



ZDM – BVL: Utility potential of digitalization in the transport industry

Overview digitalization offerings by Dr. Cafer Ince

Head of Department E/E Systems Engineering, SW Platforms und Digital Services

ZDM – BVL Conference – Overview digitalization offerings

AGENDA



Key data about Schmitz Cargobull



Digitalization offerings



Discussion



As a 4th generation family business, Schmitz Cargobull is the European market leader for curtainsiders, refrigerated bodies and tipper trailers.

SCHMITZ CARGOBULL AT A GLANCE

2,633 bn €
sales



~ 6.000
employees



**Family-
business**
in the 4th generation



108.000+
active telematics
units



European market leader
for curtainsiders, refrigerated bodies and tipper trailers



~ 30.000
produced transport
refrigeration machines



57.000+
units produced



26 %
market share in
Europe



> 1,8 Mio.
produced axles



> 38.700
total inventory
financed vehicles



Fiscal year 2023/24

Aftersales and Digital Services occupied already the third strongest position in the product portfolio sold in the last financial year.

SADDLE BOXES FOR TEMPERATURE-CONTROLLED TRANSPORT ARE THE NUMBER 1 PRODUCTS

37,48 % Saddle Boxes



32,74 % Saddle Curtainsider



15,34 % Aftersales & Digital Services

6,72 % Other



5,32 % Tipper semi-trailer



2,39 % Truck Bodies

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Digitalization offerings



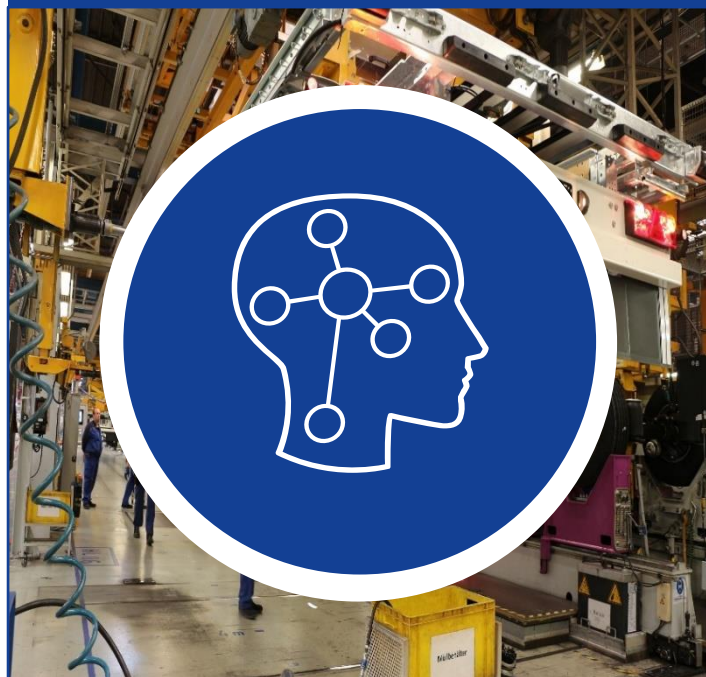
Discussion



Digitalization is a focus topic in the company, in which we will continue to invest heavily in the future in order to expand the market position.

AS A MARKET LEADER, WE DRIVE DIGITIZATION IN THE TRANSPORT INDUSTRY

Digitalization of the data value chain



Digitalization of products and services



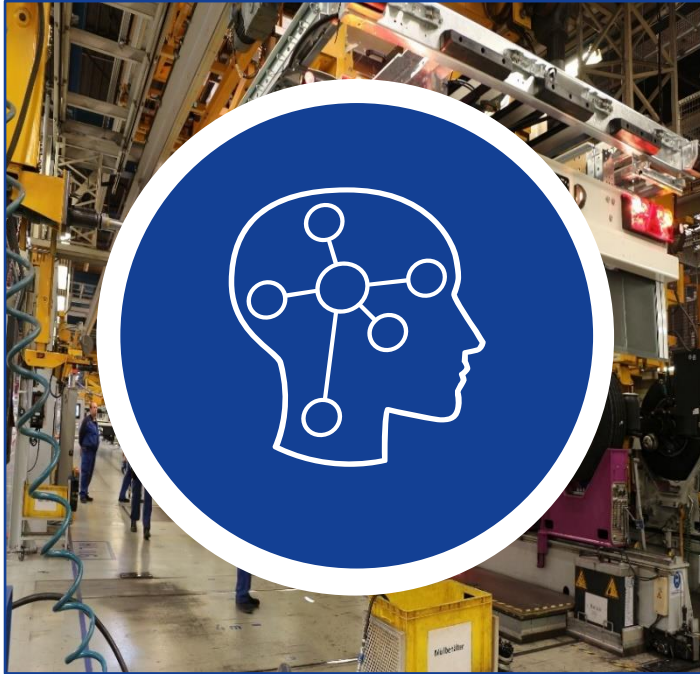
Digital business models



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Digital business models



Secure data handling in the Data Management Center (DMC) – all digital

THE CARRIER CONTROLS THE DATA

**Automatic
Tour
Monitoring**

**Protected
Carrier
Network**

**Secure Network
of system
partners**

**Collaboration
across the
industry**

Configuration of
dataflows



Partner
connection



Tour planning &
sharing
(with partners)

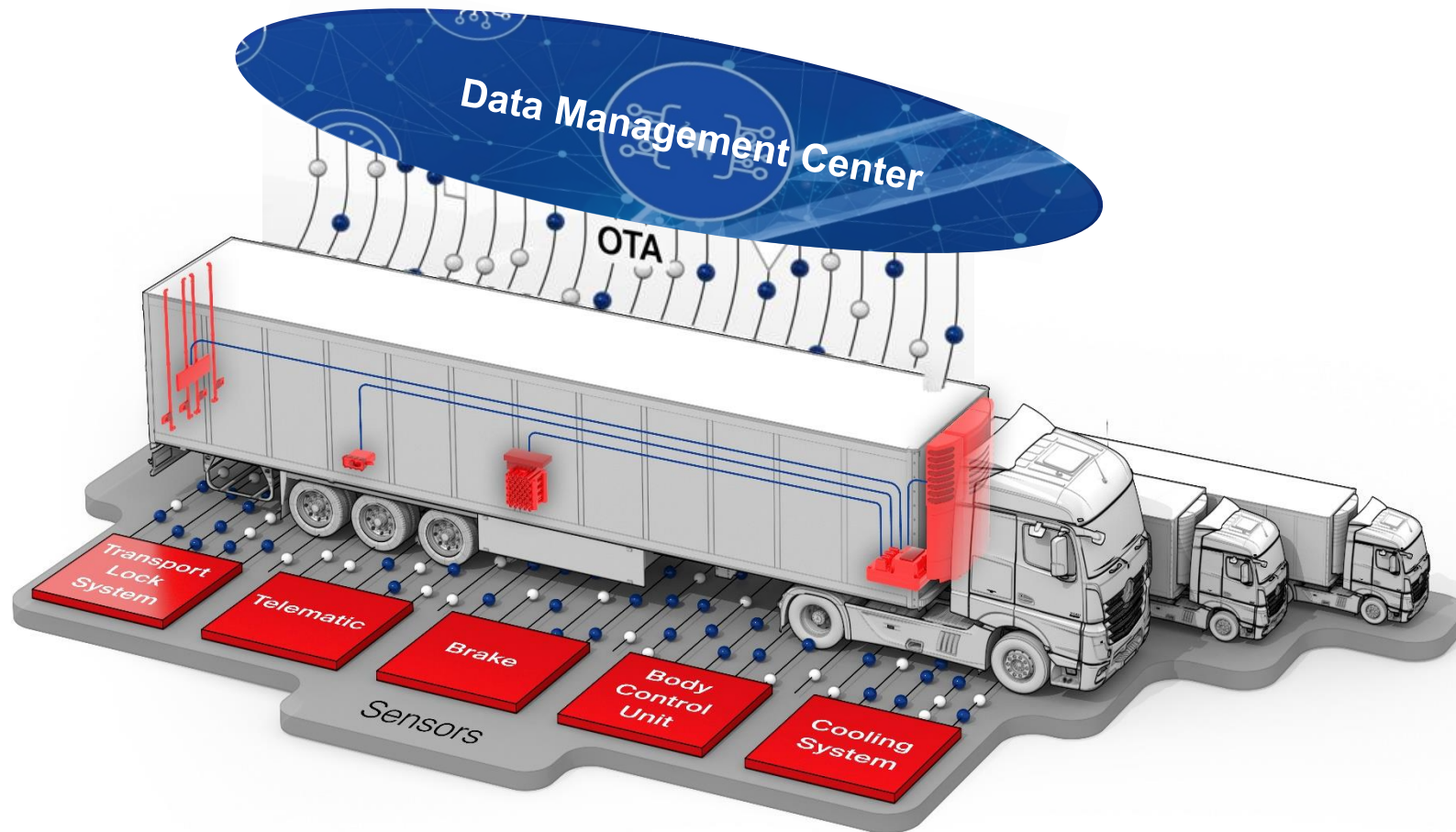


Data forwarding
(to 3rd parties)

**Step by step to
handle data in the
supply chain**

The trailer als carrier integrates several sensor sources for the data management center (DMC).

VISUALISATION OF THE SENSOR DATA SOURCES



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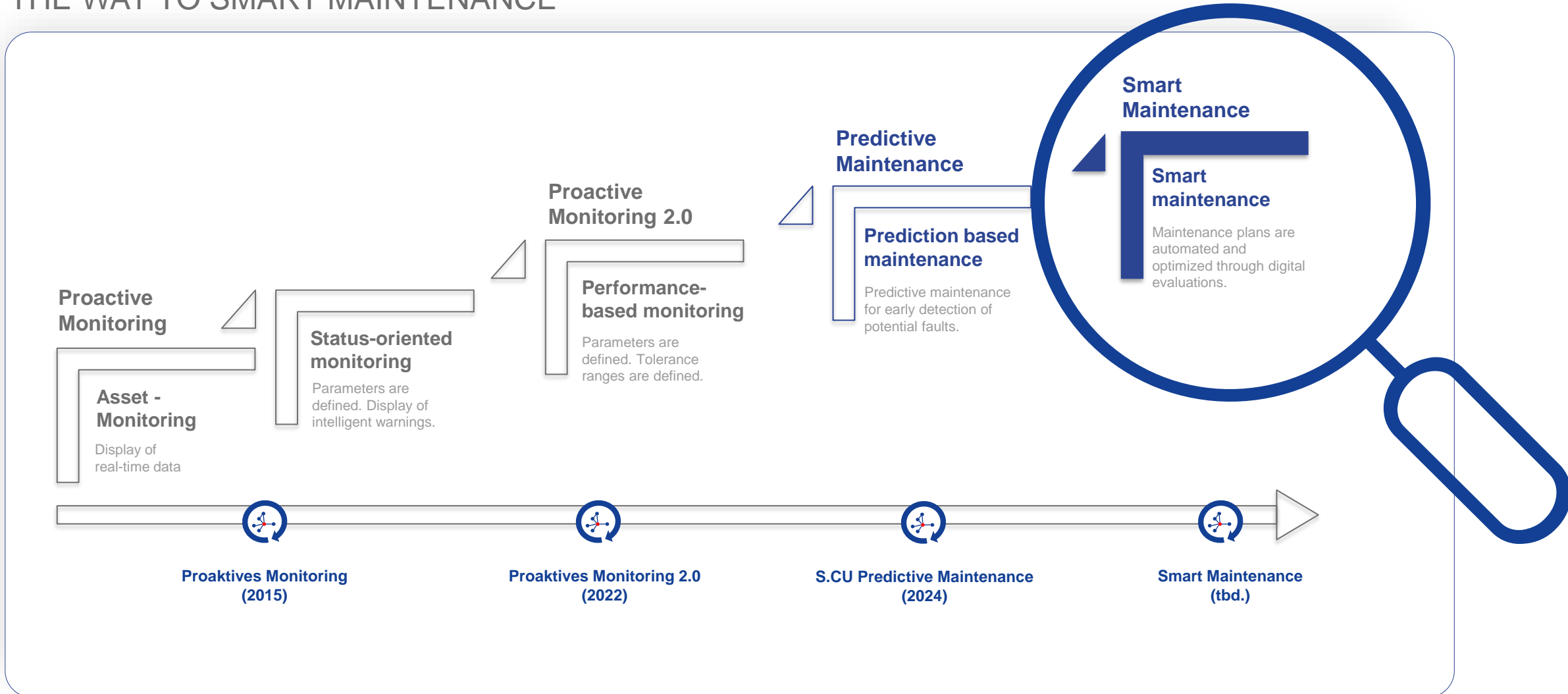


Digital business models



The evolution of data-driven services started from proactive over predictive to smart maintenance.

THE WAY TO SMART MAINTENANCE



For networked logistics, all Schmitz Cargobull trailers are equipped with TrailerConnect® telematics ex works.



BASIC DATA AT A GLANCE

> 108,000 in 2023
→ 250,000 by 2030
active telematics-units



New vehicles
factory equipment



Retrofit
fleets and third-party vehicles



**Intelligent
sensor
network**

for vehicle and load
monitoring



**System
development**
according to automotive
standards



Monitoring
with GSM / LTE and GPS



GPS



GSM



LTE

**System
functions**
in Europe, Asia and Africa



Certified
Sustainability



ISO 9001
GDP (Pharma)
DIN EN12830 (2018)
ISO 21434



**Single
Gateway**
Strategy





The Smart Service Package offers more transparency of the trailer and cooling unit and customers benefit from real-time monitoring.

PROACTIVE MONITORING AND PREDICTIVE MAINTENANCE IN THE FUTURE

Smart Service Package

- The telematics tariff and proactive monitoring ensure 24/7 monitoring of the trailer and cooling unit.
- Customers receive early warnings in the event of breakdowns.
- The FleetWatch dashboard provides an overview of the fleet's condition and upcoming maintenance.
- In the future Predictive Maintenance recognizes likely faults up to 14 days in advance! Repairs can be planned at an early stage and damage can be avoided.



This is included for customers:

- As part of the Trailer Service and Cooling Unit Service, the Smart Service includes the **Telematics tariff** and **proactive monitoring options**
- **FleetWatch dashboard** as a “single point of truth” for operational fleet management
- Problems are quickly recognized and specific recommendations for action are displayed
- **Overview of upcoming maintenance** for trailer, tyres & S.CU cooling unit

Good to know:

Proactive monitoring:

- 24/7 status monitoring with error escalation
- Notification when problems occur
- Concrete recommendations for action

Predictive Maintenance in the future:

- AI-based condition monitoring
- Predicts potential faults up to 14 days in advance
- Enables problems to be rectified before they occur



Customers benefit from:

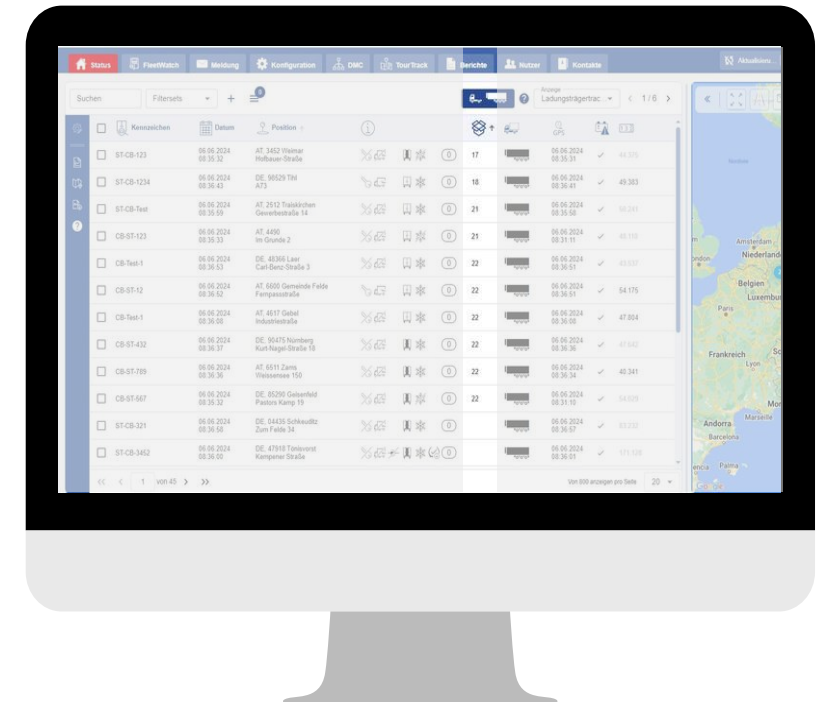
- Avoid failures through early warnings
- Real-time monitoring of fleet status
- Transparent about repair & maintenance requirements
- Increased efficiency through the ability to plan repair and maintenance

TrailerConnect® Load Carrier Tracking to enable real-time monitoring and tracking of load and loading equipment during transport



FIRST OEM TO OFFER THIS SOLUTION DIRECTLY EX-WORKS

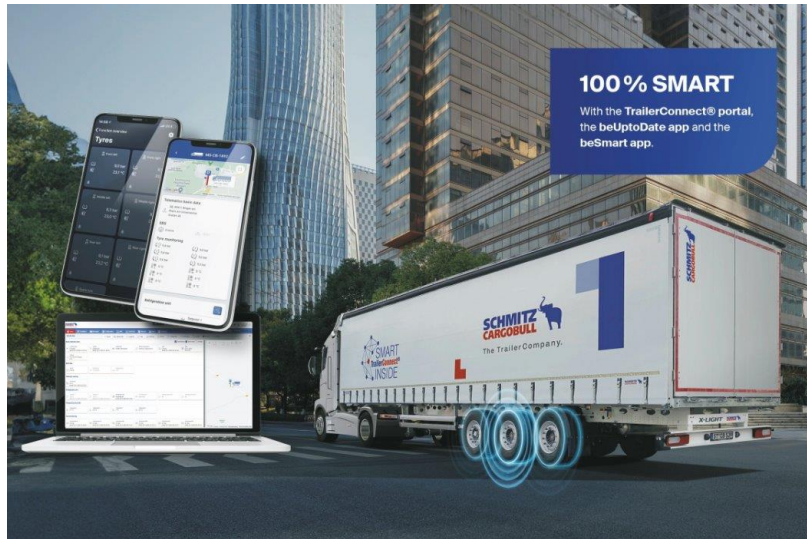
- **Minimization of loss and theft** of load carriers or loading equipment.
- **Fully integrated in the TrailerConnect® system**, including alarm messages if loaded goods and the attached tags are left behind.
- **Easy forwarding of the data** via the TrailerConnect® Data Management Center and TrailerConnect® TourTrack - **option to link tour information and load carriers**.



TrailerConnect® – ideally prepared with the tire pressure monitoring system ex works incl. autolocation due to legal obligations for the future



WITH AUTOLOCATION, SENSORS CAN BE AUTOMATICALLY RECOGNIZED TO THE TIRE POSITION



KEY FACTS

- From July 2024, all trailers must be equipped with a **tire pressure monitoring system** as part of UN ECE R141.
- The sensors are **attached directly to the rim** using a mounting strap.
- **Display of tire pressures and alarm messages in the tractor unit**, the TrailerConnect portal and the beUpToDate and beSmart app.

GOOD TO KNOW



- The tire information is provided directly to the truck by our telematics system via a CAN bus interface.
- New evaluation functions in the TrailerConnect portal provide an even faster overview of the fleet status.

HIGHLIGHTS

- With Autolocation, (new) sensors can be automatically recognized and assigned to the exact tire position.
- R141 conformity incl. autolocation ONLY with original Schmitz Cargobull sensors



Customers benefit from:



Customer can save up to 3,655 liters of diesel and therefore €6,213.50.



Automatic item allocation and printer capture save the customer time, effort and up to €800 in personnel costs.



By preventing accidents and punctures, safety and puncture protection are increased by up to 27%.



Increased tire life with up to 70% less wear.

The door locking system is a smart, electromechanically operated device installed in the lower rear frame for locking the rear doors.



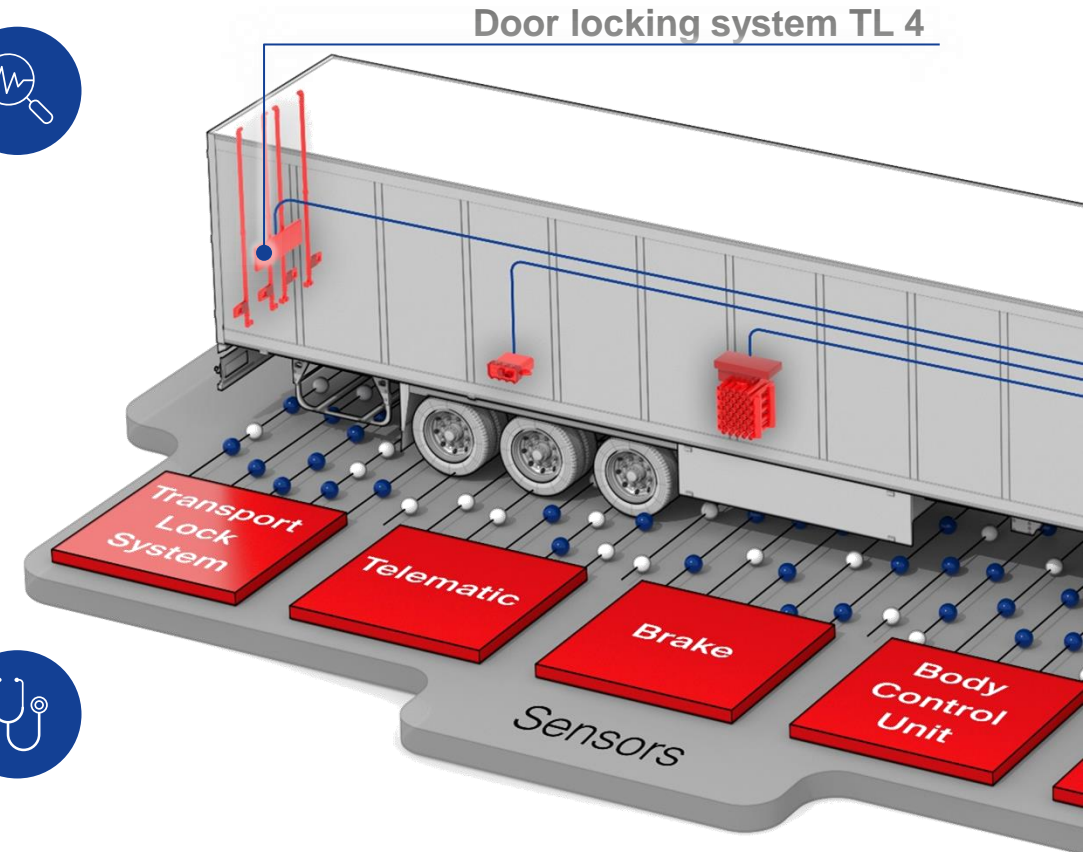
FULLY AUTOMATIC CONTROLS BASED ON GEOFENCE ENTRANCES

Protection: of the goods against theft and against unauthorised access to the trailer

Innovative control options: Command is given remotely from the beSmart app or alternatively directly on the vehicle using the KeyPad.

Fully automatic controls based on geofence entrances and exits in combination with the telematics control unit

Visible from the outside: Shoring in rear frame



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Digital business models



KUBIKx was founded as an independent company to expand digital business models and take advantage of new market developments.



DIGITAL BUSINESS MODELS IN TRANSPORT MANAGEMENT



Independent
company

**Recognizing
potential**
for new business
models in the digital
transport
management

**Developing
data-driven
business
models**
together with and
for our
customers

**Monitoring of
digitalization**
trends and
technology

**Identifying
disruptive
developments**
in the area
of trailers and
services

Locations:
Münster, Berlin
(DE)

EINE STARKE VERBINDUNG

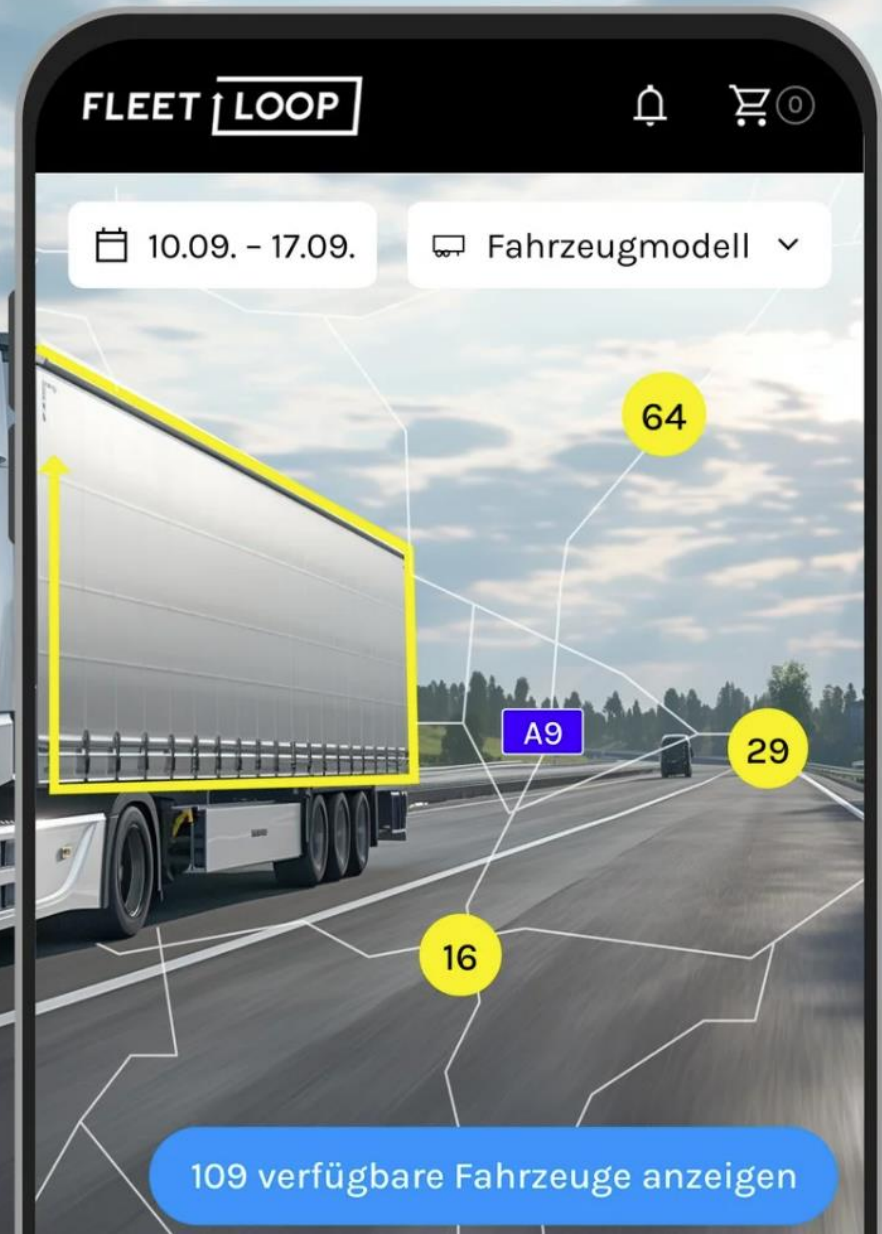
FLEETLOOP ist ein Joint Venture des innovativen Vermieters Greiwing Truck & Trailer sowie Trailer-Herstellers Schmitz Cargobull. Als etablierte Branchengrößen haben wir uns auf den Weg gemacht, einen neuen Standard der Nutzfahrzeugvermietung zu etablieren. Wir wollen die führende Plattform für die digitale Nutzfahrzeugvermietung mit starken, regionalen Partnern werden – immer flexibel, immer verfügbar und immer mit höchster Qualität

**SCHMITZ
CARGOBULL** 
The Trailer Company.



GREIWING

TRUCK & TRAILER



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