Delivering Performance with Digital Services

IAA Pre-Press Conference – 13th June, 2024

Secure and reliable connected solutions that work.

The basis: smart trailers!

100% Smart – 100% Service

100% smart ex works is the telematics standardisation strategy for all new vehicles

The entire industry is changing and becoming increasingly digital and built upon **supporting digital services**

13.06.2024

By integrating advanced telematics systems, we transform our trailers into smart, connected assets

Enhanced Security

Real-Time Tracking and Monitoring

Data Collection & Analysis

Processing Reliability

Supply Chain Visibillity

Sustainability and Environmental Impact

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TrailerConnect® - the digital eco system

The platform for data integration, live tracking & trailer services

TrailerConnect®
FleetTrack

- ✓ Display of the trailer's position and availability in real time - regardless of the telematics hardware used

- ✓ Comprehensive notification and alarm configuration

- ✓ Personal reporting and history of all events, positions and temperatures

TrailerConnect®
TourTrack

- ✓ Targeted and selected data transfer for each tour (e.g. to any RTV platforms)

- ✓ Tour-based real-time monitoring, including ETA

- ✓ Automatic generation of order-related temperature reports

TrailerConnect®
Data Management Center

- ✓ Infrastructure and consolidation platform for all telematics data

- ✓ Customised and secure configuration of data streams

- ✓ Visualisation of the entire transport network - incl. sub-forwarders

TrailerConnect®
FleetWatch

- ✓ Fleet dashboard for simple real-time monitoring of transport refrigeration machines

- ✓ Automatic error analysis and recommended action for rectification

- ✓ Service partner arrangement

TrailerConnect® FleetTrack

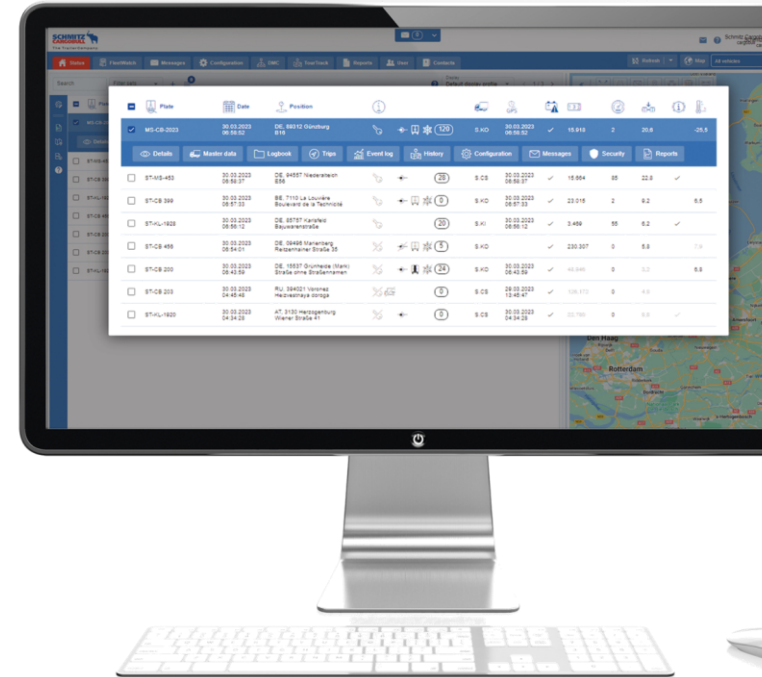Always keep an eye on your fleet

The current fleet status at a glance

- Detailed status overview and history of all events, temperatures and positions

- Active temperature monitoring with alarm function in real time

More trailer uptime

- Real-time warning messages provide early information about needed services and ensure efficient fleet management

- Documentation of technical events with details of the time and location of occurrence and rectification

TrailerConnect® FleetTrack

Always keep an eye on your fleet

Plan the next service on foresight

- Service-relevant information on all connected trailer components (cooling unit status, EBS mileage, tyre pressure, vehicle status information) is recorded chronologically

Your data remains available

- All relevant fleet information, including temperatures and deviations, tours and events are saved securely
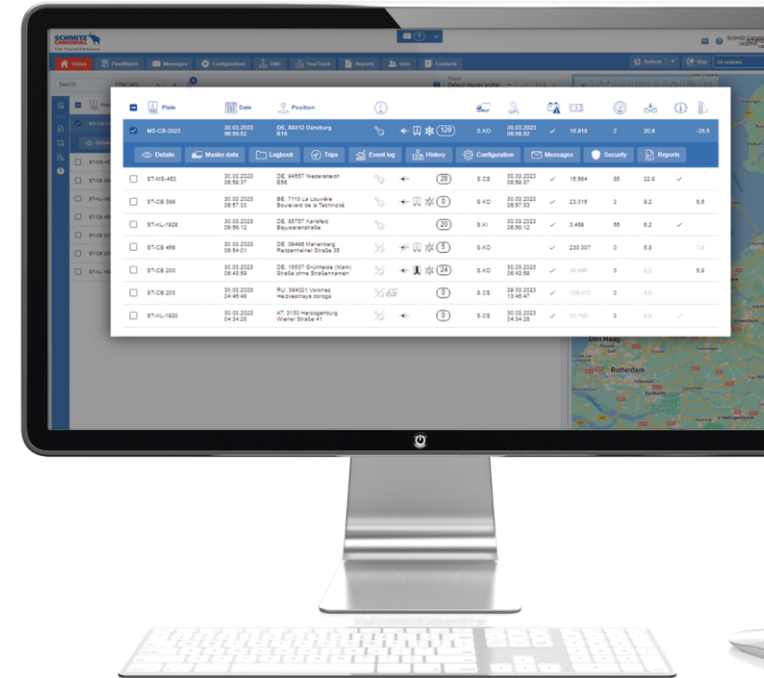
TrailerConnect® TourTrack

Minimising risk and transport claims through automation

With TrailerConnect® TourTrack, monitoring and control is configured on an order-related basis.

TrailerConnect® TourTrack lays the foundation for interactive tour monitoring and control:

- Is the setpoint set correctly?
- Is the correct temperature corridor set for the order?
- Is the delivery on time?
- … and much more!
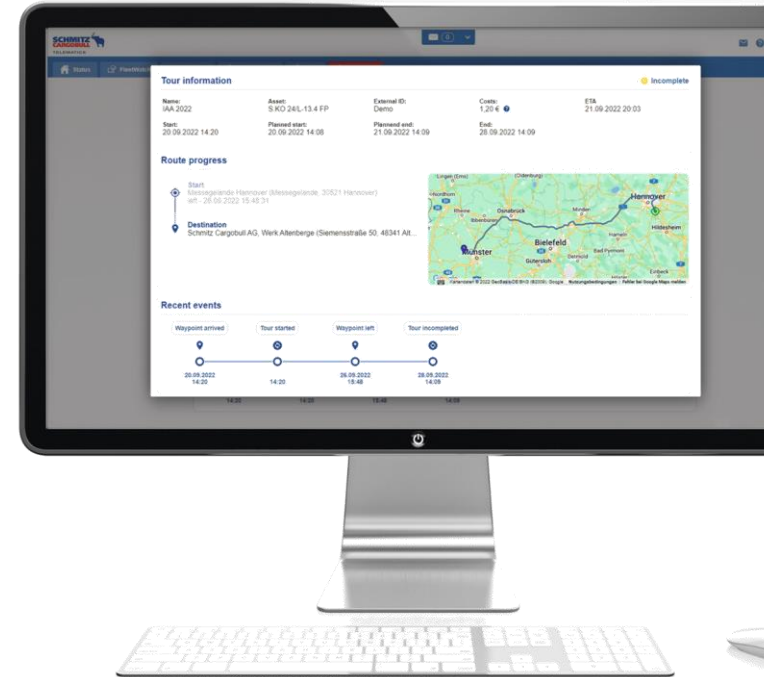
TrailerConnect® Data Management Center

When it comes down to: sharing data quickly, easily ... and securely

- **Clients and recipients demand transparency.** Logistics companies must be able to share fleet data easily, securely and in line with their requirements.

- **The data belongs to our customers.** Schmitz Cargobull provides the infrastructure: from the hardware to the server and API, from a single source and integrated in the vehicle.

- The TrailerConnect® **Data Management Center** in combination with TrailerConnect® **TourTrack** enables **order-based** sharing of fleet data.
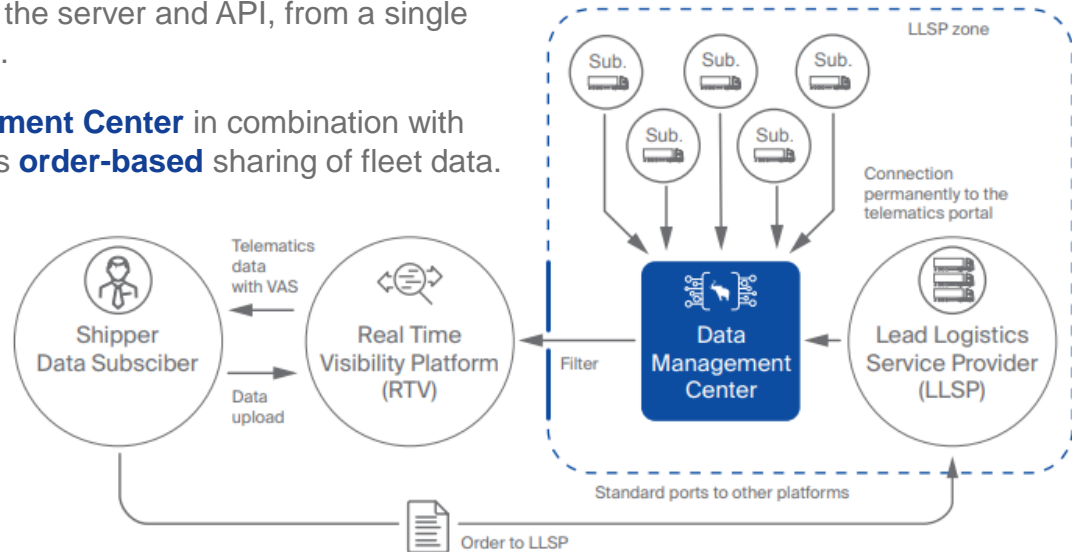
TrailerConnect® Data Management Center

Simple and demand-orientated data sharing

- Every Schmitz Cargobull trailer is **networked ex works**.

- **Connection to all relevant platforms** with constant expansion of the partner network.

- Transport order and tour integration for **automated tour monitoring & control**.

- **Less Than Truckload (LTL) tracking included**. Tour data can be shared and limited by section and order.

- **Data sharing via drag & drop** possible (spot market).
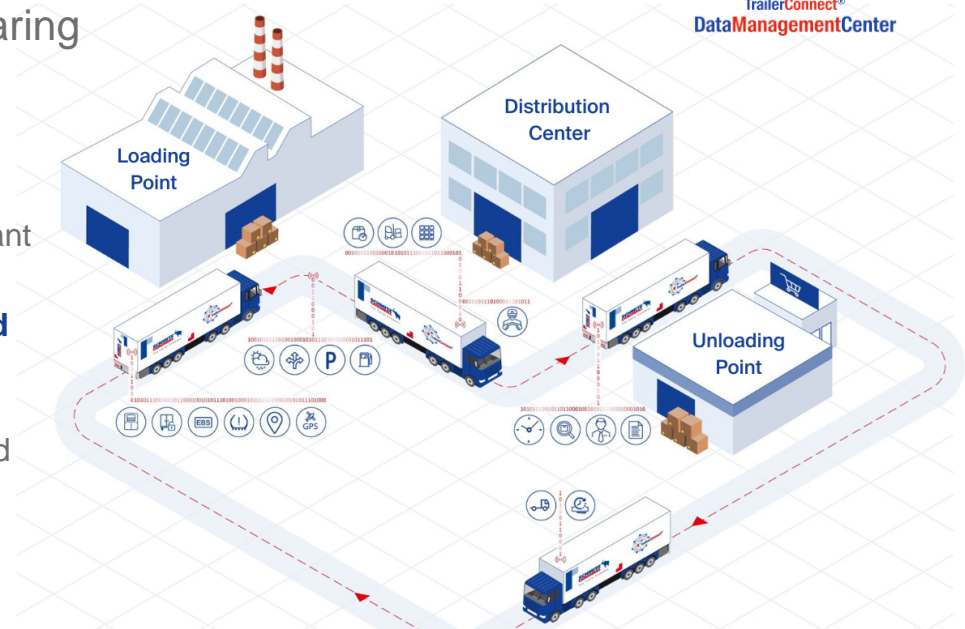
The increasing digitalisation of our services speeds up our customers' processes and gives them more trailer up-time

Supply chain visibility & Predictive maintenance

Full Service goes digital

Transformation from the classical Repair & Maintenance contract …

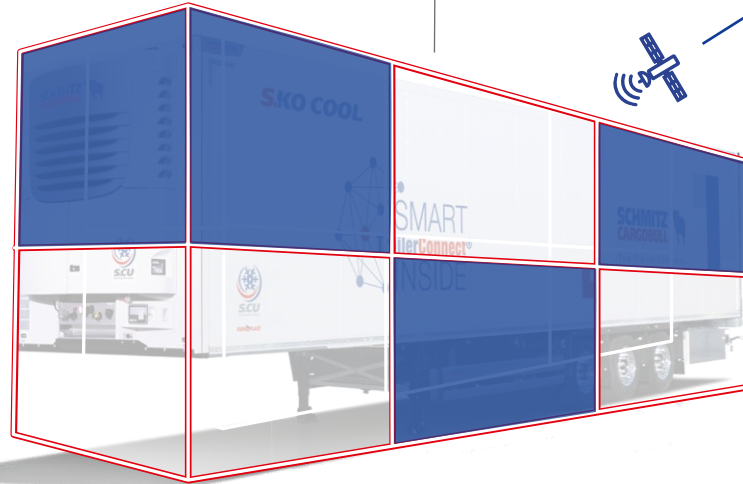… towards Data Driven & Usage Based Service!

Trailer
FULL SERVICE

Cooling Unit
FULL SERVICE

Tyres
FULL SERVICE

Smart Services

National/ international
SERVICE

Protection
INSURANCE

Trailer
SERVICE

Cooling Unit
SERVICE

Tyres
SERVICE

Full Service for the transport industry

Complete transparency in costs and vehicle status

More than
27,000
Service Components

with more   in
>1,700   35
customers   countries

New and used vehicles

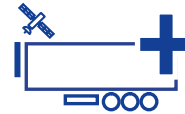Schmitz Cargobull and third-party manufacturers

Modular Services

S.CU
SERVICE

Trailer
SERVICE

Tyres
SERVICE

Digital Services

Flexible contract terms

from **24 months** up to **120 months**

Digitalisation of R&M Contracts

Asset monitoring for the entire trailer via Proactive monitoring & Predictive maintenance

Europe-wide Service-Partner Network

24h

24/7 Europe-wide breakdown support

24h

24/7 Spare parts availability

TrailerConnect® FleetWatch

Proactive Monitoring 2.0 – Predictive Maintenance

Fleet monitoring dashboard for real-time operational condition monitoring of S.CU cooling units.

With **Proactive Monitoring 2.0** for Schmitz Cargobull S.CU cooling units, you always have an overview of the condition of your cooling unit and can plan maintenance intervals and resources efficiently.

Predictive Maintenance for Schmitz Cargobull cooling unit S.CU gives you predictions about potential repair & maintenance needs of your transport cooling unit.

Increased uptime

Maximum transparency

Easy troubleshooting

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S.CU Proactive Monitoring

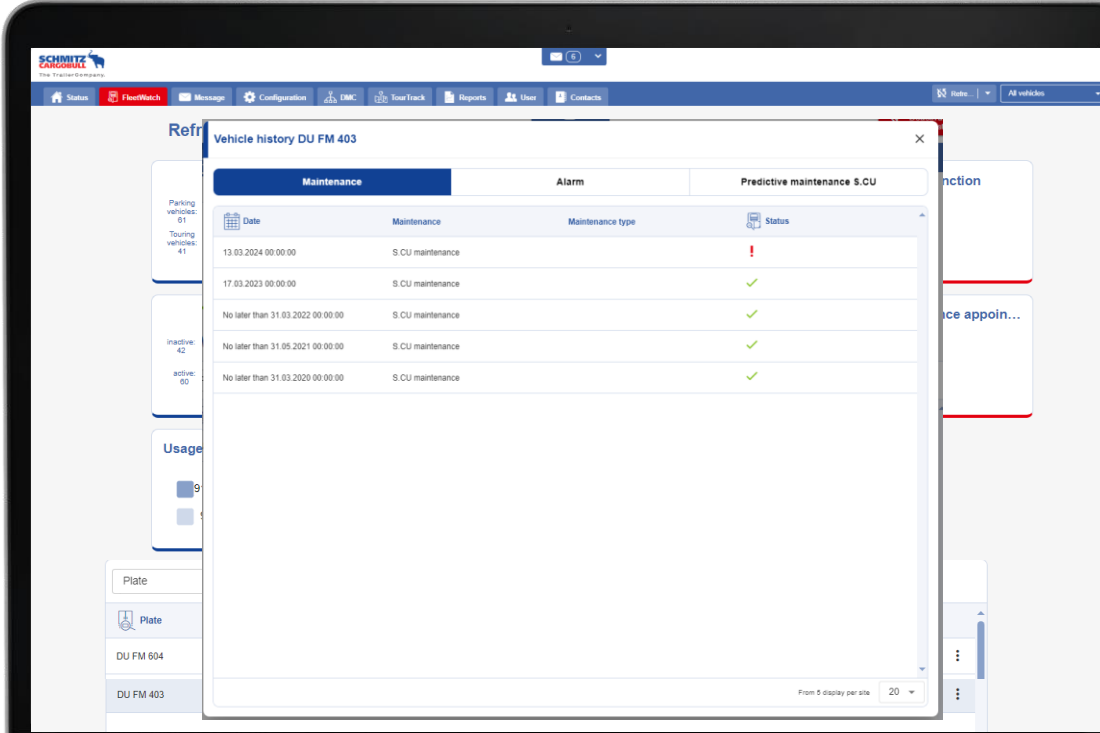Optimum control and security over the S.CU cooling units

- **System-based analysis** and error escalation of all errors that occur and are transmitted by telematics.

- Fleet dashboard for **real-time monitoring** of cooling units **for maximum transparency.**

- **Proactive maintenance** planning tool for S.CU cooling units.

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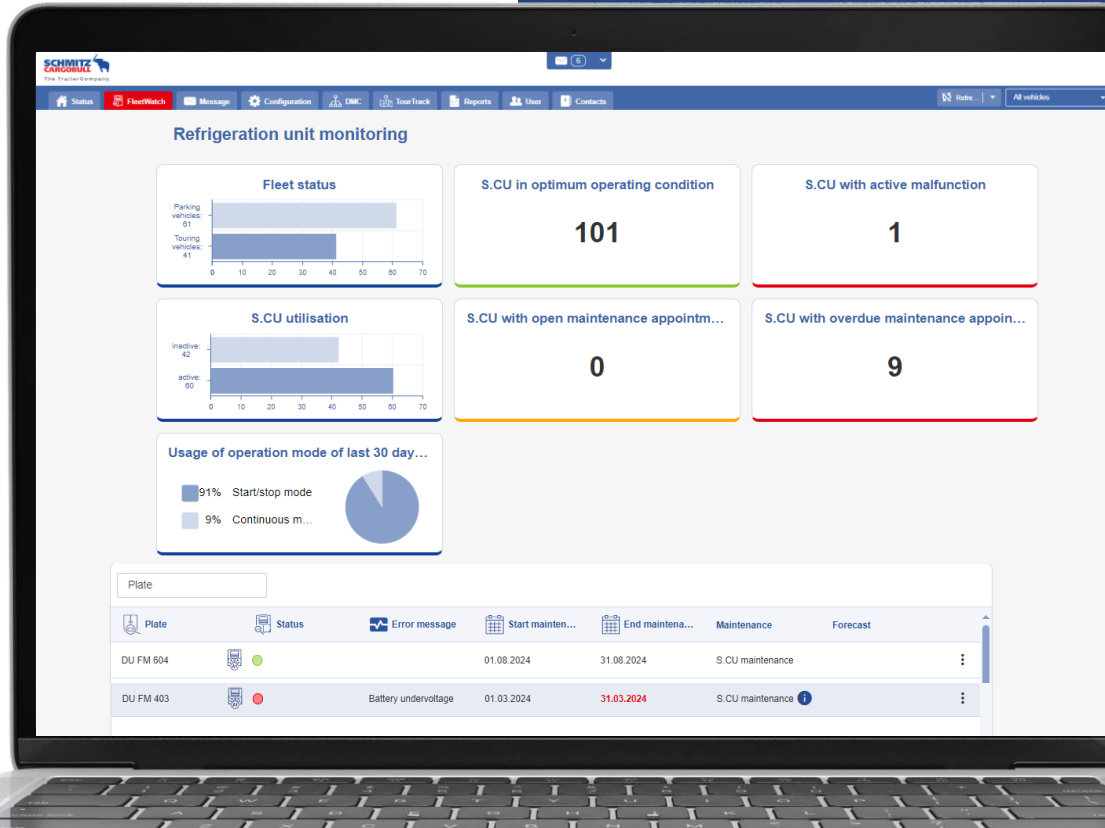
S.CU Proactive Monitoring

Optimum control and security over the S.CU cooling units

- Optimise performance with **smart S.CU Maintenance**: Stay Ahead with system-based scheduling, seamless communication, and digital documentation.

- **Error escalation**: Communication of urgent S.CU errors via e-mail & phonebot.

- **Clear instructions** for corrective actions in case of an urgent S.CU error.

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S.CU Predictive Maintenance

Optimum control and security over the S.CU cooling units

- Prediction of potential S.CU malfunctions up to 7 days in advance **for maximum transparency & uptime.**

- Empowering to take proactive measures and prevent disruptions before they occur.
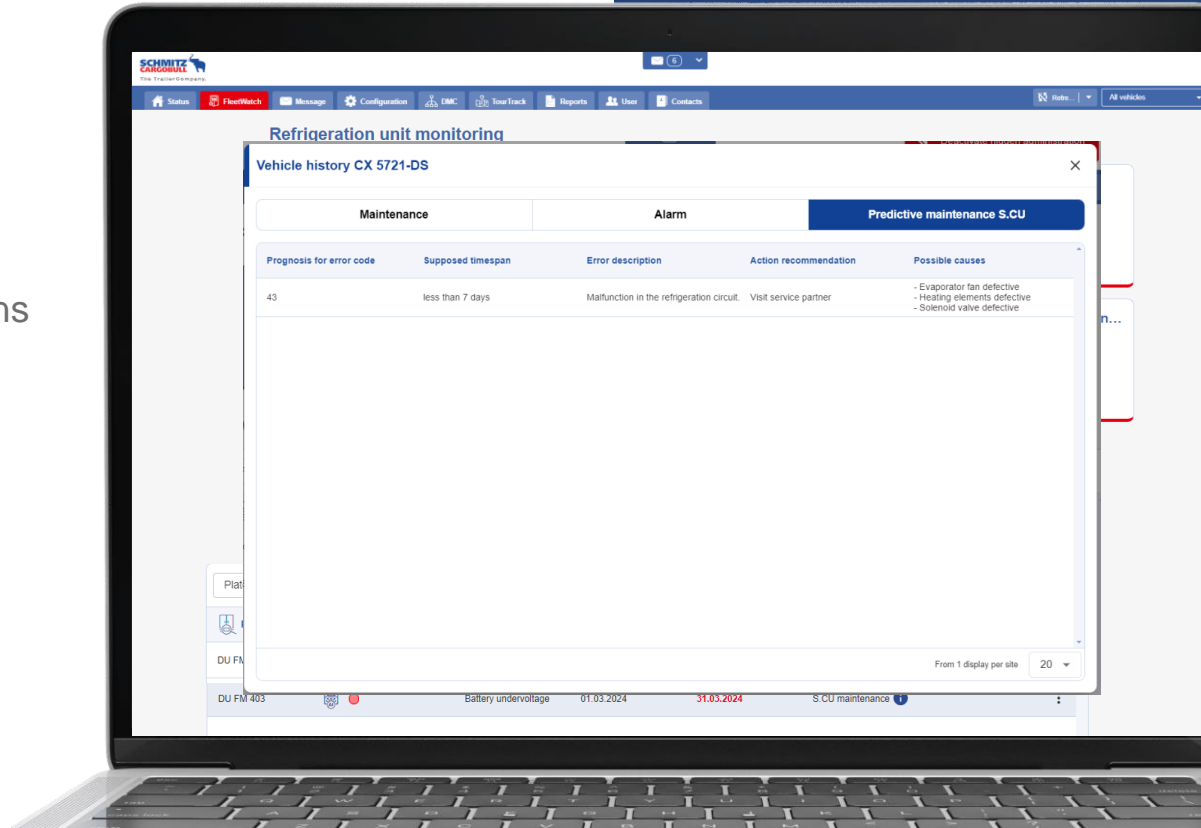
Digitalisation of Full Service

Trailer Proactive Monitoring

The TrailerConnect® **FleetWatch dashboard** in the TrailerConnect® portal serves the customer as a **"single point of truth" for operational monitoring of the entire fleet**.

In addition to monitoring cooling units, the customer can view the condition of all trailers at any time, is **informed of problem situations at an early stage, and receives recommendations for action to remedy the problem.**

Furthermore, TrailerConnect® FleetWatch offers the customer the possibility to view all **inspection reports**, as well as **show repair and maintenance needs early & transparently**.

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24/7 condition monitoring

Individual problem notification

Recommendation of action to solve the problem

Repair & maintenance planning

Digital vehicle file

Proactive Monitoring for trailer

Proactive information about condition and maintenance of your fleet

Vehicle status clearly displayed:

Condition monitoring of the trailer:
- Display of deviations from the target status
- Proactive notification of critical behaviour via e-mail, SMS or phonebot
- Recommendations for action to fix errors

Usage optimisation through the presentation of relevant KPIs:

KPI overview:
- Downtime report - how is the fleet being utilised?
- Analysis of the load status
- Analysis of driving behaviour

Relevant documents at a glance:

Digital checkbook:
- Test reports
- Certificates
- Customised documents

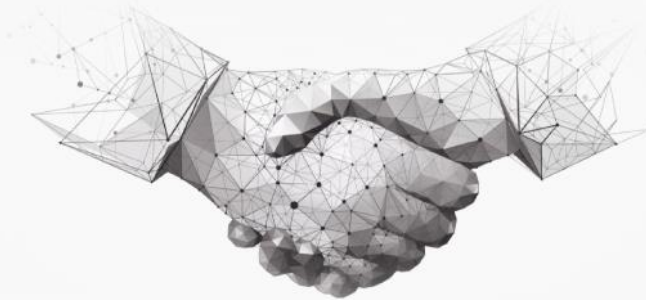**All maintenance work at a glance in the new maintenance calendar:**

Repair and maintenance calendar:
- HU / SP
- Cooling unit maintenance
- Tyre check
- Etc.

Cargobull PartnerConnect journey

The new digital cloud solution for all service partners

Schmitz Cargobull Support

Schmitz Cargobull Service

Service Partners

High spare parts availability

High uptime

Cargobull PartnerConnect

PartnerConnect **Basic**

- Schmitz Cargobull as a brand to **complete the workshop offer**
- Completion of the Schmitz Cargobull Service Partner network for **reliable service with Basic CI package** and all necessary diagnostic tools
- Solid, **professional cooperation**

PartnerConnect **Standard**

- Schmitz Cargobull as the **main brand in the workshop range or as the only brand**
- **Partnership with many advantages** in spare parts and training pricing, attractive CI package
- Good and **trusting cooperation**

PartnerConnect **Premium**

- Schmitz Cargobull as the **main brand in the workshop offer or as the only brand, breakdown service**
- **Premium Partner** in the Schmitz Cargobull network **with all advantages** in spare parts, freight and training pricing, full CI package
- **Intensive, long-standing cooperation**

Schmitz Cargobull wants to offer customers the best service experience and therefore relies on the Service Partnership.
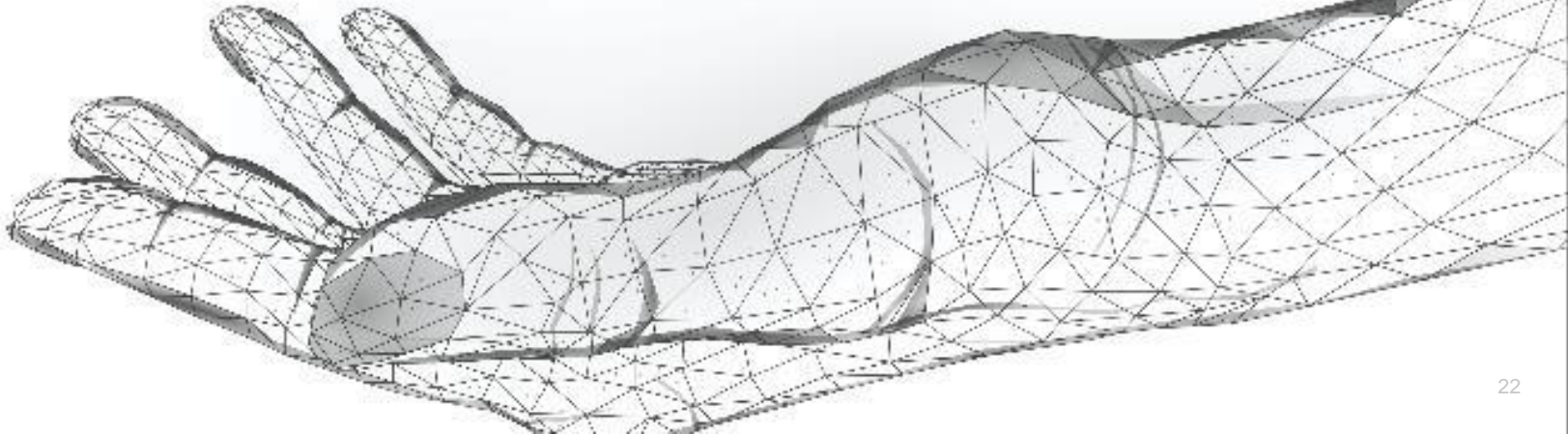
**Within the framework of our Strategy 2030:
The partnership "togetherness" is important to us.**

We create a trusting and solid basis for cooperation.

We work digital: From digital service contracts, to PartnerConnect to our digital eco system TrailerConnect®

STRONGER TOGETHER

Our new common path
Are you with us?