

---

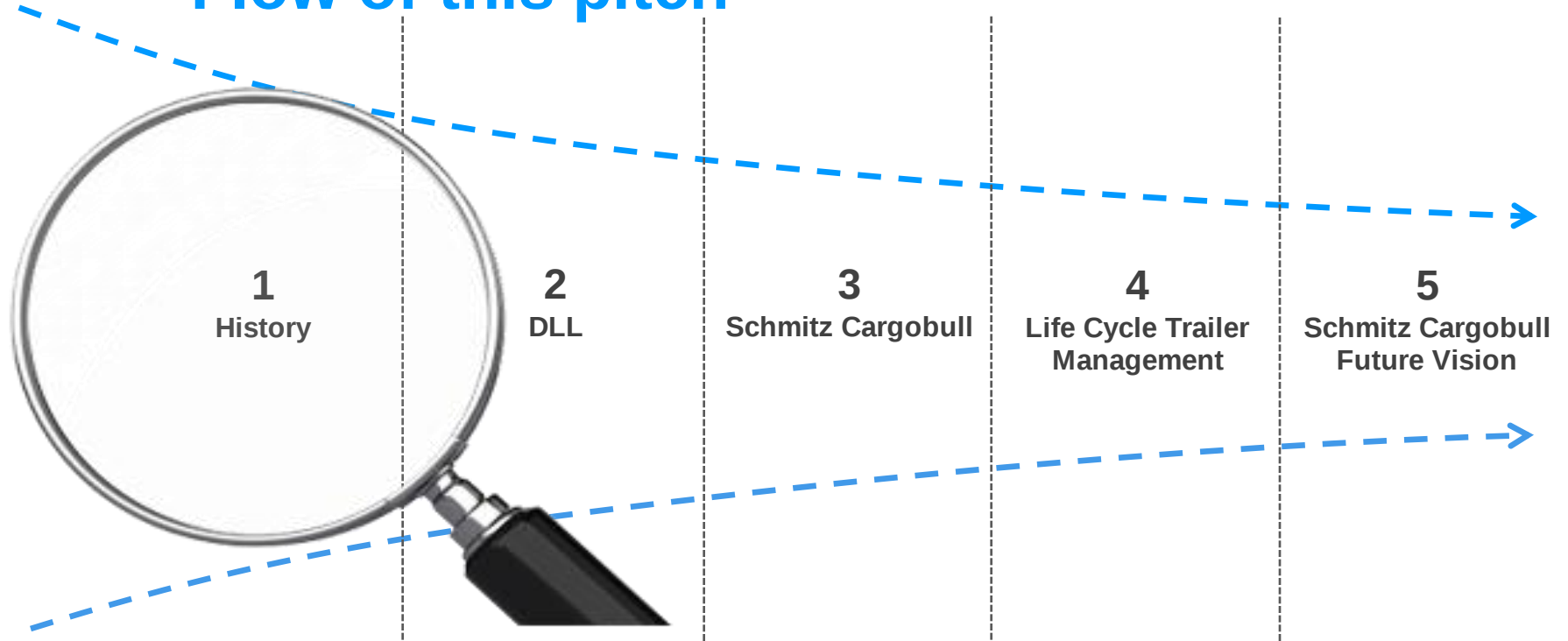
# Creating sustainable value

## Life Cycle Management at Cargobull Finance

Pitch by Dirk Hoffmann, Rafal Piskorski & Adam Sadziak

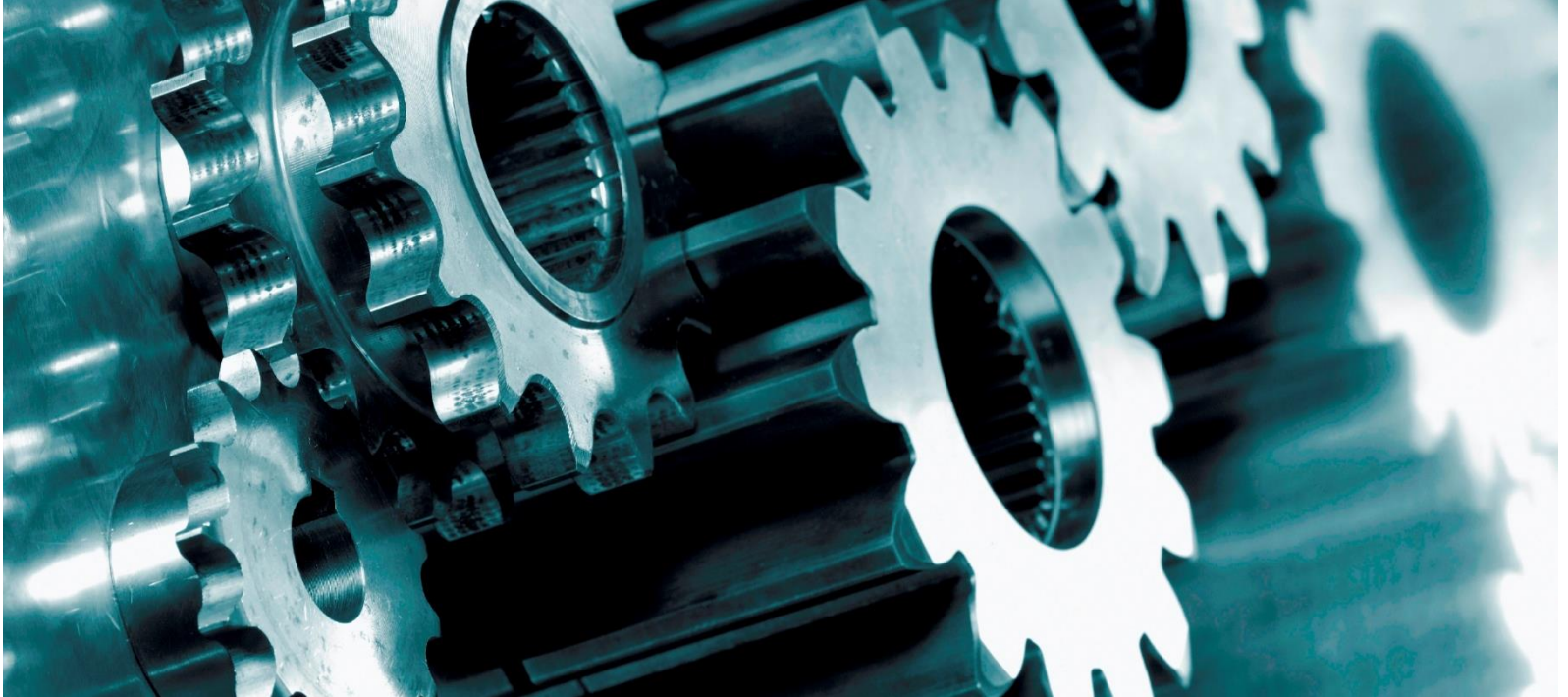
27-11-2014

# Flow of this pitch



---

# Two worlds - Manufacturing



# Two worlds - Finance



---

# Seperated by Chinese Walls



---

## Which both experienced the crisis



# Loss of trust in financial institutions



---

# Empty factories for the manufacturers

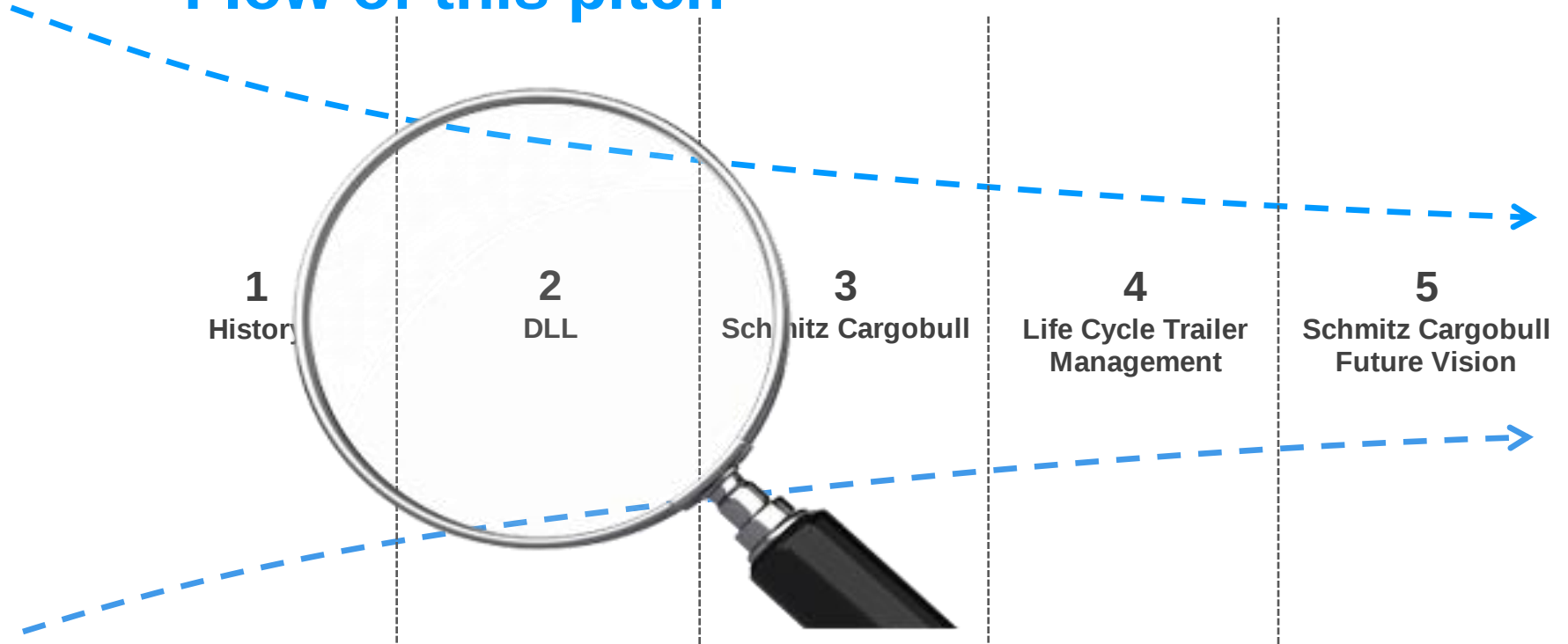


---

# More focus on long term partnership



# Flow of this pitch



---

# Where we are

1969 1987 1988 1989 1990 1991 1992 1995 1996 1997 1998 2000 2002 2004 2006 2008 2009 2010 2012



# DLL global partners

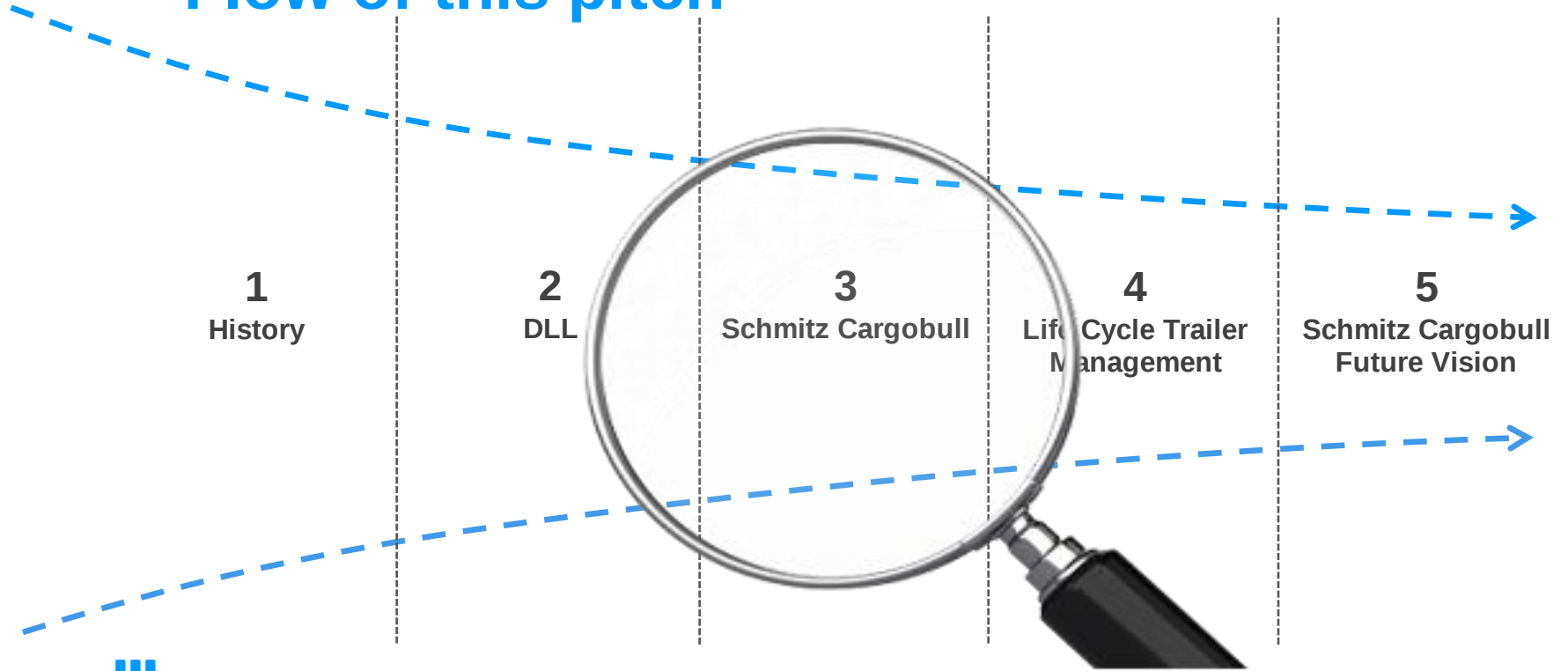


---

# Partners in solutions



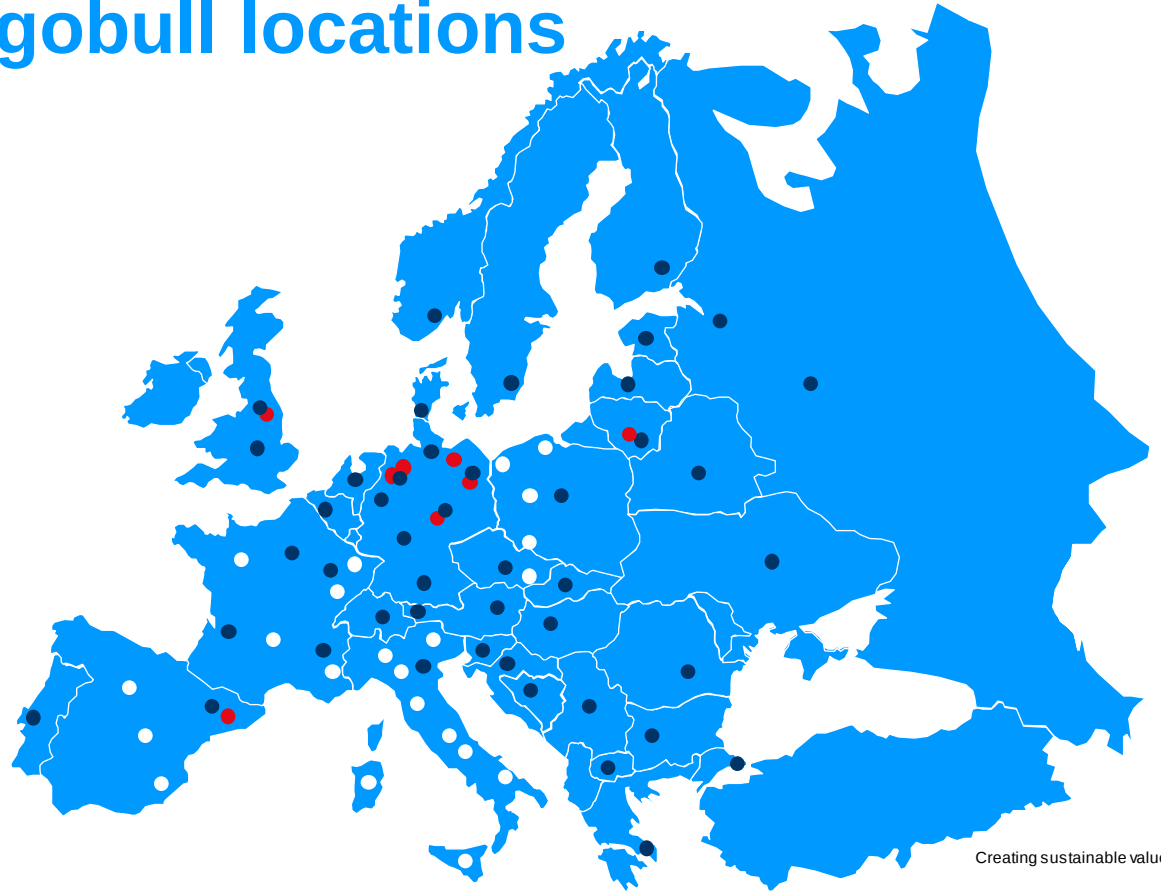
# Flow of this pitch



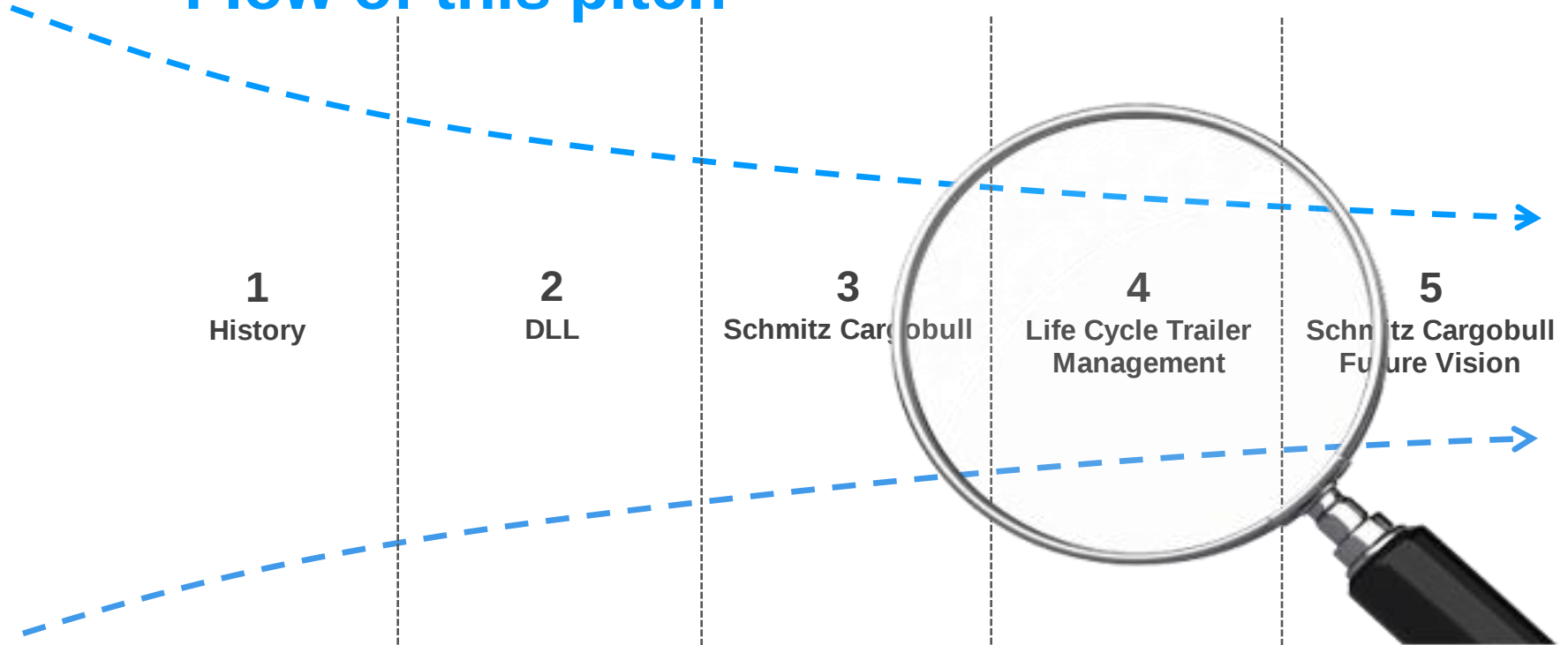
# Transport



# Schmitz Cargobull locations



# Flow of this pitch

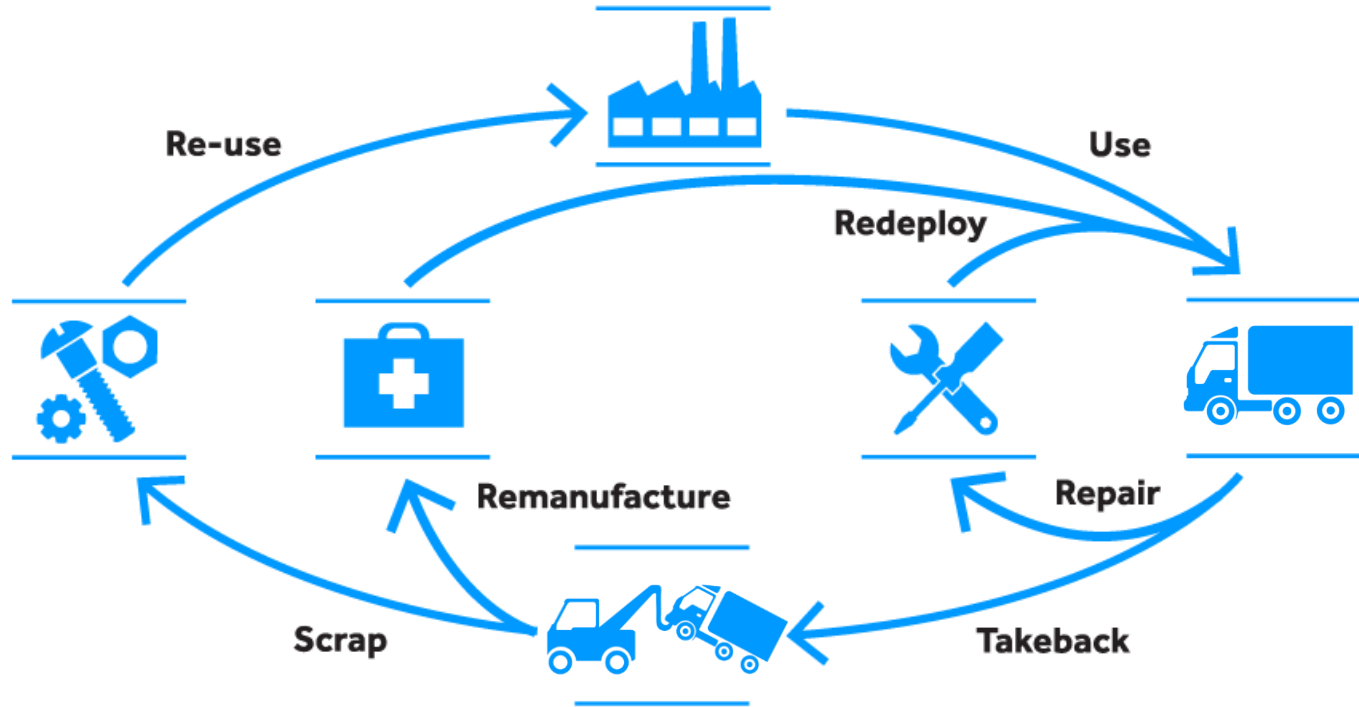


---

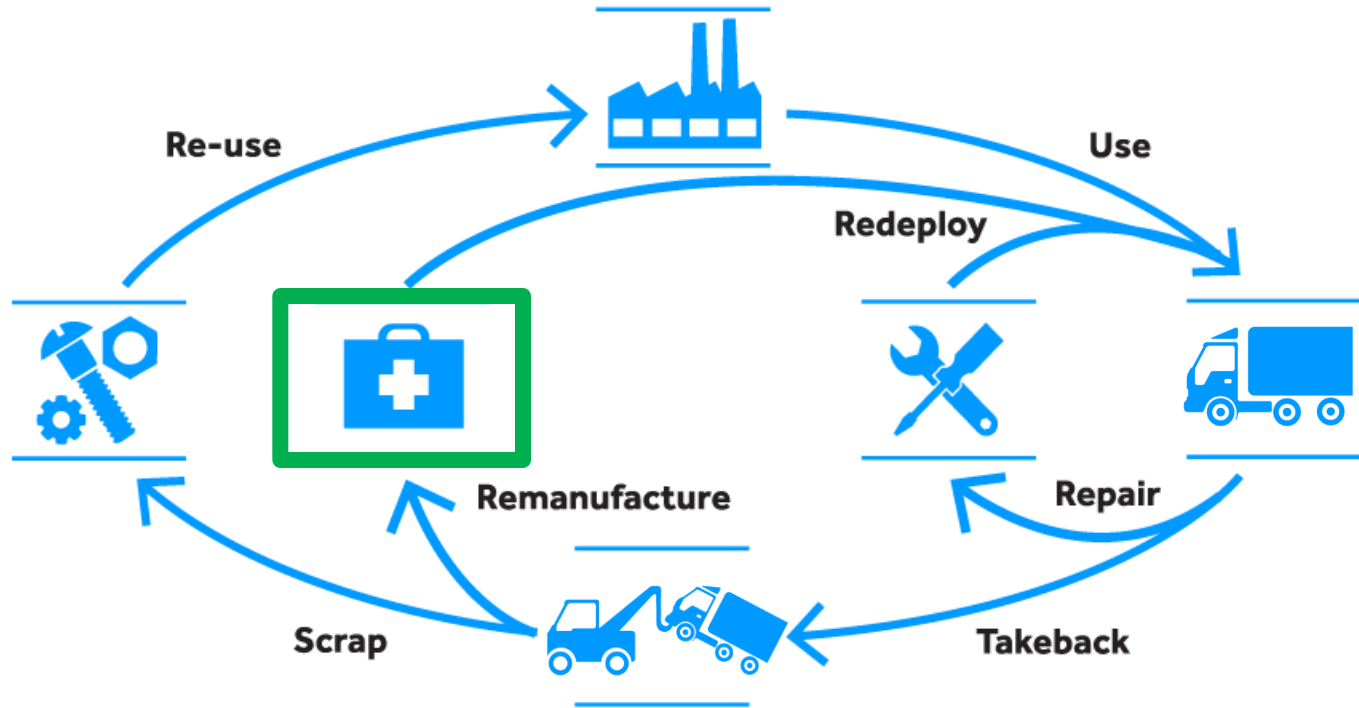
## Play movie



# Life Cycle Trailer Management



# Pilot 1



# Selected end of lease trailers



# Determine essential parts for refurbishment

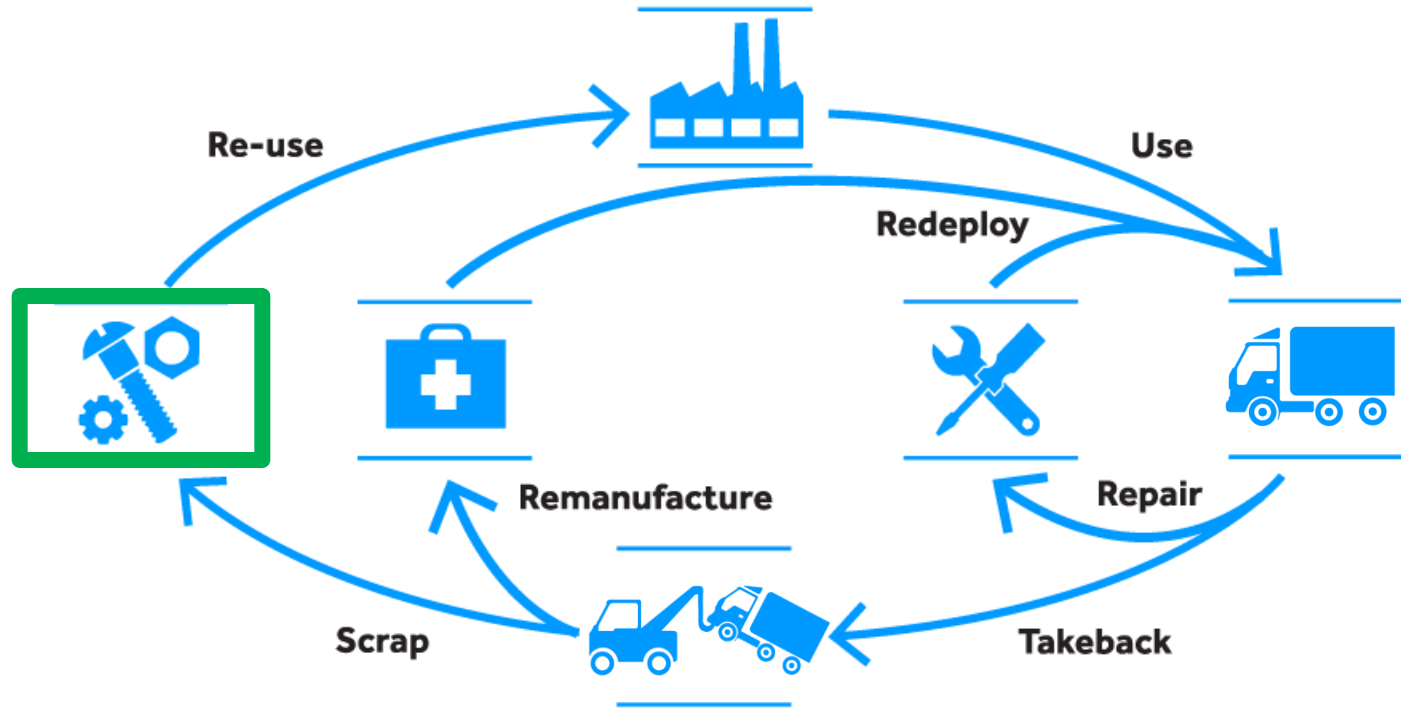


# Determine a standard

# Trailer<sup>TopEconomy</sup>



## Pilot 2



# Scrap end of life trailers



# Flow of this pitch

**1**  
History

**2**  
DLL

**3**  
Schmitz Cargobull

**4**  
Life Cycle Trailer  
Management

**5**  
Schmitz Cargobull  
Future Vision

# Truck & Trailer – Traditional Ownership



# Trailer availability is key



---

# Future is in Service Leasing Solutions



# Schmitz driving the future!



---

# How to build partnership?



1. Cut around dotted line
2. Turn upside down