

Danfoss and Webasto

A joint vision for future e-mobility

FEWER EMISSIONS

CLEANER
TOMORROW

FASTER DEVELOPMENT

LESS RISKS

ELECTRIFICATION

ENGINEERING
TOMORROW

Danfoss

Danfoss Editron and Webasto

Danfoss Editron is changing how the world moves with hybrid and electric powertrain systems for heavy duty vehicles and machines on land and sea. Our team is working to enable a cleaner tomorrow through electrification, developing systems that deliver more power with less fuel consumption and fewer emissions. The EDITRON off-highway system has been designed from the ground up to ensure maximum efficiency at real-world load speeds.

Webasto is a global tier-1 automotive supplier with over 90 years of experience in the automotive industry. Our mission is to provide solutions for future-proof and sustainable mobility, together with our customers and partners. We have developed a modular and scalable concept for the electrification of construction machinery. At the heart of this concept is our Standard Battery System, which we are developing continuously. In addition, we offer a complete portfolio of solutions and services for every stage of your machine's product life cycle.

Strategic partnership to create superior customer value

OEM's, their resellers and fleetowners of construction equipment are facing major challenges in the electrification of construction equipment. For every application, suitable components need to be selected, systems need to be developed/adapted and tested. It goes without saying that this requires substantial time and resources. Danfoss and Webasto have a complementary product portfolio and share the same visions and ambitions. We have joint forces to share our experiences from electrification projects and offer a superior customer value to the industry.

Superior Customer Value

- Compatible products
- Reliable and pre-validated products
- Global footprint of two partners
- One-stop shop: joint support – throughout the project



Benefits following

- Higher project efficiency
- Shorter time to market

We provide powerful solutions in every stage of the development cycle

Partnering with Danfoss and Webasto will mitigate your development risks and ensure high quality and performance in your electrified application



Fully electrified 90-ton drilling rig

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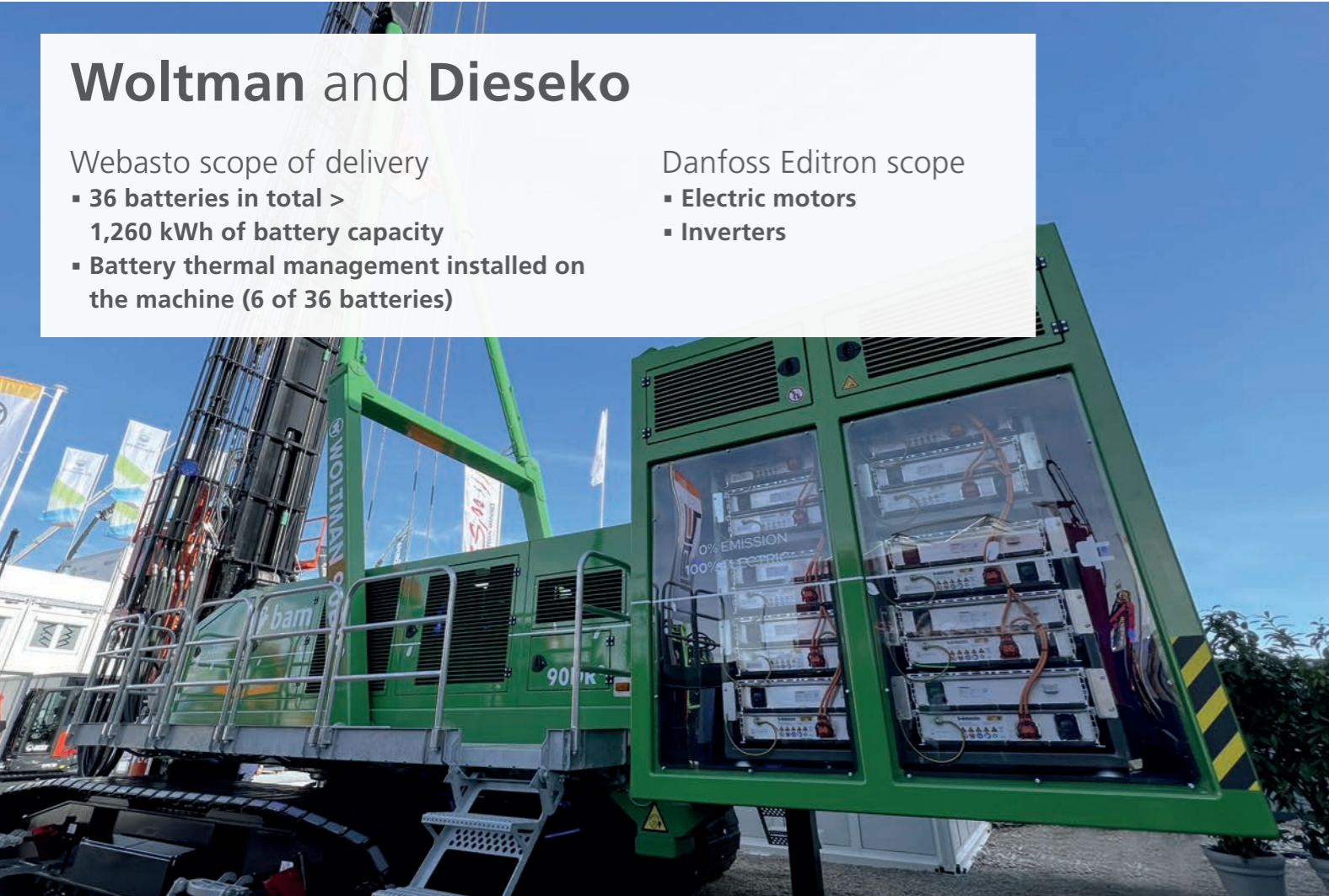
Woltman and Dieseko

Webasto scope of delivery

- 36 batteries in total > 1,260 kWh of battery capacity
- Battery thermal management installed on the machine (6 of 36 batteries)

Danfoss Editron scope

- Electric motors
- Inverters



Fully electrified MAN utility truck

German systemhouse DINTEC solutions engineered a minimal invasive retrofit kit for the drop-fit conversion of MAN trucks, using Webasto and Danfoss components.

DINTEC and MAN

Webasto scope of delivery

- 10 batteries in total > 350 kWh
- HVH for cabin and electrical system conditioning

Danfoss Editron scope

- 2 electric motors EM-PM375
- 2 inverters EC-C1200



“Our drilling machines are world famous for their performance, quality and reliability. We didn’t take any risks when we decided to electrify our DR90e machine: we partnered with Danfoss and Webasto as they are well matched and could offer components and services with a proven track record in the field.”

Dirk Smulders, Chief executive officer, Dieseko Group B.V.

“When being asked to design an electric solution for an established heavy truck platform reliability, safety and serviceability are at most important. With Danfoss and Webasto we have found partners with complementary and compatible products allowing us to realize an automotive solution with the smallest possible effort.”

Dr. Michael P. Schmitt, CEO DINTEC & Egility GmbH

Same values and ambitions



Compatible

Cultural fit of two family-owned companies



Matching DNA

Both companies are built on strong values culture, mindset and quality.



Customer heart

Putting the customer first while taking responsibility and keeping a long-term view.



Complementary

Portfolios are a perfect match



Balancing

The customer can trust to receive excellent guidance and service to receive the best solution for their problems



Quality first

Expectation on products when it comes to robustness, reliability and quality



Excellent collaboration

Proven through several joint customer projects.



Conversion of a 13 ton wheel loader to battery electric

Specification	Target
Tractive effort	105 kN
Max speed	40 km/h
Avg. operating time	> 4 hours
Charging power	> 70 kW
Charging time	< 2 hours

