

**4TH INTERNATIONAL CONFERENCE
FOR SUSTAINABLE MOBILITY
& IRF ANNUAL CONFERENCE**
6 OCT. 2022 MARRAKECH



NEXT GENERATION MOBILITY. NOW

KAI LÜCKE

Senior Vice President External Affairs, ZF Group



International Road Federation
Fédération Routière Internationale
Federación Internacional de Carreteras

الطرق السيارة بالمغرب
Autoroutes du Maroc

www.irfnet.ch | www.adm.co.ma

ZF IN FIGURES (2021)



International Road Federation
Fédération Routière Internationale
Federación Internacional de Carreteras

الطرق السيارة بالمغرب
Autoroutes du Maroc



€ 38,3 bn
turnover



157.549
employees



€ 3,1 bn
Research &
development



€ 1,9 bn
adjusted EBIT



5,0%
adjusted
EBIT margin



€ 1,6 bn
Investment in
tangible assets

ZF TECHNOLOGY DOMAINS

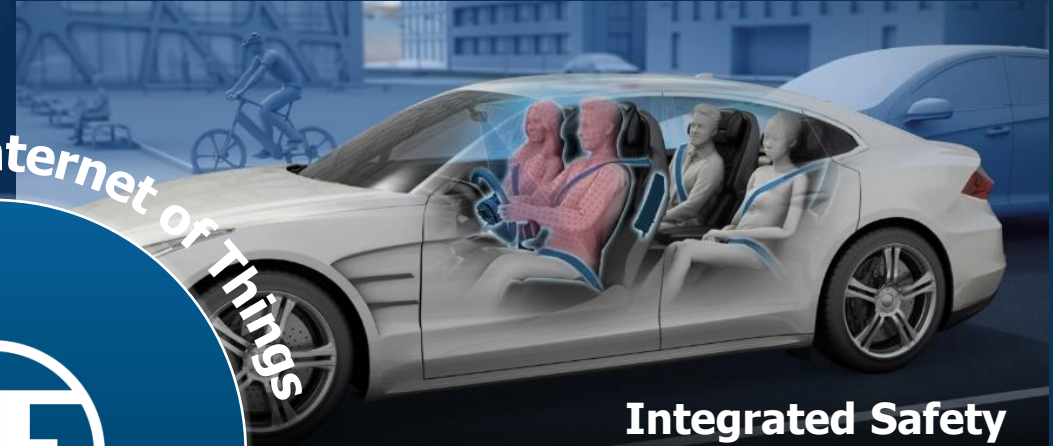


International Road Federation
Fédération Routière Internationale
Federación Internacional de Carreteras

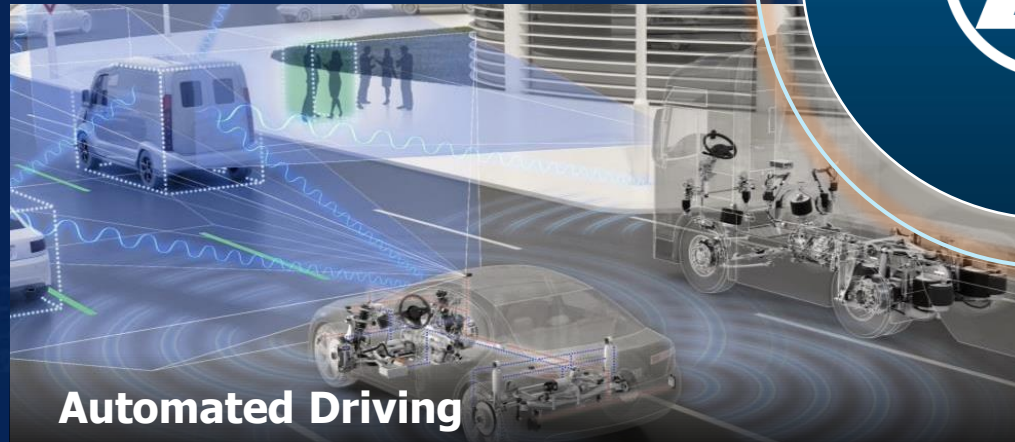
الطرق السيارة بالمغرب
Autoroutes du Maroc



Vehicle Motion Control



Integrated Safety



Automated Driving



Electric Mobility



AUTONOMOUS TRANSPORT SYSTEMS



International Road Federation
Fédération Routière Internationale
Federación Internacional de Carreteras

الطرق السيارة بالمغرب
Autoroutes du Maroc



85 kW
motor



36,8 kWh
Battery capacity



up to 50 km



L 6.000
W 2.100
H 2.800
(mm)



22 people
(max. 12 seated)



max. 42 km/h
speed



Bidirectional operation (no turning circle required)

SAFETY PASSPORT FOR CV FLEETS



International Road Federation
Fédération Routière Internationale
Federación Internacional de Carreteras

الطرق السيارة بالمغرب
Autoroutes du Maroc

Suppliers/OEMs

Safety challenges

- Provide technologies with proven positive cost/benefits ratio
- Market safer vehicles towards their customers

Fleet

Safety challenges

- Operate the HDV fleet cost-efficiently and safely
- Market safer vehicle fleets towards the shippers
- Ensure good maintenance and safe driving behavior

Shippers

Safety challenges

- Reduce accidents, improve logistics performance
- Manage reputation risks in case of accident while keeping transport costs competitive

What are the benefits of a fleet safety label?

Verifiable and comparable information on fleet safety can bring "race to the top" among fleets



- Better recognition and valorisation of safety benefits of technologies



- Company differentiation - "Safest fleet"
- Reduction insurances fees
- Reduction of legal fees



- Image/Reputation gain



International Road Federation
Fédération Routière Internationale
Federación Internacional de Carreteras

الطرق السيارة بالمغرب
Autoroutes du Maroc

THANK YOU!

KAI LÜCKE

Senior Vice President, ZF Group