



QUANTRON

Digitales Logistikforum 2022

Zero Emission Solutions for People & Goods: BEV & FCEV Trends & the QUANTRON Global Outlook

Martin Lischka - Head of Corporate & Product Strategy and Head of Marketing
Quantron AG

May 2022



Martin Lischka

QUANTRON AG



ROLE

Head of Corporate & Product Strategy + Head of Marketing & Communications

FIELD OF EXPERTISE

Passionate & visionary for vehicles & ecosystem with focus on sustainable mobility, connectivity, portfolio & ZE solutions

Building company value as e.g. Automobili Pininfarina Company with all products from a five employee EV startup to a luxury automotive SPAC Investment of 100+ employees incl. co-creation of a multiple billion dollar valuation

Leading the successful launch of global brands: “e-tron” with the first BEV vehicle Audi e-tron and a 360° Go-To-Market Strategy. Creating the future of electric vehicle Sales, Service & Infrastructure in a 360° customer centric approach for e-tron

Leading the launch of brand Audi Sport and sales strategy for Audi R8+RS models on global level for more than 600 retail partners

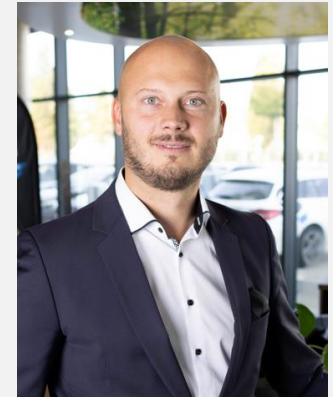
Steering project budgets of up to mid two digit million EUR amounts

PREVIOUS EXPERIENCE

- › 12+ years of experience in automotive management of Premium, Luxury & Commercial Vehicles in multinational locations such as EU, Asia/India, Americas incl. Brazil
- › 4 years Head of Product Management & Product Strategy, Automobili Pininfarina
- › Project Leadership of Audi e-tron BEV and Audi Sport Sales & Market Strategy
- › Guest Professor at University in Pforzheim in Future Mobility within International Business Administration & Engineering studies
- › Campus X Board & FAV Member + Indo German Young Leader Forum Member

Nice to know:

1. Had a job as policeman
2. Former champion of Table Tennis in BaWü



Challenges & solutions

Global challenges &
Quantron solutions



Challenges & opportunities for companies these days



About Quantron

Our Mission to Zero Emission





Experience in commercial vehicles as
5th generation Haller Group in Augsburg

250.000+

Vehicles serviced, repaired, refitted

4

Global production locations:
Germany, Spain, Turkey, China

700

Service partners in Europe

0 g CO₂

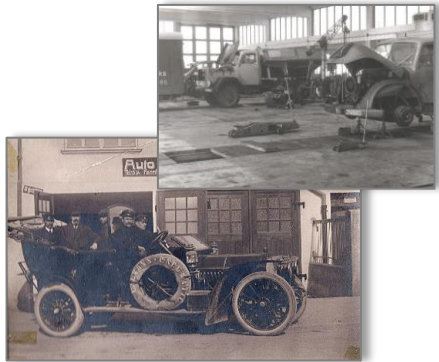
Emissions

unlimited

Possibilities

History – Today – Future

History



Today



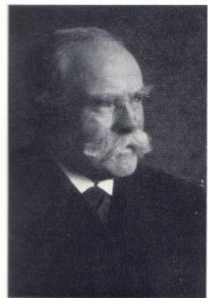
Tomorrow



Future



Servicing & Sales + Q-Retrofit & Q-Power + Q-Mobility + Quantron as a Service



Gründer Gottfried Haller
† 1935



Peter Haller
† 1958



Ing. Gottfried Haller
† 1996



Peter Haller



Andreas Haller



Quantron 360° Zero Emission Product & Solutions Ecosystem (QaaS)



From kWh

Quantron
POWER STATION

Quantron
INSIDE

Quantron
CUSTOMER CARE

to km & h

Producing Green Energy & H₂

FCEV + BEV Refilling & Charging Infrastructure

FCEV + BEV Truck, Bus, Battery & Technology

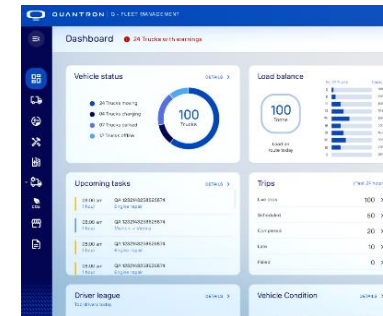
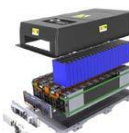
Physical & Digital Solutions in Sales & After Sales

Selling green transportation solutions



Business Units

- Q-Retrofit BU1
- Q-Power BU2
- Q-Mobility BU3

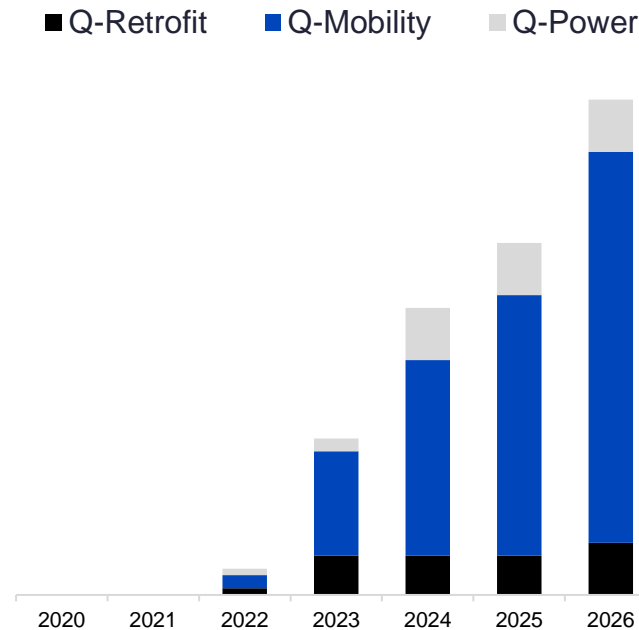


Zero emission solutions for people and goods

Quantron Summary

- Almost **140 years of experience** in commercial vehicles from Haller Group
- **Founded 2019** as spin-off in Augsburg
- **One-stop-shop for fleet electrification** by **Quantron INSIDE** summing up into the business units:
 1. **Q-Retrofit** vehicles with electric and H2 powered drivetrains
 2. **Q-Power** – battery & filling systems
 3. **Q-Mobility - OEM light** for vehicles
 4. **“Quantron-as-a-Service” (QaaS)** bundling all into one Zero Emission Platform

Quantron INSIDE Vehicle & Battery Business Outlook




Empower
the Future

Scalability. Global set up with a strong network of Quantron offices and 700 service-partners



Quantron offices & locations

Headquarters

- Augsburg, Germany 

Offices

- Ulm, Germany
- Sulzemoos, Germany
- Dillingen, Germany
- Wien, Austria
- Madrid, Spain
- Barcelona, Spain
- Bologna, Italy
- Warsaw, Poland
- Oslo, Norway
- Schaffhausen, Switzerland
- Delaware, USA
- Detroit, USA
- Tel-Aviv, Israel
- Lagos, Nigeria
- Hongkong, HK
- Rio de Janeiro, Brazil



Full-Service workshop concept:
Service, maintenance and repair at the highest level. No matter if transporter, bus or truck. For all manufacturers.

The Quantron Management Team: Over 300 years of automotive expertise

Board Members



Andreas Haller
Chairman of the Board
& Founder



Michael Perschke
CEO



Herbert Robel
CHRO



Ulrich Hoernke
CFO

C-Level



René Wollmann
CTO



Uwe Hansult
COO



Johannes Haller
CIO



Christoph Wede
CSO*



Richard Haas
CEO USA

Senior Management



Holger Graß
Head of Q-Power



Claudio Matà
Head of Aftersales



Alexander Stucke
Head of Sales Business Unit Bus



Martin Lischka
Head of Strategy, Marketing & Communications



Tony Hebold
Head of Quality



Silvia Maierhofer
Finance



Jochen Bauer
Head of EE & Digital Products



Licia Chilelli
HR Director



Anil Reddi
Head of QaaS



Colin G Flint
Director Projects R&D APAC



*Commissary



Quantron is creating the foundations for sustainable mobility



Quantron sustainability rating:
Very good

“Quantron supports sustainable transition of mobility in many ways. The refurbishment of vehicles aims at an optimal use of resources. ...In line with a **"Reduce, Reuse, Recycle"** strategy, sustainability measures are ... implemented for customers along the entire value chain. Emissions are avoided ... through electrification.” *

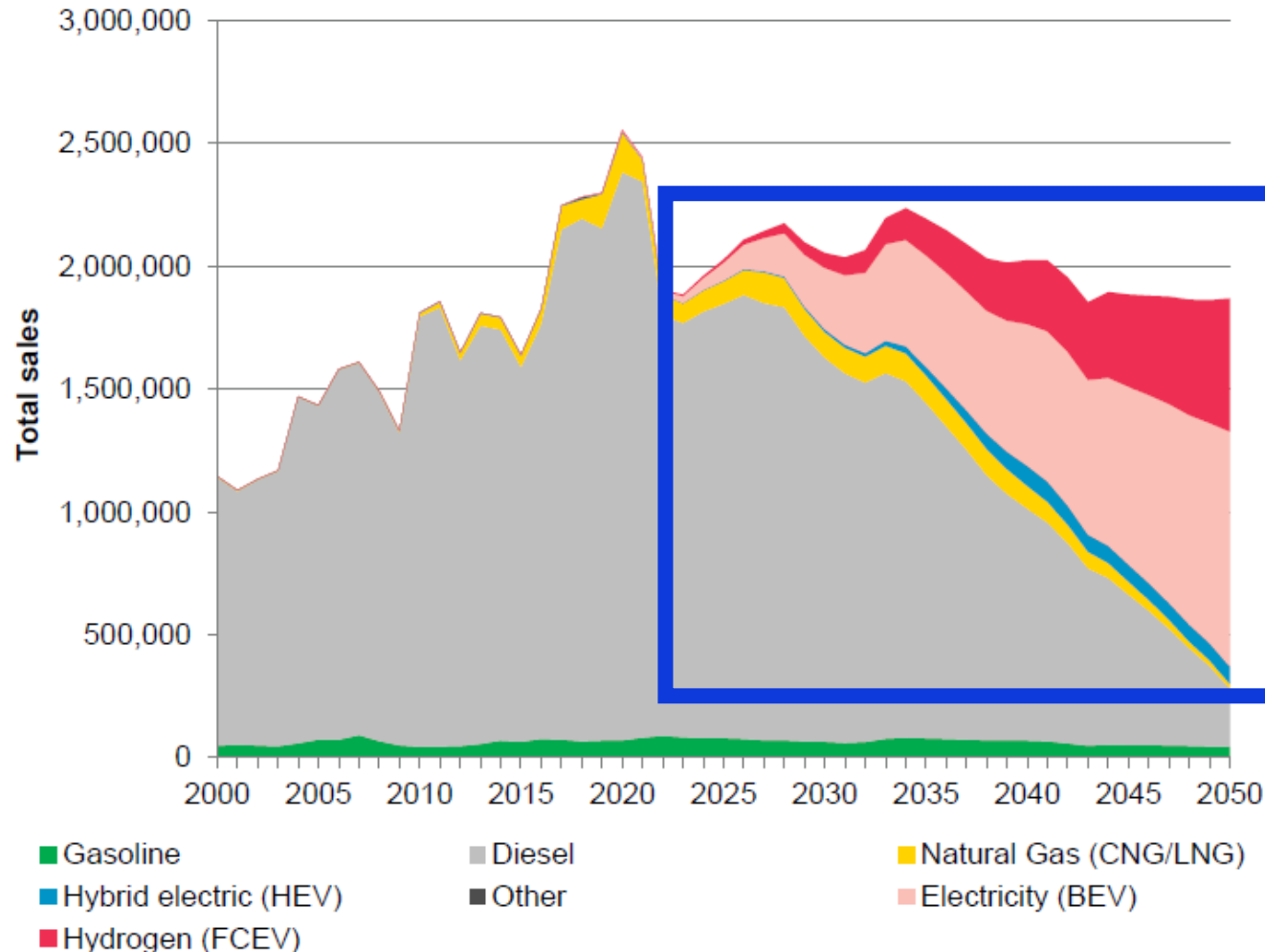


Addressable market

Quantron's blue ocean of opportunities



After 2030, ZEV uptake accelerates, both in FCEV and BEV market. The diesel sales decrease to just 13% by 2050

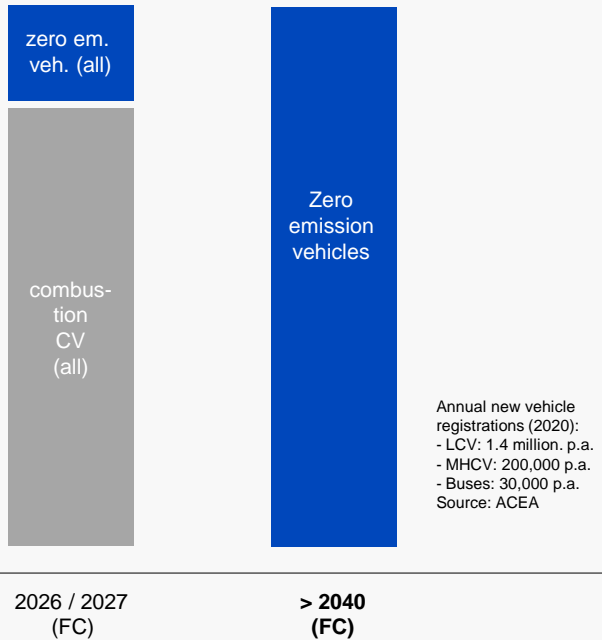


**Global addressable
HEAVY DUTY TRUCK
market**



Repowering as the fastest way to achieve zero-emission transport. Fleet electrification strategies for Europe

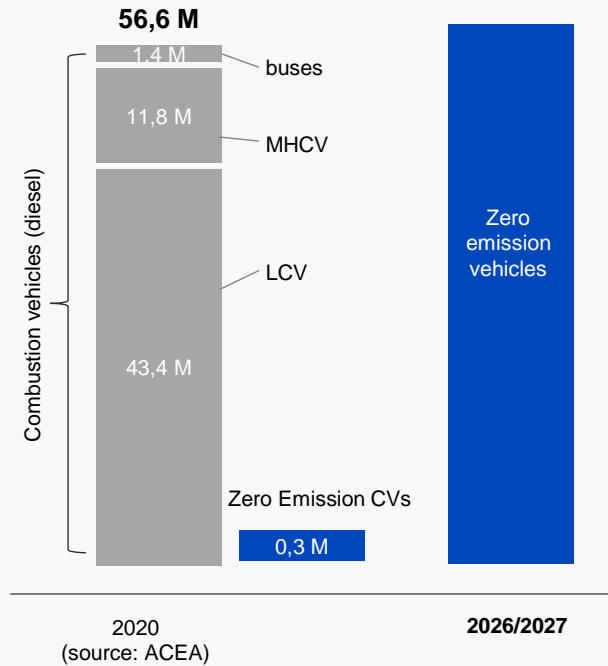
Case A: Transformation only by newly produced zero-emission vehicle fleets



Zero-emission after 2040



Case B: Transformation by repowering from Diesel to zero-emission*



Zero-emission by 2027



Repowering is the most effective way to quickly achieve zero-emission transport

Increasing addressable market by considering existing fleets



IKEA Austria trusts Quantron: The fully electric Quantron light truck

IKEA receives 30 electric transporters from Quantron

AUGSBURG/VIENNA

QUANTRON supports IKEA in its mission to become climate positive by 2030 and supplies a logistics centre near Vienna with environmentally friendly vans.

Thanks to the changeover, around 117,000 deliveries can already be made emission-free in the first year and CO2 emissions can thus be reduced by more than 300 tonnes. This corresponds to more than 1.5 million kilometres.

The first all-electric Q-Light from QUANTRON was already used for extensive testing at the IKEA logistics centre in June. With a range of at least 170 km, a drive power of 100 kW and a maximum charging power of 70 kW, the e-transporters are ideally equipped for routes between IKEA locations and customers' delivery addresses. The vehicles will initially be used for deliveries to all 23 districts of Vienna and within a radius of 30 km from the logistics centre. The electricity for the vehicles is generated by photovoltaic systems and thus comes from 100 per cent renewable energies.

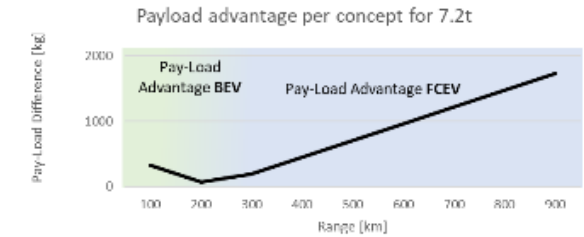
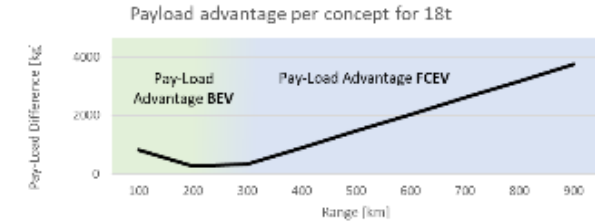
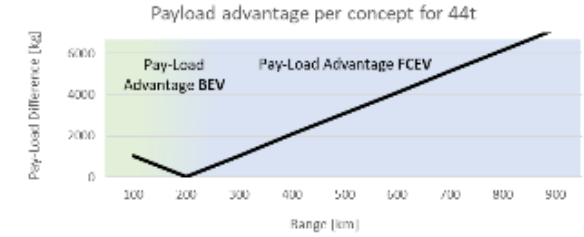
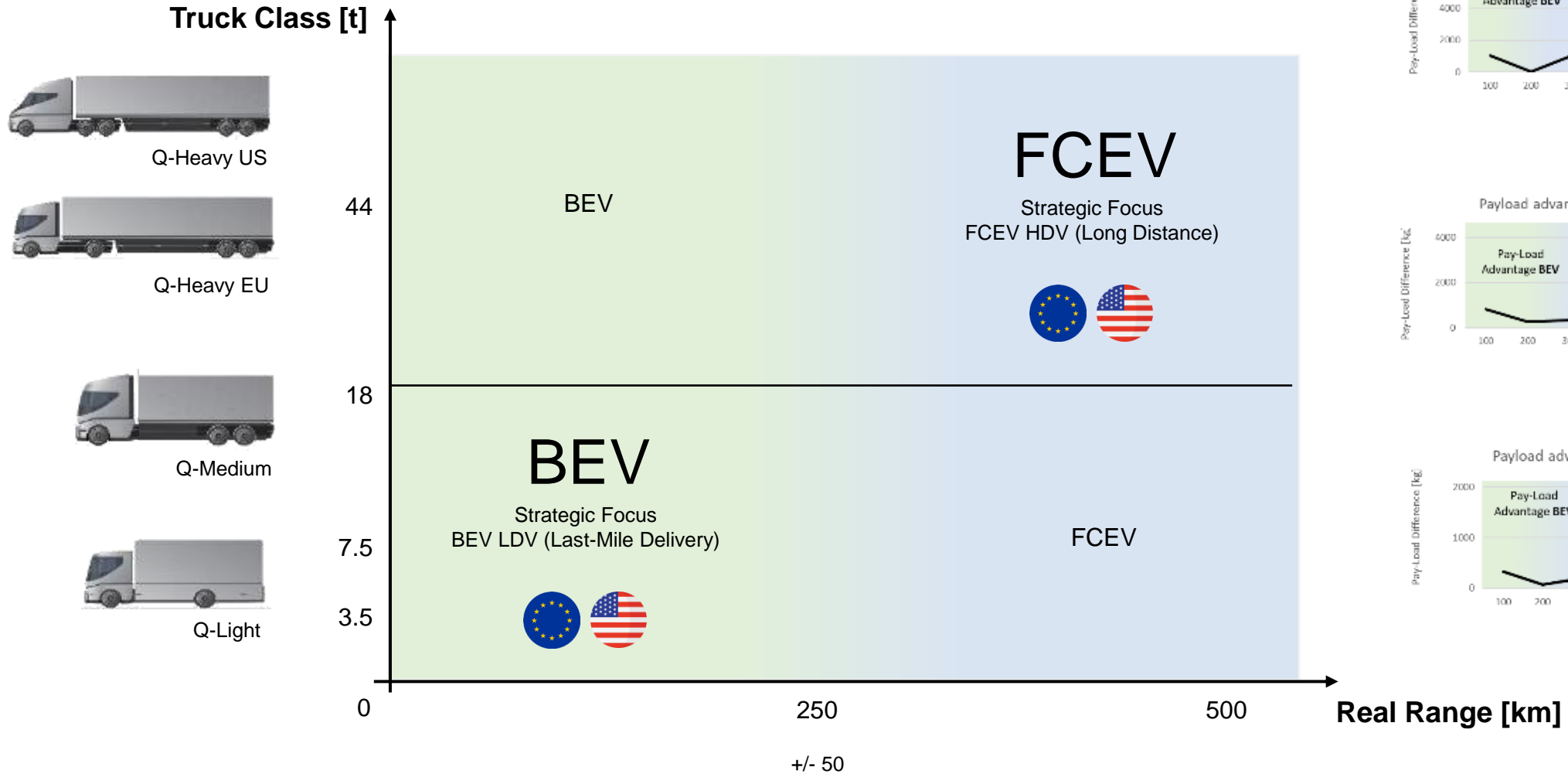


Existing and future business model, vehicles & solutions







Vehicle & Solutions portfolio



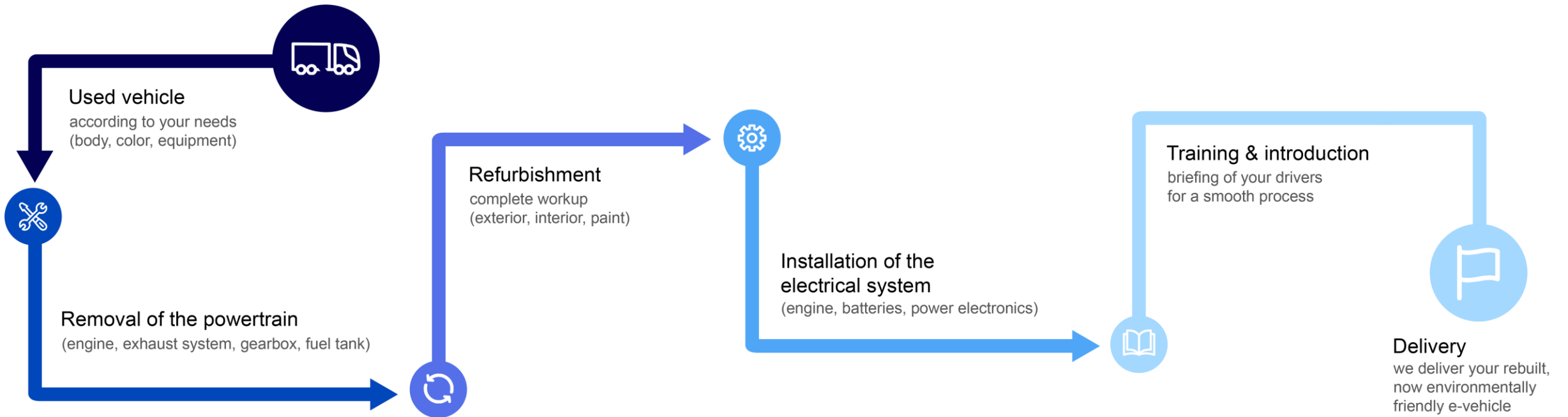
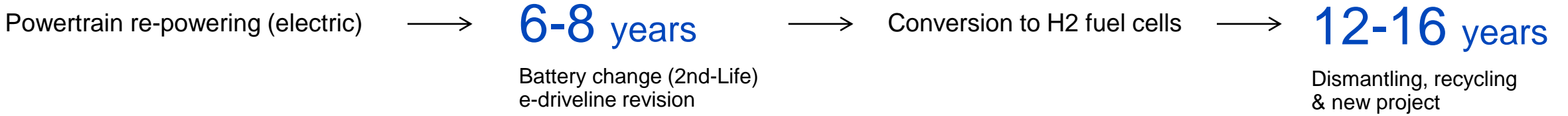
Quantron future product portfolio powertrain, range and weight classes of the trucks



A world class zero emission product portfolio with leading components and solutions

	QUANTRON INSIDE Retrofit Mobility _(OEM)		BEV Solution	FCEV Solution
 Battery Packs & Storage	✓	✓	✓	✓
 Light Truck (up to 7.2t)	✓	✓	✓	Q1/23
 Medium Truck (up to 18t)	✓		✓	
 Heavy Truck (up to 49t)	✓	2025	✓	Q1/23
 Bus (mini/midi) incl. chassis		✓	✓	
 Bus (12m+)		Q4/22	Q4/22	Q1/23

Retrofit as a sustainable business model. Extended vehicle life cycle through electrification



Q-Heavy QUANTRON QHD BEV 50- 280 Tractor 4x2

“The full electric heavy solution
for your transportation needs”





QUANTRON QHD BEV 50 – 280 USPs & Highlights



180 to 200 km range
Permissible GVW 50t

Fifth wheel 2" according
ISO 1726

350 kW electrical drive line
Automatic gearbox 6 shift

LFP Battery cell type
280 kWh 650 V

New Refreshed Design &
Blue Energy Lines

Long distance
cabin

3,8 m wheelbase

AC / DC Charging Power
up to 150 kW

Perfect solution for distribution traffic & general cargo transport



Q-Bus

QUANTRON CIZARIS 12 EV

“The sustainable city bus”





QUANTRON CIZARIS 12 EV - USPs & Highlights

422 kWh / 370 km range*

LiFePO₄ Battery cell
safe and energetic

DC Charging Power
up to 150 kW

245 kW direct drive



Agile driving & safety system
state of the art

Mirror-Eye-System as
standard

Spacious, bright interior

Reliable superstructure with
cataphoresic dip coating

2 and 3 door version

*) According to eSort2 standardized test cycle

The reliable and state of the art solution for city transport with a competitive entry price.



World Premiere: Q-Light Truck QUANTRON QARGO 4 EV

“The Urban Cargo Solution for the
Sustainable Last Mile Delivery”





QUANTRON QARGO 4EV - USPs & Highlights

81 kWh / 350 / 230 km
WLTP / real range

Box Body with up to 22 m³

LFP Battery cell type

120 kW direct drive



Agile driving & compact size

Innovative Design

AC / DC Charging Power
up to 60kW

3,3m wheelbase

The perfect solution for the city distribution & LMD with a competitive entry price.



Quantron Zero-emission FCEV and BEV Solutions: Buses, transporters and trucks on the road



CIZARIS



QARGO



Daily H2



QHD 50-28R 4x2



Daily



Econic



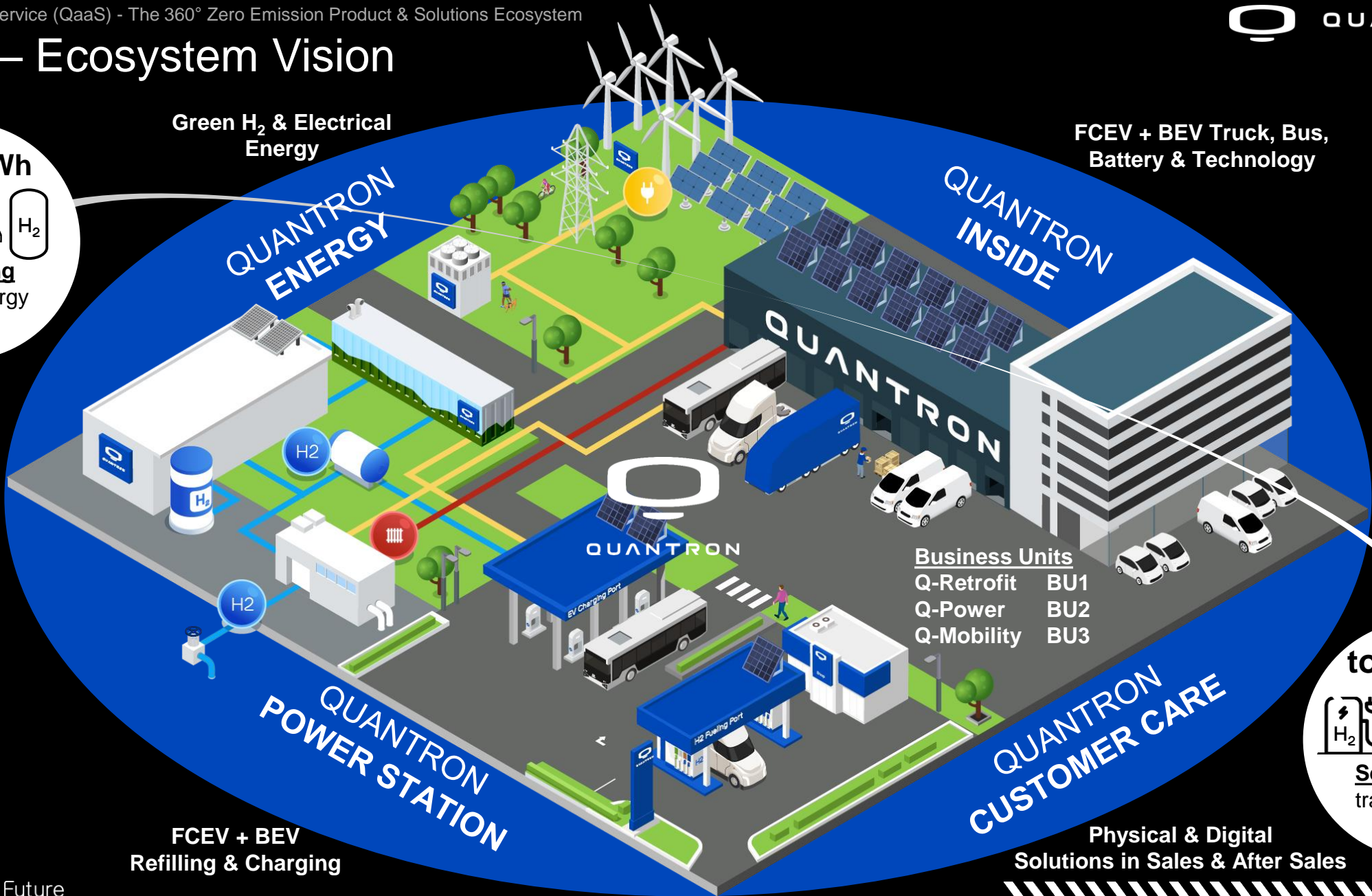
More to come...



QaaS – Ecosystem Vision

From kWh

Producing
Green Energy
and H₂



Green H₂ & Electrical
Energy

FCEV + BEV Truck, Bus,
Battery & Technology

QUANTRON
ENERGY

QUANTRON
INSIDE

QUANTRON

Business Units

- Q-Retrofit BU1
- Q-Power BU2
- Q-Mobility BU3

QUANTRON
POWER STATION

QUANTRON
CUSTOMER CARE

FCEV + BEV
Refilling & Charging

Physical & Digital
Solutions in Sales & After Sales

to km & h

Selling green
transportation
solutions



Stay tuned!



IAA»
TRANSPORTATION

IAA Transportation "20. -25. September
2022 in Hannover"

See you in September 2022

@ IAA TRANSPORTATION Hannover



The World needs Zero
Emission Solutions for
people and goods.

Quantron has the
answers.



Thank You.

Have you heard
about the new normal?

Zero Emission. Full Power. Better Future



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Empower the Future



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