



31 August 2020

## Appendix 4E and 2020 Annual Report

Attached are the following documents relating to Locality Planning Energy Holdings Limited results for the year ended 30 June 2020:

- 🕒 Appendix 4E
- 🕒 Locality Planning Energy Holdings Limited 2020 Annual Report

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.

# LOCALITY PLANNING ENERGY HOLDINGS LIMITED

ABN 90 147 867 301

## Appendix 4E Preliminary Final Report under ASX Listing Rule 4.3A

### Year ended 30 June 2020

Current reporting period	1 July 2019 to 30 June 2020
Previous corresponding period	1 July 2018 to 30 June 2019

#### Results for announcement to the market

	30 June 2020 \$	30 June 2019 \$	% change
Revenue from ordinary activities	43,719,587	28,476,525	58.53%
Profit/(loss) from ordinary activities after tax attributable to members	(7,231,267)	(2,181,690)	(231.45%)
Net profit/(loss) from ordinary activities after tax attributable to members	(7,231,267)	(2,181,690)	(231.45%)
Final & interim dividend	Nil	Nil	-

#### Brief explanation of revenue and results

Significant customer growth during the period has contributed to a 59% increase in revenue.

Net loss after tax of \$7.23 million includes a non-cash loss of \$2.25 million from the change in fair value of financial instruments used to hedge the Company's cost of wholesale energy. The loss in fair value on the Company's hedge book has been taken up on the balance sheet to be realised in future periods.

Excluding this item, the underlying loss was \$4.98 million which is largely due to an increase in employee costs, up \$2.46 million on the prior period, representing an investment in the sales team and additional operational personnel to support the Company's significant growth.

Financing costs of \$1.96 million (2019: \$0.62 million) is up from prior period due to additional drawdowns of the BlackRock Facility to \$15 million as at 30 June 2020 (\$6.1 million as at 30 June 2019).

Electricity margins (excluding the unrealised losses on derivatives) have been maintained at 17% (2019: 18%), with only a slight dilution from the prior period, due to a change in product mix (an increase in residential retail electricity and business customers.)

Dividend payments	Nil		
Dividend reinvestment plan	Nil		
		<b>2020</b>	<b>2019</b>
		<b>\$</b>	<b>\$</b>
Net tangible asset per security		0.1440	0.0435

### **Entities over which the group gained or lost control over the period**

LPE Infrastructure Pty Ltd was deregistered on the 13<sup>th</sup> May 2020.

### **Details of interests in associates and joint ventures**

Nil

### **Any other significant information**

An additional \$3 million in capital was raised via a new share issue in August 2020, which will allow the company to accelerate growth in 2021.

### **Commentary on results**

The Company has experienced significant growth during the period, with customers increasing by 9,700 to 31,200 at 30 June 2020. This growth has been achieved despite unprecedented disruptions to interpersonal sales activity in the second half, relating to the COVID-19 pandemic. The majority of growth in the current period has been achieved from residential retail electricity and business customers.

The Company has a broadening product offering, with 90% of its growth in the current period obtained from direct market residential and SME customers (just 10% from the Company's long-established embedded networks product), and its emerging and innovative shared solar product is anticipated to deliver significant traction in 2021.

**This report should be read in conjunction with Locality Planning Energy Holdings Limited Directors' Report incorporating the Operating and Financial Review and the 2020 Annual Report released to market on 31 August 2020.**