



9 June 2023

## Strategic acquisition of 4,000 new customers set to boost FY24 earnings

### Highlights

- LPE has acquired utility management company, All Power To You Pty Ltd (AP2U), which has circa 4,000 customers, for \$900,000
- This bolt-on, complementary acquisition, boosts LPEs pool of billable customers by approximately 14% to >32,000
- The acquisition is estimated to add circa \$500,000 in additional gross profit and be EBITDA accretive, since LPE's fixed costs will remain relatively stable post FY22's reorganisation
- The Company will pursue similar styled earnings enhancing acquisitions along with growing organically, which is consistent with LPE's strategic theme – "Creating value powering strata communities"

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LPE's Chairman Justin Pettett commented: "Acquiring AP2U is exactly the type of earnings accretive transaction the Company has been targeting. Having stabilised the Company's fixed cost base whilst reorganising the business over the past 12-months, a material proportion of any incremental revenue should flow directly to the bottom line. The Company remains focused on growing its customer base and revenues via further acquisitions and organically, with the aim of delivering a transition to profitability in FY24."

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Embedded electricity provider, Locality Planning Energy Holdings Limited (ASX: LPE) (the **Company** or **LPE**), is pleased to report the acquisition of All Power To You Pty Ltd (**AP2U**) which currently services over 4,000 customers – located in 44 strata communities throughout Southeast Queensland. Notably, many of the new customers have long-term service contracts ranging from 5-to-10 years which delivers LPE a high-quality recurrent revenue stream.

The acquisition of AP2U for \$900,000 is expected to generate more than \$500,000 annually and should be earnings enhancing as LPE's fixed costs are likely to remain relatively stable post FY22's reorganisation.

Authorised by the Board.

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**ENDS**

### **About LPE**

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

LPE predominantly service the Queensland energy market, selling electricity, hot water, solar and battery systems to strata communities. Supporting those living in strata communities to reduce their carbon footprint and energy bills with no upfront cost.

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