

SPEAKER



Jillian Safian
Section Chief - Grants & RFP's
The Lion Electric Co.



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Lion Electric



 **LION ELECTRIC**
An All-Electric Commercial
Vehicle Manufacturer

SEPTEMBER 2021

Lion Today



400+ electric vehicles in operation



More than 8 million
zero-emission miles driven



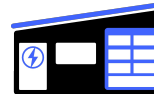
Factory in Saint-Jérôme, Quebec, with an existing annual capacity of 2,500 vehicles per year

H2 2021 ramp-up of U.S.-based 20K vehicle-per-annum facility in Joliet, Ill.:

- Largest all-electric medium and heavy-duty vehicles plant in the U.S.
- First vehicles expected off the production line in H2 2022



Planned opening of a highly-automated 5 GWh-per-annum battery factory in Mirabel, Que., in H2 2022

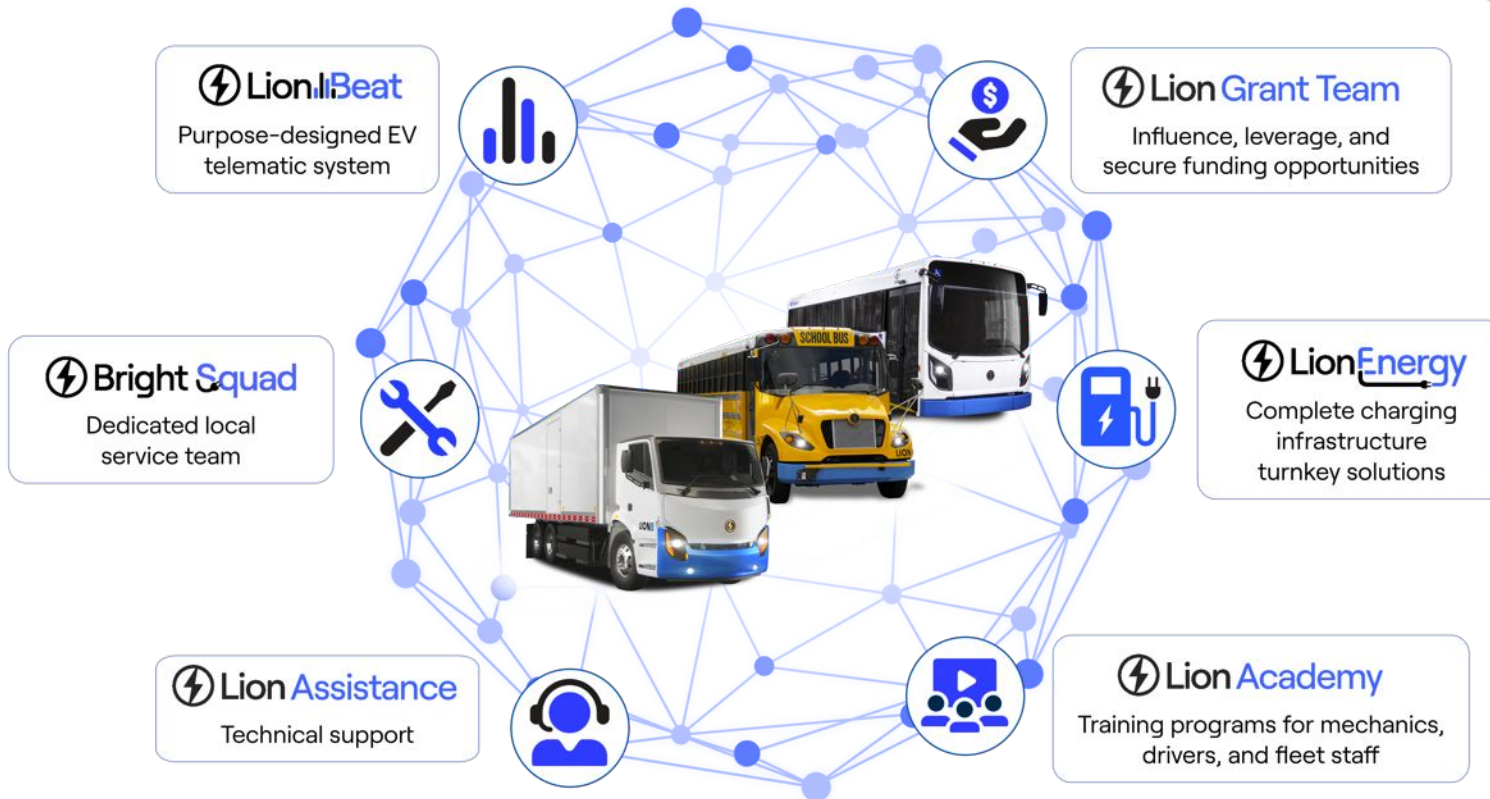


8 experience centers and 2 R&D centers across the U.S. and Canada



~900 employees

The Complete Lion Experience



Lion GrantTeam



- Team dedicated to identifying, applying for, and securing local, state, and federal grant funding opportunities for fleets looking to acquire zero-emission vehicles and/or infrastructure
- Why grants?
 - Lower the cost of adding zero-emission vehicles to your fleet
 - Reduce the amount of time until you see a return on your investment (ROI)
 - Get ahead of the curve by going electric before other fleets, gaining a competitive advantage
 - Take advantage of grant funding now, before going zero-emission becomes an unfunded mandate

Lion GrantTeam



- Lion's Grant Team offers a turnkey solution for fleets: Lower the cost of adding zero-emission vehicles to your fleet
 - Constantly monitoring, researching, and identifying new and upcoming grant opportunities
- Applying for grants for fleets – Lion does all the heavy lifting:
 - Writing proposals and narratives
 - Preparing and submitting documents
 - Creating budgets and timelines
 - Interacting with grant agencies
 - Assisting with award obligations and grant administration, such as reporting, telematics, and other deliverables

Lion GrantTeam



- Lion’s Grant Team also assists with other tasks related to applying for grant funding, such as:
 - Identifying project partners
 - Obtaining compliance with local, state, and/or federal regulations placed on fleets to maintain grant eligibility
 - Finding and securing “stacking funds” to further reduce vehicle and/or infrastructure costs
- Identifying opportunities to improve your fleet’s grant competitiveness:
 - Data collection and reporting
 - Vehicle usage and maintenance for scrap-and-replace grants
 - Fleet composition for scrap-and-replace grants
- Lion uses its expertise with funding opportunities to influence and shape future grant programs
- Lion’s Grant Team has responded to a number of Requests for Information (RFIs) released by grant agencies to help them administer their grants in better and more efficient ways

The bright mooove

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