

TWP
EC
- ca

EDWARDSBURGH CARDINAL

Unlock your Power Potential

An EV Fast Charging + Energy Storage Company



Jule's Request of the Township of Edwardsburgh Cardinal

To place at least 2 or 4 Level 3 EV chargers at no cost to, Edwardsburgh Cardinal, at the following possible locations:

- Ingredion Centre, 4050 Dishaw St., Cardinal and Cardinal Community Pool, 4044 Dishaw St., Cardinal
- South Edwardsburgh Community Centre, 24 Sutton Dr., Johnstown
- Spencerville Community Centre, 22 Sloan St., Spencerville
- Township Hall, 18 Centre St., Spencerville
- Cardinal Waterfront, Cardinal

If Council chooses to proceed, Jule requires that Edwardsburgh Cardinal complete a Client Package and sign the MOU (see end of this deck) for each site as soon as possible so all information can be obtained, and the application be submitted to MTO before January 31, 2024.

A Trusted Partner Across Multiple Markets

CUSTOMERS AND SITE HOSTS



PUBLIC FUNDING PARTNERS



CURRENT NETWORK

778,852	234	314
miles	mWh	tonnes
Range Delivered	Energy Delivered	CO2 Offset

An Integrated Platform Built on 10 Years of Experience & Innovation



FIRST ENERGY STORAGE PROJECT



DEVELOPMENT OF FIRST OF ITS KIND BATTERY INTEGRATED EV CHARGING SYSTEM



BUILDING CHARGING INFRASTRUCTURE IN CANADA



NEXT GENERATION TECHNOLOGY FOR CHARGER NETWORK MANAGEMENT SAAS



EXPANSION INTO U.S. WITH MICROGRID APPLICATIONS



DEPLOYING GRID OPTIMIZED EV CHARGING INFRASTRUCTURE

Notable Achievements

Funded by Sustainable Development Technology Canada in 2010
Utility grid-tied battery system for facility peak shaving

Three energy storage patents obtained
EV Charging funded by NSERC in 2017

Landmark Dividend purchase Jule's Ultra-fast EV chargers for Loblaws grocery stores across Toronto

Digitization of Charge Hub and transformation into an IoT Product
Developed partnerships with local transit authorities

Plug Power (PLUG) purchases Jule BESS to power hydrogen fuel cells
Full scale system production and manufacturing

Jule introduces CaaS model to Ford dealerships and wins National Electric Vehicle Infrastructure (NEVI) projects in Colorado, Kentucky & Alaska

2013

2017

2019

2020

2021

2023



[Play Video](#)

Problems We Solve



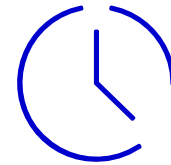
LARGE CAPITAL EXPENDITURES

Bringing high power to an existing site costs \$500K - \$1MM



HIGH OPERATING EXPENSES

Drawing high power puts stress on the grid, resulting in high demand charges



TIME INTENSIVE UTILITY UPGRADES

Bringing high power to an existing site can take 12-24 months



VARIABLE POWER DEMAND

A car charging at 50 kW has the same power draw as 41 homes¹

(1) EIA Electric Power Monthly Report- average home consumes ~10,000 kWh/ yr, resulting in a 1.2 kW power consumption.

Steady, Stable Power Supply



Ultra-fast charge in 15 minutes



Reduced operating costs



Reduced deployment time & utility connection costs



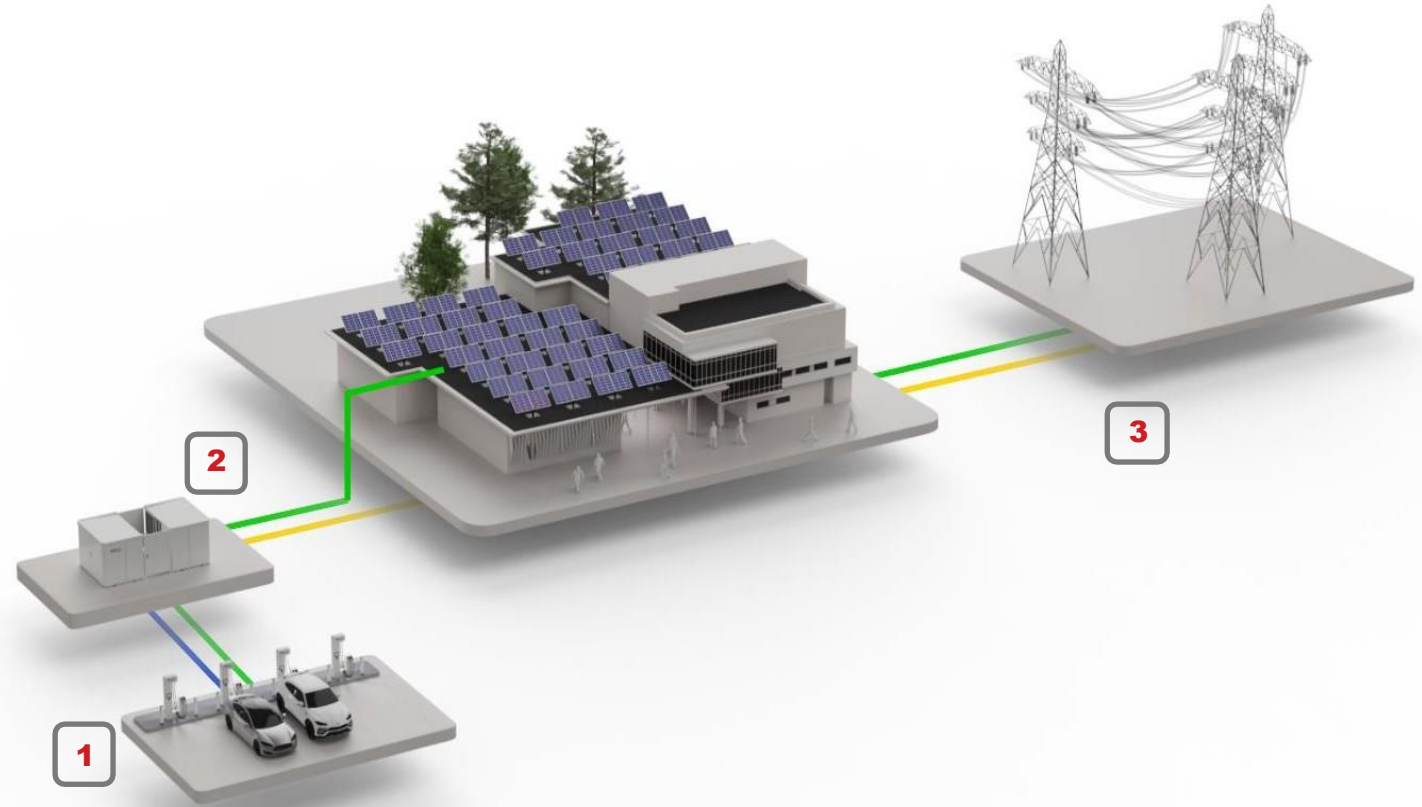
Connection in highly congested areas



Multi-car simultaneous charging



Next-gen ready



1 Jule Chargers
Allows customer to fully charge vehicles irrespective of grid power and without costly demand charges to the site host

2 Jule Hub
Storage allows for facility peak shaving and engage in time of use arbitrage for electricity cost savings

3 Electrical Grid
Provides Resilience to the Grid and uses the existing power infrastructure

Core Products



jule | Chargers

- Generate up to 350 kW
- Convenient payment transactions
- OCPP 1.6 with UL & ESA Compliance



jule | Hub

- 1 MWh of continuous energy supply
- Instantaneous discharge time
- Grid power quality correction



jule | Link

- Monitor performance conditions
- Control energy load shifting
- EV charging analytics

EV Fast Charging

Generate up to 350 kW of DC fast charging power to multiple EV's from as little as 50 kw drawn from the grid.

- Provide Industry Leading Charging Speeds
- Increase Customer Satisfaction
- Build Customer Loyalty



Notable Delivered Projects

Canadian Grocery Retailer

Toronto, Brampton, Kitchener, Kanata, Georgetown

Florida, Department of Environmental Protection

Naples, Palm Coast, Venice, Quincy

Trans-Canada Highway

Northern Ontario (3 Locations) & Manitoba (1 Location)



Energy Storage

Upgrade your site's electrical infrastructure without significant installation costs, all while lowering utility bills and increasing resiliency.

- Optimize your building's energy distribution
- 1 MW of continuous high power output
- Future-proof your site



Notable Delivered Projects

Grid Support

Alberta

Battery Energy Storage Systems

New York, California



Additional Revenue Streams

Electric Vehicle Charging

Client ability to structure pricing

- Revenue through direct sales of EV charging sessions

Demand Response Program

Energy Market Trading to support Grid Resiliency

- Global Adjustment
- Peak Shaving
- Ancillary Service Value

LCFS Credits

Low Carbon Fuel Standard

Carbon Credit Programs provided by the Government

- Percentage of EV charging session sales are matched to support the expansion of EV infrastructure across Canada

Digital Advertising

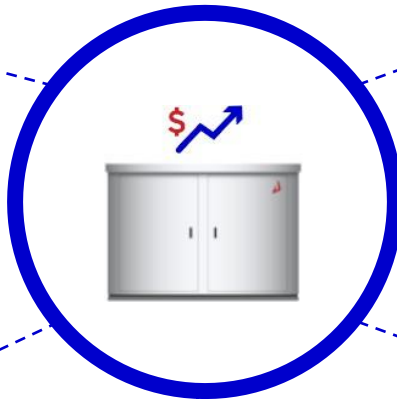
Collaborate with Partners for Advertising Opportunities

- Utilize our EV charging platform to expand TPA + Partners brand exposure

Backup Power

Savings from utilizing Energy Storage

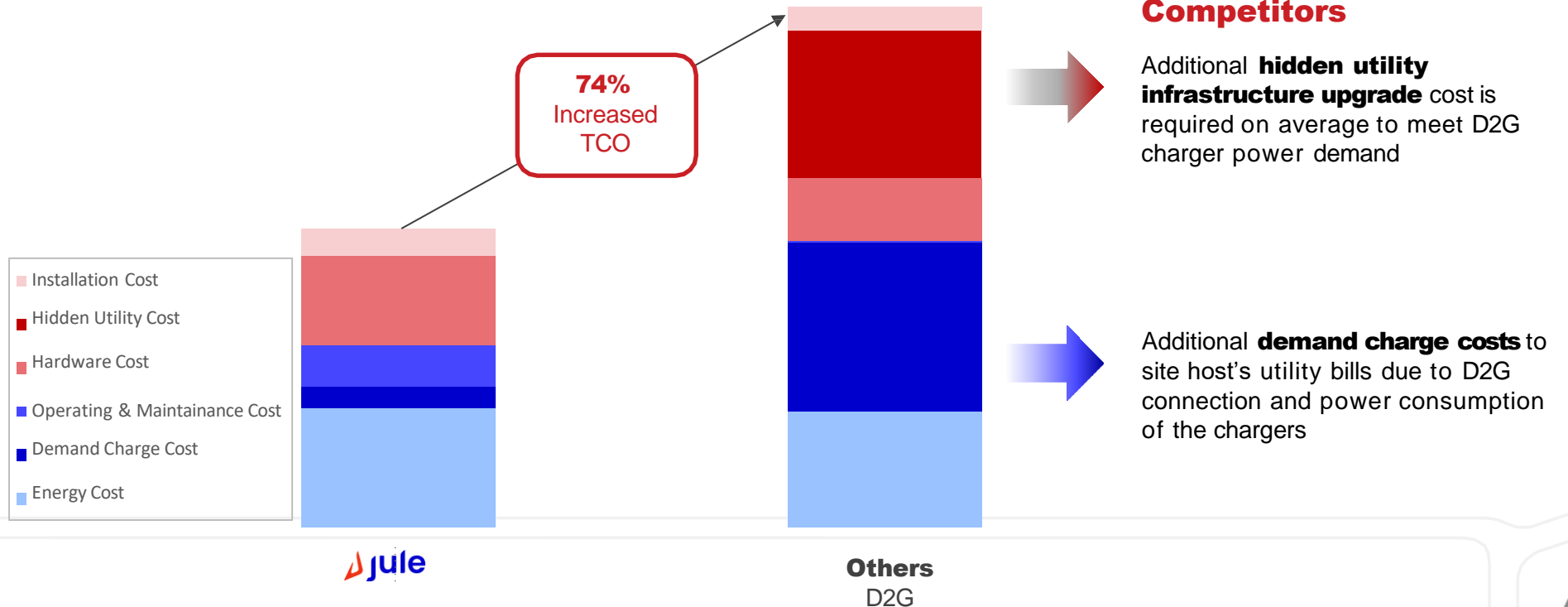
- Eliminate the need for backup generators and cost of carbon tax with the Energy Storage System



Jule's Solution - Cost Advantage



Direct To Grid (D2G) DC fast charging providers appear cheaper due to lower hardware costs. Over their 10-year lifespan they end up being **74% more expensive** due to hidden utility costs incurred as a byproduct of their installation



Jule Fast Charger

- User Friendly
- Durable
- Configurable

350 kW

Dispenser Max Power

97 %

Charger Uptime

OCPP 1.6 + 2.0

Compliance Network

UL & ESA

Compliance Approved



Jule Hub

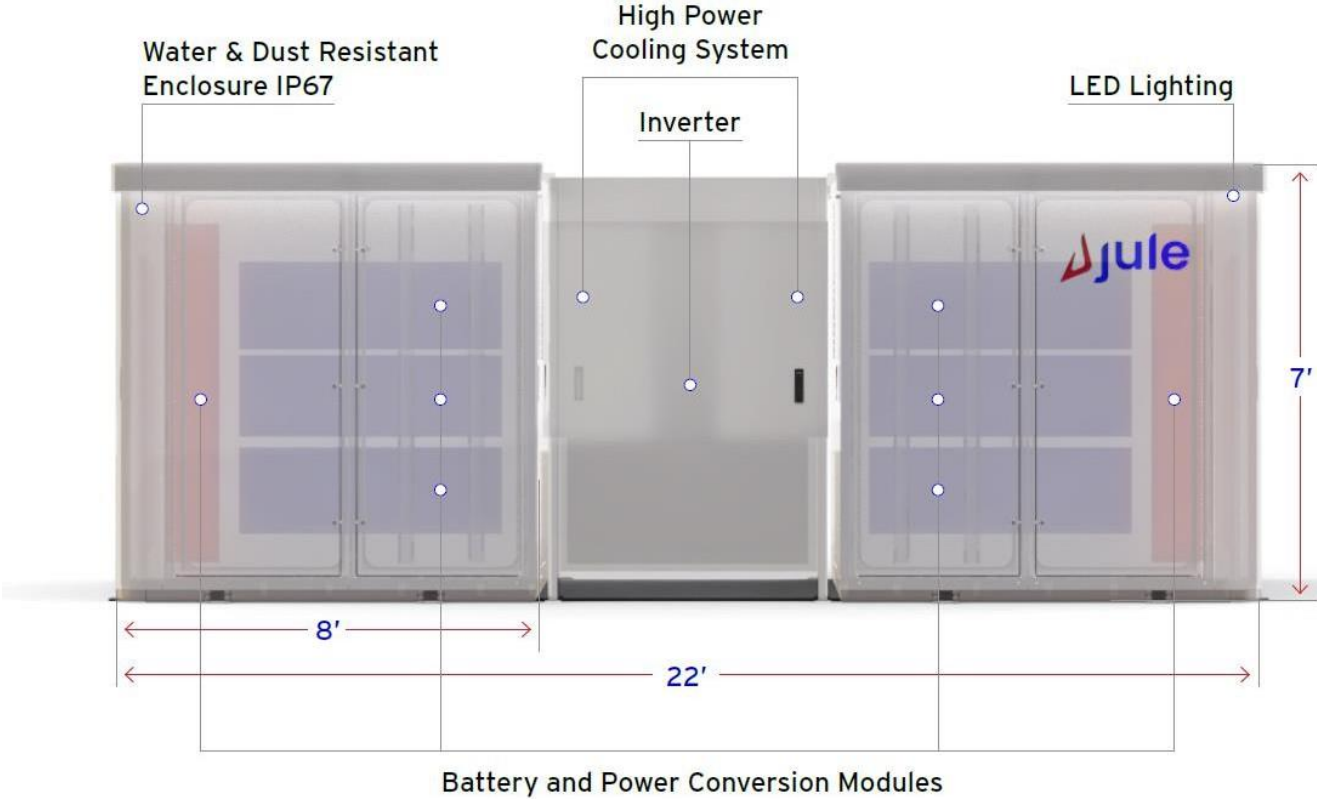
- Backup Power
- Utility Savings
- High Power Output

600 kW
Dispenser Max Power

165 – 330 A
Max Output Current

650 – 790 V
Energy Storage Voltage

1000 VDC
Max DC Output Voltage



Jule Hub Configurations



220 kWh

Dimensions
W x L x H

8 x 12 x 7 ft
2.4 x 3.7 x 2.1 m

Input Power
Recommended

45 kW

Max Power
Output

300 kW



440 kWh

12 x 22 x 7 ft
3.7 x 6.7 x 2.1 m

90 kW

600 kW



660 kWh

12 x 22 x 7 ft
3.7 x 6.7 x 2.1 m

125 kW

600 kW

MTO Electric Vehicle (EV) ChargeON Program Overview

The EV ChargeON Program provides funding for the installation of public EV chargers in Ontario communities outside major cities.

Goals are to:

- Increase the number of public EV charging stations throughout Ontario to build a more connected network
- Make public chargers more accessible and affordable
- Encourage people to switch to EVs

Eligible applicants, located and operating in Ontario include:

- Municipal governments, not-for-profit corporations, businesses, indigenous communities, organizations or businesses, broader public sector organizations

An applicant must be the current owner of the site or have written approval from the owner or Band Council to install and operate the charging station for a minimum of 5 years.

EV charging station sites must:

- be publicly accessible 24/7
- be located in a community with a population of 170,000 or less or in any indigenous community in Ontario
- at minimum, include at least one of:
 - 4 level ports
 - 1 Level 3 port and 1 Level 2 port
 - 2 Level 3 ports
- Include the following connector types:
 - Level 3 chargers: Combined Charging System (CCS) connectors must represent a minimum of 25% of the connectors at a site: remaining connectors may include CCS, NACS, and/or CHAdeMO
 - Level 2 chargers: SAEJ1772 standard connector

Thank you

Please reach out to our team for more information

 [**+1 \(855\) 567 – 5853**](tel:+18555675853)

 [**Sales@ecamion.com**](mailto:Sales@ecamion.com)

 [**www.julepower.com**](http://www.julepower.com)





EV ChargeON No-Cost Hosting Program Candidate Application Form Memorandum of Understanding





Candidate Agreement Overview

Jule ChargeON Compliant System

- (4) up to 200 kW chargers
- Made in Canada
- 24 x 7 Customer Support
- (1) 440 kWh Energy Storage
- UL and OCPP 2.0
- CCS and Tesla Compatible

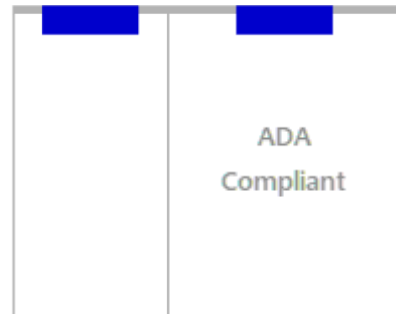
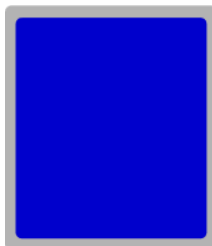
No – Cost Hosting Opportunity

Project costs range from CAD \$630,000 to \$650,000, **all at no expense to the Candidate.**
 Jule will pay a monthly fee of \$100 per parking space to rent the required parking lot spaces. *
 Jule will provide full O&M coverage, including property and equipment insurance.
 Jule will install a sub-meter and pay for all additional electricity costs.

Candidate Requirements

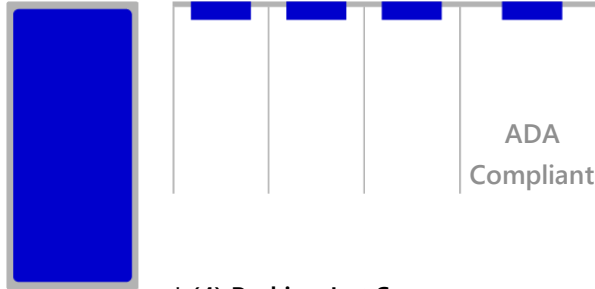
- **24x7 Public Access to Chargers**
- **Site Access Verification**
- **Installation Requirements**
- **Required Space for 220kW Jule System and 2 Jule chargers (Option 1)**

- Site Survey
- Utility Interconnection
- Trenching for Electrical Conduit
- Construction of Concrete Pads
- Charging Station Signage



- * (2) Parking Lot Spaces
- (1) 12' x 8' Energy Storage space

- **Required Space for 440kW Jule System and 4 Jule chargers (Option 2)**



* (4) Parking Lot Spaces
 (1) 24' x 11' Energy Storage space

CANDIDATE SITE ASSESMENT QUESTIONS

AUTHORIZED CONTACT INFORMATION	
Name <i>(First and Last)</i>	
Title	
Email Address	
Phone Number	
BUSINESS INFORMATION	
Business Name	
Business Address	
Type of Business	
Number of Properties within your group / franchise or that you have influence over?	
Geographic Location (section d)	
Site Name (max 100 characters)	
Description of Facility (e.g., convenience store, hospital)	
Site Address	
Town/City	
Province	
Postal Code	
Latitude	

Longitude	
Area description: Is the proposed Site located in a remote or wilderness area (i.e., undeveloped land, with no built infrastructure and amenities)? (yes/no)	<input type="checkbox"/> yes <input type="checkbox"/> no
Ownership and site access	
Building Ownership Status	<input type="checkbox"/> Owner <input type="checkbox"/> Lessee
Parking Lot Ownership Status	<input type="checkbox"/> Owner <input type="checkbox"/> Lessee
If Lessee* , please provide details of lease terms, expirations, and renewal or attach a copy to this Form.	
* Owner Contact Name	
* Owner Phone Number	
* Owner Email Address	
I have completed the site access form at the end of this application	<input type="checkbox"/>

SITE READINESS DETAILS	
Utility Company	
Utility Account Number	
Utility Bills	<input type="checkbox"/> Please Indicate if you can upload up to 12 months of prior utility bills
Electrical Contractor (If Known)	Company Name
	Contact Name
	Contact Email
Electrical Feed / Available Power	
<input type="checkbox"/>	PROVIDE A CLEAR PHOTO OF MAIN ELECTRICAL FEED NAMEPLATE In your electrical room, locate the disconnect panel – it has a lever or disconnect switch. On it, there's a nameplate label with specific details. Take many photos of the panels if unsure.

User Amenities and Signage (section L)

Washroom Access

- | | |
|--|---|
| <input type="checkbox"/> Washroom on site | <input type="checkbox"/> Washroom off site within 250m |
| <input type="checkbox"/> No washroom access | <input type="checkbox"/> Other |

Please describe the washroom access selected:

Other Amenities (within 250m)

- | | |
|--|--|
| <input type="checkbox"/> Entertainment | <input type="checkbox"/> Institutional |
| <input type="checkbox"/> Food and Beverage | <input type="checkbox"/> Lodging |
| <input type="checkbox"/> Retail | <input type="checkbox"/> Transportation |
| <input type="checkbox"/> Recreation and Tourism | <input type="checkbox"/> Other |

Please describe the amenities selected:

MEMORANDUM OF UNDERSTANDING (MOU)
BETWEEN ECAMION INC. & _____

This Memorandum of Understanding (hereinafter referred to as the "MOU") is made and entered into by and between eCAMION Inc., an Ontario company, residing at 450 Midwest Road, Scarborough, ON M1P 3A9 (hereinafter referred to as "**Jule**"), and _____, residing at _____, hereinafter referred to as "_____".

WHEREAS, Jule provides a variety of vehicle charging support services to owners of electric plug-in vehicles; and

WHEREAS, having charging stations onsite allows _____ to differentiate its location, attract customers, and promote sustainable and environmentally-sound transportation; and

WHEREAS, The EV ChargeON Program supports the installation of public electric vehicle (EV) Charging Stations in Ontario communities outside of large urban centres. The Program is administered by the Ministry of Transportation and aims to improve network coverage of EV fast chargers to reduce range anxiety by filling existing gaps and support long-distance travel; and

WHEREAS, Jule is applying for EV ChargeON grants in coordination with municipal partners; and

WHEREAS, _____ desires to participate in Jule's network of charging stations for electric vehicles funded by EV ChargeON grants in the Province of Ontario for an initial term not less than ten (10) years; and

WHEREAS, Jule and _____ contemplate entering into formal written Parking Lot License Agreements which shall specify with certainty all of the terms and conditions of a future relationship between the Jule and _____ with respect to the Subject Properties listed on **Exhibit A**, attached hereto and made a part hereof, that are awarded an EV ChargeON grant.

NOW, THEREFORE BE IT RESOLVED that Jule and _____ agree as follows:

1. Jule's responsibilities shall be as follows:

(a) Develop plans for installation of electric vehicle charging stations for each of the Subject Properties.

(b) Jule shall write the application for EV ChargeON grants for the Subject Properties in Ontario based upon the plans set forth in subsection 1(a) and pricing set forth in Section 2(a) and submit the application to EV ChargeON by the deadline of January 31, 2024.

(c) Jule has all necessary power and authority to enter into and perform its obligations hereunder and by proper action Jule has duly authorized the execution, delivery and performance of this MOU.

2. _____ responsibilities shall be as follows:

(a) In connection with the application for EV ChargeON grants for each of the Subject Properties _____ will be paid for either two of three (for option1) or four of the five (for option 2) parking spaces required to install an EV charging station at a monthly rate of \$100 each to be set forth in the Parking Lot License Agreement (Section 4).

(b) With respect to the EV ChargeON grants _____ agrees to provide reasonable assistance to Jule in obtaining such funding and agrees to support Jule's and _____ applications for the Subject Properties.

(c) _____ has all necessary power and authority to enter into and perform its obligations hereunder and by proper action _____ has duly authorized the execution, delivery and performance of this MOU.

(d) Jule shall fill out the application and _____ agrees to work with Jule to ensure any items needed for the application are received in time for the application to be submitted by January 31, 2024.

3. Jule and _____ shall abide by all pertinent Local, Provincial and Federal guidelines.

4. Jule holds the right to determine the number of charging dispensers to be installed at each subject property.

5. This MOU is solely a statement of the general understanding of the parties and shall be effective to bind both parties to negotiate in good faith and agree upon Parking Lot License Agreements for each of the Subject Properties awarded EV ChargeON grants. The term of this MOU shall remain in effect for a period not to exceed 12 months.

6. The terms of this MOU shall become effective only upon approval and execution of Jule and approval and execution of _____

IN WITNESS WHEREOF, Jule and _____ have executed this Memorandum of Understanding on this the _____ day of _____, 2023.

ECAMION INC.

By: _____
Its: Duly Authorized Officer

By: _____
Its: Duly Authorized Officer

Name (Printed)

Name (Printed)

Title

Title

Site Access Verification Form



Electric Vehicle (EV) ChargeON Program

Applicants to the EV ChargeON Program that do not own the property where the infrastructure is to be located, must provide the Ministry of Transportation with the assurance that the construction or installation of the infrastructure is authorized by the property owner.

This form is to be completed by the property owner. The Ministry of Transportation reserves the right to require that the Applicant and property owner provide further information as required in order to review and approve the application.

TO: HIS MAJESTY THE KING IN RIGHT OF CANADA, as represented by the Minister of Transportation, Ontario.

AND TO: _____

(The Applicant)

Conditional upon the Ministry of Transportation and the Applicant entering into an Agreement regarding the funding of the Project described in Electric Vehicle ChargeON Program Application Form, and in consideration of the benefits resulting from the property improvements that will accrue to

(The property owner)

from the implementation of such Project, the property owner hereby warrants that it is the owner of the land(s) at the following address(es):

(full address of the Project Site)

and hereby authorizes the installation or construction of infrastructure on that property.

Property owner

(signature)

Name

(please print)

Date