



- TechTalk **SMART MOBILITY**

DIGITAL TRANSFORMATION IN TIRE AND VEHICLE SERVICES

Tansu Işık, Head of Strategic Business Development and Global Marketing, Continental Tires

Developments Related to Global Mega Trends

Future mobility concepts will be green, smart and connected

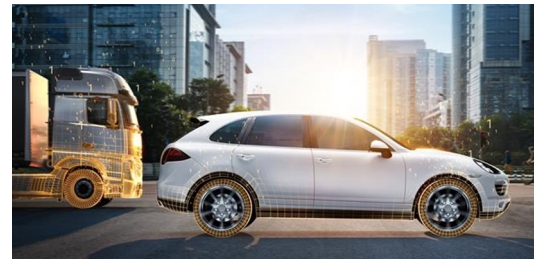
Climate Change & Pollution &
Scarcity Of Resources



Demographic Change &
Urbanization & eCommerce



Digitalization & Connectivity



City Restrictions



Fleet Management



Complex Vehicle Architectures



Last-Mile Delivery



Digital Tire Monitoring Solutions

Creating value for commercial fleets

Productivity



Efficiency



Environment



Convenience



Increase uptime

- › Right product for right applications
- › Decrease breakdowns
- › Improve planning

Decrease TCO¹

- › Efficient operations
- › Full transparency

Reduce direct and indirect emissions

- › Lower fuel consumption
- › Avoid early tire removal
- › Optimize lifetime

Decrease administrative burden

- › Connected
- › Automated
- › Predictive

¹ TCO: Total Cost of Ownership

Total Cost of Ownership

Intact tires reduce fleet's cost positions



Tires only account for 2% but influence 25% of a fleet's operating costs



2%

Tires



8%
Maintenance & Repair



2%
Other

4%

Insurance



46%
Driver



15%
Fuel / additives

1%

Interest



11%

Depreciation



3%
Non-fuel taxes,
fees & tolls

8%

Overhead
(staff & mtrl)



Digital Tire Monitoring

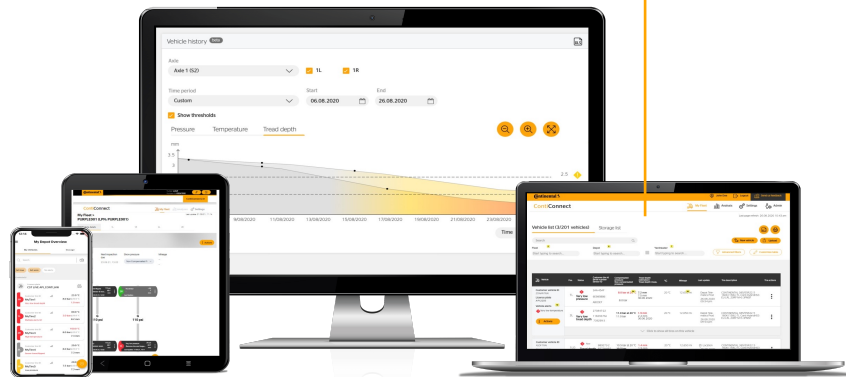
Data creates insights



Our **tire sensors** constantly measure **temperature and pressure**.

In combination with **telemetry data**, our **algorithms** can predict **tread depth** in real time with an **accuracy of below one millimeter**

Tire sensor data is transmitted to the **ContiConnect web portal**



Commercial Mobility Scenarios

Application areas for digital tire monitoring solutions are many



Use Case: Port Logistics

Tire monitoring and maintenance in restricted areas



Port Tires
sensor
CONNECT



Tire Sensor



YardReader



Dashboard

Benefits

- › 24/7 fleet monitoring
- › Tire damages and breakdown prevention in restricted and highly automated operation areas
- › Predictive maintenance and optimized scheduling
- › Savings:
 - › Time for manual pressure checks
 - › Fuel and operating costs

Established at

KONECRANES



Use Case: City Bus

Conti Connect Yard – Digital tire monitoring and



Intelligent Tire
Monitoring



Tire Sensor



YardReader



Dashboard

Benefits

- › Prevents punctures and downtimes
- › Increases mileage and extends intervals of tire replacements
- › Increases safety
- › Saves operating costs of replacement buses



Use Case: Ride-Pooling

Pay per kilometer – full service via Conti360° fleet solutions



Tires optimized
for EV van fleets



Breakdown
Service



Tire
Service



Fleet
Checks

Benefits

- › 24/7 fleet services
- › Tires developed especially for VW's use case
- › Flat rate for tire management
- › Product trial for increased efficiency: Digitalizing administrative processes and enabling fully automated fleet checks.

Continental 

MOIA



Continental 360 Degree Solutions Portfolio

Our assurance is service, transparency and cost-predictability



THANK YOU!