



Locality Planning Energy (ASX: LPE)

Full-Year Results Presentation

FOR THE PERIOD ENDING 30 JUNE 2025

8 September 2025



Bringing energy into the future

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Agenda

- 1.0 Welcome & Introduction
- 2.0 Business Update & Financial Results
- 3.0 Strategy, FY2026 & Beyond
- 4.0 Q&A



Welcome

LPE acknowledges Traditional Owners of Country throughout Australia and recognises the continuing connection to lands, waters and communities.

We pay our respect to Aboriginal and Torres Strait Islander cultures; and to Elders past and present.

Introducing our Team



Scott Taylor
Chief Executive Officer (CEO)



Sandra Pienaar
Chief Financial Officer (CFO)



Craig Chambers
Chair

Our History

1st Customer

2014

Australian Energy Regulator authorised in November 2014 and signed its first customer in December 2014.

EV Deployment

2016

Deployed Australia's first commercial EV charger at the Noosa Blue Resort followed by a 5 site EV charging network.

Shared Solar

2021

25 May 2021 - LPE developed and implemented "Shared Solar".

Exit On-Market

2022

In May 2022, LPE exited the retail / direct market due to adverse wholesale pricing, leading to a net loss of (\$12m) in FY23.

Reenergised

2025

Independent Board, revenue up, 2nd consecutive year of positive core earnings, embedded governance, debt reduced & cash improved.

2014

ASX Listing

2016

LPE listed on the Australian Stock Exchange (ASX) in January 2016 as an energy retailer.

On-Market Retailing

2018

In late 2018, LPE commenced retailing to the Direct Market Customers.

BioHub

2022

February 2022 LPE invests \$5m in renewable generation BioHub project located in Bundaberg, Queensland.

Turnaround

2023-24

Highlights: first NPAT in LPE's ASX history of \$2m, also the first year LPE did not rely upon additional capital or additional borrowings.

2025

Our Vision, Purpose and Values



Our Vision

To be the provider of choice

Our Purpose

Work with customers to deliver
better local solutions

Our Values

Integrity

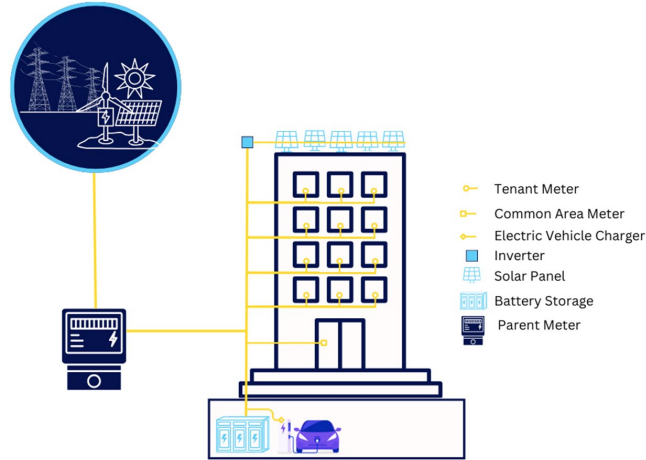
Service

Growth

Teamwork

Performance

Benefits of an Embedded Network



What is an Embedded Network (EN)?

EN are private electricity networks that serve multiple premises, such as in apartment blocks, caravan parks and shopping centres.

The site with an EN usually buys energy from an energy retailer and then 'on-sells' the energy to the different consumers at the site. In some situations, the energy sold may include Solar generated on site.

Benefits of a typical EN

- ✓ Reduced electricity prices for owners and tenants
- ✓ Fully funded infrastructure and metering solutions
- ✓ Better control of site electrical infrastructure and metering
- ✓ Better energy monitoring and management
- ✓ Better customer service with local call center, billing services and debt management

How does it Work?

A parent meter is installed between the incoming supply and the main switchboard to record the total electricity supply to the building.

Individual sub-meters, or child meters, are then installed for every tenant enabling the accurate sale of electricity to each account holder.

LPE then sources the most competitive large market electricity supply arrangement to enable every tenant to receive the most competitive electricity rates compared to traditional small market energy supply.

Our Solutions

Our Customer Value Proposition continues to evolve as we work with partners, communities and customers to find new and better solutions to take us into the future, which includes:



Embedded Networks: Managing everything from meter reading to bill issuance.



Buying better: Seeking volume discounts through a progressive energy procurement plan



Digital Capability: Multi-Utility services such as LPE Broadband



Centralised Hot Water: Designing and installing hot water systems for strata complexes.



Solar and Storage: Implementing behind-the-meter solar and battery solutions.



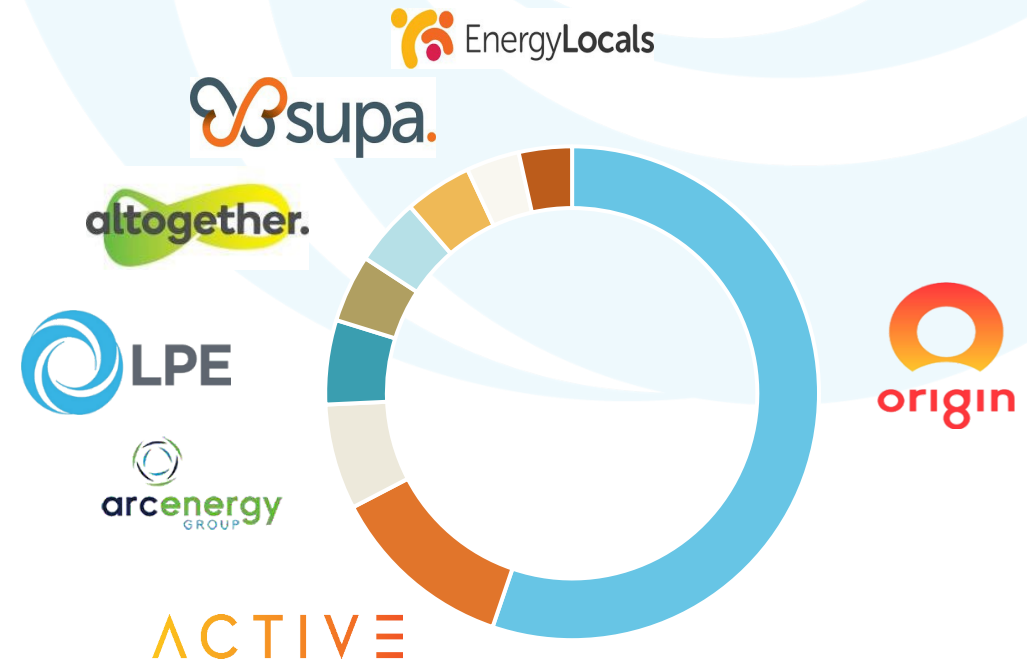
EV Charging: Providing electric vehicle charging stations for apartments and new developments.

Embedded Networks have a role in providing customers with an option for energy affordability as well enabling communities and consumers to participate in Energy Markets.

The Embedded Network Market

Competitive Landscape

- There are estimated to be circa 17,000 ENs and 500,000 customers within the National Electricity Market (NEM)
- Within Qld it is estimated that there are 3,000 EN and 187,000 customers
- Based on publicly available information, LPE has circa 4% of the market and is a leader within the market
- LPE's Customers include:
 - Developers seeking LPE to develop and deliver shared infrastructure, establishing an EN with LPE's project financing recovered over a 10-to-15-year period
 - Strata communities with an existing EN, and other centralised services such as hot water or air-conditioning, and
 - Sites where LPE procures the wholesale energy and on sells the energy to individual customers typically on a three-year term



Illustrative share of the EN market

2.0 Business Update & Financial Results

Scott Taylor, CEO
Sandra Pienaar, CFO

Our Business Performance

At the end of FY2025 we have:



25,410
Customers



368 Sites



33,268
Service points
30,933 active and 2,335 contracted
service points

LPE delivered 5,711 new service points, representing 84% of the FY2025 target of 6,798 as follows:



Greenfield developments: 1,457 new service points



Brownfield acquisitions: 1,611 service points



Contract renewals: 2,643 service points



Regrettably, LPE **lost 15 sites** and **1,812** service points

The FY2025 priorities were:

- Cultural Renewal** through investing in our team, culture and requisite capabilities as a key enabler to performance.
- Realignment towards profitable** growth and the LPE Way, fostering continuous improvement and service delivery.
- Improve sales** through an investment in the team, our process and developing better solutions
- Improve our customer experience** and consistency
- Improve our commercial performance** through better energy procurement, site management and operational excellence
- Safe pair of hands:** Managing all the competing priorities, and unforeseen disruptions like Cyclone Alfred, to deliver on guidance.
- Financial independence:** Disciplined cash management restored balance sheet flexibility.

Financial Overview

Energy Revenue of \$42m which is up 2.7%

Core earnings
increased by 32%
from \$1.02m to
\$1.35m

Group profit of
\$3.58m
excluding non-cash
impairments

Cash
\$4.45m
up by
28%

Second consecutive year of positive core earnings
Capacity to pay existing debt facility from free cashflow

Our Key FY2025 Results



Despite a slight decline in service points, there has been a **2.7% increase in Revenue to \$41.64m**



Group profit of \$3.58m excluding non-cash impairments



Core earnings increased by 32% from \$1.02m to \$1.35m



An impairment of **(\$7.08m)** for the Bundaberg Biohub loan of been recognised, despite being unresolved



Other **unresolved doubtful debt of (\$0.27m)** have been provided for



(\$3.49m) statutory loss after income tax following a non-cash accounting impairment of \$7.08m



Cash balances, excluding CoLR, incr. by 28% to \$4.45m with access to \$7.0 m of undrawn funding

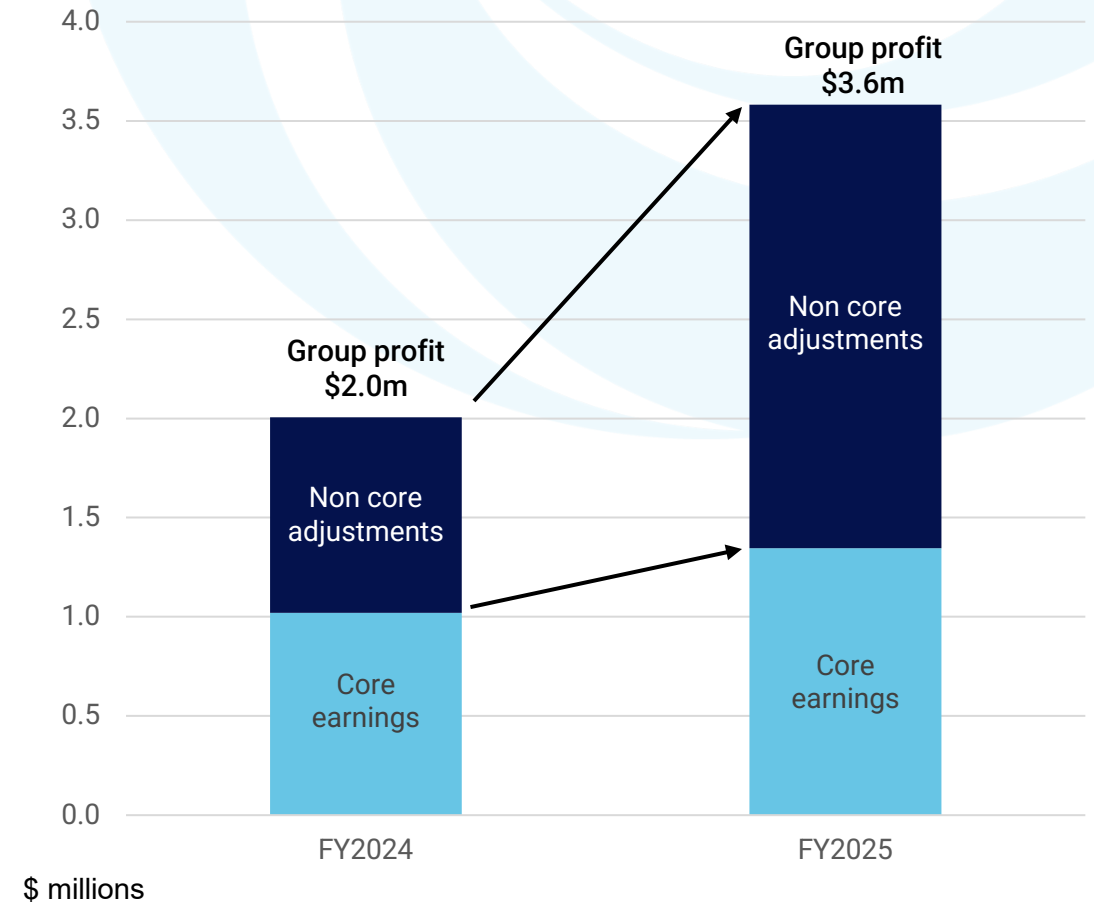


20 new sites or 5,711 service points, representing 84 % of the FY2025 target

Summary of Financial Results

FY2025 Performance Highlights

- Revenue of \$41.6 million is up 2.7%.
- Group profit is up 79% to \$3.6m.
- Core earnings increased 32% from \$1.0m to \$1.3m.
- Reduced debt by \$1.7m.
- Net cash position \$4.4m.
- Second consecutive year of core earnings and positive cash flow



* Excluding Biohub assets and impairment

3.0 Strategy, FY2026 & Beyond

Scott Taylor, CEO
Craig Chambers, Chair

Our Market: Property

38,000

New Homes /
Year

\$134_{bn}

Infrastructure
Investment

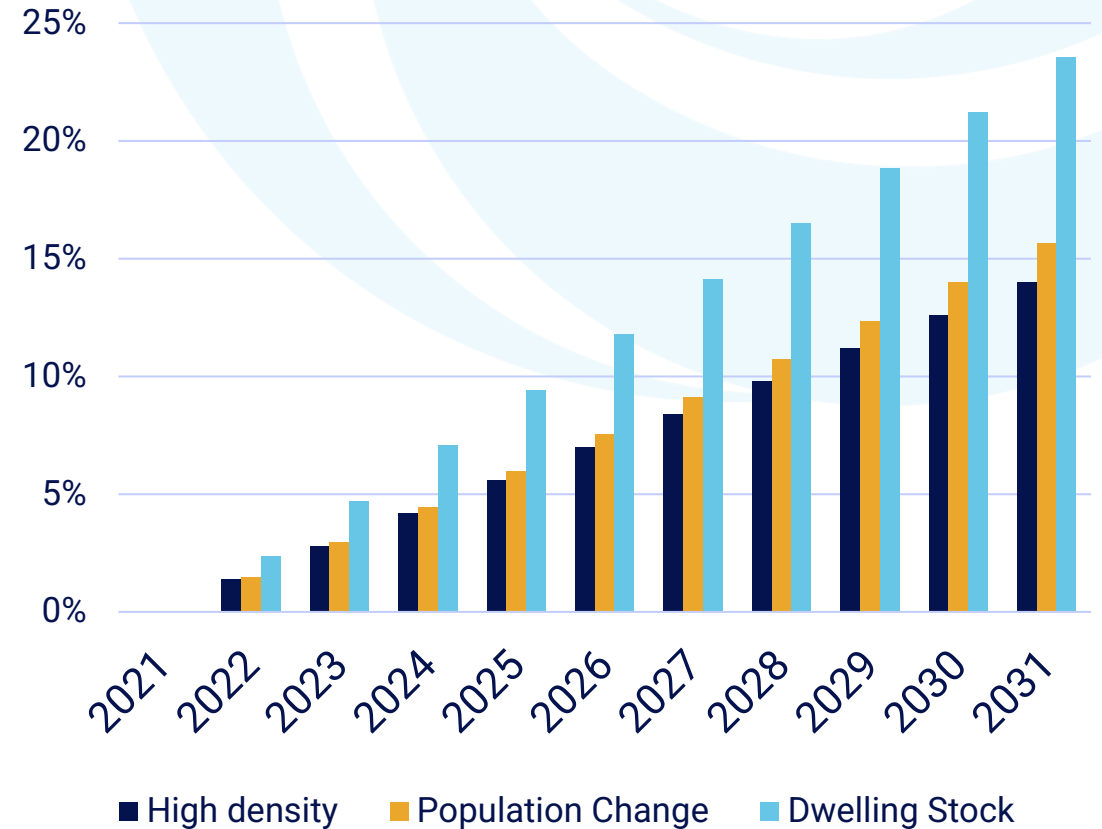
1,200

New people /
Week

\$40_{bn}

Olympics Gross
Regional Product

Density, Dwellings and Population % Δ in SEQ



Source: Queensland Government Statistician Office

Our Market: Energy

By 2050, Distributed Energy Resources will...

Rooftop solar PV
to be on

12
million homes

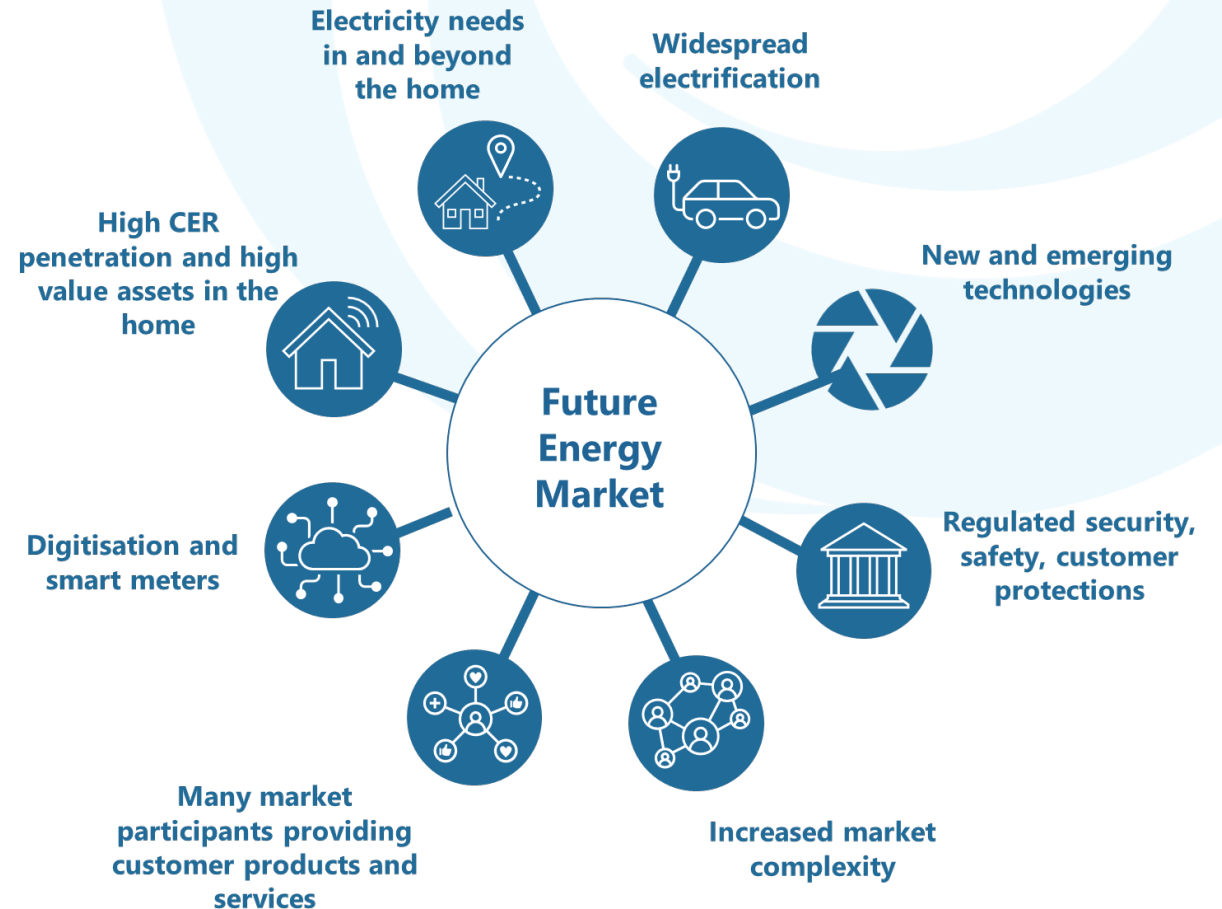
Electric vehicles ownership
as a portion of the road fleet up to

97%
or 19 million vehicles

Save

\$4.1b

In additional grid-scale investment, if
consumer batteries are effectively
coordinated



Our Market: Growing Addressable Market

SEQ Population
Growth

x3

in next 25 years

New Embedded Networks
Registered Annually

6-700+

Battery Capacity

x6

By 2030

New Dwellings
Each Year

34.5k

Shift toward greater density via
strata-style housing is expected

Solar Capacity

x2

By 2030

Our Markets

LPE is evolving from selling old energy products to working with developers and communities to develop infrastructure solutions to meet the current and future needs of customers



Creating and Growing Value

1. Organic Profitable Growth

- Develop new build infrastructure solutions
- Acquire new customers
- Renewal of existing customers
- Sharpen our pricing strategy, buying better

2. Strategic Growth

- Product development
- New markets
- M&A
- Joint venture
- Strategic alliance

3. Productivity (improve operating margin)

Improved customer experience and cost per serve	Progressive energy procurement
Active Embedded Network and site management	Smart billing and metering services

4. Capital Strategy (target returns & value creation)

Capital structure	Integrated business model	Investment management process and disciplines	Capital allocation and efficiency
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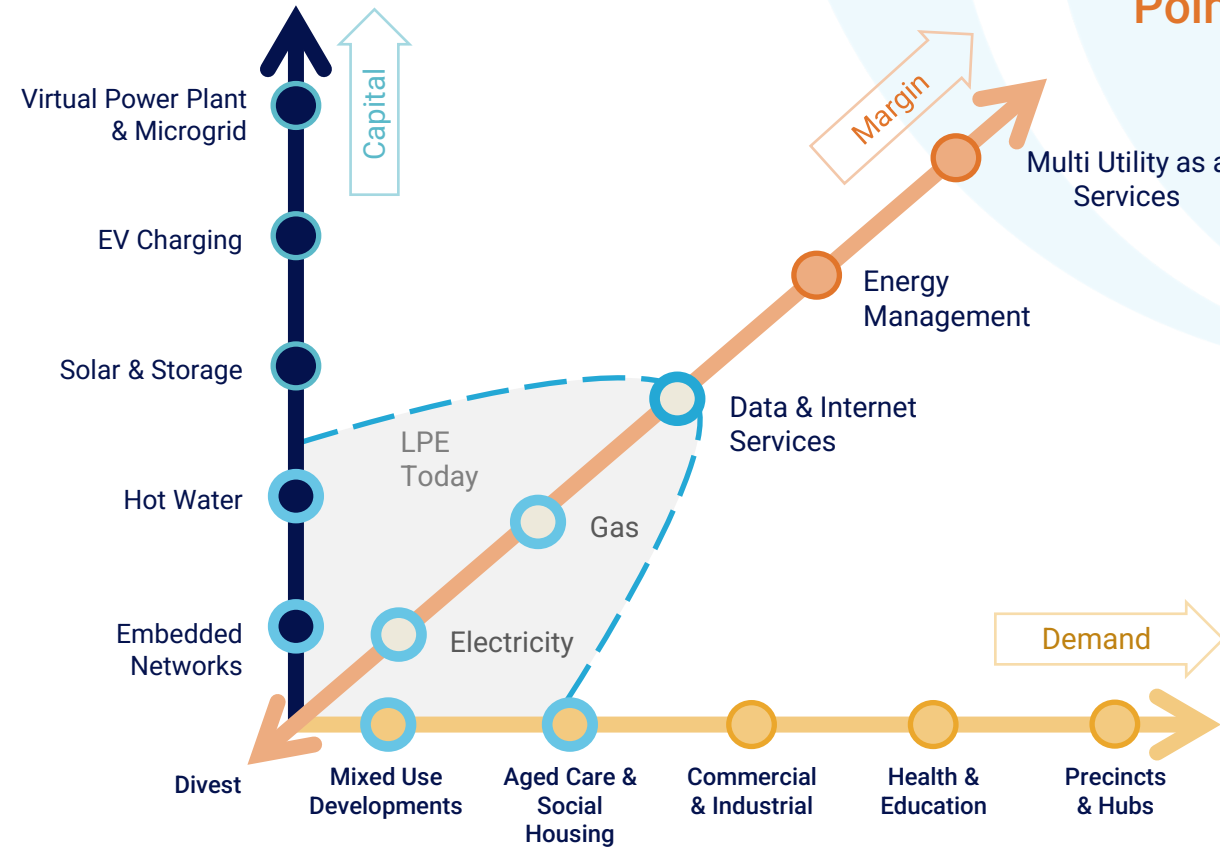
5. Scalable Business Capabilities (People > Process > Tools)

Our 2030 Growth Strategy

Expanding the Core Energy Business to a Multi-Utility Platform

to
Infrastructure
Solutions

from
Services



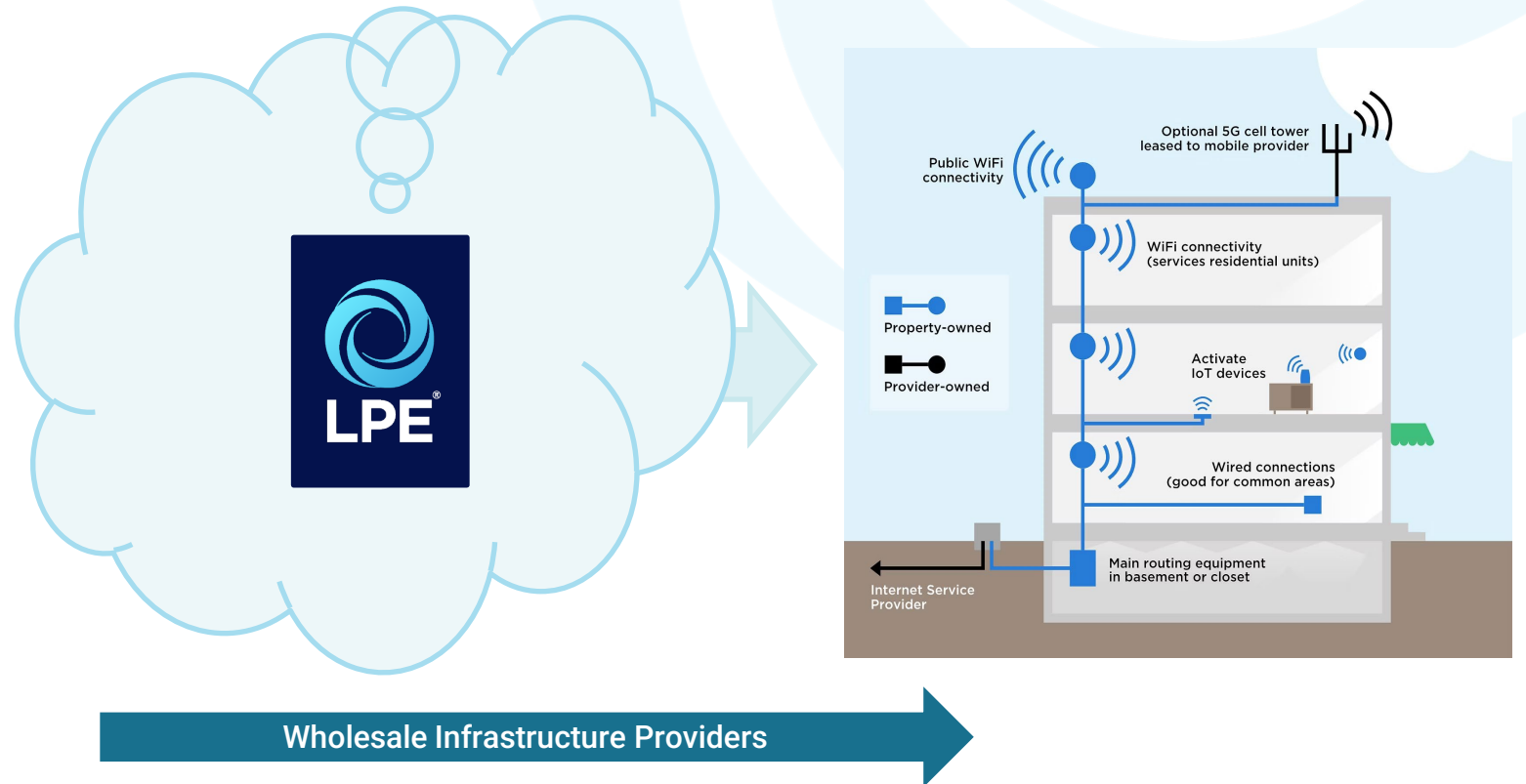
More Service
Points & Customers

Extending
Beyond Strata

LPE Broadband

LPE plans to launch a Broadband product by the end of the year

- ✓ No Lock In Contracts
- ✓ Unlimited Data
- ✓ Immediate Connection
- ✓ Direct Payment to LPE
- ✓ White Label Back Office



Our Priorities for FY2026 & Beyond

- **Continued investment in Scalable Capabilities** to enable growth, with a new office delivering 25%+ annual cost saving
- **Customer Advocacy** to ensure consumer protections and better outcomes for customers, communities, owners and developers
- **Service Excellence:** by looking after customers and provide a seamless experience to earn high retention and renewal rates.
- **Improving our Operating Margins** with productivity improvements and the progressive procurement of our energy
- **Delivering a Capital Strategy** that secures funding and efficiently allocates capital for operations, investing in assets and growth
- **Implementation of LPE Broadband** as the next step in our multi-utility service offering and digital strategy
- **Competitive Positioning:** to ensure embedded networks retain a strong position with the regulatory and commercial markets
- **Profitably Grow** through continuously improving our solutions and services to our existing customers and communities
- **Work with Developers** to bring better energy and infrastructure solutions into the future for greenfield new build space
- **Pursuing Step Change Growth** through new markets, joint ventures, strategic alliances, mergers and acquisitions

Key Takeaways:

Profitable
and Cash
Positive

Disciplined
and Scalable
Platform

Expanding
Customer
Value
Offering

Growing
Property &
Energy
Market

4.0 Q&A



localityenergy.com.au

Thank you