

# DAIMLER TRUCK

## Autonomous Driving at Daimler Truck

Dr. Peter Vaughan Schmidt

Head of Autonomous Technology Group, Daimler Truck AG

*BofA Global Research European Autos &*

*Future Car Conference*

September 29th, 2022



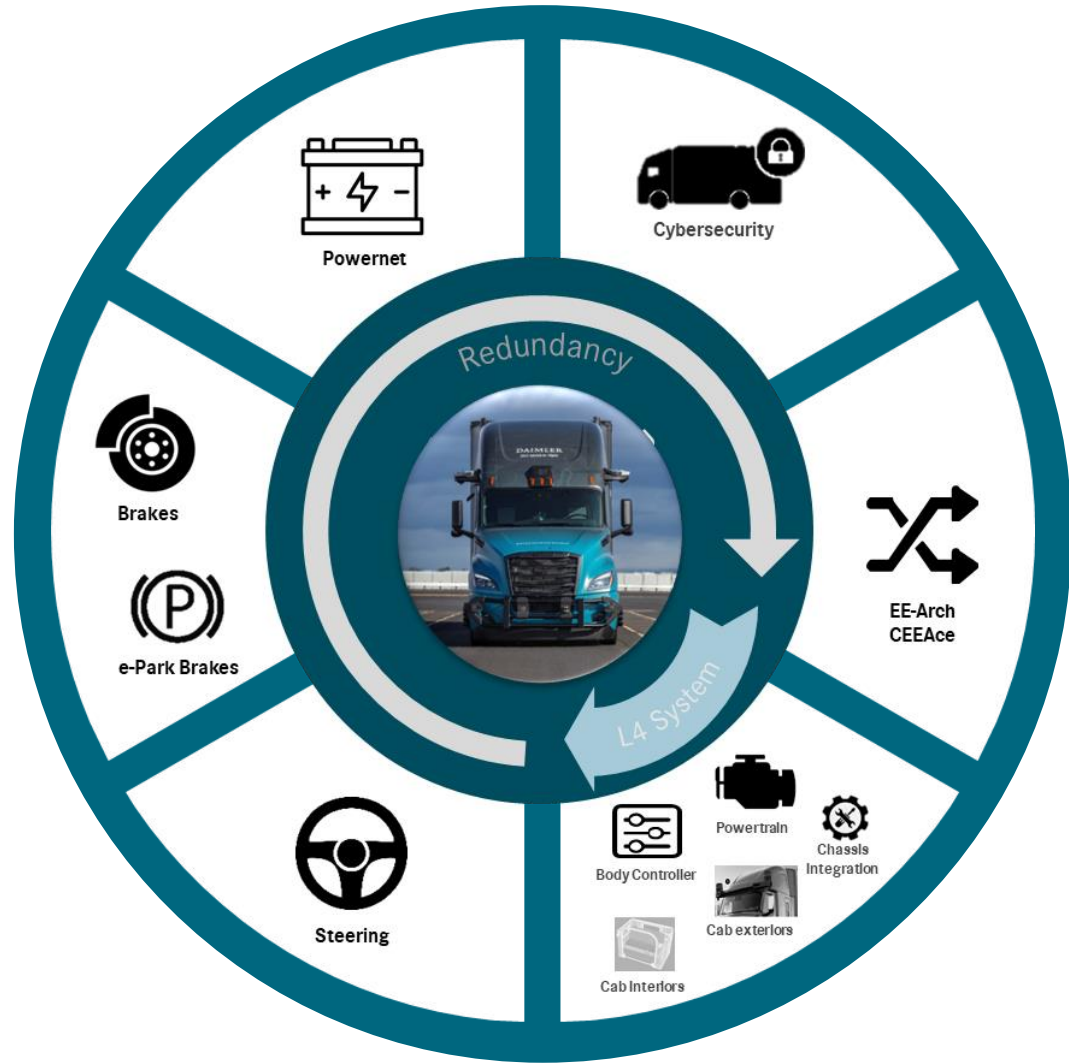
# Our vision is to set the industry standard for autonomy and to extend our market leadership

## Our Core Beliefs

- #1** Autonomy is the largest new business potential this decade: U.S. class 8 Virtual Driver only
- #2** By 2030 Autonomous trucking will be at scale and we want to be the market leader
- #3** There will be 3-4 AD tech players dominating the market, total cost of ownership (TCO) and reliability will be the key differentiators
- #4** A captive solution is required to participate and to establish a leadership position
- #5** Large fleets (DTNA key customers) will benefit from AD the most; they will be the early adopters and winners
- #6** Deep OEM integration needed to remove safety driver



# Daimler Truck is developing a scalable autonomous truck platform setting the industry standard



## AUTONOMOUS READY CASCADIA

- Strong foundation for any virtual driver
- >1,500 new and unique requirements
- Benchmark safety level

## FIVE KEY AREAS WITH A REDUNDANT SYSTEM

- Braking system
- Steering system
- Low voltage power net
- Network communications
- Cybersecurity

## AVAILABLE TO TORC ROBOTICS AND WAYMO



# DTNA has the best industry positioning with dual track strategy offering our customers the best choice



Connect trucking industry leaders with autonomous technology

Leading autonomous technology platform, post built integration by Waymo to DT's pre-wired chassis

Strengthening of market-leading position



Pioneer in heavy-duty autonomous technology

Fully integrated pure-play trucking product optimized for hub-to-hub and developed with customer feedback

Daimler Trucks foundation for a new profit pool

# Torc with great customer feedback on demo route



Source map: Google maps

# Torc's virtual driver as a service business model is projected to create reoccurring revenue



# Daimler Truck has all it takes to win the autonomous race



**Autonomous Ready Cascadia** as strong foundation setting the **industry benchmark**.



**Dual Track Strategy** successfully established enables **leading market share**.



With **Torc captive pure-play solution** optimized for Freightliner Cascadia, with **best TCO & reliability**.



**Key customers** deeply involved.





THANK YOU!



# 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-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.