

DAIMLER TRUCK

Daimler Truck Holding AG

Investor Relations Release

November 7, 2023

Daimler Truck successful also in Q3 2023

- **Increase in revenue: €13.9 billion (Q3 2022: €13.5 billion)**
- **Adjusted EBIT increased to €1.34 billion (Q3 2022: €1.27 billion)**
- **Adjusted return on sales (ROS) Industrial Business increased to 9.8% (Q3 2022: 9.4%)**
- **Slight unit sales decrease to 128,861 units (Q3 2022: 134,972)**
- **Net profit stable at €957 million (Q3 2022: €990 million)**
- **Free cash flow of the Industrial Business significantly increased to €1,088 million (Q3 2022: €592 million)**

Leinfelden-Echterdingen – Daimler Truck Holding AG (Daimler Truck) continues its course towards sustainable growth and higher, more resilient profitability. Despite a slight decline in sales volumes mainly due to supplier bottlenecks, operating profit for the third quarter increased. The Group's revenue rose to €13.9 billion (Q3 2022: €13.5 billion). Adjusted Group EBIT increased to €1.34 billion in the reporting period (Q3 2022: €1.27 billion). In the Industrial Business (IB), adjusted EBIT of €1.295 billion was higher than in the same period of the previous year (Q3 2022: €1.223 billion).

In Q3 2023, the Group's global sales totaled 128,861 units (Q3 2022: 134,972). Overall, Daimler Truck sold 385,921 units from the beginning of the year to September and is thus higher than previous year's sales (YTD Sept) (YTD Sept 2022: 365,219). At €957 million, net income was slightly down on the prior-year quarter of €990 million, which was positively influenced by a one-time extraordinary low tax rate. With €1,088 million, free cash flow of the Industrial Business was significantly above previous year (Q3 2022: 592 million).

Adjusted return on sales at Daimler Truck's industrial business increased year-on-year to 9.8% (Q3 2022: 9.4%). Earnings per share amounted to €1.13 (Q3 2022: €1.17).

Martin Daum, CEO of Daimler Truck: “Our results in the 3rd quarter show: We stay on track for success in 2023 as planned. Daimler Truck again increased its revenue and EBIT and shows good profitability. Despite a volatile environment, we confirm our forecast for the full year 2023 and expect record earnings for Daimler Truck. At the same time, we keep on working consistently on the issue of cost efficiency and thus improve the resilience of our company in order to be able to achieve excellent results in the coming years as well.”

Key Figures – Group and Segments

Key Figures - Group						
	Q3 2023	Q3 2022	+/-	YTD 2023	YTD 2022	+/-
Unit Sales	128,861	134,972	-5%	385,921	365,219	6%
Revenue*	13,860	13,507	3%	40,940	36,162	13%
EBIT (adjusted)*	1,340	1,273	5%	3,930	2,934	34%
ROS (adjusted, IB)**	9.8	9.4		9.7	7.9	
Free Cash Flow (IB)*	1,088	592	84%	1,638	-91	
Incoming Orders	99,070	135,569	-27%	318,941	385,702	-17%
Earnings per share (EPS) in €	1.13	1.17	-3%			
Key Figures - Segments						
	Q3 2023	Q3 2022	+/-	YTD 2023	YTD 2022	+/-
Trucks North America						
Unit Sales	47,249	49,171	-4%	146,758	136,772	7%
Revenue*	5,722	6,155	-7%	17,500	15,889	10%
EBIT (adjusted)*	711	738	-4%	2,169	1,648	32%
ROS (adjusted)**	12.4	12.0		12.4	10.4	
Mercedes-Benz						
Unit Sales	40,077	42,305	-5%	113,805	114,880	-1%
Revenue*	5,430	5,153	5%	15,973	14,338	11%
EBIT (adjusted)*	535	474	13%	1,520	1,327	15%
ROS (adjusted)**	9.9	9.2		9.5	9.3	
Trucks Asia						
Unit Sales	38,052	41,535	-8%	118,359	108,232	9%
Revenue*	1,659	1,676	-1%	5,106	4,643	10%
EBIT (adjusted)*	45	43	3%	216	104	107%
ROS (adjusted)**	2.7	2.5		4.2	2.2	
Daimler Buses						
Unit Sales	6,789	6,283	8%	18,540	14,940	24%
Revenue*	1,189	941	26%	3,117	2,439	28%
EBIT (adjusted)*	70	23	202%	112	-32	
ROS (adjusted)**	5.9	2.5		3.6	-1.3	

Financial Services						
New Business	3,141	2,548	23%	8,048	6,479	24%
Revenue*	688	480	43%	1,932	1,187	63%
EBIT (adjusted)*	45	50	-9%	161	167	-3%
Return on equity (adjusted)**	7.7	9.6		9.4	11.9	

*in millions of €
**in percent

Outlook 2023

Daimler Truck confirms its overall guidance for the 2023 financial year: The company expects the adjusted ROS for the Industrial Business to be in a range of 8.5-10%. Adjusted ROS for the segment Trucks North America is expected to be in a range of 11-13%. For the Mercedes-Benz segment, the Group expects an adjusted ROS between 8-10%. Trucks Asia is expected to reach an adjusted ROS between 4-6%. For Daimler Buses the adjusted ROS target corridor is between 3-5%.

Additional information and documents such as the Interim Report, Factbook as well as a detailed Q3 2023 disclosure on Daimler Truck's five reporting segments are available online in Daimler Truck's investor relations section:

[3rd Quarter Results | Daimler Truck](#)

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 utilize our production capacities; price increases for fuel or raw materials; disruption of production due to shortages of materials, labor 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.

Daimler Truck Share

Listed Entity: Daimler Truck Holding AG

ISIN: DE000DTROCK8

Ticker Symbol:DTG

Daimler Truck Level I ADR Program

Symbol: DTRUY

ISIN: US23384L1017

Further information on Daimler Truck Group (DTG) is available at:

<https://www.daimlertruck.com/en/investors>

Upcoming Investor Events:

An overview of upcoming events, roadshows or DTG's attendance at investor conferences can be found here: [Roadshow & Conferences](#)