



FREQUENTLY ASKED QUESTIONS

ABOUT THE DEMERS eFX AMBULANCE

1. What does eFX mean?

The 'e' has a triple meaning: electric, economical, and ergonomic.

'FX' is the acronym for future experience; it is a shock effect compared to the current paradigm. It is an ambulance whose primary vision was to improve the comfort, safety of paramedic technicians and the patient by offering a new complete environment of the ambulance module as well as its motorization and front cabin space.

2. What will be the autonomy of the new ambulances (km/miles)?

Depending on the configuration, the engine equivalent to 340 horsepower will be powered by an 800 V battery (130 to 195 kWh). The range varies according to several factors, including the ambient temperature, the type of driving and where the driving is done, the weight of the equipment onboard, or the number of passengers.

The range is expected to reach around 200 km or 125 miles on a single charge.

3. How did you determine the capacity of the proposed battery?

The optimal autonomy approach was initiated following extensive analysis of real geomatic data of ambulance dispatch in emergency response situations from several ambulance services, so that the Demers eFX Ambulance meets or exceeds performance expectations between charging periods regardless of season and urban distances to be encountered on a typical shift.

Marketing and Production

4. Where can we learn more and/or access public marketing collateral?

All Marketing collateral (video, pictures, specs, etc.) is available on Demers Ambulances website (links below). In visiting the website, you can subscribe to receive the latest updates via the Demers eFX Newsletter.

English www.eFXambulance.com

French www.ambulancesefx.ca

5. How much will the electric ambulance cost to buy?

The final sale price is yet to be fixed, but our goal, is that after government Green initiative subsidy, the acquisition and operation of our eFX ambulance is not more expensive than a traditional ambulance – and that it generates exceptional gains in terms of paramedic safety and patient comfort.

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6. From what date do you plan to open order intake?

We aim to begin taking orders within a few months, as soon as our innovation patents are formalized and our ongoing work with the Government stakeholders are completed. However, we do take customer deposits that want to reserve their production order priority of the first build.

7. How many do you plan to sell?

We plan to sell at least 25% of Quebec's Fleet of Type III ambulance vehicles (which currently use fossil fuels) into electric vehicles and within five years have a fleet in N.A. of 1500 units.

8. North America/International: When and at what speed will you sell it elsewhere?

Priority is given to the Quebec and Canadian markets. However, we have already received requests for information and expressions of interest in buying and depositing from all over the world. It is a great showcase for Quebec know-how.

9. What will be your production capacity/cadence?

Our goal is to be able to meet the demand. In the long term, the production rate will not be a brake on commercialization.

10. What are the terms of the partnership with Lion Electric?

Our business relationship is very solid, and our respective skills are very complementary. Our teams have been working together since 2016. The first eFX 184 ambulance model is already a source of shared pride and the dynamics point to a bright future together for the benefit of our customers here and around the world.



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