PRESS RELEASE April 20th, 2023

**QUANTRON and GTL to form a Joint Venture to build a digital platform to enable the unique Quantron-as-a-Service offering**

* Quantron AG and Goldstone Technologies Limited signed a MOU to set-up a joint venture (JV) to develop a digital platform for the unique **Quantron-as-a-Service** (QaaS) offering
* Roadzen, Inc. is a strategic partner in this JV to support with digital product portfolio to offer Insurance-as-a-Service (IaaS), Roadside Assistance and Extended Warranty Modules
* Both parties are planning to invest together a two digit Million Euro amount in the next 36 months into this product / platform
* The addressable market size for OEM agnostic Mobility as a Service (MaaS) Solutions will be between 150-250 Billion Euro by 2030, Target markets being Europe, USA, India and the Middle East and with QUANTRON and ETO Motors and as the first customers
* QUANTRON will utilise the digital platform as an enabler for its 360° ecosystem for its customers and GTL as a development partner will provide the software and manage the integration of the customised platform
* The new software will enable an AI-driven SaaS based platform to serve both as a transaction and customer facing platform, featuring a User Interface for e.g., the performance measurement of the fleets

[Quantron AG](https://www.quantron.net/en/), a specialist in sustainable freight and passenger transport from Augsburg, Germany and Goldstone Technologies Limited (GTL), India’s premier Business Intelligence and IT Services Company, shall be entering into a joint venture. The aim is to develop technology to host and enable the digital platform for QUANTRON’s 360° ecosystem **Quantron-as-a-Service (QaaS)**. The platform will be OEM agnostic and will power the various services entailed in QaaS.

Transactions ranging from vehicle deployment, route planning, charging or refuelling, use of filling stations, energy consumption as well as performance measurement, amongst others, will be bundled and offered to customers / fleet operators and logistics companies in the target markets of Europe, the Middle East, USA and India.

Goldstone Technologies Limited is an IT services company operating in the US, Europe, Japan and India, founded in 1994 and is publicly listed on the BSE Limited and the National Stock Exchange of India Limited (NSE). The company provides Technical Support Outsourcing, Forte (UDS) Migration, and Professional Consulting Services.

Under the joint venture, QUANTRON will contribute its market knowledge and deploy its zero-emission vehicles through the digital platform, while GTL will supply the software and handle the integration of the customised platform as a technical development partner. The joint venture will also cover the distribution, sale and commercialisation of the software as a white-label solution to third parties. The JV will be established in Augsburg/Germany & Hyderabad/India with plans to set-up a US branch in Q3/2023.

Through the Mobility-as-a-Service (MaaS) approach, **Quantron-as-a-Service** will provide its customers with trucks and buses at a price per kilometer. The digital platform will therefore operate as a transaction platform, where all processes are orchestrated in the background. Via its user front end, customers will also be able to measure the performance of the zero-emission vehicle to increase efficiency, such as hydrogen consumption, kilometres driven or CO2 mitigated. This can for example be used by the customer also to trade GHG (greenhouse gas) quotas, where allowed by the regulator. As a value-added service, the platform will also be used to provide insurance (insurance-as-a-service) and, in the medium term, enable trading of CO2 certificates.

On the announcement of the joint venture, Mr. Pavan Chavali, Managing Director of GTL said, “We are excited and look forward to establishing this JV as a key enabler for the unique Quantron-as-a-Service software and transaction platform. This innovative platform will combine transaction capabilities from Fuel (hydrogen) billing and roaming, fleet management, geomapping location services for hydrogen fuelling stations, Service capabilities and many more.“

Michael Perschke, CEO of Quantron AG, added: “We will be serving a market which is undergoing a dramatic transformation, where logistic companies have an urgent need for decarbonisation and organizing their business in a digital and more effective way. Our Joint Venture will be a key enabler for the transformation to zero-emission transportation. We anticipate this market to be valued between 150-250 Billion EUR by 2030. Together with our Indian partner ETO Motors we will have close to 1000 vehicles on the road from the very beginning, using the Beta Version software solution developed in cooperation with GTL and as part of Quantron-as-a-Service. Our ambition is to onboard more partners in due course and become a full-service transaction platform for Mobility-as-a-Service.“

**Images (Please click on the image preview to download):**

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|  | Pavan Chavali, Managing Director Goldstone Technologies Limited |
| Ein Bild, das Menschliches Gesicht, Person, Shirt, Mann enthält.  Automatisch generierte Beschreibung | Michael Perschke, CEO Quantron AG |

You can find the original images in low and high resolution here: [Press releases from Quantron AG](https://www.quantron.net/en/q-news/press-releases/) (https://www.quantron.net/en/q-news/press-releases/)

**About Quantron AG**

***Quantron AG is a platform provider and specialist for sustainable mobility*** for people and goods; in particular for trucks, buses and vans with fully electric powertrains and H2 fuel cell technology. As a high-tech spinoff of the renowned Haller KG, the German company from Augsburg in Bavaria combines over 140 years of commercial vehicle experience with state-of-the-art e-mobility know-how and positions itself globally as a partner to existing OEMs.

With the ***Quantron-as-a-Service Ecosystem*** (QaaS), QUANTRON offers an overall concept that covers all facets of the mobility value chain: ***QUANTRON INSIDE*** includes a wide range of both new vehicles and conversions for existing and used vehicles from diesel to battery and hydrogen electric powertrains using the highly innovative QUANTRON INSIDE technology. ***QUANTRON CUSTOMER SOLUTIONS*** ensures digital and physical aftersales solutions with a Europe-wide network of 700 service partners, as well as a service offering for maintenance, repair and spare parts, telematics and in-cloud solutions for remote diagnostics and fleet management. Customers receive individual solutions: rental, financing and leasing offers such as training courses and workshops at the QUANTRON Academy. In the future, ***QUANTRON ENERGY & POWER STATION*** will realize the production of green hydrogen and electricity as a platform. To this end, Quantron AG has joined forces with strong global partners. This Clean Transportation Alliance also forms an important building block for the supply of vehicles with the necessary green charging and H2 refueling infrastructure.

 QUANTRON stands for the core values ***Reliable, Energetic, Brave***. The team of experts at the innovation driver for e-mobility is making a significant contribution to sustainable, environmentally friendly passenger and freight transport. You can find more information at [*www.quantron.net*](http://www.quantron.net)

Visit the Quantron AG on its social media channels on [LinkedIn](https://u7061146.ct.sendgrid.net/ls/click?upn=4tNED-2FM8iDZJQyQ53jATUegha2L32XA5BGAQD-2FrrWT8CJ0okMCk6aq7NcwTwWhxA5PRZyTvM7mYT36-2BEdpi3Ng-3D-3DmBBG_30ehCaYEhc7GrrSdoGNxInuJD65yQEkCaSrBvzQb8BsqtwAsBuw42iOo1R-2FpVWxhxMWH9CWQp-2BdnAoAmGEGx1IYh0-2B3im0lXYMq2iBS2Ltm4pvlPuMjorUu2vWpQy8lRSvx-2BAzVXmlHZpDERUQSLteM2S6MGwpfLtp0SrvOZLbB-2FyuNBiUE3OZGi-2BljkEVgeV0Q-2F9Woe4uLgOtOXMAkrUzGudKmliIj0-2FqMMLpEcoYaJtNWYA5Y-2BMPMnqShFx7mJWhbQA4iIw35hctTLLgcKol5mqr8dpmX7K4PJT-2BB2JHA-2FbFU1LLYJbKbrby6ZVwrrcTN-2BNoU46SOrVfQHOh8TfxqBgREd404HnLRF7PykFsE-3D) and [YouTube](https://u7061146.ct.sendgrid.net/ls/click?upn=4tNED-2FM8iDZJQyQ53jATUWgRE384tHgp8wdcDkAUwQ8-2F9NbNXoYVd4CZd2Un27i3aCUpsyhWCzTz4Gxa-2B1cEBcxCneqJJKjYXRxiv3bV2hI-3DlT72_30ehCaYEhc7GrrSdoGNxInuJD65yQEkCaSrBvzQb8BsqtwAsBuw42iOo1R-2FpVWxhxMWH9CWQp-2BdnAoAmGEGx1IYh0-2B3im0lXYMq2iBS2Ltm4pvlPuMjorUu2vWpQy8lRSvx-2BAzVXmlHZpDERUQSLteM2S6MGwpfLtp0SrvOZLbB-2FyuNBiUE3OZGi-2BljkEVgeV0Q-2F9Woe4uLgOtOXMAkrU-2Bsciu2feOflbcz8Q-2BUVQd9wgsag5IbUYkG43u-2BNOn6J5CVmdeZQZS4Dm62BElS3zSDqzPKcCbM0o4tCJ3o7RO53tAR1ExH6XYbKUYDm074NbggWBGc6WOiDXYSa6FdJ5SFraAF24Yg9V1A4lXcmG9E-3D).

**About Goldstone**

*Goldstone Technologies Limited (GTL) is a specialist Full-Stack Business Intelligence, Data Analytics and IT Services Consulting firm. While we are very good at integrating and consolidating data to produce insights and building/managing/optimising Cloud Infrastructure, applications and platforms, we pride ourselves on how we help our customers use data and technology to make a difference.*

*In addition to the focused Client Solutions we offer, the market specific Industry Solutions and the Software Platforms we recommend, we also offer a host of Strategic Services to drive improved planning, reduced costs and greater adoption and utilisation, enabling clients to greatly reduce their time to value.*

*Our focus is on the value our clients get from our solutions, not just the solutions themselves.*

**About Roadzen, Inc.**

*Roadzen is a leading insurtech company on a mission to transform global auto insurance powered by advanced AI. At the heart of our mission is our commitment to create transparency, efficiency, and a seamless experience for the millions of end customers who use our products through our insurer, OEM, and fleet partners (such as trucking, delivery, and commercial fleets). We seek to accomplish this by combining computer vision, telematics and AI with continually updated data sources to provide a more efficient, effective and informed way of building auto insurance products, assessing damages, processing claims and improving driver safety.*

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