

4 December 2020

## Investor Update – November Trading

### Highlights:

- **35,000 customer milestone achieved**
- **870 new customers added for the month**
- **35,350 customers at 30-Nov, +36% compared to Nov-19**

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

The pattern of consistent customer growth has continued for an 8<sup>th</sup> consecutive month post the Board and leadership changes which were completed in March 2020. Over this period (31-March through 30-November) an average of 856 customers per month joined LPE, and November's uplift of 870 customers was another consistent and very pleasing result.

During the month, the Company surpassed 35,000 customers and finished the month at 35,350 in total which is +36% compared to the same period in the prior year. The continual delivery of these rates of business expansion is notable, particularly given the inherently stable and durable nature of LPE's underlying business. Given the scale of the broader market opportunity and the demonstrated traction of LPE's competitive advantage which centers around honesty and putting our customers first, the Board is confident that the Company has a long runway of healthy growth ahead of it.

The Board reiterates that progress year-to-date is on track relative to our guidance of an uplift of 10,000 customers in the current financial year.

	30-Nov-20	TOTAL	31-Oct-20	chg	30-Nov-19	chg
	Customers Added		Compared to last month		Compared to last year	
Residential Customers	510	30,530	30,020	1.7%	23,435	30.3%
SME Customers	360	4,820	4,460	8.1%	2,595	85.7%
<b>Total Customers</b>	<b>870</b>	<b>35,350</b>	<b>34,480</b>	<b>2.5%</b>	<b>26,030</b>	<b>35.8%</b>

Underpinning the solid sales momentum, LPE's operational capability and business efficiency is also continually improving as a result of the ongoing investment in improved systems, as well as the culture-led focus on business efficiency and costs. LPE's CEO Damien Glanville said "The capability and determination of our team is evident in our results, and we are increasingly confident that FY21 represents an exciting inflection point in the scale of the business that will lay the foundation for our future success."

Authorised by the Board.

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**ENDS**

### 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.