

A photograph of a traditional metal windmill standing in a grassy field. The sky is filled with dramatic, colorful clouds in shades of purple, pink, and orange, suggesting a sunset or sunrise. The windmill is positioned on the right side of the frame, and its shadow is cast on the ground. The overall scene is serene and evokes a sense of rural, clean energy.

# It's Time. Innovating With Clean Energy.

Dubbo Blueridge Business Park Microgrid Project Proposal



# How We Will Innovate With You

We are excited for the opportunity to be part of your green transformation.

- Who is LAVO?
- Business model
- Why LAVO?
- Development phases
- Roadmap
- Why innovation matters





# We're LAVO. Energy Innovators.



We're driving the green energy transition with innovative storage and digital solutions, unlocking the full potential of renewables.

We're building a global innovative technology company that changes the way people live with energy.

We're well known for our long duration storage solutions, but actually work across many technologies that are accelerating the green transition.



# Presenting Today



**Michael Sharpe**  
Executive Consultant

Michael Sharpe is LAVO's Executive Consultant - Virtual Power Plant. Michael supports the growth of LAVO's clean energy solutions in regional NSW.





# Unprecedented Opportunity

Power sector trends driving change – timing is key.

Push to lower emissions



Demand for electricity / electrification



Rapidly evolving network



Cost of electricity & transition



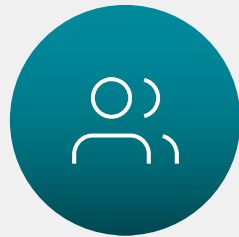
Cost of living pressures



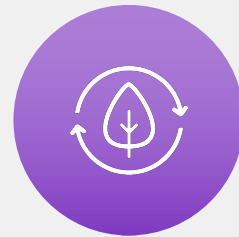
+50% in BTM Solar,  
5X growth in storage



Rise of user-ship



Rise of the circular economy



System complexity and instability



Emergence of Green Hydrogen





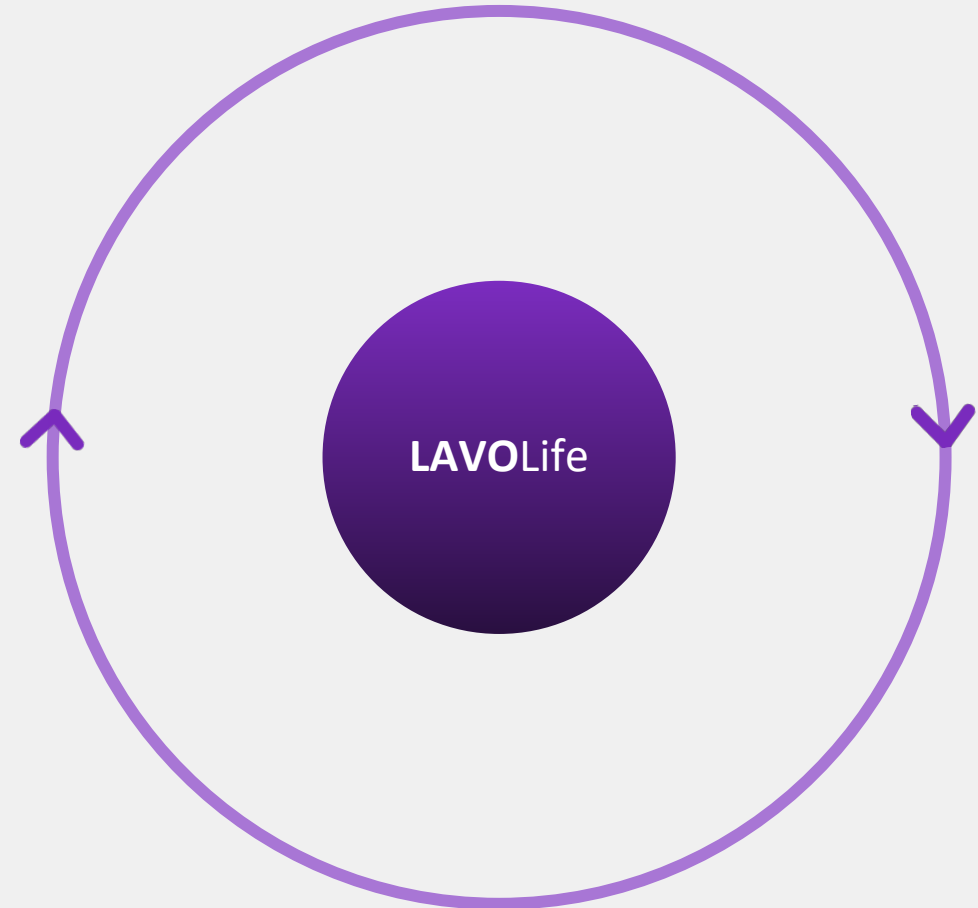


# Hello Energy. You've Changed.



# Introducing Our Business Model

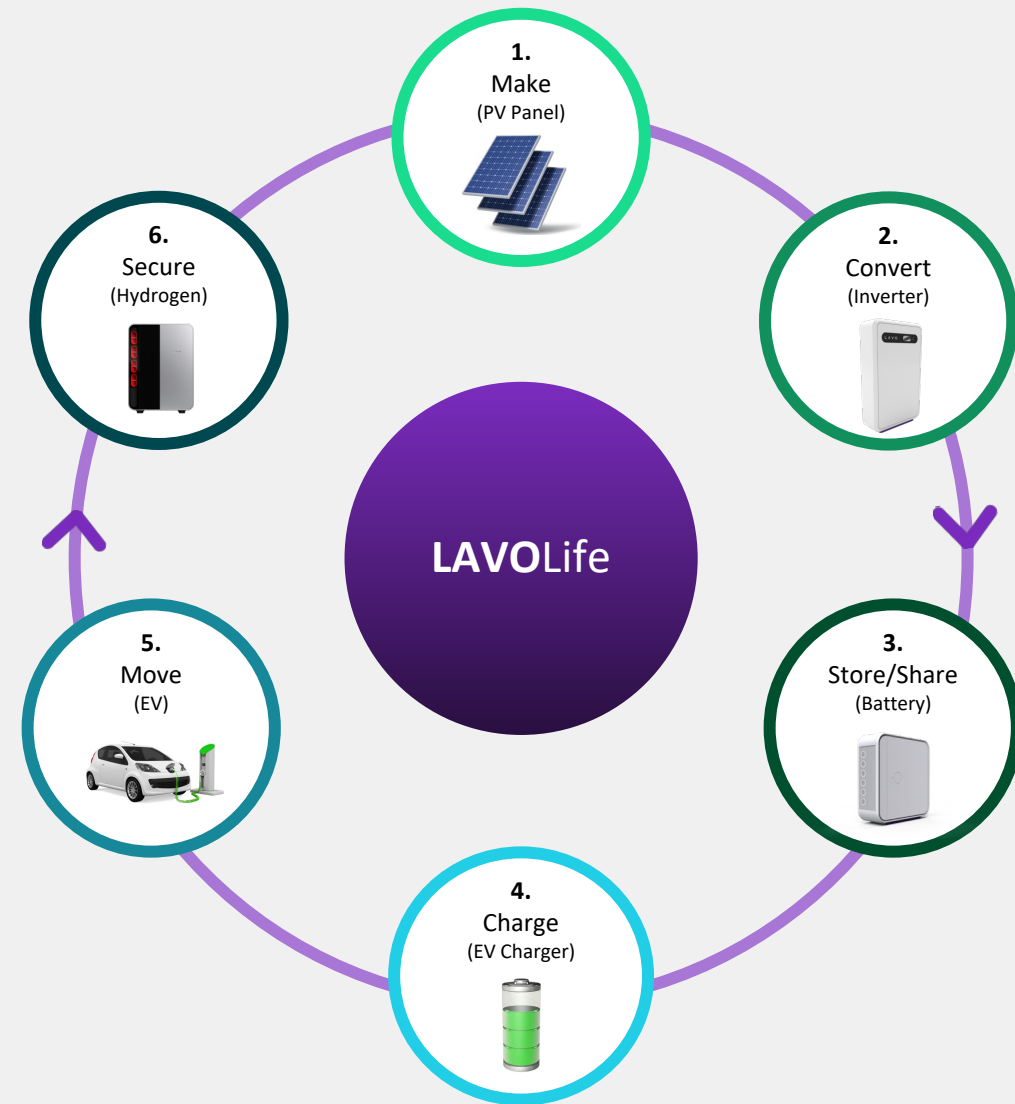
LAVOLife – changing the way people live with energy





# Introducing Our Business Model

LAVOLife – changing the way people live with energy



# Introducing Our Business Model



LAVOLife – changing the way people live with energy

## Future Hydrogen Applications

- Green hydrogen transport and distribution
- Long duration energy storage
- Green fuel applications (long-haul hydrogen trucks, forklifts etc)

## Store & Share

- Production and consumption of green energy locally by businesses in Blueridge Business Park
- Battery-for-Service model
- Virtual Power Plant-enabled
- Fixed and affordable clean energy for tenants
- Monitoring, control & optimisation

## Circular Economy-Enabled

- Critical minerals bank
- PV/ Battery passport
- End-of-life management



# Why LAVO?



We're uniquely positioned to deploy a microgrid with the ability to call on multiple resources solution, offering reliable, affordable, locally-produced clean energy to local business owners.

## 1. Brand

- Premium brand recognition with established level of trust
- Positive impact
- Innovative
- Authentic and inclusive
- Sustainability-centred design with international recognition

## 2. Ecosystem

- Tier-1 platform for hardware suppliers
- Market leader in fleet management software (VPP)
- Integration
- Leading industry partners (incl. financial investors, retailers etc.)

## 3. Innovative Model

- Battery-for-Service with enhanced value
- Hassle-free customer experience

## 4. Ability To Execute

- International distribution network
- Pre-approved installer network
- Track record of successful large renewable projects
- Federal and state government relations

**We will offer a 'fixed energy monthly plan' model, at scale**





Welcome Dubbo.  
Here's Your Opportunity.



# The Opportunity: Dubbo Blueridge Business Park



## Dubbo's dynamic track record

- Dubbo enjoys a strategic location in central NSW, and is supported by quality infrastructure and diverse industry
- Having remained at the forefront of regional growth, investment, and opportunity, it has a bright future and presents significant growth opportunities

## Collaborating on an Australian project

- Blueridge and LAVO are excited to launch this Australian microgrid project
- Offering fixed cost, affordable, and reliable green energy, the project will attract global manufacturing companies to produce on site

## Future opportunities for growth

- The next stage of Blueridge Business Park includes highway frontage. This presents an opportunity for LAVO-produced green hydrogen to be used in on-site refuelling for haulage vehicles



# Microgrid With Embedded Network



How we bring our innovation to your community



LAVO will distribute a BESS (Battery Energy Storage System) on each tenant's premises (BESS + EV Battery Charger). This will be aggregated under a Virtual Power Plant (VPP) for optimisation. LAVO will also provide the electricity infrastructure company with capacity management



# Meet Our Key Stakeholders



## 1. Blueridge Business Park Developer

### Key Roles:

Endorse and promote monthly fixed energy bill plan within the park



## 2. Essential Energy

### Key Roles:

Approve embedded network to enable microgrid using Essential's existing distribution network

### Notes:

Work with the Dubbo City Economic Development team



## 3. Dubbo Council

### Key Roles:

Provide local government support and endorsement, and facilitate engagement with key local stakeholders



## 4. RDA Orana (Dubbo)

### Key Roles:

Engage with local communities to build support, and provide grant application support

### Notes:

Partner with the Inland Growth Summit & other activities

# Meet Our Key Stakeholders



## 5. NSW State Government Department of Regional NSW

### Key Roles:

Government support and endorsement

### Notes:

Potential government grant such as ARENA



## 6. Dubbo Solar Farm Land Owner

### Key Roles:

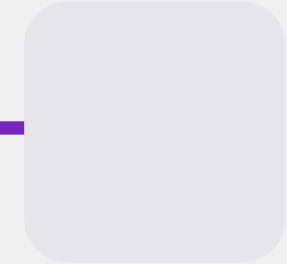
Serve as an advocate, building community engagement and support



## 7. Blueridge Business Park Tenants

### Key Roles:

Key offtakes to subscribe fixed energy plan over 10-15 year term



## 8. LAVO

### Key Roles:

Provide hardware and software as part of deployment and overall project management

# Development Phases



Staged approach to a green transformation for your businesses and community

## Stage I Deployment (Q1-Q4 2023)

- 5MW solar farm construction
- Distributed BESS + Inverter + EV charger for each tenant within the current Blueridge Business Park



## Stage II Deployment (2024-2025)

- Work with Dubbo Regional Council, the developer, and Essential Energy to provide a clean energy solution for the future market plan in the Blueridge Business Park



## Stage III Deployment (2024-2025)

- Work with Dubbo Regional Council and Essential Energy to implement a clean energy solution for manufacturers in the greater Dubbo region, supporting Dubbo Council's Green Energy Capital initiative



## Stage IV Deployment (2025+)

- Continued roll-out of clean energy in the greater Dubbo region
- Green Hydrogen storage deployment
- Green Hydrogen Transport and Distribution to support Dubbo's Hydrogen Hub







G'day Dubbo.  
Let's Innovate Together.





# Why Innovation Matters

Innovation is more than just developing or improving ideas or technologies. It's about doing so to have a meaningful impact on society.

Central to the success of innovation are partnerships. We at LAVO have sought out collaboration to accelerate our growth, to build an ecosystem from which we can amplify our impact, to expand our business, and to deepen our expertise.

Innovation is in the DNA of our technology, services, business model, and company culture. It is this approach which will allow us to change the way people live with energy.













Enter: Clean Energy.  
Exit: Fossil Fuels.





# Future Of LAVO's Innovation

We're doubling down on Dubbo's green future.

What will our innovation will mean for the success of your business and the community?

- Dubbo will be the showcase to NSW and the rest of Australia.
- Support job growth and drive investment across the regional economy.
- Provide the ability to operate and thrive as a green business.
- Enable NSW to build an affordable, sustainable and reliable electricity system.

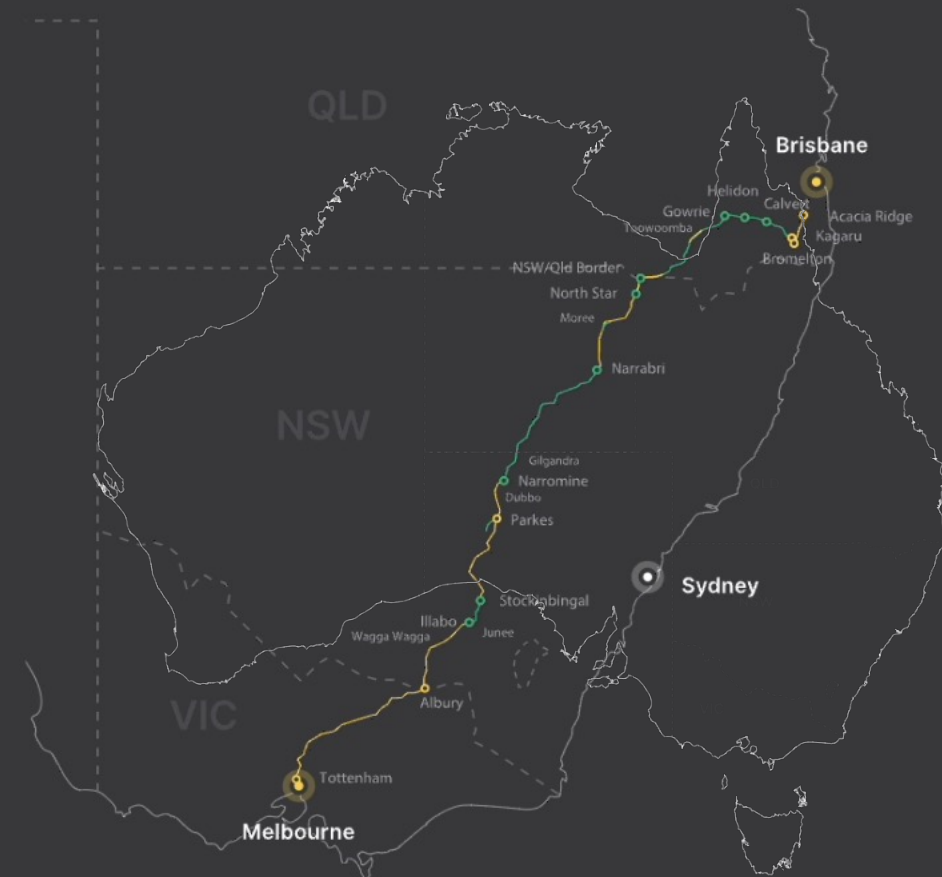


# Shaping Tomorrow's Energy Future For Dubbo And Australia



## Special Activation Precincts:

- Moree
- Narrabri
- Wagga Wagga
- Parkes
- Williamtown
- Snowy Mountains





# Dubbo First, Australia Next.

If this is what we can do at the Blueridge Business Park, imagine what we can do for the rest of the nation.

*Great Australian  
Bight*



# Pioneering Green Manufacturing



Be the pioneers of green manufacturing in NSW  
and attract global manufacturing to the Special  
Activation Precincts.





# Transforming Transport

Potential for powering locomotives with renewable energy right here in Dubbo.





# Potential Electrification of Taronga Western Plains Zoo

Taronga has committed to sustainability targets. One of six strategic priorities in the Taronga 2021-2025 Strategic Plan is to lead environmental sustainability and climate change action.









A landscape photograph of a stone ruin in a field at sunset. The sky is a mix of purple and orange, with some clouds. The foreground is a field of tall grasses and small bushes. In the center, there is a stone wall with a large hole, and a tree stands behind it. The Lavo logo is overlaid in the center of the image.

LAVO.

FOR LIFE

[lavo.com.au](http://lavo.com.au)