
DAIMLER TRUCK

Factbook for Q3 2022

November, 11th 2022

DAIMLER TRUCK

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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	1st Quarter	2nd Quarter	3rd Quarter	January - September
	2021	2022	2022	2022	2022
Earnings per share (in €)					
basic	2.85	0.31	1.12	1.17	2.60
diluted	2.85	0.31	1.12	1.17	2.60
Average number of shares outstanding (in millions) (adjusted for treasury stocks)					
basic	823	823	823	823	823
diluted	823	823	823	823	823
Number of shares outstanding (at period end, in million)	823	823	823	823	823
Xetra closing price (at period end, in €)	32.29	25.23	24.91	23.35	23.35
Market capitalization Frankfurt (at period end, in billions of €)	26.57	20.76	20.50	19.22	19.22

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Key Figures and Ratios

1. Key Figures and Ratios Group

In €m	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter			January - September			FY
	2021	2022	2022	2022	2021	Change	2022	2021	Change	2021
Revenue	11,345	10,551	12,104	13,507	9,160	47%	36,162	28,418	27%	39,764
EBIT	417	461	1,074	1,057	375	182%	2,592	2,940	-12%	3,357
Net profit (loss)	117	275	946	990	214	362%	2,211	2,265	-2%	2,383
t/o Profit (loss) attributable to shareholders of Daimler Truck AG	105	257	922	963	207	366%	2,143	2,242	-4%	2,347
Investment PP&E	418	99	143	184	155	19%	427	344	24%	762
Depreciation and Amortization/Impairments*	278	272	274	277	279	-1%	818	836	-2%	1,160
t/o Amortization on capitalized development costs	30	30	30	30	51	-41%	90	153	-41%	183
Research and development costs	435	386	443	446	397	13%	1,275	1,139	12%	1,574
t/o Research and non-capitalized development costs	407	346	394	404	335	20%	1,144	991	15%	1,398
t/o Capitalized development costs	29	40	49	42	61	-31%	131	147	-11%	176
Capitalization ratio in %	6.6%	10.4%	11.1%	9.5%	15.4%	-	10.3%	13.5%	-	11.2%
Research and development costs (EBIT view)	-437	-376	-424	-434	-386	-12%	-1,234	-1,144	-8%	-1,581
t/o Research and non-capitalized development costs	-407	-346	-394	-404	-335	-20%	-1,144	-991	-15%	-1,398
t/o Amortization on capitalized development costs	-30	-30	-30	-30	-51	41%	-90	-153	41%	-183

	4th Quarter	1st Quarter	2nd Quarter	End of		
	2021	2022	2022	Q3 2022	Q4 2021	Change
Active Workforce Group**	99,849	101,600	103,386	105,423	99,849	6%
Trucks North America	25,930	27,074	27,319	27,926	25,930	8%
Mercedes-Benz	40,327	40,636	41,357	41,970	40,327	4%
Trucks Asia	15,865	15,777	15,988	16,365	15,865	3%
Daimler Buses	14,861	14,960	14,981	15,176	14,861	2%
Financial Services	1,245	1,303	1,487	1,567	1,245	26%

* 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.

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Key Figures and Ratios

2. Key Figures and Ratios Industrial Business

In €m	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September			FY
	2021	2022	2022	2022	2022	2021	Change	2022	2021	Change	2021		
Unit sales	130,932	109,286	120,961	134,972	106,304	27%	365,219	324,513	13%	455,445			
Revenue	11,081	10,242	11,706	13,027	8,854	47%	34,975	27,561	27%	38,641			
Adj. EBIT	522	604	940	1,223	475	158%	2,767	1,837	51%	2,359			
<i>Adj. RoS (%)</i>	<i>4.7</i>	<i>5.9</i>	<i>8.0</i>	<i>9.4</i>	<i>5.4</i>	<i>-</i>	<i>7.9</i>	<i>6.7</i>	<i>-</i>	<i>6.1</i>			
Adj. CFBIT	1,285	332	-37	953	-697	-	1,248	627	99%	1,912			
<i>Adj. Cash Conversion Rate (CCR)*</i>	<i>2.5</i>	<i>0.6</i>	<i>0.0</i>	<i>0.8</i>	<i>-1.5</i>	<i>-</i>	<i>0.5</i>	<i>0.3</i>	<i>-</i>	<i>0.8</i>			
Adj. Free cash flow	1,213	206	-730	669	-865	-	145	95	53%	1,308			

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

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Key Figures and Ratios

3. Key Segment Data

In €m	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter			January - September			FY
	2021	2022	2022	2022	2021	Change	2022	2021	Change	2021
Trucks North America										
Unit sales	47,626	43,477	44,124	49,171	34,604	42%	136,772	114,530	19%	162,156
Revenue	4,598	4,583	5,150	6,155	3,603	71%	15,889	11,185	42%	15,782
Adj. EBIT	248	386	523	738	351	111%	1,648	1,205	37%	1,452
Adj. RoS (%)	5.4	8.4	10.2	12.0	9.7	-	10.4	10.8	-	9.2
Mercedes-Benz										
Unit sales	39,548	33,763	38,812	42,305	31,691	33%	114,880	101,783	13%	141,331
Revenue	4,326	4,305	4,880	5,153	3,682	40%	14,338	11,788	22%	16,113
Adj. EBIT	235	342	512	474	114	316%	1,327	534	148%	770
Adj. RoS (%)	5.4	7.9	10.5	9.2	3.1	-	9.3	4.5	-	4.8
Trucks Asia										
Unit sales	40,444	29,993	36,704	41,535	38,072	9%	108,232	102,967	5%	143,411
Revenue	1,613	1,421	1,546	1,676	1,422	18%	4,643	4,355	7%	5,969
Adj. EBIT	111	31	30	43	117	-63%	104	316	-67%	427
Adj. RoS (%)	6.9	2.2	1.9	2.6	8.3	-	2.2	7.2	-	7.2
Daimler Buses										
Unit sales	6,067	3,582	5,075	6,283	4,477	40%	14,940	12,669	18%	18,736
Revenue	1,168	626	873	941	810	16%	2,439	2,043	19%	3,211
Adj. EBIT	-24	-45	-10	23	6	304%	-32	-53	40%	-77
Adj. RoS (%)	-2.1	-7.1	-1.2	2.5	0.7	-	-1.3	-2.6	-	-2.4
Financial Services										
Revenue	265	309	398	480	306	57%	1,187	858	38%	1,122
Adj. EBIT	72	47	71	50	17	198%	167	121	38%	193
Book equity value	1,565	1,762	1,975	2,161	1,713	26%	2,161	1,713	26%	1,565
Adj. RoE (%)	17.6	11.3	15.1	9.6	4.0	-	11.9	10.4	-	12.4
Reconciliation Unit sales	-2,753	-1,529	-3,754	-4,322	-2,540	-70%	-9,605	-7,436	-29%	-10,189
Reconciliation Revenue	-624	-693	-743	-898	-664	-35%	-2,334	-1,810	-29%	-2,434
Daimler Truck Group Revenue	11,345	10,551	12,104	13,507	9,160	47%	36,162	28,418	27%	39,764
Reconciliation EBIT adj.	-48	-110	-115	-55	-113	51%	-280	-165	-69%	-214
Adj. Daimler Truck Group EBIT	594	651	1,010	1,273	491	159%	2,934	1,958	50%	2,552

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Share of Market

1. Market Shares (company internal analysis)*

In %	4th Quarter	1st Quarter*	2nd Quarter*	3rd Quarter			January - September			FY
	2021	2022	2022	2022	2021	Change	2022	2021	Change	2021
Trucks North America										
North America** Class 8	39.8%	42.6%	38.9%	40.4%	38.6%	1.8%	40.7%	40.1%	0.6%	40.0%
North America** Class 6-7	36.9%	45.3%	41.6%	33.7%	31.0%	2.7%	39.8%	35.3%	4.5%	35.9%
North America** Class 6-8	38.9%	43.5%	39.7%	38.5%	36.4%	2.1%	40.5%	38.7%	1.8%	38.7%
Mercedes Benz										
EU30*** HDT	17.1%	19.3%	19.3%	20.1%	20.9%	-0.8%	19.6%	19.4%	0.2%	18.6%
EU30*** MDT	19.0%	21.0%	30.8%	34.1%	23.8%	10.3%	28.1%	24.3%	3.8%	22.6%
EU30*** HDT/MDT	17.3%	19.5%	20.3%	21.5%	21.2%	0.3%	20.4%	20.0%	0.4%	19.1%

* In Q1, in contrast to the previous logic, the market share was calculated without a monthly offset on the basis of January to March. In Q2, the market share was therefore calculated without the month of March.

** 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	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September			FY
	2021	2022	2022	2022	2022	2021	Change	2022	2021	Change	2021		
Revenue	11,345	10,551	12,104	13,507	9,160	47%		36,162	28,418	27%	39,764		
Cost of Sales	-9,392	-8,662	-9,695	-10,987	-7,501	-46%		-29,345	-23,126	27%	-32,518		
Gross Profit	1,953	1,889	2,408	2,520	1,659	52%		6,817	5,292	29%	7,245		
Selling expenses	-798	-767	-703	-669	-649	-3%		-2,139	-1,924	-11%	-2,722		
General administrative expenses	-492	-370	-481	-559	-361	-55%		-1,411	-1,143	-23%	-1,635		
Research and non-capitalized development costs	-407	-346	-394	-404	-335	-20%		-1,144	-991	-15%	-1,398		
Other operating income	276	162	303	204	162	26%		669	1,753	-62%	2,029		
Other operating expense	-103	-30	-106	-30	-59	49%		-166	-204	19%	-348		
Profit/loss on equity-method investments, net	-33	-95	-17	-43	15	-		-155	138	-	106		
Other financial income/expense, net	20	19	64	39	-58	-		121	59	105%	80		
Earnings before interest and taxes (EBIT)	417	461	1,074	1,057	375	182%		2,592	2,940	-12%	3,357		
Interest income	36	59	24	33	10	222%		115	38	206%	73		
Interest expense	-49	-61	-45	-44	-32	-40%		-150	-107	40%	-157		
Profit before income taxes	403	459	1,053	1,045	353	196%		2,557	2,870	-11%	3,274		
Income taxes	-286	-184	-107	-55	-139	60%		-346	-606	43%	-891		
Net profit/ loss	117	275	946	990	214	362%		2,211	2,265	-2%	2,383		
<i>thereof profit attributable to non-controlling interests</i>	<i>12</i>	<i>18</i>	<i>24</i>	<i>27</i>	<i>8</i>	<i>243%</i>		<i>68</i>	<i>24</i>	<i>188%</i>	<i>36</i>		
<i>thereof profit/loss attributable to Daimler Truck shareholders</i>	<i>105</i>	<i>257</i>	<i>922</i>	<i>964</i>	<i>207</i>	<i>366%</i>		<i>2,143</i>	<i>2,242</i>	<i>-4%</i>	<i>2,347</i>		

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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 4th Quarter	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter			End of		
	2021	2022	2022	2022	2021	Change	Q3 2022	Q4 2021	Change
Assets									
Intangible assets	2,700	2,736	2,777	2,816	1,650	71%	2,816	2,700	4%
Property, plant and equipment	7,860	7,821	7,792	7,907	7,612	4%	7,907	7,860	1%
Equipment on operating leases	3,542	3,521	3,741	3,987	3,506	14%	3,987	3,542	13%
Receivables from financial services	16,098	17,289	19,635	22,401	15,175	48%	22,401	16,098	39%
Equity-method investments	1,369	1,306	1,129	1,132	1,385	-18%	1,132	1,369	-17%
Inventories	7,793	9,046	9,818	10,643	8,492	25%	10,643	7,793	37%
Trade receivables	3,962	3,756	4,410	4,695	3,473	35%	4,695	3,962	18%
Cash and cash equivalents	7,244	6,851	5,699	6,032	1,475	309%	6,032	7,244	-17%
Marketable debt securities and similar investments	138	173	592	606	4,368	-86%	606	138	338%
thereof current	105	132	550	584	4,334	-87%	584	105	458%
thereof non-current	34	41	42	22	33	-33%	22	34	-34%
Other financial assets	1,360	1,160	1,276	1,591	1,247	28%	1,591	1,360	17%
Other assets	2,733	2,871	3,089	3,594	2,432	48%	3,594	2,733	32%
Total assets	54,800	56,527	59,958	65,402	50,817	29%	65,402	54,800	19%
Equity and liabilities									
Equity	16,423	17,385	19,154	20,744	11,012	88%	20,744	16,423	26%
Provisions	7,161	6,598	5,724	6,196	7,269	-15%	6,196	7,161	-13%
Financing liabilities	16,599	16,810	19,231	21,209	18,825	13%	21,209	16,599	28%
thereof current	5,479	6,056	5,392	6,048	10,821	-44%	6,048	5,479	10%
thereof non-current	11,120	10,754	13,839	15,161	8,004	89%	15,161	11,120	36%
Trade payables	4,359	5,119	5,199	5,599	3,720	51%	5,599	4,359	28%
Other financial liabilities	4,300	4,457	4,678	5,306	4,278	24%	5,306	4,300	23%
Contract and refund liabilities	3,419	3,599	3,638	3,943	3,190	24%	3,943	3,419	15%
Other liabilities	2,538	2,559	2,333	2,405	2,522	-5%	2,405	2,538	-5%
Total equity and liabilities	54,800	56,527	59,958	65,402	50,817	29%	65,402	54,800	19%

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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 4th Quarter	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter		
	2021	2022	2022	2022	2021	Change
Cash and cash equivalents at beginning of period	1,663	7,244	7,244	7,244	1,663	336%
Profit before income taxes	3,274	459	1,512	2,557	2,871	-11%
Depreciation and amortization/impairments	1,160	272	566	854	882	-3%
Oth. non-cash expense/inc. & gains/losses on disposals of assets	-1,362	102	63	219	-1,408	-
Change in operating assets and liabilities						
Inventories	-1,307	-1,012	-1,583	-2,113	-2,105	0%
Trade receivables	-348	270	-340	-531	58	-
Trade payables	1,171	769	737	1,000	620	61%
Receivables from financial services	66	-446	-1,085	-2,107	701	-
Vehicles on operating leases	186	31	31	-19	255	-
Other operating assets and liabilities	-116	-204	-785	-238	-132	-80%
Dividends received from equity-method investments	12	3	9	13	12	11%
Income taxes paid	-635	-184	-606	-878	-485	-81%
Cash used for/provided by operating activities	2,100	60	-1,480	-1,243	1,269	-
Additions to property, plant and equipment and intangible assets	-1,080	-157	-358	-598	-516	-16%
Additions to property, plant and equipment	-762	-99	-242	-427	-344	-24%
Investments in and proceeds from disposals of shareholdings	468	-82	-1,167	-1,884	635	-
Acquisitions and sales of market. debt securities and similar investm.	4,663	-10	-443	-427	1,686	-
Other	208	60	86	86	137	-37%
Cash used for/provided by investing activities	4,260	-189	-1,882	-2,822	1,942	-
Change in financing liabilities	6,415	-302	1,708	2,679	-2,266	-
Dividends paid	-26	-20	-20	-39	-27	-45%
Transactions with the Mercedes-Benz Group until the spin-off	-7,263	-21	-23	-23	-1,112	98%
Internal equity and financing transactions	-	-	-	-	-	-
Cash used for/provided by financing activities	-875	-344	1,665	2,617	-3,405	-
Effect of foreign exchange rate changes on cash & cash equivalents	96	79	151	235	6	-
Cash and cash equivalents at end of period	7,244	6,851	5,699	6,032	1,475	309%

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Industrial Business

1. Summary Income Statement of the Industrial Business

In €m	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September			FY
	2021	2022	2022	2022	2022	2021	Change	2022	2021	Change	2021		
Production	130,794	115,771	126,935	138,018	104,056	33%		380,724	331,101	15%	461,895		
Incoming orders (units)	142,418	138,721	111,412	135,569	166,181	-18%		385,702	447,564	-14%	589,982		
Zero-Emission-Vehicle (ZEV)	490	619	661	425	189	125%		1,705	497	243%	987		
Unit sales	130,932	109,286	120,961	134,972	106,304	27%		365,219	324,513	13%	455,445		
Zero-Emission-Vehicle (ZEV)	404	163	283	178	180	-1%		624	308	103%	712		
Revenue	11,081	10,242	11,706	13,027	8,854	47%		34,975	27,561	27%	38,641		
Cost of sales	-9,240	-8,459	-9,431	-10,632	-7,304	-46%		-28,521	-22,572	-26%	-31,812		
Gross profit	1,841	1,784	2,275	2,395	1,550	54%		6,454	4,989	29%	6,829		
Selling expenses	-784	-743	-673	-638	-624	-2%		-2,055	-1,841	-12%	-2,625		
General administrative expenses	-440	-331	-428	-498	-328	-52%		-1,258	-1,041	-21%	-1,481		
Research and non-capitalized development costs	-407	-346	-394	-404	-335	-20%		-1,144	-991	-15%	-1,398		
Other operating income	268	156	161	150	155	-3%		467	1,708	-73%	1,976		
Other operating expense	-102	-29	-80	-16	-18	10%		-126	-203	38%	-305		
Profit/loss on equity-method investments, net	-33	-95	-17	-43	15	-		-155	138	-	106		
Other financial income/expense, net	21	19	66	39	-58	-		125	61	105%	82		
EBIT	365	414	911	984	358	175%		2,310	2,819	-18%	3,184		
RoS (%)	3.3	4.0	7.8	7.6	4.0	-		6.6	10.2	-	8.2		
Legal proceedings and related measures	-	-	-	-	-	-		-	-	-	-		
Restructuring measures	25	21	13	158	16	-		191	116	65%	141		
M&A transactions	132	170	15	82	100	-		267	-1,098	-	-966		
Adj. EBIT	522	604	940	1,223	475	158%		2,767	1,837	51%	2,359		
Adj. RoS (%)	4.7	5.9	8.0	9.4	5.4	-		7.9	6.7	-	6.1		

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Industrial Business

2. Summary Cash Flow Statement of the Industrial Business

In €m	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September			FY
	2021	2022	2022	2022	2022	2021	Change	2022	2021	Change	2021		
EBIT of Industrial Business	365	414	911	984	358	175%		2,310	2,819	-18%	3,184		
Change in working capital	1,019	-137	-1,110	-535	-1,187	55%		-1,783	-1,375	-30%	-356		
Net financial investments	-167	-82	140	-238	45	-		-179	672	-	505		
Net investments in property, plant and equipment and intang. assets	-566	-134	-194	-205	-204	-1%		-533	-503	-6%	-1,069		
Depreciation and amortization/impairments	273	269	271	277	279	-1%		818	836	-2%	1,109		
Other	55	-130	-82	591	97	509%		380	-1,268	-	-1,213		
CFBIT of Industrial Business	979	200	-63	875	-613	-		1,012	1,181	-14%	2,160		
Income taxes paid/refunded	-93	-147	-473	-322	-171	-88%		-942	-431	-119%	-524		
Interest paid/received	-6	25	-20	25	-15	-		30	-44	-	-51		
Effects from Pensions	-31	-22	-217	7	25	-		-232	-21	-989%	-52		
Other reconciling items	58	17	17	7	-7	-		40	-36	-	23		
FCF of Industrial Business	907	73	-756	592	-782	-		-91	649	-	1,556		
CFBIT of Industrial Business	979	200	-63	875	-613	-		1,012	1,181	-14%	2,160		
Legal proceedings and related measures	-	-	-	-	-	-		-	-	-	-		
Restructuring measures	13	111	11	4	9	-		127	130	-2%	143		
M&A transactions	293	22	15	73	-92	-		110	-684	-	-392		
Adj. CFBIT of Industrial Business	1,285	332	-37	953	-697	-		1,248	627	99%	1,912		
<i>Adj. Cash conversion rate*</i>	<i>2.5</i>	<i>0.6</i>	<i>0.0</i>	<i>0.8</i>	<i>-1.5</i>	<i>-</i>		<i>0.5</i>	<i>0.3</i>	<i>-</i>	<i>0.8</i>		

* Ratio of adj. CFBIT to adj. EBIT.

FCF of Industrial Business	907	73	-756	592	-782	-		-91	649	-	1,556
Legal proceedings and related measures	-	-	-	-	-	-		-	-	-	-
Restructuring measures	13	111	11	4	9	-		127	130	-2%	143
M&A transactions	293	22	15	73	-92	-		110	-684	-	-392
Adj. FCF of Industrial Business	1,213	206	-730	669	-865	-		145	95	53%	1,308

Net Liquidity at the beginning of the period	1,010	6,024	6,053	5,460	2,330	134%		6,024	1,569	284%	1,570
FCF	907	73	-756	592	-782	-		-91	649	-	1,556
thereof: working capital	1,019	-137	-1,110	-535	-1,187	55%		-1,783	-1,375	-30%	-356
Other	4,106	-44	163	107	-539	-		227	-1,209	-	2,897
thereof: dividends Daimler Truck Holding AG	-	-	-	-	-	-		-	-	-	-
Net Liquidity at the end of the period	6,024	6,053	5,460	6,159	1,010	510%		6,159	1,010	510%	6,024

DAIMLER TRUCK

Industrial Business

3. Net Assets of the Industrial Business

In €m	End of 4th Quarter	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter			End of		
	2021	2022	2022	2022	2021	Change	Q3 2022	Q4 2021	Change
Intangible assets	2,688	2,718	2,751	2,783	1,647	69%	2,783	2,688	4%
Property, plant and equipment	7,784	7,744	7,708	7,818	7,558	3%	7,818	7,784	0%
Inventories	7,783	9,038	9,759	10,554	8,482	24%	10,554	7,783	36%
Trade receivables	3,647	3,502	4,122	4,463	3,264	37%	4,463	3,647	22%
Other segment assets	6,588	6,485	6,145	6,221	6,539	-5%	6,221	6,588	-6%
Segment assets	28,490	29,488	30,486	31,840	27,490	16%	31,840	28,490	12%
Trade payables	4,243	4,994	5,132	5,523	3,688	50%	5,523	4,243	30%
Other segment liabilities	14,019	13,925	13,862	14,530	13,728	6%	14,530	14,019	4%
Segment liabilities	18,262	18,919	18,994	20,052	17,416	15%	20,052	18,262	10%
Net assets	10,227	10,568	11,492	11,788	10,074	17%	11,788	10,227	15%

4. Condensed Statement of Financial Position of the Industrial Business

In €m	End of 4th Quarter	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter			End of		
	2021	2022	2022	2022	2021	Change	Q3 2022	Q4 2021	Change
Assets									
Intangible assets	2,688	2,718	2,751	2,783	1,647	69%	2,783	2,688	4%
Property, plant and equipment	7,784	7,744	7,708	7,818	7,558	3%	7,818	7,784	0%
Equipment on operating leases	3,294	3,240	3,193	3,191	3,250	-2%	3,191	3,294	-3%
Receivables from financial services	-	-	-	-	-	-	-	-	-
Equity-method investments	1,369	1,306	1,129	1,132	1,385	-18%	1,132	1,369	-17%
Inventories	7,783	9,038	9,759	10,554	8,482	24%	10,554	7,783	36%
Trade receivables	3,647	3,502	4,122	4,463	3,264	37%	4,463	3,647	22%
Cash and cash equivalents	6,904	6,598	5,454	5,705	1,430	299%	5,705	6,904	-17%
Marketable debt securities and similar investments	99	124	542	541	4,329	-88%	541	99	444%
thereof current	99	124	542	541	4,329	-88%	541	99	444%
thereof non-current	-	-	-	-	-	-	-	-	-
Other financial assets	897	848	826	1,074	979	10%	1,074	897	20%
Other assets	2,409	2,559	2,624	3,068	2,152	43%	3,068	2,409	27%
Total assets	36,874	37,678	38,109	40,329	34,475	17%	40,329	36,874	9%
Equity and liabilities									
Equity	14,858	15,623	17,179	18,583	9,299	100%	18,583	14,858	25%
Provisions	7,047	6,467	5,605	6,057	7,177	-16%	6,057	7,047	-14%
Financing liabilities	966	372	109	-560	4,785	-	-560	966	-
thereof current	-3,185	-2,789	-5,202	-6,541	3,407	-	-6,541	-3,185	-105%
thereof non-current	4,151	3,161	5,311	5,981	1,379	334%	5,981	4,151	44%
Trade payables	4,243	4,994	5,132	5,523	3,688	50%	5,523	4,243	30%
Other financial liabilities	3,887	4,139	4,259	4,623	3,963	17%	4,623	3,887	19%
Contract and refund liabilities	3,419	3,599	3,638	3,943	3,190	24%	3,943	3,419	15%
Other liabilities	2,453	2,483	2,188	2,161	2,372	-9%	2,161	2,453	-12%
Total equity and liabilities	36,874	37,678	38,109	40,329	34,475	17%	40,329	36,874	9%

DAIMLER TRUCK

Industrial Business

5. Condensed Statement of Cash Flows of the Industrial Business

In €m	End of 4th Quarter	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter		
	2021	2022	2022	2022	2021	Change
Cash and cash equivalents at beginning of period	1,556	6,904	6,904	6,904	1,556	344%
Profit before income taxes	3,103	413	1,304	2,277	2,752	-17%
Depreciation and amortization/impairments	1,109	269	540	818	836	-2%
Oth. non-cash expense/inc. & gains/losses on disposals of assets	-1,382	94	155	368	-1,436	-
Change in operating assets and liabilities						
Inventories	-1,309	-1,014	-1,574	-2,106	-2,105	0%
Trade receivables	-192	170	-420	-678	111	-
Trade payables	1,144	707	746	1,001	619	62%
Receivables from financial services	-	-	-	-	-	-
Vehicles on operating leases	179	50	109	143	215	-33%
Other operating assets and liabilities	-126	-287	-721	-322	-164	-96%
Dividends received from equity-method investments	12	3	9	13	12	12%
Income taxes paid	-524	-147	-620	-942	-431	-119%
Cash used for/provided by operating activities	2,014	257	-472	573	409	40%
Additions to property, plant and equipment and intangible assets	-1,061	-148	-342	-575	-512	-12%
Investments in and proceeds from disposals of shareholdings	468	-82	-1,019	-1,256	635	-
Acquisitions and sales of market. debt securities and similar investm.	4,669	-9	-441	-423	1,693	-
Other	207	57	84	96	139	-31%
Cash used for/provided by investing activities	4,284	-182	-1,718	-2,158	1,955	-
Change in financing liabilities	5,711	-197	1,337	1,979	-1,448	-
Dividends paid	-26	-20	-20	-39	-27	-43%
Transactions with the Mercedes-Benz Group until the spin-off	-2,559	23	21	21	-1,335	-
Internal equity and financing transactions	-4,165	-259	-741	-1,797	315	-
Cash used for/provided by financing activities	-1,040	-454	596	163	-2,496	-
Effect of foreign exchange rate changes on cash & cash equivalents	90	73	143	222	4	-
Cash and cash equivalents at end of period	6,904	6,598	5,454	5,705	1,430	299%

DAIMLER TRUCK

Trucks North America

1. Key Figures and Ratios

In €m	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter			January - September			FY
	2021	2022	2022	2022	2021	Change	2022	2021	Change	2021
Production	49,773	44,164	43,072	47,286	33,939	39%	134,522	115,841	16%	165,614
Incoming orders (units)	40,374	39,069	23,461	47,964	68,088	-30%	110,494	152,126	-27%	192,500
Unit sales	47,626	43,477	44,124	49,171	34,604	42%	136,772	114,530	19%	162,156
North America*	47,044	42,875	43,453	48,687	33,838	44%	135,015	112,681	20%	159,725
USA	41,208	37,297	36,187	41,937	29,103	44%	115,421	98,443	17%	139,651
Revenue	4,598	4,583	5,150	6,155	3,603	71%	15,889	11,185	42%	15,782
Cost of sales	-3,972	-3,874	-4,251	-5,023	-2,971	-69%	-13,148	-9,127	-44%	-13,099
Gross profit	626	710	899	1,132	632	79%	2,741	2,057	33%	2,683
Selling expenses	-92	-88	-107	-102	-75	-36%	-297	-218	-36%	-310
General administrative expenses	-185	-130	-163	-179	-120	-49%	-472	-379	-24%	-564
Research and non-capitalized development costs	-138	-128	-145	-144	-115	-26%	-417	-329	-27%	-467
Others	24	23	39	31	28	12%	92	74	25%	98
EBIT	235	386	523	738	351	111%	1,648	1,205	37%	1,440
<i>RoS (%)</i>	<i>5.1</i>	<i>8.4</i>	<i>10.2</i>	<i>12.0</i>	<i>9.7</i>	-	<i>10.4</i>	<i>10.8</i>	-	<i>9.1</i>
Legal proceedings and related measures	-	-	-	-	-	-	-	-	-	-
Restructuring measures	-	-	-	-	-	-	-	-	-	-
M&A transactions	13	-	-	-	-	-	-	-	-	13
Adj. EBIT	248	386	523	738	351	111%	1,648	1,205	37%	1,452
<i>Adj. RoS (%)</i>	<i>5.4</i>	<i>8.4</i>	<i>10.2</i>	<i>12.0</i>	<i>9.7</i>	-	<i>10.4</i>	<i>10.8</i>	-	<i>9.2</i>

* 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
	2021	2022	2022	2022	2021	Change	2022	2021	Change	2021
Production	38,723	36,341	39,587	39,619	26,768	48%	115,547	95,813	21%	134,536
Incoming orders (units)	55,810	45,268	33,905	38,021	53,047	-28%	117,194	160,914	-27%	216,724
Unit sales	39,548	33,763	38,812	42,305	31,691	33%	114,880	101,783	13%	141,331
EU30*	19,962	17,477	20,915	22,828	12,935	76%	61,220	46,428	32%	66,390
Germany	7,949	7,370	7,536	8,267	4,683	77%	23,173	16,477	41%	24,426
Latin America (excl. Mexico)	9,642	8,852	10,694	10,645	13,073	-19%	30,191	33,786	-11%	43,428
Brazil	7,779	7,044	8,626	8,395	10,479	-20%	24,065	26,890	-11%	34,669
Revenue	4,326	4,305	4,880	5,153	3,682	40%	14,338	11,788	22%	16,113
Cost of sales	-3,514	-3,501	-3,860	-4,301	-3,175	-35%	-11,662	-9,975	-17%	-13,489
Gross profit	812	803	1,020	853	507	68%	2,676	1,813	48%	2,625
Selling expenses	-392	-448	-365	-358	-420	15%	-1,170	-1,054	-11%	-1,446
General administrative expenses	-211	-103	-146	-200	-37	-440%	-449	-341	-32%	-552
Research and non-capitalized development costs	-166	-121	-141	-155	-126	-23%	-417	-404	-3%	-570
Others	110	45	137	129	68	90%	311	316	-1%	426
EBIT	152	176	505	270	-9	-	951	330	188%	483
RoS (%)	3.5	4.1	10.4	5.2	-0.2	-	6.6	2.8	-	3.0
Legal proceedings and related measures	-	-	-	-	-	-	-	-	-	-
Restructuring measures	18	5	5	-155	13	-	164	95	73%	113
M&A transactions	65	161	2	-49	109	-	212	109	94%	174
Adj. EBIT	235	342	512	474	114	316%	1,327	534	148%	770
Adj. RoS (%)	5.4	7.9	10.5	9.2	3.1	-	9.3	4.5	-	4.8

* 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
	2021	2022	2022	2022	2021	Change	2022	2021	Change	2021
Production	37,754	31,043	38,909	44,486	38,853	14%	114,438	106,155	8%	143,909
Incoming orders (units)	42,896	50,574	50,397	48,343	43,664	11%	149,314	130,103	15%	172,999
Unit sales	40,444	29,993	36,704	41,535	38,072	9%	108,232	102,967	5%	143,411
Asia	31,204	23,787	27,029	30,354	29,919	1%	81,170	79,921	2%	111,125
Japan	6,620	6,716	6,302	6,962	8,151	-15%	19,980	25,760	-22%	32,380
Indonesia	13,396	6,608	10,135	12,203	10,941	12%	28,946	20,588	41%	33,984
India	3,931	5,251	3,275	3,769	3,728	1%	12,295	10,650	15%	14,581
Unit sales BFDA*	7,366	15,788	10,848	13,172	13,174	0%	39,808	95,615	-58%	102,981
Revenue	1,613	1,421	1,546	1,676	1,422	18%	4,643	4,355	7%	5,969
Cost of sales	-1,316	-1,153	-1,279	-1,373	-1,104	-24%	-3,805	-3,453	-10%	-4,770
Gross profit	297	269	266	303	318	-5%	838	902	-7%	1,199
Selling expenses	-250	-173	-152	-153	-165	7%	-477	-448	-7%	-698
General administrative expenses	5	-59	-64	-68	-77	12%	-191	-231	18%	-226
Research and non-capitalized development costs	-37	-42	-45	-30	-45	33%	-117	-126	8%	-164
Others	87	28	24	-11	85	-	42	220	-81%	306
EBIT	102	24	31	42	117	-64%	96	316	-70%	417
<i>RoS (%)</i>	<i>6.3</i>	<i>1.7</i>	<i>2.0</i>	<i>2.5</i>	<i>8.3</i>	<i>-</i>	<i>2.1</i>	<i>7.2</i>	<i>-</i>	<i>7.0</i>
Legal proceedings and related measures	-	-	-	-	-	-	-	-	-	-
Restructuring measures	-	-	-	-	-	-	-	-	-	-
M&A transactions	10	7	-1	-1	-	-	8	-	-	10
Adj. EBIT	111	31	30	43	117	-63%	104	316	-67%	427
<i>Adj. RoS (%)</i>	<i>6.9</i>	<i>2.2</i>	<i>1.9</i>	<i>2.6</i>	<i>8.3</i>	<i>-</i>	<i>2.2</i>	<i>7.2</i>	<i>-</i>	<i>7.2</i>

* Beijing Foton Daimler Automotive Co. Ltd. (Auman 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
	2021	2022	2022	2022	2021	Change	2022	2021	Change	2021
Production	4,544	4,223	5,367	6,627	4,496	47%	16,217	13,292	22%	17,836
Incoming orders (units)	5,601	8,443	9,715	4,622	4,267	8%	22,780	13,867	64%	19,468
Unit sales	6,067	3,582	5,075	6,283	4,477	40%	14,940	12,669	18%	18,736
EU30	2,762	776	1,415	1,716	1,741	-1%	3,907	3,654	7%	6,416
Germany	1,190	232	495	437	627	-30%	1,164	1,444	-19%	2,634
North America	505	538	533	666	628	6%	1,737	1,583	10%	2,088
Mexico	504	536	532	661	617	7%	1,729	1,572	10%	2,076
Latin America (excl. Mexico)	2,483	1,869	2,715	3,543	1,897	87%	8,127	6,546	24%	9,029
Brazil	1,611	1,281	1,991	2,917	1,370	113%	6,189	4,730	31%	6,341
Asia	9	54	85	52	78	-33%	191	338	-43%	347
Revenue	1,168	626	873	941	810	16%	2,439	2,043	19%	3,211
Cost of sales	-1,074	-568	-770	-821	-706	-16%	-2,159	-1,799	-20%	-2,873
Gross profit	94	57	103	120	104	15%	280	244	15%	338
Selling expenses	-71	-58	-72	-59	-59	0%	-190	-174	-9%	-245
General administrative expenses	-79	-49	-44	-36	-38	5%	-130	-120	-8%	-199
Research and non-capitalized development costs	-29	-28	-36	-31	-27	-15%	-95	-79	-20%	-108
Others	7	17	24	27	22	21%	70	55	28%	61
EBIT	-78	-61	-26	20	3	498%	-67	-74	10%	-152
RoS (%)	-6.6	-9.8	-2.9	2.2	0.4	-	-2.7	-3.6	-	-4.7
Legal proceedings and related measures	-	-	-	-	-	-	-	-	-	-
Restructuring measures	22	15	8	3	2	-	27	6	350%	28
M&A transactions	32	1	7	0	0	-	8	15	-44%	47
Adj. EBIT	-24	-45	-10	23	6	304%	-32	-53	40%	-77
Adj. RoS (%)	-2.1	-7.1	-1.2	2.5	0.7	-	-1.3	-2.6	-	-2.4

DAIMLER TRUCK

Financial Services

1. Key Figures and Ratios

In €m	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter			January - September			FY
	2021	2022	2022	2022	2021	Change	2022	2021	Change	2021
New business	1,584	1,568	2,364	2,548	1,500	70%	6,480	4,184	55%	5,767
Penetration rates (%)	20.2	19.0	21.0	22.0	20.1	10%	20.7	19.4	-	19.6
Revenue	265	309	398	480	306	57%	1,187	858	38%	1,122
EBIT	52	47	163	72	17	335%	282	121	133%	173
<i>RoE (%)</i>	<i>12.8</i>	<i>11.3</i>	<i>34.9</i>	<i>14.0</i>	<i>4.0</i>	<i>-</i>	<i>20.2</i>	<i>10.4</i>	<i>-</i>	<i>11.1</i>
Legal proceedings and related measures	-	-	-	-	-	-	-	-	-	-
Restructuring measures	-	-	-	-	-	-	-	-	-	-
M&A transactions	20	-	-92	-23	-	-	-	-	-	20
Adj. EBIT	72	47	71	50	17	198%	167	121	38%	193
<i>Adj. RoE (%)</i>	<i>17.6</i>	<i>11.3</i>	<i>15.1</i>	<i>9.6</i>	<i>4.0</i>	<i>-</i>	<i>11.9</i>	<i>10.4</i>	<i>-</i>	<i>12.4</i>

In €m	4th Quarter	1st Quarter	2nd Quarter	End of		
	2021	2022	2022	Q3 2022	Q4 2021	Change
Contract volume (end of period)	16,866	18,007	20,864	23,953	16,866	42%
Equity (end of period)	1,565	1,762	1,975	2,161	1,565	38%

DAIMLER TRUCK

Key Figures and Ratios

1. Group Liquidity

In €m	End of 4th Quarter	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter			End of		
	2021	2022	2022	2022	2021	Change	Q3 2022	Q4 2021	Change
Group liquidity									
Cash and cash equivalents	7,244	6,851	5,699	6,032	1,475	309%	6,032	7,244	-17%
Marketable debt securities and similar investments	138	173	592	606	4,368	-86%	606	138	338%
Group gross liquidity	7,383	7,024	6,291	6,638	5,842	14%	6,638	7,383	-10%
Total financing liabilities	-16,612	-17,108	-19,658	-21,855	-18,788	-16%	-21,855	-16,612	-32%
Group net debt	-9,230	-10,084	-13,367	-15,218	-12,946	-18%	-15,218	-9,230	-65%

2. Industrial Liquidity

In €m	End of 4th Quarter	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter			End of		
	2021	2022	2022	2022	2021	Change	Q3 2022	Q4 2021	Change
Liquidity of the Industrial Business									
Cash and cash equivalents	6,904	6,598	5,454	5,705	1,430	299%	5,705	6,904	-17%
Marketable debt securities and similar investments	99	124	542	541	4,329	-88%	541	99	444%
Gross liquidity of the Industrial Business	7,003	6,722	5,996	6,245	5,758	8%	6,245	7,003	-11%
Financing liabilities (nominal)	-980	-669	-535	-86	-4,748	98%	-86	-980	91%
Net liquidity of the Industrial Business	6,024	6,053	5,460	6,159	1,010	510%	6,159	6,024	2%

3. Pension benefits

In €m	End of 4th Quarter	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter			End of		
	2021	2022	2022	2022	2021	Change	Q3 2022	Q4 2021	Change
Pension benefits									
Benefit obligations	-7,951	-7,139	-6,167	-5,958	-8,010	26%	-5,958	-7,951	25%
Plan assets	6,109	5,675	5,619	5,399	5,880	-8%	5,399	6,109	-12%
Funded status	-1,842	-1,464	-548	-559	-2,130	74%	-559	-1,842	70%
<i>Funding ratio (%)</i>	<i>77</i>	<i>79</i>	<i>91</i>	<i>91</i>	<i>73</i>	<i>-</i>	<i>91</i>	<i>77</i>	<i>-</i>

DAIMLER TRUCK

Assumptions & Guidance

1. Assumptions Heavy Duty Truck Market

	2022
North America	255k - 295k
EU30	260k - 300k

2. Group

In €bn	2022
Revenue	50.0 - 52.0 bn €
EBIT	slight increase
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	48.0 - 50.0 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	7 % - 9 %
Trucks Asia	
Unit sales	140k - 160k
Adj. RoS	1 % - 3 %
Daimler Buses	
Unit sales	20k - 25k
Adj. RoS	> 0%
Financial Services	
New Business (in €bn)	9 - 10 bn €
Adj. RoE	9 % - 11 %

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 %

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.