

20 July 2021

FY21 Trading Update and Preliminary Results

Highlights:

- 🕒 10,000 customer milestone for FY21 achieved, meeting guidance
- 🕒 Revenues increased by 27% to \$55 million for FY21, from \$42m for FY20
- 🕒 Gross profit increased by 163% to \$14 million, from \$5.7m in FY20
- 🕒 Net profit of \$1 million achieved for FY21
- 🕒 LPE financials and fundamentals significantly improved on FY20

Locality Planning Energy Holdings Limited (ASX: LPE) (the “**Company**” or “**LPE**”) is pleased to provide shareholders and investors with its June FY21 trading update and preliminary results. The Company has achieved strong results with growth achieved across all key financial metrics. Customer guidance has been met, with the Company adding over 10,000 customers during FY21, increasing LPE’s total customers to over 41,000.

The Company also achieved significant financial gains during FY21, including a maiden net profit, whilst concurrently maintaining low operating costs of \$11.8m for FY21, a mere 8% increase despite the strong revenue growth of 27%. The strong performance is attributed to numerous factors including gains from the change in fair value of derivatives, used to hedge the Company’s cost of wholesale electricity impacting Gross Profit and the successful implementation of the broad efficiency improvement program which was completed in 2020. The preliminary, unaudited results show a material improvement on FY20 as shown in the table below.

| (AUD\$ million) | FY21 Unaudited | FY20 Audited | % chg |
|--------------------------|----------------|--------------|----------------|
| Sales Revenue | 55.5 | 43.7 | +27.0% |
| COGS | (40.6) | (38.0) | +7.0% |
| Gross Profit | 14.9 | 5.7 | +163.0% |
| Operating Costs | (11.8) | (11.0) | +8.0% |
| Financing Costs | (2.2) | (2.0) | +10.0% |
| EBITDA | 3.7 | (3.2) | +217.0% |
| Net Profit (Loss) | 0.9 | (7.2) | |

Commenting on the preliminary results LPE Chairman, Justin Pettett, said: “We’re proud to deliver such robust results to shareholders. The Company’s maiden net profit represents just the beginning of the delivery on our vision for the Company. We have an extremely dedicated team led by highly experienced, competent and committed management and we look forward to building on these results into FY22, as the Company begins to deploy its unique, and exclusive shared solar product to strata communities throughout Queensland and New South Wales.”



These results are preliminary and subject to review by the Company's auditors. The Board of Directors will provide shareholders with the FY21 Audited Annual Report in August 2021.

Authorised by the Board.

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About LPE

LPE is a fast-growing electricity provider challenging the way customers receive their electricity; going beyond being just a traditional supplier, leaders in innovation, supporting strata communities to think of tomorrow. With first to market technology, LPE has delivered shared solar for apartment living and carbon neutral centralised hot water systems, creating shareholder value through long term supply agreements that provide strong recurring revenue.

LPE service the Queensland and New South Wales energy market, selling electricity, hot water, solar and battery systems to homes, business, and strata communities. Providing strata communities, the solution to reduce their carbon footprint and energy bills with no upfront cost. Empowering people to save money and create sustainable communities of the future.

For more information visit: localityenergy.com.au/investors