with this progress year-to-date and the Company remains firmly on track with regards to the delivery of full-year strategic targets.

	31-Oct-20	TOTAL	30-Sep-20	chg	31-Oct-19	chg
	Customers Added		Compared to last month		Compared to last year	
Residential Customers	732	30,020	29,288	2.5%	22,868	31.3%
SME Customers	298	4,460	4,162	7.2%	2,306	93.4%
Total Customers	1,030	34,480	33,450	3.1%	25,174	37.0%

The continued delivery of customer growth further solidifies LPE's market presence and recognition as one of the largest residential embedded network operators in South-East Queensland. Customer feedback around LPE's value proposition in traditional electricity supply has been consistently positive, and the Company is expected to continue to make strong inroads into this segment of the market in parallel with its innovative shared solar product when installations begin to ramp up which is anticipated in the second half of this financial year.

Authorised by the Board.

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About 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 product range 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.