



Experience More.Value

IAA Press Conference 2026

Andreas Schmitz, CEO
Ralph Kleideiter, CSO
Marnix Lannoije, CTO

A new location. One core concept:



EXPERIENCE
MORE.VALUE.

We create More.Value: turning manufacturing excellence, innovation, digitalisation and services into more uptime & profitability

Customer benefit is
the benchmark for
everything we do



Industrialisation & Innovation

Trailers, running gear and body technology built for payload and uptime.



Digitalisation

Telematics and data that make every asset visible and plannable.



Services

Parts, repair and support that keep the fleet moving.

More.Value:

- More payload
- More uptime
- Lower TCO

A strong foundation for the future

€2,251 M

Turnover
(FY 2025/26*)



> 6,000

Employees



**Family-run
company**
in the 4th generation

175,000+

Active telematics units



**Globally acting in > 40
countries and 5 continents**

Trailer, TRUs, and telematics



~ 38,000

**Transport cooling units
produced**



~ 46,600

Units produced
(FY 2025/26*)



25 %

**Market share in
Europe**
(FY 2025/26*)



~ 2.2 M

Axles produced

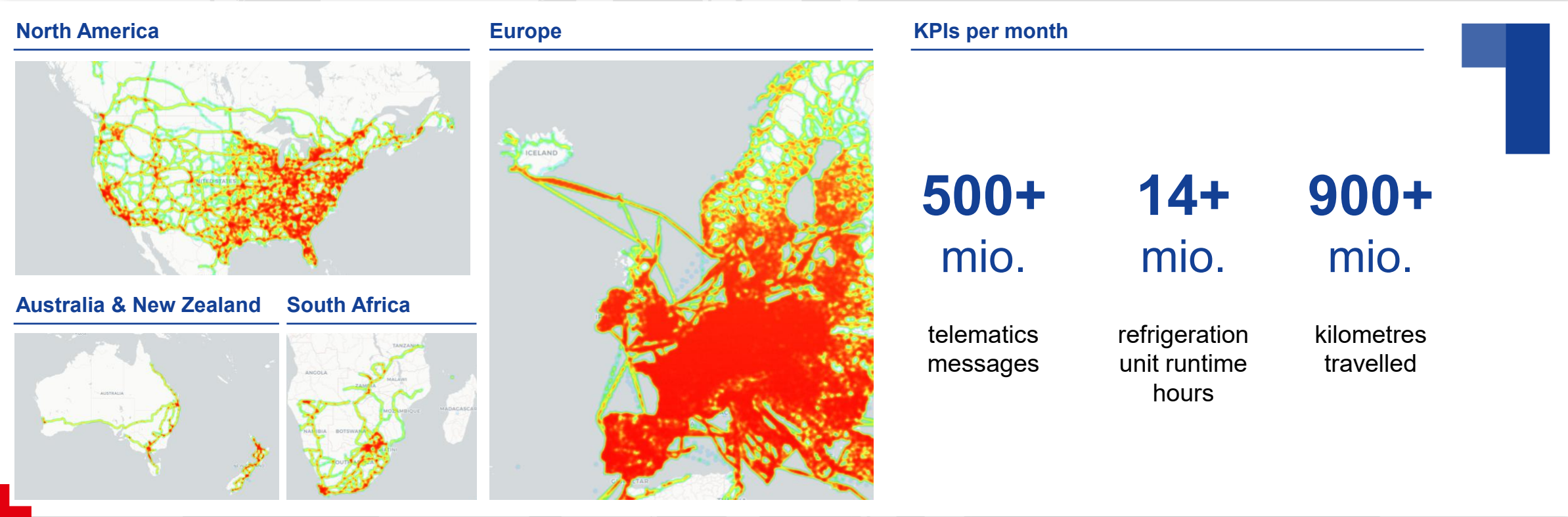


> 36,000

Trailers financed



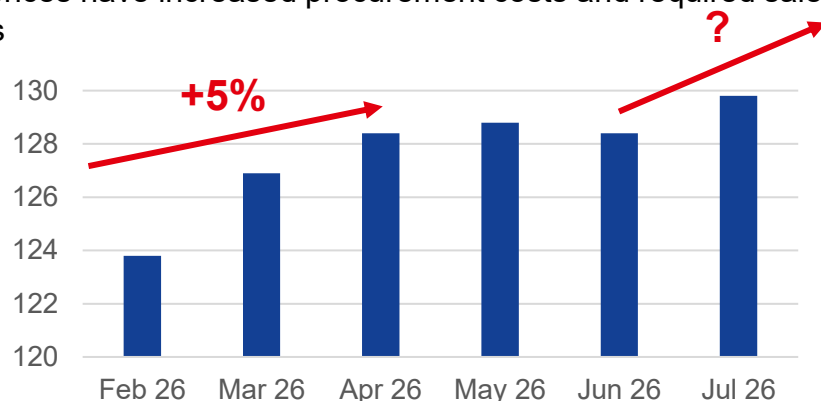
Our cooling & telematics technology delivers reliable performance across key global regions



Despite the ongoing business downturn and rising producer prices, we continue to invest in our future

Producer prices rose by +5 percent

Rising producer prices have increased procurement costs and required sales price adjustments

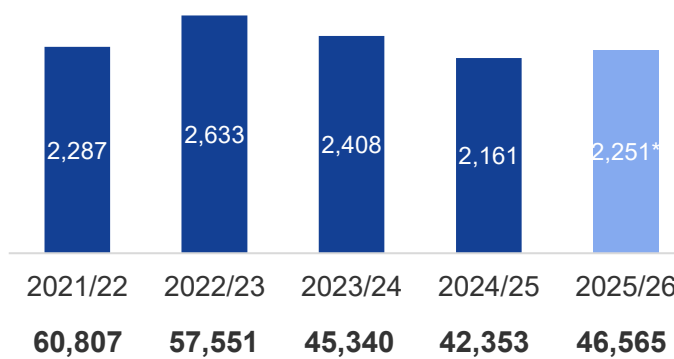


Revenue

The ongoing downturn in the trailer market has impacted our business, leading to lower volume and revenue

Revenue
p. a.
[€ Mio]

Produced
trailers p. a.

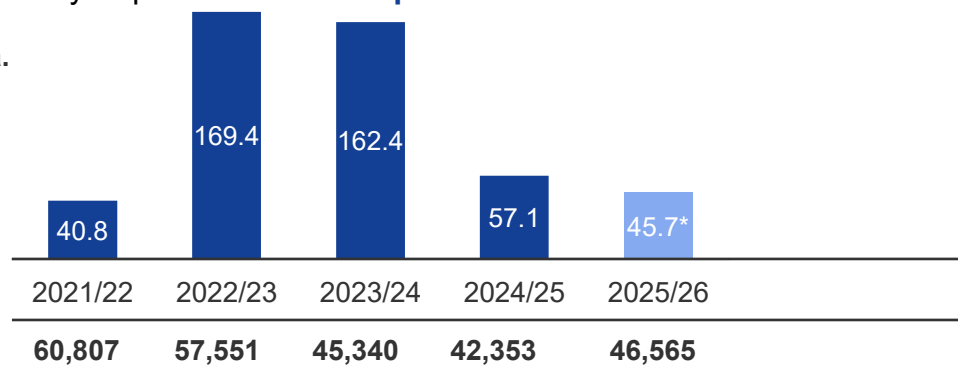


EBITDA

We are improving **operational efficiency** and **cost discipline** to maintain the financial flexibility required to **invest in products and services**

EBITDA p. a.
[€ Mio]

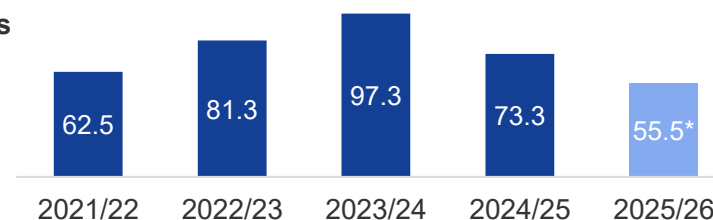
Produced
trailers p. a.



Investments

We continue to invest in **production network, product development and into digitalisation in order to improve reliability, efficiency and uptime for our customers**

Investments
[€ Mio]



Our investment in the Vreden smart factory delivers advanced manufacturing and tangible customer benefits

Investments in S.KO COOL production in Vreden: smart trailers from a smart factory

- **Digitally controlled new assembly line with digitally controlled production processes** for reliable product performance
- **10-minute takt time ensures fast delivery:** same production volume in two shifts instead of three
- **Higher manufacturing precision** for consistently excellent insulation performance **k-value 0.295 W/m²K**



Advanced manufacturing also benefits the customer: a **25% better k-value** saves a typical customer **€ 2,500 per annum**

K-value reduction of 25%:

$0.295 \text{ W/m}^2\text{K} / 0.4 = \sim 25\% \text{ reduction}$

$25\% \times 2,000 \text{ h} = 500 \text{ fewer operating hours p.a.}^*$

$500 \text{ h} \times 2.5 \text{ litres fuel consumption per hour} = 1,250 \text{ litres}$

$1,250 \text{ litres} \times € 2 \text{ per litre diesel}$

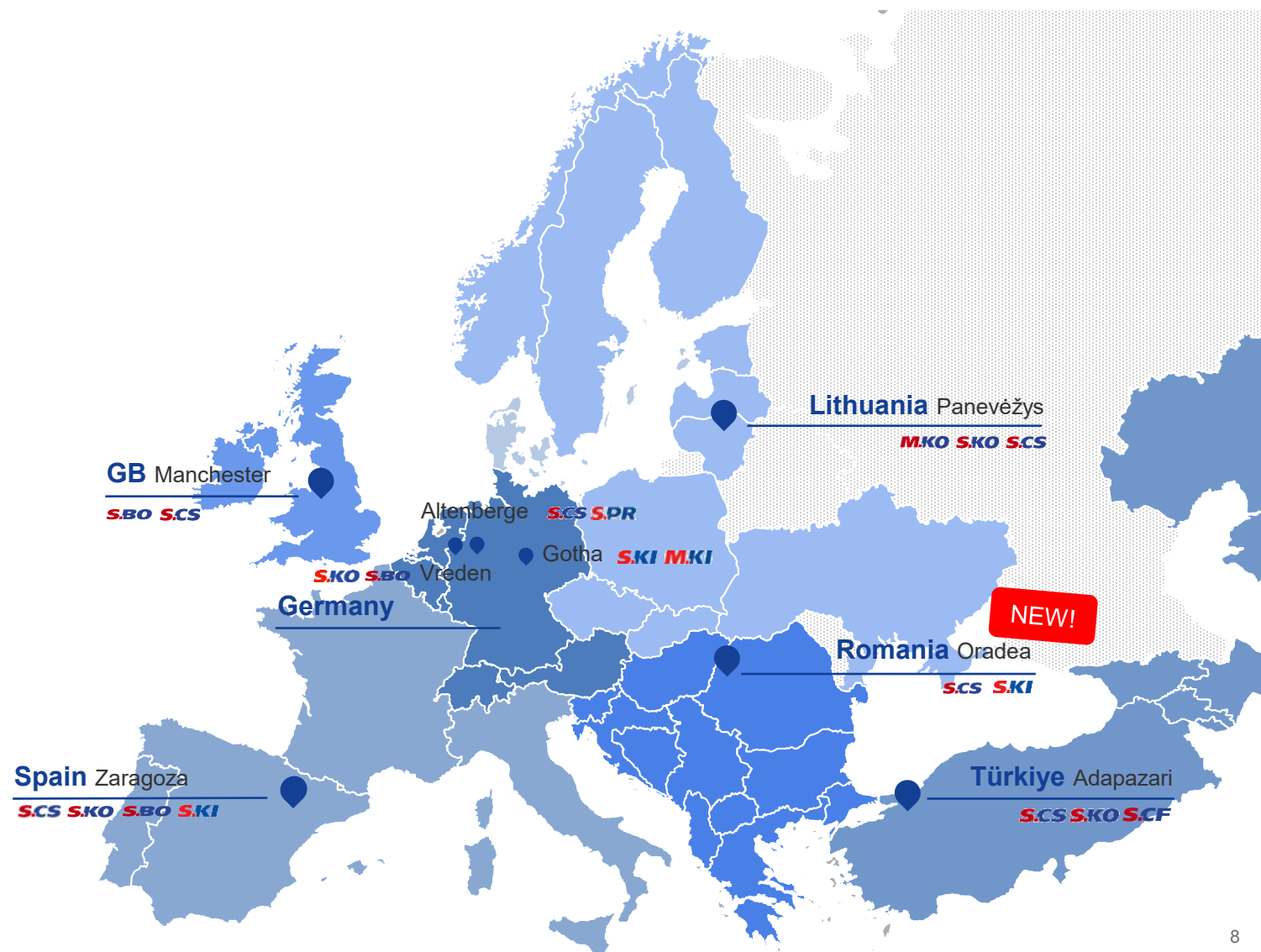
€ 2,500 savings

+ More uptime and lower service requirements

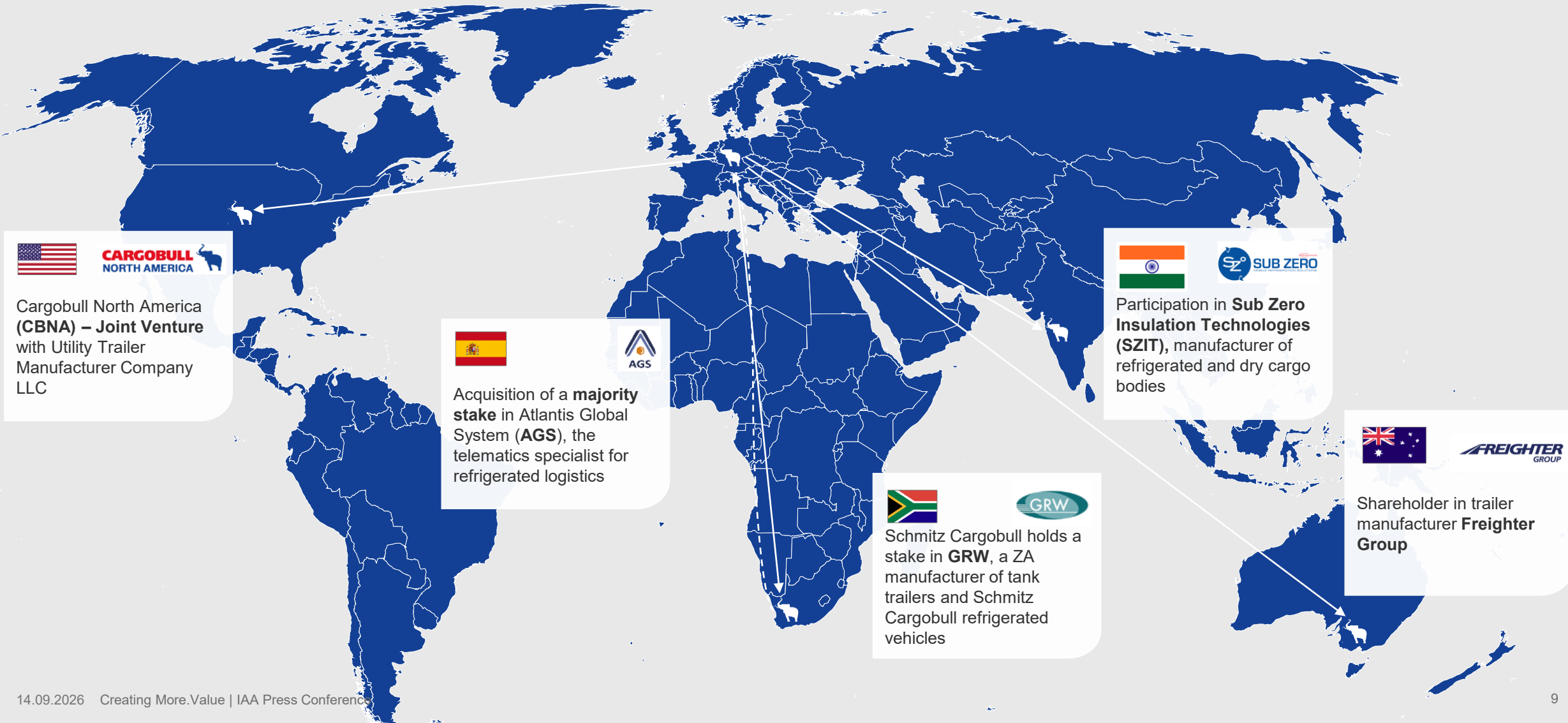
A new location in Oradea strengthens our production network and increases customer proximity in Central Europe

Expansion of the Schmitz Cargobull production network in 2026 to further increase customer proximity

- New plant in Oradea, Romania:
Production of curtainsiders and tippers as well as component manufacturing
- Serving customers directly from the local plant to ensure short and fast delivery



Globally, we introduce cooling technology and data-expertise to create **More.Value** for our partners and their customer



One prime example is our Joint Venture with Utility Trailer: Cargobull North America (CBNA)



140+

DEALER LOCATIONS

Sales, Service and Aftermarket parts



Sales



Service



Parts



Cargobull Service



We are reliable and innovative

We create More.Value



Advanced production network and high-tech products



Strong global and European partnerships



Reliable performance and innovative, digital fleet management

**More.Value that our customers realize in uptime and profitability.
Every day, over the entire lifecycle.**



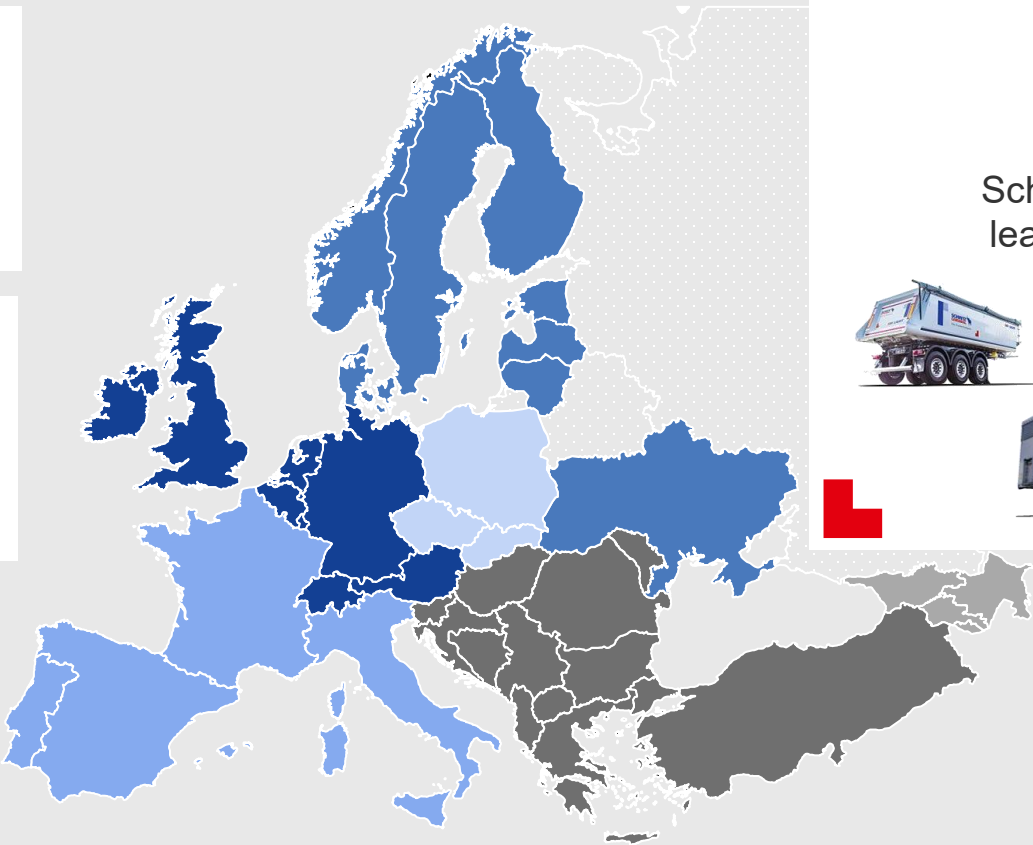
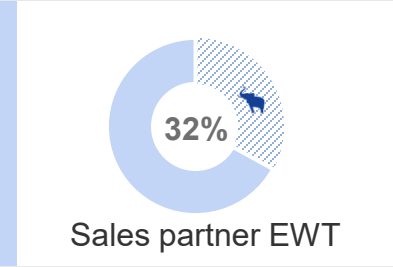
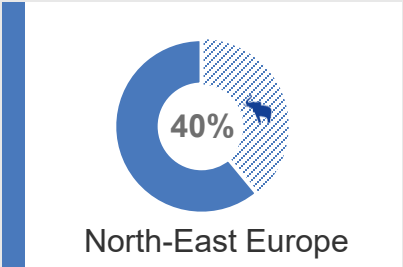
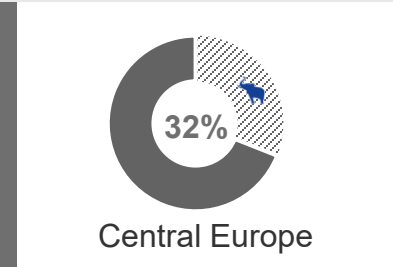
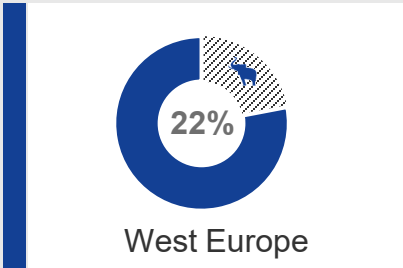
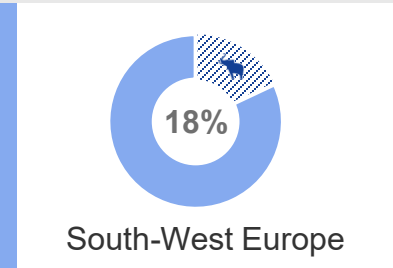
More.Value through customer proximity

High-tech and service dedication lead to reliability when it matters most: every day.

Ralph Kleideiter, CSO

With an average market share of 25%, Schmitz Cargobull is the leading trailer manufacturer in Europe

The market share in the various regions is between 18 and 40 percent.



No. 1

Schmitz Cargobull is the market leader in the 4 main categories

Market shares by region

Market share FY 2025/26 |
Source: National Statistical Institutes and Associations

Ensuring More.Value in daily operations over the whole lifecycle

Trailers for today's demands

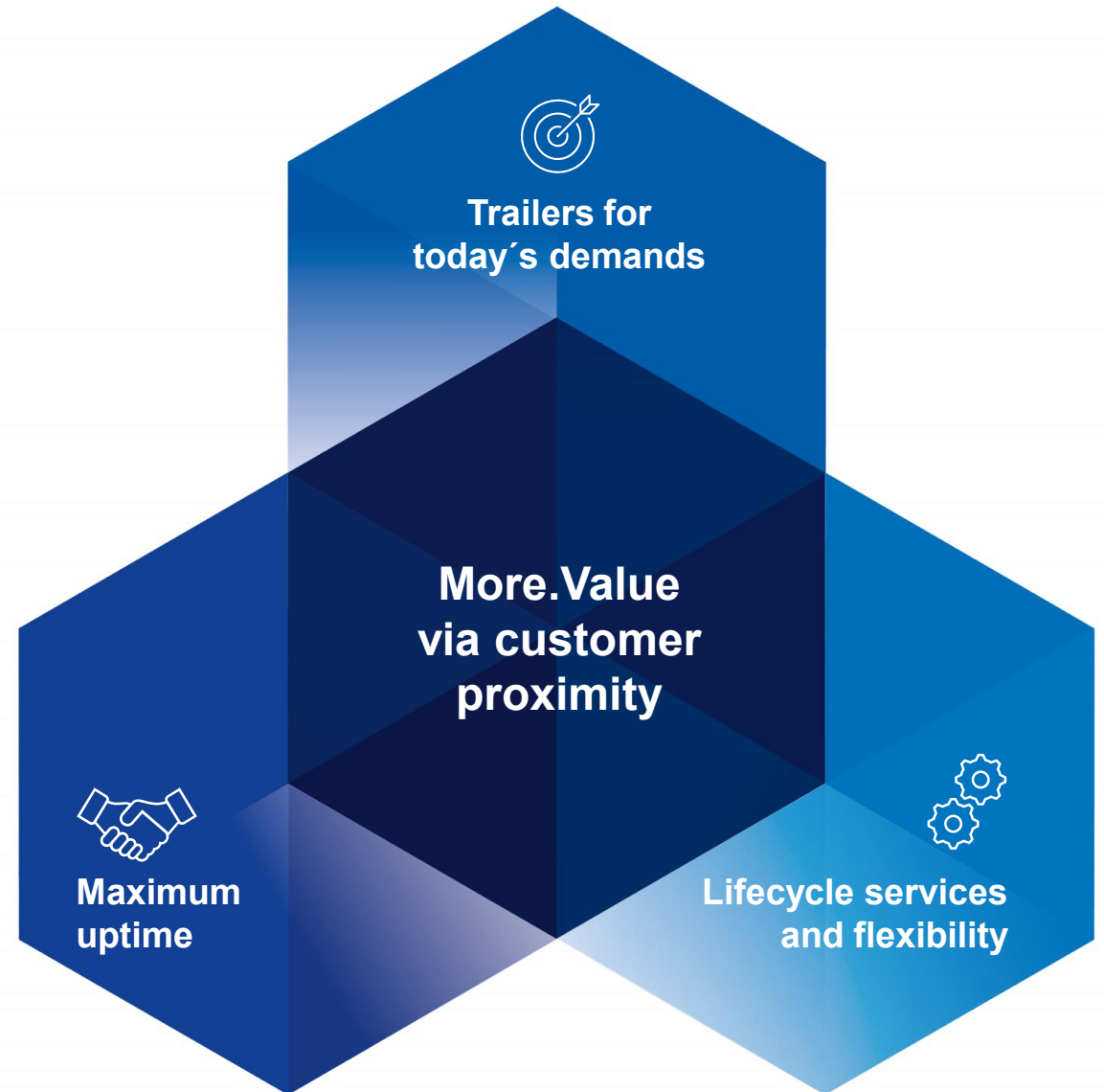
Providing trailers that excel in demanding conditions and give excellent flexibility, robustness and long-term value.

Lifecycle services and flexibility

Offering flexible options to achieve the perfect fleet – from financing to rental solutions.

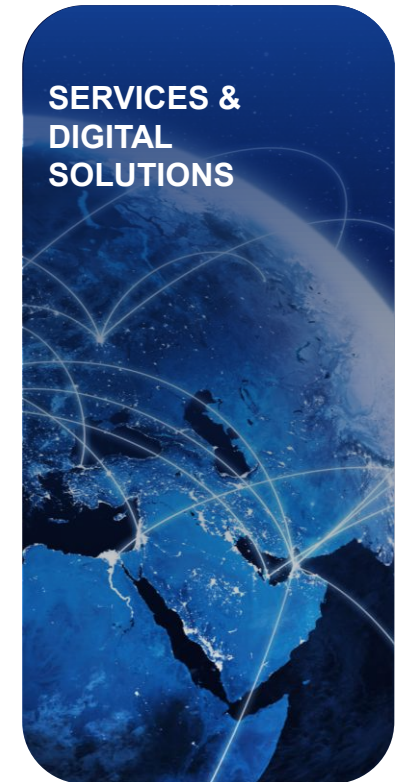
Maximum uptime

Ensuring dependable operations through clever technology and reliable & fast services.



Delivering solutions that enable our customers to work more efficiently, reliably and profitably

Solutions to create More.Value for:



We reengineered our core semi-trailers for More.Value: increased payload, higher uptime and lower TCO



S.CS MEGA X-TOUGH

NEW

- 9.5t floor capacity
- Up to 100m³ loading volume



S.BO MULTI

NEW

- Versatile and easy to use load securing
- double deck system



S.KO CITY

NEW

- 1400kg more payload
- Fully usable interior height



S.KI LIGHT

NEW

- New aluminium body
- More payload & lower TCO



S.BO PACE+

NEW

- 350 kg lighter with new FERROSTRUKT
- Impact resistant steel skin



S.CS CITY / S.BO CITY

NEW

- Flexible city trailer range with compact wheelbases

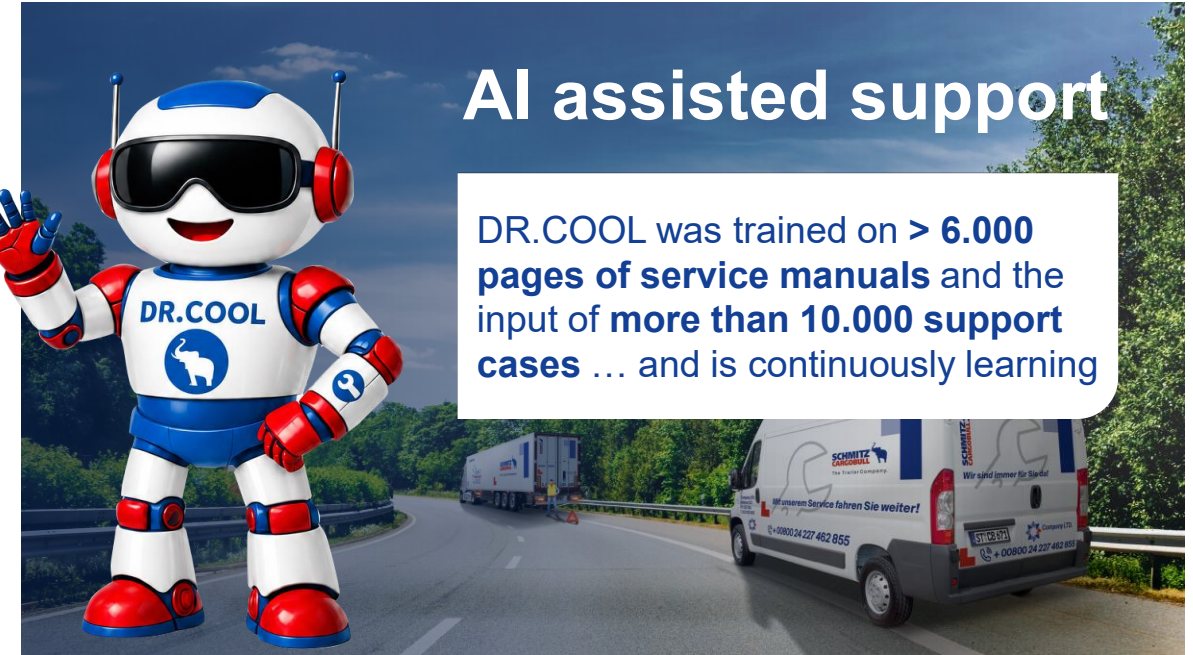
Creating More.Value throughout the trailer lifecycle – from financing solutions to maximum uptime and a strong used-trailer business



Creating More.Value by ensuring maximum uptime through reliable, fast and innovative service coverage



- **Higher uptime** with rapid roadside and on-site service
- **Flexible and comprehensive service** for cooling units, trailers and telematics across Europe
- **Reliable availability 24/7** of trained mobile service partners



- **Guided root cause analysis with step-by-step solutions.** 24/7, in 30+ languages
- **Learns continuously from every case** – for faster resolutions and shorter workshop visits
- Submits complex cases **directly to PartnerConnect**

More.Value through innovation

Continued investments in new technologies and innovative solutions to improve our customers' operational efficiency, flexibility and competitiveness.

Marnix Lannoije, CTO

**Targeted innovation
creates new and
improved solutions
for More.Value.**

We continue ambitious
investments and initiatives as
a leading innovator.

≈ 20

applications for patents on
the IAA 2026 premieres alone.

More.Value with the new S.CU dc100: 11% more cooling capacity, 8% less fuel consumption



Precise temperature control thanks to VarioFlow technology



Cooling capacity adjusted to the actual requirements



Independent hot- and cold-side heat transfer control thanks to compressor and VarioFlow fans



Longer service life thanks to operation within the optimum performance range



Lower total cost of ownership (TCO) through greater efficiency



Higher availability thanks to service-friendly technology and modular design



More.Value with the new S.CU dc100: 11% more cooling capacity, 8% less fuel consumption

VARIOFLOW



Refrigeration
(Compressor)

decoupled



**Hot and cold
transfer**
(6 variable fans)



Evaporator fan



Condenser fan



Compressor



Engine room fan



More.Value with the right cooling solution for every application and fleet setup



S.CU d80

Well-proven and most quiet unit in the market



S.CU dc90

High sustainable cooling performance

NEW



S.CU dc100

Transport refrigeration redefined with the new VarioFlow technology



Transport refrigeration units for North America



S.CU ep85

All-electric refrigeration unit



ePTOready

All these transport refrigeration units are ready for the most economical option for emission-free cooling.

More.Value with the new INGENIOS Chassis: highest quality, maximum endurance



8.0 t floor capacity

Cross-beam chassis and best-in-class floor strength for maximum payload and operating efficiency



New Offset length – universally applicable

Reduced complexity and maximised fleet flexibility for pan-European operations



New construction for high strength and ease of repair

Maximised uptime and reduced lifecycle costs with a durable, repair-friendly chassis. **Approved for 12 t Forklift Loading + up to 200 kg more payload!**



Fully galvanised 10-year anti-corrosion guarantee

Lower total cost of ownership through higher durability and strong residual values

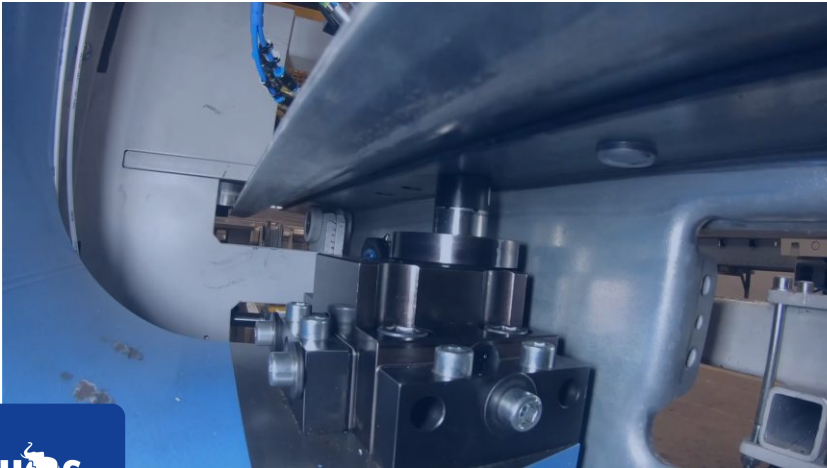


Engineered to perform. Built to last.

Advanced cold-forming and joining technologies optimise the galvanised chassis for maximum durability, corrosion protection and long service life.



Rollforming
Precise profiles and maximum material efficiency





Clinching
Cold joining without mechanical fasteners, lightweight and highly efficient



Riveting
Reliable, durable cold joining for dynamically loaded structures



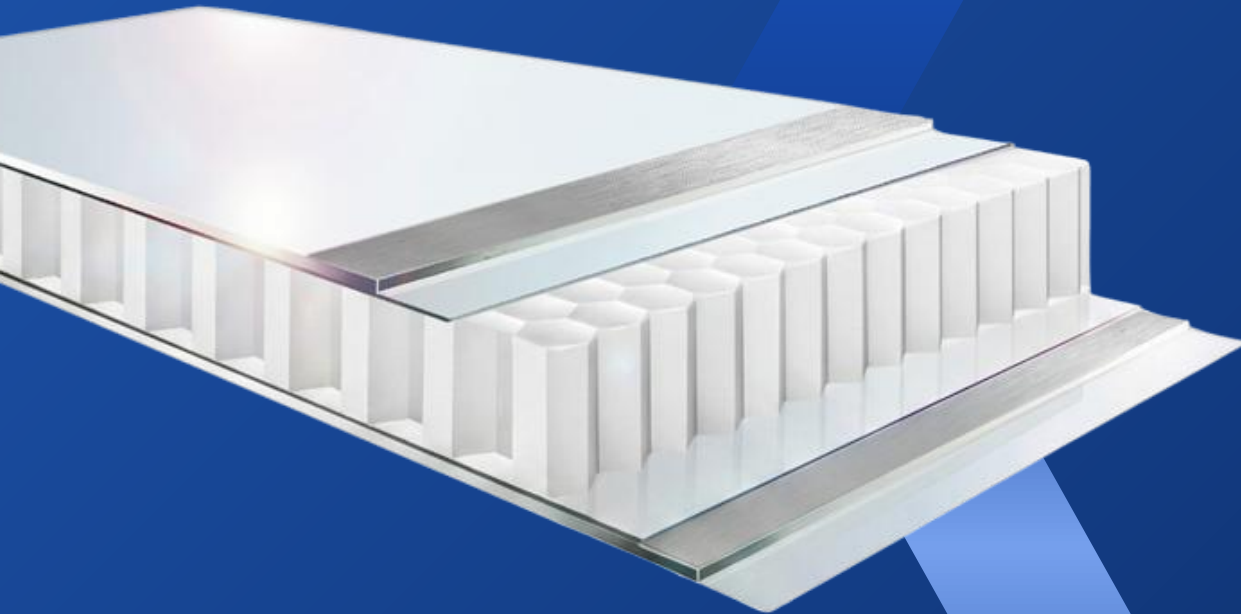


Proven
Approved for 12t forklift loading



High payloads, enhanced stability and durability body with innovative FERROSTRUKT® sandwich panels for the S.BO PACE+

Combining the advantages of high-performance FERROPLAST® and lightweight STRUKTOPLAST®



Steel skin

Impact-resistant, corrosion-protected and hydrophobic – for a longer service life and fewer repairs.



Lightweight construction with honeycomb cell core

Approx. 350 kg lighter than a plywood body, with a polypropylene core – for lower diesel consumption and CO₂ emissions.

More.Value with real-time visibility and end-to-end transparency in the Cargobull Operating System



100 % SMART and fully SUMS-compliant ex works

Software updates over-the-air seamlessly integrated for increased vehicle uptime



Remote monitoring and control of key trailer functions for **higher trailer uptime and lower operating cost**

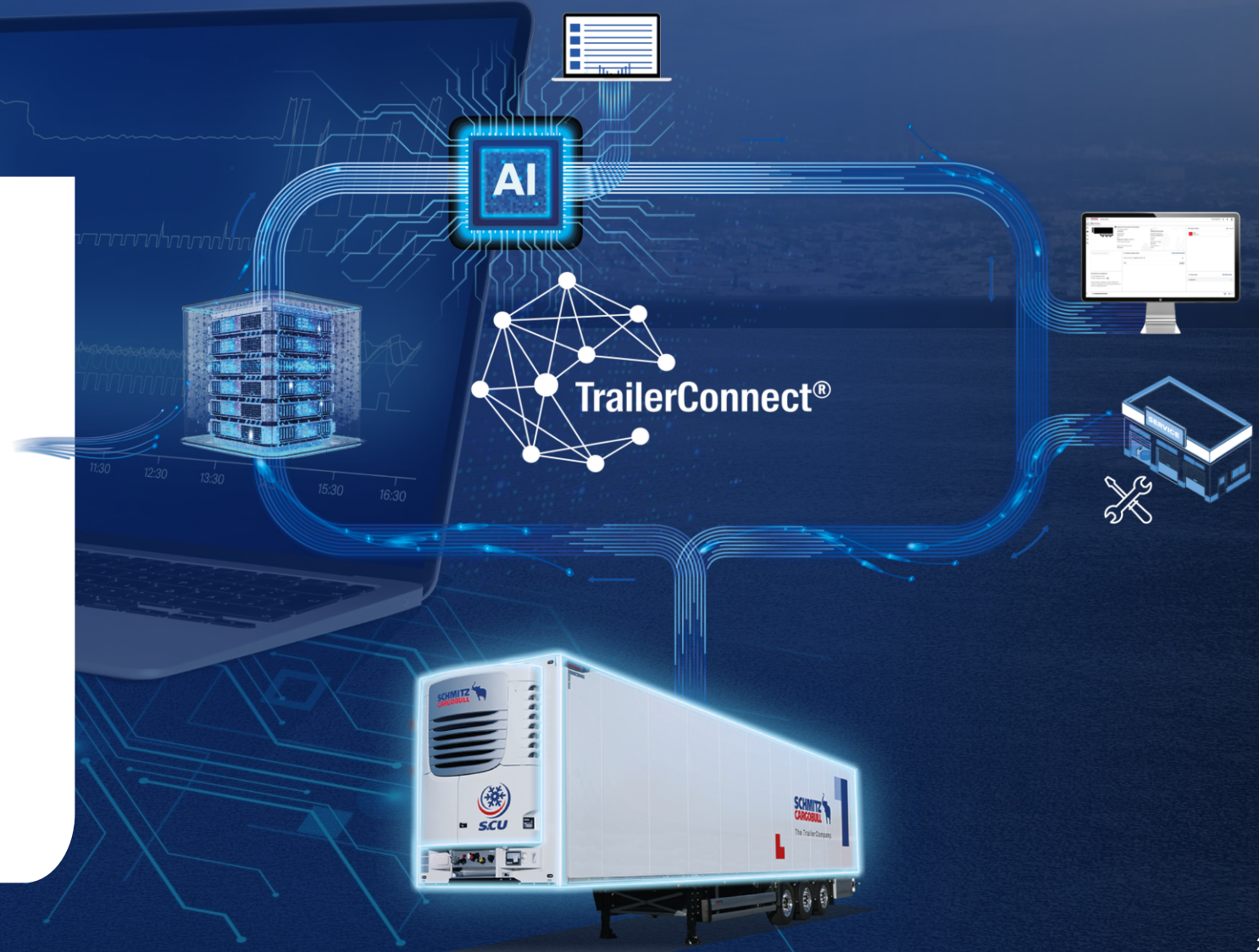


Open ecosystem for seamless integration of 3rd Partner Systems

for connected transport operations from road to cloud



Real-time visibility of trailers, refrigeration units and fleet operations for better decision-making and pro-active, automated maintenance planning





We create More.Value: Customer benefit as our guiding principle

-  **We reengineered our core semi-trailers for More.Value: payload, increased uptime and lower TCO**

-  **Advanced manufacturing delivers the consistent quality, reliable products and dependable lead times that our customers expect**

-  **Our European footprint ensures customer proximity and Europe-wide service**

-  **Our international partners offer specialised trailers backed by Schmitz Cargobull's support and service**

-  **We continuously enhance our refrigeration and telematics solutions to maximise uptime and transport efficiency**

We deliver More.Value through reliable transport solutions and services.



Your Questions



Schmitz Cargobull AG

www.cargobull.com

