
DAIMLER TRUCK

Factbook for Q2 2022

August, 11th 2022

DAIMLER TRUCK

Table of contents

Tab	Content
Stock Market Information	Stock market information
Key Figures and Ratios	Key figures and ratios for Group, Industrial Business and Segments
Share of Market	Market share information for Trucks North America and Mercedes-Benz
Financial Statements	Condensed Financial Statements of Daimler Truck Group
Industrial Business	Financial details for Industrial Business
Trucks North America	Financial details for Trucks North America
Mercedes-Benz	Financial details for Mercedes-Benz
Trucks Asia	Financial details for Trucks Asia
Daimler Buses	Financial details for Daimler Buses
Financial Services	Financial details for Financial Services
Capital Structure	Financial details for Liquidity and Pension benefits
Guidance	Information on assumptions for heavy duty truck market and financial outlook for Group, Industrial Business and Segments

Disclaimer: 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.

DAIMLER TRUCK

Stock Market Information

1. Stock Market Information

In €m	Financial Year	1st Quarter	2nd Quarter	January - June
	2021	2022	2022	2022
Earnings per share (in EUR)				
basic	2,85	0,31	1,12	1,43
diluted	2,85	0,31	1,12	1,43
Average number of shares outstanding (in millions) (adjusted for treasury stocks)				
basic	823	823	823	823
dilluted	823	823	823	823
Number of shares outstanding (at period end, in million)	823	823	823	823
Xetra closing price (at period end, in €)	32,29	25,80	24,91	24,91
Market capitalization Frankfurt (at period end, in billions of €)	26,57	21,23	20,50	20,50

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Key Figures and Ratios

1. Key Figures and Ratios Group

In €m	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter			January - June			FY
	2021	2021	2022	2022	2021	Change	2022	2021	Change	2021
Revenue	9.160	11.345	10.551	12.104	10.235	18%	22.655	19.258	18%	39.764
EBIT	374	417	461	1.074	867	24%	1.535	2.566	-40%	3.357
Net profit (loss)	214	117	275	946	608	56%	1.221	2.051	-40%	2.383
t/o Profit (loss) attributable to shareholders of Daimler Truck AG	207	105	257	922	600	54%	1.179	2.035	-42%	2.347
Investment PP&E	155	418	99	143	100	43%	242	189	28%	762
Depreciation and Amortization/Impairments*	322	278	272	274	274	0%	546	560	-2%	1.160
t/o Amortization on capitalized development costs	51	30	30	30	51	-42%	60	102	-41%	183
Research and development costs	397	435	386	443	364	22%	829	742	12%	1.574
t/o Research and non-capitalized development costs	335	407	346	394	323	22%	740	656	13%	1.398
t/o Capitalized development costs	61	29	40	49	41	19%	89	86	3%	176
Capitalization ratio in %	15,4%	6,6%	10,4%	11,1%	11,3%	.	10,7%	11,6%	.	11,2%
Research and development costs (EBIT view)	-386	-437	-376	-424	-374	13%	-799	-757	6%	-1.581
t/o Research and non-capitalized development costs	-335	-407	-346	-394	-323	22%	-740	-656	13%	-1.398
t/o Amortization on capitalized development costs	-51	-30	-30	-30	-51	-42%	-60	-102	-41%	-183

	3rd Quarter	4th Quarter	1st Quarter	End of		
	2021	2021	2022	Q2 2022	Q4 2021	Change
Active Workforce Group**	101.550	99.849	101.600	103.386	99.849	4%
Trucks North America	26.076	25.930	27.074	27.319	25.930	5%
Mercedes-Benz	41.300	40.327	40.636	41.357	40.327	3%
Trucks Asia	15.986	15.865	15.777	15.988	15.865	1%
Daimler Buses	14.972	14.861	14.960	14.981	14.861	1%
Financial Services	1.392	1.245	1.303	1.487	1.245	19%

* Depreciation and amortization including amortization on capitalized development costs and right-of-use assets, excluding depreciation on leased assets.

** Including items that cannot be allocated to any segment. Active Workforce as a fulltime-equivalent. Figure at end of period.

DAIMLER TRUCK

Key Figures and Ratios

2. Key Figures and Ratios Industrial Business

In €m	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter			January - June			FY
	2021	2021	2022	2022	2021	Change	2022	2021	Change	2021
Unit sales	106.304	130.932	109.286	120.961	116.845	4%	230.247	218.209	6%	455.445
Revenue	8.854	11.081	10.242	11.706	9.961	18%	21.948	18.707	17%	38.641
Adj. EBIT	475	522	604	940	810	16%	1.544	1.362	13%	2.359
<i>Adj. RoS (%)</i>	<i>5,4</i>	<i>4,7</i>	<i>5,9</i>	<i>8,0</i>	<i>8,1</i>	<i>.</i>	<i>7,0</i>	<i>7,3</i>	<i>.</i>	<i>6,1</i>
Adj. CFBIT	-697	1.285	332	-37	765	.	296	1.324	-78%	1.912
<i>Adj. Cash Conversion Rate (CCR)*</i>	<i>-1,5</i>	<i>2,5</i>	<i>0,6</i>	<i>0,0</i>	<i>0,9</i>	<i>.</i>	<i>0,2</i>	<i>1,0</i>	<i>.</i>	<i>0,8</i>
Adj. Free cash flow	-865	1.213	206	-730	526	.	-524	960	.	1.308

*Adj. CCR equals adj. CFBIT divided by adj. EBIT.

DAIMLER TRUCK

Key Figures and Ratios

3. Key Segment Data

In €m	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter			January - June			FY
	2021	2021	2022	2022	2021	Change	2022	2021	Change	2021
Trucks North America										
Unit sales	34.604	47.626	43.477	44.124	43.233	2%	87.601	79.926	10%	162.156
Revenue	3.603	4.598	4.583	5.150	4.085	26%	9.733	7.581	28%	15.782
Adj. EBIT	351	248	386	523	440	19%	909	854	6%	1.452
Adj. RoS (%)	9,7	5,4	8,4	10,2	10,8	.	9,3	11,3	.	9,2
Mercedes-Benz										
Unit sales	31.691	39.548	33.763	38.812	38.717	0%	72.575	70.092	4%	141.331
Revenue	3.682	4.326	4.305	4.880	4.301	13%	9.185	8.106	13%	16.113
Adj. EBIT	114	235	342	512	243	110%	853	421	103%	770
Adj. RoS (%)	3,1	5,4	7,9	10,5	5,7	.	9,3	5,2	.	4,8
Trucks Asia										
Unit sales	38.072	40.444	29.993	36.704	33.125	11%	66.697	64.895	3%	143.411
Revenue	1.422	1.613	1.421	1.546	1.455	6%	2.967	2.933	1%	5.969
Adj. EBIT	117	111	31	30	140	-79%	61	198	-69%	427
Adj. RoS (%)	8,3	6,9	2,2	1,9	9,6	.	2,0	6,8	.	7,2
Daimler Buses										
Unit sales	4.477	6.067	3.582	5.075	4.618	10%	8.657	8.192	6%	18.736
Revenue	810	1.168	626	873	727	20%	1.499	1.233	22%	3.211
Adj. EBIT	6	-24	-45	-10	15	.	-55	-59	-6%	-77
Adj. RoS (%)	0,7	-2,1	-7,1	-1,2	2,0	.	-3,7	-4,8	.	-2,4
Financial Services										
Revenue	306	265	309	398	274	45%	707	551	28%	1.122
Adj. EBIT	17	72	47	71	69	3%	117	104	12%	193
Book equity value	1.713	1.565	1.762	1.975	1.647	20%	1.975	1.647	20%	1.565
Adj. RoE (%)	4,0	17,6	11,3	15,1	17,9	.	13,3	14,0	.	12,4
Reconciliation Unit sales	-2.540	-2.753	-1.529	-3.754	-2.848	32%	-5.283	-4.896	8%	-10.189
Reconciliation Revenue	-664	-624	-693	-743	-607	22%	-1.436	-1.147	25%	-2.434
Daimler Truck Group Revenue	9.160	11.345	10.551	12.104	10.235	18%	22.655	19.258	18%	39.764
Reconciliation EBIT adj.	-113	-48	-110	-115	-28	315%	-225	-53	326%	-214
Adj. Daimler Truck Group EBIT	491	594	651	1.010	878	15%	1.661	1.466	13%	2.552

DAIMLER TRUCK

Share of Market

1. Market Shares (company internal analysis)*

In %	3rd Quarter	4th Quarter	1st Quarter*	2nd Quarter*			January - June			FY
	2021	2021	2022	2022	2021	Change	2022	2021	Change	2021
Trucks North America										
North America** Class 8	38,6%	39,8%	42,6%	38,9%	38,6%	0,3%	41,0%	41,0%	0,0%	40,0%
North America** Class 6-7	31,0%	36,9%	45,3%	41,6%	33,8%	7,8%	43,8%	37,7%	6,1%	35,9%
North America** Class 6-8	36,4%	38,9%	43,5%	39,7%	37,3%	2,4%	41,8%	40,0%	1,8%	38,7%
Mercedes Benz										
EU30*** HDT	20,9%	17,1%	19,3%	19,3%	19,3%	0,0%	19,3%	18,7%	0,6%	18,6%
EU30*** MDT	23,8%	19,0%	21,0%	30,8%	24,1%	6,7%	24,6%	24,5%	0,1%	22,6%
EU30*** HDT/MDT	21,2%	17,3%	19,5%	20,3%	19,9%	0,4%	19,8%	19,4%	0,4%	19,1%

* In Q1, in contrast to the previous logic, the market share was calculated without a monthly offset on the basis of January to March. In Q2, the market share was therefore calculated without the month of March.

** USA, Canada and Mexico.

*** European Union, United Kingdom, Switzerland and Norway.

DAIMLER TRUCK

Financial Statements of the Daimler Truck Group

1. Condensed Statement of Income of Daimler Truck Group

In €m	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June			FY
	2021	2021	2021	2021	2022	2022	2021	Change	2022	2021	Change	2021	
Revenue	9.160	11.345	10.551	12.104	10.235	18%	22.655	19.258	18%	39.764			
Cost of Sales	-7.501	-9.392	-8.662	-9.695	-8.261	17%	-18.357	-15.625	17%	-32.518			
Gross Profit	1.660	1.953	1.889	2.408	1.974	22%	4.297	3.633	18%	7.245			
Selling Expenses	-648	-798	-767	-703	-634	11%	-1.470	-1.275	15%	-2.722			
General administrative expenses	-361	-492	-370	-481	-394	22%	-852	-782	9%	-1.635			
Research and non-capitalized development costs	-335	-407	-346	-394	-323	22%	-740	-656	13%	-1.398			
Other operating income	162	276	162	303	159	91%	464	1.591	-71%	2.029			
Other operating expense	-59	-103	-30	-106	-102	4%	-136	-186	-27%	-348			
Profit/loss on equity-method investments, net	15	-33	-95	-17	89	.	-112	123	.	106			
Other financial income/expense, net	-58	20	19	64	99	-35%	83	117	-29%	80			
Earnings before interest and taxes (EBIT)	375	417	461	1.074	867	24%	1.535	2.566	-40%	3.357			
Interest income	10	36	59	24	10	143%	82	28	200%	73			
Interest expense	-32	-49	-61	-45	-35	28%	-106	-76	39%	-157			
Profit before income taxes	353	403	459	1.053	842	25%	1.512	2.517	-40%	3.274			
Income taxes	-139	-286	-184	-107	-234	-54%	-291	-466	-38%	-891			
Net profit/ loss	214	117	275	946	608	56%	1.221	2.051	-40%	2.383			
<i>thereof profit attributable to non-controlling interests</i>	<i>8</i>	<i>12</i>	<i>18</i>	<i>24</i>	<i>7</i>	<i>231%</i>	<i>42</i>	<i>16</i>	<i>162%</i>	<i>36</i>			
<i>thereof profit/loss attributable to Daimler Truck Shareholders</i>	<i>207</i>	<i>105</i>	<i>257</i>	<i>922</i>	<i>600</i>	<i>54%</i>	<i>1.179</i>	<i>2.035</i>	<i>-42%</i>	<i>2.347</i>			

DAIMLER TRUCK

Financial Statements of the Daimler Truck Group

2. Condensed Statement of Financial Position of Daimler Truck Group

In €m	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter	End of 2nd Quarter			End of		
	2021	2021	2022	2022	2021	Change	Q2 2022	Q4 2021	Change
Assets									
Intangible assets	1.650	2.700	2.736	2.777	1.669	66%	2.777	2.700	3%
Property, plant and equipment	7.612	7.860	7.821	7.792	7.652	2%	7.792	7.860	-1%
Equipment on operating leases	3.506	3.542	3.521	3.741	3.571	5%	3.741	3.542	6%
Receivables from financial services	15.175	16.098	17.289	19.635	15.751	25%	19.635	16.098	22%
Equity-method investments	1.385	1.369	1.306	1.129	1.335	-15%	1.129	1.369	-18%
Inventories	8.492	7.793	9.046	9.818	7.575	30%	9.818	7.793	26%
Trade receivables	3.473	3.962	3.756	4.410	3.555	24%	4.410	3.962	11%
Cash and cash equivalents	1.475	7.244	6.851	5.699	1.568	264%	5.699	7.244	-21%
Marketable debt securities and similar investments	4.368	138	173	592	4.802	-88%	592	138	328%
thereof current	4.334	105	132	550	4.767	-88%	550	105	426%
thereof non-current	33	34	41	42	35	21%	42	34	25%
Other financial assets	1.247	1.360	1.160	1.276	1.252	2%	1.276	1.360	-6%
Other assets	2.432	2.733	2.871	3.089	2.325	33%	3.089	2.733	13%
Total assets	50.817	54.800	56.527	59.958	51.056	17%	59.958	54.800	9%
Equity and liabilities									
Equity	11.012	16.423	17.385	19.154	11.011	74%	19.154	16.423	17%
Provisions	7.269	7.161	6.598	5.724	7.188	-20%	5.724	7.161	-20%
Financing liabilities	18.825	16.599	16.810	19.231	18.770	2%	19.231	16.599	16%
thereof current	10.821	5.479	6.056	5.392	10.217	-47%	5.392	5.479	-2%
thereof non-current	8.004	11.120	10.754	13.839	8.553	62%	13.839	11.120	24%
Trade payables	3.720	4.359	5.119	5.199	4.094	27%	5.199	4.359	19%
Other financial liabilities	4.278	4.300	4.457	4.678	4.407	6%	4.678	4.300	9%
Contract and refund liabilities	3.190	3.419	3.599	3.638	3.058	19%	3.638	3.419	6%
Other liabilities	2.522	2.538	2.559	2.333	2.527	-8%	2.333	2.538	-8%
Total equity and liabilities	50.817	54.800	56.527	59.958	51.056	17%	59.958	54.800	9%

DAIMLER TRUCK

Financial Statements of the Daimler Truck Group

3. Condensed Statement of Cash Flows of Daimler Truck Group

In €m	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter	End of 2nd Quarter		Change
	2021	2021	2022	2022	2021	
Cash and cash equivalents at beginning of period	1.663	1.663	7.244	7.244	1.663	336%
Profit before income taxes	2.871	3.274	459	1.512	2.517	-40%
Depreciation and amortization/impairments	882	1.160	272	566	560	1%
Oth. non-cash expense/inc. & gains/losses on disposals of assets	-1.408	-1.362	102	63	-1.451	.
Change in operating assets and liabilities						
Inventories	-2.105	-1.307	-1.012	-1.583	-1.237	28%
Trade receivables	58	-348	270	-340	-35	873%
Trade payables	620	1.171	769	737	1.025	-28%
Receivables from financial services	701	66	-446	-1.085	64	.
Vehicles on operating leases	255	186	31	31	190	-84%
Other operating assets and liabilities	-132	-116	-204	-785	-212	270%
Dividends received from equity-method investments	12	12	3	9	10	-13%
Income taxes paid	-485	-635	-184	-606	-312	94%
Cash used for/provided by operating activities	1.269	2.100	60	-1.480	1.121	.
Additions to property, plant and equipment and intangible assets	-516	-1.080	-157	-358	-285	26%
Additions to property, plant and equipment	-344	-762	-99	-242	-189	28%
Investments in and proceeds from disposals of shareholdings	635	468	-82	-1.167	590	.
Acquisitions and sales of market. debt securities and similar investm	1.686	4.663	-10	-443	1.180	.
Other	137	208	60	86	111	-22%
Cash used for/provided by investing activities	1.942	4.260	-189	-1.882	1.597	.
Change in financing liabilities	-2.266	6.415	-302	1.708	-2.243	.
Dividends paid	-27	-26	-20	-20	-25	-18%
Transactions with the Mercedes-Benz Group until the spin-off	-1.112	-7.263	-21	-23	-553	-96%
Internal equity and financing transactions	-	-	-	-	-	.
Cash used for/provided by financing activities	-3.405	-875	-344	1.665	-2.821	.
Effect of foreign exchange rate changes on cash & cash equivalents	6	96	79	151	7	.
Cash and cash equivalents at end of period	1.475	7.244	6.851	5.699	1.568	264%

DAIMLER TRUCK

Industrial Business

1. Summary Income Statement of the Industrial Business

In €m	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter		January - June			FY	
	2021	2021	2022	2022	2021	Change	2022	2021	Change	2021
Production	104.056	130.794	115.771	126.935	116.176	9%	242.706	227.045	7%	461.895
Incoming orders (units)	166.181	142.418	138.721	111.412	130.260	-14%	250.133	281.383	-11%	589.982
Zero-Emission-Vehicle (ZEV)	189	490	619	661	139	376%	1.280	308	316%	987
Unit sales	106.304	130.932	109.286	120.961	116.845	4%	230.247	218.209	6%	455.445
Zero-Emission-Vehicle (ZEV)	180	404	163	283	64	342%	446	128	248%	712
Revenue	8.854	11.081	10.242	11.706	9.961	18%	21.948	18.707	17%	38.641
Cost of sales	-7.304	-9.240	-8.459	-9.431	-8.103	16%	-17.889	-15.268	17%	-31.812
Gross profit	1.550	1.841	1.784	2.275	1.858	22%	4.059	3.438	18%	6.829
Selling expenses	-624	-784	-743	-673	-604	11%	-1.416	-1.217	16%	-2.625
General administrative expenses	-328	-440	-331	-428	-357	20%	-760	-713	6%	-1.481
Research and non-capitalized development costs	-335	-407	-346	-394	-323	22%	-740	-656	13%	-1.398
Other operating income	155	268	156	162	139	17%	318	1.553	-79%	1.976
Other operating expense	-18	-102	-29	-80	-102	-21%	-109	-185	-41%	-305
Profit/loss on equity-method investments, net	15	-33	-95	-17	89	.	-112	123	-191%	106
Other financial income/expense, net	-57	21	19	66	99	-34%	85	118	-28%	82
EBIT	358	365	414	911	798	14%	1.326	2.461	-46%	3.184
RoS (%)	4,0	3,3	4,0	7,8	8,0	.	6,0	13,2	.	8,2
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.	-
Restructuring measures	16	25	21	13	11	.	33	99	.	141
M&A transactions	100	132	170	15	0	.	185	-1.199	.	-966
Adj. EBIT	475	522	604	940	810	16%	1.544	1.362	13%	2.359
Adj. RoS (%)	5,4	4,7	5,9	8,0	8,1	.	7,0	7,3	.	6,1

DAIMLER TRUCK

Industrial Business

2. Summary Cash Flow Statement of the Industrial Business

In €m	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June			FY
	2021	2021	2022	2022	2021	2022	2021	Change	2022	2021	Change	2021	
EBIT of Industrial Business	358	365	414	911	798	14%	1.326	2.461	-46%	3.184			
Change in working capital	-1.187	1.019	-137	-1.110	-105	960%	-1.248	-188	562%	-356			
Net financial investments	45	-167	-82	140	-16	.	59	627	-91%	505			
Net investments in property, plant and equipment and intang. assets	-204	-566	-134	-194	-110	77%	-328	-299	10%	-1.069			
Depreciation and amortization/impairments	279	273	269	271	273	0%	540	557	-3%	1.109			
Other	96	55	-130	-82	-102	-20%	-212	-1.364	-84%	-1.213			
CFBIT of Industrial Business	-613	979	200	-63	739	.	137	1.794	-92%	2.160			
Income taxes paid / refunded	-171	-93	-147	-473	-243	94%	-620	-260	139%	-524			
Interest paid / received	-15	-6	25	-20	-11	86%	6	-29	.	-51			
Effects from Pensions	25	-31	-22	-217	27	.	-239	-47	411%	-52			
Other reconciling items	-7	58	17	17	-12	.	34	-28	.	23			
FCF of Industrial Business	-782	907	73	-756	500	.	-683	1.431	.	1.556			
CFBIT of Industrial Business	-613	979	200	-63	739	.	137	1.794	-92%	2.160			
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.	-			
Restructuring measures	9	13	111	11	26	.	122	121	.	143			
M&A transactions	-92	293	22	15	0	.	36	-592	.	-392			
Adj. CFBIT of Industrial Business	-697	1.285	332	-37	765	.	296	1.324	-78%	1.912			
Adj. Cash conversion rate*	-1,5	2,5	0,6	0,0	0,9	.	0,2	1,0	.	0,8			
* Ratio of adj. CFBIT to adj. EBIT.													
FCF of Industrial Business	-782	907	73	-756	500	.	-683	1.431	.	1.556			
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.	-			
Restructuring measures	9	13	111	11	26	.	122	121	.	143			
M&A transactions	-92	293	22	15	0	.	36	-592	.	-392			
Adj. FCF of Industrial Business	-865	1.213	206	-730	526	.	-524	960	.	1.308			
Net Liquidity at the beginning of the period	2.330	1.010	6.024	6.053	2.338	159%	6.024	1.570	284%	1.570			
FCF	-782	907	73	-756	500	.	-683	1.431	.	1.556			
thereof: working capital	-1.187	1.019	-137	-1.110	-105	960%	-1.248	-188	562%	-356			
Other	-539	4.106	-44	163	-507	.	120	-671	.	2.897			
thereof: dividends Daimler Truck Holding AG	-	-	-	-	-	.	-	-	.	-			
Net Liquidity at the end of the period	1.010	6.024	6.053	5.460	2.330	134%	5.460	2.330	134%	6.024			

DAIMLER TRUCK

Industrial Business

3. Net Assets of the Industrial Business

In €m	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter	End of 2nd Quarter			End of		
	2021	2021	2022	2022	2021	Change	Q2 2022	Q4 2021	Change
Intangible assets	1.647	2.688	2.718	2.751	1.628	69%	2.751	2.688	2%
Property, plant and equipment	7.558	7.784	7.744	7.708	7.593	2%	7.708	7.784	-1%
Inventories	8.482	7.783	9.038	9.759	7.565	29%	9.759	7.783	25%
Trade receivables	3.264	3.647	3.502	4.122	3.328	24%	4.122	3.647	13%
Other segment assets	6.539	6.588	6.485	6.145	6.434	-4%	6.145	6.588	-7%
Segment assets	27.490	28.490	29.488	30.486	26.549	15%	30.486	28.490	7%
Trade payables	3.688	4.243	4.994	5.132	4.067	26%	5.132	4.243	21%
Other segment liabilities	13.728	14.019	13.925	13.862	13.557	2%	13.862	14.019	-1%
Segment liabilities	17.416	18.262	18.919	18.994	17.623	8%	18.994	18.262	4%
Net assets	10.074	10.227	10.568	11.492	8.925	29%	11.492	10.227	12%

4. Condensed Statement of Financial Position of the Industrial Business

In €m	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter	End of 2nd Quarter			End of		
	2021	2021	2022	2022	2021	Change	Q2 2022	Q4 2021	Change
Assets									
Intangible assets	1.647	2.688	2.718	2.751	1.628	69%	2.751	2.688	2%
Property, plant and equipment	7.558	7.784	7.744	7.708	7.593	2%	7.708	7.784	-1%
Equipment on operating leases	3.250	3.294	3.240	3.193	3.288	-3%	3.193	3.294	-3%
Receivables from financial services	-	-	-	-	-	.	-	-	.
Equity-method investments	1.385	1.369	1.306	1.129	1.335	-15%	1.129	1.369	-18%
Inventories	8.482	7.783	9.038	9.759	7.565	29%	9.759	7.783	25%
Trade receivables	3.264	3.647	3.502	4.122	3.328	24%	4.122	3.647	13%
Cash and cash equivalents	1.430	6.904	6.598	5.454	1.531	256%	5.454	6.904	-21%
Marketable debt securities and similar investments	4.329	99	124	542	4.762	-89%	542	99	446%
thereof current	4.329	99	124	542	4.761	-89%	542	99	448%
thereof non-current	-	-	-	-	-	.	-	-	.
Other financial assets	979	897	848	826	971	-15%	826	897	-8%
Other assets	2.152	2.409	2.559	2.624	2.041	29%	2.624	2.409	9%
Total assets	34.475	36.874	37.678	38.109	34.043	12%	38.109	36.874	3%
Equity and liabilities									
Equity	9.299	14.858	15.623	17.179	9.365	83%	17.179	14.858	16%
Provisions	7.177	7.047	6.467	5.605	7.089	-21%	5.605	7.047	-20%
Financing liabilities	4.785	966	372	109	3.961	-97%	109	966	-89%
thereof current	3.407	-3.185	-2.789	-5.202	2.674	.	-5.202	-3.185	63%
thereof non-current	1.379	4.151	3.161	5.311	1.287	313%	5.311	4.151	28%
Trade payables	3.688	4.243	4.994	5.132	4.067	26%	5.132	4.243	21%
Other financial liabilities	3.963	3.887	4.139	4.259	4.098	4%	4.259	3.887	10%
Contract and refund liabilities	3.190	3.419	3.599	3.638	3.058	19%	3.638	3.419	6%
Other liabilities	2.372	2.453	2.483	2.188	2.405	-9%	2.188	2.453	-11%
Total equity and liabilities	34.475	36.874	37.678	38.109	34.043	12%	38.109	36.874	3%

DAIMLER TRUCK

Industrial Business

5. Condensed Statement of Cash Flows of the Industrial Business

In €m	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter	End of 2nd Quarter		Change
	2021	2021	2021	2022	2021	
Cash and cash equivalents at beginning of period	1.556	1.556	6.904	6.904	1.556	344%
Profit before income taxes	2.752	3.103	413	1.304	2.414	-46%
Depreciation and amortization/impairments	836	1.109	269	540	557	-3%
Oth. non-cash expense/inc. & gains/losses on disposals of assets	-1.436	-1.382	94	155	-1.469	.
Change in operating assets and liabilities						
Inventories	-2.105	-1.309	-1.014	-1.574	-1.238	27%
Trade receivables	111	-192	170	-420	21	.
Trade payables	619	1.144	707	746	1.029	-27%
Receivables from financial services	-	-	-	-	-	.
Vehicles on operating leases	215	179	50	109	174	-37%
Other operating assets and liabilities	-164	-126	-287	-721	-210	244%
Dividends received from equity-method investments	12	12	3	9	10	-13%
Income taxes paid	-431	-524	-147	-620	-260	139%
Cash used for/provided by operating activities	409	2.014	257	-472	1.028	.
Additions to property, plant and equipment and intangible assets	-512	-1.061	-148	-342	-284	20%
Investments in and proceeds from disposals of shareholdings	635	468	-82	-1.019	590	.
Acquisitions and sales of market. debt securities and similar investm	1.693	4.669	-9	-441	1.185	.
Other	139	207	57	84	116	-28%
Cash used for/provided by investing activities	1.955	4.284	-182	-1.718	1.608	.
Change in financing liabilities	-1.448	5.711	-197	1.337	-2.152	.
Dividends paid	-27	-26	-20	-20	-24	-16%
Transactions with the Mercedes-Benz Group until the spin-off	-1.335	-2.559	23	21	-716	.
Internal equity and financing transactions	315	-4.165	-259	-741	225	.
Cash used for/provided by financing activities	-2.496	-1.040	-454	596	-2.667	.
Effect of foreign exchange rate changes on cash & cash equivalents	4	90	73	143	6	.
Cash and cash equivalents at end of period	1.430	6.904	6.598	5.454	1.531	256%

DAIMLER TRUCK

Trucks North America

1. Key Figures and Ratios

In €m	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter			January - June			FY
	2021	2021	2022	2022	2021	Change	2022	2021	Change	2021
Production	33.939	49.773	44.164	43.072	42.352	2%	87.236	81.902	7%	165.614
Incoming orders (units)	68.088	40.374	39.069	23.461	29.694	-21%	62.530	84.038	-26%	192.500
Unit sales	34.604	47.626	43.477	44.124	43.233	2%	87.601	79.926	10%	162.156
North America*	33.838	47.044	42.875	43.453	42.621	2%	86.328	78.843	9%	159.725
USA	29.103	41.208	37.297	36.187	36.892	-2%	73.484	69.340	6%	139.651
Revenue	3.603	4.598	4.583	5.150	4.085	26%	9.733	7.581	28%	15.782
Cost of sales	-2.971	-3.972	-3.874	-4.251	-3.348	27%	-8.125	-6.156	32%	-13.099
Gross profit	632	626	710	899	737	22%	1.609	1.425	13%	2.683
Selling expenses	-75	-92	-88	-107	-80	33%	-195	-144	36%	-310
General administrative expenses	-120	-185	-130	-163	-134	21%	-293	-259	13%	-564
Research and non-capitalized development costs	-115	-138	-128	-145	-107	36%	-273	-214	27%	-467
Others	28	24	23	39	24	58%	61	46	33%	98
EBIT	351	235	386	523	440	19%	909	854	6%	1.440
RoS (%)	9,7	5,1	8,4	10,2	10,8	.	9,3	11,3	.	9,1
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.	-
Restructuring measures	-	-	-	-	-	.	-	-	.	-
M&A transactions	-	13	-	-	-	.	-	-	.	13
Adj. EBIT	351	248	386	523	440	19%	909	854	6%	1.452
Adj. RoS (%)	9,7	5,4	8,4	10,2	10,8	.	9,3	11,3	.	9,2

* USA, Canada and Mexico.

DAIMLER TRUCK

Mercedes-Benz

1. Key Figures and Ratios

In €m	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter			January - June			FY
	2021	2021	2022	2022	2021	Change	2022	2021	Change	2021
Production	26.768	38.723	36.341	39.587	35.258	12%	75.928	69.045	10%	134.536
Incoming orders (units)	53.047	55.810	45.268	33.905	57.625	-41%	79.173	107.867	-27%	216.724
Unit sales	31.691	39.548	33.763	38.812	38.717	0%	72.575	70.092	4%	141.331
EU30*	12.935	19.962	17.477	20.915	18.142	15%	38.392	33.493	15%	66.390
Germany	4.683	7.949	7.370	7.536	6.383	18%	14.906	11.794	26%	24.426
Latin America (excl. Mexico)	13.073	9.642	8.852	10.694	11.685	-8%	19.546	20.713	-6%	43.428
Brazil	10.479	7.779	7.044	8.626	9.103	-5%	15.670	16.411	-5%	34.669
Revenue	3.682	4.326	4.305	4.880	4.301	13%	9.185	8.106	13%	16.113
Cost of sales	-3.175	-3.514	-3.501	-3.860	-3.599	7%	-7.361	-6.799	8%	-13.489
Gross profit	507	812	803	1.020	701	45%	1.823	1.307	40%	2.625
Selling expenses	-420	-392	-448	-365	-347	5%	-812	-711	14%	-1.446
General administrative expenses	-37	-211	-103	-146	-111	31%	-250	-227	10%	-552
Research and non-capitalized development costs	-126	-166	-121	-141	-143	-1%	-262	-277	-5%	-570
Others	68	110	45	137	136	1%	182	248	-27%	426
EBIT	-9	152	176	505	236	114%	681	339	101%	483
RoS (%)	-0,2	3,5	4,1	10,4	5,5	.	7,4	4,2	.	3,0
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.	-
Restructuring measures	13	18	5	5	7	.	10	82	.	113
M&A transactions	109	65	161	2	-	.	163	-	.	174
Adj. EBIT	114	235	342	512	243	110%	853	421	103%	770
Adj. RoS (%)	3,1	5,4	7,9	10,5	5,7	.	9,3	5,2	.	4,8

* European Union, United Kingdom, Switzerland and Norway.

DAIMLER TRUCK

Trucks Asia

1. Key Figures and Ratios

In €m	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter			January - June			FY
	2021	2021	2022	2022	2021	Change	2022	2021	Change	2021
Production	38.853	37.754	31.043	38.909	33.549	16%	69.952	67.302	4%	143.909
Incoming orders (units)	43.664	42.896	50.574	50.397	40.826	23%	100.971	86.439	17%	172.999
Unit sales	38.072	40.444	29.993	36.704	33.125	11%	66.697	64.895	3%	143.411
Asia	29.919	31.204	23.787	27.029	25.447	6%	50.816	50.002	2%	111.125
Japan	8.151	6.620	6.716	6.302	8.680	-27%	13.018	17.609	-26%	32.380
Indonesia	10.941	13.396	6.608	10.135	5.963	70%	16.743	9.647	74%	33.984
India	3.728	3.931	5.251	3.275	2.284	43%	8.526	6.922	23%	14.581
Unit sales BFDA*	13.174	7.366	15.788	10.848	40.586	-73%	26.636	82.441	-68%	102.981
Revenue	1.422	1.613	1.421	1.546	1.455	6%	2.967	2.933	1%	5.969
Cost of sales	-1.104	-1.316	-1.153	-1.279	-1.158	10%	-2.432	-2.350	4%	-4.770
Gross profit	318	297	269	266	297	-10%	535	583	-8%	1.199
Selling expenses	-165	-250	-173	-152	-136	11%	-324	-284	14%	-698
General administrative expenses	-77	5	-59	-64	-73	-12%	-123	-154	-21%	-226
Research and non-capitalized development costs	-45	-37	-42	-45	-42	6%	-86	-81	6%	-164
Others	85	87	28	24	94	-74%	53	134	-61%	306
EBIT	117	102	24	31	140	-78%	54	198	-73%	417
<i>RoS (%)</i>	<i>8,3</i>	<i>6,3</i>	<i>1,7</i>	<i>2,0</i>	<i>9,6</i>	<i>.</i>	<i>1,8</i>	<i>6,8</i>	<i>.</i>	<i>7,0</i>
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.	-
Restructuring measures	-	-	-	-	-	.	-	-	.	-
M&A transactions	-	10	7	-1	-	.	7	-	.	10
Adj. EBIT	117	111	31	30	140	-79%	61	198	-69%	427
<i>Adj. RoS (%)</i>	<i>8,3</i>	<i>6,9</i>	<i>2,2</i>	<i>1,9</i>	<i>9,6</i>	<i>.</i>	<i>2,0</i>	<i>6,8</i>	<i>.</i>	<i>7,2</i>

* Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks) - not consolidated

DAIMLER TRUCK

Daimler Buses

1. Key Figures and Ratios

In €m	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter			January - June			FY
	2021	2021	2022	2022	2021	Change	2022	2021	Change	2021
Production	4.496	4.544	4.223	5.367	5.017	7%	9.590	8.796	9%	17.836
Incoming orders (units)	4.267	5.601	8.443	9.715	5.222	86%	18.158	9.600	89%	19.468
Unit sales	4.477	6.067	3.582	5.075	4.618	10%	8.657	8.192	6%	18.736
EU30	1.741	2.762	776	1.415	1.237	14%	2.191	1.913	15%	6.416
Germany	627	1.190	232	495	546	-9%	727	817	-11%	2.634
North America	628	505	538	533	542	-2%	1.071	955	12%	2.088
Mexico	617	504	536	532	542	-2%	1.068	955	12%	2.076
Latin America (excl. Mexico)	1.897	2.483	1.869	2.715	2.525	8%	4.584	4.649	-1%	9.029
Brazil	1.370	1.611	1.281	1.991	1.793	11%	3.272	3.360	-3%	6.341
Asia	78	9	54	85	97	-12%	139	260	-47%	347
Revenue	810	1.168	626	873	727	20%	1.499	1.233	22%	3.211
Cost of sales	-706	-1.074	-568	-770	-601	28%	-1.339	-1.093	22%	-2.873
Gross profit	104	94	57	103	126	-18%	160	140	15%	338
Selling expenses	-59	-71	-58	-72	-57	28%	-131	-116	13%	-245
General administrative expenses	-38	-79	-49	-44	-44	1%	-94	-82	14%	-199
Research and non-capitalized development costs	-27	-29	-28	-36	-22	63%	-64	-52	23%	-108
Others	22	7	17	24	7	239%	41	32	28%	61
EBIT	3	-78	-61	-26	11	.	-87	-78	12%	-152
RoS (%)	0,4	-6,6	-9,8	-2,9	1,5	.	-5,8	-6,3	.	-4,7
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.	-
Restructuring measures	2	22	15	8	4	.	24	4	.	28
M&A transactions	0	32	1	7	-	.	8	15	.	47
Adj. EBIT	6	-24	-45	-10	15	.	-55	-59	-6%	-77
Adj. RoS (%)	0,7	-2,1	-7,1	-1,2	2,0	.	-3,7	-4,8	.	-2,4

DAIMLER TRUCK

Financial Services

1. Key Figures and Ratios

In €m	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter			January - June			FY
	2021	2021	2022	2022	2021	Change	2022	2021	Change	2021
New business	1.500	1.584	1.568	2.364	1.450	63%	3.932	2.684	46%	5.767
Penetration rates (in %)	20,1	20,2	19,0	21,0	20,3	.	20,0	19,1	.	19,6
Revenue	306	265	309	398	274	45%	707	551	28%	1.122
EBIT	17	52	47	163	69	138%	210	104	101%	173
RoE (%)	4,0	12,8	11,3	34,9	17,9	.	23,8	14,0	.	11,1
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.	-
Restructuring measures	-	-	-	-	-	.	-	-	.	-
M&A transactions	-	20	-	-92	-	.	-92	-	.	20
Adj. EBIT	17	72	47	71	69	3%	117	104	12%	193
Adj. RoE (%)	4,0	17,6	11,3	15,1	17,9	.	13,3	14,0	.	12,4

In €m	3rd Quarter	4th Quarter	1st Quarter	End of		
	2021	2021	2022	Q2 2022	Q4 2021	Change
Contract volume (end of period)	15.848	16.866	18.007	20.864	16.866	24%
Equity (end of period)	1.713	1.565	1.762	1.975	1.565	26%

DAIMLER TRUCK

Key Figures and Ratios

1. Group Liquidity

In €m	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter	End of 2nd Quarter			End of		
	2021	2021	2022	2022	2021	Change	Q2 2022	Q4 2021	Change
Group liquidity									
Cash and cash equivalents	1.475	7.244	6.851	5.699	1.568	264%	5.699	7.244	-21%
Marketable debt securities and similar investments	4.368	138	173	592	4.802	-88%	592	138	328%
Group gross liquidity	5.842	7.383	7.024	6.291	6.370	-1%	6.291	7.383	-15%
Total financing liabilities	-18.788	-16.612	-17.108	-19.658	-18.771	5%	-19.658	-16.612	18%
Group net debt	-12.946	-9.230	-10.084	-13.367	-12.402	8%	-13.367	-9.230	45%

2. Industrial Liquidity

In €m	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter	End of 2nd Quarter			End of		
	2021	2021	2022	2022	2021	Change	Q2 2022	Q4 2021	Change
Liquidity of the industrial business									
Cash and cash equivalents	1.430	6.904	6.598	5.454	1.531	256%	5.454	6.904	-21%
Marketable debt securities and similar investments	4.329	99	124	542	4.762	-89%	542	99	446%
Gross liquidity of the industrial business	5.758	7.003	6.722	5.996	6.293	-5%	5.996	7.003	-14%
Financing liabilities (nominal)	-4.748	-980	-669	-535	-3.963	-86%	-535	-980	-45%
Net liquidity of the industrial business	1.010	6.024	6.053	5.460	2.330	134%	5.460	6.024	-9%

3. Pension benefits

In €m	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter	End of 2nd Quarter			End of		
	2021	2021	2022	2022	2021	Change	Q2 2022	Q4 2021	Change
Pension benefits									
Benefit obligations	-8.010	-7.951	-7.139	-6.167	-8.034	-23%	-6.167	-7.951	-22%
Plan assets	5.880	6.109	5.675	5.619	5.864	-4%	5.619	6.109	-8%
Funded status	-2.130	-1.842	-1.464	-548	-2.170	-75%	-548	-1.842	-70%
<i>Funding ratio (%)</i>	<i>73</i>	<i>77</i>	<i>79</i>	<i>91</i>	<i>73</i>	<i>.</i>	<i>91</i>	<i>77</i>	<i>.</i>

DAIMLER TRUCK

Assumptions & Guidance

1. Assumptions Heavy Duty Truck Market

	2022
North America	255k - 295k
EU30	240k - 280k

2. Group

In €bn	2022
Revenue	48.0 - 50.0 bn €
EBIT	on prior year level
Adj. EBIT	significant increase
Investment PP&E	slight increase
R&D costs	slight increase

3. Industrial Business

In €bn	2022
Unit Sales	500k - 520k
Revenue	46.0 - 48.0 bn €
Adj. RoS IB	7 % - 9 %
FCF IB	on prior year level

4. Segments

	2022
Trucks North America	
Unit sales	175k - 195k
Adj. RoS	10 % - 12 %
Mercedes-Benz	
Unit sales	155k - 175k
Adj. RoS	6 % - 8 %
Trucks Asia	
Unit sales	140k - 160k
Adj. RoS	1 % - 3 %
Daimler Buses	
Unit sales	20k - 25k
Adj. RoS	> 0%
Financial Services	
New Business (in €bn)	9 - 10 bn €
Adj. RoE	9 % - 11 %

5. Definition of Guidance Sensitivities

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

Disclaimer: 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-optimization 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.