

JOST



JOST ROCKINGER *TRIDEC*

ROCKINGER *Quicke*

CAPITAL MARKETS DAY 2024

Advancing Technology

Michael Fischer – Head of Global R&D – September 10, 2024



INNOVATION IS KEY FOR CORPORATE AMBIDEXTERITY: FITNESS & GROWTH

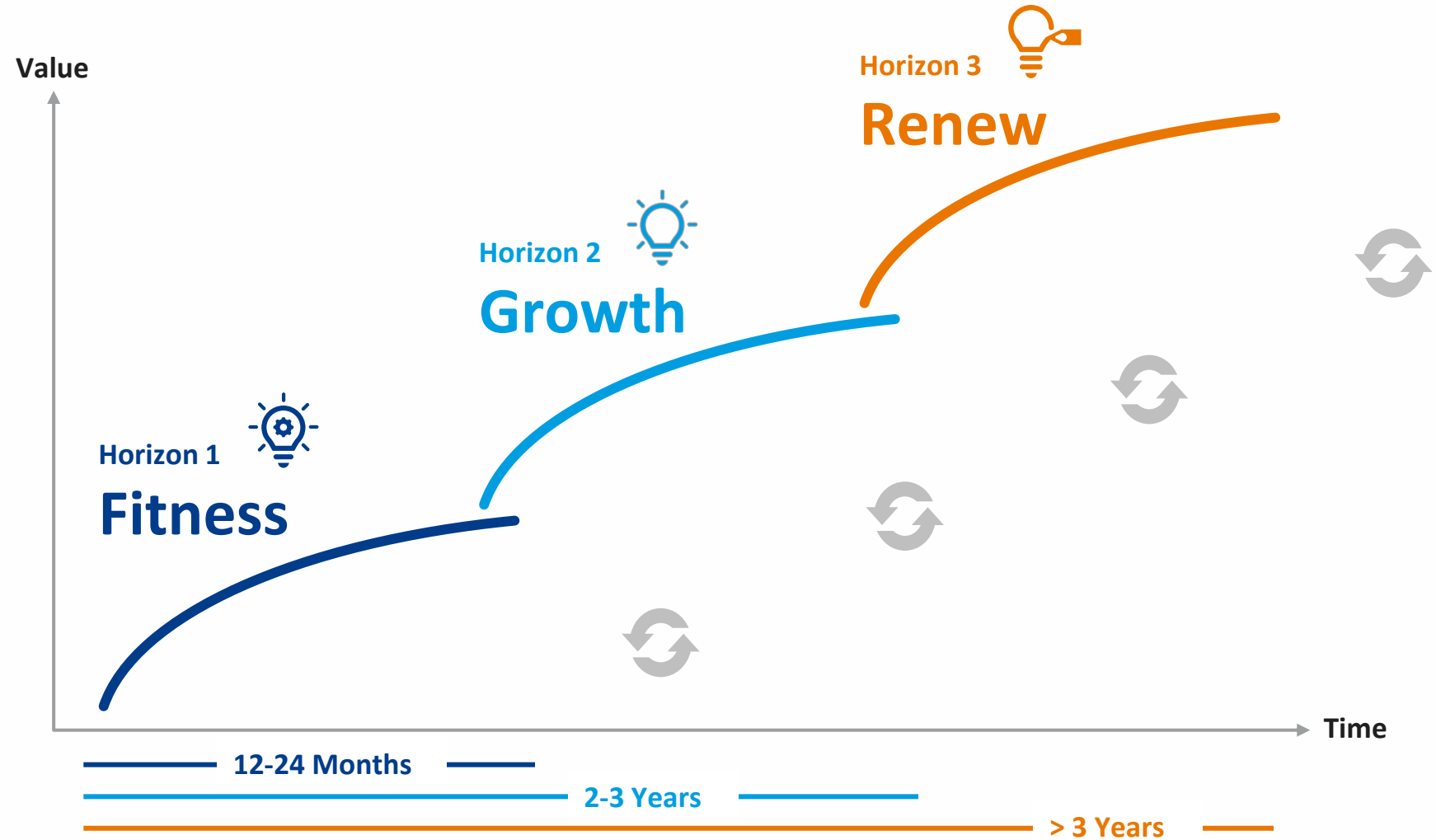
We tend to overestimate the **impact of transformation** on the short term but underestimate it on the long term.

- **Roadmapping.** strategy implementation, strong project portfolio and change management
- **Open Innovation.** new perspectives and diversity – culture & process
- **Intellectual Property.** protection of innovations & freedom to operate
- **Standardization.** shaping future regulatory frameworks



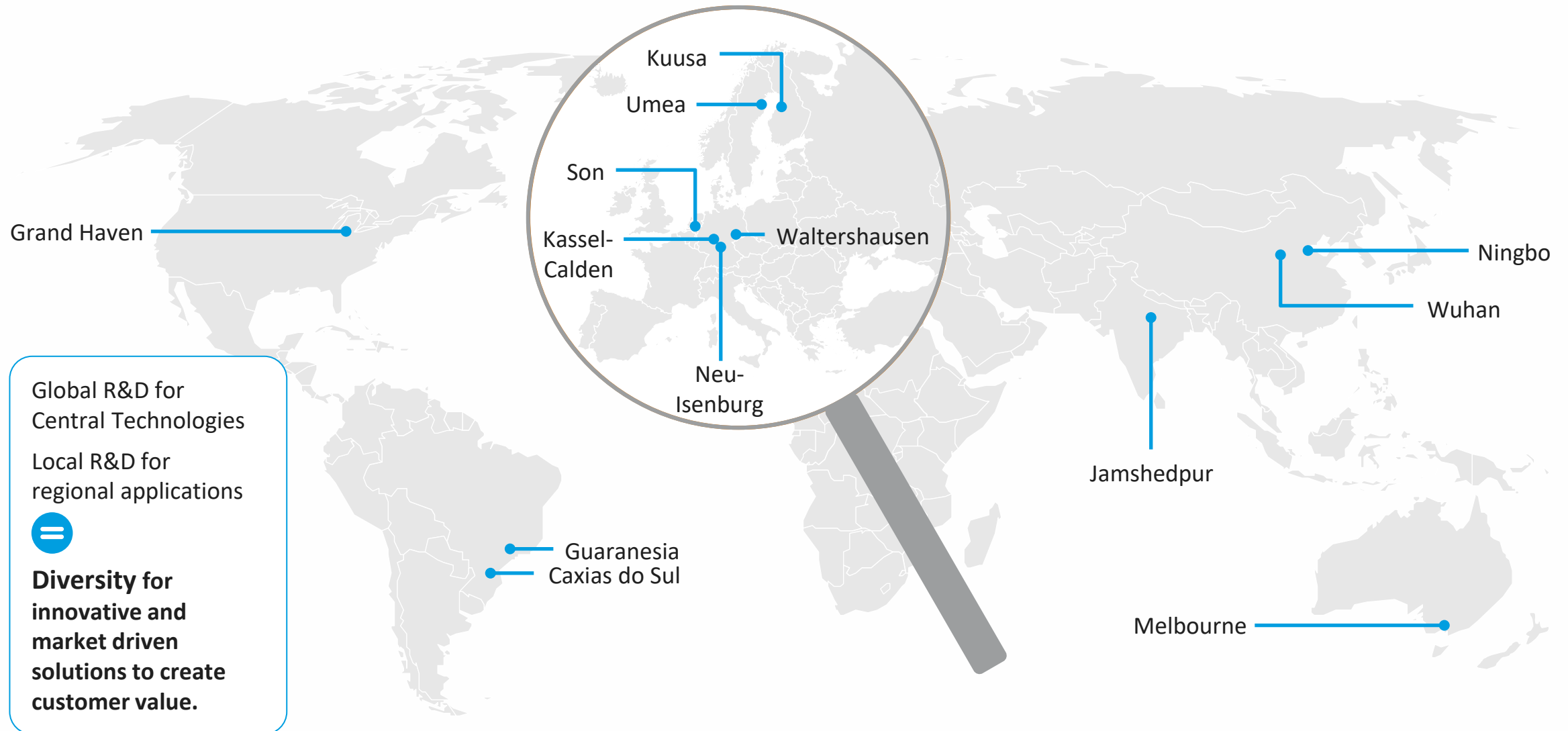


FOCUS OF INNOVATION ACROSS TIME HORIZONS



Source: McKinsey 3 Horizon Framework

COMBINING GLOBAL AND LOCAL STRENGTH IN R&D



FOCUS AREAS INNOVATION STRATEGY

Providing new products and services to our customers to generate additional revenue streams in on- and off-highway

SAFE



EFFICIENT



RELIABLE



COMFORTABLE



AUTOMATIZED



INNOVATION STRATEGY

BASELINE & TECH-STACK PRODUCT PORTFOLIO



CONTROLS

SENSORS

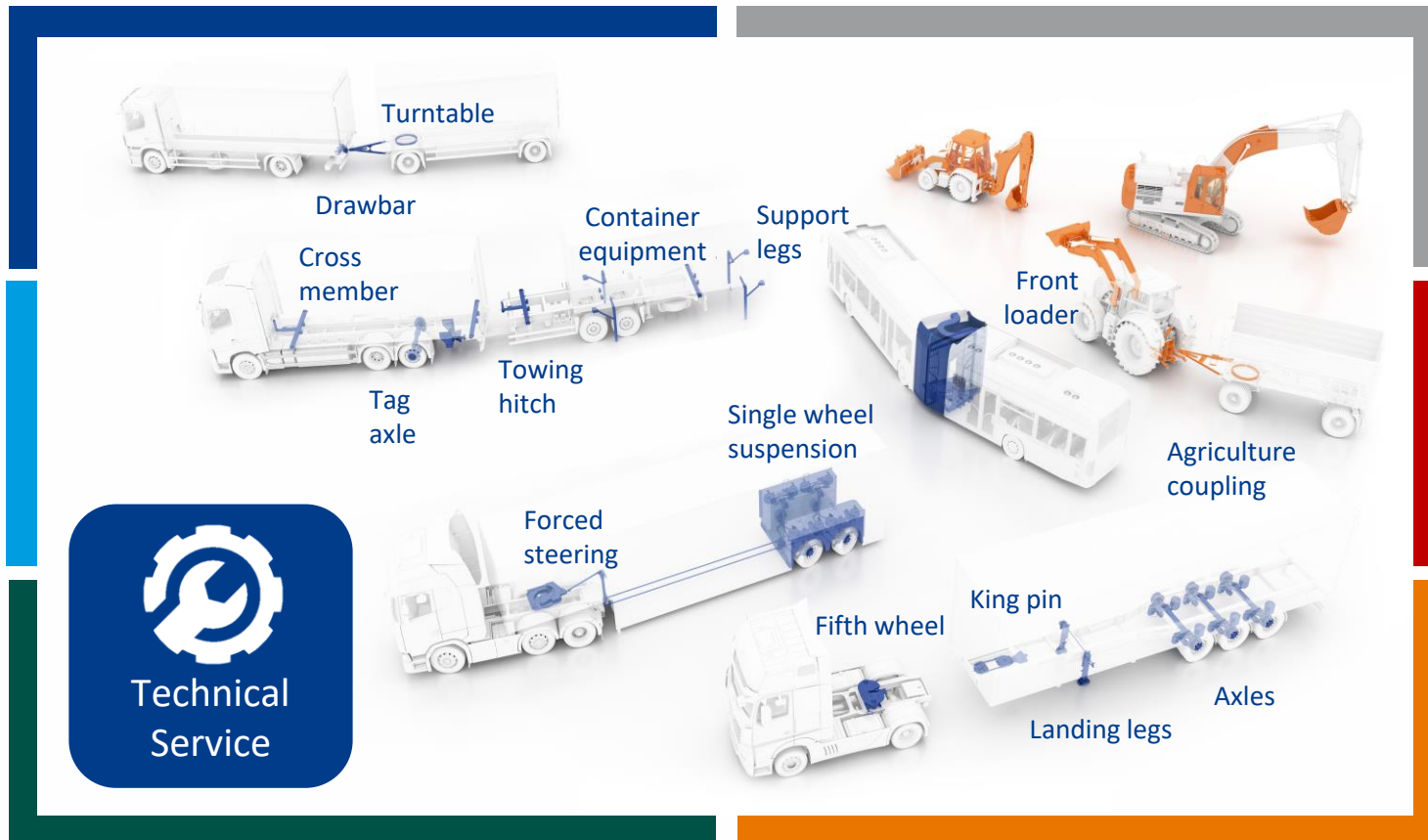
METHODS

TOOLS



HYDRAULICS

VISUAL SYSTEMS





TECHNICAL CUSTOMER SERVICE

A customer reported a problem with play in the fifth wheel coupling. He uses a JSK37 C. How can I help him with technical advise as first level support?

To assist the customer with the reported problem of play in the fifth wheel coupling of a JSK37 C, you can provide the following technical advice:

1. **Check for Excessive Play:** The first step is to determine if the play is due to wear in the coupling components. Inspect the kingpin and the locking mechanism for any signs of wear or deformation.
2. **Inspect the Locking Mechanism:** If there is still play with a properly sized kingpin, the locking mechanism may need adjustment. Refer to the relevant section in the manual for instructions on how to adjust the locking mechanism.
3. **Replace Worn Components:** If any components such as the locking hook, wear ring, or locking bolt show signs of wear, they should be replaced. The specific parts to check include:
 - o Locking hook (SK 2405-13 or SK 2405-14)
 - o Wear ring (SK 2421-56 or SK 2421-57)
 - o Locking bolt (SK 2405-01)
4. **Tighten Bolts:** Ensure that all relevant bolts, such as the kingpin assembly (SK 2024), are tightened to the specified torque.

Your question



Sources to Use



Choose an option



DEPLOY



RESHAPE



INVENT

CUSTOMER VALUE STREAMS OPERATIONAL DOMAINS



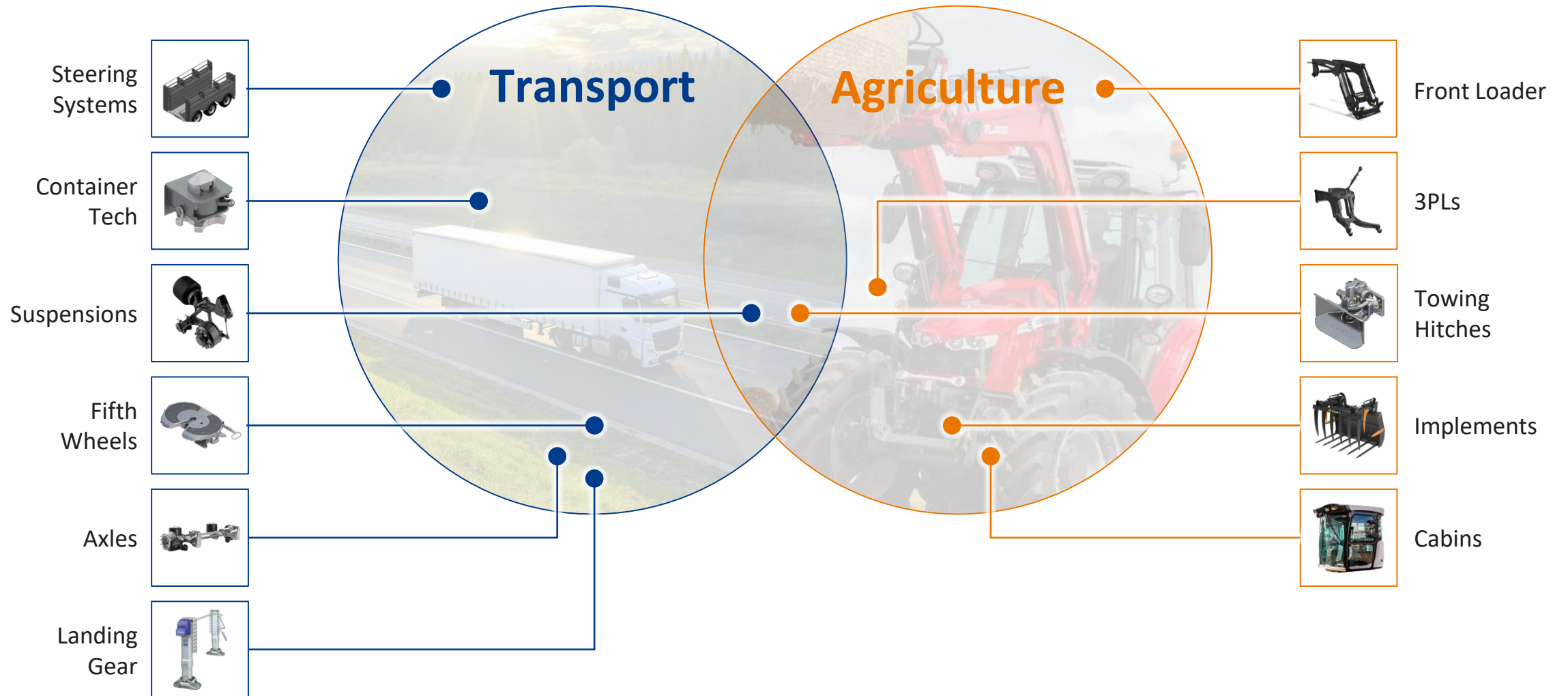
ON-YARD

ON-HIGHWAY

OFF-HIGHWAY



CONNECTING THE DOTS... PRODUCT PORTFOLIO

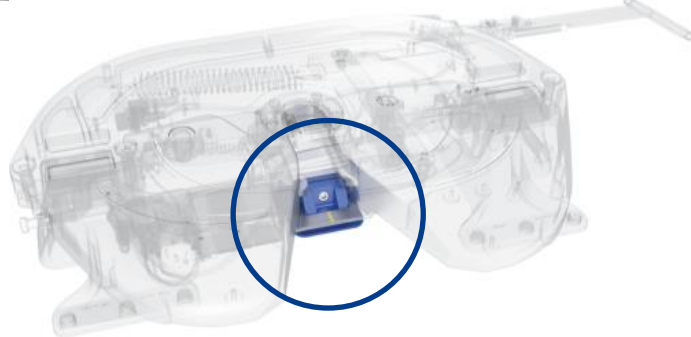


DRIVER ASSISTANCE KING PIN FINDER

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VALUE

- Better visibility for driver
- Easier coupling process
- Increased safety
- Avoidance of accidents through human error



**100% ACCLIMATIZATION.
FROM FIRST MINUTE.**

VISUAL SYSTEMS OBJECT FINDER

2024

2020



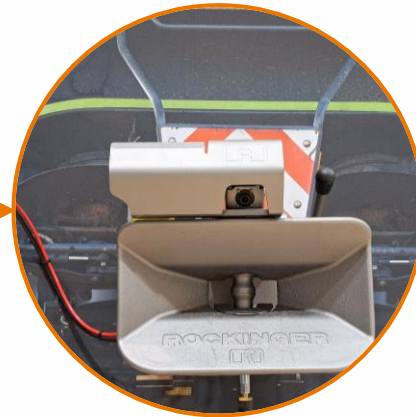
SOP

2022

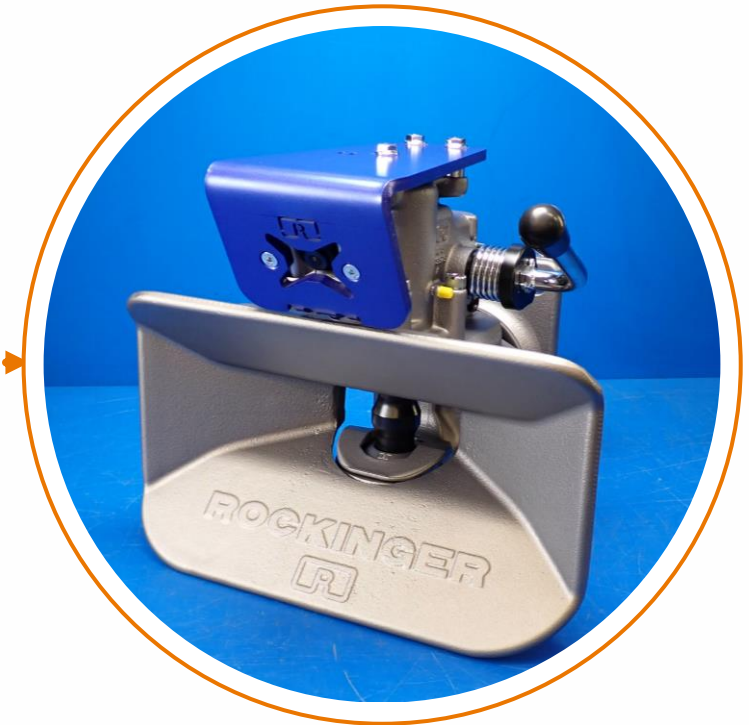


IAA
TRANSPORTATION

2023



AGRITECHNICA



IAA
TRANSPORTATION

HIGH PERFORMANCE TOOLS IMPLEMENTS



**CONFIGURATION MANAGEMENT.
BEYOND TRACTOR.**

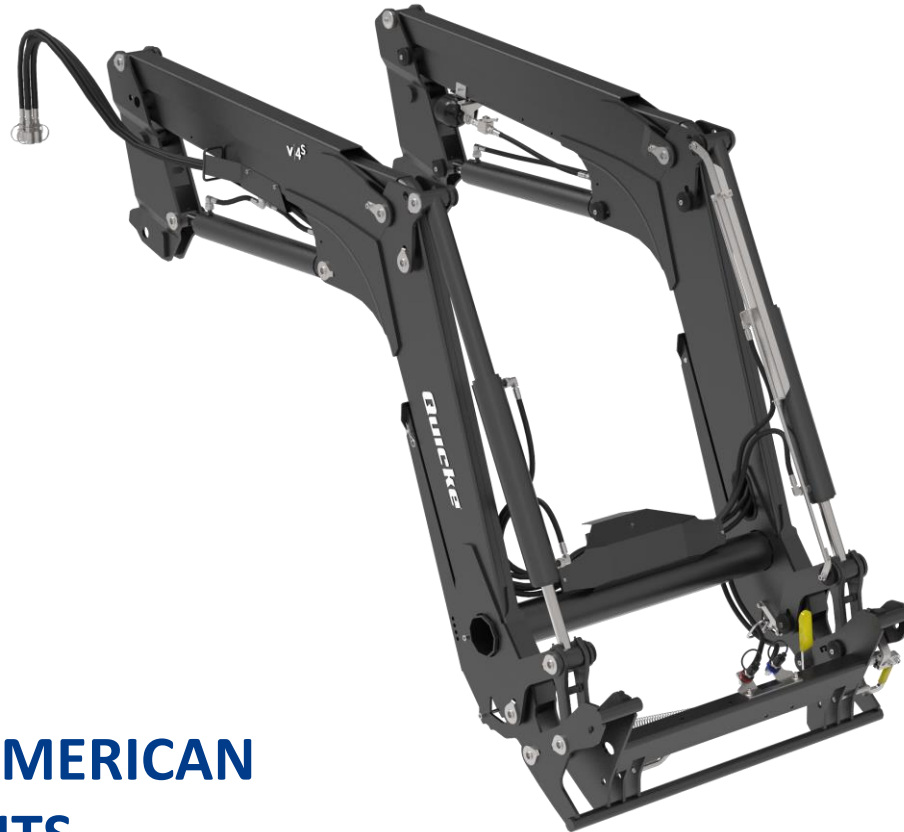
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VALUE

- High variety of implements for a high variety of purposes
- Flexibility of use, fitting implements in different vehicle

VALUE FOR MONEY **V-LOADER**

Localizing and adapting Quicke's loader design to meet regional needs



**BEST FIT FOR SOUTH AMERICAN
MARKET REQUIREMENTS**

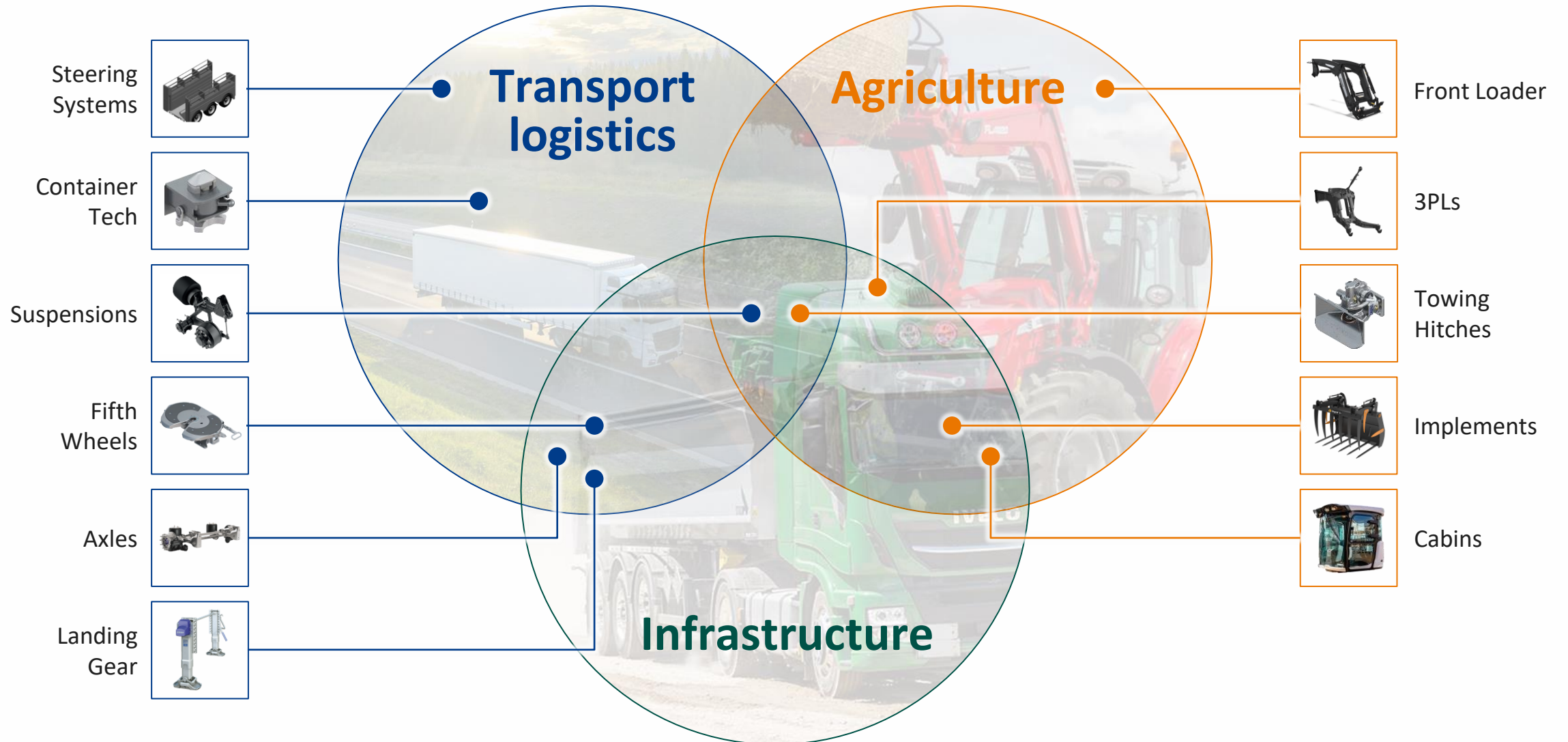
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VALUE

- Robust loader at competitive price
- Improved ergonomics for drivers
- Better working angles
- Better visibility in working area
- More advance features compared to competition

CONNECTING THE DOTS...

PRODUCT PORTFOLIO



NEW USE-CASE / NEW MARKET
HD-O.

JOST

VALUE

- Heavy Duty – all terrain suspension
- Hydraulic, levelling
- Low maintenance
- 255cm new dimensions for road use



**HEAVY DUTY SUSPENSION.
CROSS DOMAIN.**

USER INTERFACE & CONNECTIVITY QUICKE CONTROL SYSTEM (QCS)

Developing advanced features to meet modern farming requirements



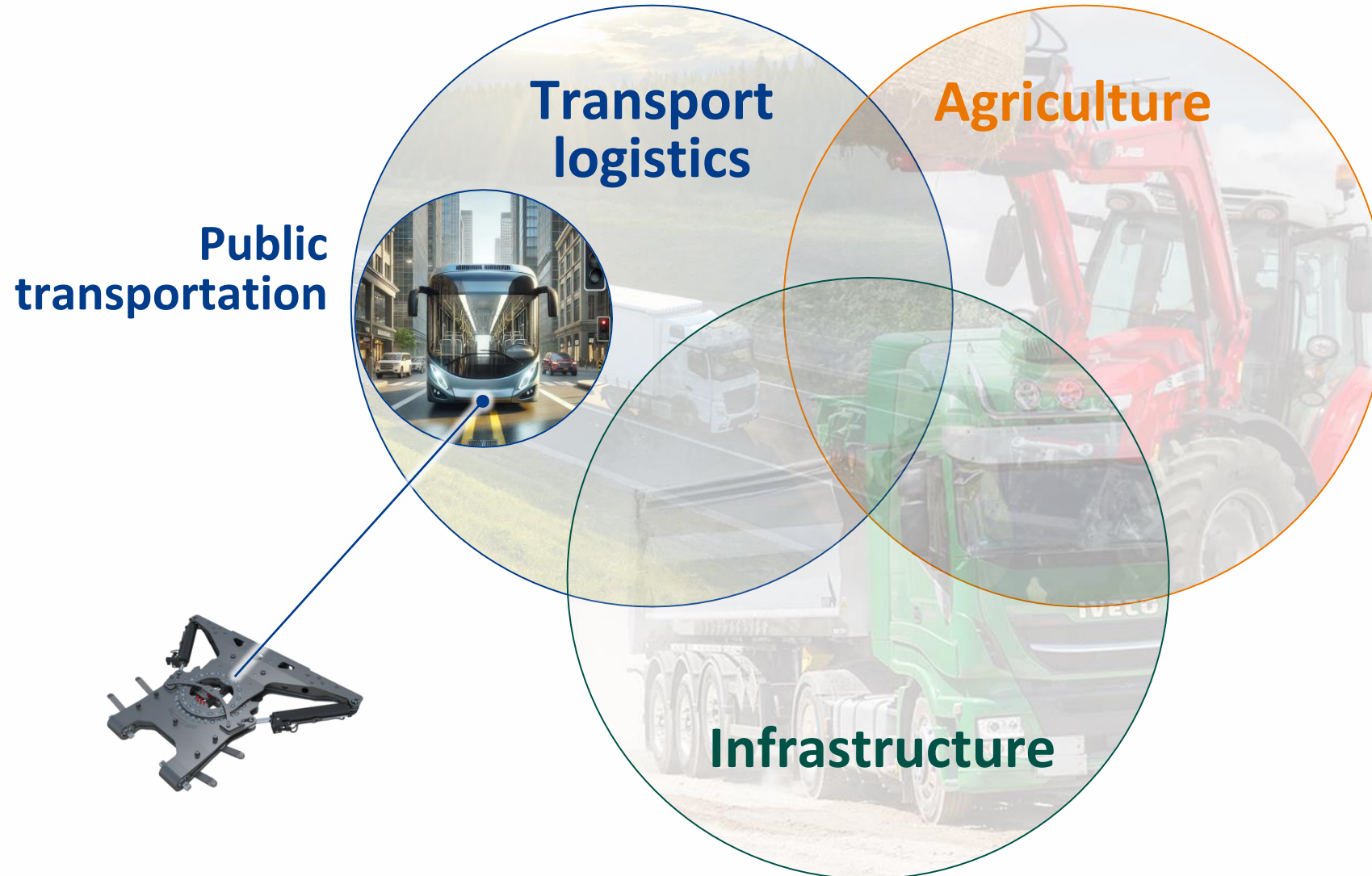
**HARDWARE BASED.
SOFTWARE DEFINED.**

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VALUE

- Automation of repetitive tasks
- Better ergonomics for drivers
- Integrated weighing system
- Data recording and export to track and analyze farming activities
- Driver support for maintenance and safety

TAP NEW VALUE POOLS PRODUCT PORTFOLIO



PUBLIC TRANSPORTATION **BUSLINK**

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VALUE



**BUSLINK SYSTEM.
REGULATORY PULL.**

- BusLink functional structure w/ weight benefits
- Compatible to articulated bus fleet, OE-proven
- System of articulation, hydraulics, bellow, wiring harness
- Electric bus energy system bridge

GROWING TRAILER PLATFORM KKS SYSTEM

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VALUE



**KKS GOES REEFER.
REEFER FLEET PULL.**

- Coupling automation for refrigerated trailers
- Fits into sensitive trailer insulation concept
- Pharmalogistics as innovation driver
- Driver comfort & safety

TRUCK FLEET ARCHITECTURE ELECTRIFICATION

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**TRUCK ELECTRIFICATION.
ARCHITECTURE IMPACT.**

VALUE

New propulsion systems for us means...

- Higher truck architectures
- New load balancing on axles
- New vehicle dimensions
- Limited clearance truck-trailer

TRAILER AERODYNAMICS ECO + FUNCTIONAL DESIGN

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VALUE



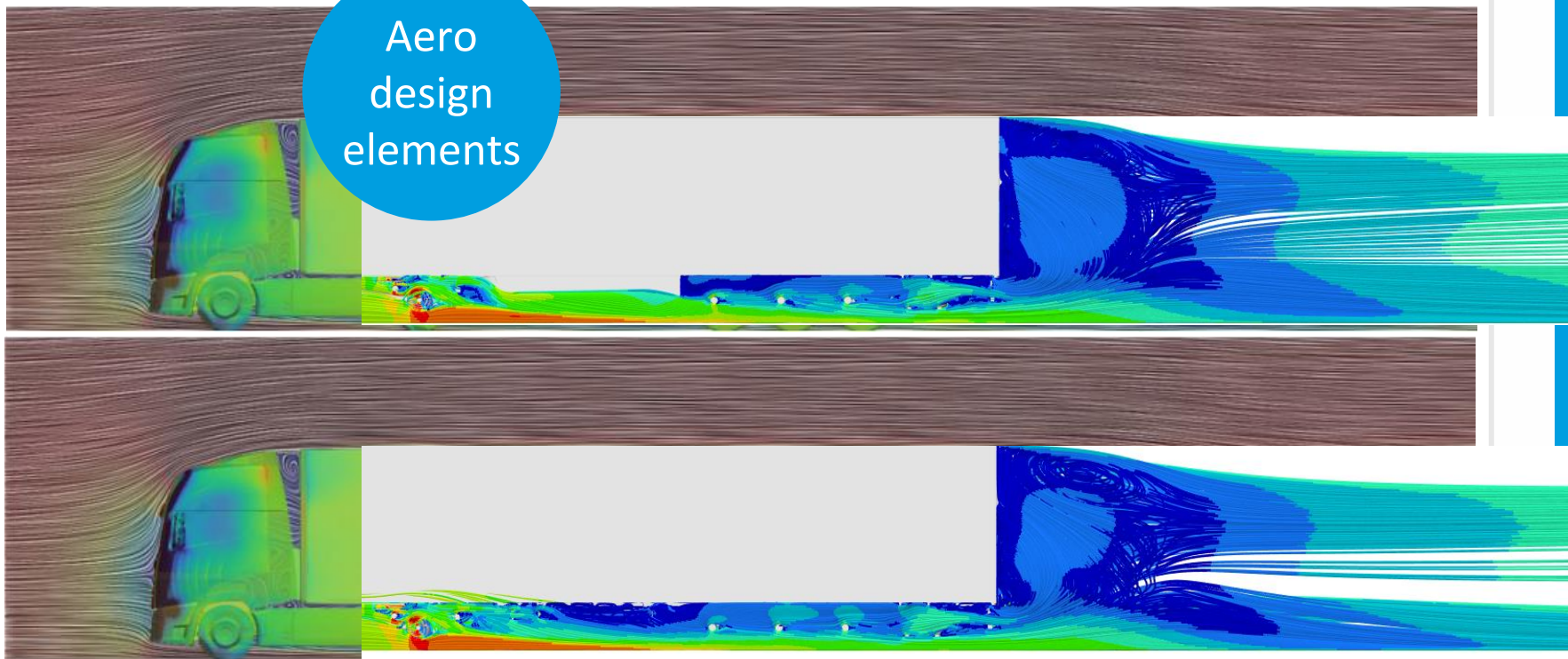
**SUSTAINABILITY ON TRANSPORT.
CO2 SAVING POTENTIAL.**

- Fit for 55 – trailer efficiency
- aerodynamics shape future products
- Harvesting aerodynamic benefits work only in collaboration

TRAILER AERODYNAMICS ECO + FUNCTIONAL DESIGN

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Aero
design
elements



**SUSTAINABILITY ON TRANSPORT.
CO2 SAVING POTENTIAL.**

VALUE

- Fit for 55 – trailer efficiency goals 2030
- Aerodynamics will shape future products
- Harvesting aerodynamic benefits by collaboration

TRAILER PROPULSION DECARBONIZATION



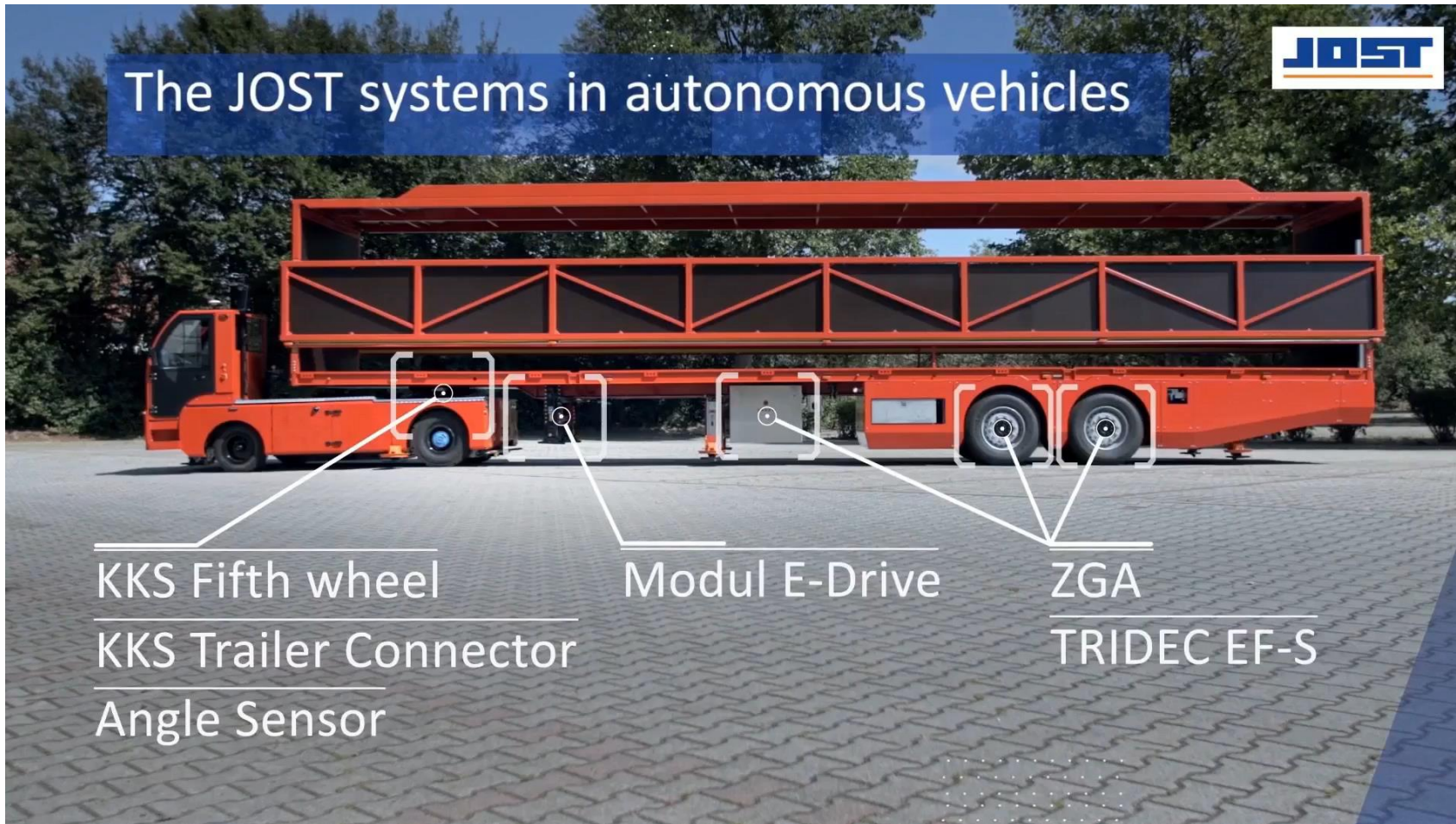
**EFFICIENCY ON.
CO2 OFF.**

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VALUE

- Self Propelled Trailer get a variable in Vehicle Efficiency
- Part of a hybrid vehicle combination powertrain
- Evolving vehicle requirements
- Preparing and learning on product level
- Different concepts in evaluation

REAL WORLD APPLICATION AUTOMATION



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**THE JOST
SYSTEMS**



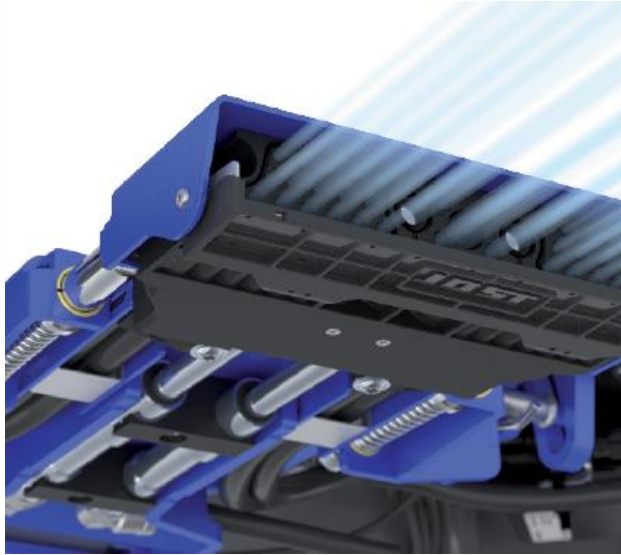
**IN
AUTO
NOMOUS
VEHICLES**

SMART FARMING SOLUTIONS AUTOMATION & SMART SYSTEMS



AGRI CULTURE

ODD & ICP – SCALEUP POTENTIAL AUTOMATION & SMART SYSTEMS



TRANS PORT

KKS WITH ROBOTICS – ADVANCED CONCEPT STUDY

AUTOMATION



KKS for Robotics Application

Video

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