

PRESS RELEASE – QUANTRON AG

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Quantron AG and Fraikin Deutschland become e-mobility distribution partners

Through this cooperation, both companies bundle their competencies and further advance e-mobility in the commercial vehicle sector through targeted activities in the field of long-term rental.



Quantron-Econic QHB 27-280

Andreas Haller
(Founder & CEO)

Christoph Wede
(Head of Sales BU Truck & Bus EMEA)

Long-term rental enables easy integration of e-mobility

Right at the beginning of the new year, Quantron AG was able to gain another strong partner: Fraikin Deutschland GmbH, part of Fraikin Group. With 166 branches, 2.800 employees, 7.000 rental customers and currently around 60.000 operating vehicles, the French parent company is regarded as a leading provider of vehicle management in Europe and also as the inventor of long-term rental of commercial vehicles. **“By offering long-term rental, we are making it easier for companies and municipalities to integrate e-mobility into their fleets. We are looking forward to this cooperation - it is another step towards the comprehensive electrification of commercial and industrial vehicles by Quantron”,** describes Andreas Haller, founder and CEO of Quantron.

Fraikin Deutschland will offer rental solutions of vehicles electrified by Quantron for the distribution, transport and logistics sectors as well as for the construction, municipal and waste disposal industries. **“Although the initial investment in an electrified or fuel cell-equipped commercial vehicle is higher than for a corresponding diesel vehicle, it pays off through the life cycle. As well in the environmental balance sheet as for the image of the company**

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and in the overall costs. In addition to purchasing vehicles, we therefore offer scalable solutions for companies and municipalities with the option of long-term leasing, which enables optimization of the total costs of ownership (TCO)", explains Christoph Wede (Quantron Head of Sales BU Truck & Bus EMEA).

Municipalities in particular have long been called upon to set an example with zero-emission vehicles. In the meantime, the conversion of municipal fleets has been sealed. One example of an affected vehicle is the Econic refuse vehicle, the most widely used waste collection vehicle of its kind. **"Our electrified Q-Econic has already been on Germany's roads for months. We electrify existing vehicles. In conjunction with long-term rental, we also enable municipalities to integrate zero-emission drives easily and in a timely manner"**, says Andreas Haller.

The new German e-mobility partnership between the two companies is confirmed by a joint letter of intent. According to Marcus Burmeister, sales manager of Fraikin Deutschland, the object of the new joint activities in the "long-term rental" sector is "the project-by-project introduction of quiet and emission-free Quantron products to rental customers operating in line with the times." An international expansion of the cooperation is conceivable if it is successful on the German market.



About Fraikin Group

The French Fraikin Group is a leading provider of commercial vehicle rental and innovative vehicle management solutions in the European market, with 166 branches in twelve countries. With more than 75 years of experience and over 2,800 employees, it offers professional fleet management to its more than 7,000 rental customers. The full-service rental portfolio of Fraikin Deutschland offers all kinds of customer-specific mobility solutions, including individual analysis and advice, financing, insurance and maintenance, telematics and transparent vehicle return at the end of the contract. In addition to the classic vehicle variants for the transport and logistics sector, such as tractor units, semitrailers and chassis, the company also covers waste, disposal and municipal vehicles as well as other special vehicles. In 2020, Fraikin Group received the "European Transport Award for Sustainability". www.fraikin.de.com

About Quantron AG

Quantron AG represents the sectors of e-mobility, e-engineering, e-battery. In addition to the range of new electrified commercial vehicles and buses, it offers its customers the electrification of their used and existing vehicles, which will then run quietly and emission-free in the future. Quantron also has fuel cells for commercial vehicles in its portfolio, which are also being steadily expanded in this area. From the design of the appropriate drive concept, the infrastructure, financing, rental and leasing concepts, to driver training, end users benefit

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from e-mobility in passenger, transport and freight traffic, as well as from a network of 700 service partners and the comprehensive knowledge of qualified experts in the fields of power electronics and battery technology – among others through cooperation with CATL, the world's largest Chinese battery manufacturer. Quantron AG was founded in 2019 with the vision of paving the way for e-mobility in the commercial vehicle business. With the Haller Group, Quantron looks back on around 140 years of commercial vehicle experience and researches its e-vehicles and zero-emission drive technologies every day to make them even more efficient.

For more information, visit www.quantron.net

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