# DAIMLER TRUCK



#### OUR PURPOSE: FOR ALL WHO KEEP THE WORLD MOVING

We keep our heritage and lay the foundations for the future



2025

2030





TRUCKS WILL REMAIN THE BACKBONE OF OUR ECONOMY







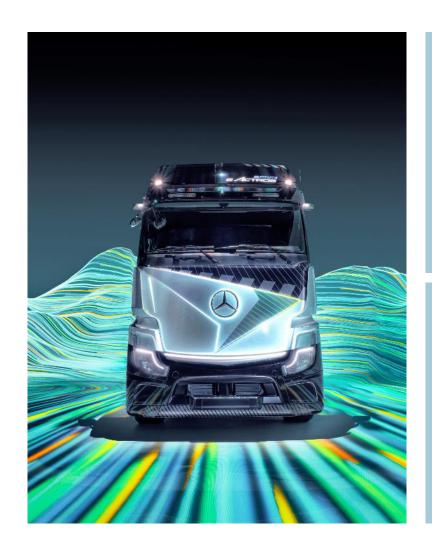
WE DRIVE THE TRANSFORMATION WITH GREAT ZEV PRODUCTS



WE SUPPORT OUR CUSTOMERS WITH THE RIGHT SOLUTIONS

#### **HOW WE WIN**

We build our foundations on strong strategic pillars & a high-performance culture



# #1 PROFITABILITY

Implementation
of our self-help
measures to increase
resilience

# #4 HEAVY-DUTY

Focus on heavy-duty segment to increase profitability

# #2 SERVICES

Build recurring revenue streams, increase resilience and customer lifetime value

# Leverage our scale with global platforms

#3

**ZEV** 

for ICE and ZEV

# #5 AUTONOMOUS

Bring autonomous trucks on the road to enter high-margin business

# #6 ESG

ESG framework drives sustainability transformation

#### WHY INVEST IN DAIMLER TRUCK

# Capitalize on our strong position and unlock profit and free cash flow potential

#### STRONG POSITION - ALREADY TODAY

- Strong brands, teams and cutting edge technologies in all regions
- Significant scale to capitalize on commonality and lower costs
- Significant investments in ZEV already undertaken
- Captive financial services to accelerate service revenues

#### **CLEAR TARGETS FOR VALUE CREATION - GOING FORWARD**

- Unlock profit & FCF potential through pricing realization, and cost & capex discipline
- Reduce break-even point and grow service revenue for increased resilience
- Every region must deliver benchmark profitability
- Rock-solid balance sheet with balanced funding mix and investment-grade rating
- Capital allocation with clear consistent shareholder returns

#### LASER FOCUS ON EXECUTION OF STRATEGY

- Constant focus on self-help measures with active portfolio management: restructuring our business, optimizing our product portfolio – focus on the most attractive return on investment
- Strong pricing discipline to offset inflationary cost pressure
- Increasing investments in our ZEV transformation, while maintaining overall spending discipline by reducing diesel-related capex



#### WHY INVEST IN DAIMLER TRUCK

# Sustainable transformation with cutting-edge technology

4

#### ACCELERATING SUSTAINABLE AND HIGHLY AUTOMATED TRANSPORTATION

- Broad ZEV vehicles portfolio in all segments
- Unbiased technology strategy for best fit sustainability solutions (BEV, FCEV, H2 ICE)
- Shaping highly automated transportation with our partners Torc Robotics and Waymo

5

#### PARTNERSHIP STRATEGY CONTINUED

- Ramp-up of cellcentric (Volvo)
- Charging infrastructure in Europe (Milence)
- Charging and H2 infrastructure in North America (Greenlane)
- Potential merger of Mitsubishi Fuso and Hino Motors to create major player in Asia
- Outsource ICE medium-duty engines (Cummins) and increase scale of heavy-duty diesel engines (Deutz)
- Joint venture to advance battery cell production in the United States with Accelera by Cummins and PACCAR



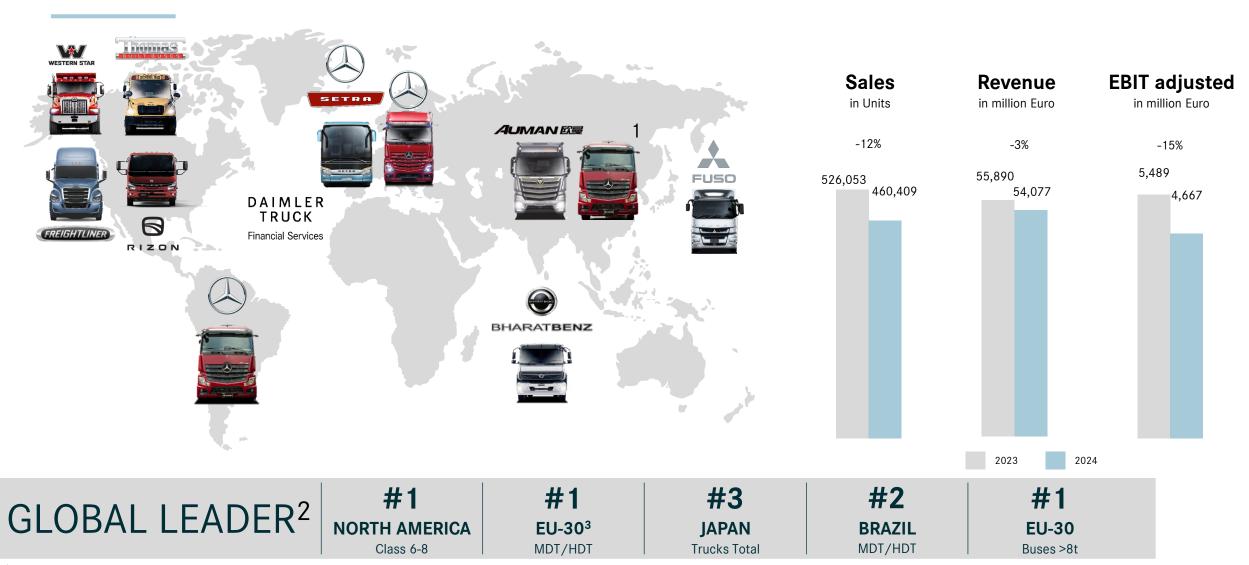
#### **CULTURE, LEADERSHIP AND SUSTAINABILITY AS KEY ENABLERS**

- Culture of trust and entrepreneurship
- Sustainable business strategy including ambitions on E, S & G established
- Investor and sustainability-focused performance and compensation culture



# DAIMLER TRUCK GLOBAL LEADERSHIP

Platform, powertrain and system commonality



<sup>&</sup>lt;sup>1</sup> China: Auman and Mercedes-Benz trucks produced in Joint Venture with Foton for Chinese market

<sup>&</sup>lt;sup>2</sup> FY 2024. Source: Company estimate. 3 Brand View

#### DAIMLER TRUCK NORTH AMERICA: FROM STRONG TO STRONGER

On-highway business presents a very clear framework for vocational success

### LEADING POSITION...

40% Market share<sup>2</sup>

# 1 On-highway large/mega fleets

#1 On-highway small fleets

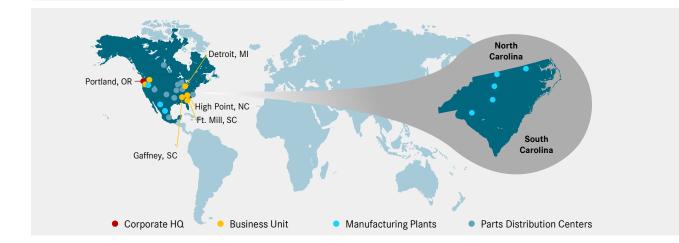
**#2** Vocational

#### ...STRONG FOUNDATIONS...

**1M+** Uncompromised customer focus

~39% Industrial-leading updated technology

11,000+ World-class dealer network



#### ...RIGHT PRODUCT PORTFOLIO



On-highway large/mega fleets







Off-highway vocational

#### **MERCEDES-BENZ: REBUILDING PROFITABILITY**

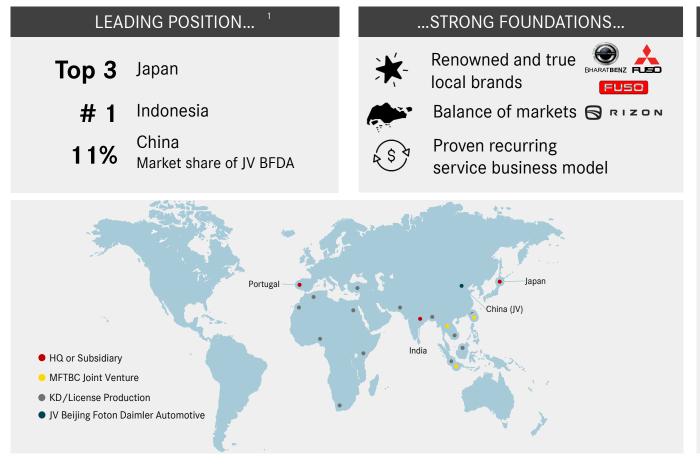
Strong market position in key markets and strong product portfolio





#### DAIMLER TRUCK ASIA: OPPORTUNITY AND GROWTH

Leveraging true Asian footprint and Daimler Truck technology





#### DAIMLER BUSES: GLOBAL MARKET LEADER

#1 in all core markets through intense customer focus



FULL LINE SUPPLIER WITH GLOBAL SERVICE NETWORK

- Direct sales, service and spare parts from one single customer touchpoint
- Covering all segments in the global bus market

Integral

Coach City Interurban

Chassis



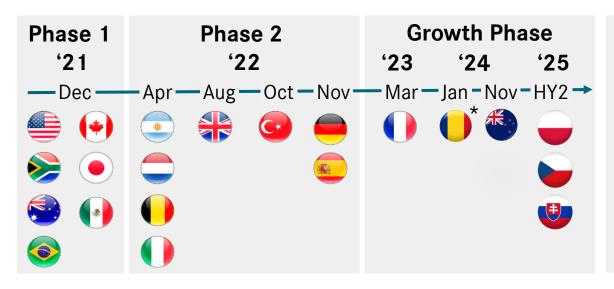
STRONG BRANDS AND TECHNOLOGIES

- Mercedes-Benz and Setra
- OmniPlus and BusStore
- Pioneer in Safety and Assistance Systems
- Only CO2-neutral city busses on offer in Europe by 2030
- By 2039 only CO2-neutral new vehicles to be offered in the core European market

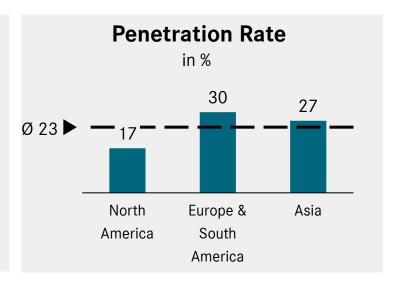
<sup>&</sup>lt;sup>1</sup> For the year 2024; Source: Company estimate; Buses >8t; Markets as defined for the purpose of this presentation are not in line with markets defined for the purpose of competition laws.

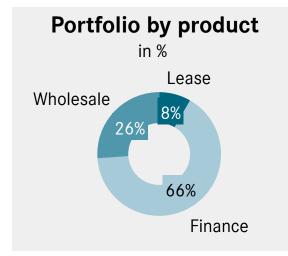
#### **DTFS BROADENS FOOTPRINT TO 18 MARKETS**

Positive customer feedback leading to strong growth in challenging business environment

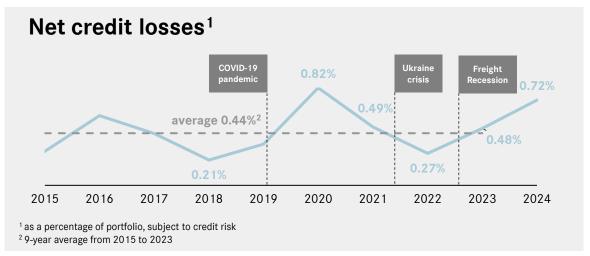


# Contract Volume in billion Euro









# **KEY STRATEGIC PRIORITIES**

Our way forward will be determined in the first half of 2025

H1 2025						
REVIEW BUSINESS SET-UP	COST-DOWN EUROPE	DAIMLER TRUCK STRATEGY 2030				
WE MERGED OUR BUSINESSES IN INDIA AND CHINA WITH MERCEDES-BENZ TRUCKS	TARGET TO REDUCE RECURRING  COSTS IN EUROPE  BY > €1 BILLION	FULLY-FLEDGED STRATEGY UPDATE WILL BE PROVIDED AT CAPITAL MARKET DAY ON JULY 8, 2025 IN CHARLOTTE, NC				
DONE	IN PROGRESS	IN PREPARATION				

#### **OUR CAPITAL ALLOCATION FRAMEWORK SETS CLEAR USE-OF-CASH PRIORITIES**

Focus on attractive return while investing in future value creation

#### **APPROACH**

- Active Portfolio Management in most attractive businesses
- Pivot towards heavy-duty
- Monetizing of diesel assets
- Strong partnerships where necessary

TRANSFORMING OUR BUSINESS AND DELIVERING A STEADY STREAM OF INCOME FOR OUR SHAREHOLDERS IN A CYCLICAL INDUSTRY

#### **FRAMEWORK**

STRONG OPERATING CASH FLOW WITH SOLID BALANCE SHEET AS KEY PRIORITY

**CAPEX AND R&D** 

TRANSFORMATIONAL INVESTMENTS

REGULAR CASH DIVIDENDS (40-60% payout ratio)

OPPORTUNISTIC VALUE-CREATING M&A

SHARE BUYBACKS

#### **EXECUTION EXAMPLES**



FY	Dividend	Payout ratio	
2024	€ 1.90 <sup>1</sup>	52% ◀	
2023	€ 1.90	40%	
2022	€ 1.30	40%	

Increased payout ratio to keep dividend constant

First program with volume up to 2 billion Euro launched in August 2023. Executed so far: ~ 1.5 billion Euro

# **SOLID LIQUIDITY & INVESTMENT-GRADE RATING**

Upgrade by S&P to A- in June 2024

**SOLID RATING** 

**S&P: A-**

Moody's: A3 Outlook: stable

Outlook: stable

in billion Euro  DAIMLER TRUCK	ACTUALS Dec 31, 2023	ACTUALS Dec 31, 2024
Equity ratio	32%	31%
Gross liquidity	8.9	8.8
Funded status of pension obligations	- 0.6	- 0.6
Funding ratio	90%	91%
INDUSTRIAL BUSINESS		
Equity ratio	48%	49%
Net liquidity	8.3	8.6
FCF	2.8	3.2

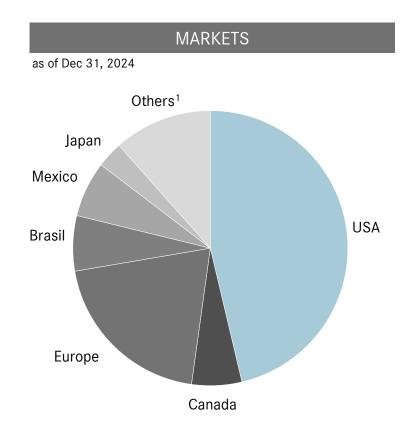
"We expect Daimler Truck's operating performance to show resiliency in 2024-2025 despite demand normalizing. " (S&P - Jun 11, 2024)

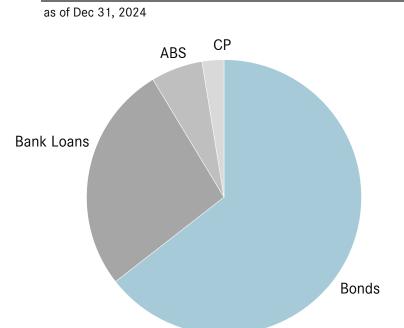
"The expectation of good margin level going forward combined with continuous very low leverage and history of positive free cash flow generation position Daimler Trucks' rating well in the A3 rating category" (Moody's - Apr 22, 2024)



### **WELL-DIVERSIFIED FUNDING MIX**

# Using a variety of instruments in our relevant markets





**FUNDING INSTRUMENTS** 

- Balanced financing through capital market instruments, bank loans and
- Daimler Truck Financial Services business focuses on core markets with well-established capital markets (e.g. larger share of USA, Canada)
- Continuous enlargement of our funding instrument toolbox

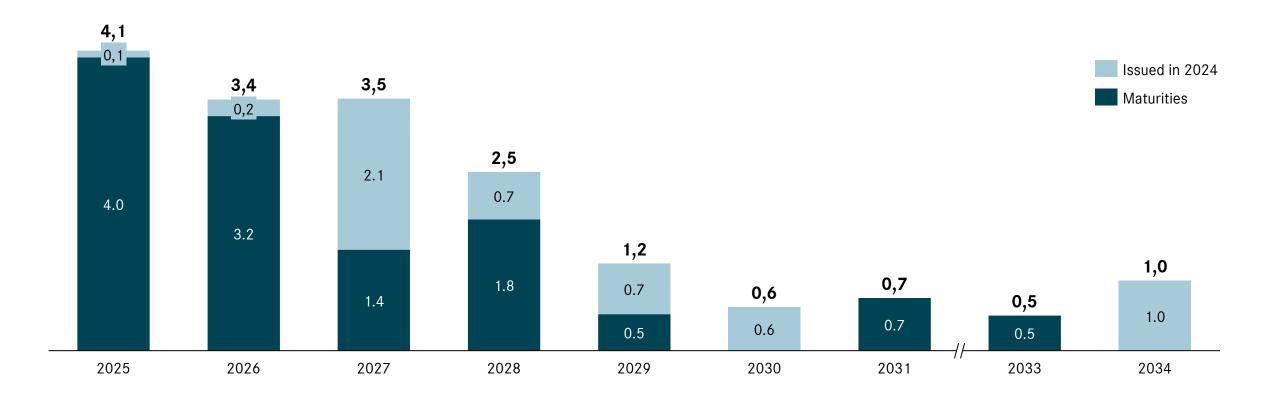
selected ABS

# **BOND MATURITY PROFILE**

# Well balanced Bond Maturity Profile

#### MATURITY PROFILE BONDS

in billion Euro as of Dec 31, 2024



#### **OUR FUNDING STRATEGY IS BUILT ON STRICT PRINCIPLES**

# Ensuring financial flexibility and independence

# TARGETING FINANCIAL INDEPENDENCE

**No dependence** on single markets, instruments, banks or investors

Diversification of funding sources and instruments:

bank loans, bonds, ABS, CPs

No financial covenants, no MAC, no asset pledges, no CSAs

# MAXIMIZING FINANCIAL FLEXIBILITY

Keeping prudent amount of cash and committed credit facilities

New markets funded via global and local banks first

Capital market funding to save credit capacity in growth regions

# FUNDING MATCHING GLOBAL BUSINESS NEEDS

**Liquidity matched** funding

Interest rate matched funding

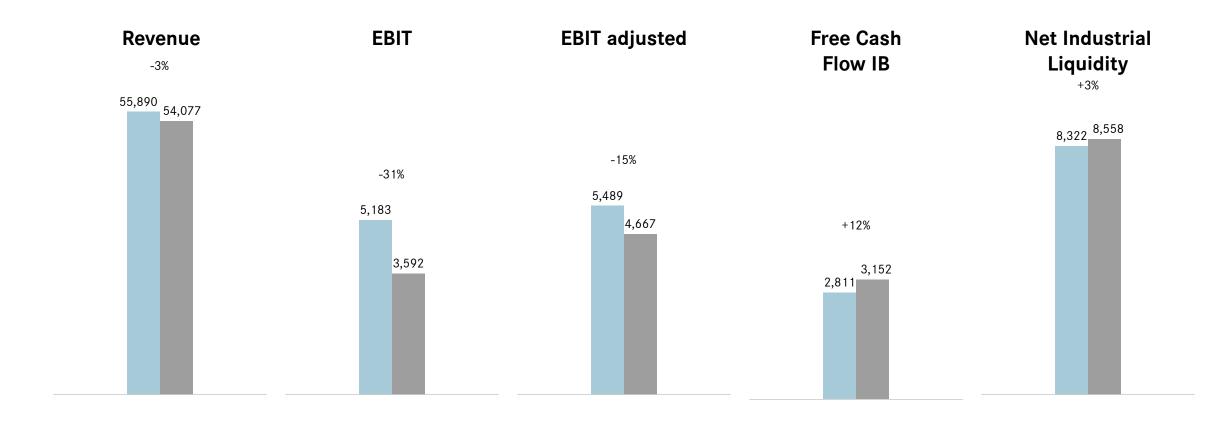
**Country matched** funding

**Currency matched** funding



# **FY24 FINANCIAL FIGURES DAIMLER TRUCK GROUP**

in million Euro





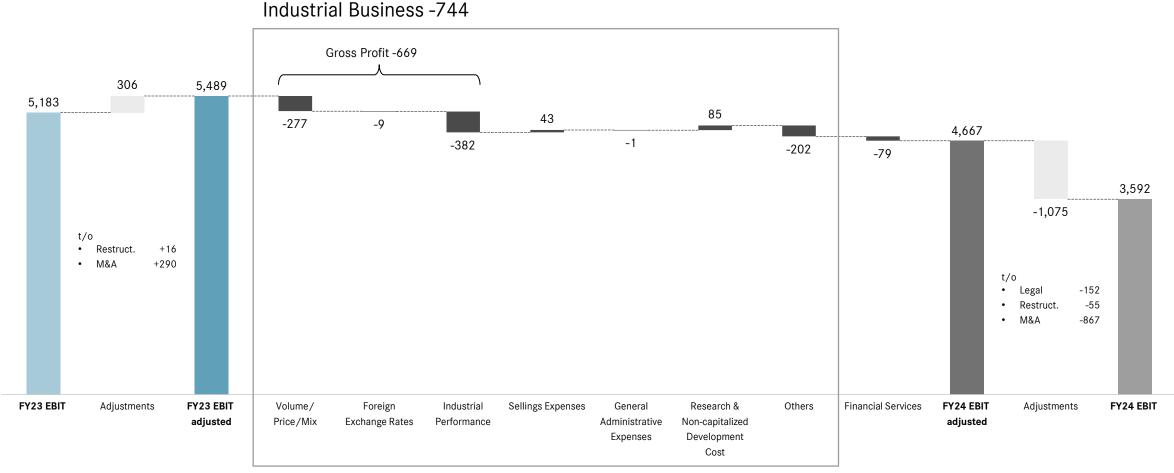
FY24A

# **FY24 EBIT GROUP**

# EBIT decrease due lower sales and industrial performance

in million Euro

- + Improved net pricing
- + Favorable functional cost development
- Significantly lower unit sales
- Unfavorable effect of the equity result of BFDA, mainly impairment
- Unfavorable effects on industrial performance, mainly variable overhead from production inefficiencies and material cost increases

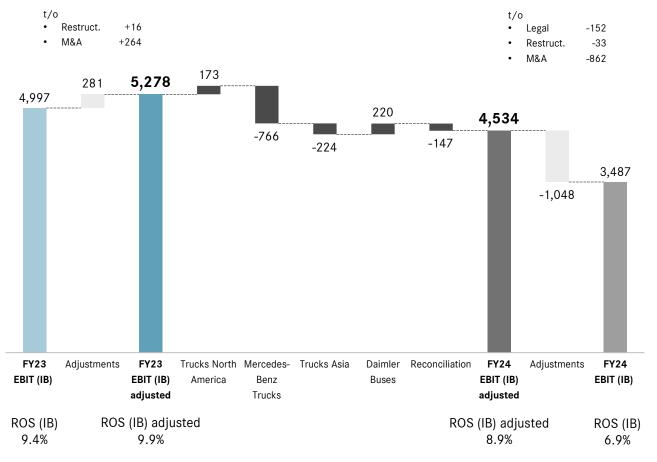


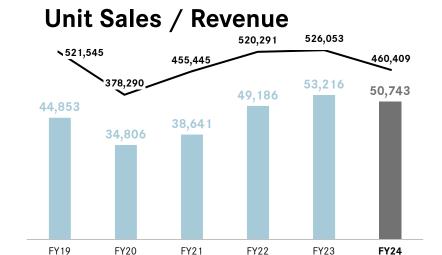
# **FY24 REVENUE AND EBIT INDUSTRIAL BUSINESS**

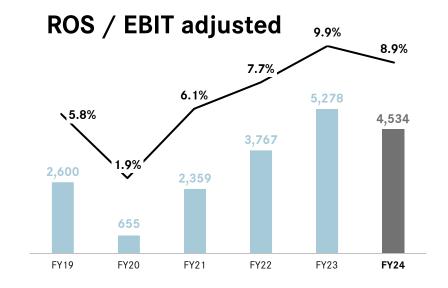
Decrease in EBIT adjusted and ROS adjusted in the Industrial Business

in million Euro

#### FY24 ROS / EBIT adjusted







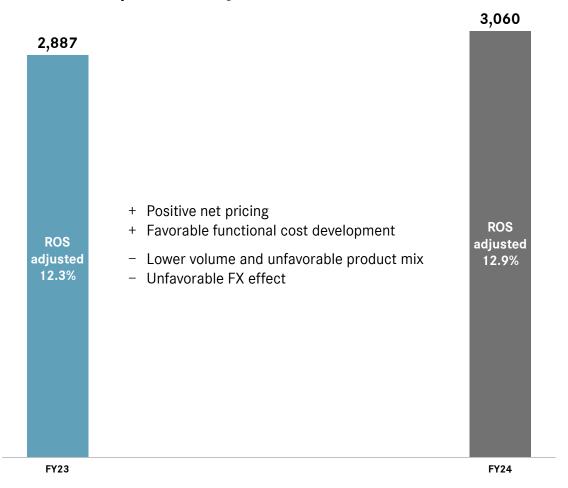
Unit Sales / ROS adjusted

### **FY24 REVENUE AND EBIT – TRUCKS NORTH AMERICA**

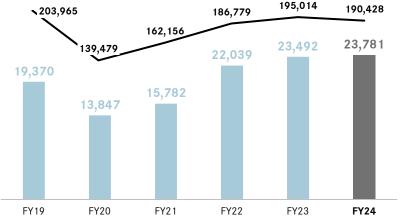
# Improved net pricing and lower functional costs

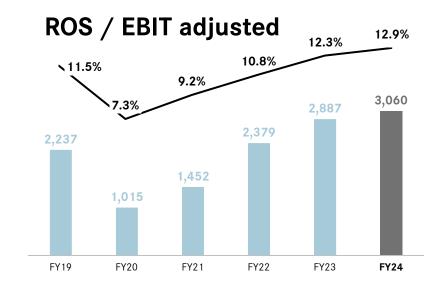
in million Euro

#### FY24 ROS / EBIT adjusted









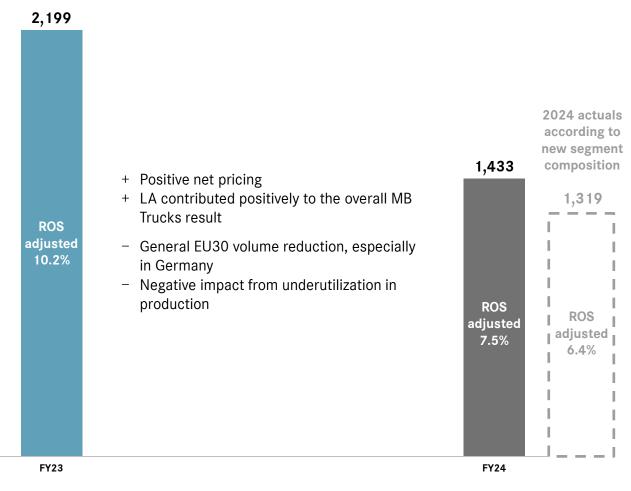
### **FY24 REVENUE AND EBIT – MERCEDES-BENZ TRUCKS**

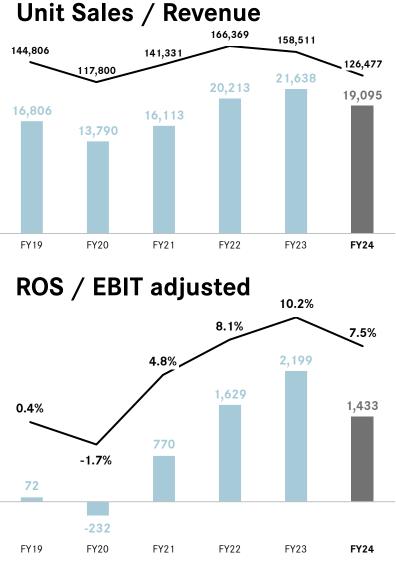
Significantly lower volume in EU 30 and underutilization of production

Unit Sales / ROS adjusted

in million Euro

#### FY24 ROS / EBIT adjusted



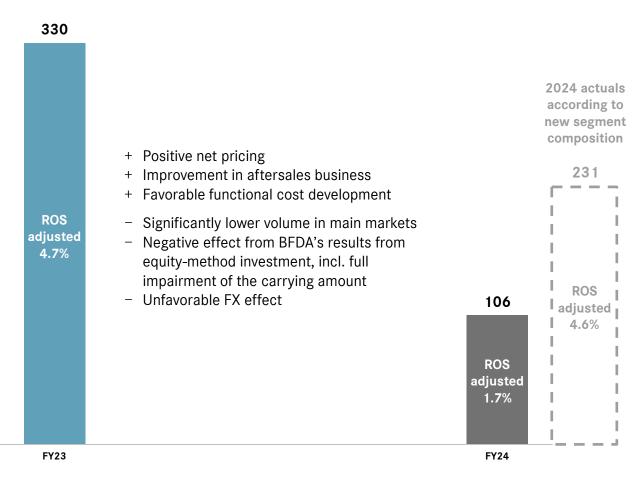


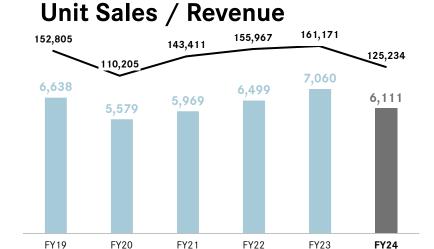
### **FY24 REVENUE AND EBIT – TRUCKS ASIA**

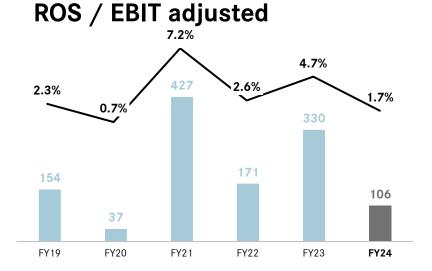
Improved net pricing, favorable development of aftersales business

in million Euro

#### FY24 ROS / EBIT adjusted







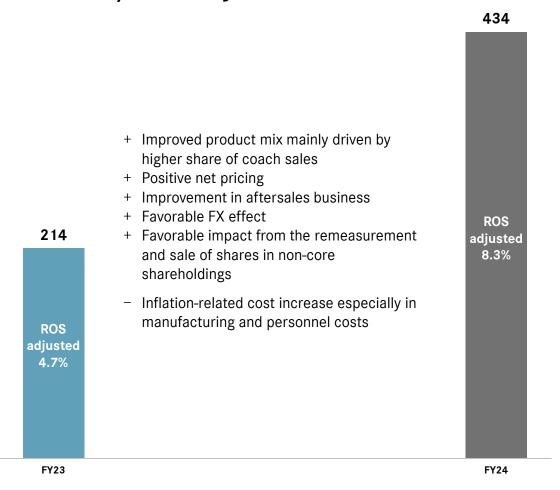
Unit Sales / ROS adjusted

#### **FY24 REVENUE AND EBIT – DAIMLER BUSES**

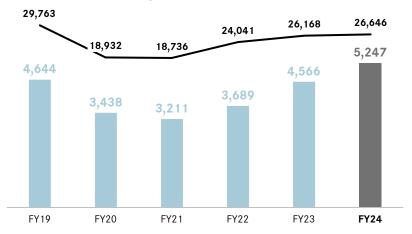
# Improved net pricing, mix and aftersales business

in million Euro

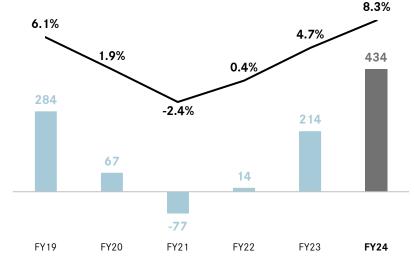
#### FY24 ROS / EBIT adjusted



**Unit Sales / Revenue** 







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.

Revenue / EBIT adjusted

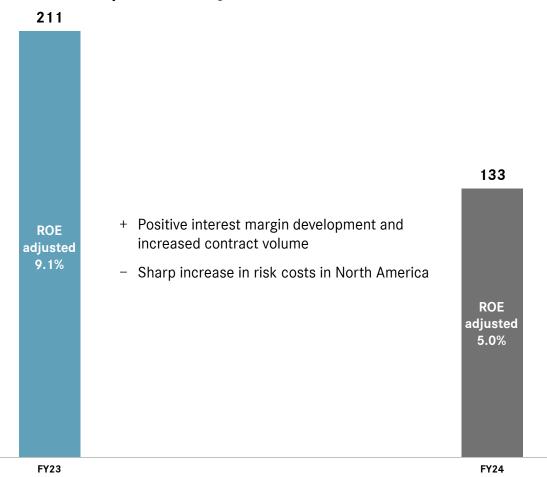
Unit Sales / ROS adjusted Daimler Truck Group | Roadshow Presentation | March 2025

### **FY24 REVENUE AND EBIT – FINANCIAL SERVICES**

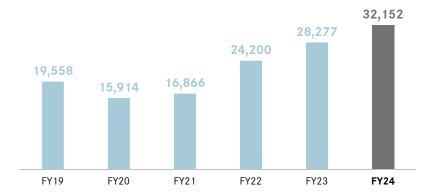
Increase in risk costs, partially offset by increased volume

in million Euro

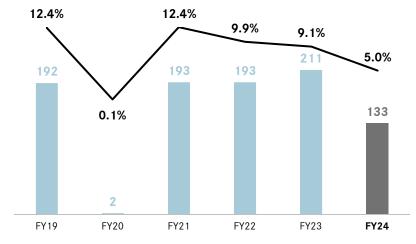
#### FY24 ROE / EBIT adjusted



#### **Contract Volume**



### **ROE / EBIT adjusted**

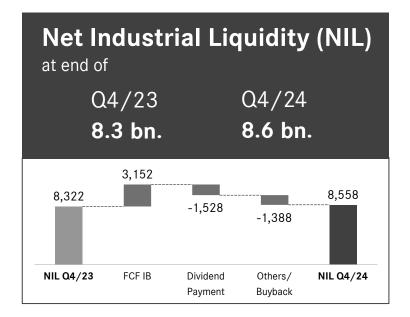


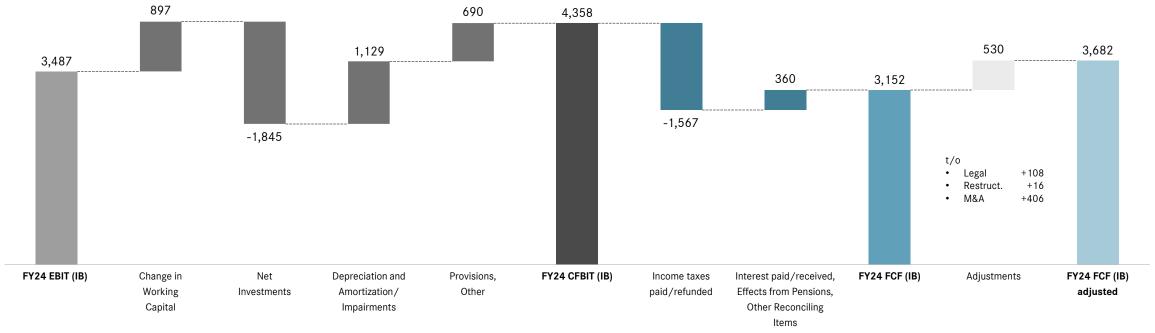
ROE adjusted

# FY24 CASH FLOW INDUSTRIAL BUSINESS FCF adjusted of 3.7 bn. €

in million Euro

#### Cash Conversion Rate adjusted 1.1





# **DIVIDEND PROPOSAL**



1.90

Euro dividend proposal (flat vs. 2023)

FY24A

27

#### **ELEVATING TECHNOLOGY LEADERSHIP**

We enable highest customer value creation and highest scale advantage through technology



WE DELIVER: FULL RANGE OF ZERO-EMISSION TRUCKS & BUSES

Numerous zero-emission trucks & buses in series production in 2024

2024

Mercedes-Benz

2022

Freightliner



2027+

Mercedes-Benz

Buses CustomChassis GenH2 Truck fully electric **Next Generation** eCascadia eActros 600 eActros eCitaro eEconic eM2 Saf-T-Liner eWalk-in Van in 2023 bus chassis eO500U C2 Jouley

2021

Mercedes-Benz

2018

Mercedes-Benz Mercedes-Benz

2022

OUR CUSTOMERS ALREADY COVERED TENS OF MILLIONS OF KILOMETERS WITH OUR ELECTRIC TRUCKS AND BUSES

2021

Thomas Built

2023

RIZON

2020

Freightliner

2023

Freightliner

2022

Mercedes-Benz FUSO eCanter;

2017

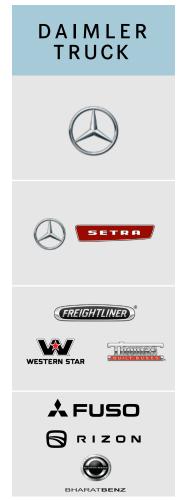
#### PROGRESS IN ZERO-EMISSION TRUCKS AND BUSES

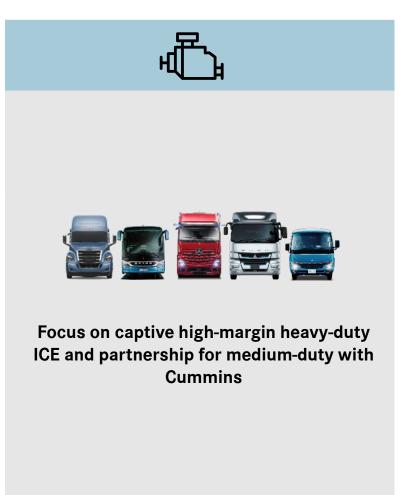
We are ready bringing our vision to the road

Orders FY24 Orders FY23 Unit Sales FY24 Unit Sales FY23

# WE USE OUR SCALE TO FREE UP CAPITAL AND BUILD UP GLOBAL PLATFORMS

Capitalizing on commonality and partnerships to maximize scale advantage







# OUR ZEV VEHICLE PORTFOLIO WILL COVER THREE DIFFERENT TECHNOLOGIES

Different solutions are driven by customer needs

# INNER-CITY TRANSPORT & LOCAL DISTRIBUTION



#### **ON-HIGHWAY**



#### **VOCATIONAL**



🚺 🛮 Batte

**Battery Electric Vehicles** 

**H<sub>2</sub>** Fuel Cell Electric Vehicles

**H<sub>2</sub>** Combustion Engine

# **EMISSION REGULATION AND GOVERNMENT POLICIES DRIVE ADOPTION**

Policymakers on all levels strongly push towards global CO2-neutrality

#### WINNING FORMULA

FACTOR 1
Product Offering

X

FACTOR 2
Infrastructure

X

FACTOR 3
Cost Parity

**ZEV SUCCESS** 



#### **PUSH FOR CO2-NEUTRALITY**

PARIS
AGREEMENT &
GLOBAL RACE
TO NET ZERO
BY LATEST 2050

EUROPEAN GREEN DEAL: -55% CO2 EMISSIONS BY 2030

ADVANCED
CLEAN FLEET:
100% ZEV BY
2036 IN
CALIFORNIA

JAPAN: CARBON NEUTRALITY BY 2050



#### **HOW WE IMPLEMENT OUR STRATEGY**

We drive a technology agnostic, adjustable and scalable platform approach

#### **TECHNOLOGY AGNOSTIC**

- Keep diesel competitive and clean
- Decarbonize with BEV and H2
- Customer decides which technology will prevail
- We are ready to back the right horse at anytime



#### STEPWISE INVESTMENTS

- ► BEV: Low first capacity commitment, flexible ramp-up steps
- ► FC: Joint venture cellcentric enables flexible capacity utilization
- ► H2ICE: Existing assets and similar technology enable flexible shift anytime

# ECONOMIES OF SCALE

- Create commonality –develop once, deploy manytimes
- Expand and strengthen partnerships
- Increase volume, de-risk volume uncertainty and share invest



### **CAPTIVE SOLUTION - TORC IS MAKING SIGNIFICANT PROGRESS**

On our way to delivering the best-in-class autonomous trucking solution

#### **CAPTIVE SOLUTION**



TORC

Pioneer in heavy-duty autonomous technology.

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

Daimler Truck foundation for a new profit pool.



Start of testing with industry first vehicle platform.

Finalize production-intent hardware for commercial launch.

Expansion of Artificial Intelligence & Machine Learning capabilities via organic growth, upskilling and Algolux acquisition.

Two on-going pilots with major
U.S. carriers and expanding scope to
reefer trailers.
100% on-time-delivery!





#### "AUTONOMOUS-READY" REDUNDANT FREIGHTLINER CHASSIS

### **DECARBONIZATION REQUIRES A TRANSITION WITH DIESEL**

Staying competitive and compliant in a consolidated portfolio

#### **CREATING CUSTOMER VALUE**

 Global rollout of latest generation heavy-duty Diesel platform completed – another efficiency push

#### FINAL EVOLUTION IN THE MAKING

- Staying the fuel economy champion
- Compliance with future emission regulations

#### **CREATING SCALE**

#### COMMONALITY

- One heavy-duty Diesel platform for all Daimler Truck brands
- ► H2-ICE as possible additional zero emission technology

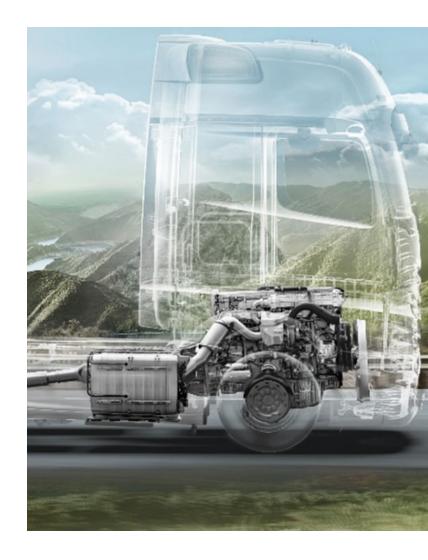
#### **PARTNERSHIP**

Captive medium-duty disinvestment



Heavy-duty volume consolidation





### **ACCELERATING TECHNOLOGICAL DEVELOPMENT**

Strategic Partnerships in key ZEV technologies are reducing risks and costs



Develop dedicated truck battery cells



Offer Industry-leading depot charging technology



Initiate pan-European high performance public charging network



Start public charging infrastructure across the U.S. for battery electric & hydrogen fuel cell vehicles



Develop, produce and commercialize **fuel cell systems** in joint venture with Volvo Group



Develop technology for **liquid hydrogen refueling** 



Accelerate mass market adoption of fuel cell trucks in Europe



Establish hydrogen infrastructure in Europe and an open standard for refueling

### **OUR SUSTAINABILITY AMBITIONS**

We have set ourselves clear targets

#### **ENVIRONMENT**



**SOCIAL** 



#### **GOVERNANCE**



#### **Climate & Environmental Protection**



We strive for our new trucks and buses to be  $CO_2e$  free during driving operation in Europe, US and Japan by 2039 – and globally by 2050.

We want to realize  $\mathrm{CO}_2\mathrm{e}$  neutrality on the balance sheet at our production sites in the US, Japan and India by 2025 - globally we strive for  $\mathrm{CO}_2\mathrm{e}$  neutrality by 2039.

We strive together with our direct suppliers for  $\mathrm{CO}_2\mathrm{e}$  neutral products and services in Europe, US and Japan by 2039 – and globally by 2050.

#### **Circular Economy**



We want to operate our business following a circular economy framework by minimizing the environmental impact of our products through closed material cycles.

#### **Our People**



We aspire to be an employer of choice, and we foster a culture of diversity, equity and inclusion - leading to a sense of belonging across all levels and regions.

#### **Human Rights**



We are strongly committed to respect and support human rights and we expect the same from our business partners throughout the value chain.

#### **Traffic Safety**



We strive for zero accidents with our trucks and buses.

#### Responsible Governance



We underline our responsibility towards the environment and society with a strong, forward-looking corporate governance.



#### **MARKET ASSUMPTIONS 2025**

Heavy Duty Truck Market 2025

North America<sup>1</sup> 280 – 320 k units

**EU30**<sup>2</sup> 270 – 310 k units



#### **Assumption**

The outlook is particularly subject to further geopolitical developments and their impact on the global economy.

The future development of inflation continues to determine the monetary policy environment and to influence the decisions of central banks.

# DAIMLER TRUCK GROUP/INDUSTRIAL BUSINESS ASSUMPTIONS 2025

Group

FY 2024

Guidance 2025

5% and 15%

**EBIT adjusted** 4.667 bn. €

increase between

IB

Unit Sales 460,409 units

**Revenue** 50.743 bn. €

ROS adjusted 8.9%

**FCF** 3.152 bn. €

460 - 480 k units

52 - 54 bn. €

8 - 10%

decrease between 10% and 25%



The outlook is particularly subject to further geopolitical developments and their impact on the global economy.

The future development of inflation continues to determine the monetary policy environment and to influence the decisions of central banks.



# **DAIMLER TRUCK SEGMENT ASSUMPTIONS 2025**

	Unit Sales in thousand units		ROS/ROE adjusted	
	FY 2024	Guidance 2025 <sup>1</sup>	FY 2024	Guidance 2025 <sup>1</sup>
Trucks North America	190 (191²)	180 – 200	12.9 (12.9²)	11 - 13
Mercedes-Benz Trucks	126 (160²)	160 – 180	7.5 (6.4 <sup>2</sup> )	5 - 7
Trucks Asia	125 (103²)	95 – 115	1.7 (4.6²)	4 - 6
Daimler Buses	27 (27²)	25 - 30	8.3 (8.32)	8 - 10
Financial Services			5.0 <sup>3</sup>	8 - 10 <sup>3</sup>



The outlook is particularly subject to further geopolitical developments and their impact on the global economy.

The future development of inflation continues to determine the monetary policy environment and to influence the decisions of central banks.



#### DAIMLER TRUCK INVESTOR RELATIONS

**Anatol Holland** 

# Our team is here to support you

- Further information is available under <u>www.daimlertruck.com/en/investors</u>
- FY 2024 Disclosure Presentation, Annual Report 2024, our Factbook and Upcoming Events and Conferences are available at the <u>Daimler Truck Investor Relations website</u>



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#### **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.

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