



P R E S S R E L E A S E

July 28, 2022

Customer trials of the all-electric eCanter truck to start in Bali

- The eCanter will support deliveries in the Denpasar area of Bali.
- FUSO will also participate in the “EV Smart Mobility – Joint Project,” a collaborative effort among five Japanese automotive brands.

Kawasaki, Japan/Jakarta, Indonesia – Mitsubishi Fuso Truck and Bus Corporation (MFTBC; headquarters: Kawasaki City, Kanagawa Prefecture; President and CEO: Karl Deppen), is pleased to announce that the official FUSO distributor of Indonesia, PT Krama Yudha Tiga Berlian Motors (hereafter “KTB”) will conduct customer trials of the all-electric light-duty eCanter truck in Bali, Indonesia starting August 2022. This will be the first time that the eCanter truck will be tested in day-to-day operations in the FUSO brand’s largest overseas market. The announcement was made as part of a collaborative press conference for the “EV Smart Mobility – Joint Project,” organized by five participating Japanese automotive brands in Nusa Dua, Bali on July 27, 2022.

To fulfill its 2015 commitment of reducing CO2 emissions or greenhouse gas emissions emissions by 29% to the 2030 business-as-usual (BAU) scenario, the Indonesian government has launched various policies to support the introduction of electric vehicles. Sustainability is also positioned as one of the major pillars of Indonesia’s presidential term for the G20 conferences. With the government’s recent focus on sustainability initiatives, logistics providers in Indonesia have also been exploring means integrating electric vehicles into their fleets. KTB and MFTBC’s customer trials of the eCanter are therefore in support of the country’s larger transition toward reduced emissions in transport. The electric truck will be used to distribute raw materials for a factory and deliver mail on routes in the Denpasar area of Bali, allowing for KTB and MFTBC to gain valuable insight into customer needs and potential challenges during this exploratory phase.

These plans for trialing the eCanter in Indonesia were presented alongside FUSO brand's participation in the “EV Smart Mobility – Joint Project”. Under this Joint Project, five official distributors of Japanese automotive brands will contribute their flagship electric vehicles to study and demonstrate the future possibilities of EV ecosystems in Indonesia. While commercial vehicles such as the FUSO eCanter will be run to support logistics and business operations, passenger cars will be used to provide environmentally friendly tourist transportation. With these pilot activities, the five automotive brands intend to take away key learnings that may aid in the popularization of electric vehicles as well as the development of related infrastructure.

For several years, the eCanter truck has already been generating interest in Indonesia through exhibitions, such as its display at the major auto shows Gaikindo Indonesia International Commercial Vehicle Expo (GII COMVEC) 2020 and Gaikindo Indonesia International Auto Show

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(GIIAS) 2017. The upcoming customer trials in Bali, however, represent a further step in MFTBC's consideration of additional international markets for the pioneering electric vehicle.

FUSO commercial vehicles have been working alongside Indonesian businesses for over 50 years as the market-leading brand. In particular, the light-duty diesel truck has been a local best seller throughout the past decades. As the Indonesian transport industry readies itself for a leap into emobility, MFTBC and KTB are together committed to supporting these ambitions. Alongside its customers, the companies aim to shape the future of transportation in one of the world's most rapidly growing economies.

About the eCanter

The eCanter is the series-produced all-electric truck developed by MFTBC as a solution to urban environmental issues such as noise, exhaust gas and CO2 emissions. Since its initial launch in 2017 as the first series-produced electric truck in the Japanese market, the FUSO eCanter has been supporting the logistics needs and sustainability goals of various industries as economies around the globe transition toward CO2-neutrality. With its electric motor, the eCanter produces less noise and vibration compared to conventional diesel-powered vehicles, and is particularly suited to inner-city routes as well as operations during late night and early morning hours. So far, over 350 eCanter vehicles have been delivered to customers in Japan, Europe, the United States, Australia, and New Zealand, and have collectively covered a distance over 4.5 million km worldwide through daily operations.



Five official distributors of Japanese automotive brands will contribute their flagship electric vehicles to study and demonstrate the future possibilities of EV ecosystems in Indonesia

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Commercial vehicles such as the FUSO eCanter will be run to support logistics and business operations in Bali

KTB at a Glance

The Indonesian business for the FUSO brand has been managed by PT Krama Yudha Tiga Berlian Motors (KTB), MFTBC's general distribution partner and local joint venture with Mitsubishi Corporation. FUSO trucks sold in Indonesia are shipped as knock-down kits (KD) from the MFTBC plant in Kawasaki, Japan, before they are locally assembled by PT Krama Yudha Ratu Motors (KRM) in East Jakarta. They are then distributed through KTB. KTB has achieved market leadership with the FUSO brand for over 50 consecutive years. In 2021, it recorded a 46.7% share of the Indonesian commercial vehicles market, supported by positive sales developments in the light-duty segment.

Daimler Truck Asia at a Glance

Daimler Truck Asia (DTA), under Daimler Truck AG, is an organizational unit that jointly operates Mitsubishi Fuso Truck and Bus Corporation (MFTBC) – an icon in the Japanese commercial vehicle industry with 90 years of history with its FUSO brand – and Daimler India Commercial Vehicles (DICV), an up and rising challenger in the Indian market. DTA adopts a strategic business model that allows its group entities to collaborate on product development, production, exports, sourcing and research activity to provide innovative, cutting-edge and best value products to customers. DTA's vision is “to develop mobility solutions to embrace a better life for people and the planet,” and is aligned with Daimler Truck's purpose, “For all who keep the world moving.”

MFTBC at a Glance

Based in Kawasaki, Japan, Mitsubishi Fuso Truck and Bus Corporation (MFTBC) is one of Asia's leading commercial vehicle manufacturers, with 89.29% of its shares owned by Daimler Truck AG and 10.71% by various Mitsubishi group companies. An icon in the Japanese commercial vehicle industry with a longstanding history of 90 years with its FUSO brand, MFTBC manufactures a range of commercial vehicles including light, medium, and heavy-duty trucks and buses, and industrial engines for over 170 markets worldwide. In 2017, MFTBC introduced the eCanter, the first all-electric light-duty truck in

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series-production and in 2019, the Super Great – Japan’s first heavy-duty truck fitted with Level 2 Automated Driving Support Technology, a benchmark in the Japanese commercial vehicle market. MFTBC operates under the umbrella of Daimler Truck Asia, together with its partner organization Daimler India Commercial Vehicles (DICV) in India. This strategic unit allows the entities to collaborate on areas such as product development, parts sourcing and production to provide the best value to customers.

FUSO at a Glance

FUSO is a Daimler Truck brand, offering a range of commercial vehicles from light, medium, and heavy-duty trucks and buses, to industrial engines and connectivity solutions for over 170 markets worldwide. A longstanding landmark in Japan’s commercial vehicle landscape, the brand has leveraged Japanese quality and craftsmanship over the decades. FUSO is particularly renowned for its offerings in the light-duty segment. The Canter light-duty truck claims the top market share in various markets around the world. In 2017 the eCanter became the first series produced all-electric light-duty truck in Japan, establishing FUSO as a pioneer in eMobility. FUSO promises customers a “Future Together,” a bold claim that continues to drive the brand’s contributions to safe and sustainable transport. This year marks the 90th anniversary of the FUSO brand, another milestone in its continuing legacy of setting benchmarks in efficiency, safety, and comfort.



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