
DAIMLER TRUCK

Factbook for Q1 2022

May, 17th 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	1st Quarter
	2021	2022
Earnings per share (in EUR)		
basic	2.85	0.31
diluted	2.85	0.31
Average number of shares outstanding (in millions) (adjusted for treasury stocks)		
basic	823	823
diluted	823	823
Number of shares outstanding (at period end, in million)	823	823
Xetra closing price (at period end, in €)	32.29	25.23
Market capitalization Frankfurt (at period end, in billions of €)	26.57	20.76

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Key Figures and Ratios

1. Key Figures and Ratios Group

In €m	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter			FY
	2021	2021	2021	2022	2021	Change	2021
Revenue	10,235	9,160	11,345	10,551	9,023	17%	39,764
EBIT	867	374	417	461	1,699	-73%	3,357
Net profit (loss)	608	214	117	275	1,443	-81%	2,383
t/o Profit (loss) attributable to shareholders of Daimler Truck AG	600	207	105	257	1,434	-82%	2,347
Investment PP&E	100	155	418	99	89	11%	762
Depreciation and Amortization/Impairments*	274	322	278	272	286	-5%	1,160
t/o Amortization on capitalized development costs	51	51	30	30	51	-41%	183
Research and development costs	364	397	435	386	378	2%	1,574
t/o Research and non-capitalized development costs	323	335	407	346	333	4%	1,398
t/o Capitalized development costs	41	61	29	40	45	-10%	176
<i>Capitalization ratio in %</i>	<i>11.3%</i>	<i>15.4%</i>	<i>6.6%</i>	<i>10.4%</i>	<i>11.9%</i>	-12%	<i>11.2%</i>
Research and development costs (EBIT view)	-374	-386	-437	-376	-384	2%	-1,581
t/o Research and non-capitalized development costs	-323	-335	-407	-346	-333	-4%	-1,398
t/o Amortization on capitalized development costs	-51	-51	-30	-30	-51	41%	-183

	2nd Quarter	3rd Quarter	4th Quarter	End of		
	2021	2021	2021	Q1 2022	Q4 2021	Change
Active Workforce Group**	100,700	101,550	99,849	101,600	99,849	2%
Trucks North America	25,222	26,076	25,930	27,074	25,930	4%
Mercedes-Benz	40,912	41,300	40,327	40,636	40,327	1%
Trucks Asia	16,287	15,986	15,865	15,777	15,865	-1%
Daimler Buses	15,227	14,972	14,861	14,960	14,861	1%
Financial Services	1,387	1,392	1,245	1,303	1,245	5%

* 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	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter		Change	FY
	2021	2021	2021	2022	2021		2021
Unit sales	116,845	106,304	130,932	109,286	101,364	8%	455,445
Revenue	9,961	8,854	11,081	10,242	8,745	17%	38,641
Adj. EBIT	810	475	522	604	552	9%	2,359
<i>Adj. RoS (%)</i>	8.1	5.4	4.7	5.9	6.3	.	6.1
Adj. CFBIT	765	-697	1,285	332	559	-40%	1,912
<i>Adj. Cash Conversion Rate (CCR)*</i>	0.9	-1.5	2.5	0.6	1.0	-46%	0.8
Adj. Free cash flow	526	-865	1,213	206	434	-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	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter			FY
	2021	2021	2021	2022	2021	Change	2021
Trucks North America							
Unit sales	43,233	34,604	47,626	43,477	36,693	18%	162,156
Revenue	4,085	3,603	4,598	4,583	3,496	31%	15,782
Adj. EBIT	440	351	248	386	414	-7%	1,452
Adj. RoS (%)	10.8	9.7	5.4	8.4	11.9	.	9.2
Mercedes-Benz							
Unit sales	38,717	31,691	39,548	33,763	31,375	8%	141,331
Revenue	4,301	3,682	4,326	4,305	3,805	13%	16,113
Adj. EBIT	243	114	235	342	178	92%	770
Adj. RoS (%)	5.7	3.1	5.4	7.9	4.7	.	4.8
Trucks Asia							
Unit sales	33,125	38,072	40,444	29,993	31,770	-6%	143,411
Revenue	1,455	1,422	1,613	1,421	1,478	-4%	5,969
Adj. EBIT	140	117	111	31	59	-47%	427
Adj. RoS (%)	9.6	8.3	6.9	2.2	4.0	.	7.2
Daimler Buses							
Unit sales	4,618	4,477	6,067	3,582	3,574	0%	18,736
Revenue	727	810	1,168	626	506	24%	3,211
Adj. EBIT	15	6	-24	-45	-73	39%	-77
Adj. RoS (%)	2.0	0.7	-2.1	-7.1	-14.5	.	-2.4
Financial Services							
Revenue	274	306	265	309	278	11%	1,122
Adj. EBIT	69	17	72	47	36	31%	193
Book equity value	1,647	1,713	1,565	1,762	1,412	25%	1,565
Adj. RoE (%)	17.9	4.0	17.6	11.3	10.4	.	12.4
Reconciliation Unit sales	-2,848	-2,540	-2,753	-1,529	-2,048	25%	-10,189
Reconciliation Revenue	-607	-664	-624	-693	-540	-28%	-2,434
Daimler Truck Group Revenue	10,235	9,160	11,345	10,551	9,023	17%	39,764
Reconciliation EBIT adj.	-28	-113	-48	-110	-25	-337%	-214
Adj. Daimler Truck Group EBIT	878	491	594	651	588	11%	2,552

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Share of Market

1. Market Shares (company internal analysis)

In %	2nd Quarter*	3rd Quarter	4th Quarter	1st Quarter*			FY
	2021	2021	2021	2022	2021	Change	2021
Trucks North America							
North America** Class 8	38.6%	38.6%	39.8%	42.6%	42.8%	-0.1%	40.0%
North America** Class 6-7	33.8%	31.0%	36.9%	45.3%	40.0%	5.3%	35.9%
North America** Class 6-8	37.3%	36.4%	38.9%	43.5%	41.9%	1.6%	38.7%
Mercedes Benz							
EU30*** HDT	19.3%	20.9%	17.1%	19.3%	18.3%	1.0%	18.6%
EU30*** MDT	24.1%	23.8%	19.0%	21.0%	24.8%	-3.8%	22.6%
EU30*** HDT/MDT	19.9%	21.2%	17.3%	19.5%	19.0%	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	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter			FY
	2021	2021	2021	2022	2021	Change	2021
Revenue	10,235	9,160	11,345	10,551	9,023	17%	39,764
Cost of Sales	-8,261	-7,501	-9,392	-8,662	-7,364	-18%	-32,518
Gross Profit	1,974	1,660	1,953	1,889	1,659	14%	7,245
Selling Expenses	-634	-648	-798	-767	-641	-20%	-2,722
General administrative expenses	-394	-361	-492	-370	-388	5%	-1,635
Research and non-capitalized development costs	-323	-335	-407	-346	-333	-4%	-1,398
Other operating income	159	162	276	162	1,433	-89%	2,029
Other operating expense	-102	-59	-103	-30	-83	.	-348
Profit/loss on equity-method investments, net	89	15	-33	-95	34	.	106
Other financial income/expense, net	99	-58	20	19	19	-2%	80
Earnings before interest and taxes (EBIT)	867	375	417	461	1,699	-73%	3,357
Interest income	10	10	36	59	18	231%	73
Interest expense	-35	-32	-49	-61	-41	-49%	-157
Profit before income taxes	842	353	403	459	1,676	-73%	3,274
Income taxes	-234	-139	-286	-184	-232	21%	-891
Net profit/ loss	608	214	117	275	1,443	-81%	2,383
<i>thereof profit attributable to non-controlling interests</i>	7	8	12	18	9	104%	36
<i>thereof profit/loss attributable to Daimler Truck Shareholders</i>	600	207	105	257	1,434	-82%	2,347

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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 2nd Quarter	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter			End of		
	2021	2021	2021	2022	2021	Change	Q1 2022	Q4 2021	Change
Assets									
Intangible assets	1,669	1,650	2,700	2,736	1,690	62%	2,736	2,700	1%
Property, plant and equipment	7,652	7,612	7,860	7,821	7,758	1%	7,821	7,860	-1%
Equipment on operating leases	3,571	3,506	3,542	3,521	3,628	-3%	3,521	3,542	-1%
Receivables from financial services	15,751	15,175	16,098	17,289	15,435	12%	17,289	16,098	7%
Equity-method investments	1,335	1,385	1,369	1,306	1,254	4%	1,306	1,369	-5%
Inventories	7,575	8,492	7,793	9,046	7,284	24%	9,046	7,793	16%
Trade receivables	3,555	3,473	3,962	3,756	3,453	9%	3,756	3,962	-5%
Cash and cash equivalents	1,568	1,475	7,244	6,851	1,531	348%	6,851	7,244	-5%
Marketable debt securities and similar investments	4,802	4,368	138	173	5,137	-97%	173	138	25%
thereof current	4,767	4,334	105	132	5,112	-97%	132	105	26%
thereof non-current	35	33	34	41	26	60%	41	34	22%
Other financial assets	1,252	1,247	1,360	1,160	1,291	-10%	1,160	1,360	-15%
Other assets	2,325	2,432	2,733	2,871	2,219	29%	2,871	2,733	5%
Total assets	51,056	50,817	54,800	56,527	50,680	12%	56,527	54,800	3%
Equity and liabilities									
Equity	11,011	11,012	16,423	17,385	10,465	66%	17,385	16,423	6%
Provisions	7,188	7,269	7,161	6,598	7,158	-8%	6,598	7,161	-8%
Financing liabilities	18,770	18,825	16,599	16,810	19,071	-12%	16,810	16,599	1%
thereof current	10,217	10,821	5,479	6,056	10,418	-42%	6,056	5,479	11%
thereof non-current	8,553	8,004	11,120	10,754	8,653	24%	10,754	11,120	-3%
Trade payables	4,094	3,720	4,359	5,119	3,862	33%	5,119	4,359	17%
Other financial liabilities	4,407	4,278	4,300	4,457	4,411	1%	4,457	4,300	4%
Contract and refund liabilities	3,058	3,190	3,419	3,599	3,023	19%	3,599	3,419	5%
Other liabilities	2,527	2,522	2,538	2,559	2,689	-5%	2,559	2,538	1%
Total equity and liabilities	51,056	50,817	54,800	56,527	50,680	12%	56,527	54,800	3%

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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 2nd Quarter	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter		
	2021	2021	2021	2022	2021	Change
Cash and cash equivalents at beginning of period	1,663	1,663	1,663	7,244	1,663	336%
Profit before income taxes	2,517	2,871	3,274	459	1,676	-73%
Depreciation and amortization/impairments	560	882	1,160	272	286	-5%
Oth. non-cash expense/inc. & gains/losses on disposals of assets	-1,451	-1,408	-1,362	102	-1,270	.
Change in operating assets and liabilities						
Inventories	-1,237	-2,105	-1,307	-1,012	-961	-5%
Trade receivables	-35	58	-348	270	46	485%
Trade payables	1,025	620	1,171	769	792	-3%
Receivables from financial services	64	701	66	-446	230	.
Vehicles on operating leases	190	255	186	31	131	-76%
Other operating assets and liabilities	-212	-132	-116	-204	-157	-30%
Dividends received from equity-method investments	10	12	12	3	0	.
Income taxes paid	-312	-485	-635	-184	-52	-258%
Cash used for/provided by operating activities	1,121	1,269	2,100	60	721	-92%
Additions to property, plant and equipment and intangible assets	-285	-516	-1,080	-157	-137	-15%
Additions to property, plant and equipment	-189	-344	-762	-99	-89	-11%
Investments in and proceeds from disposals of shareholdings	590	635	468	-82	606	.
Acquisitions and sales of market. debt securities and similar investm.	1,180	1,686	4,663	-10	859	.
Other	111	137	208	60	6	837%
Cash used for/provided by investing activities	1,597	1,942	4,260	-189	1,334	.
Change in financing liabilities	-2,243	-2,266	6,415	-302	-1,847	84%
Dividends paid	-25	-27	-26	-20	-25	20%
Transactions with the Mercedes-Benz Group until the spin-off	-553	-1,112	-7,263	-21	-311	93%
Internal equity and financing transactions	-	-	-	-	-	.
Cash used for/provided by financing activities	-2,821	-3,405	-875	-344	-2,183	84%
Effect of foreign exchange rate changes on cash & cash equivalents	7	6	96	79	-5	.
Cash and cash equivalents at end of period	1,568	1,475	7,244	6,851	1,531	348%

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Industrial Business

1. Summary Income Statement of the Industrial Business

In €m	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter			FY
	2021	2021	2021	2022	2021	Change	2021
Production	116,176	104,056	130,794	115,771	110,869	4%	461,895
Incoming orders (units)	130,260	166,181	142,418	138,721	151,123	-8%	589,982
Zero-Emission-Vehicle (ZEV)	139	189	490	619	169	266%	987
Unit sales	116,845	106,304	130,932	109,286	101,364	8%	455,445
ZEV	64	180	404	163	64	155%	712
Revenue	9,961	8,854	11,081	10,242	8,745	17%	38,641
Cost of sales	-8,103	-7,304	-9,240	-8,459	-7,165	-18%	-31,812
Gross profit	1,858	1,550	1,841	1,784	1,580	13%	6,829
Selling expenses	-604	-624	-784	-743	-613	-21%	-2,625
General administrative expenses	-357	-328	-440	-331	-356	7%	-1,481
Research and non-capitalized development costs	-323	-335	-407	-346	-333	-4%	-1,398
Other operating income	139	155	268	156	1,414	-89%	1,976
Other operating expense	-102	-18	-102	-29	-83	65%	-305
Profit/loss on equity-method investments, net	89	15	-33	-95	34	.	106
Other financial income/expense, net	99	-57	21	19	19	.	82
EBIT	798	358	365	414	1,663	-75%	3,184
RoS (%)	8.0	4.0	3.3	4.0	19.0	.	8.2
Legal proceedings and related measures	-	-	-	-	-	-	-
Restructuring measures	11	16	25	21	88	.	141
M&A transactions	0	100	132	170	-1,199	.	-966
Adj. EBIT	810	475	522	604	552	9%	2,359
Adj. RoS (%)	8.1	5.4	4.7	5.9	6.3	.	6.1

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Industrial Business

2. Summary Cash Flow Statement of the Industrial Business

In €m	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter			FY
	2021	2021	2021	2021	2022	2021	Change	2021		
EBIT of Industrial Business	798	358	365	414	1,663	-75%	3,184			
Change in working capital	-105	-1,187	1,019	-137	-84	-64%	-356			
Net financial investments	-16	45	-167	-82	643	.	505			
Net investments in property, plant and equipment and intang. assets	-110	-204	-566	-134	-190	29%	-1,069			
Depreciation and amortization/impairments	273	279	273	269	284	-5%	1,109			
Other	-102	96	55	-130	-1,261	90%	-1,213			
CFBIT of Industrial Business	739	-613	979	200	1,055	-81%	2,160			
Income taxes paid / refunded	-243	-171	-93	-147	-17	-776%	-524			
Interest paid / received	-11	-15	-6	25	-18	.	-51			
Effects from Pensions	27	25	-31	-22	-73	71%	-52			
Other reconciling items	-12	-7	58	17	-16	.	23			
FCF of Industrial Business	500	-782	907	73	931	-92%	1,556			
CFBIT of Industrial Business	739	-613	979	200	1,055	-81%	2,160			
Legal proceedings and related measures	-	-	-	-	-	.	-			
Restructuring measures	26	9	13	111	95	17%	143			
M&A transactions	0	-92	293	22	-592	.	-392			
Adj. CFBIT of Industrial Business	765	-697	1,285	332	559	-40%	1,912			
<i>Adj. Cash conversion rate*</i>	<i>0.9</i>	<i>-1.5</i>	<i>2.5</i>	<i>0.6</i>	<i>1.0</i>	<i>.</i>	<i>0.8</i>			
* Ratio of adj. CFBIT to adj. EBIT.										
FCF of Industrial Business	500	-782	907	73	931	-92%	1,556			
Legal proceedings and related measures	-	-	-	-	-	.	-			
Restructuring measures	26	9	13	111	95	17%	143			
M&A transactions	0	-92	293	22	-592	.	-392			
Adj. FCF of Industrial Business	526	-865	1,213	206	434	-53%	1,308			
Net Liquidity at the beginning of the period	2,338	2,330	1,010	6,024	1,570	284%	1,570			
FCF	500	-782	907	73	931	-92%	1,556			
thereof: working capital	-105	-1,187	1,019	-137	-84	-64%	-356			
Other	-507	-539	4,106	-44	-163	73%	2,897			
thereof: dividends Daimler Truck Holding AG	-	-	-	-	-	.	-			
Net Liquidity at the end of the period	2,330	1,010	6,024	6,053	2,338	159%	6,024			

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Industrial Business

3. Net Assets of the Industrial Business

In €m	End of 2nd Quarter	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter			End of		
	2021	2021	2021	2022	2021	Change	Q1 2022	Q4 2021	Change
Intangible assets	1,628	1,647	2,688	2,718	1,649	65%	2,718	2,688	1%
Property, plant and equipment	7,593	7,558	7,784	7,744	7,699	1%	7,744	7,784	-1%
Inventories	7,565	8,482	7,783	9,038	7,273	24%	9,038	7,783	16%
Trade receivables	3,328	3,264	3,647	3,502	3,268	7%	3,502	3,647	-4%
Other segment assets	6,434	6,539	6,588	6,485	6,268	3%	6,485	6,588	-2%
Segment assets	26,549	27,490	28,490	29,488	26,157	13%	29,488	28,490	4%
Trade payables	4,067	3,688	4,243	4,994	3,831	30%	4,994	4,243	18%
Other segment liabilities	13,557	13,728	14,019	13,925	13,531	3%	13,925	14,019	-1%
Segment liabilities	17,623	17,416	18,262	18,919	17,362	9%	18,919	18,262	4%
Net assets	8,925	10,074	10,227	10,568	8,795	20%	10,568	10,227	3%

4. Condensed Statement of Financial Position of the Industrial Business

In €m	End of 2nd Quarter	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter			End of		
	2021	2021	2021	2022	2021	Change	Q1 2022	Q4 2021	Change
Assets									
Intangible assets	1,628	1,647	2,688	2,718	1,649	65%	2,718	2,688	1%
Property, plant and equipment	7,593	7,558	7,784	7,744	7,699	1%	7,744	7,784	-1%
Equipment on operating leases	3,288	3,250	3,294	3,240	3,344	-3%	3,240	3,294	-2%
Receivables from financial services	-	-	-	-	-	.	-	-	.
Equity-method investments	1,335	1,385	1,369	1,306	1,254	4%	1,306	1,369	-5%
Inventories	7,565	8,482	7,783	9,038	7,273	24%	9,038	7,783	16%
Trade receivables	3,328	3,264	3,647	3,502	3,268	7%	3,502	3,647	-4%
Cash and cash equivalents	1,531	1,430	6,904	6,598	1,437	359%	6,598	6,904	-4%
Marketable debt securities and similar investments	4,762	4,329	99	124	5,108	-98%	124	99	25%
thereof current	4,761	4,329	99	124	5,107	-98%	124	99	25%
thereof non-current	-	-	-	-	-	.	-	-	.
Other financial assets	971	979	897	848	1,020	-17%	848	897	-5%
Other assets	2,041	2,152	2,409	2,559	1,946	31%	2,559	2,409	6%
Total assets	34,043	34,475	36,874	37,678	33,997	11%	37,678	36,874	2%
Equity and liabilities									
Equity	9,365	9,299	14,858	15,623	9,053	73%	15,623	14,858	5%
Provisions	7,089	7,177	7,047	6,467	7,074	-9%	6,467	7,047	-8%
Financing liabilities	3,961	4,785	966	372	4,354	-91%	372	966	-62%
thereof current	2,674	3,407	-3,185	-2,789	2,973	.	-2,789	-3,185	12%
thereof non-current	1,287	1,379	4,151	3,161	1,381	129%	3,161	4,151	-24%
Trade payables	4,067	3,688	4,243	4,994	3,831	30%	4,994	4,243	18%
Other financial liabilities	4,098	3,963	3,887	4,139	4,087	1%	4,139	3,887	7%
Contract and refund liabilities	3,058	3,190	3,419	3,599	3,023	19%	3,599	3,419	5%
Other liabilities	2,405	2,372	2,453	2,483	2,575	-4%	2,483	2,453	1%
Total equity and liabilities	34,043	34,475	36,874	37,678	33,997	11%	37,678	36,874	2%

DAIMLER TRUCK

Industrial Business

5. Condensed Statement of Cash Flows of the Industrial Business

In €m	End of 2nd Quarter	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter		
	2021	2021	2021	2022	2021	Change
Cash and cash equivalents at beginning of period	1,556	1,556	1,556	6,904	1,556	344%
Profit before income taxes	2,414	2,752	3,103	413	1,641	-75%
Depreciation and amortization/impairments	557	836	1,109	269	284	-5%
Oth. non-cash expense/inc. & gains/losses on disposals of assets	-1,469	-1,436	-1,382	94	-1,279	.
Change in operating assets and liabilities						
Inventories	-1,238	-2,105	-1,309	-1,014	-961	-6%
Trade receivables	21	111	-192	170	86	97%
Trade payables	1,029	619	1,144	707	791	-11%
Receivables from financial services	-	-	-	-	-	.
Vehicles on operating leases	174	215	179	50	114	-56%
Other operating assets and liabilities	-210	-164	-126	-287	-180	-59%
Dividends received from equity-method investments	10	12	12	3		.
Income taxes paid	-260	-431	-524	-147	-17	-776%
Cash used for/provided by operating activities	1,028	409	2,014	257	478	-46%
Additions to property, plant and equipment and intangible assets	-284	-512	-1,061	-148	-137	-8%
Investments in and proceeds from disposals of shareholdings	590	635	468	-82	606	.
Acquisitions and sales of market. debt securities and similar investm.	1,185	1,693	4,669	-9	859	.
Other	116	139	207	57	10	454%
Cash used for/provided by investing activities	1,608	1,955	4,284	-182	1,338	.
Change in financing liabilities	-2,152	-1,448	5,711	-197	-1,669	88%
Dividends paid	-24	-27	-26	-20	-25	20%
Transactions with the Mercedes-Benz Group until the spin-off	-716	-1,335	-2,559	23	-329	.
Internal equity and financing transactions	225	315	-4,165	-259	89	.
Cash used for/provided by financing activities	-2,667	-2,496	-1,040	-454	-1,934	77%
Effect of foreign exchange rate changes on cash & cash equivalents	6	4	90	73	-2	.
Cash and cash equivalents at end of period	1,531	1,430	6,904	6,598	1,437	359%

DAIMLER TRUCK

Trucks North America

1. Key Figures and Ratios

In €m	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter			FY
	2021	2021	2021	2022	2021	Change	2021
Production	42,352	33,939	49,773	44,164	39,550	12%	165,614
Incoming orders (units)	29,694	68,088	40,374	39,069	54,344	-28%	192,500
Unit sales	43,233	34,604	47,626	43,477	36,693	18%	162,156
North America*	42,621	33,838	47,044	42,875	36,222	18%	159,725
USA	36,892	29,103	41,208	37,297	32,448	15%	139,651
Revenue	4,085	3,603	4,598	4,583	3,496	31%	15,782
Cost of sales	-3,348	-2,971	-3,972	-3,874	-2,808	-38%	-13,099
Gross profit	737	632	626	710	688	3%	2,683
Selling expenses	-80	-75	-92	-88	-64	-39%	-310
General administrative expenses	-134	-120	-185	-130	-124	-5%	-564
Research and non-capitalized development costs	-107	-115	-138	-128	-108	-19%	-467
Others	24	28	24	23	22	.	98
EBIT	440	351	235	386	414	-7%	1,440
<i>RoS (%)</i>	<i>10.8</i>	<i>9.7</i>	<i>5.1</i>	<i>8.4</i>	<i>11.9</i>	<i>-0.3</i>	<i>9.1</i>
Legal proceedings and related measures	-	-	-	-	-	.	-
Restructuring measures	-	-	-	-	-	.	-
M&A transactions	-	-	13	-	-	.	13
Adj. EBIT	440	351	248	386	414	-7%	1,452
<i>Adj. RoS (%)</i>	<i>10.8</i>	<i>9.7</i>	<i>5.4</i>	<i>8.4</i>	<i>11.9</i>	<i>.</i>	<i>9.2</i>

* USA, Canada and Mexico.

DAIMLER TRUCK

Mercedes-Benz

1. Key Figures and Ratios

In €m	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter			FY
	2021	2021	2021	2022	2021	Change	2021
Production	35,258	26,768	38,723	36,341	33,787	8%	134,536
Incoming orders (units)	57,625	53,047	55,810	45,268	50,242	-10%	216,724
Unit sales	38,717	31,691	39,548	33,763	31,375	8%	141,331
EU30*	18,142	12,935	19,962	17,477	15,351	14%	66,390
Germany	6,383	4,683	7,949	7,370	5,411	36%	24,426
Latin America (excl. Mexico)	11,685	13,073	9,642	8,852	9,028	-2%	43,428
Brazil	9,103	10,479	7,779	7,044	7,308	-4%	34,669
Revenue	4,301	3,682	4,326	4,305	3,805	13%	16,113
Cost of sales	-3,599	-3,175	-3,514	-3,501	-3,200	-9%	-13,489
Gross profit	701	507	812	803	605	33%	2,625
Selling expenses	-347	-420	-392	-448	-365	-23%	-1,446
General administrative expenses	-111	-37	-211	-103	-115	10%	-552
Research and non-capitalized development costs	-143	-126	-166	-121	-135	10%	-570
Others	136	68	110	45	112	.	426
EBIT	236	-9	152	176	103	71%	483
RoS (%)	5.5	-0.2	3.5	4.1	2.7	.	3.0
Legal proceedings and related measures	-	-	-	-	-	.	-
Restructuring measures	7	13	18	5	75	.	113
M&A transactions	-	109	65	161	-	.	174
Adj. EBIT	243	114	235	342	178	92%	770
Adj. RoS (%)	5.7	3.1	5.4	7.9	4.7	.	4.8

* European Union, United Kingdom, Switzerland and Norway.

DAIMLER TRUCK

Trucks Asia

1. Key Figures and Ratios

In €m	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter			FY
	2021	2021	2021	2022	2021	Change	2021
Production	33,549	38,853	37,754	31,043	33,753	-8%	143,909
Incoming orders (units)	40,826	43,664	42,896	50,574	45,613	11%	172,999
Unit sales	33,125	38,072	40,444	29,993	31,770	-6%	143,411
Asia	25,447	29,919	31,204	23,787	24,555	-3%	111,125
Japan	8,680	8,151	6,620	6,716	8,929	-25%	32,380
Indonesia	5,963	10,941	13,396	6,608	3,684	79%	33,984
India	2,284	3,728	3,931	5,251	4,638	13%	14,581
Unit sales BFDA*	40,586	13,174	7,366	15,788	41,855	-62%	102,981
Revenue	1,455	1,422	1,613	1,421	1,478	-4%	5,969
Cost of sales	-1,158	-1,104	-1,316	-1,153	-1,192	3%	-4,770
Gross profit	297	318	297	269	286	-6%	1,199
Selling expenses	-136	-165	-250	-173	-147	-17%	-698
General administrative expenses	-73	-77	5	-59	-82	28%	-226
Research and non-capitalized development costs	-42	-45	-37	-42	-39	-7%	-164
Others	94	85	87	28	41	.	306
EBIT	140	117	102	24	59	-60%	417
<i>RoS (%)</i>	9.6	8.3	6.3	1.7	4.0	.	7.0
Legal proceedings and related measures	-	-	-	-	-	.	-
Restructuring measures	-	-	-	-	-	.	-
M&A transactions	-	-	10	7	-	.	10
Adj. EBIT	140	117	111	31	59	-47%	427
<i>Adj. RoS (%)</i>	9.6	8.3	6.9	2.2	4.0	.	7.2

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

DAIMLER TRUCK

Daimler Buses

1. Key Figures and Ratios

In €m	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter			FY
	2021	2021	2021	2022	2021	Change	2021
Production	5,017	4,496	4,544	4,223	3,779	12%	17,836
Incoming orders (units)	5,222	4,267	5,601	8,443	4,378	93%	19,468
Unit sales	4,618	4,477	6,067	3,582	3,574	0%	18,736
EU30	1,237	1,741	2,762	776	676	15%	6,416
Germany	546	627	1,190	232	271	-14%	2,634
North America	542	628	505	538	413	30%	2,088
Mexico	542	617	504	536	413	30%	2,076
Latin America (excl. Mexico)	2,525	1,897	2,483	1,869	2,124	-12%	9,029
Brazil	1,793	1,370	1,611	1,281	1,567	-18%	6,341
Asia	97	78	9	54	163	-67%	347
Revenue	727	810	1,168	626	506	24%	3,211
Cost of sales	-601	-706	-1,074	-568	-493	-15%	-2,873
Gross profit	126	104	94	57	13	326%	338
Selling expenses	-57	-59	-71	-58	-59	1%	-245
General administrative expenses	-44	-38	-79	-49	-38	-30%	-199
Research and non-capitalized development costs	-22	-27	-29	-28	-30	6%	-108
Others	7	22	7	17	25	.	61
EBIT	11	3	-78	-61	-88	31%	-152
<i>RoS (%)</i>	<i>1.5</i>	<i>0.4</i>	<i>-6.6</i>	<i>-9.8</i>	<i>-17.5</i>	.	<i>-4.7</i>
Legal proceedings and related measures	-	-	-	-	-	.	-
Restructuring measures	4	2	22	15	-	.	28
M&A transactions	0	0	32	1	15	.	47
Adj. EBIT	15	6	-24	-45	-73	39%	-77
<i>Adj. RoS (%)</i>	<i>2.0</i>	<i>0.7</i>	<i>-2.1</i>	<i>-7.1</i>	<i>-14.5</i>	.	<i>-2.4</i>

DAIMLER TRUCK

Financial Services

1. Key Figures and Ratios

In €m	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter			FY
	2021	2021	2021	2022	2021	Change	2021
New business	1,450	1,500	1,584	1,568	1,234	27%	5,767
Penetration rates (in %)	20.3	20.1	20.2	19.0	17.9	6%	19.6
Revenue	274	306	265	309	278	11%	1,122
EBIT	69	17	52	47	36	31%	173
<i>RoE (%)</i>	<i>17.9</i>	<i>4.0</i>	<i>12.8</i>	<i>11.3</i>	<i>10.4</i>	.	<i>11.1</i>
Legal proceedings and related measures	-	-	-	-	-	.	-
Restructuring measures	-	-	-	-	-	.	-
M&A transactions	-	-	20	-	-	.	20
Adj. EBIT	69	17	72	47	36	31%	193
<i>Adj. RoE (%)</i>	<i>17.9</i>	<i>4.0</i>	<i>17.6</i>	<i>11.3</i>	<i>10.4</i>	.	<i>12.4</i>
In €m	2nd Quarter	3rd Quarter	4th Quarter	End of			FY
	2021	2021	2021	Q1 2022	Q4 2021	Change	2021
Contract volume (end of period)	16,466	15,848	16,866	18,007	16,866	12%	16,866
Equity (end of period)	1,647	1,713	1,565	1,762	1,565	13%	1,565

DAIMLER TRUCK

Key Figures and Ratios

1. Group Liquidity

In €m	End of 2nd Quarter	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter			End of		
	2021	2021	2021	2022	2021	Change	Q1 2022	Q4 2021	Change
Group liquidity									
Cash and cash equivalents	1,568	1,475	7,244	6,851	1,531	348%	6,851	7,244	-5%
Marketable debt securities and similar investments	4,802	4,368	138	173	5,137	-97%	173	138	25%
Group gross liquidity	6,370	5,842	7,383	7,024	6,668	5%	7,024	7,383	-5%
Total financing liabilities	-18,771	-18,788	-16,612	-17,108	-18,924	10%	-17,108	-16,612	-3%
Group net debt	-12,402	-12,946	-9,230	-10,084	-12,256	18%	-10,084	-9,230	-9%

2. Industrial Liquidity

In €m	End of 2nd Quarter	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter			End of		
	2021	2021	2021	2022	2021	Change	Q1 2022	Q4 2021	Change
Liquidity of the industrial business									
Cash and cash equivalents	1,531	1,430	6,904	6,598	1,437	359%	6,598	6,904	-4%
Marketable debt securities and similar investments	4,762	4,329	99	124	5,108	-98%	124	99	25%
Gross liquidity of the industrial business	6,293	5,758	7,003	6,722	6,545	3%	6,722	7,003	-4%
Financing liabilities (nominal)	-3,963	-4,748	-980	-669	-4,208	84%	-669	-980	32%
Net liquidity of the industrial business	2,330	1,010	6,024	6,053	2,338	159%	6,053	6,024	0%

3. Pension benefits

In €m	End of 2nd Quarter	End of 3rd Quarter	End of 4th Quarter	End of 1st Quarter			End of		
	2021	2021	2021	2022	2021	Change	Q1 2022	Q4 2021	Change
Pension benefits									
Benefit obligations	-8,034	-8,010	-7,951	-7,139	-7,992	11%	-7,139	-7,951	10%
Plan assets	5,864	5,880	6,109	5,675	5,688	0%	5,675	6,109	-7%
Funded status	-2,170	-2,130	-1,842	-1,464	-2,304	36%	-1,464	-1,842	21%
<i>Funding ratio (%)</i>	<i>73</i>	<i>73</i>	<i>77</i>	<i>79</i>	<i>71</i>	<i>.</i>	<i>79</i>	<i>77</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	48.0 - 50.0 bn €
EBIT	on prior year level
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	46.0 - 48.0 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 %

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.