Digital Supply Chain Support Systems

November 2023

Kelly Decker

SCHNEIDER OVERVIEW | (NYSE: SNDR)

By the numbers

9.8 million
freight miles per day*

$6.6 billion
annual operating revenues

400
number of times Schneider loads circle the globe per day*

$3 billion
in third-party freight managed per year*

99%
theft-free loads

250
properties worldwide

14%
company drivers with military experience*

88
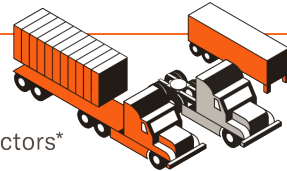years in business (founded in 1935)

This couldn't be done without

17,050	associates worldwide*
6,510	drivers who've driven more than one million miles safely
990	current drivers who've driven more than one million miles safely*
64,000	qualified carrier relationships*
2,150	owner-operator business relationships*

10,200	company tractors*
44,000	company trailers*
28,500	intermodal containers*
21,000	intermodal chassis*

*Number is an approximate.
© 2023 Schneider
ENT-IG-213-S-FEB2021

Schneider is the leading multi modal transportation provider in North America

- Head quartered in Green Bay, WI.
- **88** years in business
- Truckload, Intermodal and Logistics services
- We have about 8300 customers across various portfolios.

As a strong **technology** driven company, we received a business intelligence group (BIG) innovation award in 2020.   In the same year we were also the winner of CIO 100 Innovation award.
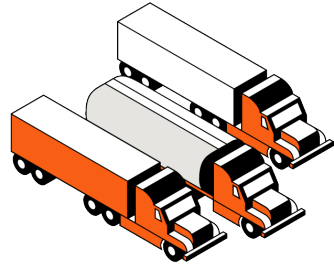
SCHNEIDER®

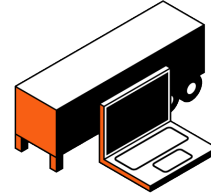# THE OPTIONS YOU NEED WITH THE TRANSPORTATION AND LOGISTICS EXPERTISE TO PERFORM AS PROMISED

Intermodal

Bulk

Express Services

North America Cross-Border

Regional

Transcontinental

Rail Dray

Truckload

Bulk

Dedicated

Long-Haul

North America Cross-Border

Regional

Expedited

Power Only

Logistics

Cross-Dock Logistics

Port Dray

Supply Chain Management

Transloading and Distribution

Brokerage

Warehousing

Approximately **10,200** company tractors	Approximately **72,500** company trailers and containers	Approximately **2,150** owner-operator business relationships	Over **64,000** qualified carrier relationships	Approximately **17,000** associates worldwide	**1935** operations in United States	**1992** operations in Mexico

DEI:
Schneider named a Best Employer for Diversity by Forbes

Community Involvement:
In 2021, our Schneider Foundation donated more than $2.25 million in grants to support and provide relief for local communities – that's the Schneider way.

Truck Driving is for Veterans:
Schneider is one of the nation's largest and most decorated employers of current and former military personnel. We're proud to offer great truck driving jobs for military veterans that recognize their service.

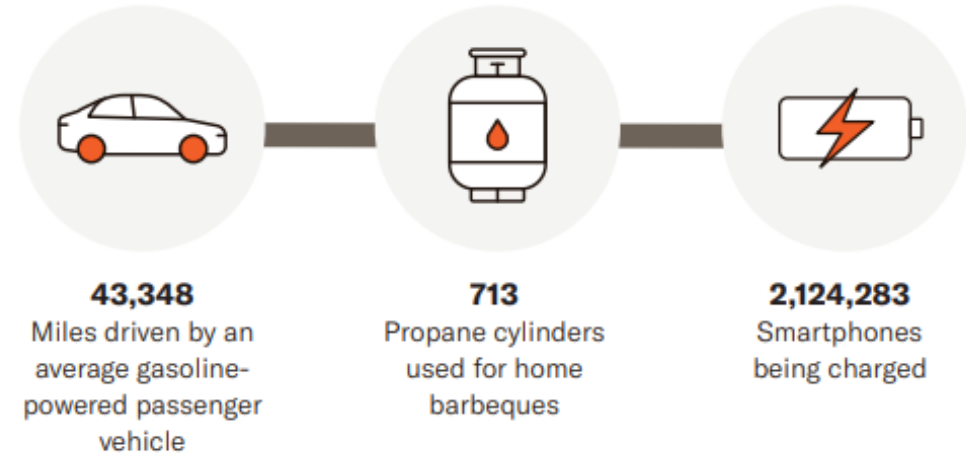SCHNEIDER®

Schneider Intermodal just got greener:

One of the largest battery-electric truck fleets in North America

At Schneider, we're committed to reducing our carbon footprint and creating a more sustainable future for the transportation industry. We're adding 92 Freightliner eCascadias to our Southern California intermodal operations. The new eCascadias have the potential to avoid over 81,000 pounds of carbon dioxide emissions per day which over the course of a year is equivalent to removing 2,400 gas-powered cars from the road.
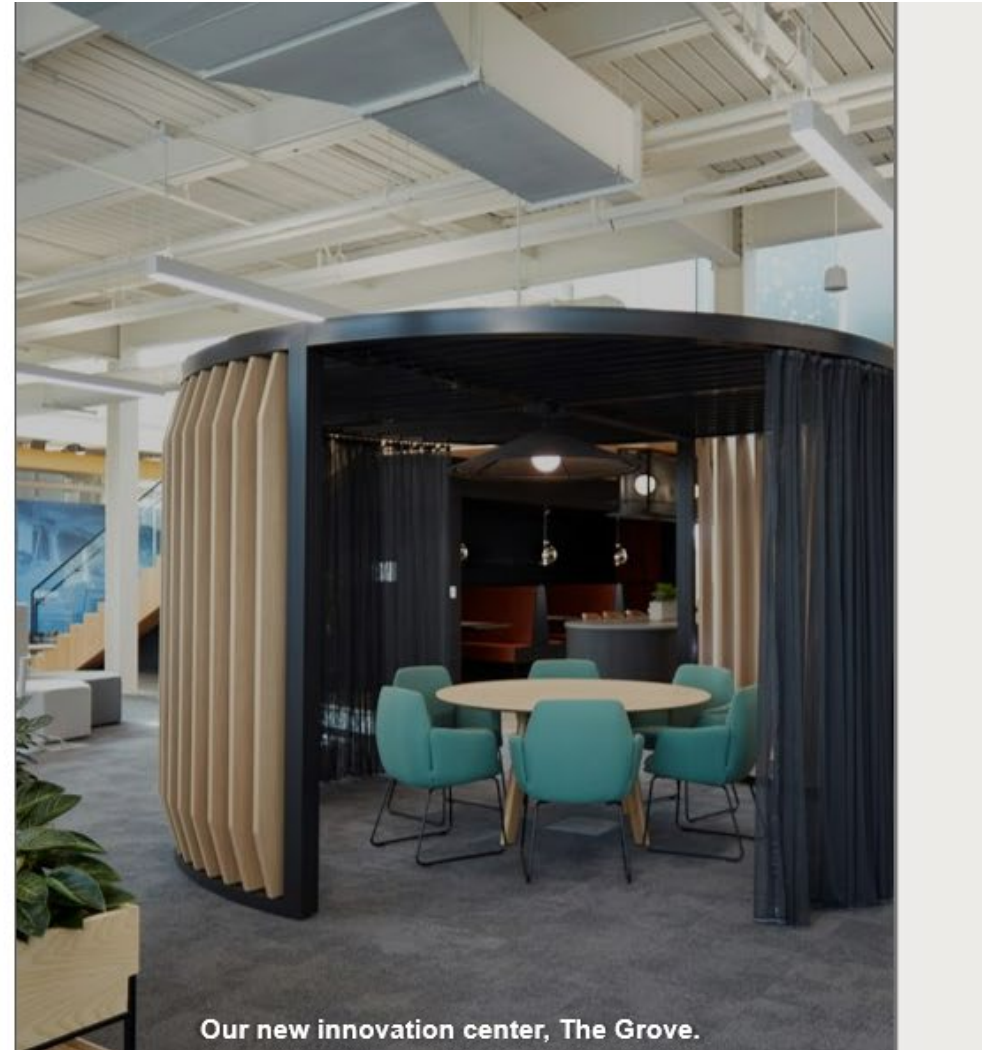
CO_2 Real Life Example:

> 100 orders per week in SoCal 120 mile dray (60 miles each way)

> 100 x 120 = 12,000 miles / 7 MPG = **1,714 gallons of diesel per week**

> 1,714 x 22.46 pounds of CO_2 **per gallon = 38,496 pounds of CO2**

> 38,496 pounds of CO_2 / 2,000 = **19.25 tons of CO2 savings per week**

This savings equates to:

43,348
Miles driven by an average gasoline-powered passenger vehicle

713
Propane cylinders used for home barbeques

2,124,283
Smartphones being charged

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Tech investments are a catalyst for profitable growth as an Enterprise through our focus on automation, intelligence and aggregation.

- Driving growth through our Schneider FreightPower® marketplace by investing in seamless digital connections and transactions with shippers and carriers.

- Implementing the Mastery operating platform as a catalyst for our automation and simplification efforts.

- Expanding revenue management efforts to enhance decision-enabling data science across pricing and order acceptance and to balance visibility across capacity type.

- Driving simplification and automation throughout the enterprise by leveraging Application Programming Interfaces (APIs) and

Our new innovation center, The Grove.

Schneider Technology Landscape

- **Freight Power - Self Service Online Marketplace**
  - Provides shippers' instant access to reliable capacity and carriers access to quality freight.

- **Multiple TMS and Order Systems**
  - Line of Service based (Currently)

- **Multiple Cloud Solutions (Azure, Oracle, Google, Amazon)**
  - SaaS
  - PaaS
  - IaaS

- **Custom Build**
  - Data Science (D4)
  - Revenue and Network Management
  - Telematics

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Digitalization Use Cases

WAREHOUSE ON WHEELS (WOW) FOR LEADING EV MANUFACTURER

GATE AUTOMATION FOR MAJOR RAIL HUB

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Warehouse on Wheels (WoW)

Opportunity: Win contract by meeting requirements of a leading EV manufacturer with the ability to fully manage the freight end to end.   Carrier, 3PL and Yard Management

Real Time Visibility - polling @ 15 minutes

Time Sensitive Events -

- 4 Hours from load acceptance to Delivery
- 30 Minutes from load acceptance to In Transit for 'Hot' loads
- Pull and Push to multiple customer TMS to extract tenders
- Once manufactured and then straight out the door to the assembly plant
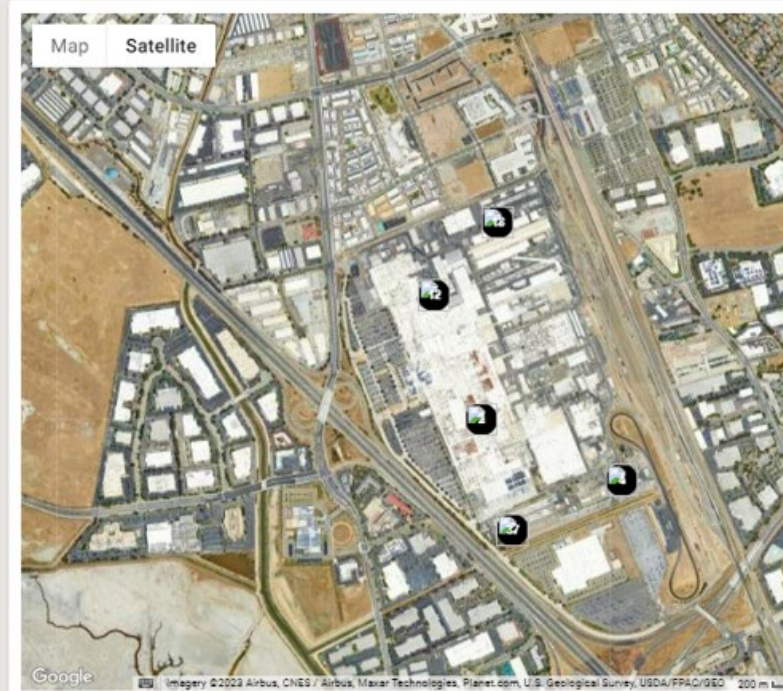- Failure can shut down assembly line

WoW

Solution – This could not be done with out modern Automation

- ✓ IOT - tractor and trailer position polling
- ✓ Auto Acceptance of tenders
- ✓ Auto Arrive and Depart based on Geo Fences
- ✓ Auto Notifications
- ✓ Trailers pools - loaded and ready
- ✓ APIs - Pulling tenders from multiple Customer TMS
- ✓ 500 LPD and growing
- ✓ Freight Power Portal for Visibility and Tracking
- ✓ Visibility needs to be just as good as if product was still in their warehouse.

Status	Days In Status
Outbound Loaded	0.5
Inbound Loaded	0.2
Inbound Loaded	1.1
Outbound Loaded	0.1
Inbound Loaded	0.6
Inbound Loaded	0.5
Inbound Loaded	1.7
Inbound Loaded	0.1
Outbound Loaded	0.0
Inbound Loaded	1.9

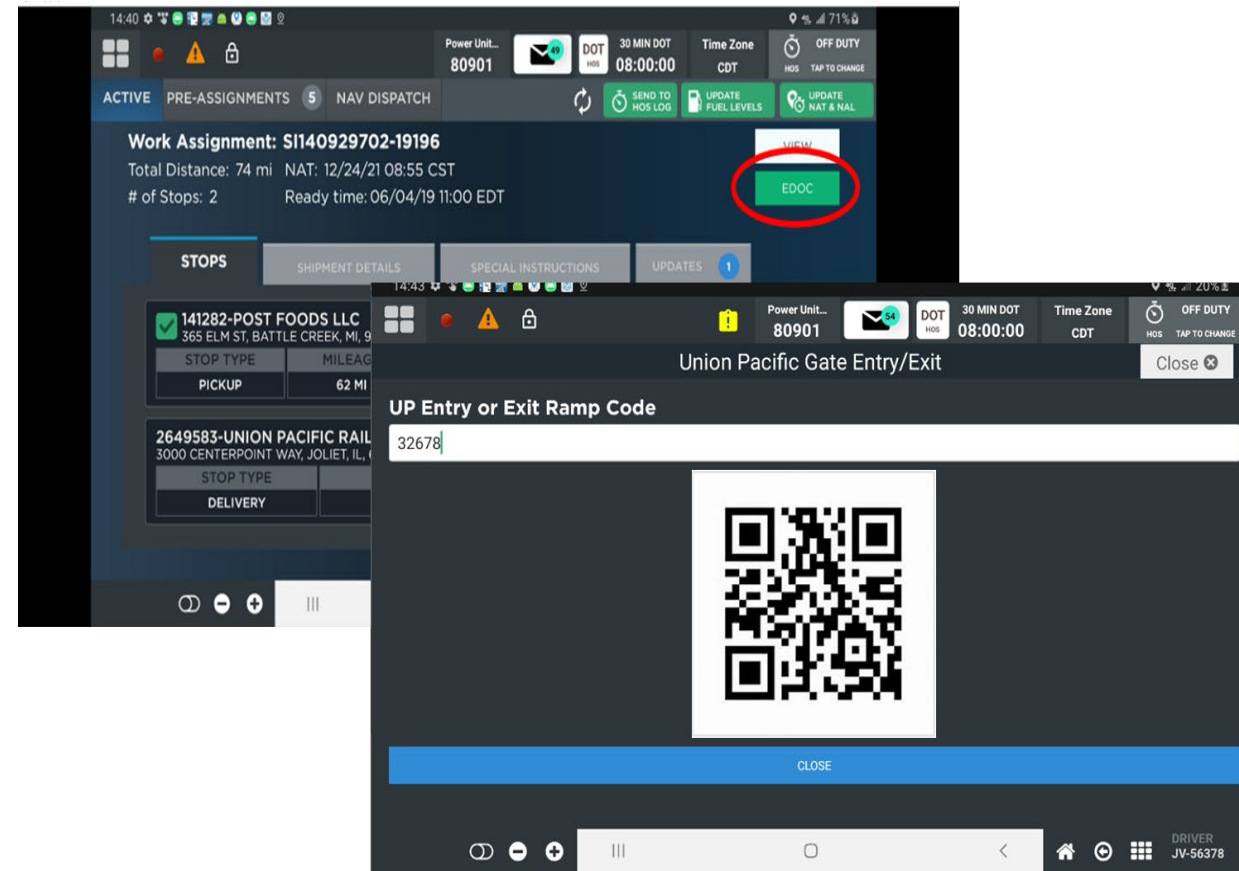## API Integrations for Gate Automation

- **Opportunity**: *"We have an app for that..."* Multiple customers requesting SNDR drivers to use 'app' on the in-cab tablet (>15 apps)
- Large Rail provider working gate automation and requesting all carriers to use their app

  - Automatic Ramp Gate Entry and Exit
  - Visibility of Ramp Information and Container Parking Spot
  - Poor Driver Experience
    - Enter data multiple times
    - Figure out which app to use on which load
    - Data Accuracy and timeliness
    - Driver Wait times

API Gate Automation

Solution: API First approach

- ✓ Co-Develop APIs to Exchange data prior to arrival
- ✓ Driver simply crosses Geo Fence, data is automatically sent and received
- ✓ Scan QR code to open gate – preapproved
- ✓ Bonus functionality for driver
    - ✓ Ramp map
    - ✓ Phone number for Assistance
    - ✓ Park location
    - ✓ Ability to update the drop location

Thank you!

Questions...