
DAIMLER TRUCK

Factbook for Q3 2023

November 7th, 2023

DAIMLER TRUCK

Table of contents

| Tab | Content |
|-----------------------------------------|--------------------------------------------------------------------------------------------------------------------------|
| Stock Market Informaton | 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 | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | Change | FY |
|---------------------------------------------------------------------------------------------|-------------|-------------|-------------|-------------|-------|--------|-------|
| | 2022 | 2023 | 2023 | 2023 | 2022 | | 2022 |
| Earnings per share (in €) | | | | | | | |
| basic | 0.64 | 0.90 | 1.11 | 1.13 | 1.17 | -3% | 3.24 |
| diluted | 0.64 | 0.90 | 1.11 | 1.13 | 1.17 | -3% | 3.24 |
| Average number of shares outstanding (in millions) (adjusted for treasury shares) | | | | | | | |
| basic | 823 | 823 | 823 | 820 | 823 | - | 823 |
| diluted | 823 | 823 | 823 | 820 | 823 | - | 823 |
| Number of shares outstanding (at period end, in million) | | | | | | | |
| | 823 | 823 | 823 | 817 | 823 | -1% | 823 |
| Xetra closing price (at period end, in €) | | | | | | | |
| | 28.95 | 31.11 | 33.00 | 34.21 | 23.35 | 47% | 28.95 |
| Market capitalization, Frankfurt Stock Exchange (at period end, in billions of €) | | | | | | | |
| | 23.83 | 25.60 | 27.16 | 27.95 | 19.22 | 45% | 23.83 |

DAIMLER TRUCK

Key Figures and Ratios

1. Key Figures and Ratios Group

| In €m | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | | January - September | | | FY |
|--------------------------------------------------------------------|---------------|---------------|---------------|---------------|---------------|------------|---------------------|---------------|------------|---------------|
| | 2022 | 2023 | 2023 | 2023 | 2022 | Change | 2023 | 2022 | Change | 2022 |
| Revenue | 14,783 | 13,200 | 13,880 | 13,860 | 13,507 | 3% | 40,940 | 36,162 | 13% | 50,945 |
| EBIT | 903 | 1,121 | 1,378 | 1,219 | 1,057 | 15% | 3,718 | 2,592 | 43% | 3,496 |
| Net profit (loss) | 552 | 795 | 1,004 | 957 | 990 | -3% | 2,757 | 2,211 | 25% | 2,763 |
| t/o Profit (loss) attributable to shareholders of Daimler Truck AG | 522 | 737 | 917 | 925 | 964 | -4% | 2,580 | 2,143 | 20% | 2,665 |
| Investments PP&E | 471 | 155 | 169 | 193 | 184 | 5% | 517 | 427 | 21% | 898 |
| Depreciation and amortization/impairments* | 288 | 281 | 282 | 276 | 277 | -% | 839 | 818 | 3% | 1,105 |
| t/o Amortization on capitalized development costs | 30 | 27 | 27 | 20 | 30 | -33% | 74 | 90 | -18% | 120 |
| Research and development costs | 510 | 440 | 457 | 492 | 446 | 10% | 1,388 | 1,275 | 9% | 1,785 |
| t/o Research and non-capitalized development costs | 474 | 405 | 431 | 439 | 404 | 9% | 1,276 | 1,144 | 12% | 1,618 |
| t/o Capitalized development costs | 36 | 34 | 25 | 53 | 42 | 24% | 112 | 131 | -15% | 167 |
| Capitalization ratio in (%) | 7.0 | 7.7 | 5.5 | 10.7 | 9.5 | - | 8.1 | 10.3 | - | 9.4 |
| Research and development costs (EBIT view) | -504 | -432 | -459 | -460 | -434 | -6% | -1,350 | -1,234 | -9% | -1,738 |
| t/o Research and non-capitalized development costs | -474 | -405 | -431 | -439 | -404 | -9% | -1,276 | -1,144 | -12% | -1,618 |
| t/o Amortization on capitalized development costs | -30 | -27 | -27 | -20 | -30 | 33% | -74 | -90 | 18% | -120 |

| | 4th Quarter | 1st Quarter | 2nd Quarter | End of | | Change |
|---------------------------------|----------------|----------------|----------------|----------------|----------------|-----------|
| | 2022 | 2023 | 2023 | Q3 2023 | Q4 2022 | |
| Active workforce Group** | 104,729 | 104,255 | 104,272 | 104,594 | 104,729 | -% |
| Trucks North America | 28,227 | 29,221 | 29,123 | 28,706 | 28,227 | 2% |
| Mercedes-Benz | 40,884 | 39,408 | 38,767 | 38,973 | 40,884 | -5% |
| Trucks Asia | 16,214 | 16,222 | 16,709 | 16,819 | 16,214 | 4% |
| Daimler Buses | 15,184 | 15,062 | 15,172 | 15,363 | 15,184 | 1% |
| Financial Services | 1,770 | 1,787 | 1,795 | 1,818 | 1,770 | 3% |

* 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 | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | | January - September | | | FY |
|-----------------------------------------|----------------|----------------|----------------|----------------|----------------|------------|---------------------|----------------|--------------|----------------|
| | 2022 | 2023 | 2023 | 2023 | 2022 | Change | 2023 | 2022 | Change | 2022 |
| Unit sales | 155,072 | 125,172 | 131,888 | 128,861 | 134,972 | -5% | 385,921 | 365,219 | 6% | 520,291 |
| Revenue | 14,211 | 12,588 | 13,248 | 13,173 | 13,027 | 1% | 39,008 | 34,975 | 12% | 49,186 |
| Adj. EBIT | 999 | 1,110 | 1,363 | 1,295 | 1,223 | 6% | 3,769 | 2,767 | 36% | 3,767 |
| <i>Adj. ROS (%)</i> | <i>7.0</i> | <i>8.8</i> | <i>10.3</i> | <i>9.8</i> | <i>9.4</i> | <i>-</i> | <i>9.7</i> | <i>7.9</i> | <i>-</i> | <i>7.7</i> |
| Adj. CFBIT | 2,009 | 365 | 1,030 | 1,484 | 953 | 56% | 2,879 | 1,248 | 231% | 3,257 |
| <i>Adj. cash conversion rate (CCR)*</i> | <i>2.0</i> | <i>0.3</i> | <i>0.8</i> | <i>1.1</i> | <i>0.8</i> | <i>-</i> | <i>0.8</i> | <i>0.5</i> | <i>-</i> | <i>0.9</i> |
| Adj. free cash flow | 1,831 | 355 | 496 | 1,194 | 669 | 78% | 2,045 | 145 | 1307% | 1,976 |

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

DAIMLER TRUCK

Key Figures and Ratios

3. Key Segment Data

| In €m | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | | January - September | | | FY |
|--------------------------------------|---------------|---------------|---------------|---------------|---------------|-----------|---------------------|---------------|------------|---------------|
| | 2022 | 2023 | 2023 | 2023 | 2022 | Change | 2023 | 2022 | Change | 2022 |
| Trucks North America | | | | | | | | | | |
| Unit sales | 50,007 | 48,891 | 50,618 | 47,249 | 49,171 | -4% | 146,758 | 136,772 | 7% | 186,779 |
| Revenue | 6,150 | 5,807 | 5,971 | 5,722 | 6,155 | -7% | 17,500 | 15,889 | 10% | 22,039 |
| Adj. EBIT | 731 | 675 | 783 | 711 | 738 | -4% | 2,169 | 1,648 | 32% | 2,379 |
| Adj. ROS (%) | 11.9 | 11.6 | 13.1 | 12.4 | 12.0 | - | 12.4 | 10.4 | - | 10.8 |
| Mercedes-Benz | | | | | | | | | | |
| Unit sales | 51,489 | 34,492 | 39,236 | 40,077 | 42,305 | -5% | 113,805 | 114,880 | -1% | 166,369 |
| Revenue | 5,875 | 4,990 | 5,553 | 5,430 | 5,153 | 5% | 15,973 | 14,338 | 11% | 20,213 |
| Adj. EBIT | 302 | 440 | 544 | 535 | 474 | 13% | 1,520 | 1,327 | 15% | 1,629 |
| Adj. ROS (%) | 5.1 | 8.8 | 9.8 | 9.9 | 9.2 | - | 9.5 | 9.3 | - | 8.1 |
| Trucks Asia | | | | | | | | | | |
| Unit sales | 47,735 | 40,210 | 40,097 | 38,052 | 41,535 | -8% | 118,359 | 108,232 | 9% | 155,967 |
| Revenue | 1,856 | 1,761 | 1,687 | 1,659 | 1,676 | -1% | 5,106 | 4,643 | 10% | 6,499 |
| Adj. EBIT | 67 | 80 | 90 | 45 | 43 | 3% | 216 | 104 | 107% | 171 |
| Adj. ROS (%) | 3.6 | 4.6 | 5.4 | 2.7 | 2.6 | - | 4.2 | 2.2 | - | 2.6 |
| Daimler Buses | | | | | | | | | | |
| Unit sales | 9,101 | 5,570 | 6,181 | 6,789 | 6,283 | 8% | 18,540 | 14,940 | 24% | 24,041 |
| Revenue | 1,249 | 950 | 978 | 1,189 | 941 | 26% | 3,117 | 2,439 | 28% | 3,689 |
| Adj. EBIT | 46 | 9 | 33 | 70 | 23 | 202% | 112 | -32 | - | 14 |
| Adj. ROS (%) | 3.7 | 1.0 | 3.4 | 5.9 | 2.5 | - | 3.6 | -1.3 | - | 0.4 |
| Financial Services | | | | | | | | | | |
| Revenue | 572 | 612 | 632 | 688 | 480 | 43% | 1,932 | 1,187 | 63% | 1,759 |
| Adj. EBIT | 26 | 52 | 65 | 45 | 50 | -9% | 161 | 167 | -3% | 193 |
| Book equity value | 2,218 | 2,257 | 2,303 | 2,364 | 2,161 | 9% | 2,364 | 1,975 | 20% | 2,218 |
| Adj. ROE (%) | 4.7 | 9.2 | 11.4 | 7.7 | 9.6 | - | 9.4 | 11.9 | - | 9.9 |
| Reconciliation unit sales | -3,260 | -3,991 | -4,244 | -3,306 | -4,322 | 24% | -11,541 | -9,605 | -20% | -12,865 |
| Reconciliation revenue | -919 | -919 | -941 | -828 | -898 | 8% | -2,688 | -2,334 | -15% | -3,253 |
| Daimler Truck Group revenue | 14,783 | 13,200 | 13,880 | 13,860 | 13,507 | 3% | 40,940 | 36,162 | 13% | 50,945 |
| Reconciliation adj. EBIT | -147 | -95 | -87 | -66 | -55 | -20% | -248 | -280 | 11% | -427 |
| Adj. Daimler Truck Group EBIT | 1,025 | 1,162 | 1,428 | 1,340 | 1,273 | 5% | 3,930 | 2,934 | 34% | 3,959 |

DAIMLER TRUCK

Share of Market

1. Market Shares (company-internal analysis)

| In % | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | | January - September | | | FY |
|---------------------------------|--------------|--------------|--------------|--------------|--------------|-------------------|---------------------|--------------|-------------------|--------------|
| | 2022 | 2023 | 2023 | 2023 | 2022 | Change | 2023 | 2022 | Change | 2022 |
| Trucks North America | | | | | | | | | | |
| North America* Class 8 | 38.9% | 43.5% | 39.7% | 38.6% | 40.4% | -1.8%-pts. | 40.1% | 40.7% | -0.6%-pts. | 40.0% |
| North America* Class 6-7 | 33.7% | 42.2% | 36.2% | 35.1% | 33.7% | 1.4%-pts. | 37.2% | 39.8% | -2.6%-pts. | 37.6% |
| North America* Class 6-8 | 37.4% | 43.1% | 38.7% | 37.5% | 38.5% | -1%-pts. | 39.2% | 40.5% | -1.3%-pts. | 39.3% |
| Mercedes Benz | | | | | | | | | | |
| EU30** HDT | 20.7% | 17.8% | 19.0% | 19.3% | 20.1% | -0.8%-pts. | 18.8% | 19.6% | -0.8%-pts. | 20.0% |
| EU30** MDT | 32.0% | 27.9% | 25.4% | 25.2% | 34.1% | -8.9%-pts. | 25.9% | 28.1% | -2.2%-pts. | 29.3% |
| EU30** HDT/MDT | 21.7% | 18.8% | 19.6% | 20.0% | 21.5% | -1.5%-pts. | 19.6% | 20.4% | -0.8%-pts. | 20.9% |

* 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 | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | | January - September | | | FY |
|-------------------------------------------------------------------|---------------|---------------|---------------|---------------|---------------|------------|---------------------|---------------|-------------|---------------|
| | 2022 | 2023 | 2023 | 2023 | 2022 | Change | 2023 | 2022 | Change | 2022 |
| Revenue | 14,783 | 13,200 | 13,880 | 13,860 | 13,507 | 3% | 40,940 | 36,162 | 13% | 50,945 |
| Cost of sales | -12,168 | -10,425 | -10,784 | -10,887 | -10,987 | 1% | -32,096 | -29,345 | -9% | -41,513 |
| Gross profit | 2,615 | 2,775 | 3,096 | 2,973 | 2,520 | 18% | 8,844 | 6,817 | 30% | 9,432 |
| Selling expenses | -789 | -681 | -729 | -730 | -669 | -9% | -2,140 | -2,139 | -% | -2,928 |
| General administrative expenses | -546 | -595 | -652 | -658 | -559 | -18% | -1,906 | -1,411 | -35% | -1,957 |
| Research and non-capitalized development costs | -474 | -405 | -431 | -439 | -404 | -9% | -1,276 | -1,144 | -12% | -1,618 |
| Other operating income | 211 | 156 | 151 | 148 | 204 | -28% | 456 | 669 | -32% | 880 |
| Other operating expense | -11 | -49 | -6 | -24 | -30 | 21% | -79 | -166 | 52% | -177 |
| Result from equity-method investments, net | -71 | -19 | -29 | -33 | -43 | 24% | -80 | -155 | 48% | -226 |
| Other financial income/expense, net | -32 | -61 | -22 | -17 | 39 | - | -100 | 121 | - | 90 |
| Earnings before interest and taxes (EBIT) | 903 | 1,121 | 1,378 | 1,219 | 1,057 | 15% | 3,718 | 2,592 | 43% | 3,496 |
| Interest income | 82 | 80 | 79 | 109 | 33 | 232% | 268 | 115 | 132% | 198 |
| Interest expense | -94 | -30 | -76 | -82 | -44 | -86% | -188 | -150 | -25% | -244 |
| Profit before income taxes | 892 | 1,171 | 1,381 | 1,247 | 1,045 | 19% | 3,798 | 2,557 | 49% | 3,449 |
| Income taxes | -340 | -376 | -377 | -290 | -55 | -426% | -1,043 | -346 | -201% | -686 |
| Net profit/ loss | 552 | 795 | 1,004 | 957 | 990 | -3% | 2,756 | 2,211 | 25% | 2,763 |
| <i>t/o profit attributable to non-controlling interests</i> | <i>30</i> | <i>58</i> | <i>87</i> | <i>31</i> | <i>27</i> | <i>17%</i> | <i>176</i> | <i>68</i> | <i>157%</i> | <i>99</i> |
| <i>t/o profit/loss attributable to Daimler Truck Shareholders</i> | <i>522</i> | <i>737</i> | <i>917</i> | <i>925</i> | <i>964</i> | <i>-4%</i> | <i>2,580</i> | <i>2,143</i> | <i>20%</i> | <i>2,665</i> |

DAIMLER TRUCK

Financial Statements of the Daimler Truck Group

2. Condensed Statement of Financial Position of Daimler Truck Group

| In €m | End of | End of | End of | End of | | Change | End of | | |
|----------------------------------------------------|---------------|---------------|---------------|---------------|---------------|------------|---------------|---------------|------------|
| | 4th Quarter | 1st Quarter | 2nd Quarter | 2023 | 2022 | | Q3 2023 | Q4 2022 | Change |
| | 2022 | 2023 | 2023 | 2023 | 2022 | | Q3 2023 | Q4 2022 | Change |
| Assets | | | | | | | | | |
| Intangible assets | 2,779 | 2,765 | 2,780 | 2,823 | 2,816 | -% | 2,823 | 2,779 | 2% |
| Property, plant and equipment | 7,993 | 7,908 | 7,768 | 7,789 | 7,907 | -1% | 7,789 | 7,993 | -3% |
| Equipment on operating leases | 4,433 | 4,416 | 4,407 | 4,475 | 3,987 | 12% | 4,475 | 4,433 | 1% |
| Receivables from financial services | 22,425 | 22,851 | 23,711 | 25,126 | 22,401 | 12% | 25,126 | 22,425 | 12% |
| Equity-method investments | 1,073 | 1,090 | 1,058 | 1,040 | 1,132 | -8% | 1,040 | 1,073 | -3% |
| Inventories | 8,815 | 9,673 | 10,047 | 10,544 | 10,643 | -1% | 10,544 | 8,815 | 20% |
| Trade receivables | 4,682 | 4,857 | 4,562 | 4,761 | 4,695 | 1% | 4,761 | 4,682 | 2% |
| Cash and cash equivalents | 5,944 | 7,788 | 7,906 | 9,982 | 6,032 | 65% | 9,982 | 5,944 | 68% |
| Marketable debt securities and similar investments | 1,145 | 1,303 | 1,621 | 1,905 | 606 | 214% | 1,905 | 1,145 | 66% |
| t/o current | 1,124 | 1,281 | 1,598 | 1,862 | 584 | 219% | 1,862 | 1,124 | 66% |
| t/o non-current | 21 | 23 | 23 | 43 | 22 | 94% | 43 | 21 | 101% |
| Other financial assets | 1,505 | 1,517 | 1,494 | 1,560 | 1,591 | -2% | 1,560 | 1,505 | 4% |
| Other assets | 3,175 | 3,078 | 3,283 | 3,442 | 3,594 | -4% | 3,442 | 3,175 | 8% |
| Total assets | 63,969 | 67,247 | 68,637 | 73,446 | 65,402 | 12% | 73,446 | 63,969 | 15% |
| Equity and liabilities | | | | | | | | | |
| Equity | 20,606 | 21,228 | 21,070 | 21,967 | 20,744 | 6% | 21,967 | 20,606 | 7% |
| Provisions | 6,096 | 6,124 | 6,101 | 6,257 | 6,196 | 1% | 6,257 | 6,096 | 3% |
| Financing liabilities | 20,839 | 22,908 | 24,809 | 27,769 | 21,209 | 31% | 27,769 | 20,839 | 33% |
| t/o current | 7,511 | 8,129 | 8,602 | 8,683 | 6,048 | 44% | 8,683 | 7,511 | 16% |
| t/o non-current | 13,328 | 14,779 | 16,208 | 19,085 | 15,161 | 26% | 19,085 | 13,328 | 43% |
| Trade payables | 5,317 | 5,634 | 5,393 | 5,945 | 5,599 | 6% | 5,945 | 5,317 | 12% |
| Other financial liabilities | 4,826 | 4,854 | 4,727 | 4,986 | 5,306 | -6% | 4,986 | 4,826 | 3% |
| Contract and refund liabilities | 3,811 | 4,000 | 4,066 | 4,119 | 3,943 | 4% | 4,119 | 3,811 | 8% |
| Other liabilities | 2,474 | 2,498 | 2,469 | 2,402 | 2,405 | -% | 2,402 | 2,474 | -3% |
| Total equity and liabilities | 63,969 | 67,247 | 68,637 | 73,446 | 65,402 | 12% | 73,446 | 63,969 | 15% |

DAIMLER TRUCK

Financial Statements of the Daimler Truck Group

3. Condensed Statement of Cash Flows of Daimler Truck Group

| In €m | End of | End of | End of | End of | | Change |
|------------------------------------------------------------------------|---------------|--------------|---------------|---------------|---------------|-------------|
| | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | |
| | 2022 | 2023 | 2023 | 2023 | 2022 | |
| Cash and cash equivalents at beginning of period | 7,244 | 5,944 | 5,944 | 5,944 | 7,244 | -18% |
| Profit before income taxes | 3,449 | 1,171 | 2,551 | 3,798 | 2,557 | 49% |
| Depreciation and amortization/impairments | 1,120 | 281 | 563 | 839 | 854 | -2% |
| Oth. non-cash expense/inc. & gains/losses on disposals of assets | 285 | 18 | 87 | 130 | 218 | -40% |
| Change in operating assets and liabilities | | | | | | |
| Inventories | -1,143 | -956 | -1,390 | -1,800 | -2,113 | 15% |
| Trade receivables | -631 | -205 | 58 | -113 | -531 | 79% |
| Trade payables | 904 | 390 | 192 | 708 | 1,000 | -29% |
| Receivables from Financial Services | -3,385 | -625 | -1,307 | -2,398 | -2,107 | -14% |
| Vehicles on operating leases | -141 | -45 | -35 | -92 | -19 | -388% |
| Other operating assets and liabilities | 106 | 387 | 154 | 360 | -237 | -252% |
| Dividends received from equity-method investments | 13 | - | 7 | 8 | 13 | -39% |
| Income taxes paid | -1,100 | -124 | -585 | -998 | -878 | -14% |
| Cash used for/provided by operating activities | -523 | 291 | 295 | 442 | -1,243 | - |
| Additions to property, plant and equipment and intangible assets | -1,132 | -203 | -429 | -675 | -599 | -13% |
| Additions to property, plant and equipment | -898 | -155 | -324 | -517 | -427 | -21% |
| Investments in and proceeds from disposals of shareholdings | -2,165 | -82 | -145 | -157 | -1,884 | 92% |
| Acquisitions and sales of market. debt securities and similar investm. | -989 | -159 | -453 | -734 | -427 | -72% |
| Other | 119 | 23 | 27 | 25 | 88 | -72% |
| Cash used for/provided by investing activities | -4,167 | -422 | -1,000 | -1,541 | -2,822 | 45% |
| Change in financing liabilities | 3,409 | 2,095 | 3,920 | 6,454 | 2,679 | 141% |
| Dividends paid | -52 | -76 | -1,156 | -1,160 | -39 | -2869% |
| Acquisition of treasury shares | - | - | - | -196 | - | - |
| Transactions with the Mercedes-Benz Group until the spin-off | -23 | - | - | - | -23 | - |
| Internal equity and financing transactions | - | - | - | - | - | - |
| Cash used for/provided by financing activities | 3,334 | 2,019 | 2,765 | 5,098 | 2,617 | 95% |
| Effect of foreign exchange rate changes on cash & cash equivalents | 56 | -44 | -97 | 38 | 235 | -84% |
| Cash and cash equivalents at end of period | 5,944 | 7,788 | 7,906 | 9,982 | 6,032 | 65% |

DAIMLER TRUCK

Industrial Business

1. Summary Income Statement of the Industrial Business

| In €m | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | | January - September | | | FY |
|------------------------------------------------|----------------|----------------|----------------|----------------|----------------|-------------|---------------------|----------------|-------------|----------------|
| | 2022 | 2023 | 2023 | 2023 | 2022 | Change | 2023 | 2022 | Change | 2022 |
| Production | 145,028 | 136,036 | 132,646 | 127,836 | 138,018 | -7% | 396,518 | 380,724 | 4% | 525,752 |
| Incoming orders (units) | 137,135 | 122,935 | 96,936 | 99,070 | 135,569 | -27% | 318,941 | 385,702 | -17% | 522,837 |
| Zero-Emission-Vehicle (ZEV) | 386 | 716 | 1,077 | 1,805 | 425 | 325% | 3,598 | 1,705 | 111% | 2,091 |
| Unit sales | 155,072 | 125,172 | 131,888 | 128,861 | 134,972 | -5% | 385,921 | 365,219 | 6% | 520,291 |
| Zero-Emission-Vehicle (ZEV) | 290 | 287 | 383 | 491 | 178 | 176% | 1,161 | 624 | 86% | 914 |
| Revenue | 14,211 | 12,588 | 13,248 | 13,173 | 13,027 | 1% | 39,008 | 34,975 | 12% | 49,186 |
| Cost of sales | -11,702 | -9,955 | -10,291 | -10,337 | -10,632 | 3% | -30,584 | -28,521 | -7% | -40,224 |
| Gross profit | 2,509 | 2,633 | 2,957 | 2,835 | 2,395 | 18% | 8,425 | 6,454 | 31% | 8,963 |
| Selling expenses | -752 | -649 | -695 | -698 | -638 | -9% | -2,041 | -2,055 | 1% | -2,806 |
| General administrative expenses | -483 | -539 | -596 | -599 | -498 | -20% | -1,734 | -1,258 | -38% | -1,741 |
| Research and non-capitalized development costs | -474 | -405 | -431 | -439 | -404 | -9% | -1,276 | -1,144 | -12% | -1,618 |
| Other operating income | 201 | 146 | 135 | 127 | 150 | -15% | 407 | 467 | -13% | 669 |
| Other operating expense | -23 | -30 | 7 | -6 | -16 | 65% | -28 | -126 | 78% | -149 |
| Result from equity-method investments, net | -71 | -19 | -29 | -33 | -43 | 24% | -80 | -155 | 48% | -226 |
| Other financial income/expense, net | -31 | -60 | -22 | -17 | 39 | - | -99 | 125 | - | 93 |
| EBIT | 876 | 1,077 | 1,323 | 1,173 | 984 | 19% | 3,573 | 2,310 | 55% | 3,185 |
| ROS (%) | 6.2 | 8.6 | 10.0 | 8.9 | 7.6 | - | 9.2 | 6.6 | - | 6.5 |
| Legal proceedings and related measures | - | - | - | - | - | - | - | - | - | - |
| Restructuring measures | 33 | - | -6 | 24 | 158 | -85% | 18 | 191 | -91% | 224 |
| M&A transactions | 91 | 33 | 46 | 98 | 82 | 21% | 178 | 267 | -33% | 357 |
| Adj. EBIT | 999 | 1,110 | 1,363 | 1,295 | 1,223 | 6% | 3,769 | 2,767 | 36% | 3,767 |
| Adj. ROS (%) | 7.0 | 8.8 | 10.3 | 9.8 | 9.4 | - | 9.7 | 7.9 | - | 7.7 |

DAIMLER TRUCK

Industrial Business

2. Summary Cash Flow Statement of the Industrial Business

| In €m | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | | January - September | | | FY |
|---------------------------------------------------------------------|--------------|--------------|--------------|--------------|--------------|------------|---------------------|--------------|--------------|--------------|
| | 2022 | 2023 | 2023 | 2023 | 2022 | Change | 2023 | 2022 | Change | 2022 |
| EBIT of Industrial Business | 876 | 1,077 | 1,323 | 1,173 | 984 | 19% | 3,573 | 2,310 | 55% | 3,185 |
| Change in working capital | 1,025 | -1,069 | -282 | 23 | -535 | - | -1,327 | -1,783 | 26% | -758 |
| Net financial investments | 17 | -78 | -47 | -15 | -238 | 94% | -140 | -179 | 22% | -162 |
| Net investments in property, plant and equipment and intang. assets | -631 | -292 | -233 | -283 | -205 | -38% | -808 | -533 | -52% | -1,165 |
| Depreciation and amortization/impairments | 288 | 277 | 277 | 272 | 277 | -2% | 826 | 818 | 1% | 1,105 |
| Other | 441 | 262 | -122 | 208 | 591 | -65% | 348 | 380 | -8% | 820 |
| CFBIT of Industrial Business | 2,015 | 178 | 916 | 1,378 | 875 | 58% | 2,472 | 1,012 | 144% | 3,027 |
| Income taxes paid / refunded | -205 | -87 | -538 | -397 | -322 | -23% | -1,022 | -942 | -8% | -1,147 |
| Interest paid / received | -43 | 130 | -18 | 137 | 25 | 451% | 250 | 30 | 722% | -12 |
| Effects from pensions | 84 | -47 | -7 | -6 | 7 | - | -60 | -232 | 74% | -148 |
| Other reconciling items | -15 | -6 | 28 | -25 | 7 | - | -3 | 40 | - | 26 |
| FCF of Industrial Business | 1,836 | 168 | 382 | 1,088 | 592 | 84% | 1,638 | -91 | - | 1,746 |
| CFBIT of Industrial Business | 2,015 | 178 | 916 | 1,378 | 875 | 58% | 2,472 | 1,012 | 144% | 3,027 |
| Legal proceedings and related measures | - | - | - | - | - | - | - | - | - | - |
| Restructuring measures | 4 | 119 | 49 | 7 | 5 | 47% | 175 | 127 | 38% | 131 |
| M&A transactions | -10 | 68 | 65 | 98 | 74 | 33% | 232 | 110 | 111% | 100 |
| Adj. CFBIT of Industrial Business | 2,009 | 365 | 1,030 | 1,484 | 953 | 56% | 2,879 | 1,248 | 131% | 3,257 |
| <i>Adj. Cash conversion rate*</i> | <i>2.0</i> | <i>0.3</i> | <i>0.8</i> | <i>1.1</i> | <i>0.8</i> | <i>-</i> | <i>0.8</i> | <i>0.5</i> | <i>-</i> | <i>0.9</i> |
| * Ratio of adj. CFBIT to adj. EBIT. | | | | | | | | | | |
| FCF of Industrial Business | 1,836 | 168 | 382 | 1,088 | 592 | 84% | 1,638 | -91 | - | 1,746 |
| Legal proceedings and related measures | - | - | - | - | - | - | - | - | - | - |
| Restructuring measures | 4 | 119 | 49 | 7 | 5 | 47% | 175 | 127 | 38% | 131 |
| M&A transactions | -10 | 68 | 65 | 98 | 74 | 33% | 232 | 110 | 111% | 100 |
| Adj. FCF of Industrial Business | 1,831 | 355 | 496 | 1,194 | 671 | 78% | 2,045 | 145 | 1309% | 1,976 |
| Net liquidity at the beginning of the period | 6,159 | 7,530 | 7,526 | 6,827 | 5,460 | 25% | 7,530 | 6,024 | 25% | 6,024 |
| FCF | 1,836 | 168 | 382 | 1,088 | 592 | 84% | 1,638 | -91 | - | 1,746 |
| t/o working capital | 1,024 | -1,069 | -282 | 23 | -535 | - | -1,327 | -1,783 | 26% | -758 |
| Other | -466 | -172 | -1,080 | -231 | 107 | - | -1,483 | 227 | - | -239 |
| t/o dividends Daimler Truck Holding AG | - | - | -1,070 | - | - | - | -1,070 | - | - | - |
| t/o acquisition of treasury shares | - | - | - | -196 | - | - | -196 | - | - | - |
| Net liquidity at the end of the period | 7,530 | 7,526 | 6,827 | 7,685 | 6,159 | 25% | 7,685 | 6,159 | 25% | 7,530 |

DAIMLER TRUCK

Industrial Business

3. Return on Capital Employed of the Industrial Business

| In €m | End of | End of | End of | End of | | Change | End of | | |
|-----------------------------------------|---------------|---------------|---------------|---------------|---------------|------------|---------------|---------------|-----------|
| | 4th Quarter | 1st Quarter | 2nd Quarter | 2023 | 2022 | | Q3 2023 | Q4 2022 | Change |
| Intangible assets | 2,735 | 2,721 | 2,735 | 2,775 | 2,783 | -% | 2,775 | 2,735 | 1% |
| Property, plant and equipment | 7,928 | 7,842 | 7,700 | 7,720 | 7,818 | -1% | 7,720 | 7,928 | -3% |
| Inventories | 8,782 | 9,627 | 9,963 | 10,426 | 10,554 | -1% | 10,426 | 8,782 | 19% |
| Trade receivables | 4,260 | 4,700 | 4,352 | 4,503 | 4,463 | 1% | 4,503 | 4,260 | 6% |
| Other assets | 6,290 | 6,334 | 6,297 | 6,254 | 6,221 | 1% | 6,254 | 6,290 | -1% |
| Operating assets | 29,996 | 31,223 | 31,046 | 31,677 | 31,840 | -1% | 31,677 | 29,996 | 6% |
| Trade payables | 5,267 | 5,544 | 5,307 | 5,864 | 5,523 | 6% | 5,864 | 5,267 | 11% |
| Other liabilities | 14,337 | 14,448 | 14,246 | 14,502 | 14,530 | -% | 14,502 | 14,337 | 1% |
| Operating liabilities | 19,604 | 19,992 | 19,553 | 20,367 | 20,052 | 2% | 20,367 | 19,604 | 4% |
| Operating net assets | 10,392 | 11,232 | 11,492 | 11,311 | 11,788 | -4% | 11,311 | 10,392 | 9% |
| Average operating net assets | 11,039 | 10,812 | 11,087 | 11,191 | 11,023 | 2% | 11,191 | 11,039 | 1% |
| ROCE of Industrial Business (%)* | 28.9 | 39.8 | 43.3 | 42.6 | 27.9 | - | 42.6 | 28.9 | - |

* Ratio of annualized EBIT to average operating net assets based on quarters.

DAIMLER TRUCK

Industrial Business

4. Condensed Statement of Financial Position of the Industrial Business

| In €m | End of | End of | End of | End of | | | End of | | | |
|----------------------------------------------------|---------------|---------------|---------------|---------------|---------------|------------|---------------|---------------|------------|--------|
| | 4th Quarter | 1st Quarter | 2nd Quarter | 2023 | 3rd Quarter | 2022 | Change | Q3 2023 | Q4 2022 | Change |
| | 2022 | 2023 | 2023 | | | | | | | |
| Assets | | | | | | | | | | |
| Intangible assets | 2,735 | 2,721 | 2,735 | 2,775 | 2,783 | -% | 2,775 | 2,735 | 1% | |
| Property, plant and equipment | 7,928 | 7,842 | 7,700 | 7,720 | 7,818 | -1% | 7,720 | 7,928 | -3% | |
| Equipment on operating leases | 3,617 | 3,516 | 3,546 | 3,603 | 3,191 | 13% | 3,603 | 3,617 | -% | |
| Receivables from financial services | - | - | - | - | - | - | - | - | - | |
| Equity-method investments | 1,073 | 1,090 | 1,058 | 1,040 | 1,132 | -8% | 1,040 | 1,073 | -3% | |
| Inventories | 8,782 | 9,627 | 9,963 | 10,426 | 10,554 | -1% | 10,426 | 8,782 | 19% | |
| Trade receivables | 4,260 | 4,700 | 4,352 | 4,503 | 4,463 | 1% | 4,503 | 4,260 | 6% | |
| Cash and cash equivalents | 5,597 | 7,315 | 7,660 | 9,740 | 5,705 | 71% | 9,740 | 5,597 | 74% | |
| Marketable debt securities and similar investments | 1,092 | 1,281 | 1,598 | 1,863 | 541 | 244% | 1,863 | 1,092 | 71% | |
| t/o current | 1,092 | 1,281 | 1,598 | 1,862 | 541 | 244% | 1,862 | 1,092 | 71% | |
| t/o non-current | - | - | - | - | - | - | - | - | - | |
| Other financial assets | 702 | 866 | 837 | 778 | 1,074 | -28% | 778 | 702 | 11% | |
| Other assets | 2,637 | 2,515 | 2,646 | 2,725 | 3,068 | -11% | 2,725 | 2,637 | 3% | |
| Total assets | 38,424 | 41,472 | 42,095 | 45,172 | 40,329 | 12% | 45,172 | 38,424 | 18% | |
| Equity and liabilities | | | | | | | | | | |
| Equity | 18,388 | 18,971 | 18,767 | 19,603 | 18,583 | 5% | 19,603 | 18,388 | 7% | |
| Provisions | 5,954 | 5,991 | 5,970 | 6,115 | 6,057 | 1% | 6,115 | 5,954 | 3% | |
| Financing liabilities | -1,422 | 547 | 1,859 | 3,280 | -560 | - | 3,280 | -1,422 | - | |
| t/o current | -4,856 | -3,981 | -3,540 | -4,012 | -6,541 | 39% | -4,012 | -4,856 | 17% | |
| t/o non-current | 3,433 | 4,528 | 5,399 | 7,292 | 5,981 | 22% | 7,292 | 3,433 | 112% | |
| Trade payables | 5,267 | 5,544 | 5,307 | 5,864 | 5,523 | 6% | 5,864 | 5,267 | 11% | |
| Other financial liabilities | 4,288 | 4,255 | 4,041 | 4,158 | 4,623 | -10% | 4,158 | 4,288 | -3% | |
| Contract and refund liabilities | 3,811 | 4,000 | 4,066 | 4,119 | 3,943 | 4% | 4,119 | 3,811 | 8% | |
| Other liabilities | 2,139 | 2,164 | 2,084 | 2,032 | 2,161 | -6% | 2,032 | 2,139 | -5% | |
| Total equity and liabilities | 38,424 | 41,472 | 42,095 | 45,172 | 40,329 | 12% | 45,172 | 38,424 | 18% | |

DAIMLER TRUCK

Industrial Business

5. Condensed Statement of Cash Flows of the Industrial Business

| In €m | End of | End of | End of | End of | | Change |
|------------------------------------------------------------------------|---------------|--------------|---------------|---------------|---------------|--------------|
| | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | |
| | 2022 | 2023 | 2023 | 2023 | 2022 | |
| Cash and cash equivalents at beginning of period | 6,904 | 5,597 | 5,597 | 5,597 | 6,904 | -19% |
| Profit before income taxes | 3,145 | 1,127 | 2,454 | 3,655 | 2,277 | 60% |
| Depreciation and amortization/impairments | 1,105 | 277 | 554 | 826 | 818 | 1% |
| Oth. non-cash expense/inc. & gains/losses on disposals of assets | 424 | -3 | 72 | 100 | 368 | -73% |
| Change in operating assets and liabilities | | | | | | |
| Inventories | -1,122 | -942 | -1,342 | -1,717 | -2,106 | 18% |
| Trade receivables | -569 | -474 | -164 | -287 | -678 | 58% |
| Trade payables | 933 | 348 | 155 | 676 | 1,001 | -32% |
| Receivables from financial services | -2 | 18 | 23 | 25 | - | - |
| Vehicles on operating leases | 119 | 80 | 145 | 206 | 143 | 44% |
| Other operating assets and liabilities | 130 | 227 | -57 | 118 | -322 | - |
| Dividends received from equity-method investments | 13 | - | 7 | 8 | 13 | -39% |
| Income taxes paid | -1,147 | -87 | -625 | -1,022 | -942 | -8% |
| Cash used for/provided by operating activities | 3,030 | 571 | 1,223 | 2,589 | 573 | 352% |
| Additions to property, plant and equipment and intangible assets | -1,102 | -197 | -418 | -656 | -575 | -14% |
| Investments in and proceeds from disposals of shareholdings | -1,433 | -82 | -130 | -145 | -1,256 | 88% |
| Acquisitions and sales of market. debt securities and similar investm. | -984 | -181 | -474 | -735 | -423 | -74% |
| Other | 120 | 11 | 13 | 18 | 96 | -81% |
| Cash used for/provided by investing activities | -3,399 | -449 | -1,009 | -1,518 | -2,158 | 30% |
| Change in financing liabilities | 1,696 | 1,836 | 2,461 | 4,471 | 1,979 | 126% |
| Dividends paid | -52 | -76 | -1,156 | -1,160 | -39 | -2869% |
| Acquisition of treasury shares | - | - | - | -196 | - | - |
| Transactions with the Mercedes-Benz Group until the spin-off | 21 | - | - | - | 21 | - |
| Internal equity and financing transactions | -2,656 | -121 | 639 | -81 | -1,797 | 95% |
| Cash used for/provided by financing activities | -991 | 1,639 | 1,944 | 3,034 | 163 | 1759% |
| Effect of foreign exchange rate changes on cash & cash equivalents | 54 | -43 | -96 | 38 | 222 | -83% |
| Cash and cash equivalents at end of period | 5,597 | 7,315 | 7,660 | 9,740 | 5,705 | 71% |

DAIMLER TRUCK

Trucks North America

1. Key Figures and Ratios

| In €m | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | | January - September | | | FY |
|------------------------------------------------|---------------|---------------|---------------|---------------|---------------|-------------|---------------------|----------------|-------------|----------------|
| | 2022 | 2023 | 2023 | 2023 | 2022 | Change | 2023 | 2022 | Change | 2022 |
| Production | 48,453 | 50,988 | 48,215 | 46,812 | 47,286 | -1% | 146,015 | 134,522 | 9% | 182,975 |
| Incoming orders (units) | 65,734 | 34,068 | 32,994 | 35,269 | 47,964 | -26% | 102,331 | 110,494 | -7% | 176,228 |
| Unit sales | 50,007 | 48,891 | 50,618 | 47,249 | 49,171 | -4% | 146,758 | 136,772 | 7% | 186,779 |
| North America* | 49,402 | 48,521 | 50,126 | 46,739 | 48,687 | -4% | 145,386 | 135,015 | 8% | 184,417 |
| USA | 42,457 | 41,655 | 42,709 | 39,530 | 41,937 | -6% | 123,894 | 115,421 | 7% | 157,878 |
| Investments PP&E | 121 | 18 | 29 | 38 | 35 | 7% | 84 | 95 | -11% | 216 |
| Research and development costs | 182 | 158 | 159 | 172 | 144 | 19% | 489 | 417 | 17% | 599 |
| t/o capitalized development costs | - | - | - | 10 | - | - | 10 | - | - | - |
| Capitalization ratio (%) | - | - | - | 5.8 | - | - | 11.9 | - | - | - |
| Revenue | 6,150 | 5,807 | 5,971 | 5,722 | 6,155 | -7% | 17,500 | 15,889 | 10% | 22,039 |
| Cost of sales | -5,030 | -4,697 | -4,760 | -4,590 | -5,023 | 9% | -14,048 | -13,148 | -7% | -18,178 |
| Gross profit | 1,120 | 1,110 | 1,211 | 1,132 | 1,132 | -% | 3,452 | 2,741 | 26% | 3,861 |
| Selling expenses | -135 | -91 | -113 | -97 | -102 | 5% | -301 | -296 | -2% | -432 |
| General administrative expenses | -138 | -210 | -194 | -192 | -179 | -8% | -596 | -472 | -26% | -609 |
| Research and non-capitalized development costs | -182 | -158 | -159 | -162 | -144 | -12% | -479 | -417 | -15% | -599 |
| Others | 62 | 24 | 39 | 30 | 31 | -% | 93 | 92 | 1% | 155 |
| EBIT | 728 | 675 | 783 | 711 | 738 | -4% | 2,169 | 1,648 | 32% | 2,376 |
| ROS (%) | 11.8 | 11.6 | 13.1 | 12.4 | 12.0 | - | 12.4 | 10.4 | - | 10.8 |
| Legal proceedings and related measures | - | - | - | - | - | - | - | - | - | - |
| Restructuring measures | - | - | - | - | - | - | - | - | - | - |
| M&A transactions | 3 | - | - | - | - | - | - | - | - | 3 |
| Adj. EBIT | 731 | 675 | 783 | 711 | 738 | -4% | 2,169 | 1,648 | 32% | 2,379 |
| Adj. ROS (%) | 11.9 | 11.6 | 13.1 | 12.4 | 12.0 | - | 12.4 | 10.4 | - | 10.8 |

* USA, Canada and Mexico.

DAIMLER TRUCK

Mercedes-Benz

1. Key Figures and Ratios

| In €m | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | | January - September | | | FY |
|------------------------------------------------|---------------|---------------|---------------|---------------|---------------|-------------|---------------------|----------------|-------------|----------------|
| | 2022 | 2023 | 2023 | 2023 | 2022 | Change | 2023 | 2022 | Change | 2022 |
| Production | 44,936 | 37,630 | 37,792 | 37,679 | 39,619 | -5% | 113,101 | 115,547 | -2% | 160,483 |
| Incoming orders (units) | 24,317 | 32,867 | 30,857 | 32,341 | 38,021 | -15% | 96,065 | 117,194 | -18% | 141,511 |
| Unit sales | 51,489 | 34,492 | 39,236 | 40,077 | 42,305 | -5% | 113,805 | 114,880 | -1% | 166,369 |
| EU30* | 25,067 | 20,834 | 22,537 | 24,198 | 22,828 | 6% | 67,569 | 61,220 | 10% | 86,287 |
| Germany | 7,847 | 7,841 | 8,865 | 10,132 | 8,267 | 23% | 26,838 | 23,173 | 16% | 31,020 |
| Latin America (excl. Mexico) | 15,239 | 3,880 | 6,477 | 6,767 | 10,645 | -36% | 17,124 | 30,191 | -43% | 45,430 |
| Brazil | 12,123 | 2,093 | 4,373 | 4,765 | 8,395 | -43% | 11,231 | 24,065 | -53% | 36,188 |
| Investments PP&E | 210 | 102 | 101 | 106 | 101 | 5% | 309 | 221 | 40% | 431 |
| Research and development costs | 220 | 163 | 168 | 203 | 185 | 10% | 534 | 516 | 3% | 736 |
| t/o capitalized development costs | 22 | 21 | 21 | 22 | 30 | -27% | 64 | 98 | -35% | 120 |
| Capitalization ratio (%) | 9.9 | 13.0 | 12.5 | 10.8 | 16.2 | - | 20.7 | 18.9 | - | 16.3 |
| Revenue | 5,875 | 4,990 | 5,553 | 5,430 | 5,153 | 5% | 15,973 | 14,338 | 11% | 20,213 |
| Cost of sales | -4,871 | -3,921 | -4,285 | -4,205 | -4,301 | 2% | -12,410 | -11,662 | -6% | -16,533 |
| Gross profit | 1,004 | 1,069 | 1,268 | 1,226 | 853 | 44% | 3,563 | 2,676 | 33% | 3,680 |
| Selling expenses | -416 | -370 | -391 | -423 | -358 | -18% | -1,183 | -1,169 | -1% | -1,586 |
| General administrative expenses | -275 | -195 | -293 | -292 | -200 | -46% | -780 | -449 | -73% | -724 |
| Research and non-capitalized development costs | -199 | -142 | -147 | -181 | -155 | -17% | -470 | -417 | -13% | -616 |
| Others | 123 | 61 | 87 | 121 | 129 | -6% | 269 | 311 | -14% | 433 |
| EBIT | 237 | 424 | 524 | 452 | 270 | 68% | 1,400 | 951 | 47% | 1,188 |
| ROS (%) | 4.0 | 8.5 | 9.4 | 8.3 | 5.2 | - | 8.8 | 6.6 | - | 5.9 |
| Legal proceedings and related measures | - | - | - | - | - | - | - | - | - | - |
| Restructuring measures | 4 | - | -6 | 24 | 155 | -85% | 18 | 164 | -89% | 169 |
| M&A transactions | 61 | 16 | 26 | 60 | 49 | 22% | 102 | 212 | -52% | 273 |
| Adj. EBIT | 302 | 440 | 544 | 535 | 474 | 13% | 1,520 | 1,327 | 15% | 1,629 |
| Adj. ROS (%) | 5.1 | 8.8 | 9.8 | 9.9 | 9.2 | - | 9.5 | 9.3 | - | 8.1 |

* European Union, United Kingdom, Switzerland and Norway.

DAIMLER TRUCK

Trucks Asia

1. Key Figures and Ratios

| In €m | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | | January - September | | | FY |
|------------------------------------------------|---------------|---------------|---------------|---------------|---------------|-------------|---------------------|----------------|-------------|----------------|
| | 2022 | 2023 | 2023 | 2023 | 2022 | Change | 2023 | 2022 | Change | 2022 |
| Production | 43,092 | 41,665 | 40,232 | 36,481 | 44,486 | -18% | 118,378 | 114,438 | 3% | 157,530 |
| Incoming orders (units) | 41,915 | 51,319 | 31,766 | 27,039 | 48,343 | -44% | 110,124 | 149,314 | -26% | 191,229 |
| Unit sales | 47,735 | 40,210 | 40,097 | 38,052 | 41,535 | -8% | 118,359 | 108,232 | 9% | 155,967 |
| Asia | 38,287 | 31,580 | 31,389 | 29,558 | 30,354 | -3% | 92,527 | 81,170 | 14% | 119,457 |
| Japan | 8,324 | 9,184 | 9,072 | 9,456 | 6,962 | 36% | 27,712 | 19,980 | 39% | 28,304 |
| Indonesia | 15,017 | 9,535 | 10,785 | 8,080 | 12,203 | -34% | 28,400 | 28,946 | -2% | 43,963 |
| India | 6,036 | 7,319 | 5,384 | 6,208 | 3,769 | 65% | 18,911 | 12,295 | 54% | 18,331 |
| Unit sales BFDA* | 9,351 | 19,575 | 16,633 | 17,451 | 13,172 | 32% | 53,659 | 39,808 | 35% | 49,159 |
| Investments PP&E | 83 | 17 | 18 | 24 | 29 | -17% | 59 | 70 | -15% | 153 |
| Research and development costs | 53 | 49 | 42 | 36 | 41 | -13% | 127 | 141 | -10% | 194 |
| t/o capitalized development costs | 9 | 12 | 2 | 4 | 10 | -61% | 18 | 24 | -27% | 33 |
| <i>Capitalization ratio (%)</i> | <i>16.5</i> | <i>24.9</i> | <i>4.2</i> | <i>10.8</i> | <i>25.7</i> | - | <i>29.9</i> | <i>17.0</i> | - | <i>17.1</i> |
| Revenue | 1,856 | 1,761 | 1,687 | 1,659 | 1,676 | -1% | 5,106 | 4,643 | 10% | 6,499 |
| Cost of sales | -1,548 | -1,432 | -1,338 | -1,375 | -1,373 | - | -4,144 | -3,805 | -9% | -5,353 |
| Gross profit | 308 | 329 | 349 | 284 | 303 | -6% | 962 | 838 | 15% | 1,145 |
| Selling expenses | -180 | -152 | -157 | -141 | -153 | 8% | -450 | -476 | 5% | -658 |
| General administrative expenses | -53 | -79 | -78 | -75 | -68 | -11% | -233 | -191 | -22% | -243 |
| Research and non-capitalized development costs | -44 | -37 | -40 | -32 | -30 | -6% | -109 | -117 | 6% | -161 |
| Others | 34 | 20 | 17 | 10 | -10 | - | 46 | 42 | 10% | 77 |
| t/o Equity-method investment BFDA | -19 | -15 | -18 | -21 | -36 | 41% | -54 | -61 | 12% | -80 |
| EBIT | 65 | 80 | 90 | 45 | 42 | 6% | 216 | 96 | 124% | 161 |
| <i>ROS (%)</i> | <i>3.5</i> | <i>4.6</i> | <i>5.4</i> | <i>2.7</i> | <i>2.5</i> | - | <i>4.2</i> | <i>2.1</i> | - | <i>2.5</i> |
| Legal proceedings and related measures | - | - | - | - | - | - | - | - | - | - |
| Restructuring measures | - | - | - | - | - | - | - | - | - | - |
| M&A transactions | 2 | - | - | - | 1 | - | - | 8 | - | 10 |
| Adj. EBIT | 67 | 80 | 90 | 45 | 43 | 3% | 216 | 104 | 107% | 171 |
| <i>Adj. ROS (%)</i> | <i>3.6</i> | <i>4.6</i> | <i>5.4</i> | <i>2.7</i> | <i>2.6</i> | - | <i>4.2</i> | <i>2.2</i> | - | <i>2.6</i> |

* Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks and since Q4 2022 also Mercedes-Benz Trucks) - not consolidated.

DAIMLER TRUCK

Daimler Buses

1. Key Figures and Ratios

| In €m | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | | January - September | | | FY |
|------------------------------------------------|--------------|--------------|--------------|--------------|--------------|-------------|---------------------|---------------|-------------|---------------|
| | 2022 | 2023 | 2023 | 2023 | 2022 | Change | 2023 | 2022 | Change | 2022 |
| Production | 8,547 | 5,753 | 6,407 | 6,864 | 6,627 | 4% | 19,024 | 16,217 | 17% | 24,764 |
| Incoming orders (units) | 8,761 | 8,002 | 4,398 | 6,980 | 4,622 | 51% | 19,380 | 22,780 | -15% | 31,541 |
| Unit sales | 9,101 | 5,570 | 6,181 | 6,789 | 6,283 | 8% | 18,540 | 14,940 | 24% | 24,041 |
| EU30 | 2,418 | 1,467 | 1,637 | 1,958 | 1,716 | 14% | 5,062 | 3,907 | 30% | 6,325 |
| Germany | 830 | 373 | 476 | 519 | 437 | 19% | 1,368 | 1,164 | 18% | 1,994 |
| North America | 1,026 | 640 | 997 | 1,010 | 666 | 52% | 2,647 | 1,737 | 52% | 2,763 |
| Mexico | 993 | 607 | 997 | 1,001 | 661 | 51% | 2,605 | 1,729 | 51% | 2,722 |
| Latin America (excl. Mexico) | 5,038 | 3,066 | 3,029 | 3,210 | 3,543 | -9% | 9,305 | 8,127 | 14% | 13,165 |
| Brazil | 4,594 | 2,400 | 2,298 | 2,609 | 2,917 | -11% | 7,307 | 6,189 | 18% | 10,783 |
| Asia | 219 | 62 | 122 | 144 | 52 | 177% | 328 | 191 | 72% | 410 |
| Investments PP&E | 55 | 13 | 18 | 23 | 15 | 51% | 54 | 30 | 80% | 85 |
| Research development costs | 45 | 37 | 47 | 38 | 33 | 14% | 121 | 103 | 18% | 148 |
| t/o capitalized development costs | 5 | 1 | 2 | 1 | 2 | -53% | 4 | 8 | -48% | 14 |
| Capitalization ratio (%) | 12.1 | 2.8 | 5.0 | 2.5 | 6.2 | - | 8.0 | 8.0 | - | 9.3 |
| Revenue | 1,249 | 950 | 978 | 1,189 | 941 | 26% | 3,117 | 2,439 | 28% | 3,689 |
| Cost of sales | -1,102 | -812 | -817 | -976 | -821 | -19% | -2,605 | -2,159 | -21% | -3,261 |
| Gross profit | 147 | 137 | 161 | 213 | 120 | 78% | 512 | 280 | 83% | 427 |
| Selling expenses | -57 | -64 | -68 | -67 | -59 | -13% | -200 | -189 | -5% | -247 |
| General administrative expenses | -91 | -56 | -42 | -51 | -36 | -41% | -149 | -130 | -15% | -221 |
| Research and non-capitalized development costs | -40 | -36 | -44 | -37 | -31 | -20% | -117 | -95 | -23% | -134 |
| Others | 55 | 27 | 26 | 12 | 27 | -56% | 66 | 70 | -6% | 123 |
| EBIT | 15 | 9 | 33 | 70 | 20 | 245% | 112 | -67 | - | -52 |
| ROS (%) | 1.2 | 1.0 | 3.4 | 5.9 | 2.2 | - | 3.6 | -2.7 | - | -1.4 |
| Legal proceedings and related measures | - | - | - | - | - | - | - | - | - | - |
| Restructuring measures | 29 | - | - | - | 3 | - | - | 27 | - | 56 |
| M&A transactions | 2 | - | - | - | - | - | - | 8 | - | 11 |
| Adj. EBIT | 46 | 9 | 33 | 70 | 23 | 202% | 112 | -32 | - | 14 |
| Adj. ROS (%) | 3.7 | 1.0 | 3.4 | 5.9 | 2.5 | - | 3.6 | -1.3 | - | 0.4 |

DAIMLER TRUCK

Financial Services

1. Key Figures and Ratios

| In €m | 4th Quarter | 1st Quarter | 2nd Quarter | 3rd Quarter | | | January - September | | | FY |
|----------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------------|--------------|-------------|--------------|
| | 2022 | 2023 | 2023 | 2023 | 2022 | Change | 2023 | 2022 | Change | 2022 |
| New business | 2,949 | 2,401 | 2,507 | 3,141 | 2,548 | 23% | 8,048 | 6,479 | 24% | 9,428 |
| Penetration rate (in %) | 22.4 | 16.7 | 18.3 | 22.9 | 21.9 | - | 19.3 | 20.7 | - | 21.2 |
| Revenue | 572 | 612 | 632 | 688 | 480 | 43% | 1,932 | 1,187 | 63% | 1,759 |
| EBIT | 28 | 44 | 55 | 46 | 72 | -36% | 145 | 282 | -49% | 310 |
| <i>ROE (%)</i> | <i>5.1</i> | <i>7.9</i> | <i>9.6</i> | <i>8.0</i> | <i>14.0</i> | <i>-</i> | <i>8.5</i> | <i>20.2</i> | <i>-</i> | <i>15.9</i> |
| Legal proceedings and related measures | - | - | - | - | - | - | - | - | - | - |
| Restructuring measures | - | - | - | - | - | - | - | - | - | - |
| M&A transactions | -2 | 7 | 10 | -2 | -23 | 93% | 16 | -115 | - | -117 |
| Adj. EBIT | 26 | 52 | 65 | 45 | 50 | -9% | 161 | 167 | -3% | 193 |
| <i>Adj. ROE (%)</i> | <i>4.7</i> | <i>9.2</i> | <i>11.4</i> | <i>7.7</i> | <i>9.6</i> | <i>-</i> | <i>9.4</i> | <i>11.9</i> | <i>-</i> | <i>9.9</i> |

| In €m | 4th Quarter | 1st Quarter | 2nd Quarter | End of | | Change | FY |
|---------------------------------|--------------|--------------|--------------|--------------|--------------|-----------|--------------|
| | 2022 | 2023 | 2023 | Q3 2023 | Q4 2022 | | 2022 |
| Contract volume (end of period) | 24,200 | 24,529 | 25,443 | 27,020 | 24,200 | 12% | 24,200 |
| Equity (end of period) | 2,218 | 2,257 | 2,303 | 2,364 | 2,218 | 7% | 2,218 |

DAIMLER TRUCK

Capital Structure

1. Group Liquidity

| In €m | End of | End of | End of | End of | | | End of | | | |
|----------------------------------------------------|----------------|----------------|----------------|----------------|----------------|-------------|----------------|----------------|-------------|--------|
| | 4th Quarter | 1st Quarter | 2nd Quarter | 2023 | 3rd Quarter | 2022 | Change | Q3 2023 | Q4 2022 | Change |
| Group liquidity | | | | | | | | | | |
| Cash and cash equivalents | 5,944 | 7,788 | 7,906 | 9,982 | 6,032 | 65% | 9,982 | 5,944 | 68% | |
| Marketable debt securities and similar investments | 1,145 | 1,303 | 1,621 | 1,905 | 606 | 214% | 1,905 | 1,145 | 66% | |
| Group gross liquidity | 7,089 | 9,092 | 9,528 | 11,888 | 6,638 | 79% | 11,888 | 7,089 | 68% | |
| Total financing liabilities | -21,421 | -23,431 | -25,381 | -28,406 | -21,855 | -30% | -28,406 | -21,421 | -33% | |
| Group net debt | -14,331 | -14,339 | -15,854 | -16,519 | -15,218 | -9% | -16,519 | -14,331 | -15% | |

2. Industrial Liquidity

| In €m | End of | End of | End of | End of | | | End of | | | |
|----------------------------------------------------|--------------|--------------|--------------|---------------|--------------|------------|---------------|--------------|------------|--------|
| | 4th Quarter | 1st Quarter | 2nd Quarter | 2023 | 3rd Quarter | 2022 | Change | Q3 2023 | Q4 2022 | Change |
| Liquidity of the Industrial Business | | | | | | | | | | |
| Cash and cash equivalents | 5,597 | 7,315 | 7,660 | 9,740 | 5,705 | 71% | 9,740 | 5,597 | 74% | |
| Marketable debt securities and similar investments | 1,092 | 1,281 | 1,598 | 1,863 | 541 | 244% | 1,863 | 1,092 | 71% | |
| Gross liquidity of the Industrial Business | 6,689 | 8,596 | 9,258 | 11,602 | 6,245 | 86% | 11,602 | 6,689 | 73% | |
| Financing liabilities (nominal) | 841 | -1,070 | -2,431 | -3,917 | -86 | -4455% | -3,917 | 841 | - | |
| Net liquidity of the Industrial Business | 7,530 | 7,526 | 6,827 | 7,685 | 6,159 | 25% | 7,685 | 7,530 | 2% | |

3. Pension benefits

| In €m | End of | End of | End of | End of | | | End of | | | |
|--------------------------|-------------|-------------|-------------|-----------|-------------|----------|-----------|-----------|----------|--------|
| | 4th Quarter | 1st Quarter | 2nd Quarter | 2023 | 3rd Quarter | 2022 | Change | Q3 2023 | Q4 2022 | Change |
| Pension benefits | | | | | | | | | | |
| Benefit obligations | -5,903 | -5,984 | -5,993 | -5,689 | -5,958 | 5% | -5,689 | -5,903 | 4% | |
| Plan assets | 5,360 | 5,438 | 5,464 | 5,314 | 5,399 | -2% | 5,314 | 5,360 | -1% | |
| Funded status | -543 | -548 | -530 | -375 | -559 | 33% | -375 | -543 | 31% | |
| <i>Funding ratio (%)</i> | <i>91</i> | <i>91</i> | <i>91</i> | <i>93</i> | <i>91</i> | <i>-</i> | <i>93</i> | <i>91</i> | <i>-</i> | |

DAIMLER TRUCK

Guidance

Proposal before BoM-Meeting

1. Assumptions Heavy Duty Truck Market

2023

| | |
|----------------------------------------|------------|
| North America - in thousand of units - | 290 to 330 |
| EU30 - in thousand of units - | 300 to 340 |

2. Group

2023

| | |
|------------------|----------------------|
| Revenue | €56 bn. to €58 bn. |
| EBIT | significant increase |
| Adj. EBIT | significant increase |
| Investments PP&E | slight increase |
| R&D costs | slight increase |

3. Industrial Business

2023

| | |
|-------------------------------------|----------------------|
| Unit Sales - in thousand of units - | 530 to 550 |
| Revenue | €54 bn. to €56 bn. |
| Adj. ROS IB | 8.5% to 10% |
| FCF IB | significant increase |

4. Segments

2023

| | |
|-------------------------------------|--------------------|
| Trucks North America | |
| Unit sales - in thousand of units - | 190 to 210 |
| Adj. ROS | 11% to 13% |
| Mercedes-Benz | |
| Unit sales - in thousand of units - | 155 to 175 |
| Adj. ROS | 8% to 10% |
| Trucks Asia | |
| Unit sales - in thousand of units - | 160 to 180 |
| Adj. ROS | 4% to 6% |
| Daimler Buses | |
| Unit sales - in thousand of units - | 20 to 25 |
| Adj. ROS | 3% to 5% |
| Financial Services | |
| New business | €10 bn. to €11 bn. |
| Adj. ROE | 9% to 11% |

DAIMLER TRUCK

Guidance

5. Definition of Guidance Sensitivities

| Guidance KPI | Sensitivities | Definition |
|---------------------|----------------------|--------------------|
| EBIT | significant decrease | below -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 | below -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 | below -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 | below -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.