



Chairman's Address to 2018 Annual General Meeting

20 November 2018

I would like to welcome all Locality Planning Energy Holdings shareholders and guests to our 2018 AGM.

The last 12 months has been a noteworthy period of corporate development for LPE. This year's efforts in securing funding from BlackRock has ensured continuance of our growth trajectory into the future. Parallel to this and no less significant has been the continued and now deployable development of a multi-tenancy solar offering that will change the way our niche core sector considers solar and the benefits of Solar Generation to the future. Our overall product development in solar itself represents a new to world delivery mechanism into a sector that has been completely removed from the opportunity of installing solar, until now.

Development of new offerings should not take away from the continued growth in our core offering of embedded networks and providing all utility services to Strata and High Density living. We have seen some notable changes in the past 12 months, with national adoption of the Power of Choice into the consumer energy market along with a broadening regulatory regime; although these do not affect our offerings to market, they do create some layered changes within the operations side of the business.

Without proceeding, it would be remiss of me not take this opportunity to acknowledge the LPE management team, staff and my fellow directors of their persistent and committed efforts during what has been a fantastic year of advancement for the company.

Given that there have been many significant highlights from the past 12 months, only a couple are one off events. The company has increased the annual billable customers by 96% from last year, with limited operational staff increases. Our customer debt levels are well below the industry standard and we have no registered hardship customers, which we firmly attribute to our proactive and positive customer support services.

To recap on the BlackRock Debt Facility, which Ben will clarify the process and outcomes in further detail later, the facility gives LPE a solid runway to continue to grow in an accelerated manner with more offerings in more regions than ever before. Ben will also provide more clarity around the technical delivery and anticipated uptake of the solar offering.

One of our resolutions this year was that of Share Consolidation. In considering how to structure this a report of peer ASX listed companies was sought, 70 in total. On benchmarking by market capitalisation and revenues, of the sample the mean share price was \$1.54 and the median was \$0.74. It was therefore decided to take a 50:1 consolidation to the shareholders. This will have the benefit of placing LPE in a larger investor market along with meeting mandates of higher calibre investor groups.

With the growth in place, the funding successfully completed, and an operating team poised and capable of delivering. The next year is going to be a very exciting for your company.

Thank You

Andrew Pierce
Chairman
Locality Planning Energy Holdings Limited