



KYBURZ Switzerland AG



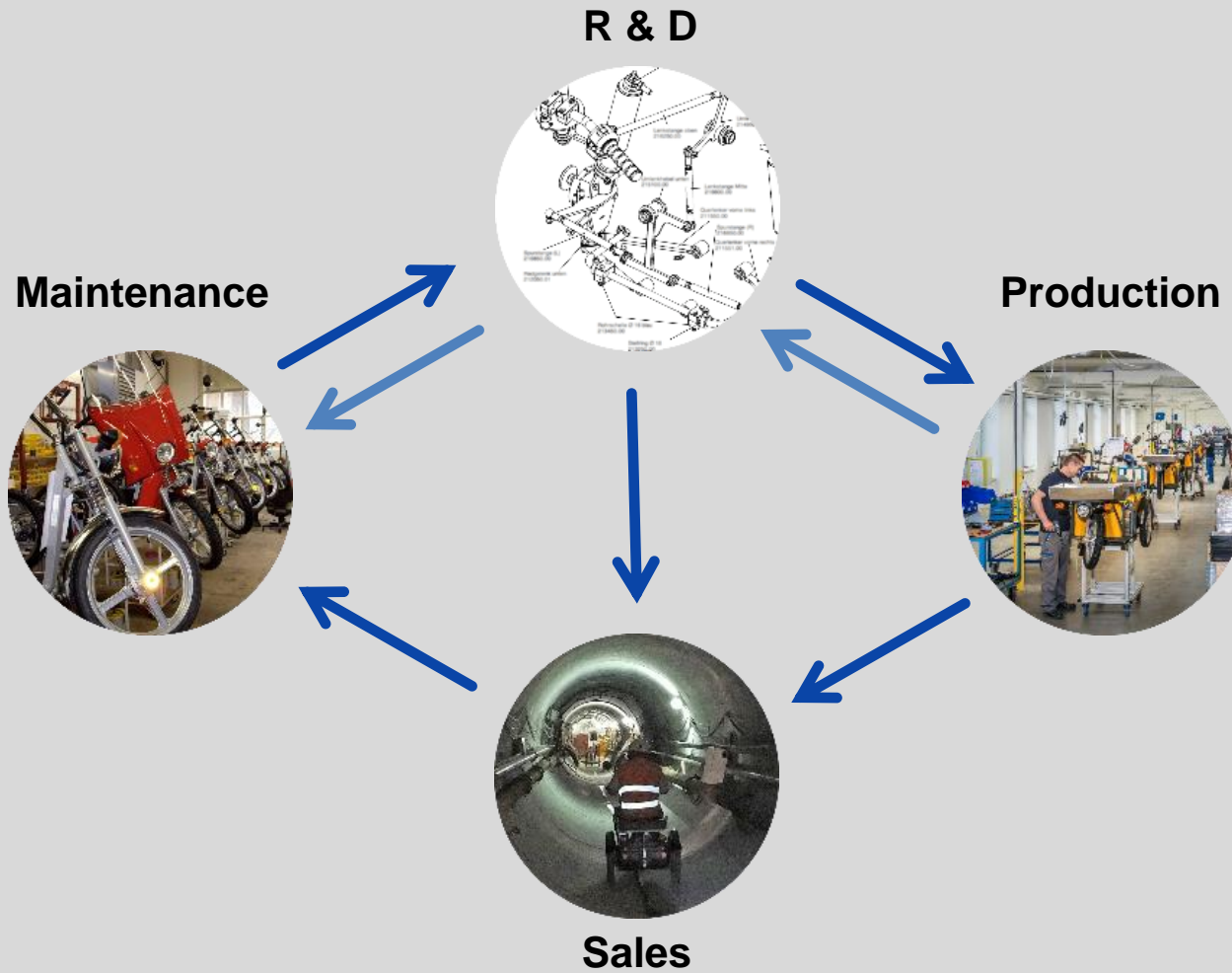
# KYBURZ Switzerland AG



Development, production, sales, and maintenance of **Light Electric Vehicles** since 1991

- 100% private ownership
- 150 employees
- 52 million CHF sales volume (2019)
- 22.000 vehicles on the road (2019)

# Core Competences

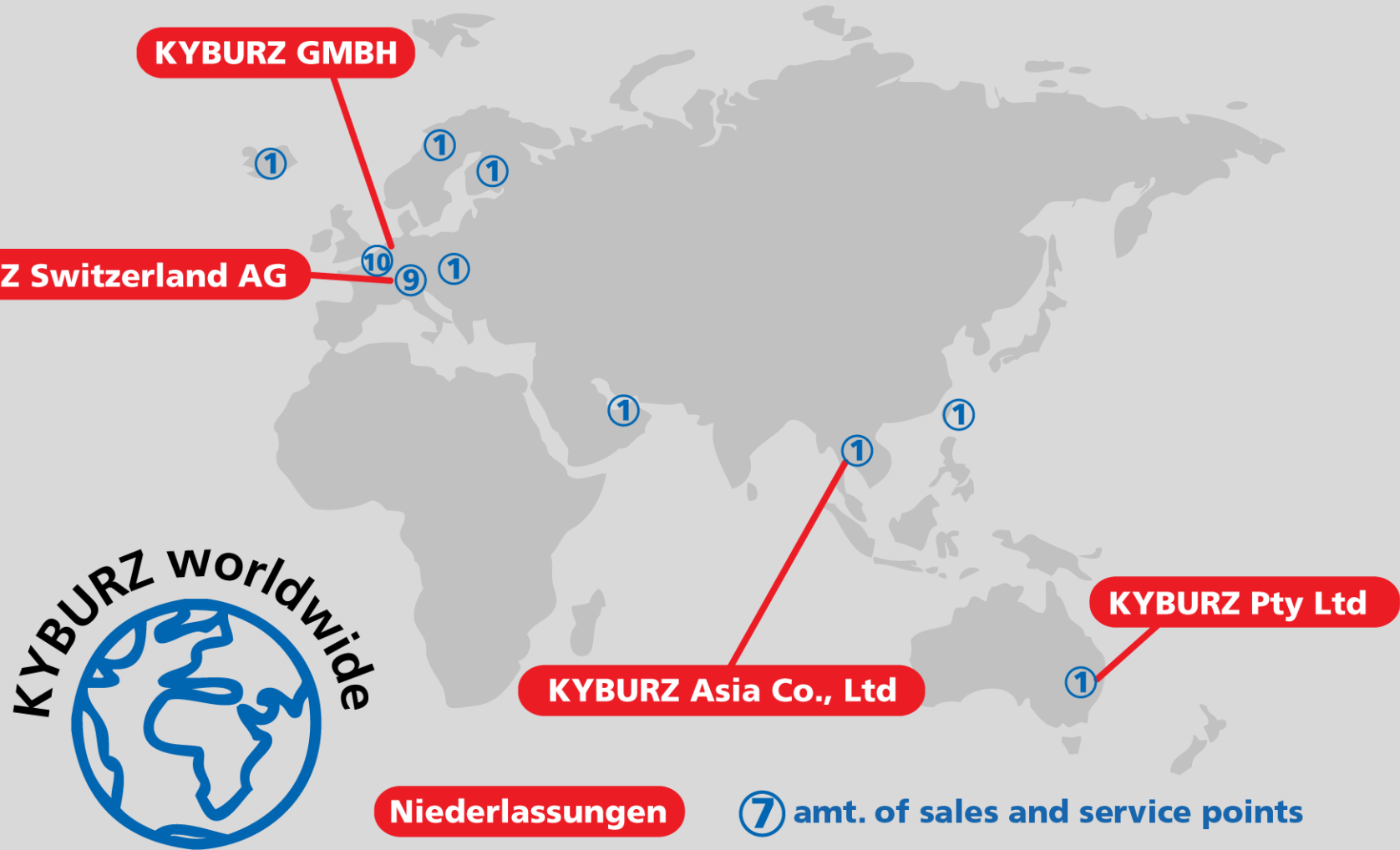


# Manufacture Embrach

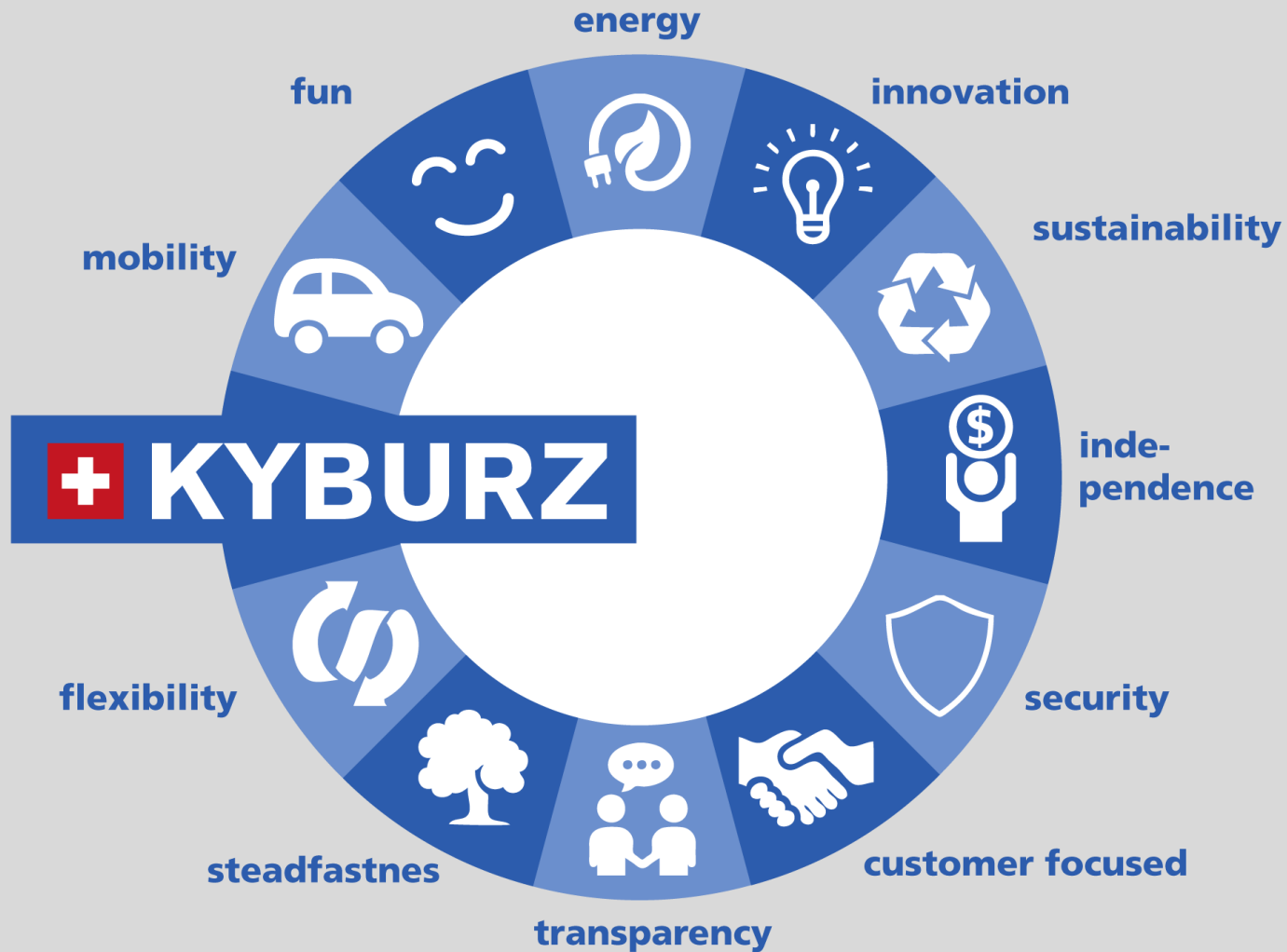
Production facility in Embrach (CH) with capacity for up to 8.000 vehicles per year



# Branches, Sales and Service points



# Mission Statement



# History

- 1991 **Company foundation**
- 1994 Production of vehicles for elderly people
- 2002 Engineering of first delivery vehicles
- 2009 First delivery to **German Post**
- 2010 First delivery to **Swiss Post**
- 2011-13 miscellaneous **innovation awards**
- 2014 **ISO 9001** certified
- 2016 **ISO 14001** certified
- 2017 First delivery of vehicles to **Posti Finland**
- 2018-19 over 1'000 vehicles for **Australian Post**
- 2020 First delivery of vehicles to **PostNL Netherlands**



# Product Portfolio

Personal  
Vehicles



Delivery  
and  
Logistic  
Vehicles



Utility  
Vehicles



Leisure  
and Fun  
Vehicles



Tools for  
Process  
Optimi-  
zation





# Delivery and Logistic vehicles



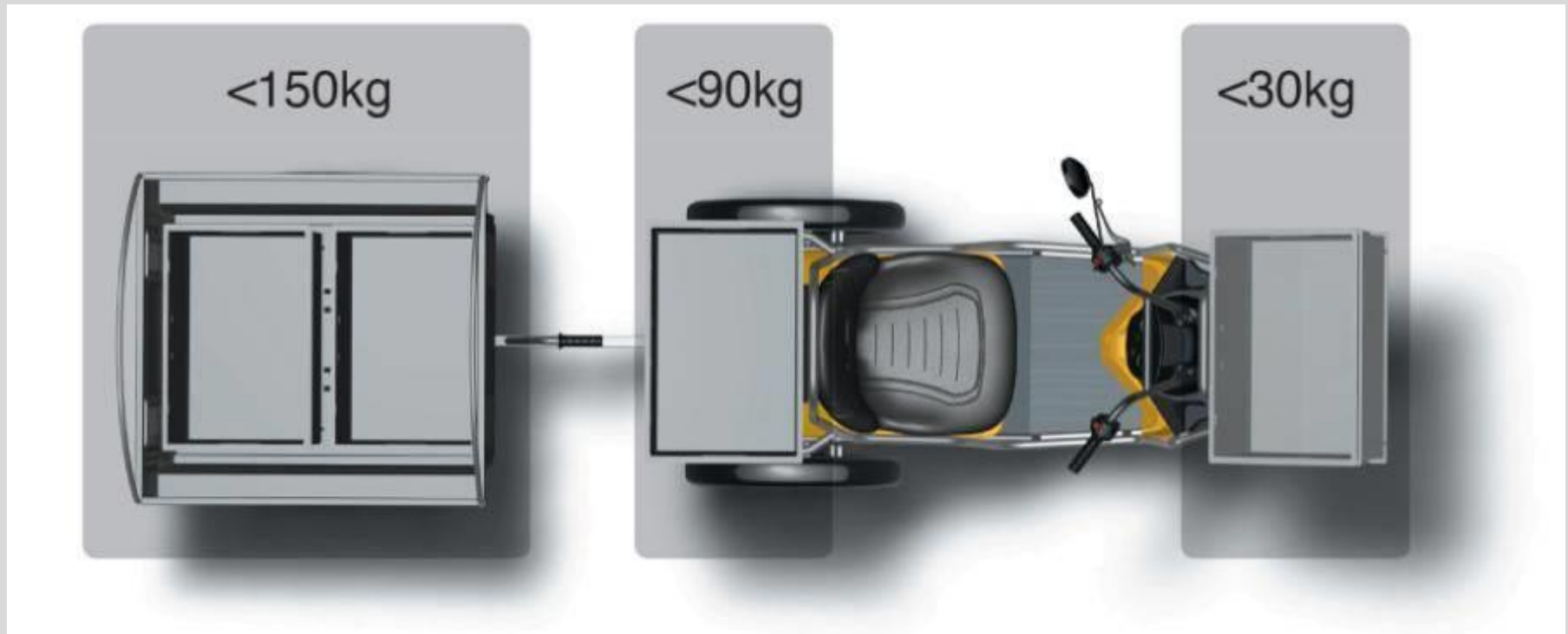
# KYBURZ DXP – Delivery Vehicle



- Ergonomic driver position, fast on-off to deliver Mail
- Recuperation electric brake (no wear)
- Servo mechanical driven integral drum brake system
- Automatic park brake as soon as DXP stops
- Speed up to 45 km/h
- Typical reach: 100 km in postal start-stop operation
- Incline: up to 30%

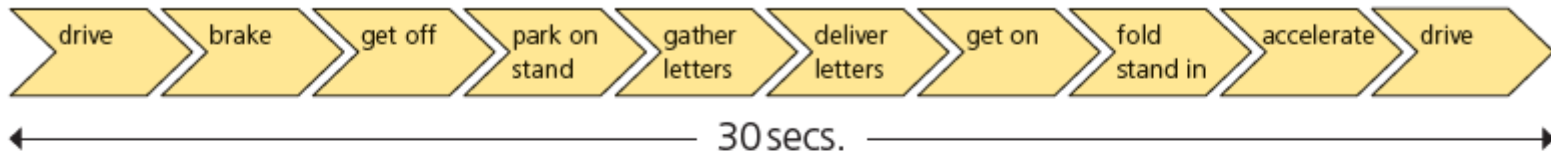
# High Payload

Weight of KYBURZ DXP (incl. Battery)	230 Kg
Weight of Trailer KYBURZ PAH	50 Kg
Payload total	270 Kg

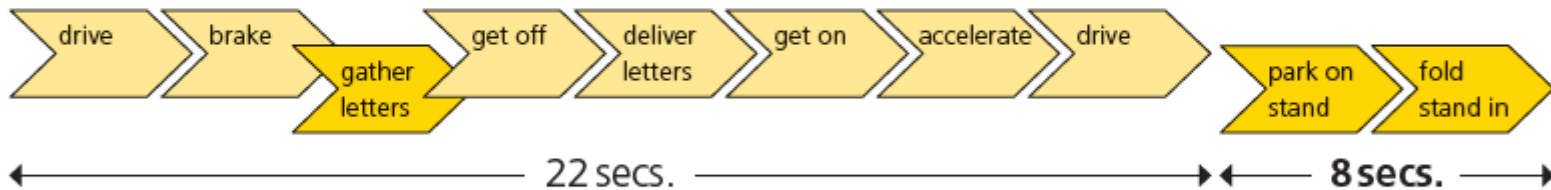


# Efficiency Compared to a Moped

## Process chain: Delivering post on a moped



## Process chain: Delivering post on a KYBURZ DXP



1 postal worker saves on every out-of-town run:

45 min. → 200 hours per year


1 postal worker saves on urban run:

36 min. → 160 hours per year

# KYBURZ DXP Customers Worldwide

## KYBURZ DXP in operation today:

- Swiss Post > 6'200 DXP
- Australia Post > 2'150 DXP
- Finland Post > 272 DXP
- Hungarian Post > 122 DXP
- Norwegian Post > 88 DXP
- Iceland Post > 59 DXP
- Slovenian Post > 22 DXP
- German Post > 22 DXP
- Austrian Post > 7 DXP
- Belgium Post > 6 DXP



**39,46 Million KM with DXP**  
**> 822 times around the world**

# KYBURZ DXP references



KYBURZ DXP for Swiss Post



KYBURZ DXP for Australia Post



KYBURZ DXP for Post Finland

# Other delivery products



eTrolley 7+1



DXCargo



eTrolley Box



ePedelec

# KYBURZ 2ndLife Project





# The Life Cycle of a KYBURZ DXP



**+ Clean**

**+ Fast**

**+ Low maintenance**

Production

Use

End of Life

**2ndLife**

**+ Smarter**

# From an Old Vehicle to a 2ndLife



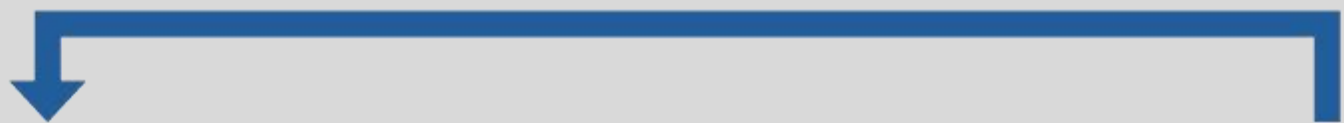
Take back



Refurbishment



2ndLife



Usage in new vehicles



Usage in 2ndLife vehicles



Usage in other Applications



Recycling



# KYBURZ 2ndLife references

Magyar Posta Hungary



AMAG - spare parts warehouse



# Utility Vehicles



# KYBURZ DXS & KAH

## Technical specifications

- Speed 45 km / h
- Range 60 - 140 km
- Payload up to 90 kg
- Batteries LiFePo<sub>4</sub>, up to 240 Ah/26 V
- Charging time 8 h
- motor AC 24 V / 3.7 kW



## advantage

- electric
- free of emissions
- automatic parking break
- easily charging
- safety driving

# KYBURZ DXCargo

## Technical specifications

- Speed 45 km / h
- Range 50 - 100 km
- Payload up to 200 kg
- Volume 1 m<sup>3</sup>
- Batteries LiFePo<sub>4</sub>, bis 400 Ah/26 V
- Charging time 8 h
- motor AC 24 V / 3.7 kW



## advantage

- electric
- free of emissions
- automatic parking break
- easily charging
- safety driving

# KYBURZ DXCargo swappable bodies

## Technical specifications

- Speed 45 km / h
- Range 50 - 100 km
- Payload up to 200 kg
- Volume 1 m<sup>3</sup>
- Batteries LiFePo<sub>4</sub>, bis 400 Ah/26 V
- Charging time 8 h
- motor AC 24 V / 3.7 kW



## advantage

- electric
- free of emissions
- automatic parking break
- easily charging
- safety driving



# KYBURZ DXPi

## Technical specifications

- Speed 45 km / h
- Range 50 - 100 km
- Payload up to 200 kg
- Volume 1 m<sup>3</sup>
- Batteries LiFePo<sub>4</sub>, bis 400 Ah/26 V
- Charging time 8 h
- motor AC 24 V / 3.7 kW



## advantage

- electric
- free of emissions
- automatic parking break
- easily charging
- safety driving

# KYBURZ Fleet Management



 **KYBURZ**  
FLEET MANAGEMENT



# Specific benefits for each stakeholder

## For Driver

How can dangers be reduced?

### #Safety



Panic button



Tilt alarm

## For Fleet Manager

Which vehicle needs attention?

### #Transparency



446 OK



3 Warning



1 Error

## For Dispatcher

What vehicle is making money right now?

### #Performance

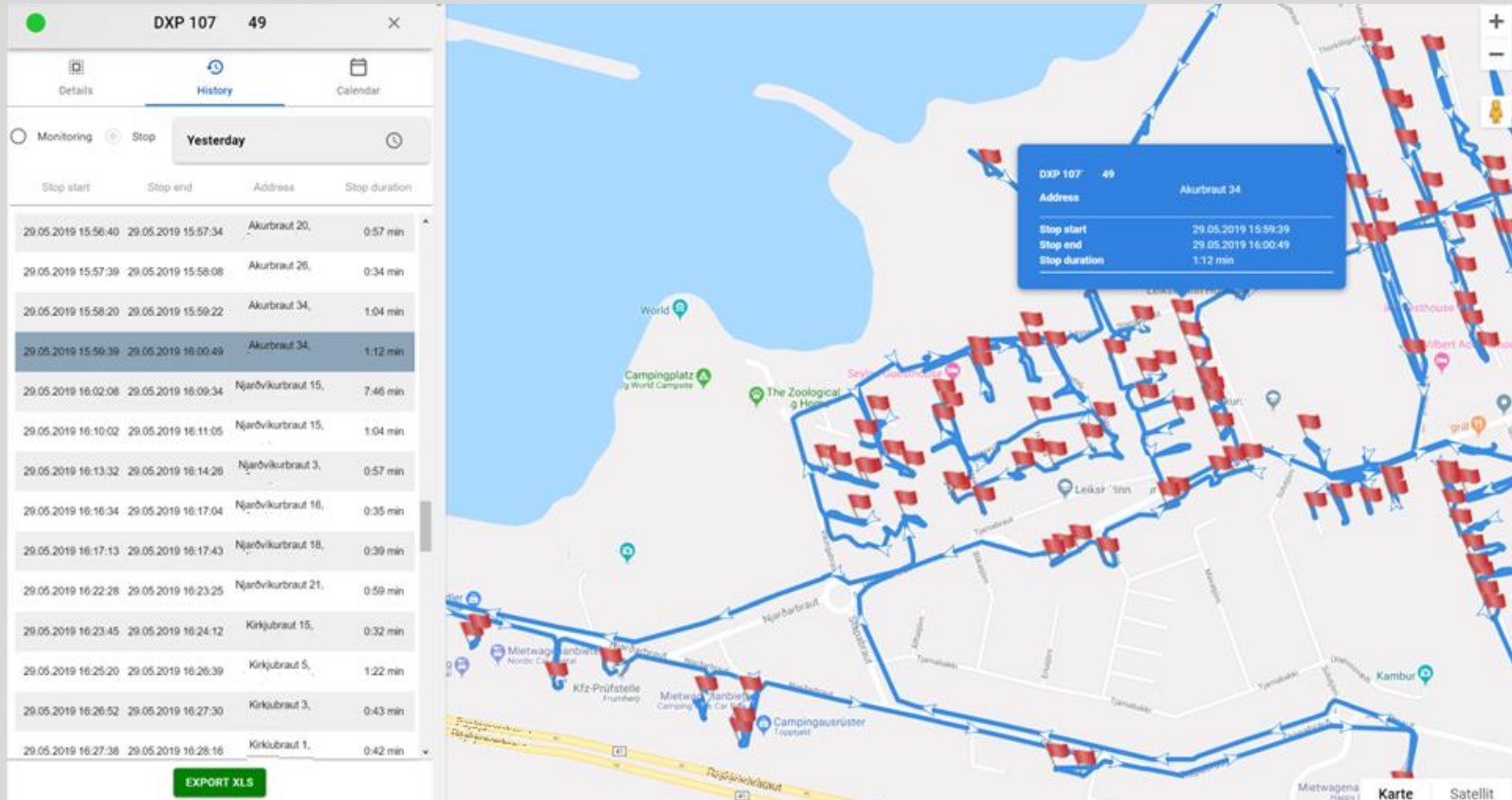


430 Active



20 Inactive

# Stop Evaluation



# Customer Projects



**1150**

**KYBURZ DXP**

## **#Safety**

Driver identification  
Tilt alarm  
Panic button



**400**

**Snow plow & Salt spreader**

## **#Digitalisation**

Evaluation of billing  
relevant data  
Proof of service



**1800**

**Trucks & Vans**

## **#Automation**

Remote Tacho Download  
Dispatching  
Fuel safe



**350**

**electric vehicles  
(Horizon 2020)**

## **#LetsGoElectric**

Evaluation of tour data  
Digital Coach App  
Questionnaire

# KYBURZ Fleet at Postal Organisations

## Stop Evaluation



- Stop analysis
- Tour optimisation

## Safety



- Increased driver safety
- Specific driving training

## Eco Drive



- Increased operating range
- Driver safety

# Thank You for Your Attention

KYBURZ Switzerland AG

Martin Jerg

Shedweg 2 - 8

8427 Freienstein

+41 44 865 63 63

[Martin.jerg@kyburz-switzerland.ch](mailto:Martin.jerg@kyburz-switzerland.ch)

[www.kyburz-switzerland.ch](http://www.kyburz-switzerland.ch)

