
DAIMLER TRUCK

Factbook for Q1-4 and Full Year 2021

March, 24th 2022

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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.

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Stock Market Information

1. Stock Market Information

In €m	Financial Year
Earnings per share (in EUR)	2021
basic	2.85
diluted	2.85
Average number of shares outstanding (in millions) (adjusted for treasury stocks)	
basic	823
diluted	823
Number of shares outstanding (at period end, in million)	823
Xetra closing price (at period end, in EUR)	32.29
Market capitalization Frankfurt (at period end, in billions of EUR)	26.57

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Key Figures and Ratios

1. Key Figures and Ratios Group

In €m	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter			Financial Year		
	2021	2021	2021	2021	2020	Change	2021	2020	Change
Revenue	9,023	10,235	9,160	11,345	10,858	4%	39,764	36,013	10%
EBIT	1,699	867	374	417	543	-23%	3,357	491	584%
Net profit (loss)	1,443	608	214	117	368	-68%	2,383	-131	.
t/o Profit (loss) attributable to shareholders of Daimler Truck AG	1,434	600	207	105	359	-71%	2,347	-143	.
Investment PP&E	89	100	155	418	351	19%	762	796	-4%
Depreciation and Amortization/Impairments*	286	274	322	278	344	-19%	1,160	1,335	-13%
t/o Amortization on capitalized development costs	51	51	51	30	55	-45%	183	225	-19%
Research and development costs	378	364	397	435	385	13%	1,574	1,530	3%
t/o Research and non-capitalized development costs	333	323	335	407	348	17%	1,398	1,423	-2%
t/o Capitalized development costs	45	41	61	29	37	-23%	176	107	64%
<i>Capitalization ratio in %</i>	<i>11.9%</i>	<i>11.3%</i>	<i>15.4%</i>	<i>6.6%</i>	<i>9.6%</i>	<i>.</i>	<i>11.2%</i>	<i>7.0%</i>	<i>.</i>
Research and development costs (EBIT view)	-384	-374	-386	-437	-403	-8%	-1,581	-1,648	4%
t/o Research and non-capitalized development costs	-333	-323	-335	-407	-348	-17%	-1,398	-1,423	2%
t/o Amortization on capitalized development costs	-51	-51	-51	-30	-55	45%	-183	-225	19%
Active Workforce Group**	99,870	100,700	101,550	99,849	98,280	2%			
Trucks North America	24,476	25,222	26,076	25,930	22,859	13%			
Mercedes-Benz	40,868	40,912	41,300	40,327	40,982	-2%			
Trucks Asia	16,183	16,287	15,986	15,865	15,642	1%			
Daimler Buses	15,344	15,227	14,972	14,861	15,585	-5%			
Financial Services	1,387	1,387	1,392	1,245	1,387	-10%			

* 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.

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Key Figures and Ratios

2. Key Figures and Ratios Industrial Business

In €m	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter			Financial Year		
	2021	2021	2021	2021	2020	Change	2021	2020	Change
Unit sales	101,364	116,845	106,304	130,932	120,248	9%	455,445	378,290	20%
Revenue	8,745	9,961	8,854	11,081	10,570	5%	38,641	34,806	11%
Adj. EBIT	552	810	475	522	585	-11%	2,359	655	260%
<i>Adj. RoS (%)</i>	6.3	8.1	5.4	4.7	5.5	.	6.1	1.9	.
Adj. CFBIT	559	765	-697	1,285	1,587	-19%	1,912	2,502	-24%
<i>Adj. Cash Conversion Rate (CCR)*</i>	1.0	0.9	-1.5	2.5	2.7	.	0.8	3.8	.
Adj. Free cash flow	434	526	-865	1,213	1,248	-3%	1,308	1,781	-27%

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

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Key Figures and Ratios

3. Key Segment Data

In €m	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter			Financial Year		
	2021	2021	2021	2021	2020	Change	2021	2020	Change
Trucks North America									
Unit sales	36,693	43,233	34,604	47,626	42,058	13%	162,156	139,479	16%
Revenue	3,496	4,085	3,603	4,598	4,024	14%	15,782	13,847	14%
Adj. EBIT	414	440	351	248	379	-35%	1,452	1,015	43%
Adj. RoS (%)	11.9	10.8	9.7	5.4	9.4	.	9.2	7.3	.
Mercedes-Benz									
Unit sales	31,375	38,717	31,691	39,548	42,289	-6%	141,331	117,800	20%
Revenue	3,805	4,301	3,682	4,326	4,419	-2%	16,113	13,790	17%
Adj. EBIT	178	243	114	235	323	-27%	770	-232	.
Adj. RoS (%)	4.7	5.7	3.1	5.4	7.3	.	4.8	-1.7	.
Trucks Asia									
Unit sales	31,770	33,125	38,072	40,444	31,544	28%	143,411	110,205	30%
Revenue	1,478	1,455	1,422	1,613	1,482	9%	5,969	5,579	7%
Adj. EBIT	59	140	117	111	-5	.	427	37	.
Adj. RoS (%)	4.0	9.6	8.3	6.9	-0.3	.	7.2	0.7	.
Daimler Buses									
Unit sales	3,574	4,618	4,477	6,067	6,452	-6%	18,736	18,932	-1%
Revenue	506	727	810	1,168	1,160	1%	3,211	3,438	-7%
Adj. EBIT	-73	15	6	-24	42	.	-77	67	.
Adj. RoS (%)	-14.5	2.0	0.7	-2.1	3.6	.	-2.4	1.9	.
Financial Services									
Revenue	278	274	306	265	288	-8%	1,122	1,207	-7%
Adj. EBIT	36	69	17	72	51	41%	193	2	.
Book equity value	1,412	1,647	1,713	1,565	1,338	17%	1,565	1,338	17%
Adj. RoE (%)	10.4	17.9	4.0	17.6	14.7	.	12.4	0.1	.
Reconciliation Unit sales	-2,048	-2,848	-2,540	-2,753	-2,095	-31%	-10,189	-8,126	-25%
Reconciliation Revenue	-540	-607	-664	-624	-515	-21%	-2,434	-1,848	-32%
Daimler Truck Group Revenue	9,023	10,235	9,160	11,345	10,858	4%	39,764	36,013	10%
Reconciliation EBIT adj.	-25	-28	-113	-48	-155	69%	-214	-232	8%
Adj. Daimler Truck Group EBIT	588	878	491	594	636	-7%	2,552	657	289%

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Share of Market

1. Market Shares (company internal analysis)

In %	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter			Financial Year		
	2021	2021	2021	2021	2020	Change	2021	2020	Change
Trucks North America									
North America* Class 8	43.5%	39.7%	38.6%	39.8%	40.7%	-0.9%	40.0%	40.0%	0.0%
North America* Class 6-7	40.0%	36.2%	31.0%	36.9%	30.0%	7.0%	35.9%	32.4%	3.5%
North America* Class 6-8	42.3%	38.7%	36.4%	38.9%	37.3%	1.6%	38.7%	37.5%	1.2%
Mercedes Benz									
EU30** HDT	17.4%	19.4%	20.9%	17.1%	18.7%	-1.6%	18.6%	18.5%	0.2%
EU30** MDT	24.6%	24.4%	23.8%	19.0%	27.1%	-8.2%	22.6%	26.1%	-3.5%
EU30** HDT/MDT	18.2%	20.0%	21.2%	17.3%	19.8%	-2.5%	19.1%	19.5%	-0.4%

* USA, Canada and Mexico.

** European Union, United Kingdom, Switzerland and Norway.

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Financial Statements of the Daimler Truck Group

1. Condensed Statement of Income of Daimler Truck Group

In €m	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter			Financial Year		
	2021	2021	2021	2021	2020	Change	2021	2020	Change
Revenue	9,023	10,235	9,160	11,345	10,858	4%	39,764	36,013	10%
Cost of Sales	-7,364	-8,261	-7,501	-9,392	-8,908	-5%	-32,518	-30,531	-7%
Gross Profit	1,659	1,974	1,660	1,953	1,950	0%	7,245	5,482	32%
Selling Expenses	-641	-634	-648	-798	-740	-8%	-2,722	-2,625	-4%
General administrative expenses	-388	-394	-361	-492	-412	-19%	-1,635	-1,472	-11%
Research and non-capitalized development costs	-333	-323	-335	-407	-348	-17%	-1,398	-1,423	2%
Other operating income	1,433	159	162	276	214	29%	2,029	726	179%
Other operating expense	-83	-102	-59	-103	-120	15%	-348	-200	-74%
Profit/loss on equity-method investments, net	34	89	15	-33	13	.	106	47	126%
Other financial income/expense, net	19	99	-58	20	-13	.	80	-44	.
Earnings before interest and taxes (EBIT)	1,699	867	375	417	543	-23%	3,357	491	584%
Interest income	18	10	10	36	11	220%	73	62	18%
Interest expense	-41	-35	-32	-49	-61	19%	-157	-219	28%
Profit before income taxes	1,676	842	353	403	494	-18%	3,274	334	880%
Income taxes	-232	-234	-139	-286	-125	-77%	-891	-465	-92%
Net profit/ loss	1,443	608	214	117	368	-51%	2,383	-131	.
<i>thereof profit attributable to non-controlling interests</i>	9	7	8	12	9	43%	36	12	201%
<i>thereof profit/loss attributable to Daimler Truck Shareholders</i>	1,434	600	207	105	359	-53%	2,347	-143	.

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Financial Statements of the Daimler Truck Group

2. Condensed Statement of Financial Position of Daimler Truck Group

In €m	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter	End of 4th Quarter		Change
	2021	2021	2021	2021	2020	
Assets						
Intangible assets	1,690	1,669	1,650	2,700	1,682	61%
Property, plant and equipment	7,758	7,652	7,612	7,860	7,879	0%
Equipment on operating leases	3,628	3,571	3,506	3,542	3,746	-5%
Receivables from financial services	15,435	15,751	15,175	16,098	15,269	5%
Equity-method investments	1,254	1,335	1,385	1,369	534	156%
Inventories	7,284	7,575	8,492	7,793	6,278	24%
Trade receivables	3,453	3,555	3,473	3,962	3,487	14%
Cash and cash equivalents	1,531	1,568	1,475	7,244	1,663	336%
Marketable debt securities and similar investments	5,137	4,802	4,368	138	5,841	-98%
thereof current	5,112	4,767	4,334	105	5,814	-98%
thereof non-current	26	35	33	34	27	25%
Other financial assets	1,291	1,252	1,247	1,360	1,252	9%
Other assets	2,219	2,325	2,432	2,733	2,358	16%
Total assets	50,680	51,056	50,817	54,800	49,989	10%
Equity and liabilities						
Equity	10,465	11,011	11,012	16,423	8,708	89%
Provisions	7,158	7,188	7,269	7,161	7,817	-8%
Financing liabilities	19,071	18,770	18,825	16,599	20,549	-19%
thereof current	10,418	10,217	10,821	5,479	11,805	-54%
thereof non-current	8,653	8,553	8,004	11,120	8,744	27%
Trade payables	3,862	4,094	3,720	4,359	3,043	43%
Other financial liabilities	4,411	4,407	4,278	4,300	4,304	0%
Contract and refund liabilities	3,023	3,058	3,190	3,419	2,934	17%
Other liabilities	2,689	2,527	2,522	2,538	2,634	-4%
Total equity and liabilities	50,680	51,056	50,817	54,800	49,989	10%

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Financial Statements of the Daimler Truck Group

3. Condensed Statement of Cash Flows of Daimler Truck Group

In €m	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter	End of 4th Quarter		
	2021	2021	2021	2021	2020	Change
Cash and cash equivalents at beginning of period	1,663	1,663	1,663	1,663	1,094	52%
Profit before income taxes	1,676	2,517	2,871	3,274	334	880%
Depreciation and amortization/impairments	286	560	882	1,160	1,335	-13%
Oth. non-cash expense/ inc. & gains/losses on disposals of assets	-1,270	-1,451	-1,408	-1,362	-78	.
Change in operating assets and liabilities						
Inventories	-961	-1,237	-2,105	-1,307	870	.
Trade receivables	46	-35	58	-348	350	.
Trade payables	792	1,025	620	1,171	-138	.
Receivables from financial services	230	64	701	66	1,438	-95%
Vehicles on operating leases	131	190	255	186	339	-45%
Other operating assets and liabilities	-157	-212	-132	-116	318	.
Dividends received from equity-method investments	0	10	12	12	9	33%
Income taxes paid	-52	-312	-485	-635	-607	-5%
Cash used for/provided by operating activities	721	1,121	1,269	2,100	4,170	-50%
Additions to property, plant and equipment and intangible assets	-137	-285	-516	-1,080	-935	-15%
Additions to property, plant and equipment	-89	-189	-344	-762	-796	4%
Investments in and proceeds from disposals of shareholdings	606	590	635	468	-87	.
Acquisitions and sales of market. debt securities and similar investm.	859	1,180	1,686	4,663	-1,441	.
Other	6	111	137	208	111	88%
Cash used for/provided by investing activities	1,334	1,597	1,942	4,260	-2,352	.
Change in financing liabilities	-1,847	-2,243	-2,266	6,415	-517	.
Dividends paid	-25	-25	-27	-26	-	.
Transactions with the Mercedes-Benz Group until the spin-off	-311	-553	-1,112	-7,263	-618	.
Internal equity and financing transactions	-	-	-	-	-	.
Cash used for/provided by financing activities	-2,183	-2,821	-3,405	-875	-1,135	23%
Effect of foreign exchange rate changes on cash & cash equivalents	-5	7	6	96	-114	.
Cash and cash equivalents at end of period	1,531	1,568	1,475	7,244	1,663	336%

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Industrial Business

1. Summary Income Statement of the Industrial Business

In €m	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter			Financial Year		
	2021	2021	2021	2021	2020	Change	2021	2020	Change
Production	110,869	116,176	104,056	130,794	n/a	.	461,895	371,006	24%
Incoming orders (units)	151,123	130,260	166,181	142,418	174,971	-19%	589,982	430,467	37%
Unit sales	101,364	116,845	106,304	130,932	120,248	9%	455,445	378,290	20%
Revenue	8,745	9,961	8,854	11,081	10,570	5%	38,641	34,806	11%
Cost of sales	-7,165	-8,103	-7,304	-9,240	-8,709	-6%	-31,812	-29,490	-8%
Gross profit	1,580	1,858	1,550	1,841	1,861	-1%	6,829	5,316	28%
Selling expenses	-613	-604	-624	-784	-710	-10%	-2,625	-2,512	-5%
General administrative expenses	-356	-357	-328	-440	-378	-16%	-1,481	-1,349	-10%
Research and non-capitalized development costs	-333	-323	-335	-407	-348	-17%	-1,398	-1,423	2%
Other operating income	1,414	139	155	268	197	36%	1,976	664	198%
Other operating expense	-83	-102	-18	-102	-120	15%	-305	-199	-53%
Profit/loss on equity-method investments, net	34	89	15	-33	13	.	106	47	126%
Other financial income/expense, net	19	99	-57	21	-13	.	82	-42	.
EBIT	1,663	798	358	365	502	-27%	3,184	501	535%
<i>RoS (%)</i>	<i>19.0</i>	<i>8.0</i>	<i>4.0</i>	<i>3.3</i>	<i>4.7</i>	.	<i>8.2</i>	<i>1.4</i>	.
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.
Restructuring measures	88	11	16	25	83	-70%	141	153	-8%
M&A transactions	-1,199	0	100	132	-	.	-966	-	.
Adj. EBIT	552	810	475	522	585	-11%	2,359	655	260%
<i>Adj. RoS (%)</i>	<i>6.3</i>	<i>8.1</i>	<i>5.4</i>	<i>4.7</i>	<i>5.5</i>	.	<i>6.1</i>	<i>1.9</i>	.

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Industrial Business

2. Summary Cash Flow Statement of the Industrial Business

In €m	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter			Financial Year		
	2021	2021	2021	2021	2020	Change	2021	2020	Change
EBIT of Industrial Business	1,663	798	358	365	502	-27%	3,184	501	535%
Change in working capital	-84	-105	-1,187	1,019	353	188%	-356	1,083	.
Net financial investments	643	-16	45	-167	-9	.	505	-78	.
Net investments in property, plant and equipment and intang. assets	-190	-110	-204	-566	-362	-56%	-1,069	-869	-23%
Depreciation and amortization/impairments	284	273	279	273	340	-20%	1,109	1,325	-16%
Other	-1,261	-102	96	55	762	-93%	-1,213	539	.
CFBIT of Industrial Business	1,055	739	-613	979	1,587	-38%	2,160	2,502	-14%
Income taxes paid / refunded	-17	-243	-171	-93	-271	66%	-524	-529	1%
Interest paid / received	-18	-11	-15	-6	-12	48%	-51	-97	48%
Effects from Pensions	-73	27	25	-31	-58	47%	-52	-65	20%
Other reconciling items	-16	-12	-7	58	3	.	23	-30	.
FCF of Industrial Business	931	500	-782	907	1,248	-27%	1,556	1,781	-13%
CFBIT of Industrial Business	1,055	739	-613	979	1,587	-38%	2,160	2,502	-14%
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.
Restructuring measures	95	26	9	13	-	.	143	-	.
M&A transactions	-592	0	-92	293	-	.	-392	-	.
Adj. CFBIT of Industrial Business	559	765	-697	1,285	1,587	-19%	1,912	2,502	-24%
<i>Adj. Cash conversion rate*</i>	<i>1.0</i>	<i>0.9</i>	<i>-1.5</i>	<i>2.5</i>	<i>2.7</i>	<i>.</i>	<i>0.8</i>	<i>3.8</i>	<i>.</i>
* Ratio of adj. CFBIT to adj. EBIT.									
FCF of Industrial Business	931	500	-782	907	1,248	-27%	1,556	1,781	-13%
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.
Restructuring measures	95	26	9	13	-	.	143	-	.
M&A transactions	-592	0	-92	293	-	.	-392	-	.
Adj. FCF of Industrial Business	434	526	-865	1,213	1,248	-3%	1,308	1,781	-27%
Net Liquidity at the beginning of the period	1,570	2,338	2,330	1,010	1,158	-13%	1,570	338	364%
FCF	931	500	-782	907	1,248	-27%	1,556	1,781	-13%
thereof: working capital	-84	-105	-1,187	1,019	353	188%	-356	1,083	.
Other	-163	-507	-539	4,106	-837	.	2,897	-549	.
thereof: dividends Daimler Truck Holding AG	-	-	-	-	-	.	-	-	.
Net Liquidity at the end of the period	2,338	2,330	1,010	6,024	1,570	284%	6,024	1,570	284%

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Industrial Business

3. Net Assets of the Industrial Business

In €m	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter	End of 4th Quarter		
	2021	2021	2021	2021	2020	Change
Intangible assets	1,649	1,628	1,647	2,688	1,641	-7%
Property, plant and equipment	7,699	7,593	7,558	7,784	7,819	0%
Inventories	7,273	7,565	8,482	7,783	6,268	24%
Trade receivables	3,268	3,328	3,264	3,647	3,333	9%
Other segment assets	6,268	6,434	6,539	6,588	5,608	28%
Segment assets	26,157	26,549	27,490	28,490	24,669	15%
Trade payables	3,831	4,067	3,688	4,243	3,013	40%
Other segment liabilities	13,531	13,557	13,728	14,019	13,470	9%
Segment liabilities	17,362	17,623	17,416	18,262	16,483	11%
Net assets	8,795	8,925	10,074	10,227	8,186	25%

4. Condensed Statement of Financial Position of the Industrial Business

In €m	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter	End of 4th Quarter		
	2021	2021	2021	2021	2020	Change
Assets						
Intangible assets	1,649	1,628	1,647	2,688	1,641	64%
Property, plant and equipment	7,699	7,593	7,558	7,784	7,819	0%
Equipment on operating leases	3,344	3,288	3,250	3,294	3,453	-5%
Receivables from financial services	-	-	-	-	-	-
Equity-method investments	1,254	1,335	1,385	1,369	534	156%
Inventories	7,273	7,565	8,482	7,783	6,268	24%
Trade receivables	3,268	3,328	3,264	3,647	3,333	9%
Cash and cash equivalents	1,437	1,531	1,430	6,904	1,556	343%
Marketable debt securities and similar investments	5,108	4,762	4,329	99	5,812	-98%
thereof current	5,107	4,761	4,329	99	5,811	-98%
thereof non-current	-	-	-	-	-	-4%
Other financial assets	1,020	971	979	897	1,021	-12%
Other assets	1,946	2,041	2,152	2,409	2,090	15%
Total assets	33,997	34,043	34,475	36,874	33,527	10%
Equity and liabilities						
Equity	9,053	9,365	9,299	14,858	7,370	102%
Provisions	7,074	7,089	7,177	7,047	7,721	-9%
Financing liabilities	4,354	3,961	4,785	966	5,928	-84%
thereof current	2,973	2,674	3,407	-3,185	4,053	.
thereof non-current	1,381	1,287	1,379	4,151	1,875	121%
Trade payables	3,831	4,067	3,688	4,243	3,013	41%
Other financial liabilities	4,087	4,098	3,963	3,887	4,041	-4%
Contract and refund liabilities	3,023	3,058	3,190	3,419	2,934	17%
Other liabilities	2,575	2,405	2,372	2,453	2,520	-3%
Total equity and liabilities	33,997	34,043	34,475	36,874	33,527	10%

DAIMLER TRUCK

Industrial Business

5. Condensed Statement of Cash Flows of the Industrial Business

In €m	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter	End of 4th Quarter		
	2021	2021	2021	2021	2020	Change
Cash and cash equivalents at beginning of period	1,556	1,556	1,556	1,556	1,045	49%
Profit before income taxes	1,641	2,414	2,752	3,103	348	790%
Depreciation and amortization/impairments	284	557	836	1,109	1,325	-16%
Oth. non-cash expense/inc. & gains/losses on disposals of assets	-1,279	-1,469	-1,436	-1,382	-111	.
Change in operating assets and liabilities						
Inventories	-961	-1,238	-2,105	-1,309	876	.
Trade receivables	86	21	111	-192	240	.
Trade payables	791	1,029	619	1,144	-118	.
Receivables from financial services	-	-	-	-	-	.
Vehicles on operating leases	114	174	215	179	324	-45%
Other operating assets and liabilities	-180	-210	-164	-126	324	.
Dividends received from equity-method investments		10	12	12	9	30%
Income taxes paid	-17	-260	-431	-524	-529	1%
Cash used for/provided by operating activities	478	1,028	409	2,014	2,689	-25%
Additions to property, plant and equipment and intangible assets	-137	-284	-512	-1,061	-926	-15%
Investments in and proceeds from disposals of shareholdings	606	590	635	468	-86	.
Acquisitions and sales of market. debt securities and similar investm.	859	1,185	1,693	4,669	-1,419	.
Other	10	116	139	207	108	91%
Cash used for/provided by investing activities	1,338	1,608	1,955	4,284	-2,322	.
Change in financing liabilities	-1,669	-2,152	-1,448	5,711	492	.
Dividends paid	-25	-24	-27	-26	-	.
Transactions with the Mercedes-Benz Group until the spin-off	-329	-716	-1,335	-2,559	-576	-345%
Internal equity and financing transactions	89	225	315	-4,165	329	.
Cash used for/provided by financing activities	-1,934	-2,667	-2,496	-1,040	246	.
Effect of foreign exchange rate changes on cash & cash equivalents	-2	6	4	90	-100	.
Cash and cash equivalents at end of period	1,437	1,531	1,430	6,904	1,556	344%

DAIMLER TRUCK

Trucks North America

1. Key Figures and Ratios

In €m	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter			Financial Year		
	2021	2021	2021	2021	2020	Change	2021	2020	Change
Production	39,550	42,352	33,939	49,773	n/a	.	165,614	140,264	18%
Incoming orders (units)	54,344	29,694	68,088	40,374	96,680	-58%	192,500	187,406	3%
Unit sales	36,693	43,233	34,604	47,626	42,058	13%	162,156	139,479	16%
North America*	36,222	42,621	33,838	47,044	41,474	13%	159,725	138,153	16%
USA	32,448	36,892	29,103	41,208	35,914	15%	139,651	120,541	16%
Revenue	3,496	4,085	3,603	4,598	4,024	14%	15,782	13,847	14%
Cost of sales	-2,808	-3,348	-2,971	-3,972	-3,262	-22%	-13,099	-11,542	-13%
Gross profit	688	737	632	626	762	-18%	2,683	2,305	16%
Selling expenses	-64	-80	-75	-92	-99	7%	-310	-360	14%
General administrative expenses	-124	-134	-120	-185	-146	-27%	-564	-469	-20%
Research and non-capitalized development costs	-108	-107	-115	-138	-122	-13%	-467	-474	1%
Others	22	24	28	24	-17	.	98	13	662%
EBIT	414	440	351	235	379	-38%	1,440	1,015	42%
RoS (%)	11.9	10.8	9.7	5.1	9.4	.	9.1	7.3	.
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.
Restructuring measures	-	-	-	-	-	.	-	-	.
M&A transactions	-	-	-	13	-	.	13	-	.
Adj. EBIT	414	440	351	248	379	-35%	1,452	1,015	43%
Adj. RoS (%)	11.9	10.8	9.7	5.4	9.4	.	9.2	7.3	.

* USA, Canada and Mexico.

DAIMLER TRUCK

Mercedes-Benz

1. Key Figures and Ratios

In €m	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter			Financial Year		
	2021	2021	2021	2021	2020	Change	2021	2020	Change
Production	33,787	35,258	26,768	38,723	n/a	.	134,536	106,389	26%
Incoming orders (units)	50,242	57,625	53,047	55,810	43,040	30%	216,724	124,203	74%
Unit sales	31,375	38,717	31,691	39,548	42,289	-6%	141,331	117,800	20%
EU30*	15,351	18,142	12,935	19,962	19,939	0%	66,390	58,248	14%
Germany	5,411	6,383	4,683	7,949	n/a	.	24,426	n/a	.
Latin America (excl. Mexico)	9,028	11,685	13,073	9,642	6,590	46%	43,428	25,276	72%
Brazil	7,308	9,103	10,479	7,779	9,451	-18%	34,669	25,276	37%
Revenue	3,805	4,301	3,682	4,326	4,419	-2%	16,113	13,790	17%
Cost of sales	-3,200	-3,599	-3,175	-3,514	-3,693	5%	-13,489	-12,320	-9%
Gross profit	605	701	507	812	726	12%	2,625	1,471	78%
Selling expenses	-365	-270	-420	-392	-387	-1%	-1,446	-1,327	-9%
General administrative expenses	-115	-189	-37	-211	-98	-116%	-552	-424	-30%
Research and non-capitalized development costs	-135	-143	-126	-166	-157	-6%	-570	-544	-5%
Others	112	136	68	110	153	-28%	426	452	-6%
EBIT	103	236	-9	152	238	-36%	483	-372	.
RoS (%)	2.7	5.5	-0.2	3.5	5.4	.	3.0	-2.7	.
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.
Restructuring measures	75	7	13	18	85	-79%	113	141	-20%
M&A transactions	-	-	109	65	-	.	174	-	.
Adj. EBIT	178	243	114	235	323	-27%	770	-232	.
Adj. RoS (%)	4.7	5.7	3.1	5.4	7.3	.	4.8	-1.7	.

* European Union, United Kingdom, Switzerland and Norway.

DAIMLER TRUCK

Trucks Asia

1. Key Figures and Ratios

In €m	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter			Financial Year		
	2021	2021	2021	2021	2020	Change	2021	2020	Change
Production	33,753	33,549	38,853	37,754	n/a	.	143,909	105,669	36%
Incoming orders (units)	45,613	40,826	43,664	42,896	34,688	24%	172,999	112,024	54%
Unit sales	31,770	33,125	38,072	40,444	31,544	28%	143,411	110,205	30%
Asia	24,555	25,447	29,919	31,204	19,281	62%	111,125	68,934	61%
Japan	8,929	8,680	8,151	6,620	10,237	-35%	32,380	39,056	-17%
Indonesia	3,684	5,963	10,941	13,396	5,394	148%	33,984	19,773	72%
India	4,638	2,284	3,728	3,931	3,650	8%	14,581	10,105	44%
Unit sales BFDA*	41,855	40,586	13,174	7,366	26,896	-73%	102,981	126,446	-19%
Revenue	1,478	1,455	1,422	1,613	1,482	9%	5,969	5,579	7%
Cost of sales	-1,192	-1,158	-1,104	-1,316	-1,245	-6%	-4,770	-4,548	-5%
Gross profit	286	297	318	297	237	25%	1,199	1,031	16%
Selling expenses	-147	-136	-165	-250	-163	-53%	-698	-640	-9%
General administrative expenses	-82	-73	-77	5	-82	.	-226	-301	25%
Research and non-capitalized development costs	-39	-42	-45	-37	-25	-51%	-164	-184	11%
Others	41	94	85	87	22	296%	306	125	144%
EBIT	59	140	117	102	-10	.	417	32	.
<i>RoS (%)</i>	<i>4.0</i>	<i>9.6</i>	<i>8.3</i>	<i>6.3</i>	<i>-0.7</i>	.	<i>7.0</i>	<i>0.6</i>	.
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.
Restructuring measures	-	-	-	-	6	.	-	6	.
M&A transactions	-	-	-	10	-	.	10	-	.
Adj. EBIT	59	140	117	111	-5	.	427	37	.
<i>Adj. RoS (%)</i>	<i>4.0</i>	<i>9.6</i>	<i>8.3</i>	<i>6.9</i>	<i>-0.3</i>	.	<i>7.2</i>	<i>0.7</i>	.

* Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks) - not consolidated

DAIMLER TRUCK

Daimler Buses

1. Key Figures and Ratios

In €m	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter			Financial Year		
	2021	2021	2021	2021	2020	Change	2021	2020	Change
Production	3,779	5,017	4,496	4,544	n/a	.	17,836	18,684	-5%
Incoming orders (units)	4,378	5,222	4,267	5,601	4,142	35%	19,468	17,054	14%
Unit sales	3,574	4,618	4,477	6,067	6,452	-6%	18,736	18,932	-1%
EU30	676	1,237	1,741	2,762	3,109	-11%	6,416	7,415	-13%
Germany	271	546	627	1,190	n/a	.	2,634	n/a	.
North America	413	542	628	505	593	-15%	2,088	1,511	38%
Mexico	413	542	617	504	593	-15%	2,076	1,510	37%
Latin America (excl. Mexico)	2,124	2,525	1,897	2,483	2,014	23%	9,029	7,731	17%
Brazil	1,567	1,793	1,370	1,611	1,254	28%	6,341	5,647	12%
Asia	163	97	78	9	403	-98%	347	661	-48%
Revenue	506	727	810	1,168	1,160	1%	3,211	3,438	-7%
Cost of sales	-493	-601	-706	-1,074	-1,006	-7%	-2,873	-2,906	1%
Gross profit	13	126	104	94	155	-39%	338	532	-36%
Selling expenses	-59	-57	-59	-71	-78	9%	-245	-255	4%
General administrative expenses	-38	-44	-38	-79	-58	-35%	-199	-168	-18%
Research and non-capitalized development costs	-30	-22	-27	-29	-24	-19%	-108	-112	4%
Others	25	7	22	7	48	-86%	61	70	-12%
EBIT	-88	11	3	-78	42	.	-152	67	.
RoS (%)	-17.5	1.5	0.4	-6.6	3.6	.	-4.7	1.9	.
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.
Restructuring measures	-	4	2	22	-	.	28	-	.
M&A transactions	15	0	0	32	-	.	47	-	.
Adj. EBIT	-73	15	6	-24	42	.	-77	67	.
Adj. RoS (%)	-14.5	2.0	0.7	-2.1	3.6	.	-2.4	1.9	.

DAIMLER TRUCK

Financial Services

1. Key Figures and Ratios

In €m	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter			Financial Year		
	2021	2021	2021	2021	2020	Change	2021	2020	Change
New business	1,234	1,450	1,500	1,584	1,655	-4%	5,767	5,708	1%
Penetration rates (in %)	17.9	20.3	20.1	20.2	23.0	.	19.6	22.7	.
Contract volume (end of period)	16,107	16,466	15,848	16,866	15,914	6%	16,866	15,914	6%
Revenue	278	274	306	265	288	-8%	1,122	1,207	-7%
EBIT	36	69	17	52	41	26%	173	-11	.
<i>RoE (%)</i>	<i>10.4</i>	<i>17.9</i>	<i>4.0</i>	<i>12.8</i>	<i>11.9</i>	<i>.</i>	<i>11.1</i>	<i>-0.7</i>	<i>.</i>
Legal proceedings and related measures	-	-	-	-	-	.	-	-	.
Restructuring measures	-	-	-	-	10	.	-	13	.
M&A transactions	-	-	-	20	-	.	20	-	.
Adj. EBIT	36	69	17	72	51	41%	193	2	.
<i>Adj. RoE (%)</i>	<i>10.4</i>	<i>17.9</i>	<i>4.0</i>	<i>17.6</i>	<i>14.7</i>	<i>.</i>	<i>12.4</i>	<i>0.1</i>	<i>.</i>
Equity*	1,412	1,647	1,713	1,565	1,338	17%	1,565	1,338	17%

* Figure at end of period.

DAIMLER TRUCK

Key Figures and Ratios

1. Group Liquidity

In €m	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter	End of 4th Quarter		Change
	2021	2021	2021	2021	2020	
Group liquidity						
Cash and cash equivalents	1,531	1,568	1,475	7,244	1,663	336%
Marketable debt securities and similar investments	5,137	4,802	4,368	138	5,841	-98%
Group gross liquidity	6,668	6,370	5,842	7,383	7,504	-2%
Total financing liabilities	-18,924	-18,771	-18,788	-16,612	-20,419	19%
Group net debt	-12,256	-12,402	-12,946	-9,230	-12,915	29%

2. Industrial Liquidity

In €m	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter	End of 4th Quarter		Change
	2021	2021	2021	2021	2020	
Liquidity of the industrial business						
Cash and cash equivalents	1,437	1,531	1,430	6,904	1,556	344%
Marketable debt securities and similar investments	5,108	4,762	4,329	99	5,812	-98%
Gross liquidity of the industrial business	6,545	6,293	5,758	7,003	7,368	-5%
Financing liabilities (nominal)	-4,208	-3,963	-4,748	-980	-5,798	83%
Net liquidity of the industrial business	2,338	2,330	1,010	6,024	1,570	284%

3. Pension benefits

In €m	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter	End of 4th Quarter		Change
	2021	2021	2021	2021	2020	
Pension benefits						
Benefit obligations	-7,992	-8,034	-8,010	-7,951	-8,555	7%
Plan assets	5,688	5,864	5,880	6,109	5,644	8%
Funded status	-2,304	-2,170	-2,130	-1,842	-2,911	37%
<i>Funding ratio (%)</i>	<i>71</i>	<i>73</i>	<i>73</i>	<i>77</i>	<i>66</i>	<i>.</i>

DAIMLER TRUCK

Assumptions & Guidance

1. Assumptions Heavy Duty Truck Market

	2022
North America	255k - 295k
EU30	240k - 280k

2. Group

In €bn	2022
Revenue	45.5 - 47.5 bn €
EBIT	slight decrease
Adj. EBIT	significant increase
Investment PP&E	slight increase
R&D costs	slight increase

3. Industrial Business

In €bn	2022
Unit Sales	500k - 520k
Revenue	44.0 - 46.0 bn €
Adj. RoS IB	7 % - 9 %
FCF IB	on prior year level

4. Segments

	2022
Trucks North America	
Unit sales	175k - 195k
Adj. RoS	10 % - 12 %
Mercedes-Benz	
Unit sales	155k - 175k
Adj. RoS	6 % - 8 %
Trucks Asia	
Unit sales	140k - 160k
Adj. RoS	3 % - 5 %
Daimler Buses	
Unit sales	20k - 25k
Adj. RoS	> 0%
Financial Services	
New Business (in €bn)	8 - 9 bn €
Adj. RoE	5 % - 7 %

DAIMLER TRUCK

Assumptions & Guidance

5. Definition of Guidance Sensitivities

Guidance KPI	Sensitivities	Definition
EBIT	significant decrease	above -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	above -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	above -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	above -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 %

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