

## **COMFORTDELGRO RENT-A-CAR MOVES INTO** **THE PRIME MOVER MARKET**

5 August 2019 – ComfortDelGro’s car rental and leasing arm is expanding into the heavy vehicle class with the addition of five prime movers to its fleet.

The first two units – a Volvo FM and an UD Quon – have already been delivered to ComfortDelGro Rent-A-Car (CRAC) while the remaining three – two units of Volvo FM and one unit of UD Quon – will be delivered by the end of the year. Depending on demand, more prime movers may be added to the rental fleet in the future.

All five prime movers have been leased out to Haulio, a container trucking technology company incubated by PSA International’s corporate venture capital arm, PSA unboXed.

Haulio, in which ComfortDelGro has a stake made through its US\$100 million corporate venture capital fund, is an ecosystem of container hauliers, for which Haulio builds tools and aggregates services. Haulio aims to help haulage service providers operate more efficiently whilst improving visibility and reliability for end-customers. The platform has over 80% of Singapore’s hauliers onboard with an outreach of over 2,000 trucks to-date.

With the latest arrangement with CRAC, Haulio will now be able to offer hauliers prime movers for on-demand rental and port-related jobs such as Inter-Terminal Transfers. With this service, hauliers no longer need to keep spare capacities of prime movers, allowing them to maximise their own fleet and save on operational costs.

ComfortDelGro Managing Director/Group CEO, Mr Yang Ban Seng, said: “We are excited to be further expanding into the heavy vehicle leasing business. Given the similarities in vehicle fleet operations between container and passenger transportation, we believe this tie-up with Haulio will enable us to expand beyond passenger transport and into adjacent disciplines such as smart logistics.”

“Haulio works closely with the haulage community and is continuously looking at new products and services that can bring value to the community. The new venture with ComfortDelGro is only the beginning of many more services to come,” said Mr Sebastian Shen, Co-Founder and Chief Product Officer of Haulio.

The prime mover rental service is currently in beta testing and is expected to go live in September 2019. It will be made available for hauliers through the Haulio Community Portal.

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## **Background**

ComfortDelGro is one of the world’s largest land transport companies with a total fleet size of about 43,000 buses, taxis and rental vehicles. Headquartered in Singapore, the Group also has operations in Australia, the United Kingdom, Ireland, China, Vietnam and Malaysia.