

# DAIMLER TRUCK

Daimler Truck Holding AG

## Investor Relations Release

November 7, 2024

### **Daimler Truck with steady Q3 results: North America strong, Europe challenging**

- **Performance of Trucks North America continued to be strong, Daimler Buses' profitability on record level, Mercedes-Benz in difficult market environment in Europe and positive effects in Brazil, Trucks Asia delivered solid results**
- **Q3 2024: Group revenue of €13.1 billion (Q3 2023: €13.9 billion), adjusted Group EBIT of €1.19 billion (Q3 2023: €1.34 billion), adjusted return on sales in the Industrial Business at 9.3% (Q3 2023: 9.8%)**
- **Outlook for 2024 financial year unchanged**

Leinfelden-Echterdingen – In the third quarter, Daimler Truck Holding AG (Daimler Truck) delivered steady results on Group level in revenues, earnings, and profitability. While the performance in North America continued to be strong, Mercedes-Benz is facing an ongoing difficult market environment in Europe, with Brazil contributing positively. Markets in Asia remained weak, while the segment Trucks Asia delivered solid results in Q3. Daimler Buses achieved profitability at a record level.

With €13.1 billion the Group's revenue is slightly below the previous year's third quarter (Q3 2023: €13.9 billion). Adjusted Group EBIT in the reporting period was €1.19 billion (Q3 2023: €1.34 billion). In the Industrial Business (IB), adjusted EBIT was €1.15 billion (Q3 2023: €1.30 billion). Adjusted return on sales (adj. ROS) in the IB was at 9.3% (Q3 2023: 9.8%). Free cash flow (FCF) of the IB decreased to minus €41 million (Q3 2023: €1,088 million). Earnings per share in Q3 amounted to €0.77 (Q3 2023: €1.13). The Group's global unit sales in Q3 totaled 114,917 units (Q3 2023: 128,861). Sales of battery-electric vehicles grew by 36% to 666 vehicles (Q3 2023: 491).

Karin Rådström, CEO of Daimler Truck: "We are on track to deliver another solid year for the Daimler Truck Group in 2024. An important driver in Q3 has been our continued strong performance in North America. The successful turnarounds at Daimler Buses and in Brazil show, that the hard work of the last years is paying off. In the segment Mercedes-Benz Trucks

we still have more potential and we are determined to continue to work to improve our performance.”

### Outlook unchanged

The full-year guidance for 2024 remains unchanged: For the current financial year, the Group is expecting unit sales of 460 to 480 thousand units and a revenue of €53 to €55 billion. Adjusted EBIT is expected to be slightly below prior year's level, EBIT significantly below prior year's level. For the Industrial Business, Daimler Truck expects a revenue of €50 to €52 billion and an adjusted ROS of 8% to 9.5%. The free cash flow of the Industrial Business is expected to be on prior year level.

Eva Scherer, CFO of Daimler Truck: “Our key focus is to further increase the resilience of our business. In North America, our vocational truck strategy is paying off. Despite the weakness in the on-highway market, Trucks North America delivered another strong quarter. For Q4, our full attention will be on Free Cash Flow. We are committed to delivering another year with an attractive cash return for our shareholders.”

### Key Figures – Group and Segments

<b>Key Figures - Group</b>						
	<b>Q3 2024</b>	<b>Q3 2023</b>	<b>+/-</b>	<b>YTD 2024</b>	<b>YTD 2023</b>	<b>+/-</b>
Unit Sales	114,917	128,861	-11%	336,023	385,921	-13%
Revenue*	13,140	13,860	-5%	39,727	40,940	-3%
EBIT (adjusted)*	1,185	1,340	-12%	3,563	3,930	-9%
ROS (adjusted, IB)**	9.3	9.8		9.3	9.7	
Free Cash Flow (IB)*	-41	1,088		888	1,638	-46%
Incoming Orders	94,709	99,070	-4%	293,085	318,941	-8%
Earnings per share (EPS) in €	0.77	1.13	-32%	2.69	3.14	-14%

<b>Key Figures - Segments</b>						
	<b>Q3 2024</b>	<b>Q3 2023</b>	<b>+/-</b>	<b>YTD 2024</b>	<b>YTD 2023</b>	<b>+/-</b>
<b>Trucks North America</b>						
Unit Sales	49,176	47,249	4%	143,626	146,758	-2%
Revenue*	5,991	5,722	5%	17,814	17,500	2%
EBIT (adjusted)*	725	711	2%	2,324	2,169	7%
ROS (adjusted)**	12.1	12.4		13.0	12.4	
<b>Mercedes-Benz</b>						
Unit Sales	28,688	40,077	-28%	91,177	113,805	-20%
Revenue*	4,398	5,430	-19%	13,806	15,973	-14%
EBIT (adjusted)*	283	535	-47%	1,003	1,520	-34%
ROS (adjusted)**	6.4	9.9		7.3	9.5	
<b>Trucks Asia</b>						
Unit Sales	32,245	38,052	-15%	89,044	118,359	-25%
Revenue*	1,483	1,659	-11%	4,397	5,106	-14%
EBIT (adjusted)*	82	45	83%	50	216	-77%
ROS (adjusted)**	5.5	2.7		1.1	4.2	
<b>Daimler Buses</b>						
Unit Sales	6,677	6,789	-2%	18,929	18,540	2%
Revenue*	1,234	1,189	4%	3,676	3,117	18%
EBIT (adjusted)*	141	70	101%	315	112	181%
ROS (adjusted)**	11.4	5.9		8.6	3.6	
<b>Financial Services</b>						
New Business*	2,816	3,141	-10%	8,576	8,048	7%
Revenue*	831	688	21%	2,441	1,932	26%
EBIT (adjusted)*	39	45	-14%	102	161	-37%
Return on equity (adjusted)**	5.7	7.7		5.2	9.4	
*in millions of €						
**in percent						

Additional information and documents such as the Interim Report, Factbook as well as a detailed Q3 2024 disclosure on Daimler Truck's five reporting segments are available online in Daimler Truck's investor relations section:

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

Daimler Truck Share

Listed Entity: Daimler Truck Holding AG

ISIN: DE000DTR0CK8

Ticker Symbol:DTG

Daimler Truck Level I ADR Program

Symbol: DTRUY

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**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](#)