

27 May 2021

Investor Presentation

Locality Planning Energy Holdings Limited (ASX: LPE) (the “**Company**” or “**LPE**”) is pleased to provide investors and shareholders the latest investor presentation on the Company to be presented at the upcoming webinar.

A copy of the investor presentation is enclosed and details on this afternoons webinar are below.

Details of the event are as follows:

Event: LPE Investor Webinar
Presenters: Non-Executive Chairman, Justin Pettett and Managing Director and CEO Damien Glanville
Time: Thursday 27 May 2021, 2:00 pm AEDT / 12:00 pm AWST
Where: Zoom Webinar, details to be provided upon registration. To register your interest for the webinar please click through to the link below.

Registration Link

https://janemorganmanagement-au.zoom.us/webinar/register/WN_Cuhgl2N2TXWc14t4OhSwAQ

After registering your interest, you will receive a confirmation email with information about joining the webinar. Participants will be able to submit questions via the panel throughout the presentation, however, given we are expecting a large number of attendees we encourage shareholders to send through questions via email beforehand to jm@janemorganmanagement.com.au.



Justin Pettett
Chairman



Damien Glanville
Managing Director and CEO



View video here: <https://localityenergy.com.au/investors>

Authorised by the Board.

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About LPE

LPE is an electricity provider that specialises in innovative technology that creates sustainable apartment living through delivering behind the meter shared solar energy solutions, carbon neutral centralised water heating plants and electrical embedded networks. LPE also provides traditional electricity to homes, businesses, and strata communities throughout Queensland and New South Wales making LPE one of the only electricity providers offering a diverse product range to customers. LPE's vision is to empower people to save money and create sustainable communities of the future.

<https://localityenergy.com.au/investors>

Company Overview

May 2021



Creating Sustainable Communities of the Future

May 2021

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This presentation contains reference to certain intentions, expectations, future plans, strategy and prospects of LPE. Those intentions, expectations, future plans, strategy and prospects may or may not be achieved. They are based on certain assumptions, which may not be met or on which views may differ and may be affected by known and unknown risks. The performance and operations of LPE may be influenced by a number of factors, many of which are outside the control of LPE. No representation or warranty, express or implied, is made by LPE, or any of their directors, officers, employees, advisers or agents that any intentions, expectations or plans will be achieved either totally or partially or that any particular rate of return will be achieved. Given the risks and uncertainties that may cause LPE actual future results, performance or achievements to be materially different from those expected, planned or intended, recipients should not place undue reliance on these intentions, expectations, future plans, strategy and prospects. LPE does not warrant or represent that the actual results, performance or achievements will be as expected, planned or intended.

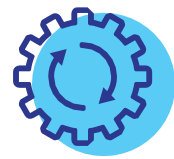
This document does not constitute any part of any offer to sell, or the solicitation of any offer to buy, any securities in the United States or to, or for the account or benefit of any “US person” as defined in Regulations under the US Securities Act of 1993 (Securities Act). LPE shares have not been, and will not be, registered under the Securities Act or the securities laws of any state or other jurisdiction of the United States, and may not be offered or sold in the United States or to any US person without being so registered or pursuant to an exemption from registration including any exemption for qualified institutional buyers.

What We Do

Locality Planning Energy (ASX: LPE) is an electricity provider that specialises in innovative technology that creates sustainable apartment living through delivering behind the meter shared solar and battery energy solutions, carbon neutral centralised water heating plants and electrical embedded networks.

LPE also provide traditional electricity to homes, businesses, and strata communities throughout Queensland and New South Wales making LPE one of the only electricity providers offering a diverse product range to customers. LPEs vision is to empower people to save money and create sustainable communities of the future.

About LPE



LPE became an authorised electricity retailer in 2014 and listed on the ASX in Jan 2016.



Our vision is to empower people to save money and create sustainable communities of the future.



LPE works with homes, businesses, and strata communities to provide the perfect behind the meter generation solution for any situation.



We also supply thousands of residential and business customers with their day-to-day electricity needs.



A photograph of a modern, multi-story apartment building with curved balconies and a swimming pool in the foreground. The building is white with dark window frames and balconies. The pool is in the foreground, and there are white plastic chairs and a table near the pool. The sky is blue with some clouds.

Embedded Networks

LPE is recognised as one of the largest residential embedded network operators in South East Queensland. Embedded networks enable communities to reduce network costs by connecting multiple apartments to the National Electricity Market through one single parent meter.

Solar and Shared Solar

LPE provide homes, businesses, and strata communities with solar solutions for all situations.

We lead the way in creating sustainable communities of the future, through delivering innovative shared solar infrastructure to residential and commercial customers in multi-tenancies. Our shared solar product enables occupiers to benefit from onsite solar generation and batteries. LPE installs and owns the infrastructure and enters into a long-term supply agreement with the community whereby body corporates and their occupants benefit from the installation and maintenance of the asset with no upfront cost.





Centralised Hot Water

Carbon Neutral Hot Water

LPE are at the forefront of innovative electricity and utility supply solutions for strata communities and have developed a model that uses solar electricity combined with electric hot water systems to deliver low-cost sustainable hot water for the benefit of strata communities.

Retail Electricity

We supply thousands of residential and business customers with their day-to-day electricity needs. The LPE difference is that we are committed to local people and honest pricing, with our simple and easy to understand bills. LPE takes great pride in our exceptional customer service, with our local call centre based in Queensland.



Highlights

Contracted recurring revenues Innovative renewable generation

Over 38,000 customers with the majority in long term contracts and a current growth rate of over 30% per annum

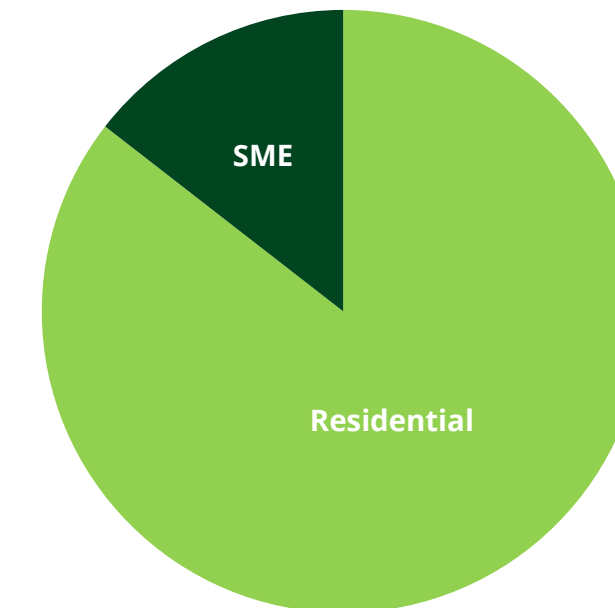
Defensive core embedded network business with 60% of total revenues recurring. **100% customer retention attained to date when contracts end**

Shared solar is a game changer for strata communities and businesses behind the meter generation solution. It is the innovative solution that multi-tenancy, commercial and residential strata communities have been searching for, as sustainability forces these communities to push for change

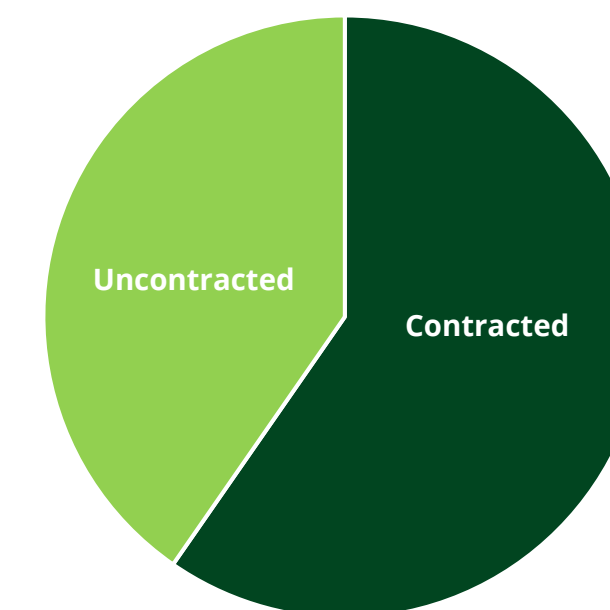
First in Australia to create carbon neutral centralised hot water systems

Ability to cross-sell utilities throughout our customer base; electricity, solar and battery, water and hot water

Residential 85% vs SME 15% customer split
Durable consumer stable end market segment





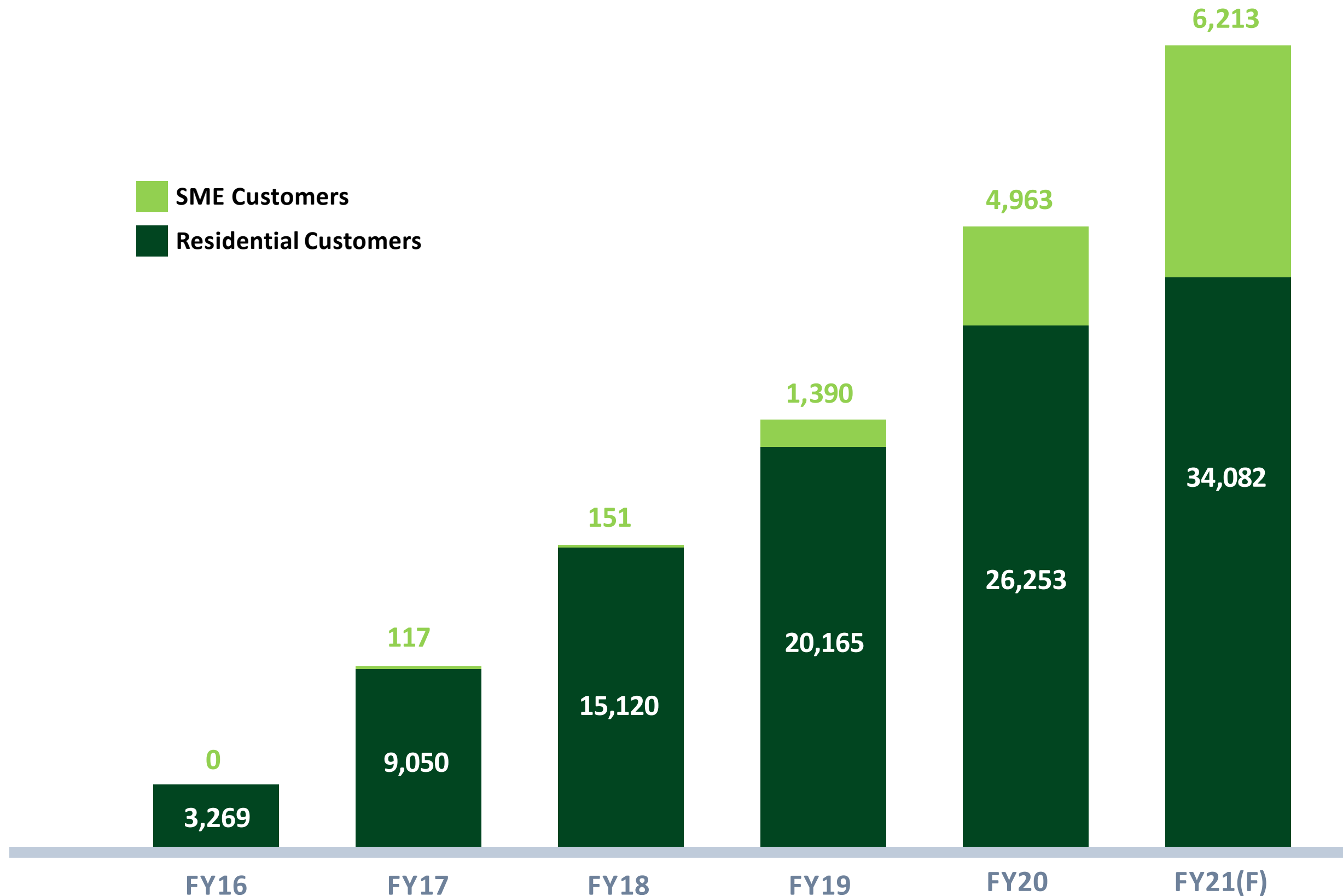
Majority of customers contracted
Recurring revenues on long term contracts.



Customer Growth



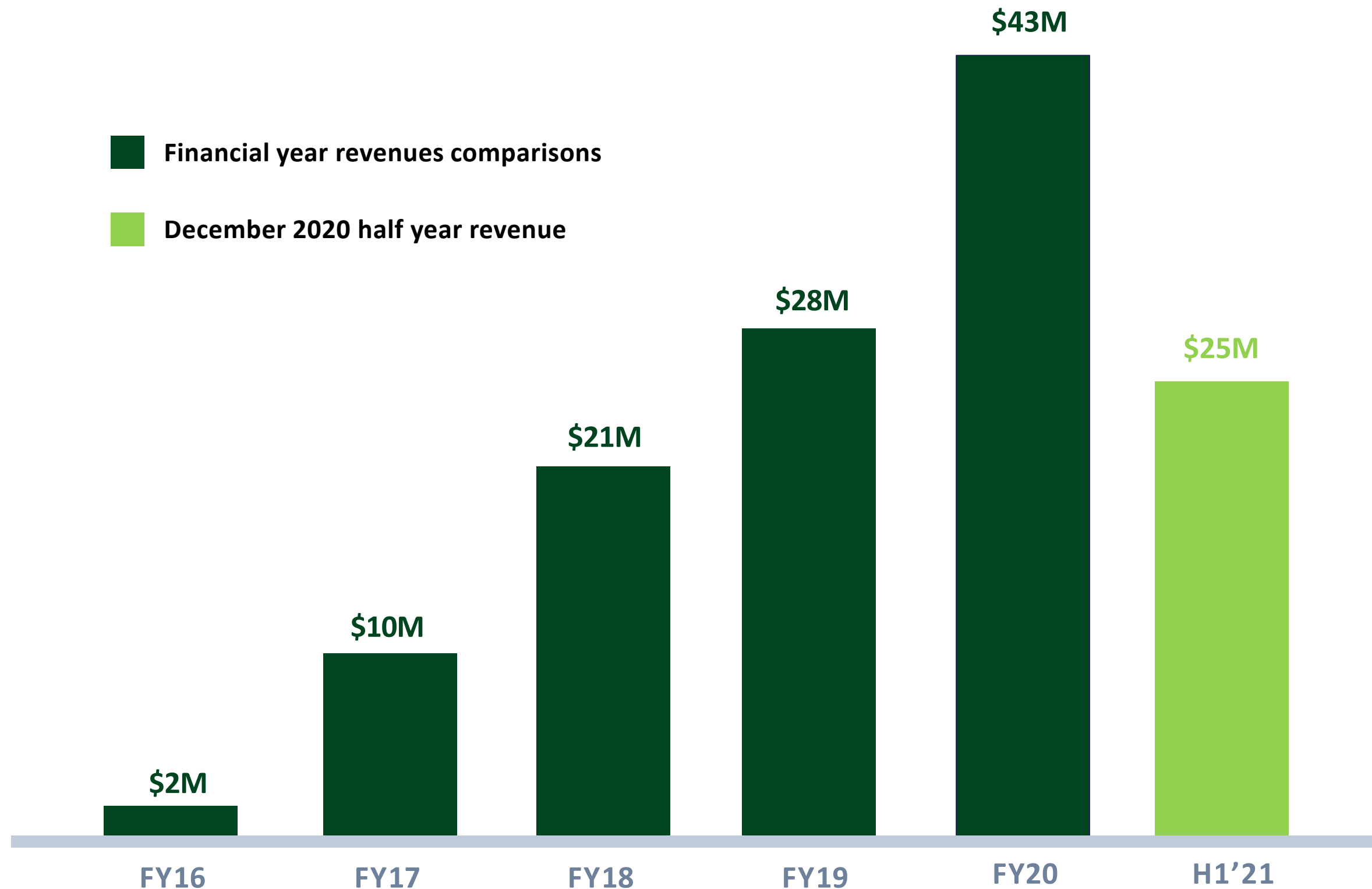
 SME Customers
 Residential Customers



Our target growth is a further 10,000 customers this year, representing healthy growth of ~30% compared to the prior year.

In South-East Queensland, we expect to continue to expand our market leading position in residential embedded-networks, whilst achieving rapid growth in retail residential and business customer segments.

Revenue Growth



LPE has delivered significant growth in customers, sales and gross profit. In parallel, LPE continues to improve productivity while investing in business capability through people and systems to support the company's long-term strategic growth plans.

Financial Summary



Key Financial Highlights

- Significant sales and gross profit growth of 32% and 33% respectively
- Disciplined cost management and productivity improvement: opex -7% versus prior comparable period
- Scale and operating leverage tailwinds: gross margin and opex/sales ratios both improving
- Net debt of \$8.5 million including \$3.5m cash held in term deposits for bank guarantees

Consolidated Statement of Cash Flows

(AUD million)

	YTD	YTD	
	Mar-21	Mar-20	% Change
Underlying Cash Flows From Operating Activities			
Receipts from customers	38.6	29.1	32.4%
Payments for product manufacturing & operating costs	(32.2)	(24.3)	32.2%
Underlying Cash Gross Profit	6.4	4.8	33.5%
Cash Operating Expenditure	(8.1)	(7.5)	7.2%
Underlying Cash EBIT	(1.7)	(2.7)	n/m

	Mar-21	Mar-20	% Change
Cash Flows From Operating Activities			
Receipts from customers	14.2	11.9	19.7%
Payments for product manufacturing & operating costs	(12.5)	(10.7)	16.4%
Cash Gross Profit	1.7	1.2	50.8%
Cash Operating Expenditure	(2.4)	(2.4)	0.7%
Cash EBIT	(0.7)	(1.2)	n/m



LPE Growth Strategy



Exclusive shared solar-in-strata

- Leverage sales team's established body corporate networks
- Providing access to solar electricity for all residents inside strata communities which was not possible before this launch
- Over 300 proposals issued for both our shared solar and standard behind the meter solar

Carbon neutral centralised hot water

- The launch of our carbon neutral centralised hot water plant to meet strata communities newly created appetite for lower emissions of hot water systems
- Growth in traditional LNG fuelled centralised hot water systems and billing services

Embedded network growth to increase customer base

- Strata account managers actively targeting existing embedded networks
- Embedded network and shared solar to target micro embedded networks – 42,000 schemes in Queensland alone with 15,000 buildings containing 50 or less lots

LPE Growth Strategy



Traditional electricity supply rollout to increase customer base

- Ramp up sales directed to almost 6,000 customers per year who move out of embedded networks into retail supply agreements
- Business sales team to continue our strategic growth (in the current environment) in the SME sector
- Expanding our presence in all pockets of Queensland with a push into Northern New South Wales

Residential solar and batteries

- Supply and install solar and/or battery to residential customers offering third party finance which could be included on LPE electricity bill



Market Opportunity

Strata communities highly loyal, sticky customers with high switching costs; the ideal customer

- Strata communities eligible for embedded networks use an estimated \$940m of electricity per annum
- Approximately 9% of Australia's population live in apartments or strata communities
- Queensland has 45,989 schemes and 473,838 residential lots and NSW has 76,565 schemes and 819,490 residential lots
- Australia's total energy market is worth ~\$17 billion per annum with ~6.3m residential customers and 656K SME customers

Capital Structure



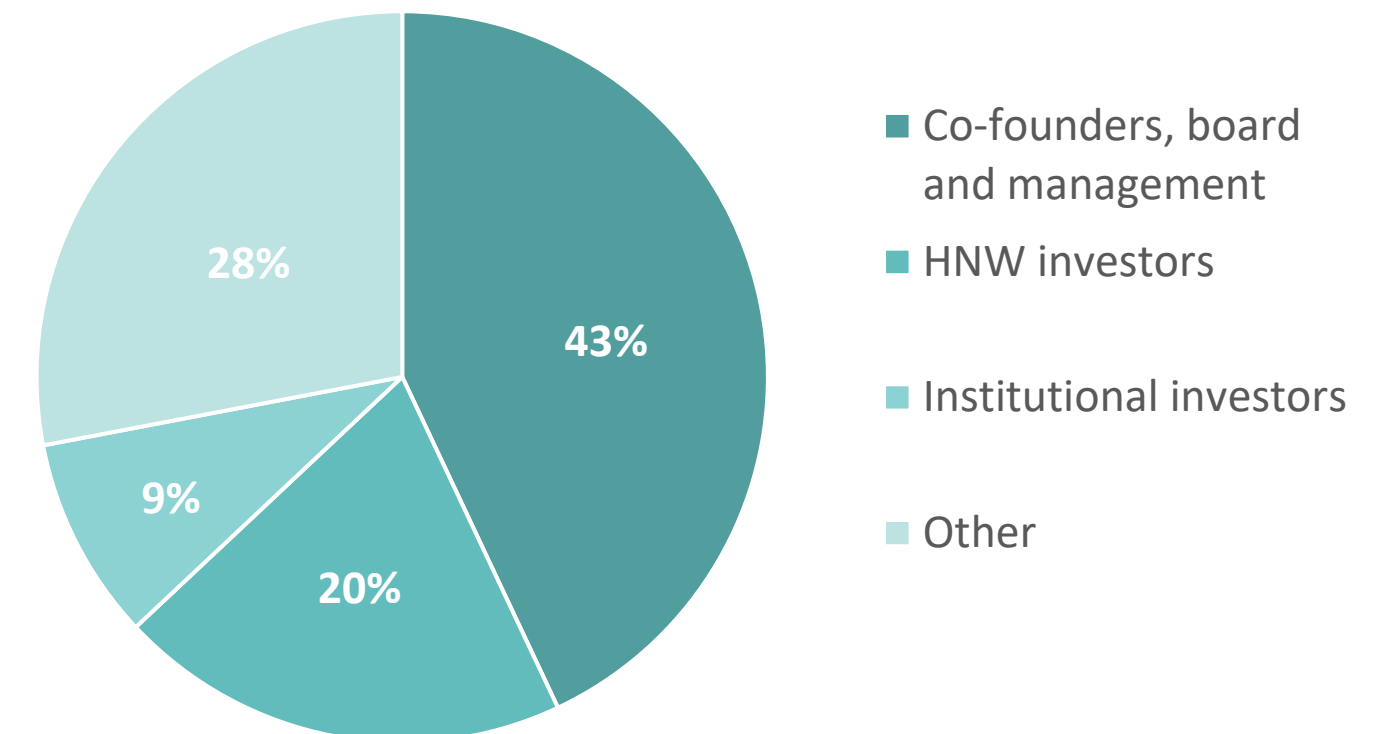
Market Data

Last Traded Price	\$0.18
Shares on Issue (m)	62.8
Market Capitalisation (m)	\$11.0
Net Debt (m)	\$(10.0)
Enterprise Value (m)	\$21.6
52 Week High/ Low	\$0.38/ \$0.155



Shareholders

Holder	Shares	% of SOI
Damien Glanville	8,000,000	12.7
Lumber Co Pty Ltd	7,978,995	12.6
Justin Pettett	7,295,000	11.6
EGP Capital	4,750,000	7.5
Jarwill Pty Ltd	3,738,003	5.9
Top 20	44,808,255	71.3



Management Team and Board



Justin Pettett

Non-Executive Chairman

Justin is a co-founder of LPE and has over 21 years of ASX company experience having founded and helped companies from start-up to take-over/acquisition/public-listing stage. He has a proven track record in identifying and maximising business opportunities in the energy sector having led teams to deliver successful results, working closely with key stakeholders, investors and industry partners. Justin's ethos is to support the transition from fossil fuels to a dependable, renewable form of energy source for future generations to come.



Damien Glanville

Managing Director & CEO

Damien has 18 years' experience in senior management, logistics, and Executive Director roles. He engineered the business case for the deployment of the Sunshine Coast 16MW Solar Farm. Damien is co-founder and architect of the electricity retail model that successfully enabled LPE to obtain their Australian Energy Regulator Authorisation. Damien is the CEO of LPE and the listed responsible person for the management components of the Australian Energy Regulator Authorisation to retail electricity.



Melissa Farrell

Executive Director & CFO

Melissa has 20 years' experience working in accounting and finance, five of which have been in senior executive roles. She has worked in various sectors including banking and mining, both in Australia and overseas for publicly listed companies. She is highly skilled in the area of financial control, reporting and risk management.



Barnaby Egerton-Warburton

Non-Executive Director

Barnaby has over 25 years of trading, investment banking, international investment and market experience with positions at JP Morgan (New York, Sydney, Hong Kong) BNP Equities (New York) and Prudential Securities (New York). He is an experienced investment banker and corporate advisor, having held managing director and non-executive director positions in the investment banking, technology and the resource sectors. Mr Egerton-Warburton holds a degree in economics, is a graduate of the Australian Institute of Company Directors.



LPE[®]

**Creating
Sustainable
Communities
of the Future**

joinLPE.com.au

Our Solutions

Strata

Embedded networks

Common area supply

Centralised hot water solutions

Solar and Battery

Shared solar

Home solar and battery

Common area solar and battery

Home

Home electricity

New connections

Temporary builder connections

Business

Electricity

Commercial solar

Embedded networks