



MITSUBISHI HC CAPITAL AMERICA

Mitsubishi HC Capital America and Electrada Partner to Provide 360 Charging-as-a-Service for OEMs and Commercial Customers

KEY STATS

Partner: Mitsubishi HC Capital America

Vertical: Financial Services

In a Nutshell: To provide OEMs and commercial users with access to critical EV infrastructure, Mitsubishi HC Capital America, the largest non-bank, non-captive finance provider in North America, and Electrada, the electric fuel solutions leader for fleets, are partnering to provide 360 Charging-as-a-Service (CaaS) as part of a holistic offering, with Autocar as the first Mitsubishi HC Capital America customer to sign on to the partnered solution.

The GPS: North America

Snapshot View: Electrada's 360 CaaS model already serves numerous light-, medium- and heavy-duty fleet customers at their own depots, deploying 100% of the charging and related energy infrastructure and managing it under a performance contract. Through this partnership with Electrada, Mitsubishi HC Capital America provides the financing for the vehicle component of the electrification program, an efficient integration of EV and energy through a unified offering.

"Electrada's approach represents a comprehensive infrastructure and electric fuel solution to unlock the benefits for fleets going electric and complements the long-standing financing support provided by Mitsubishi HC Capital America to commercial customers and vehicle OEMs," according to John Critelli, Director of SDG Sales, Transportation Finance at Mitsubishi HC Capital America. "Electrada shifts the technology, performance and price risk from the customer, providing a more predictable experience that will accelerate OEM success in selling more EVs and fleets," Critelli added.

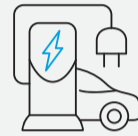
Autocar, LLC, a manufacturer of severe-duty class 7 and 8 trucks for various vocational sectors, will be the first vehicle OEM to commercialize this partnership's fleet solution for its own customers. "Our customers are looking for a more seamless way to go all-electric with the trucks we deliver. This new partnership will drive greater adoption of our BEV trucks across our entire customer base by providing an end-to-end solution for the whole sales and use cycle, from vehicle financing provided by Mitsubishi HC Capital America to the fully capitalized, owned and managed electric fuel solution that Electrada delivers through 360 CaaS," noted Mark Aubry, President, Terminal Tractor, Autocar Industries.

"Early efforts to electrify fleets were primarily DIY pilots, underwritten by incentives, with most of the burden to integrate new technologies and electrical work, while maintaining critical operations, left to the fleet owners themselves," according to Ben Rogers, Electrada's Chief Development Officer. "Over 75% of fleet routes today may be electrified with beneficial fuel cost economics, but such scale requires the expertise in distributed power, utility integration, and charging technology that only a partner like Electrada provides."

ELECTRADA'S 360 CaaS



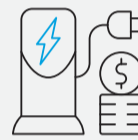
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Regardless of where you are on your fleet electrification journey, let us guide you through a seamless, risk-mitigated electric fuel solution that works best for your fleet.

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Energizing Your Fleet