DAIMLER TRUCK



# FIXED INCOME ROADSHOW

November 2026

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

# **Group** – Key figures Q3/26

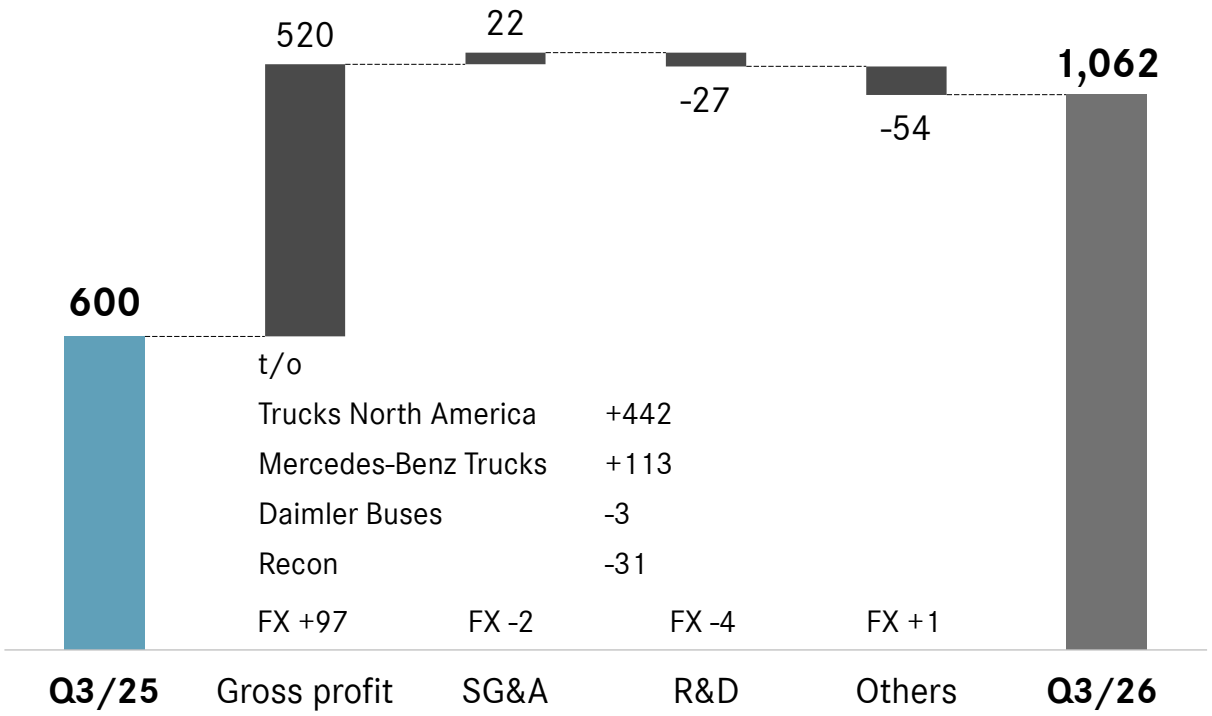
| **Revenue** - in bn Euro – | **Adjusted EBIT** - in bn Euro – | **Net profit**[1] Group - in bn Euro – | **EPS**[1] Group - in Euro - | **Net Industrial Liquidity**[1] - in bn Euro - |
|---|---|---|---|---|
| **12.6** | **1.1** | **0.7** | **0.91** | **9.2** |
| **Q3/25: 10.6** | **Q3/25: 648** | **Q3/25: 0.5** | **Q3/25: 0.57** | **Q4/25: 7.7** |
| *+19%* | *+73%* | *+53%* | *+60%* | *+19%* |

[1]Of continuing and discontinued operations

# **Industrial business** maintains positive momentum in Q3 with significantly improved profitability

| | | |
|---|---|---|
| **Revenue**<br>- in bn Euro - | **9.7** | **11.6** |
| **ROS adj.**<br>- in % - | **6.2** | **9.1** |

**Adj. EBIT**
- in mn Euro -



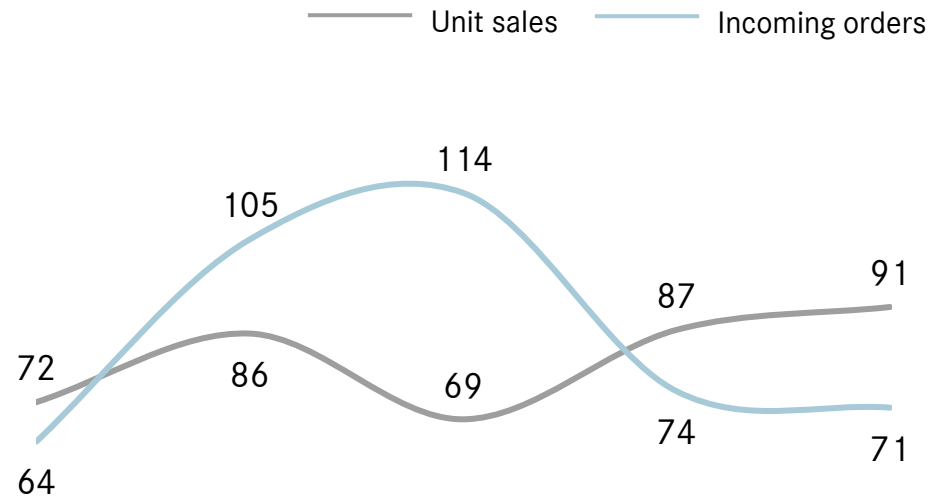



# Book-to-bill ratio of 78% in Q3/26 – **sequential sales growth and stable order intake**

## Q3 2026

| | Incoming orders - in k units - | Group sales - in k units - | Book-to-bill ratio - in % - |
|---|---|---|---|
| **Total** | **71**<br>Q3/25: 64 | **91**<br>Q3/25: 72 | **78**<br>Q3/25: 89 |
| **t/o electrified vehicles** | **1.3**<br>Q3/25: 1.1 | **1.2**<br>Q3/25: 1.7 | **108**<br>Q3/25: 63 |

## Development per quarter

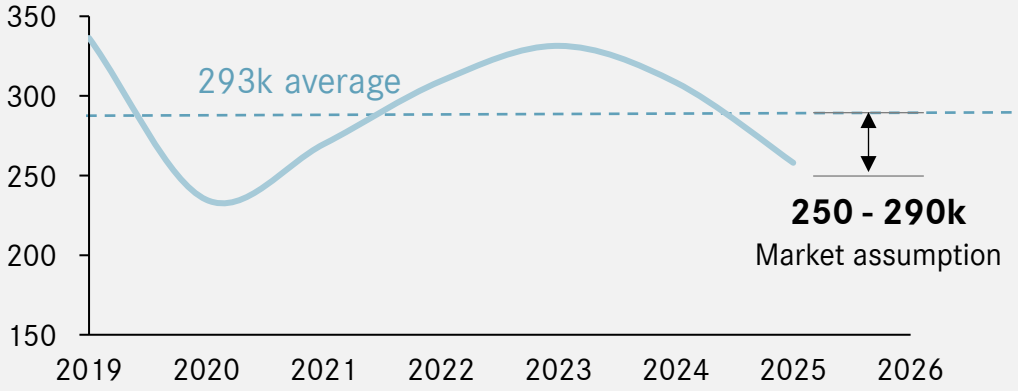



| | Q3/25 | Q4/25 | Q1/26 | Q2/26 | Q3/26 |
|---|---|---|---|---|---|
| **Book-to-bill ratio** - in % - | 89 | 122 | 166 | 86 | 78 |

# **Market leadership maintained** in North America and Europe despite versatile market dynamics

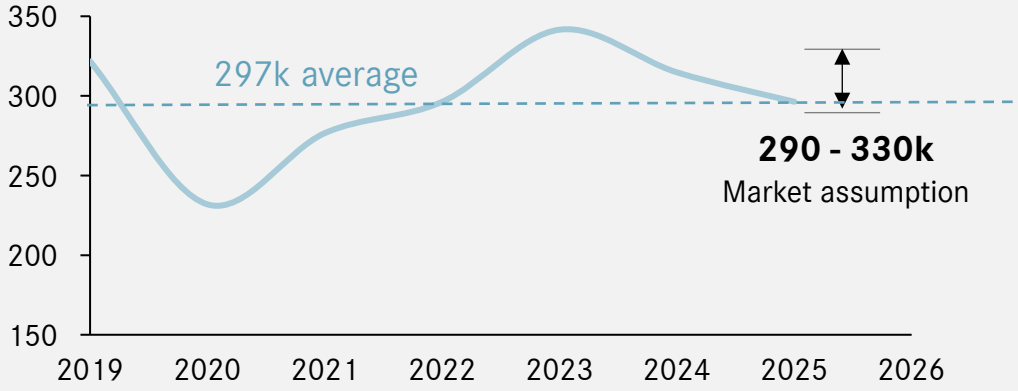
## North America

**Total market Class 8**
- in k units -




## EU30

**Total market HDT**
- in k units -



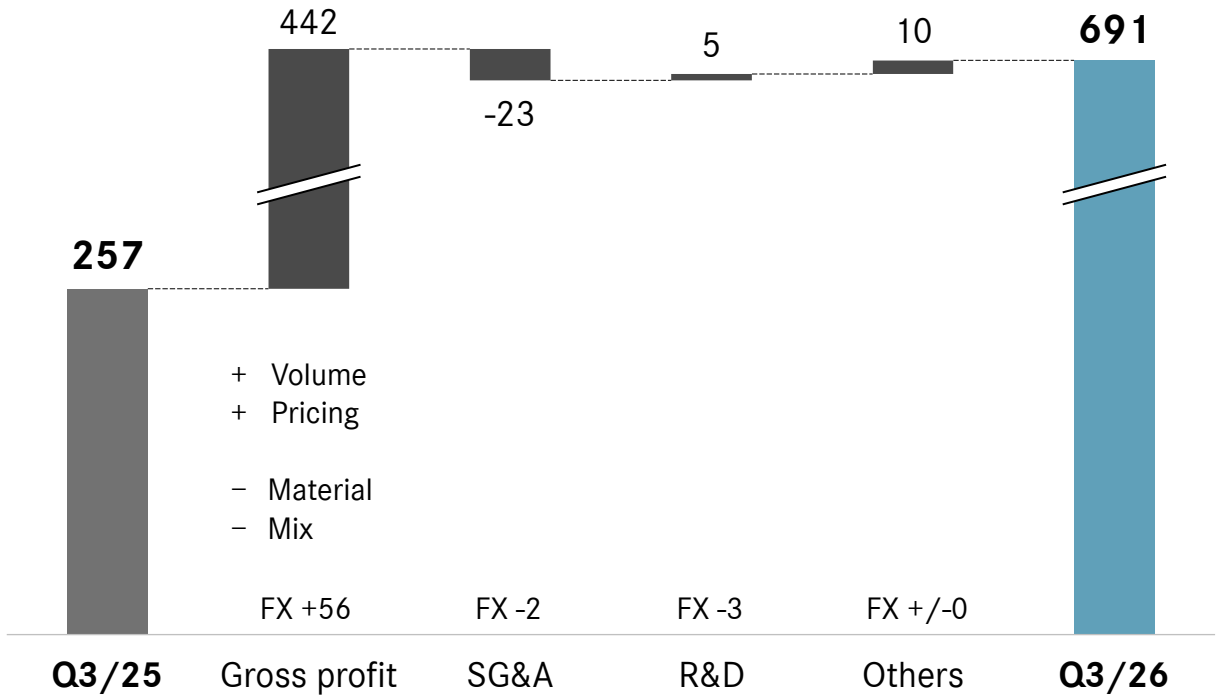

| Class 8 | HDT | MDT/HDT | electrified HDT |
|---|---|---|---|
| **38.3%**[1] | **19.0%**[2] | **19.2%**[2] | **38.5%**[2] |
| Share of market | Share of market | Share of market | Share of market |
| **#1** | | **#1** | **#1** |

[1] YTD Sep for Freightliner, Western Star (company internal analysis) [2] YTD Sep for Mercedes-Benz (company internal analysis)

# **Trucks North America with strong earnings momentum** supported by volume recovery

| | | |
|---|---|---|
| **Revenue**<br>- in bn Euro - | **4.0** | **5.7** |
| **Adj. ROS**<br>- in % - | **6.4** | **12.1** |

**Adj. EBIT**
- in mn Euro -

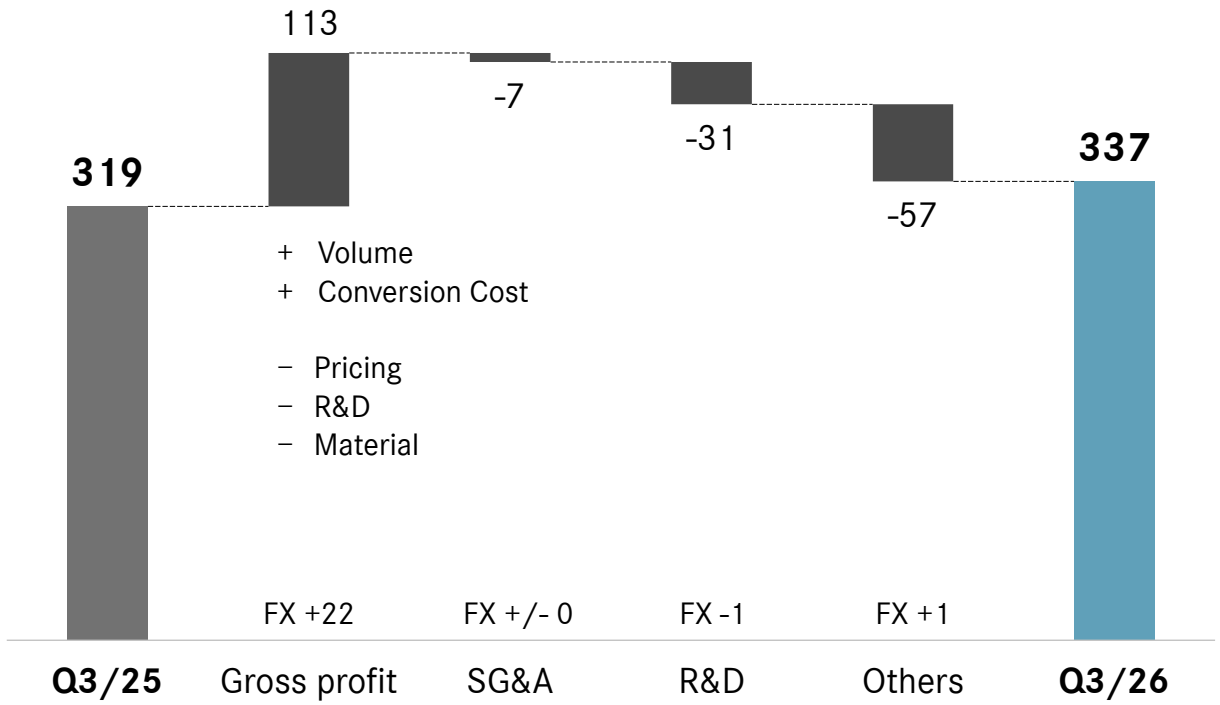





# **Mercedes-Benz Trucks with solid earnings supported** by strong volume growth in EMEA

| | | |
|---|---|---|
| **Revenue**<br>- in bn Euro - | **4.9** | **5.4** |
| **Adj. ROS**<br>- in % - | **6.5** | **6.3** |

**Adj. EBIT**
- in mn Euro -

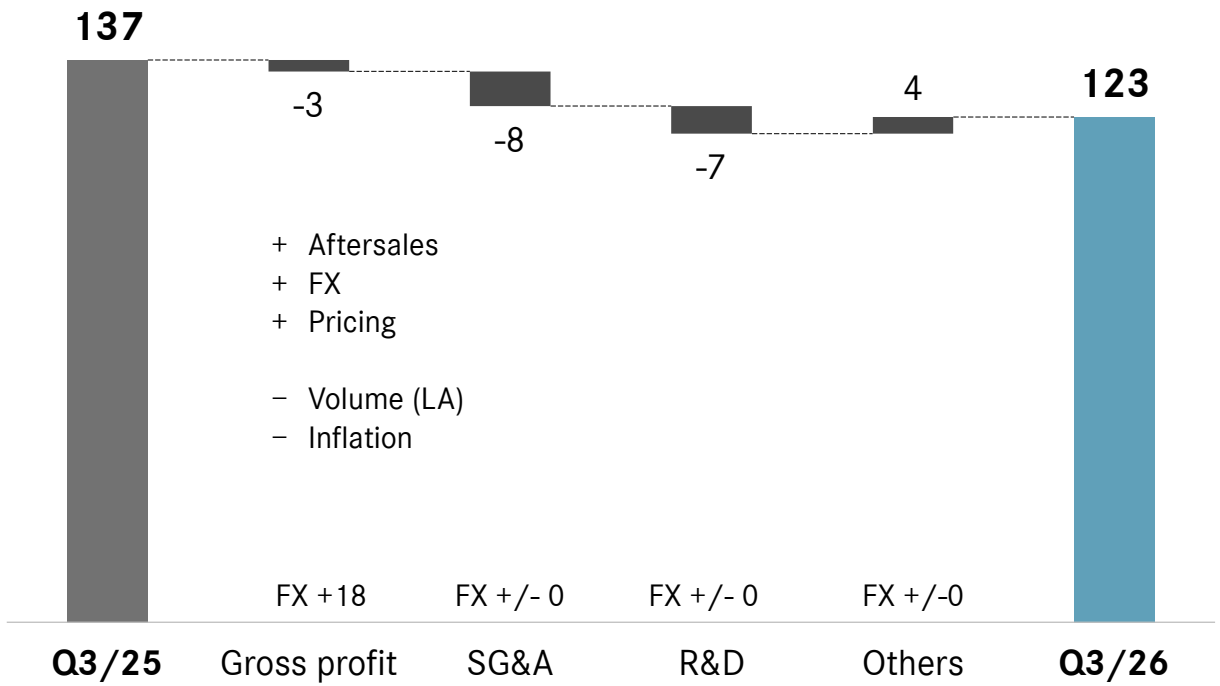





# **Daimler Buses maintains resilient earnings**
despite lower volumes in Latin America

| | | |
|---|---|---|
| **Revenue**<br>- in bn Euro - | **1.4** | **1.3** |
| **Adj. ROS**<br>- in % - | **9.8** | **9.2** |

**Adj. EBIT**
- in mn Euro -

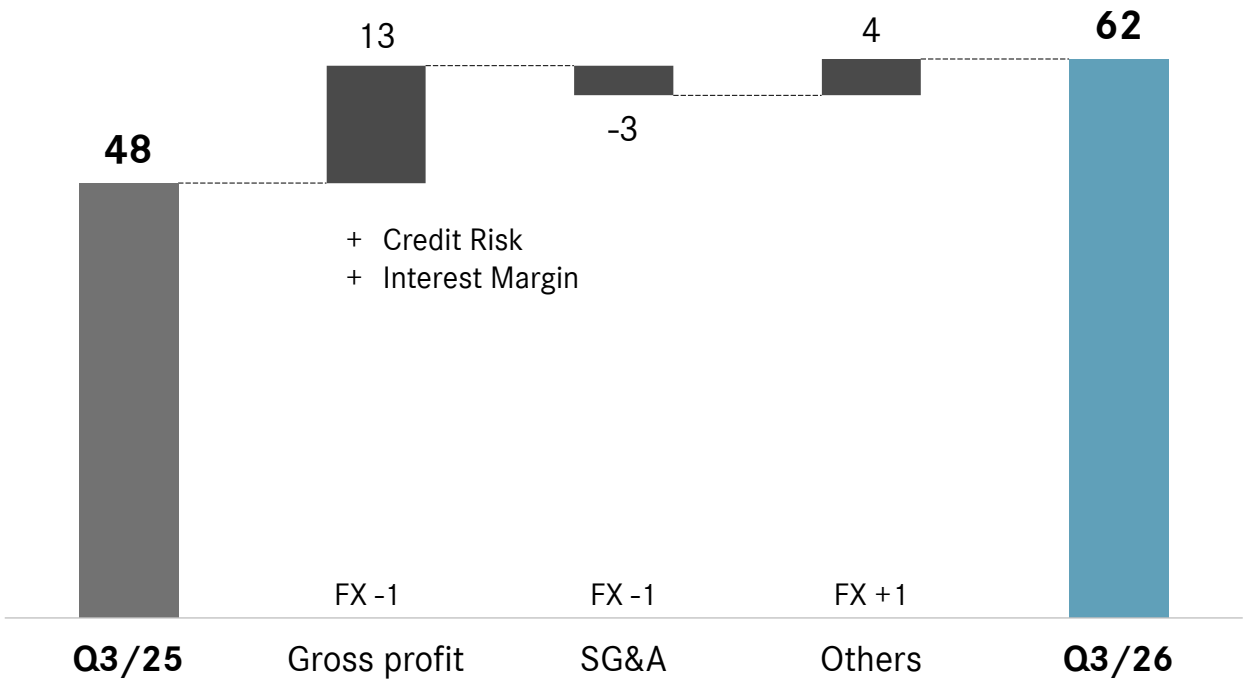





# **Financial Services with solid returns** supported by business growth and credit risk development

| | | |
|---|---|---|
| **Contract vol.*** - in bn Euro - | **29.5** | **30.9** |
| **Adj. ROE** - in % - | **6.5** | **7.8** |

**Adj. EBIT**
- in mn Euro -



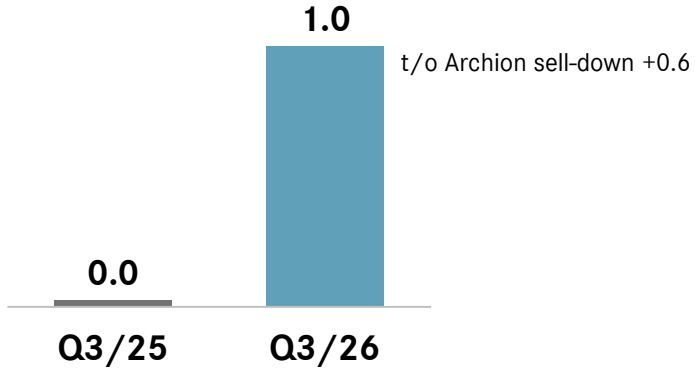



*Contract Volume as of Q4/2025.

# Strong **operating cash generation** and **ARCHION proceeds** support **Free Cash Flow** and healthy **Net Industrial Liquidity**

## Free Cash Flow[1]

Industrial Business



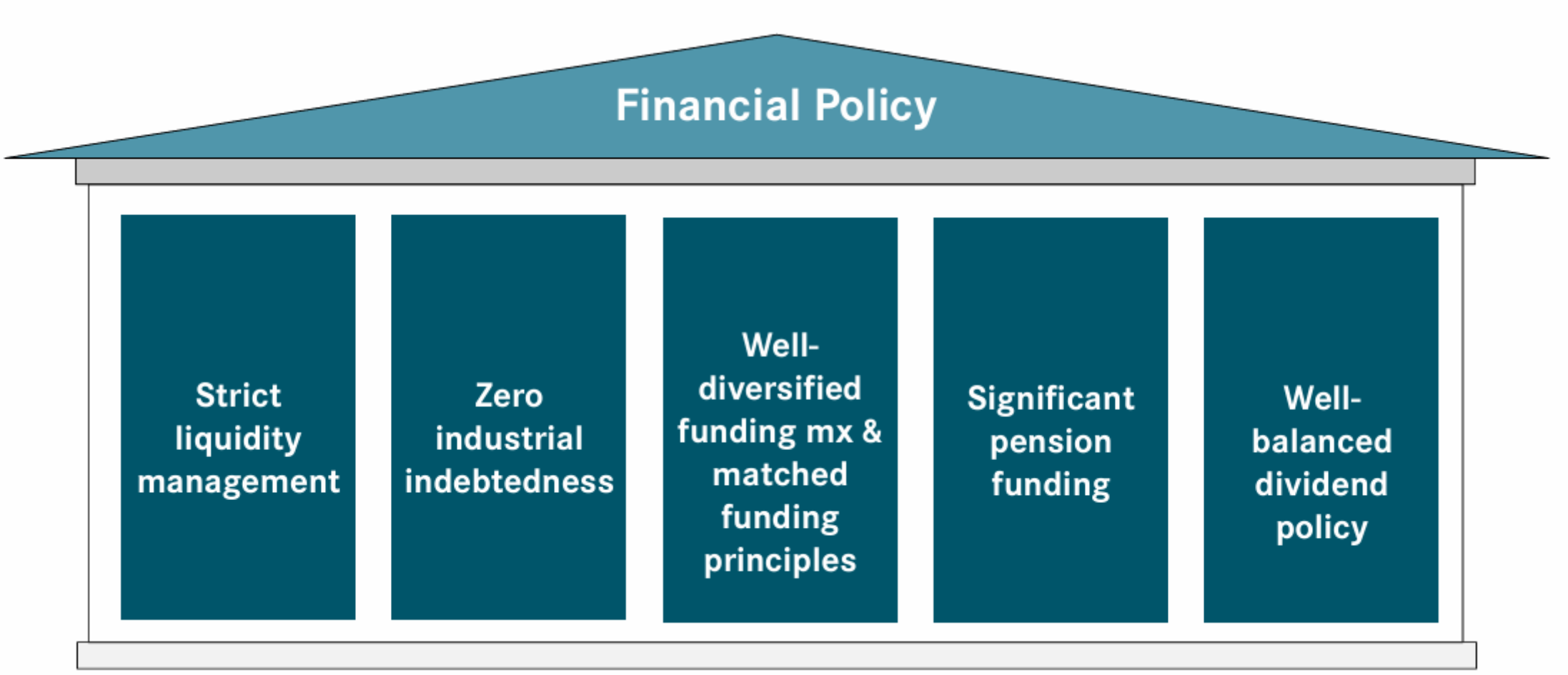

## Net Industrial Liquidity



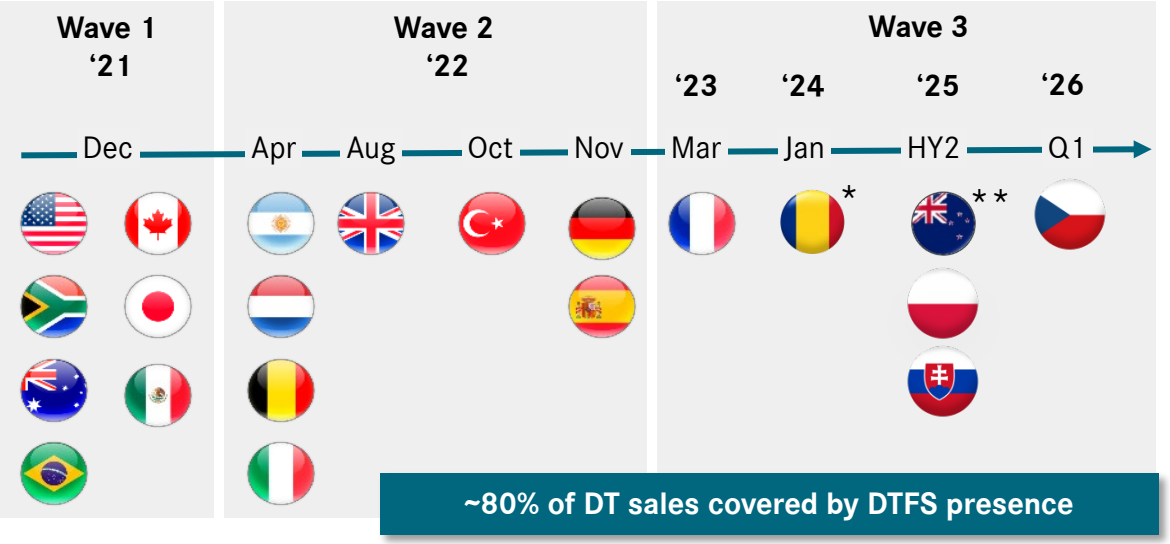

in bn Euro

[1] Of continuing and discontinuedoperations

# **Daimler Truck follows a prudent financial policy** which supports a single-a Credit rating

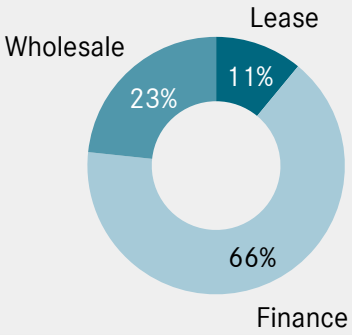


# **Daimler Truck Financial Services** is active in 21 markets with ~30 bn Euro contract volume



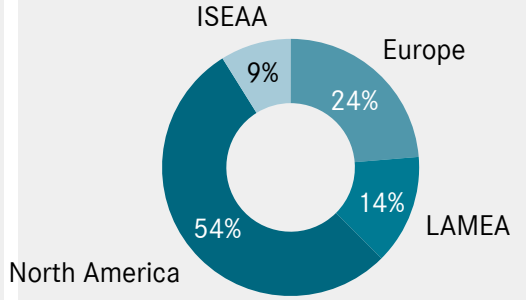

~80% of DT sales covered by DTFS presence

**Portfolio by product**
*- in % -*




Diversifying product portfolio

**Portfolio by region**
*- in % -*



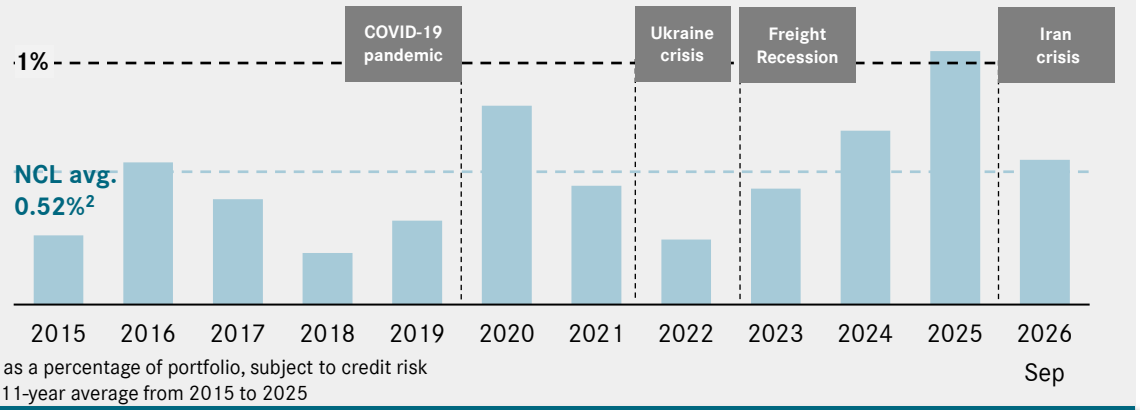

Balancing regional footprint

**Contract Volume**
*- in bn Euro -*

**~31**

Value over growth

**Net credit losses[1]**




[1] as a percentage of portfolio, subject to credit risk
[2] 11-year average from 2015 to 2025

In 2026 Net Credit Loss ratio close but still above long-term average

Actuals as of September 2026

* With partnership ** With branch office *** Without rating debt adjustment

# Daimler Truck **Contacts**

- Further information is available under www.daimlertruck.com/en/investors
- Q3/2026 Disclosure Presentation, Interim Report, our Factbook and upcoming Events and Conferences are available at the Daimler Truck Investor Relations website



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# FIXED INCOME ROADSHOW

## Appendix



# Market assumptions 2026

| Heavy-duty truck market | 2026 |
|---|---|
| **North America** | 250 – 290k units |
| **EU30** | 290 – 330k units |



# Daimler Truck Group and Industrial Business
# **Guidance 2026**

| | FY 2025 | Guidance 2026[1] |
|---|---|---|
| **Group** | | |
| **Adjusted EBIT** | 3.5bn Euro | **3.6 – 4.1bn Euro** |
| **IB** | | |
| **Unit sales** | 315k units | **340 – 370k units** |
| **Revenue** | 42.1bn Euro | **43 – 47bn Euro** |
| **Adjusted ROS** | 7.9% | **7 - 9%** |
| **FCF** | 1.8bn Euro[2] | **3.0 – 3.5bn Euro[2,3]** |




[1] Due to the deconsolidation of Mitsubishi Fuso Truck and Bus Corporation (Mitsubishi Fuso) and its fully consolidated subsidiaries on April 01, 2026, and the associated focus on continuing operations for internal management and reporting, an outlook for discontinued operations and the former Trucks Asia segment for 2026 financial year is generally omitted. The outlook for the 2026 financial year therefore relates to continuing operations.
[2] Includes the sum of continuing and discontinued activities.
[3] Includes the expected cash-in from the strategic Fuso Hino transaction.

# Daimler Truck **segment guidance 2026** and **soft guidance Q4 2026**

| | **Unit sales**[1] - in k units - | | **Adjusted ROS/ROE**[1] - in % - | | | |
|---|---|---|---|---|---|---|
| | **FY 2025** | **Guidance 2026** | **FY 2025** | **Guidance 2026** | **Q3 2026** | **Soft guidance Q4 2026** |
| **Trucks North America** | 142 | 160 – 180 | 10.7 | 9 – 11 | 12.1 | Around upper end of FY guidance corridor |
| **Mercedes-Benz Trucks** | 147 | 150 - 170 | 6.2 | 6 – 8 | 6.3 | Above FY guidance corridor |
| **Daimler Buses** | 27 | 20 – 25 | 10.0 | 8 – 10 | 9.2 | Upper half of FY guidance corridor |
| **Financial Services**[2] | | | 6.1 | 6 – 8 | 7.8 | |

[1] Due to the deconsolidation of Mitsubishi Fuso Truck and Bus Corporation (Mitsubishi Fuso) and its fully consolidated subsidiaries on April 01, 2026, and the associated focus on continuing operations for internal management and reporting, an outlook for discontinued operations and the former Trucks Asia segment for 2026 financial year is generally omitted. The outlook for the 2026 financial year therefore relates to continuing operations.

[2] Adjusted ROE



# Capital structure

| in mn Euro | Mar 31, 2026 | Jun 30, 2026 | Sep 30, 2026 |
|---|---|---|---|
| **Group liquidity**[1] | | | |
| Cash and cash equivalents | 8,969 | 8,245 | 8,399 |
| Marketable debt securities and similar investments | 3,030 | 2,491 | 3,216 |
| **Group gross liquidity** | **11,999** | **10,736** | **11,615** |
| **Total financing liabilities** | **-31,036** | **-29,327** | **-29,552** |
| **Group net debt** | **-19,037** | **-18,591** | **-17,938** |
| **Liquidity of the Industrial Business**[1] | | | |
| Cash and cash equivalents | 8,598 | 7,971 | 8,056 |
| Marketable debt securities and similar investments | 2,978 | 2,437 | 3,160 |
| **Gross liquidity of the Industrial Business** | **11,576** | **10,408** | **11,217** |
| Financing liabilities (nominal) | -4,434 | -2,067 | -2,061 |
| **Net liquidity of the Industrial Business** | **7,143** | **8,342** | **9,156** |
| **Pension Benefits** | | | |
| **Benefit obligations** | -5,405 | -5,516 | -5,231 |
| **Plan assets** | 5,269 | 5,498 | 5,369 |
| **Funded status** | -135 | -17 | -138 |
| Funding ratio | *97.5 %* | *99.7%* | *102.6%* |

| **Average number of shares outstanding** | **Q1 2026** | **Q2 2026** | **Q3 2026** |
|---|---|---|---|
| in millions; adjusted for treasury stocks | | | |
| **Basic** | **765** | **762** | **759** |
| **Diluted** | **765** | **762** | **759** |

[1] Of continuing and discontinued operations

# 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.