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PRESS RELEASE – QUANTRON AG

THURSDAY, 05.08.2020

Quantron AG targets €1.2 billion in sales and is Europe's only full-range supplier of complete electrified solutions

On 04.08.2020, Quantron AG held its press conference in Frankfurt am Main, moderated by actor, documentary filmmaker and environmental activist Hannes Jaenicke. In compliance with all Corona measures, numerous press representatives, customers and partners received insights into the business units, the product range and the future strategies of Quantron. CEO Andreas Haller was supported by top-class speakers from the partner companies.



Front, from left to right: Fabian Schmitt (Technical Advisor, AE Driven Solutions GmbH), Jürgen Berger (Senior Project Manager Voith), Andreas Haller (CEO Quantron AG), Dr. Manfred Stefener (Vice President Fuel Cell Systems, Freudenberg Sealing Technologies), Michael Werner (Company representative, FES Frankfurter Entsorgung- & Service GmbH)
Back, from left to right: Reiner Dellori (Head of Productmanagement, Quantron AG), Stephan Decker (CTO Truck & Bus, Quantron AG), Hannes Jaenicke, Holger Grass (Head of Business Development, Quantron AG), Claudio Matà (Global Head of Aftersales, Quantron AG)

Europe's only full-range supplier of electrified complete solutions

Quantron AG is the only company in Europe to offer electric commercial vehicles from 3.49 to 44 tons as well as e-buses. In case of e-busses, the offer ranges from the new mini- and midi-e-buses Jest Electric and Atak Electric to the Quantron Retrofit for all bus brands with the Voith Electrical Drive System. According to Andreas Haller, Quantron AG relies on right sizing for electrification in order to be able to

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offer resource- and cost-efficient solutions for customers. “In advance, we analyse, among other things, exactly what range is really needed in daily use in order to avoid oversizing the battery capacity and thus unnecessary costs for the customer. Intelligent route planning, e. g. with possible intermediate charging at discharge points, supports this approach”, says Andreas Haller. One reason for the press conference was the four-week test of the Q-Econic waste collection vehicle at FES, Frankfurter Entsorgungs- und Service GmbH. Michael Werner, company spokesman for FES, confirmed the very successful use of the e-vehicle in daily operations for refuse emptying. In addition to the constantly available power and the high residual charge at the end of each working day (about 50 %), the quiet and emission-free work with the vehicle was particularly convincing – a considerable improvement for the residents and above all for the working conditions of the employees at the vehicle.

Already over 400 e-vehicles on the road with our partners

During the press conference, the strategy of Quantron AG was made clear. The company does not wish to reinvent the wheel, but is working together with strategic partners to specifically bring e-technology that is already practical on the market. The same applies to fuel cells. “In the field of hydrogen drives, we work together with AE Driven Solutions GmbH in the light segment, our technology partner in the heavy segment is Freudenberg Sealing Technologies. Both have highly qualified employees as well as functioning technology on board, which we will bring to the market in mass in the future”, confirms Andreas Haller.

Q-Aftersales

The service strategy of Quantron AG is the same for the whole of Europe. With its network of more than 700 service locations throughout Europe and its own telematics solutions, Quantron AG wants to enable its customers to use its e-solutions smoothly 24/7 throughout the year.

Product launch ELION

During the press conference, the Quantron ELION was presented as a further new product, for which Quantron AG is now responsible for distribution throughout Europe. Located in the micro class (< 3.5 t), the ELION, manufactured by MUP technologies GmbH, is available in two variants: the T-series as a transporter and the M-series as an equipment carrier. Both vehicles can be equipped with numerous attachments and superstructures.

Q-as a Service

“We cannot just put an e-vehicle in front of the customer's door. There are a lot of things to consider when integrating e-mobility. For this reason, we offer our customers a fully comprehensive service. This ranges from the analysis of the status quo on site, which takes place in advance, to support with infrastructure and subsidies, to offering rental, purchase, financing and leasing options”, says Andreas Haller. “But we are taking this one step further. In the future, customers will be able to obtain not only the e-vehicle through us but also the driver, e. g. for handling short-term and new orders. This will

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considerably simplify the entry into e-mobility and the integration of e-vehicles into the company fleet. Invoicing is then based on the kWh consumed," explains the CEO of Quantron AG.

Q-Bank and Q-Insurance

In order to better meet the future needs for individual financing and leasing offers and also the demand for special e-vehicle insurance, Quantron AG is planning to establish its own Q-Bank and Q-Insurance. Both companies are already under development. "There is no need for an American company to seek to distribute insurance for e-vehicles here in Europe. The best actuators as well as we are already in Europe – and that is our home!", says Andreas Haller with regard to Elon Musk's announcements. "With our Q-Bank and Q-Insurance, we not only want to serve our own customers. Here, too, we are thinking outside the box in a Quantron-like way and aim to serve all e-mobility customers on the market."

Quantron AG: Plans for the next five years

Across all business units, Quantron AG expects sales of 1.2 billion euros over the next five years. "As the only full-range supplier and through our strategic partnerships, both in the e-mobility sector and in the battery business, combined with our Europe-wide service network, we see ourselves as the market leader in this field", emphasizes Andreas Haller. The aim is an annual production capacity of 8.000 vehicles, which is to be achieved through the company's own production in Augsburg and the further development of microfactories. "Thanks to this approach, we can then process larger customer orders locally in the respective country. This not only results in significant financial and time savings, but also in the emissions that would otherwise be generated by having to transport the e-vehicles from Germany to the customers", explains Haller. In addition, the initial public offering of Quantron AG is planned by the end of 2021.

Environmental project with Hannes Jaenicke

Towards the end of the conference an environmental project of Quantron AG was presented, which will be started together with Hannes Jaenicke. Until the end of the year, 100 trees will be planted. In addition, every customer of Quantron AG will receive their own tree with the goal of a Quantron-Jaenicke forest.

New company slogan

Andreas Haller concluded with the announcement, that the slogan of Quantron AG will change with immediate effect. Because now it would no longer be a matter of finding the right e-solution. Due to its wide range of products, Quantron AG is the solution. Therefore, the immediate adaptation of the slogan to "Quantron AG – We are your e-solution!" is only consistent.

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