

DAIMLER TRUCK

Q1 2024

Interim Results Call
May 3, 2024

Martin Daum, CEO
Eva Scherer, CFO



ISIN: DE 000 DTR0CK8
WKN: DTR0CK
ADR Program Symbol: DTRUY

Bloomberg Ticker: DTG:GR
Reuters Ticker: DTGGe.DE

Q1 2024 Interim Results Call

01 | **Business Update**

02 | **Financials**

03 | **Outlook**

04 | **Appendix**



Q1/24 Key Topics – Daimler Truck with solid start into the year 2024

- Daimler Truck Supervisory Board appointed Eva Scherer as new CFO with effect from April 1, 2024
- Decrease of unit sales (-13%) in line with the expected normalization of markets
- Incoming orders (-14%) and order backlog decreased, while at the same time ZEV unit sales significantly stronger
- Daimler Truck celebrates 1,000th delivery of its Jouley battery-electric school bus
- Accelera by Cummins, Daimler Truck and PACCAR selected Mississippi for battery cell production
- Daimler Truck and Masdar explore liquid green hydrogen supply options to decarbonize road freight transport in Europe
- Daimler Truck Financial Services launched its rental business for truck and bus customers in Brazil
- Daimler Truck celebrated the 60th anniversary of the production facility in Tramagal, Portugal



Q1 2024

reported | adjusted EBIT Group
€1,131 m. | €1,210 m.

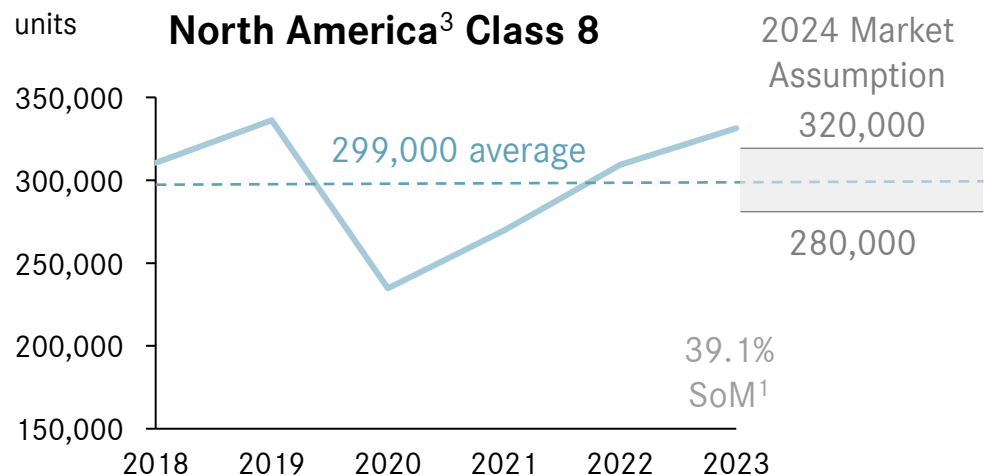
adjusted ROS IB
9.3%

EPS
€1.00

FCF IB
€1,213 m.

Net Industrial Liquidity
€9,360 m.

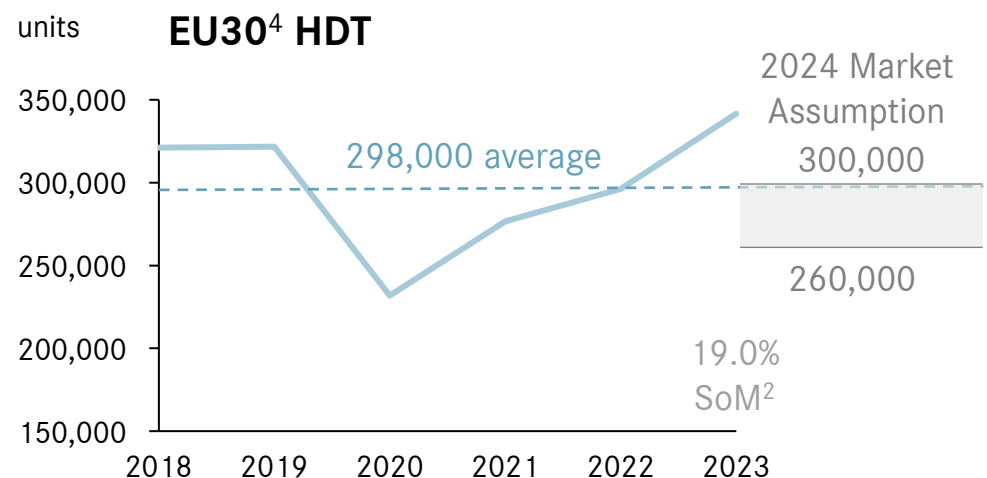
Q1/24 shows normalizing HD markets in important regions



YTD⁵

46,000
total market units

43.2%
SoM¹



YTD⁵

55,000
total market units

20.0%
SoM²



¹ Share of Market for Freightliner, Western Star (company internal analysis)

² Share of Market for Mercedes Benz (company internal analysis)

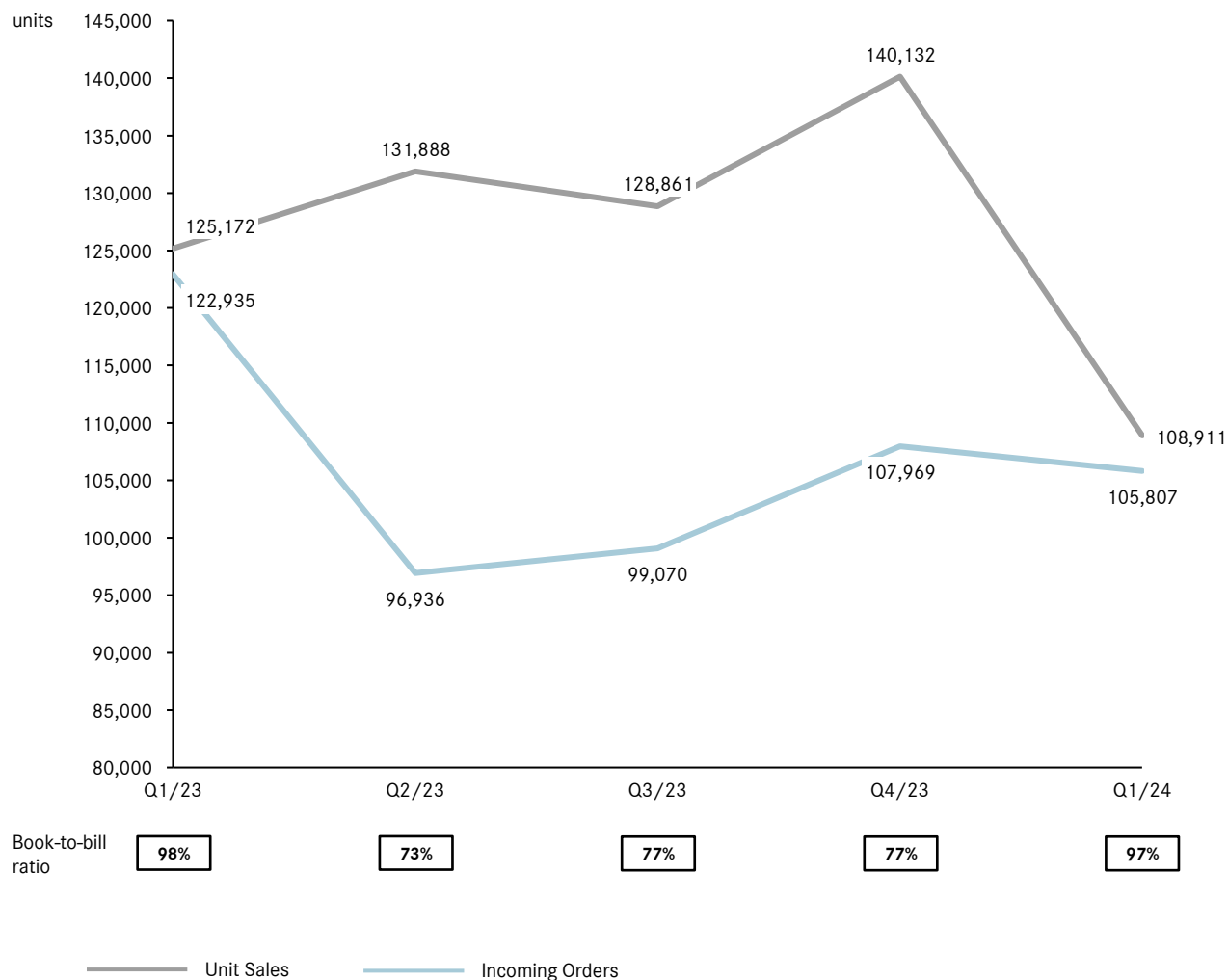
³ USA, Canada and Mexico

⁴ European Union, United Kingdom, Switzerland and Norway

⁵ YTD includes actuals January - February

Q1/24 Incoming Orders and Unit Sales

Daimler Truck Group



Highlights

- Order backlog shows normalization in all regions
- North America: relative demand shift in orders from on-highway segment to vocational and medium-duty segment – high quality order book with normalizing backlog
- Mercedes-Benz: decreasing book-to-bill ratio year-over-year with normalizing order backlog

units	Q1/2023			Q1/2024		
	Incoming orders	Group sales	Book-to-bill ratio	Incoming orders	Group sales	Book-to-bill ratio
Daimler Truck Group	122,935	125,172	98%	105,807	108,911	97%
Trucks North America	34,068	48,891	70%	44,530	46,220	96%
Mercedes-Benz	32,867	34,492	95%	27,271	31,885	86%
Trucks Asia	51,319	40,210	128%	26,886	28,457	94%
Daimler Buses	8,002	5,570	147%	8,746	5,604	156%
Reconciliation	-3,321	-3,991		-1,626	-3,255	

Increasing order and unit sales in zero-emission trucks and buses



* January - March

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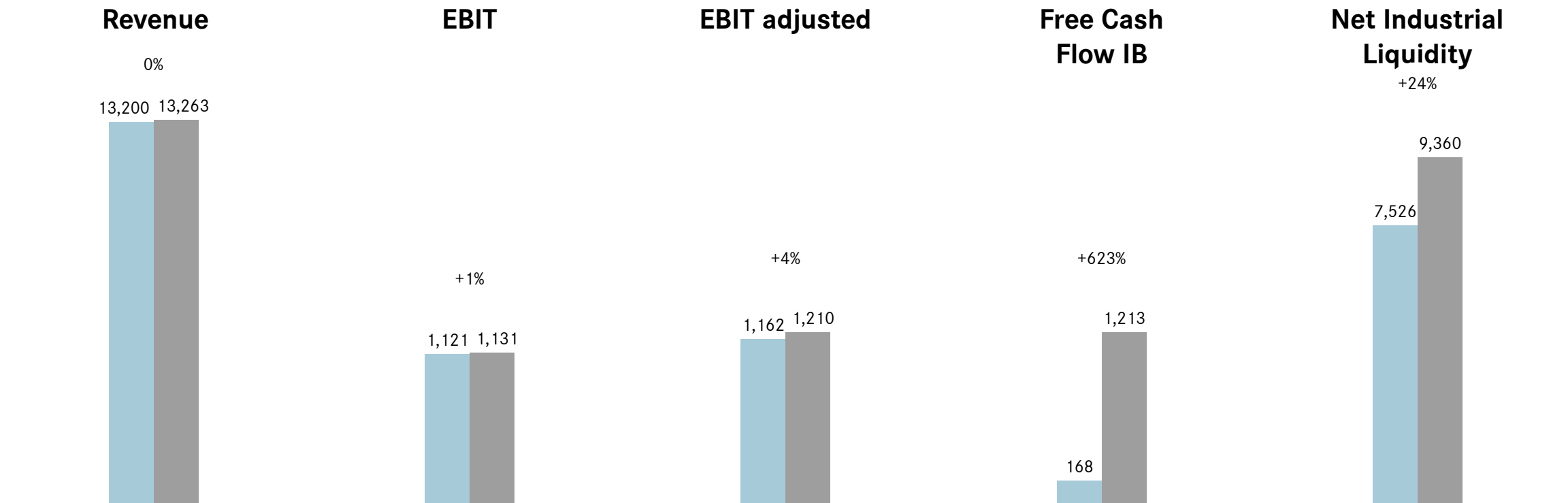
03 | Outlook

04 | Appendix



Q1/24 Key Figures Group

in million Euro

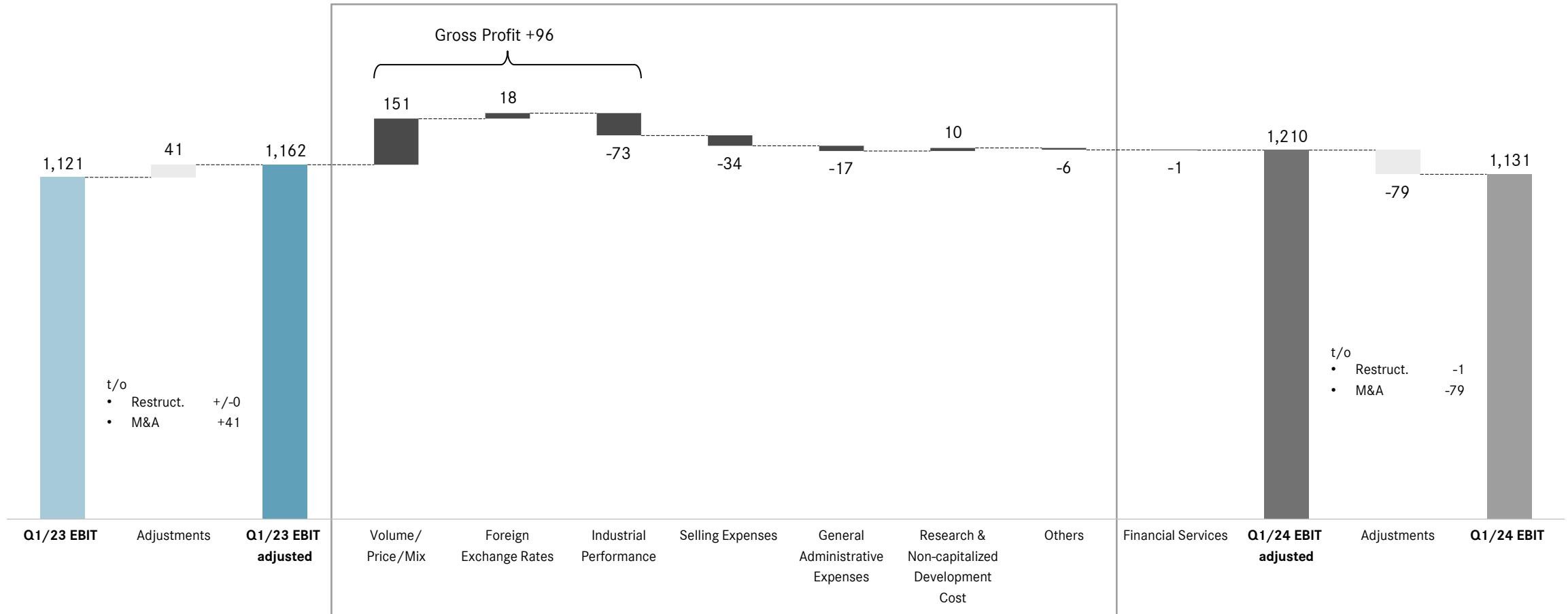


Q1/24 EBIT Group

in million Euro

- + Improved net pricing
- Lower unit sales
- Inflation-related cost increase

Industrial Business +49

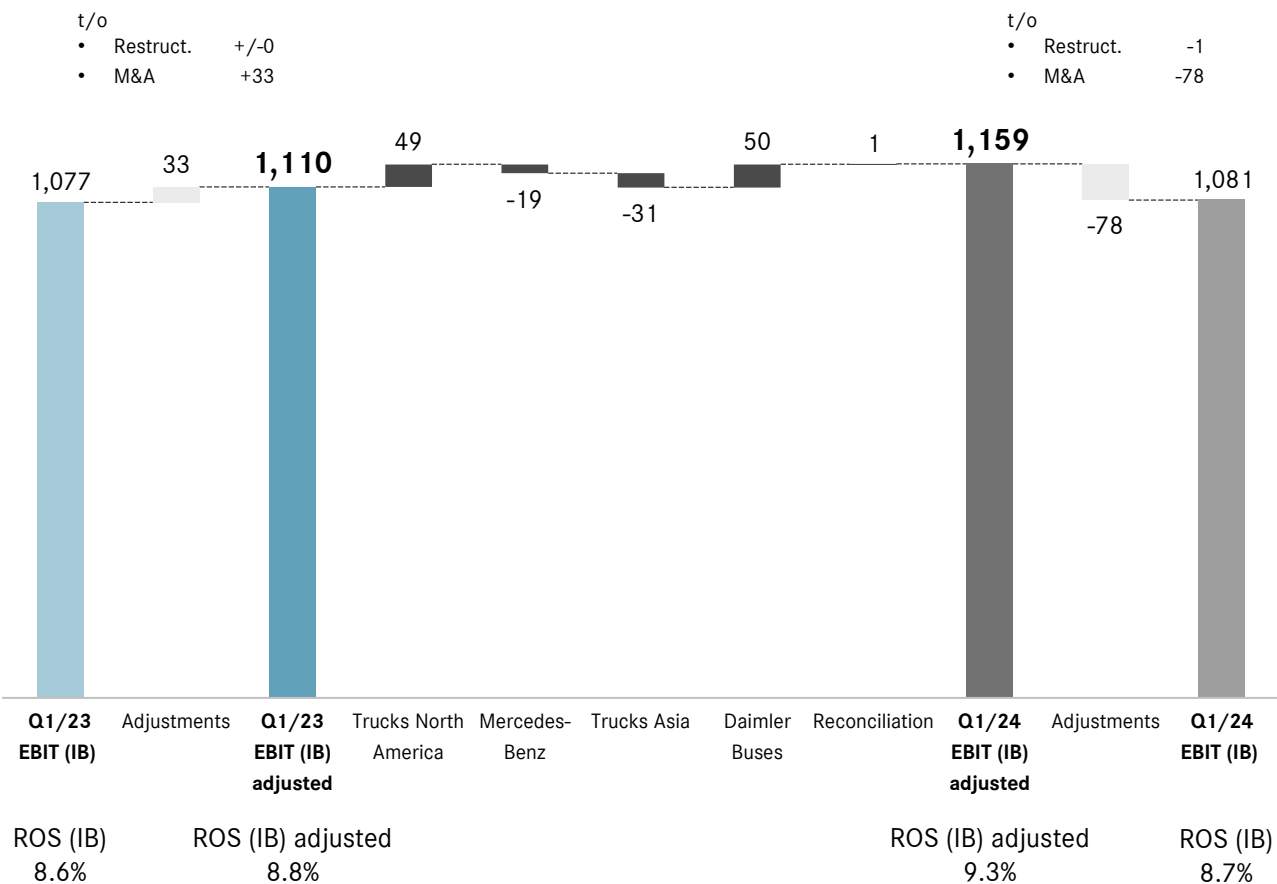


Due to rounding, individual figures may not add up precisely to the totals shown and percentages presented may not accurately reflect the absolute values to which they relate.

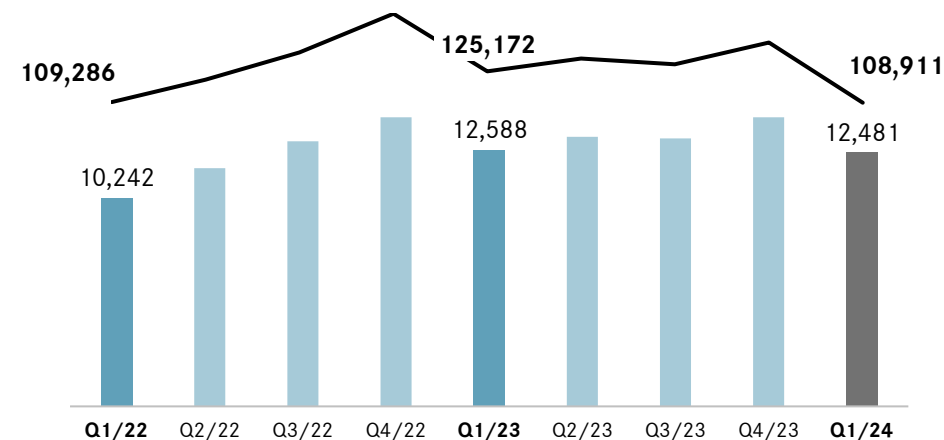
Q1/24 Revenue and EBIT – Industrial Business

in million Euro

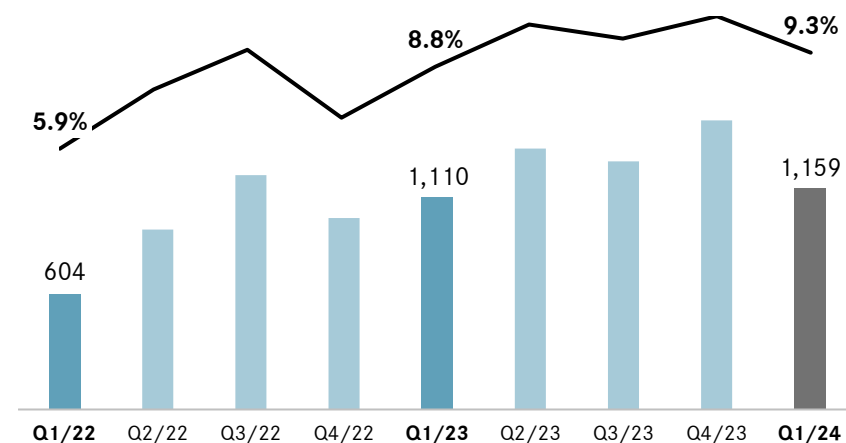
Q1/24 ROS / EBIT adjusted



Unit Sales / Revenue



ROS / EBIT adjusted

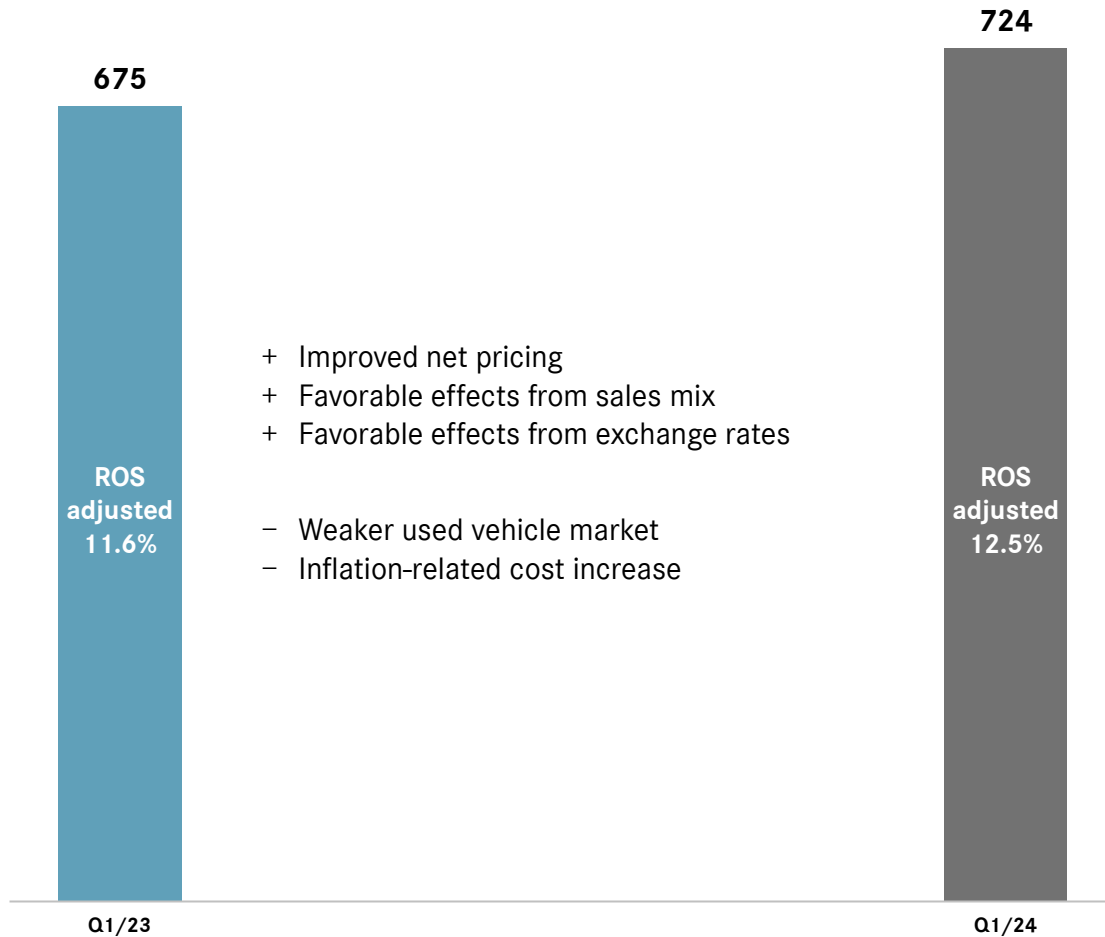


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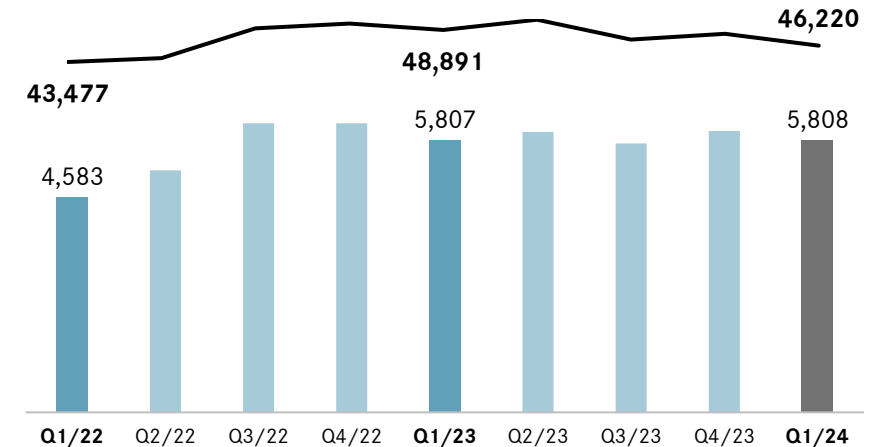
Q1/24 Revenue and EBIT – Trucks North America

in million Euro

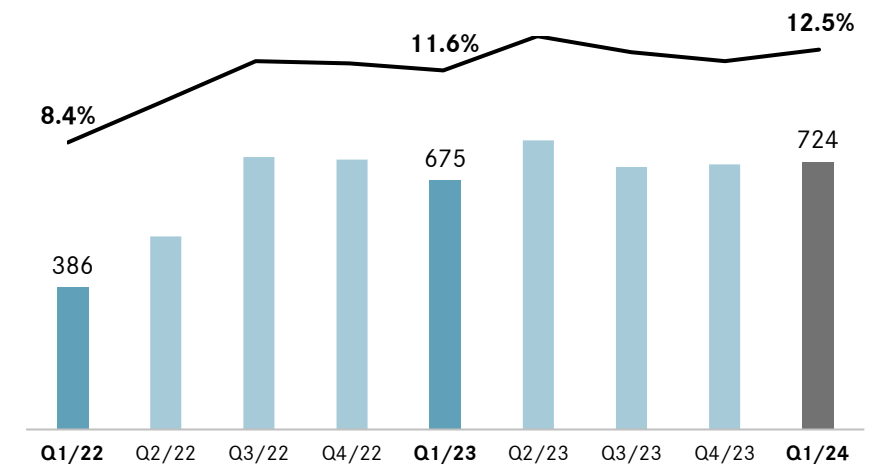
Q1/24 ROS / EBIT adjusted



Unit Sales / Revenue



ROS / EBIT adjusted

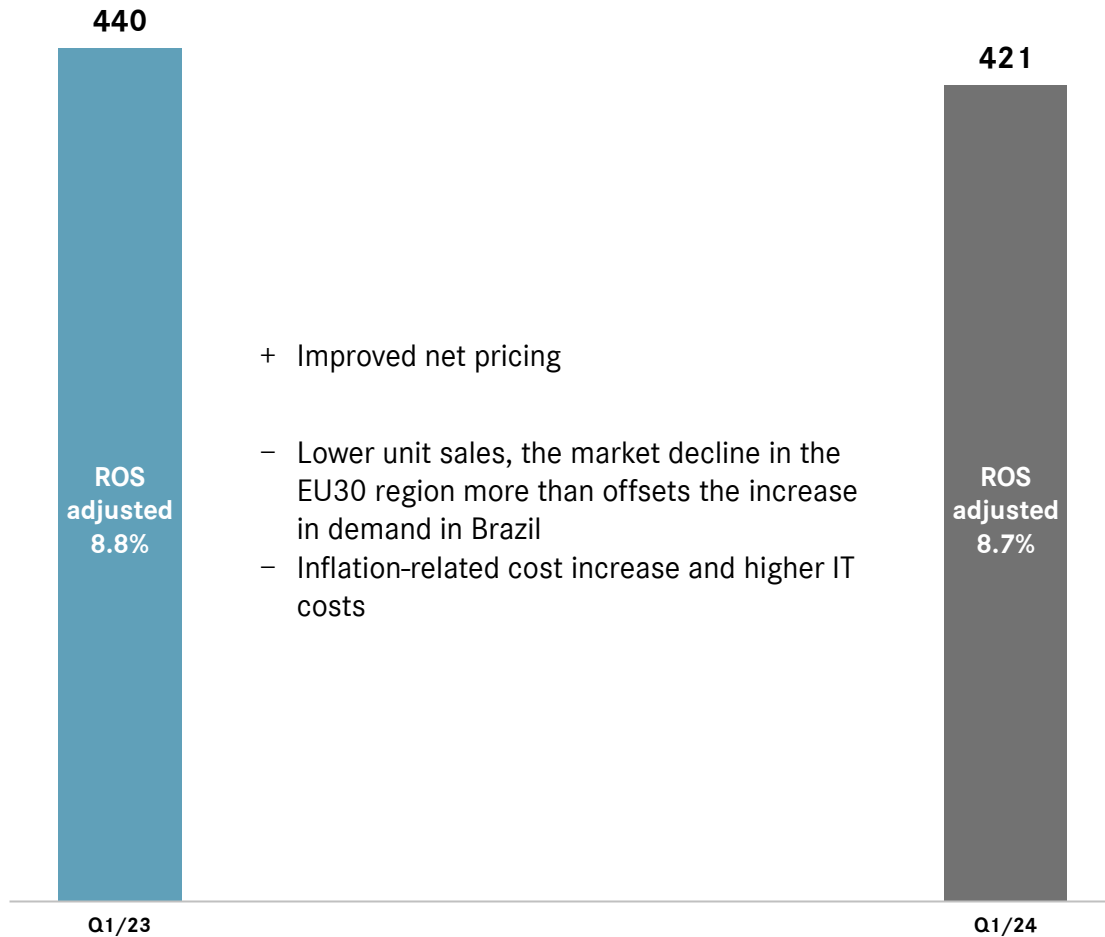


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Q1/24 Revenue and EBIT – Mercedes-Benz

in million Euro

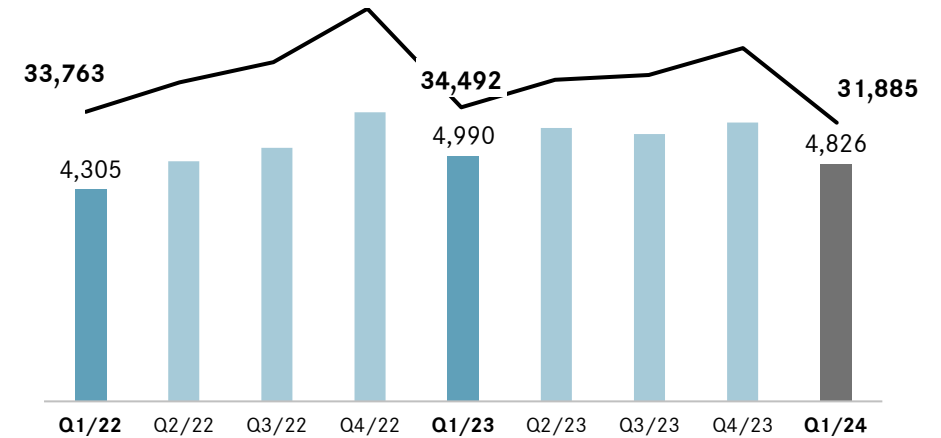
Q1/24 ROS / EBIT adjusted



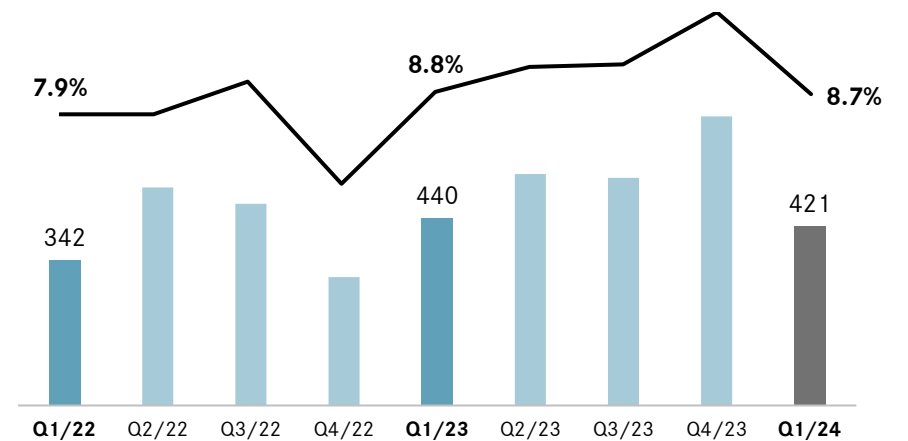
+ Improved net pricing

- Lower unit sales, the market decline in the EU30 region more than offsets the increase in demand in Brazil
- Inflation-related cost increase and higher IT costs

Unit Sales / Revenue



ROS / EBIT adjusted

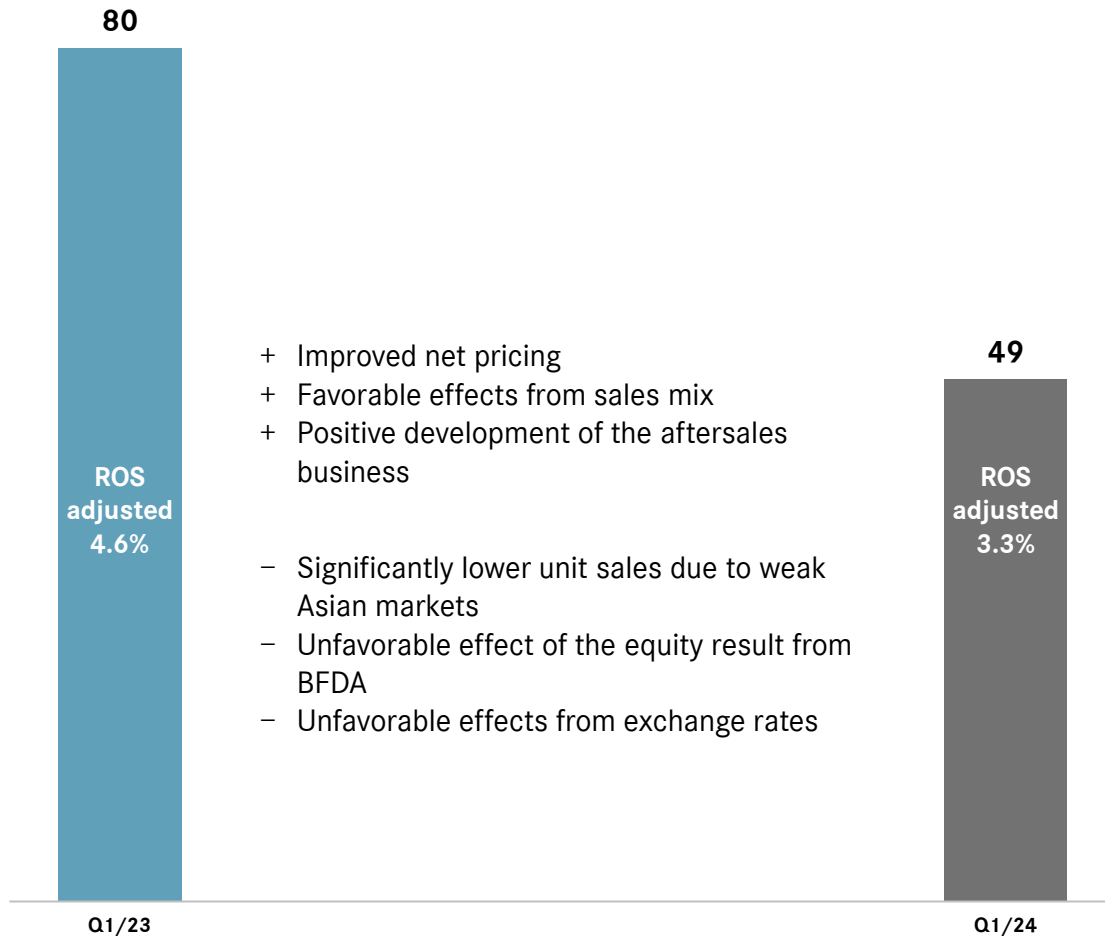


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Q1/24 Revenue and EBIT – Trucks Asia

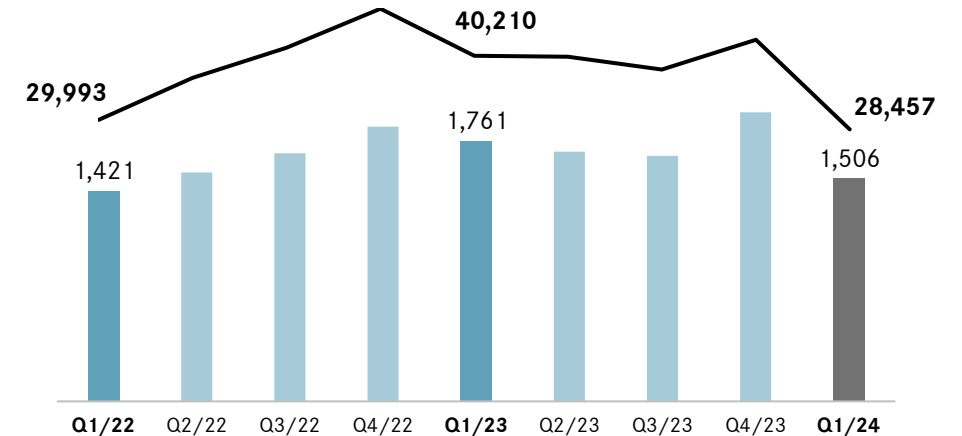
in million Euro

Q1/24 ROS / EBIT adjusted

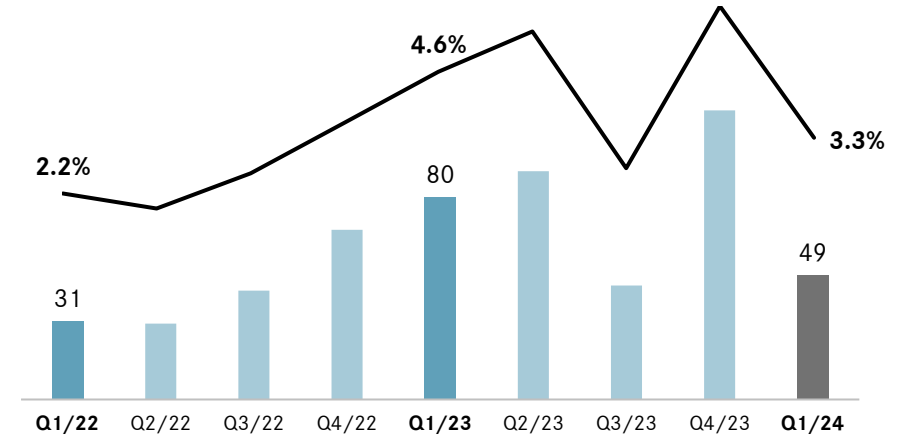


- + Improved net pricing
- + Favorable effects from sales mix
- + Positive development of the aftersales business
- Significantly lower unit sales due to weak Asian markets
- Unfavorable effect of the equity result from BFDA
- Unfavorable effects from exchange rates

Unit Sales / Revenue



ROS / EBIT adjusted

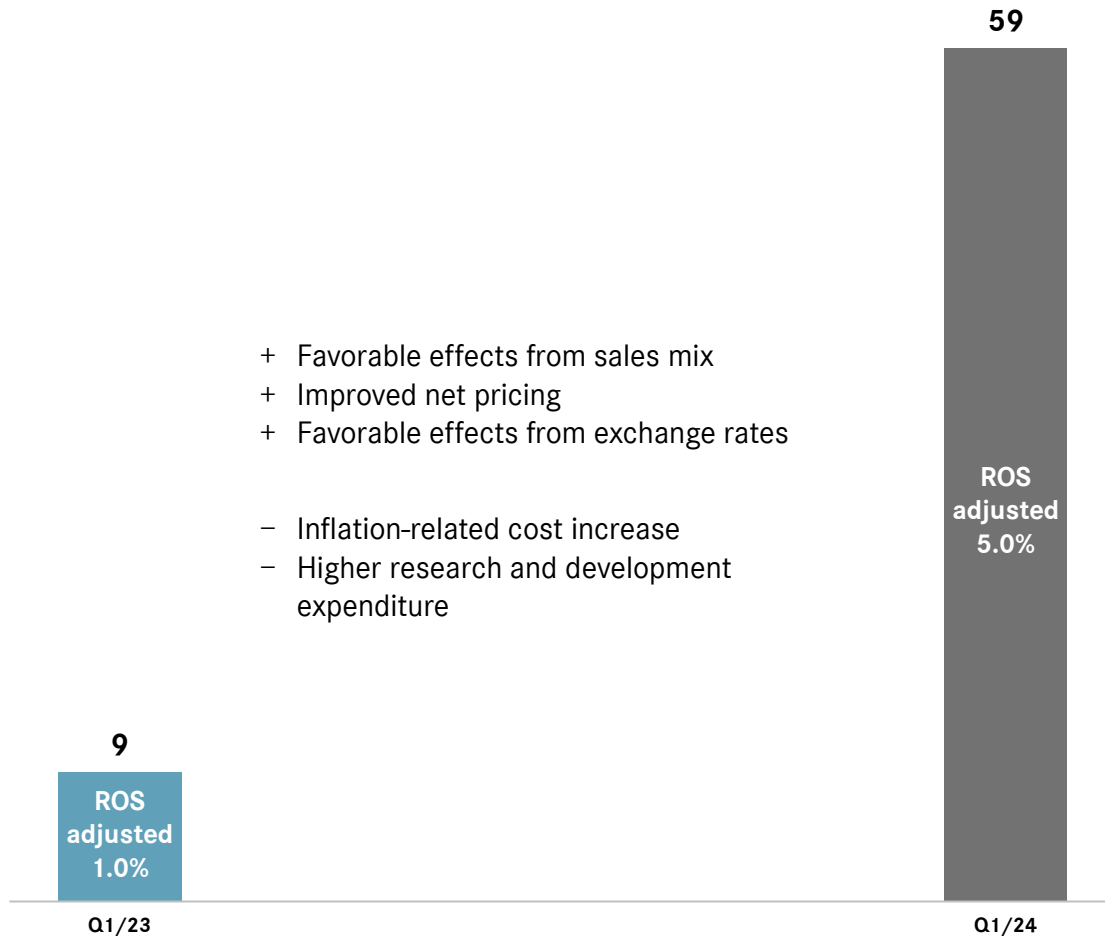


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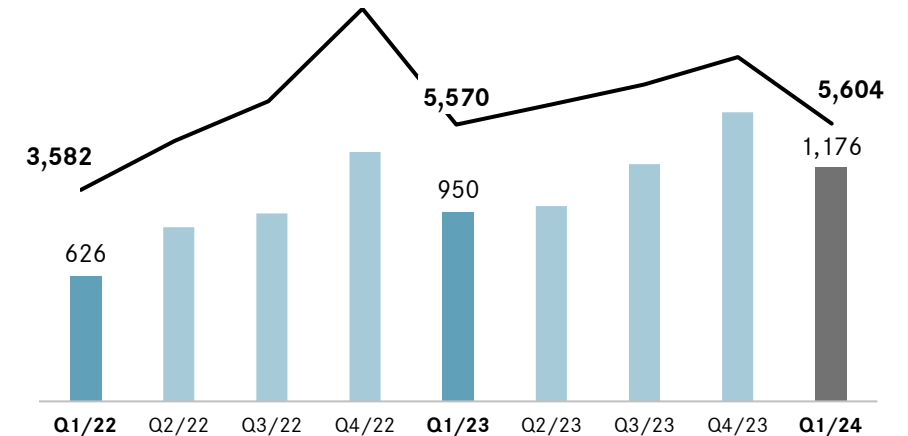
Q1/24 Revenue and EBIT – Daimler Buses

in million Euro

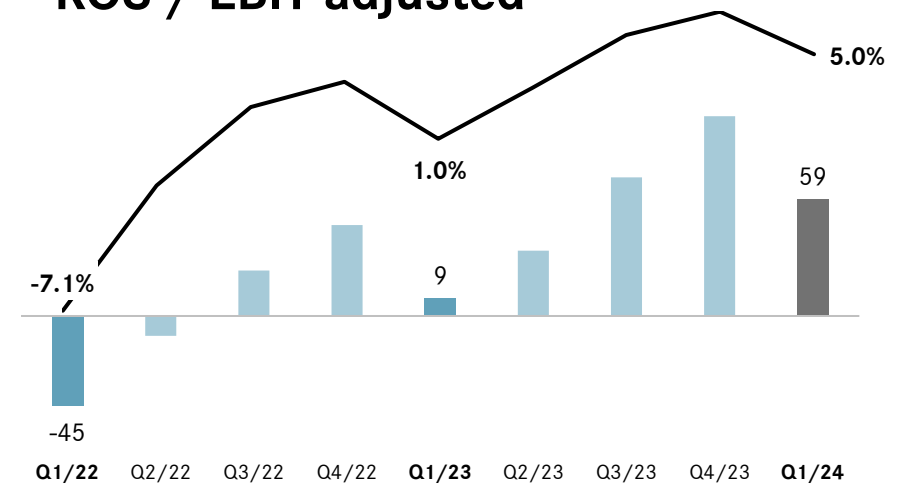
Q1/24 ROS / EBIT adjusted



Unit Sales / Revenue



ROS / EBIT adjusted

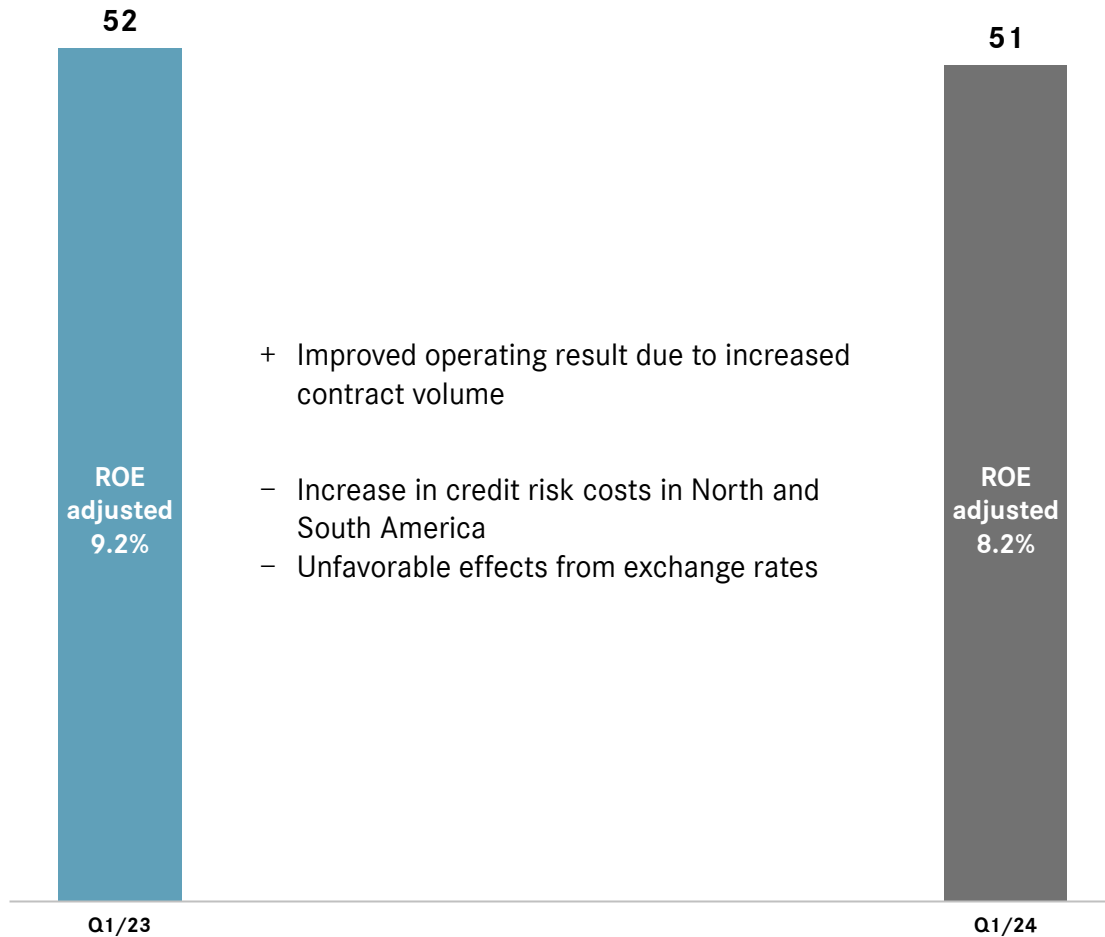


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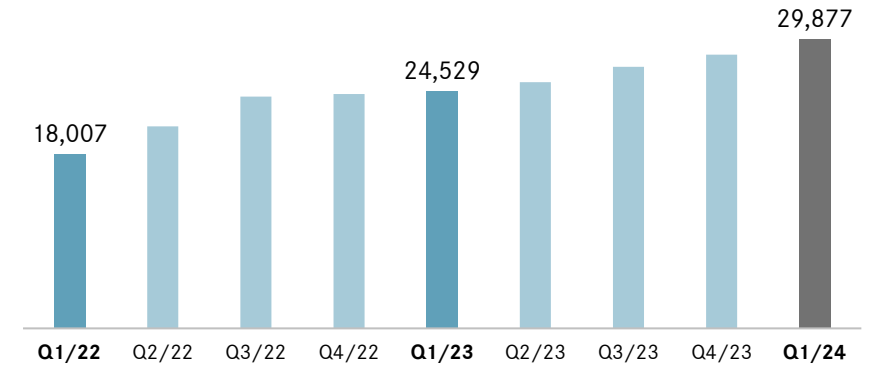
Q1/24 Revenue and EBIT – Financial Services

in million Euro

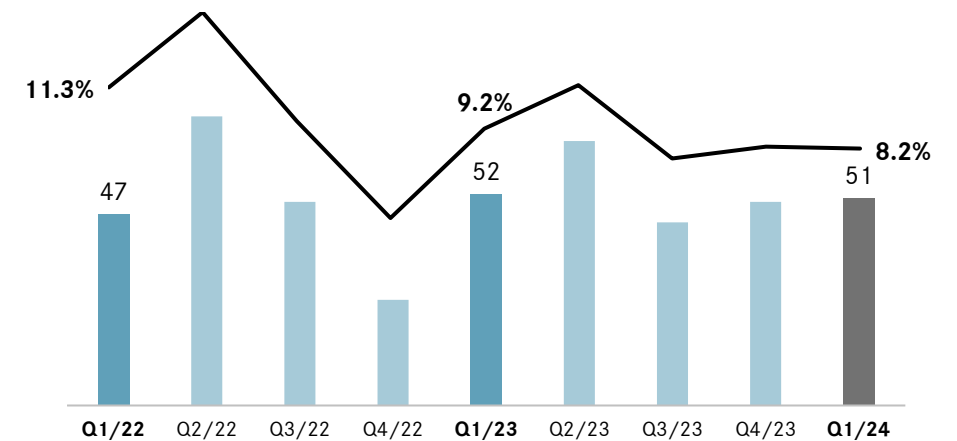
Q1/24 ROE / EBIT adjusted



Contract Volume



ROE / EBIT adjusted

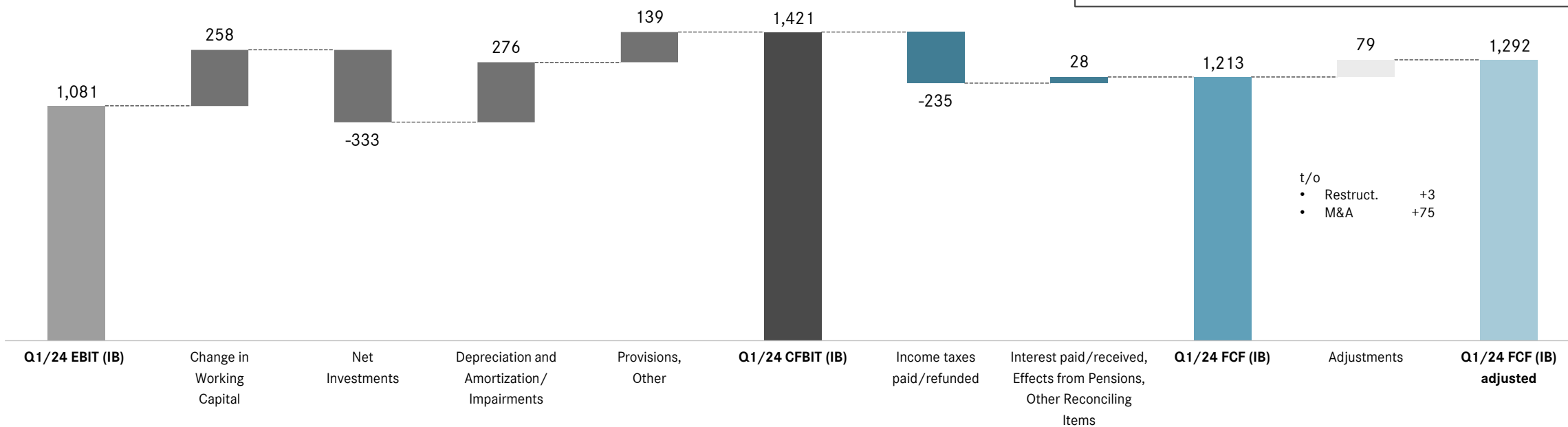


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Q1/24 Cash Flow Industrial Business

in million Euro

**Cash Conversion
Rate adjusted
1.3**



Net Industrial Liquidity (NIL)

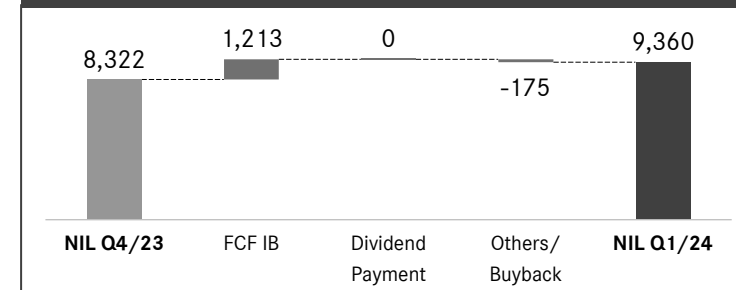
at end of

Q4/23

8.3 bn.

Q1/24

9.4 bn.



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Market Assumptions 2024

Heavy Duty Truck Market¹

2024

North America²

280 – 320 k units

EU30³

260 – 300 k units

Assumption

The outlook is especially subject to further macroeconomic and geopolitical developments.



¹ Source: Company estimate

² USA, Canada and Mexico

³ European Union, United Kingdom, Switzerland and Norway

Daimler Truck Group/Industrial Business Assumptions 2024

Group

	FY 2023	Guidance 2024
Revenue	55.890 bn. €	55 – 57 bn. €
EBIT	5.183 bn. €	on prior-year level
EBIT adjusted	5.489 bn. €	on prior-year level
Investments in PP&E and R&D costs¹	2.991 bn. €	slight increase

IB

Unit Sales	526,053 units	490 – 510 k units
Revenue	53.216 bn. €	52 – 54 bn. €
ROS adjusted	9.9%	9 – 10.5%
FCF	2.811 bn. €	slight increase

Assumption

The outlook is especially subject to further macroeconomic and geopolitical developments.



¹ budget view: R&D incl. capitalized R&D

Daimler Truck Segment Assumptions 2024

	Unit Sales in thousand units		ROS/ROE adjusted in %	
	FY 2023	Guidance 2024	FY 2023	Guidance 2024
Trucks North America	195	180 – 200	12.3	11 – 13
Mercedes-Benz	159	140 – 160	10.2	8.5 – 10.5
Trucks Asia	161	130 – 150	4.7	3 – 5
Daimler Buses	26	23 – 28	4.7	5 – 7
Financial Services	11 bn. € ¹	11 – 13 bn. € ¹	9.1 ²	9 – 11 ²

Assumption

The outlook is especially subject to further macroeconomic and geopolitical developments.



We consistently work towards our two strategic ambitions



UNLOCKING
PROFIT POTENTIAL

LEADING
SUSTAINABLE
TRANSPORTATION

Daimler Truck

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01 Business Update

02 Financials

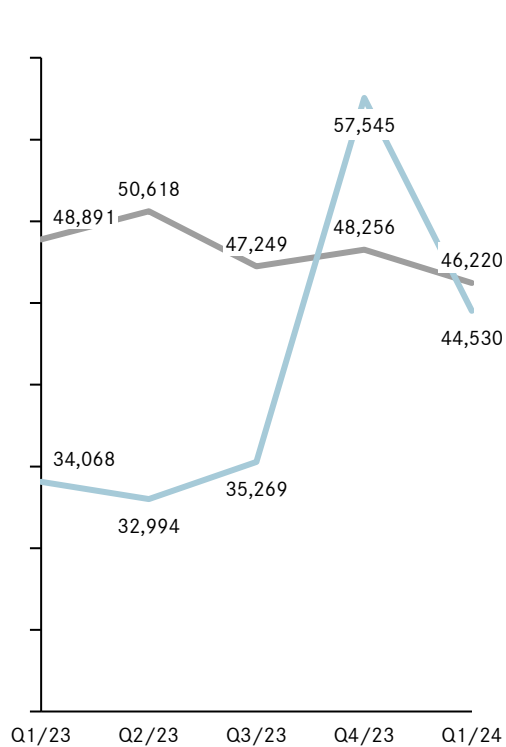
03 Outlook

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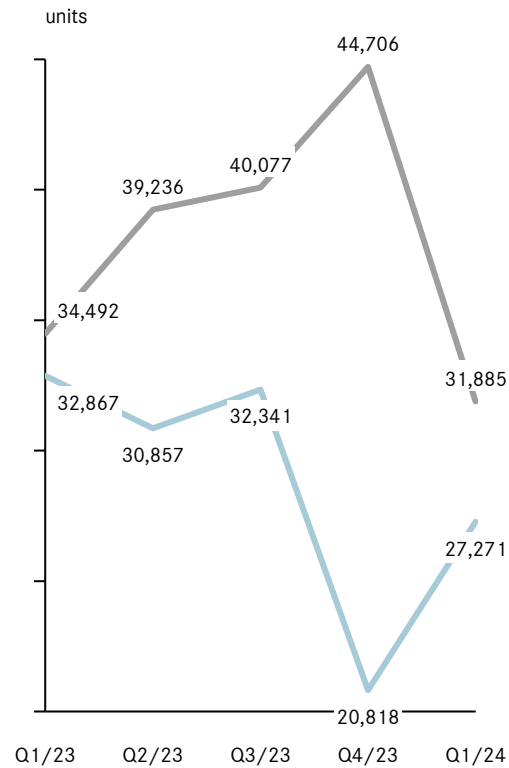
Q1/23 – Q1/24 Incoming Orders and Unit Sales by Segment

Trucks North America



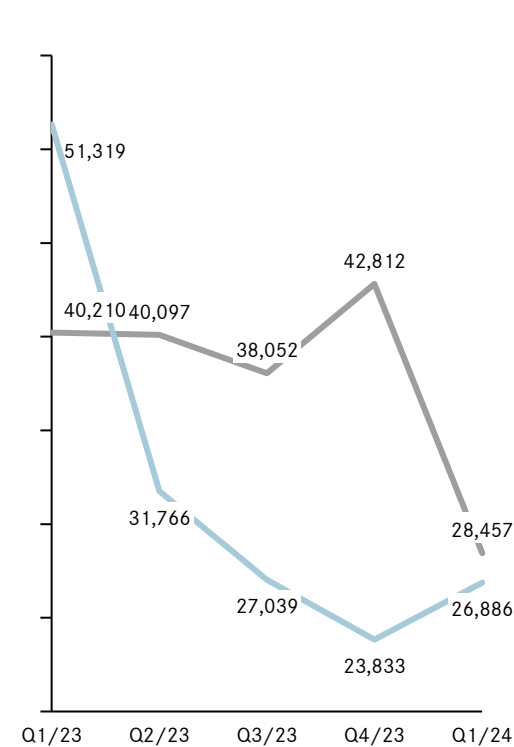
BTB RATIO: 70%, 65%, 75%, 119%, 96%

Mercedes-Benz



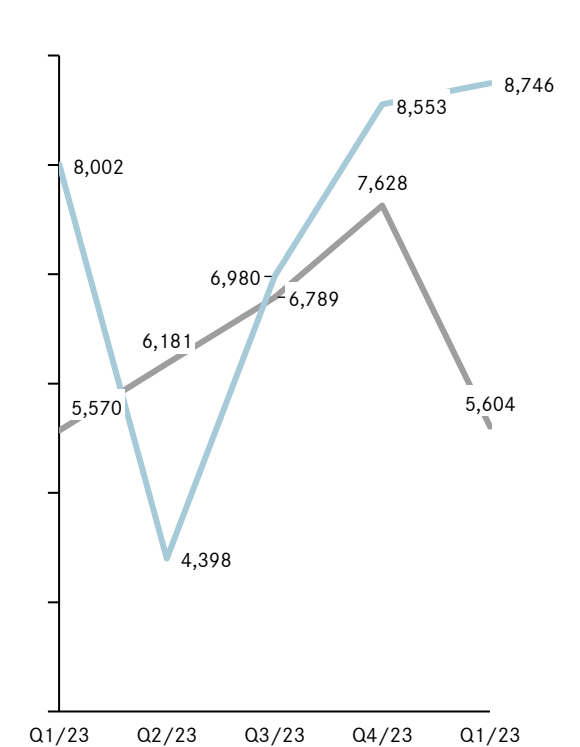
BTB RATIO: 95%, 79%, 81%, 47%, 86%

Trucks Asia



BTB RATIO: 128%, 79%, 71%, 56%, 94%

Daimler Buses



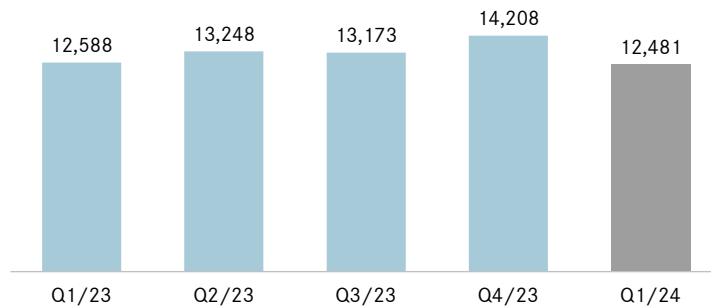
BTB RATIO: 144%, 71%, 103%, 112%, 156%

Unit Sales Incoming Orders

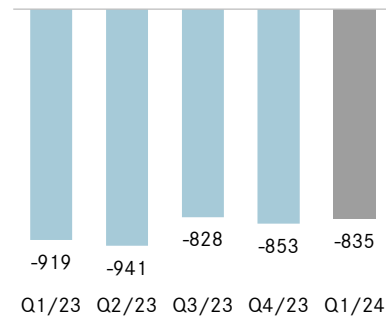
Q1/23 – Q1/24 IB Performance: Revenue by Segment

in million Euro

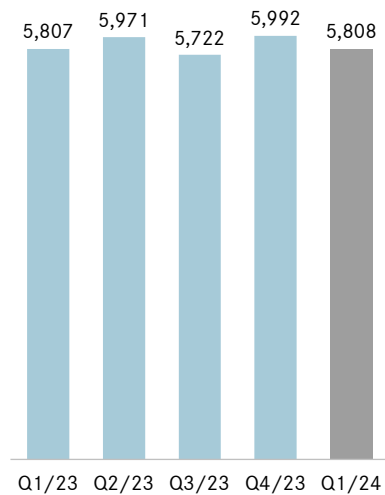
Daimler Truck Industrial Business



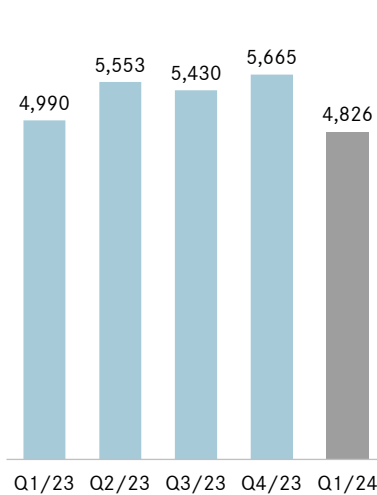
Reconciliation



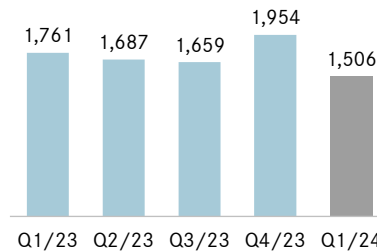
Trucks North America



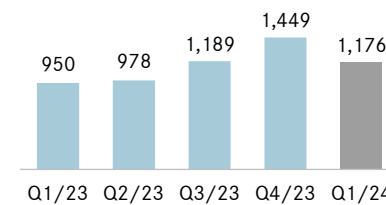
Mercedes-Benz



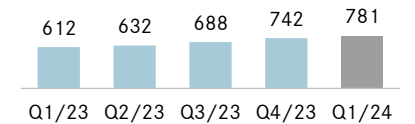
Trucks Asia



Daimler Buses



Financial Services



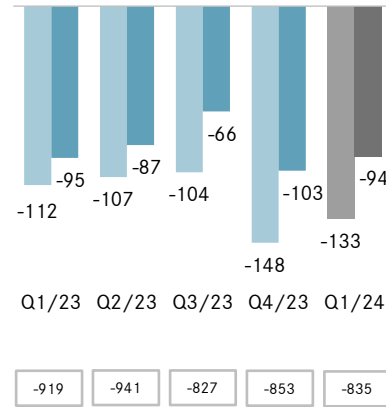
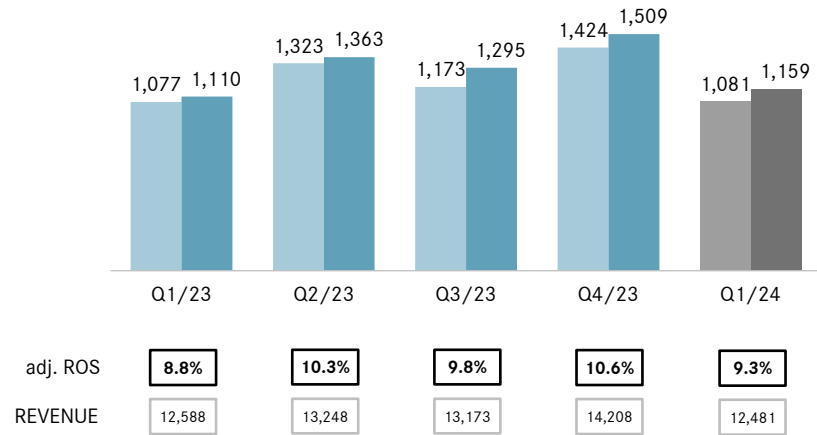
2023 Quarterly Revenue 2024 Quarterly Revenue

Q1/23 – Q1/24 IB Performance: EBIT by Segment

in million Euro

Daimler Truck Industrial Business

Reconciliation



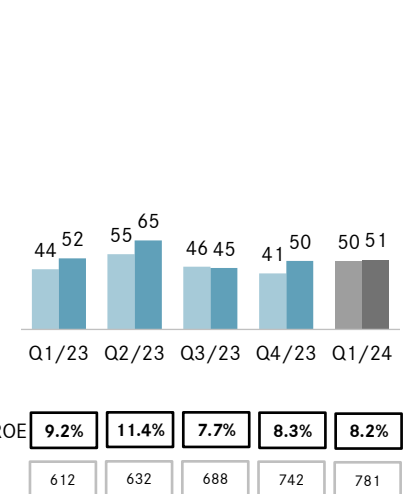
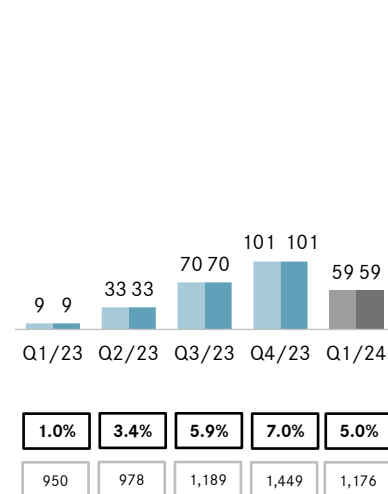
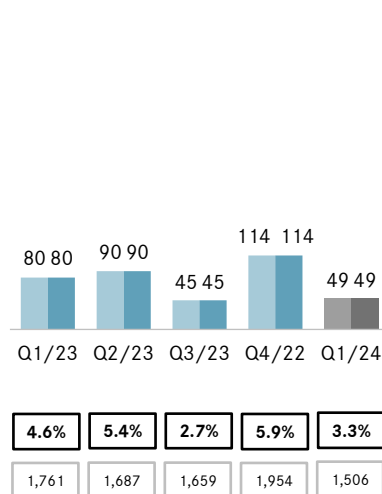
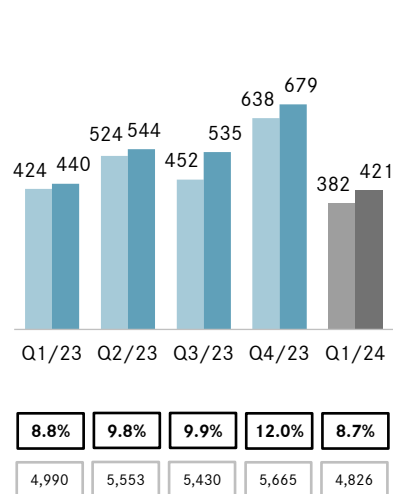
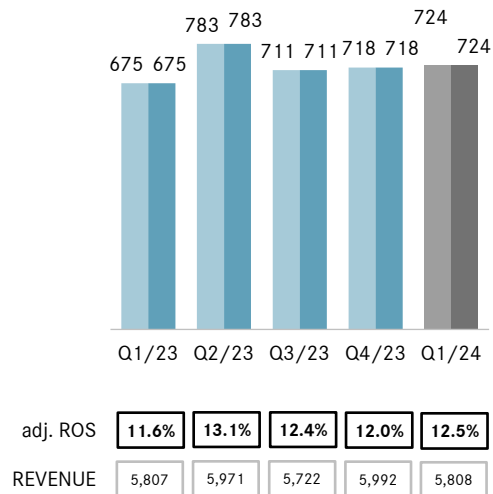
Trucks North America

Mercedes-Benz

Trucks Asia

Daimler Buses

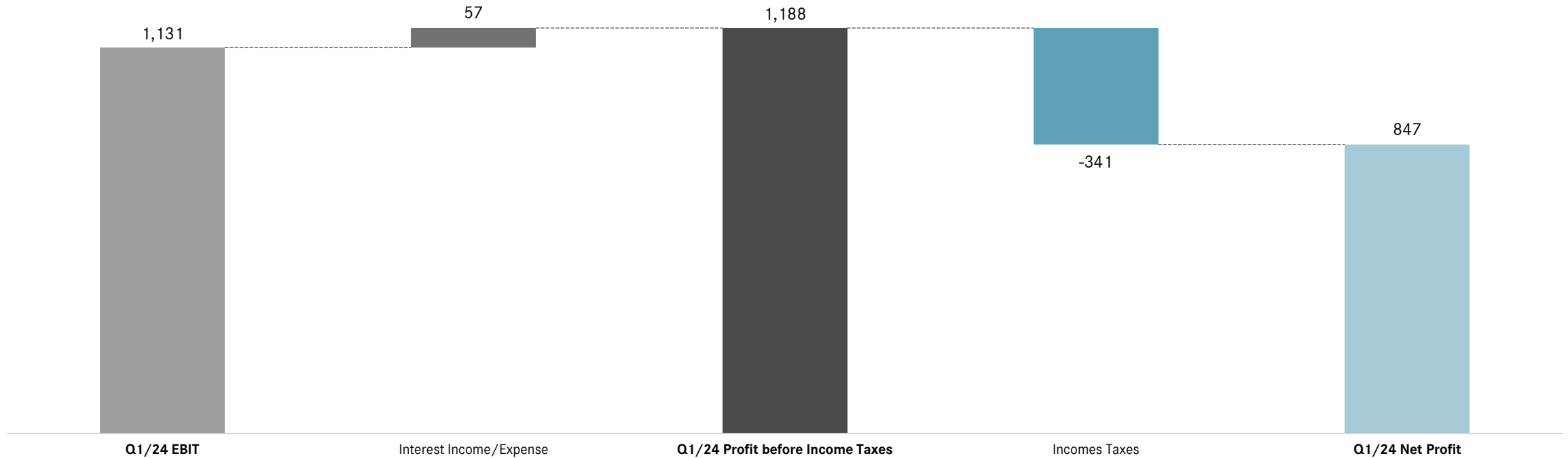
Financial Services



EBIT EBIT adjusted

Q1/24 Net Profit

in million Euro



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Q1/24 EBIT Trucks North America

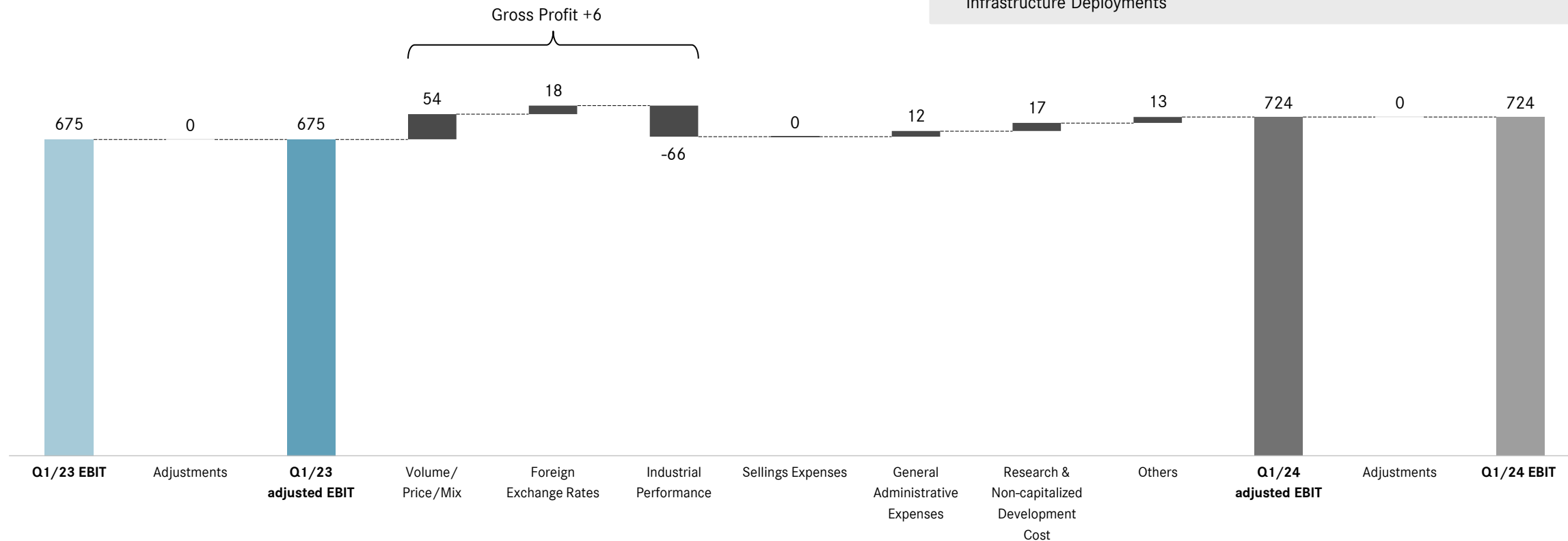
in million Euro

- + Improved net pricing
- + Favorable effects from sales mix
- + Favorable effects from exchange rates

- Weaker used vehicle market
- Inflation-related cost increase

Key Topics

- Greenlane Announces 280 mile Corridor of Commercial EV Charging Stations from Los Angeles to Las Vegas
- Daimler Truck North America's First Battery Electric Freightliner eM2 Box Trucks Hit the Road / First eCASCADIA delivered to Mexico
- Thomas built buses Celebrates 1,000th Electric School Bus Delivery
- SelecTransportation Resources Opens Largest DTNA Dealership
- Cross Industry Coalition Launches to Accelerate Zero Emission Vehicle Infrastructure Deployments



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Q1/24 EBIT Mercedes-Benz

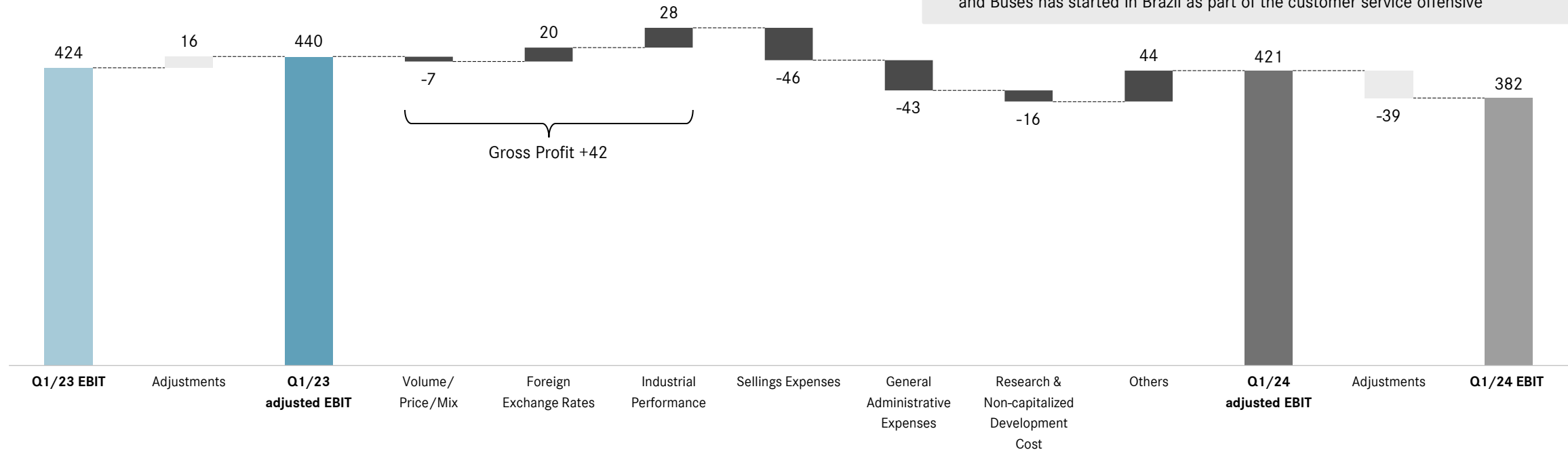
in million Euro

+ Improved net pricing

- Lower unit sales, the market decline in the EU30 region more than offsets the increase in demand in Brazil
 - Inflation-related cost increase and higher IT costs

Key Topics

- The Swiss building materials producer Holcim plans to add a total of 1000 battery-electric eActros 600 to its fleet to implement its sustainability strategy on a large scale
- Mercedes-Benz Trucks successfully completes final winter trials of the eActros 600 in extreme cold in Finland prior to start of series production
- Daimler Truck and Linde Engineering have established a standard for liquid hydrogen refueling and opened a first publicity accessible refueling station with subcooled liquid hydrogen (sLH2) technology in Wörth am Rhein. From Mid-2024 it will be used by selected customers for initial customer trials with the Mercedes-Benz GenH2 Truck
- In collaboration with Daimler Truck Financial Services, rental business for Trucks and Buses has started in Brazil as part of the customer service offensive



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Q1/24 EBIT Trucks Asia

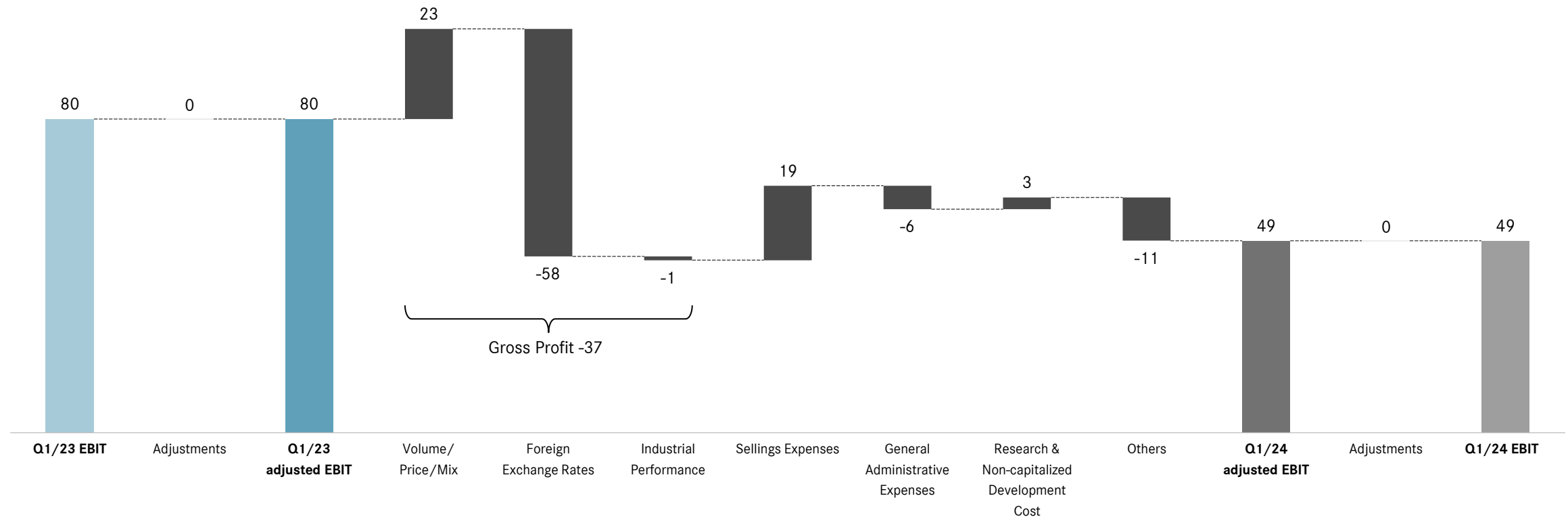
in million Euro

- + Improved net pricing
- + Favorable effects from sales mix
- + Positive development of the aftersales business

- Significantly lower unit sales due to weak Asian markets
- Unfavorable effect of the equity result from BFDA
- Unfavorable effects from exchange rates

Key Topics

- Mitsubishi Fuso launched the new light duty Canter truck in Japan offering the first redesign in 14 years and a wide range of advanced safety features
- First All electric RIZON Trucks deliveries to end customers in California serving a variety of applications
- Truck India has added a new 3S (Sales, Service and Spares) BharatBenz dealership to its network in Central India



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Q1/24 EBIT Daimler Buses

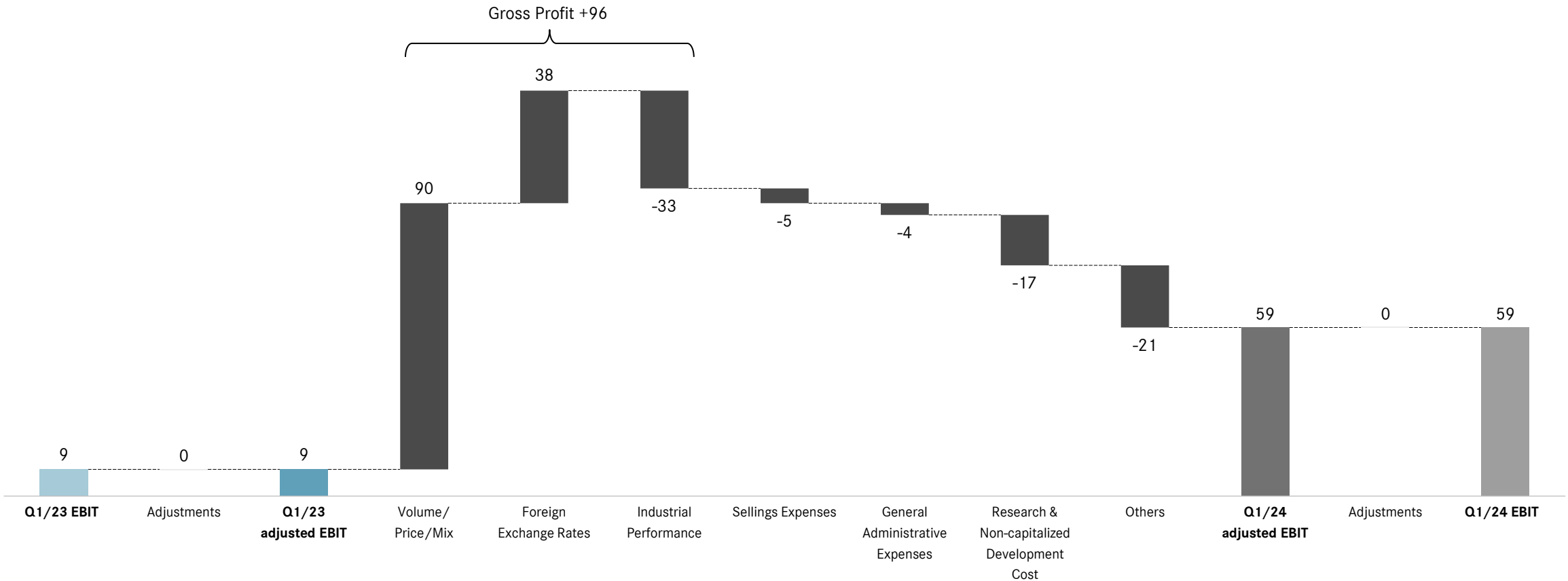
in million Euro

- + Favorable effects from sales mix
- + Improved net pricing
- + Favorable effects from exchange rates

- Inflation-related cost increase
- Higher research and development expenditure

Key Topics

- Higher market demand, especially in Europe and Mexico
- European coach segment further recovering
- Coach Mercedes-Benz Tourrider in the spotlight at two US trade fairs



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Q1/24 Key Figures Financial Services

New Business in million Euro

+16%

2,401

2,775

Penetration Rate in %

+5.2 pts

16.7

21.9

Contract Volume in million Euro at end of period

+6%

28,277

29,877

EBIT adjusted in million Euro

-1%

52

51

ROE adjusted in %

-1.0 pts

9.2

8.2

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■ Q1/23A ■ Q1/24A ■ Q4/23A

Q1/24 EBIT Financial Services

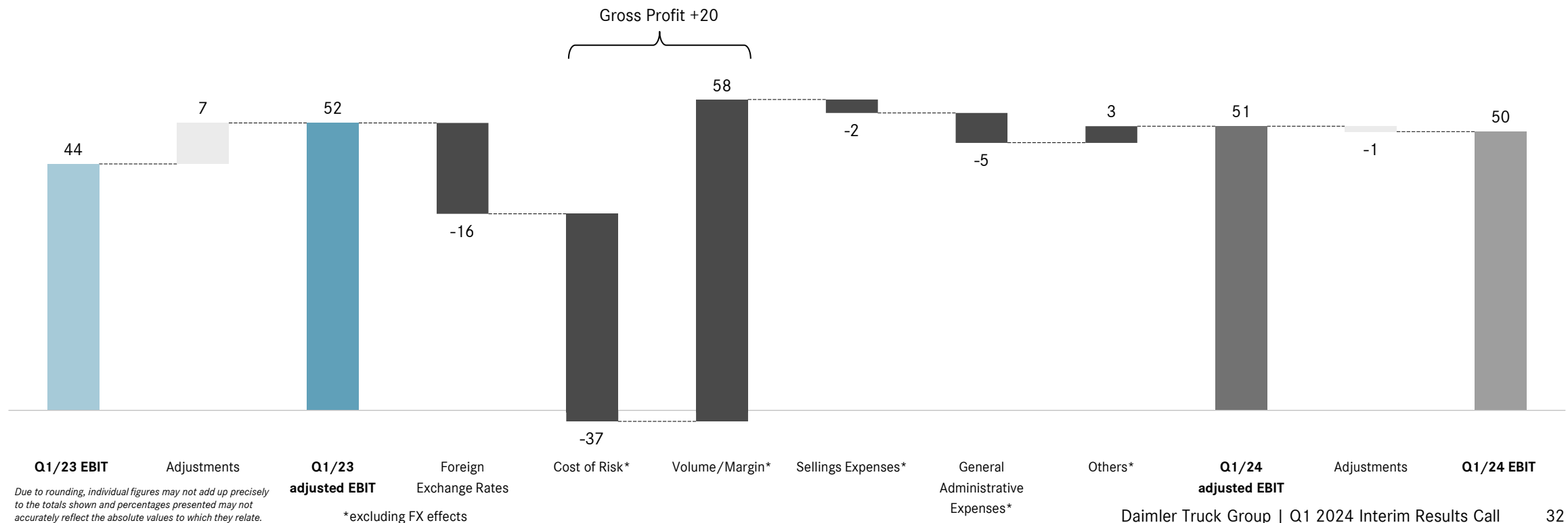
in million Euro

+ Improved operating result due to increased contract volume

- Increase in credit risk costs in North and South America
- Unfavorable effects from exchange rates

Key Topics

- Start of label program in Romania
- Launch of rental business in Brazil
- Higher penetration rate and the ramp up in Germany and France lead to increased new business volume of €2.8 bn.
- Contract volume increased to €29.9 bn in Q1 2024 compared to Q4 2023 mainly driven by North America & Europe



Capital Structure

in million Euro

	Sep 30, 2023	Dec 31, 2023	Mar 31, 2024
Group liquidity			
Cash and cash equivalents	9,982	7,067	7,859
Marketable debt securities and similar investments	1,905	1,808	2,125
Group Gross Liquidity	11,888	8,875	9,983
Total Financing Liabilities	-28,406	-26,096	-27,528
Group Net Debt	-16,519	-17,221	-17,545
Liquidity of the Industrial Business			
Cash and cash equivalents	9,740	6,722	7,548
Marketable debt securities and similar investments	1,863	1,764	2,080
Gross Liquidity of the Industrial Business	11,602	8,487	9,628
Financing liabilities (nominal)	-3,917	-165	-268
Net Liquidity of the Industrial Business	7,685	8,322	9,360
Pension Benefits			
Benefit Obligations	-5,689	-6,251	-6,189
Plan Assets	5,314	5,654	5,732
Funded Status	-375	-597	-457
Funding Ratio	93.4%	90.4%	92.6%
Average number of shares outstanding			
in millions; adjusted for treasury stocks			
basic	820	806	804
diluted	820	806	804

Definition of Guidance Sensitivities

Guidance KPI	Sensitivities	Definition
EBIT	significant decrease	below -15.0%
	slight decrease on prior-year level	-15.0% to below -5.0%
	slight increase	-5.0% to 5.0%
	significant increase	above +5.0% to +15.0%
Sum of investments in PP&E and R&D costs	significant decrease	above +15.0%
	slight decrease on prior-year level	below -15.0%
	slight increase	-15.0% to below -5.0%
	significant increase	-5.0% to +5.0%
FCF IB	significant decrease	above +5.0% to +15.0%
	slight decrease on prior-year level	above +15.0%
	slight increase	below -25.0%
	significant increase	-25.0% to below -10.0%
	slight increase	-10.0% to +10.0%
	significant increase	above +10.0% to 25.0%
		above +25.0%

Disclaimer

Forward-looking statements

This document contains forward-looking statements that reflect our current views about future events. The words “aim”, “ambition”, “anticipate”, “assume”, “believe”, “estimate”, “expect”, “intend”, “may”, “can”, “could”, “plan”, “project”, “should” and similar expressions are used to identify forward-looking statements. These statements are subject to many risks and uncertainties, including an adverse development of global economic conditions, in particular a decline of demand in our most important markets; a deterioration of our refinancing possibilities on the credit and financial markets; events of force majeure including natural disasters, pandemics, acts of terrorism, political unrest, armed conflicts, industrial accidents and their effects on our sales, purchasing, production or financial services activities; changes in currency exchange rates, customs and foreign trade provisions; a shift in consumer preferences; a possible lack of acceptance of our products or services which limits our ability to achieve prices and adequately utilise our production capacities; price increases for fuel or raw materials; disruption of production due to shortages of materials, labour strikes or supplier insolvencies; a decline in resale prices of used vehicles; the effective implementation of cost-reduction and efficiency-optimisation measures; the business outlook for companies in which we hold a significant equity interest; the successful implementation of strategic cooperations and joint ventures; changes in laws, regulations and government policies, particularly those relating to vehicle emissions, fuel economy and safety; the resolution of pending government investigations or of investigations requested by governments and the conclusion of pending or threatened future legal proceedings; and other risks and uncertainties, some of which are described under the heading “Risk and Opportunity Report” in the current Annual Report. If any of these risks and uncertainties materializes, or if the assumptions underlying any of our forward-looking statements prove to be incorrect, the actual results may be materially different from those we express or imply by such statements. We do not intend or assume any obligation to update these forward-looking statements since they are based solely on the circumstances at the date of publication.