

DAIMLER TRUCK

Southern Africa



INVESTOR ROADSHOW
19 – 20 August 2024



DAIMLER TRUCK

Southern Africa

01 – Business Overview

Maretha Gerber
President & Group CEO DTSA





FOR ALL WHO KEEP THE WORLD MOVING

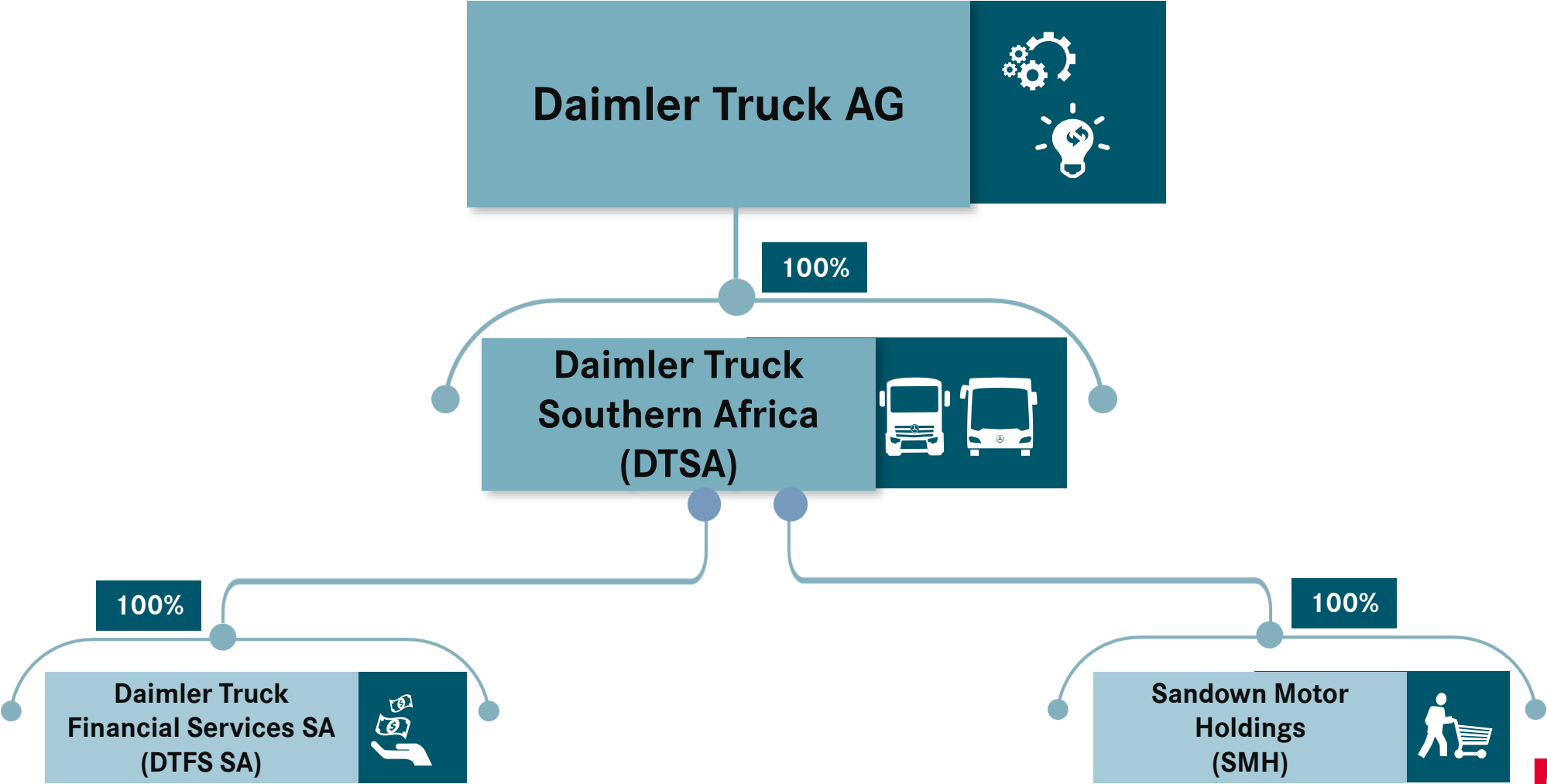
**WE START
WITH LISTENING**

**WE BUILD
TO SOLVE**

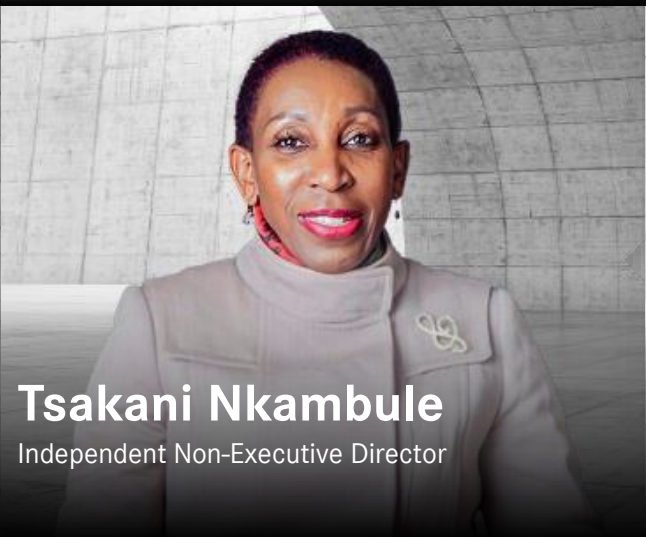
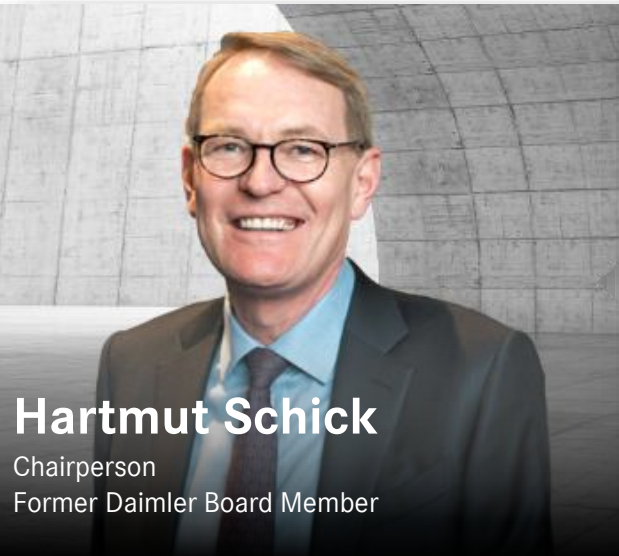
**WE LEAD WITH
THE LONG VIEW**

**WE PROGRESS
TOGETHER**

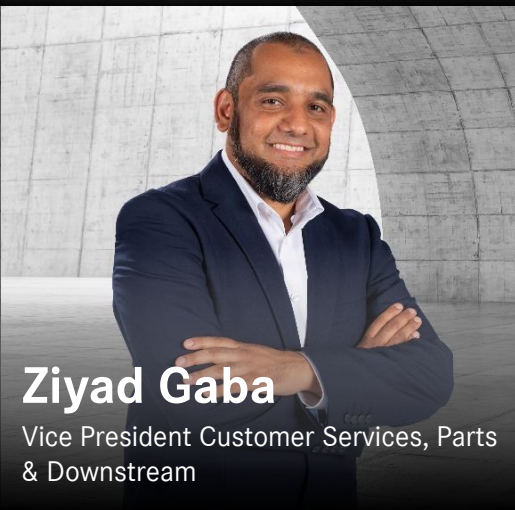
Daimler Truck Southern Africa is a proud Level 1 B-BBEE contributor and listed on the JSE



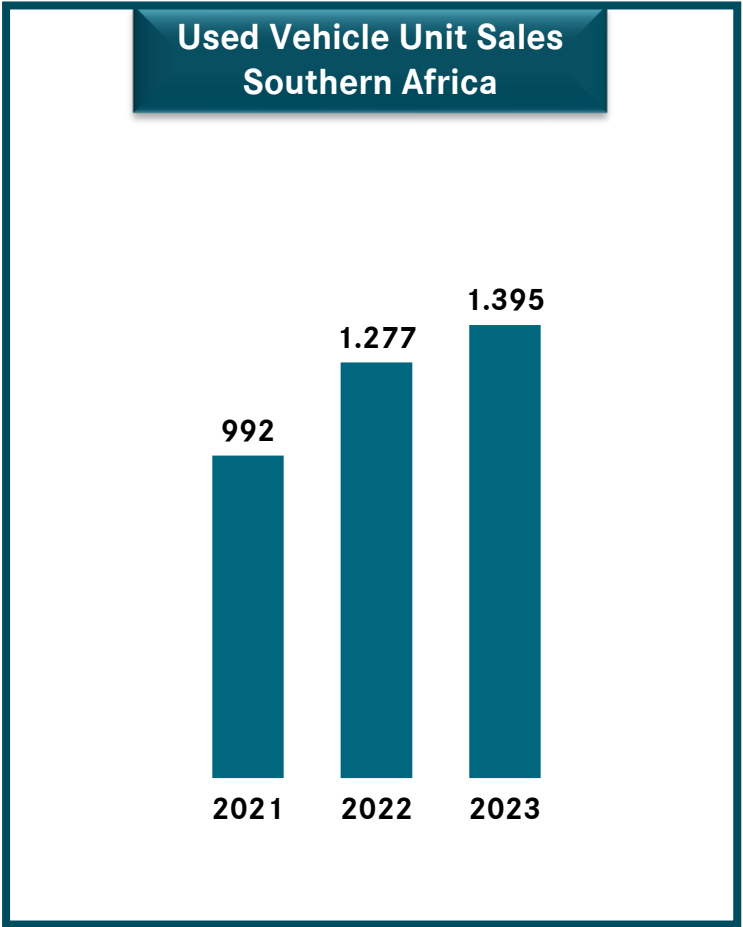
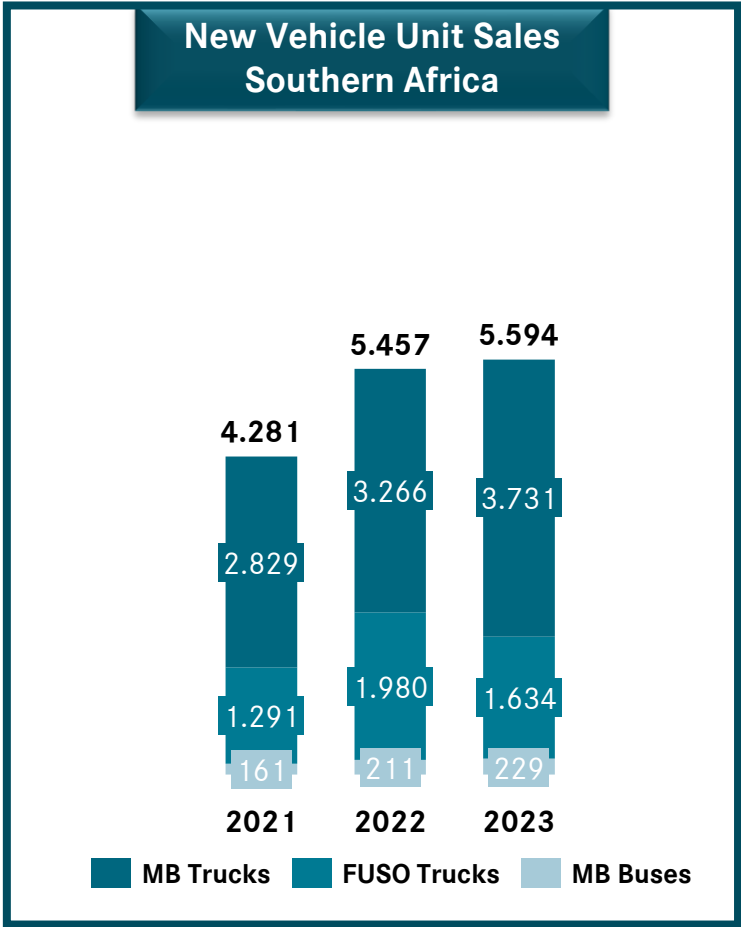
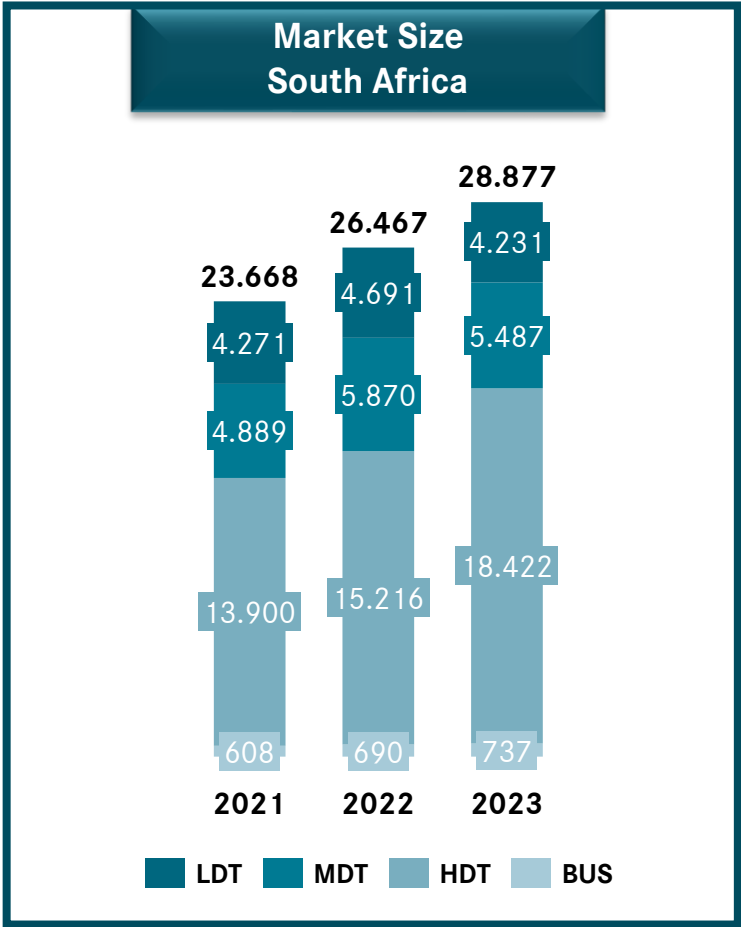
Board of Directors



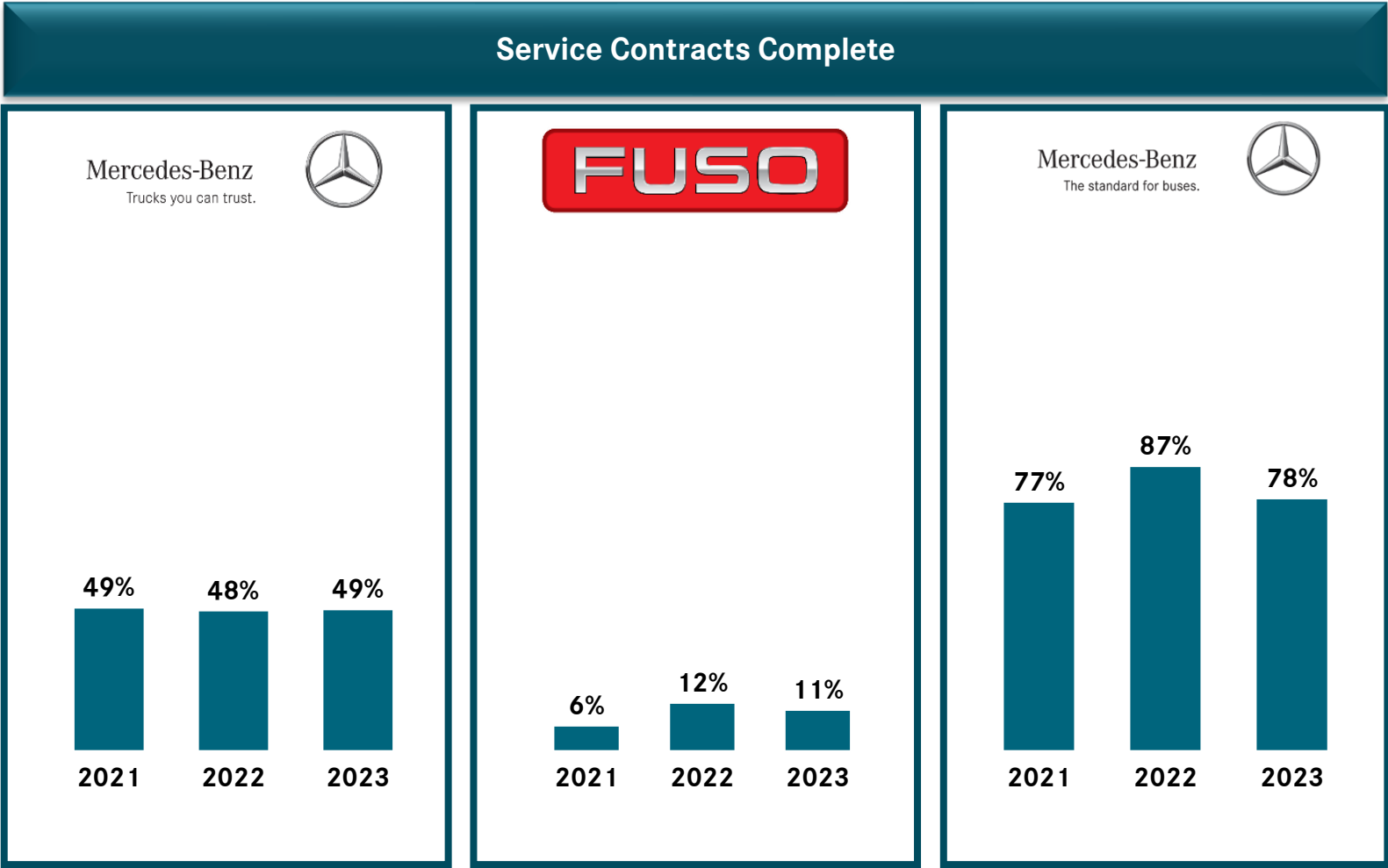
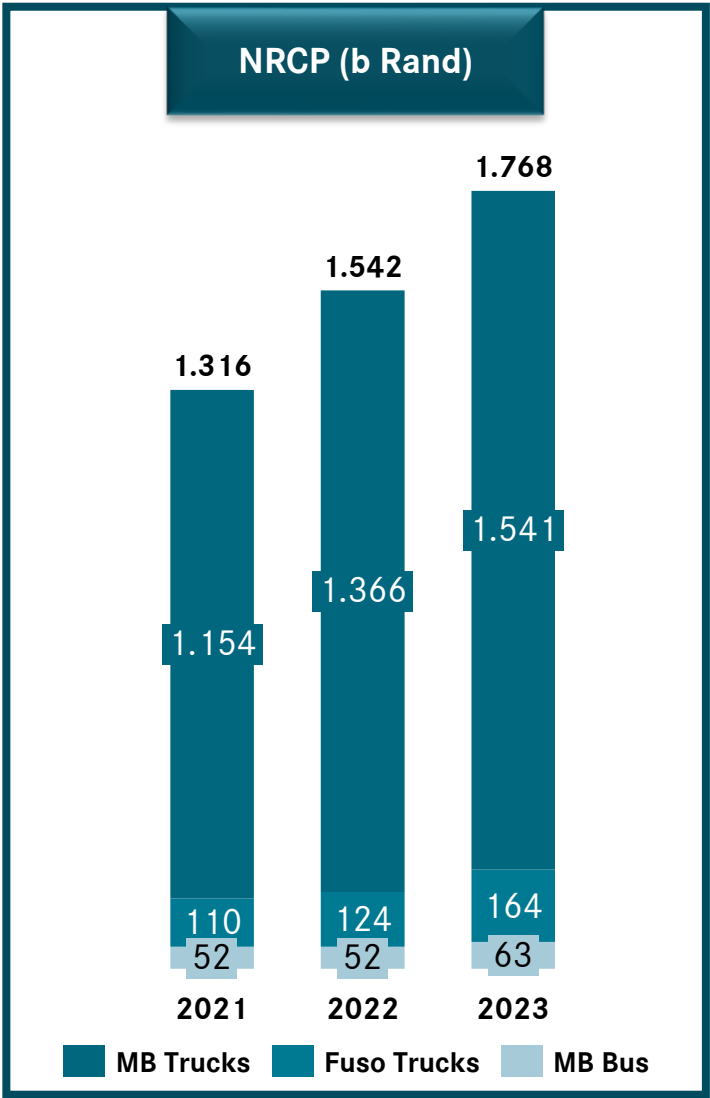
Executive Committee



Based on full-year 2023, we retained market leadership amongst 22 OEM's and achieved record sales volumes

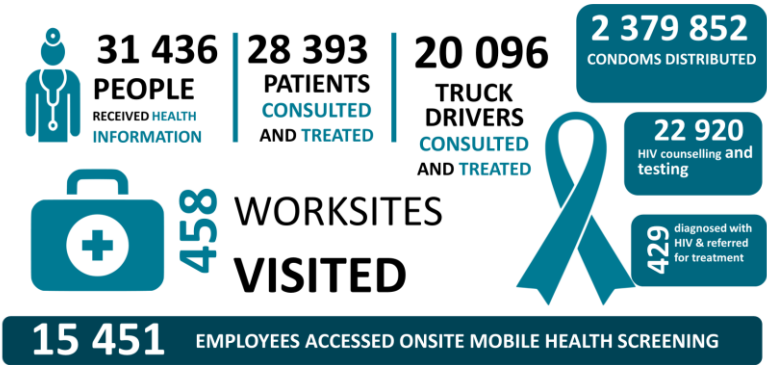


Record parts sales for both MB and FUSO. Strong performance on Value Chain products for all brands and Fleetboard as a serial standard on all MB Trucks



DAIMLER TRUCK CARES & as DTSA we do our part to alleviate some of the struggle & inequalities that forms part of the South African societal landscape

Driver Health & Wellbeing



Addressing Educational Gaps



Promoting Enterprise & Supplier Development



Education & Training

Over 100 YES students appointed for the next 12 months



Our Corporate Strategy

OUR VISION | **TO BE THE COMMERCIAL VEHICLE PARTNER OF CHOICE IN SOUTHERN AFRICA & TO BE AN EMPLOYER OF CHOICE WITH ENGAGED EMPLOYEES**

OUR MISSION | **ADD EXCEPTIONAL VALUE FOR ALL OUR STAKEHOLDERS**

Add Value for **Society**

We strive to build our economy & communities

Add Value for **Customers & Dealers**

We enhance customer's & dealer's business

Add Value for **Shareholders**

We create superior value

Sustainable Product Portfolio

We drive ZEV while maintaining ICE portfolio

Focus on Core

We focus on the fundamentals

Best-in-Class Service

We drive superior services

Partnerships

We join forces

People & Culture

We inspire a culture of caring

Lean Organization

We prioritize digitalization and efficiency across our business

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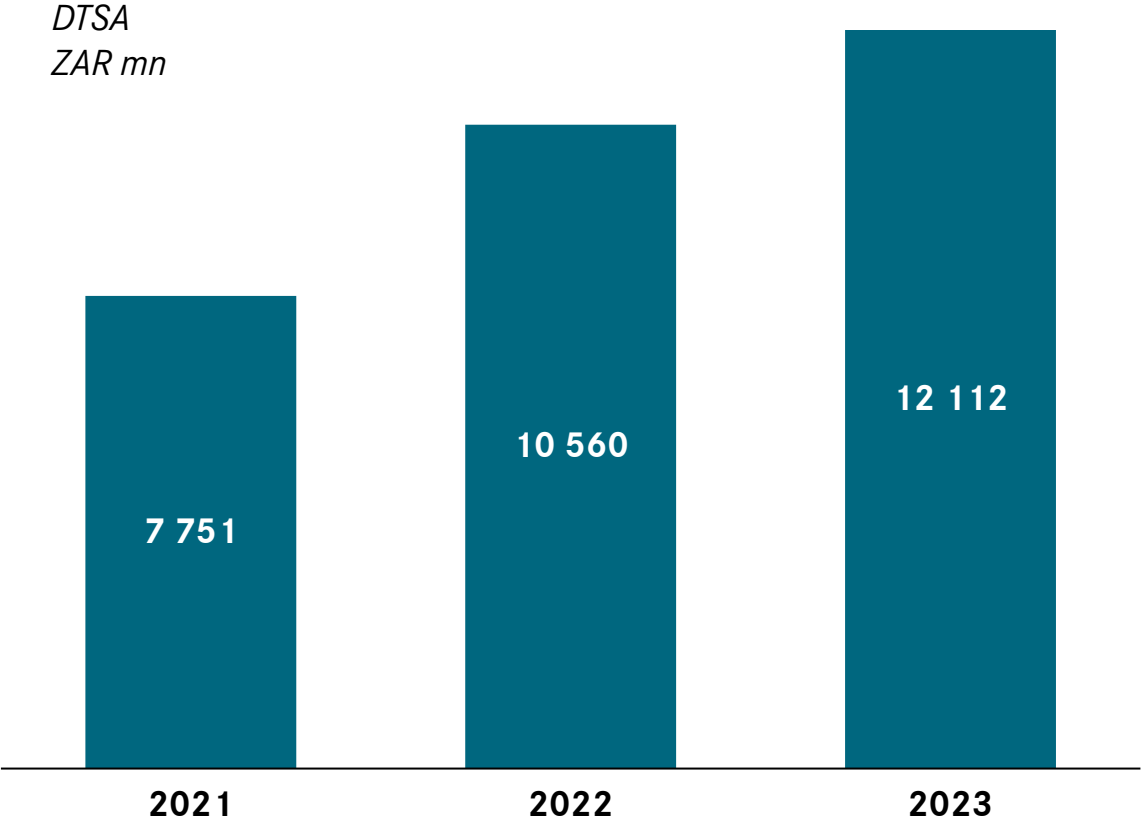
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02 – Business and Financial Overview

Peter Kendzorra
Group CFO DTSA

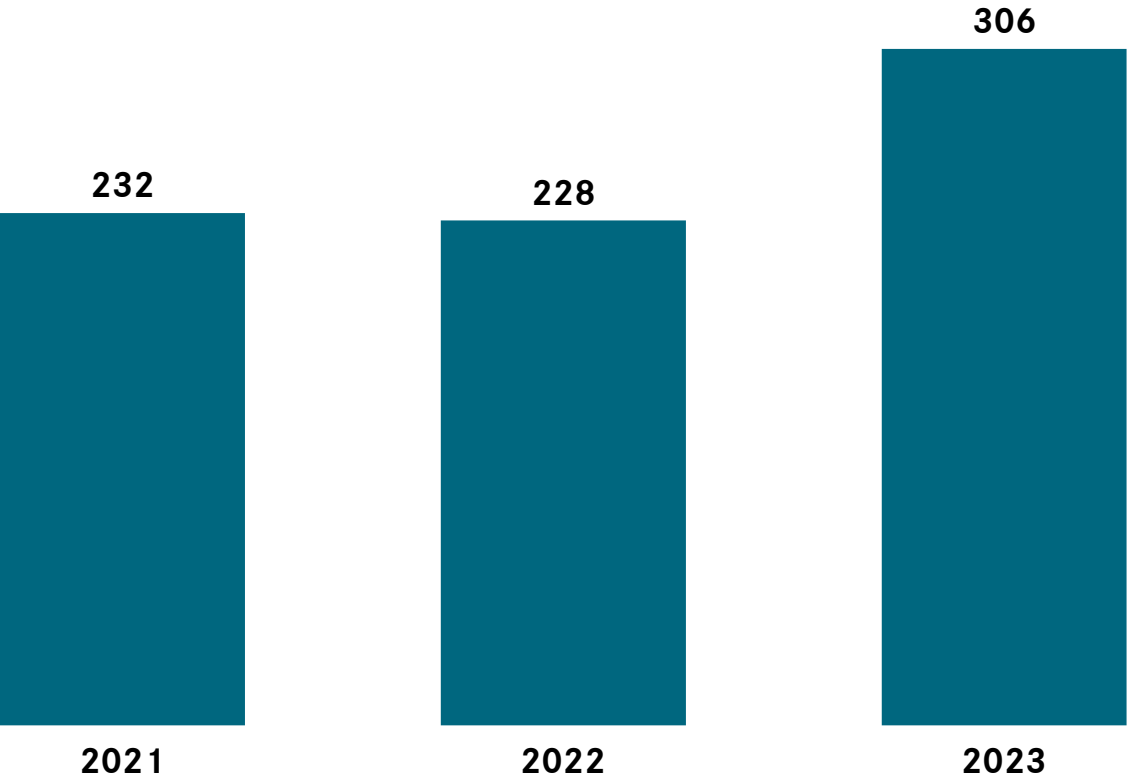


Strong Performance in the Heavy Duty Segment and in the Bus Market Boost Revenues, Supported by Strong Pricing Strategy



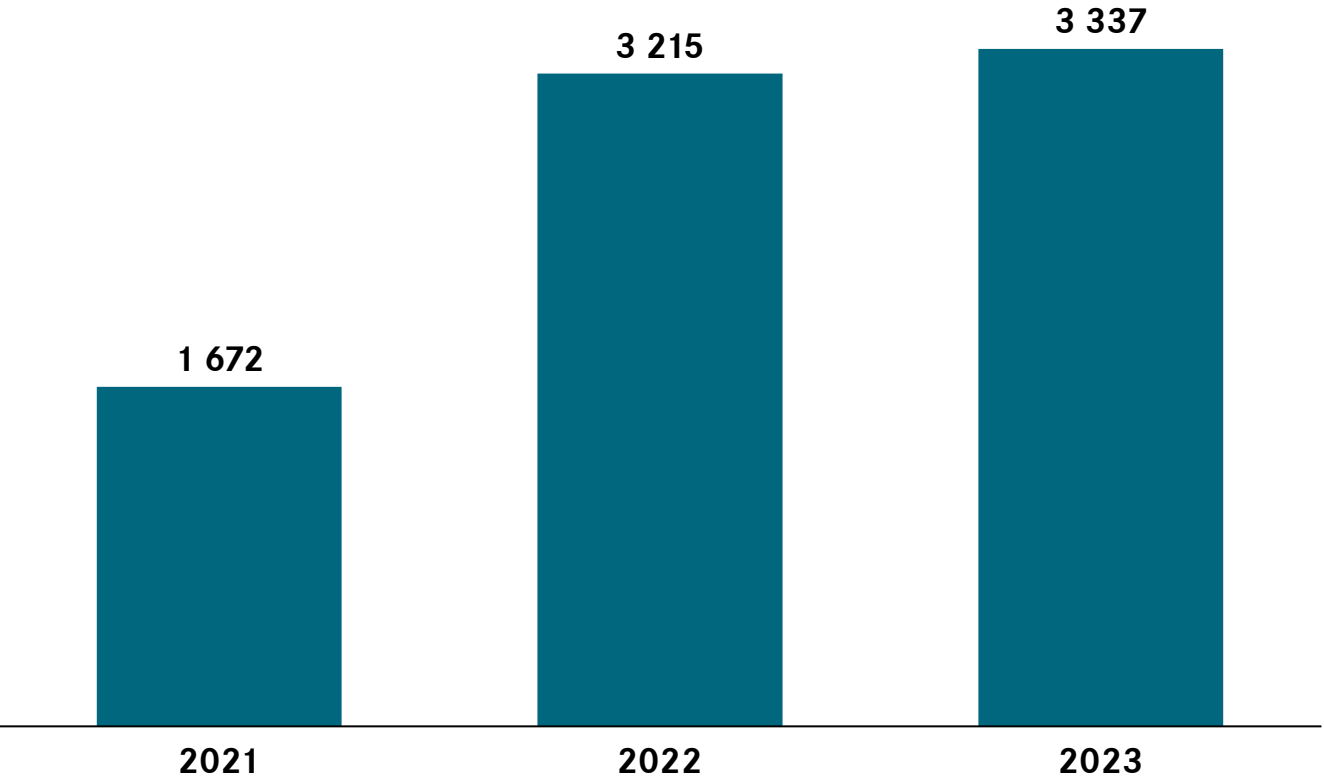
Strong business development leading to robust profit development

DTSA
ZAR mn

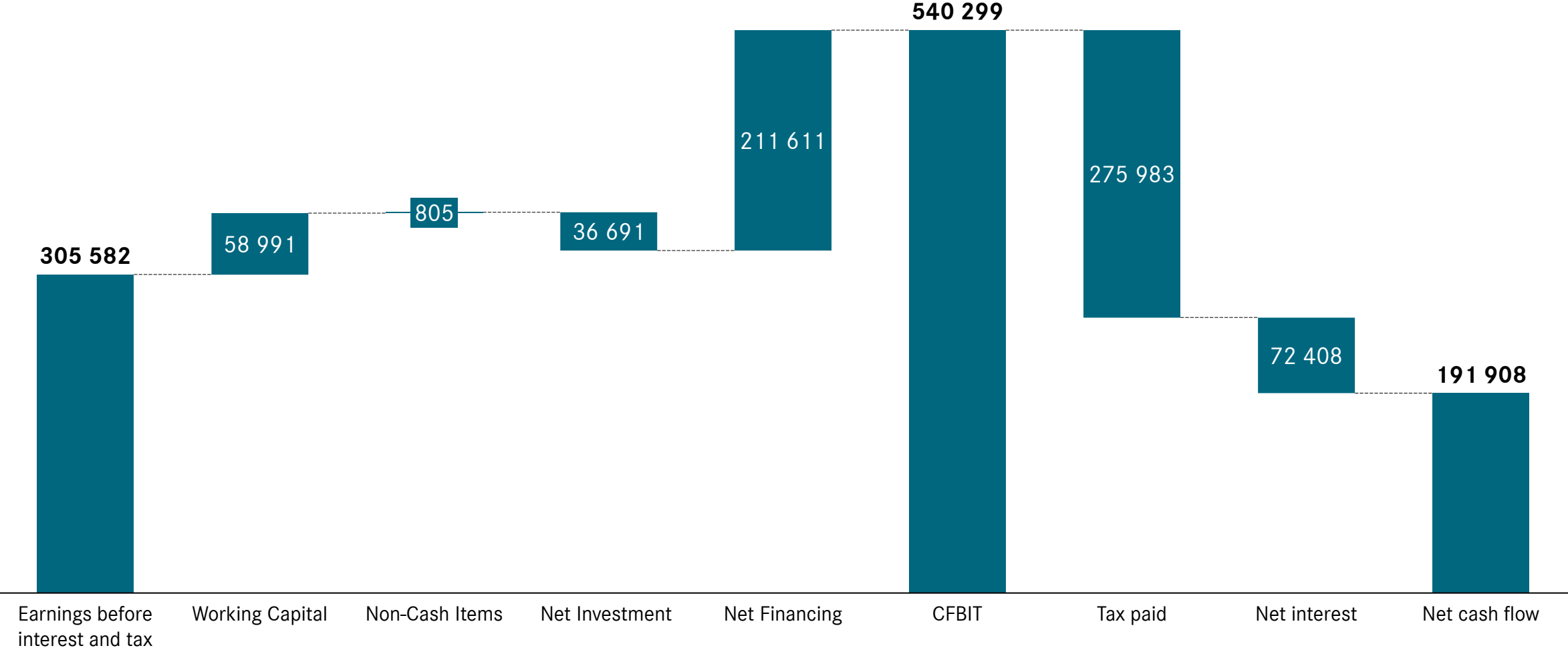


Year-End Inventory Stabilized Following 2021 Supply Chain Disruptions

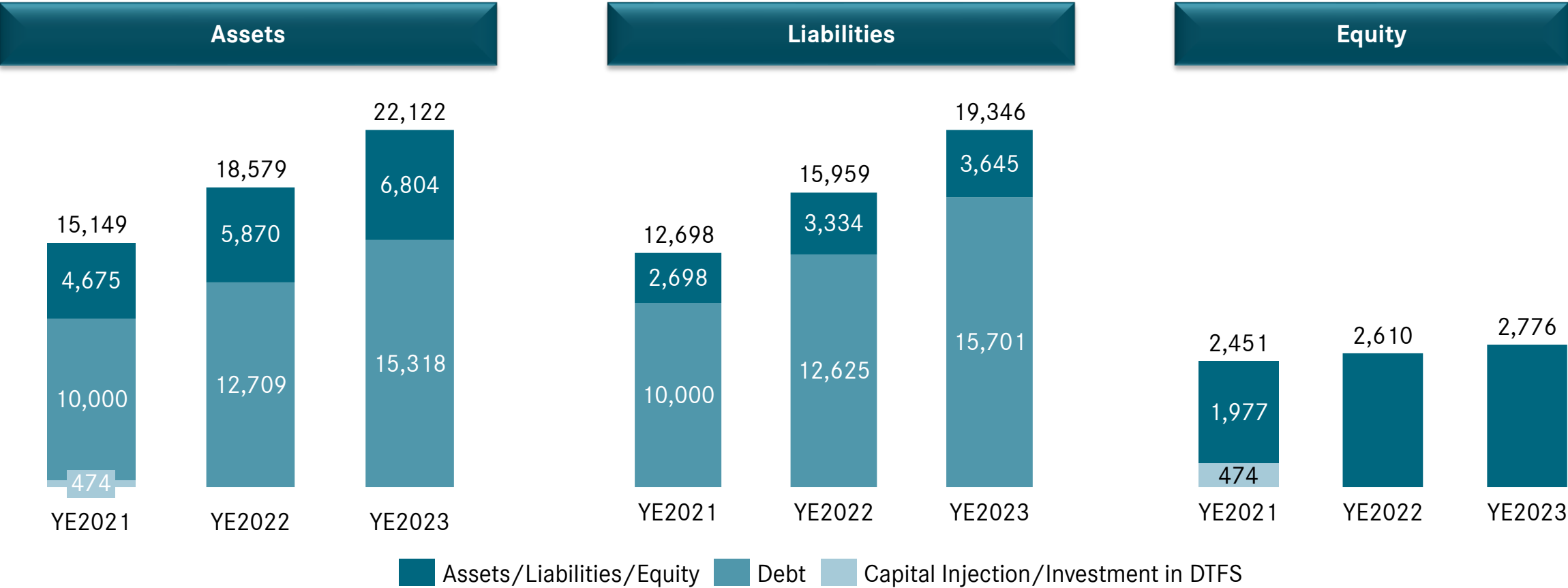
DTSA
ZAR mn



Strong cash position due to stable working capital development and normalised investment levels



Significant balance sheet growth due to growth in DTFS business



	2021	2022	2023
Equity Ratio	16.1%	14.1%	12.6%
(excl. bridge funding)	47.2%	44.5%	42.1%

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03 – DTFS SA Overview

Mike Honiball
CEO DTFS SA



Where the DTFS Journey Began

**180 day old
start up**



**25 years of
experience**



**12 000
customer
Contracts**



**>R10bn in
portfolio**



DTFS – Year 1 (2022)

32.9%

Portfolio Growth

R78.3mn

EBIT

40%

Cost to income
ratio

4.3%

ROE

DTFS – Year 2 (2023)

20.5%

Portfolio YoY
Growth

R157.8mn

EBIT

34.5%

Cost to income
ratio

13.7%

ROE

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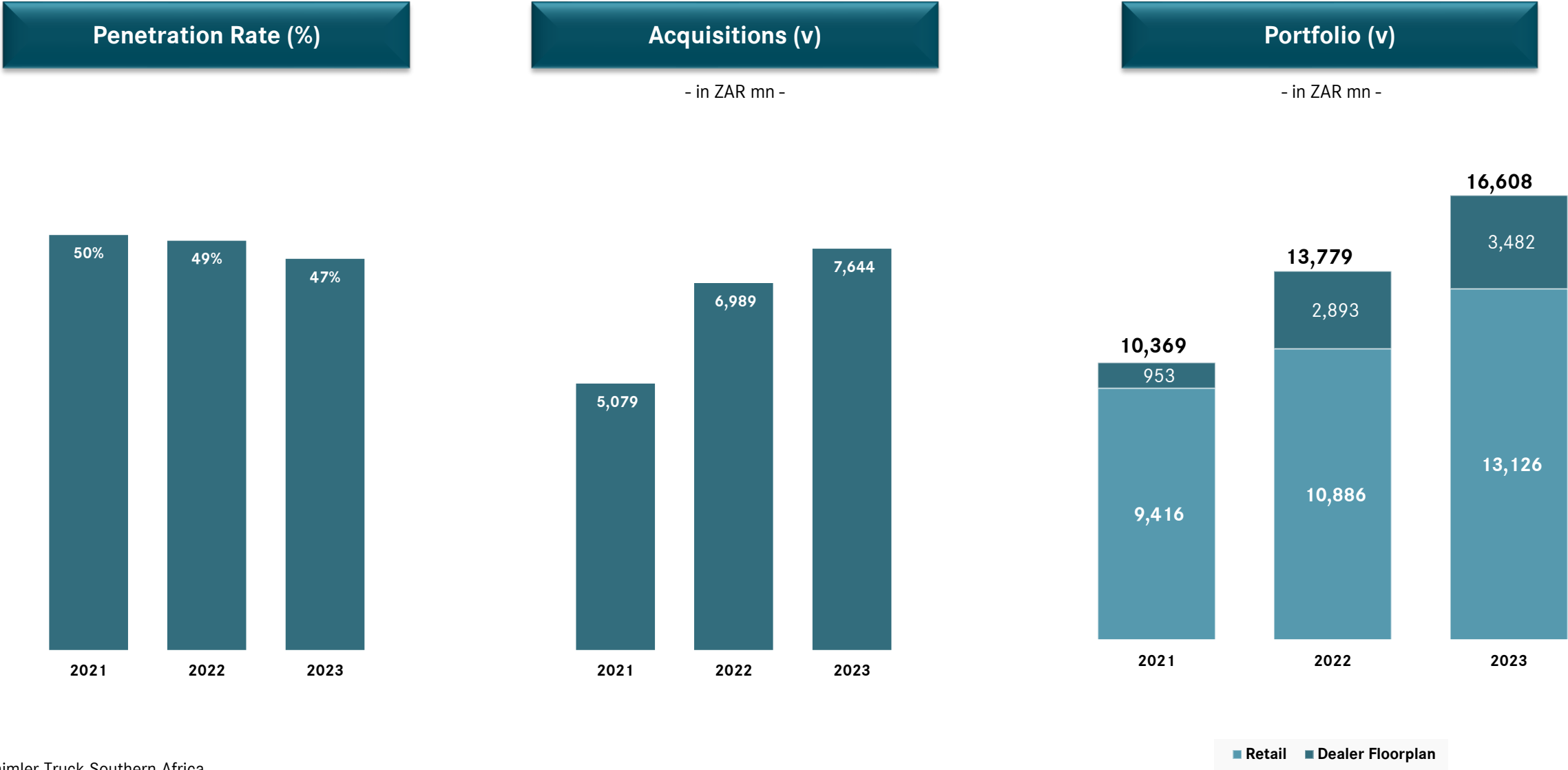
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04 – DTFS SA Overview

Hanif Ahmed
CFO DTFS SA

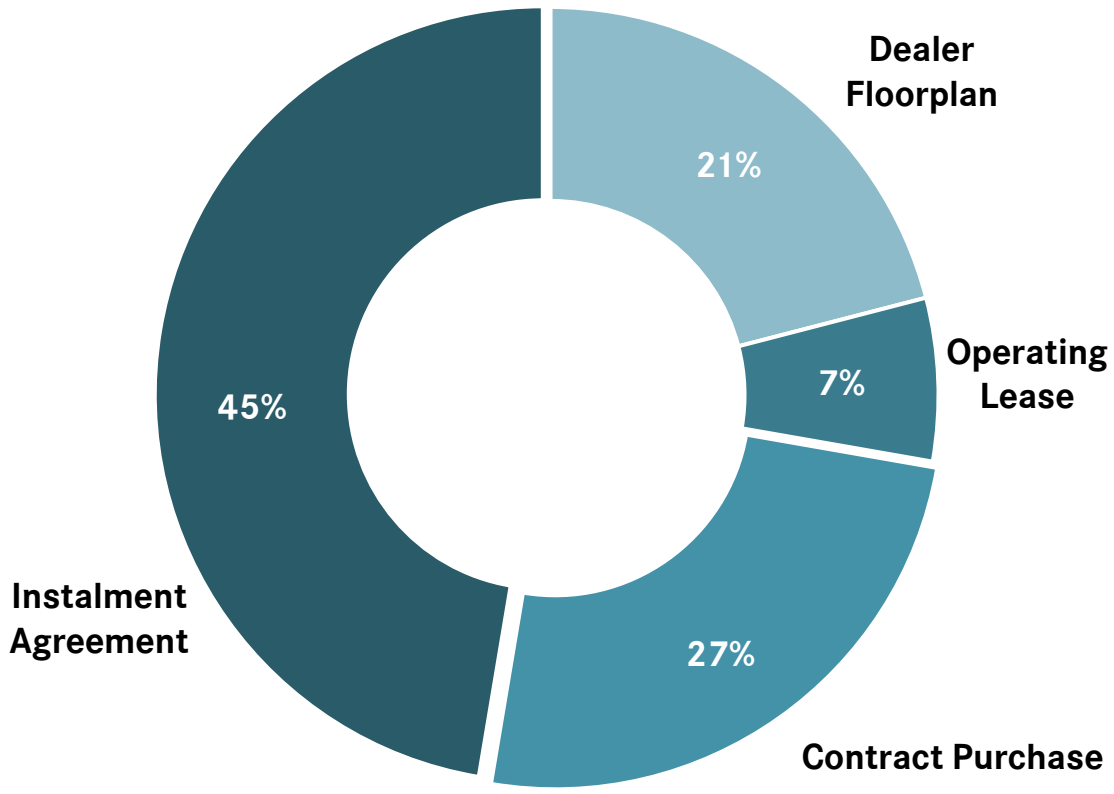


DTFS South Africa Maintains benchmark penetration rates, resulting in strong acquisitions with accelerated portfolio growth

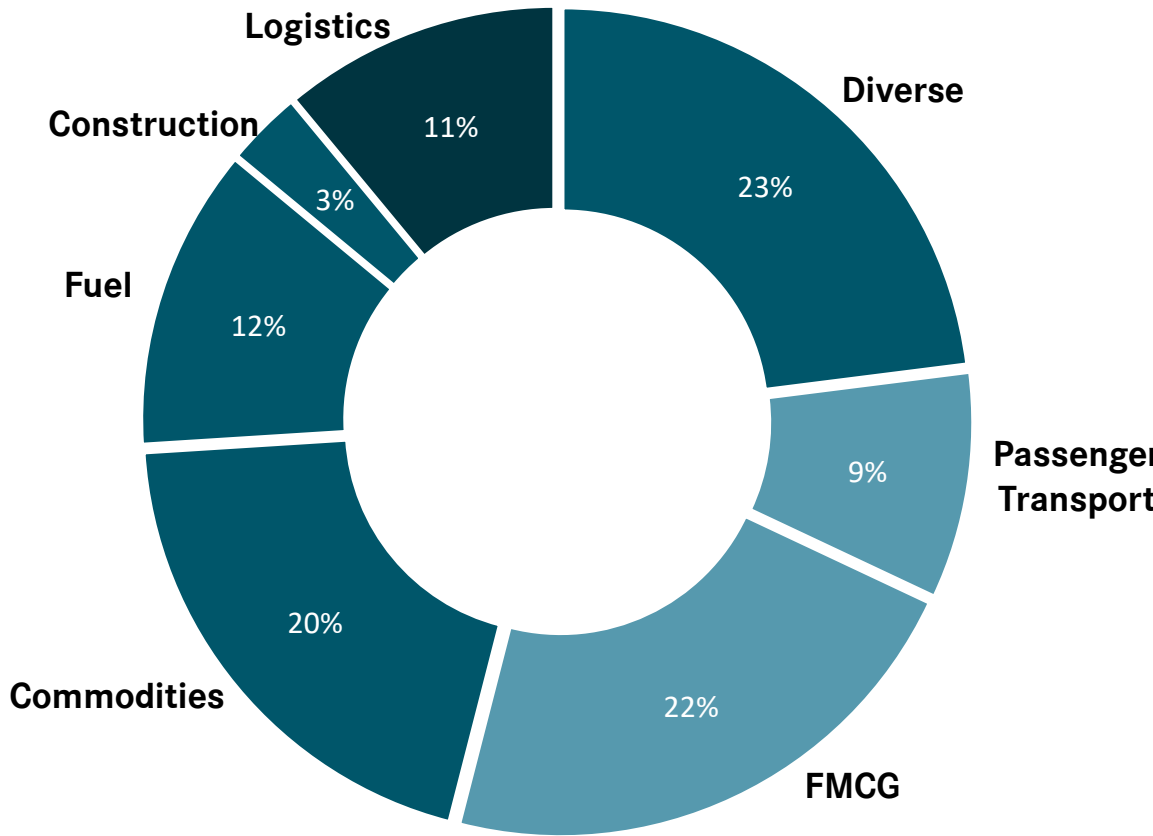


Well Diversified Portfolio with strong Finance and Lease Products

Portfolio by Product Type

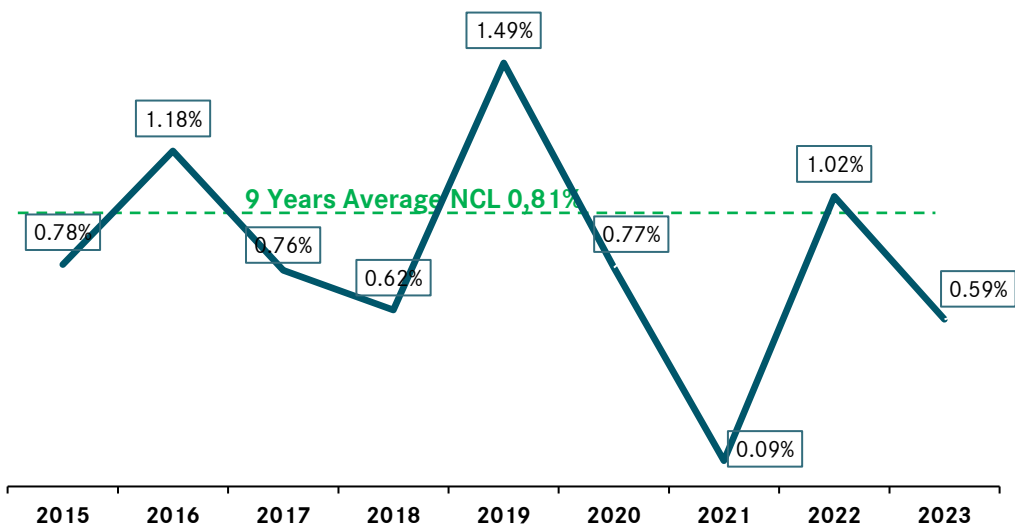


Customer Segmentation



Proactive risk governance model with low net credit losses supported by strong reserve levels

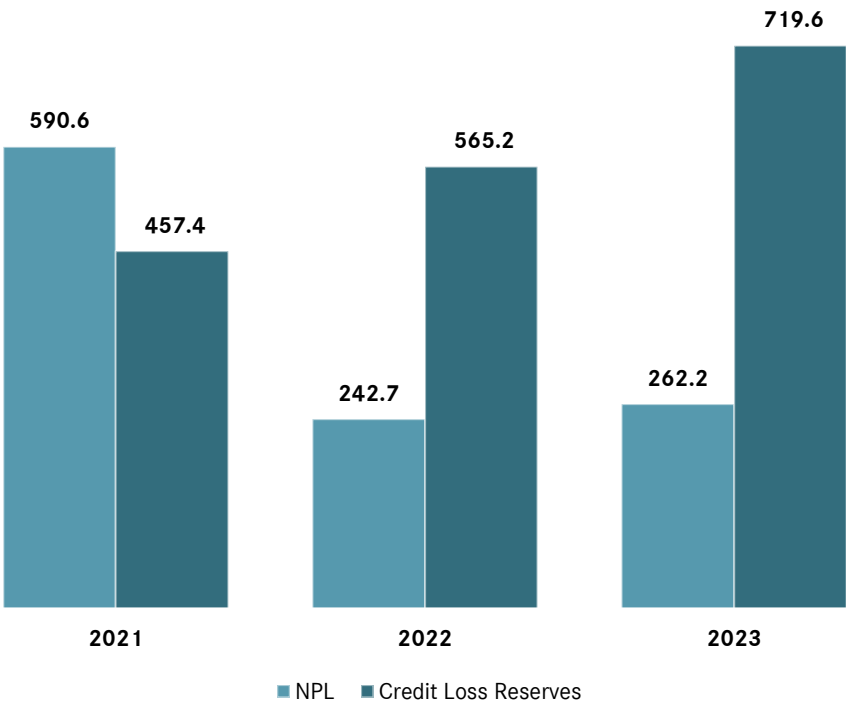
Net Credit Losses (%)



NCL shown as a percentage of portfolio subject to credit risk
9-year average from 2015 to 2023

Credit Loss Reserves

- in ZAR mn -



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05 – Treasury

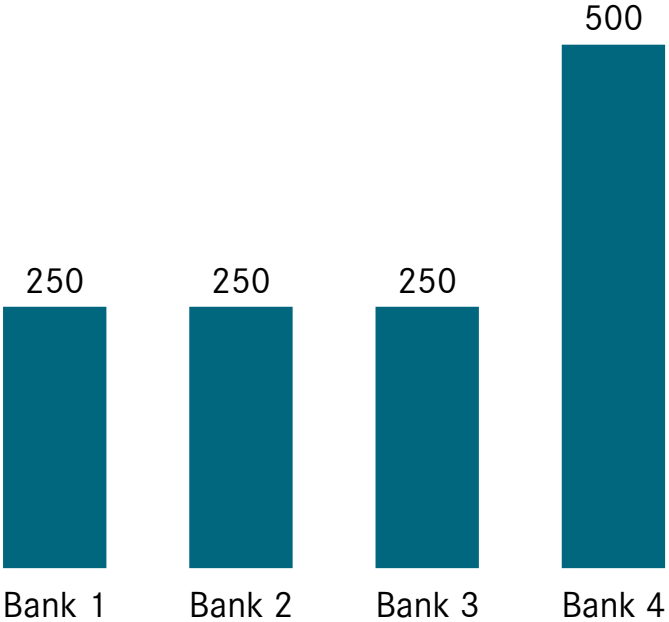
John Keller
Head of Treasury



Growth in overnight lines to support growing business need

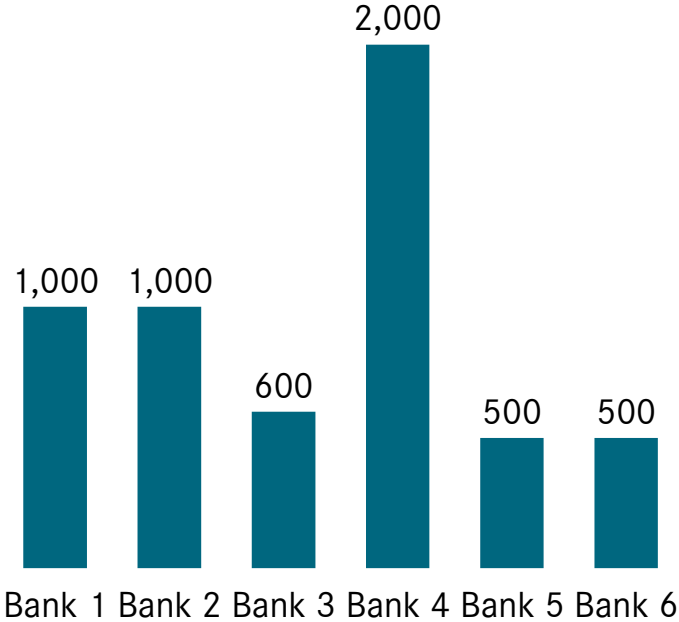
July 2022

Total R1,25bn



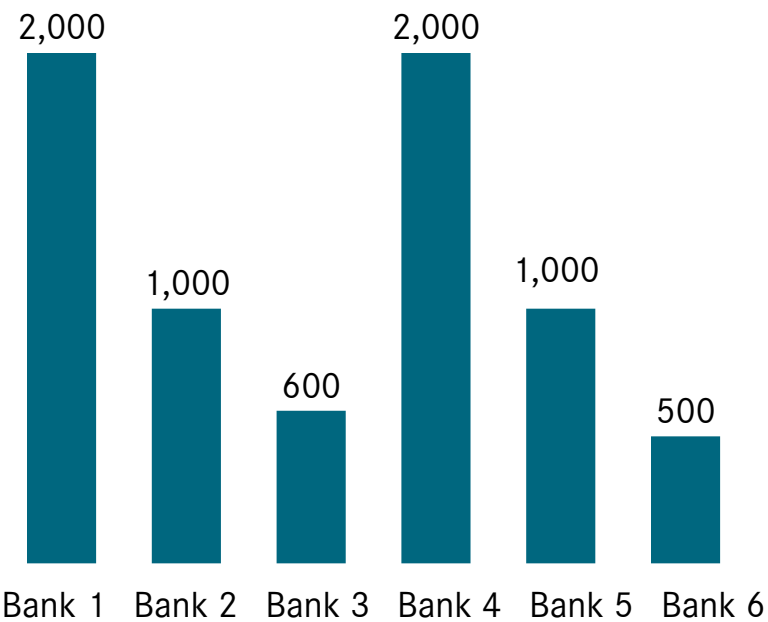
July 2023

Total R5,60bn



July 2024

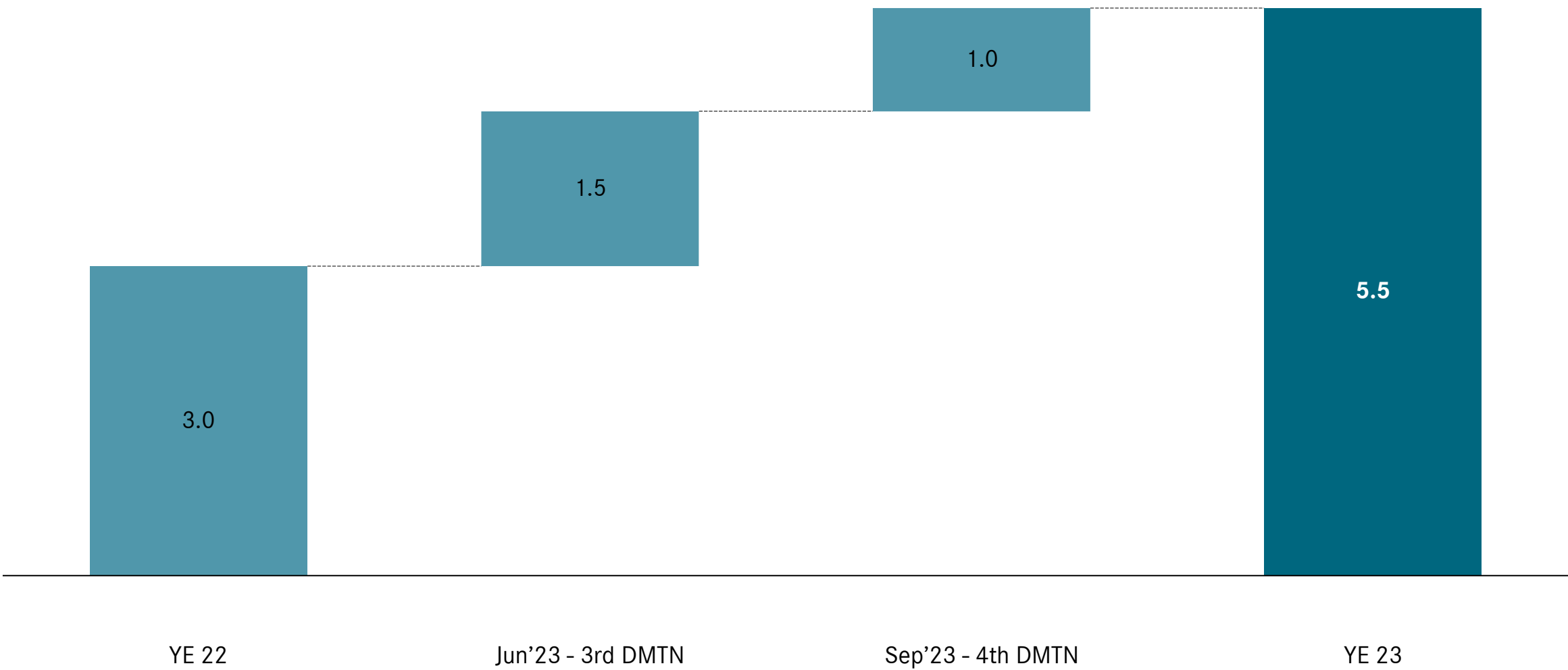
Total R7.1bn



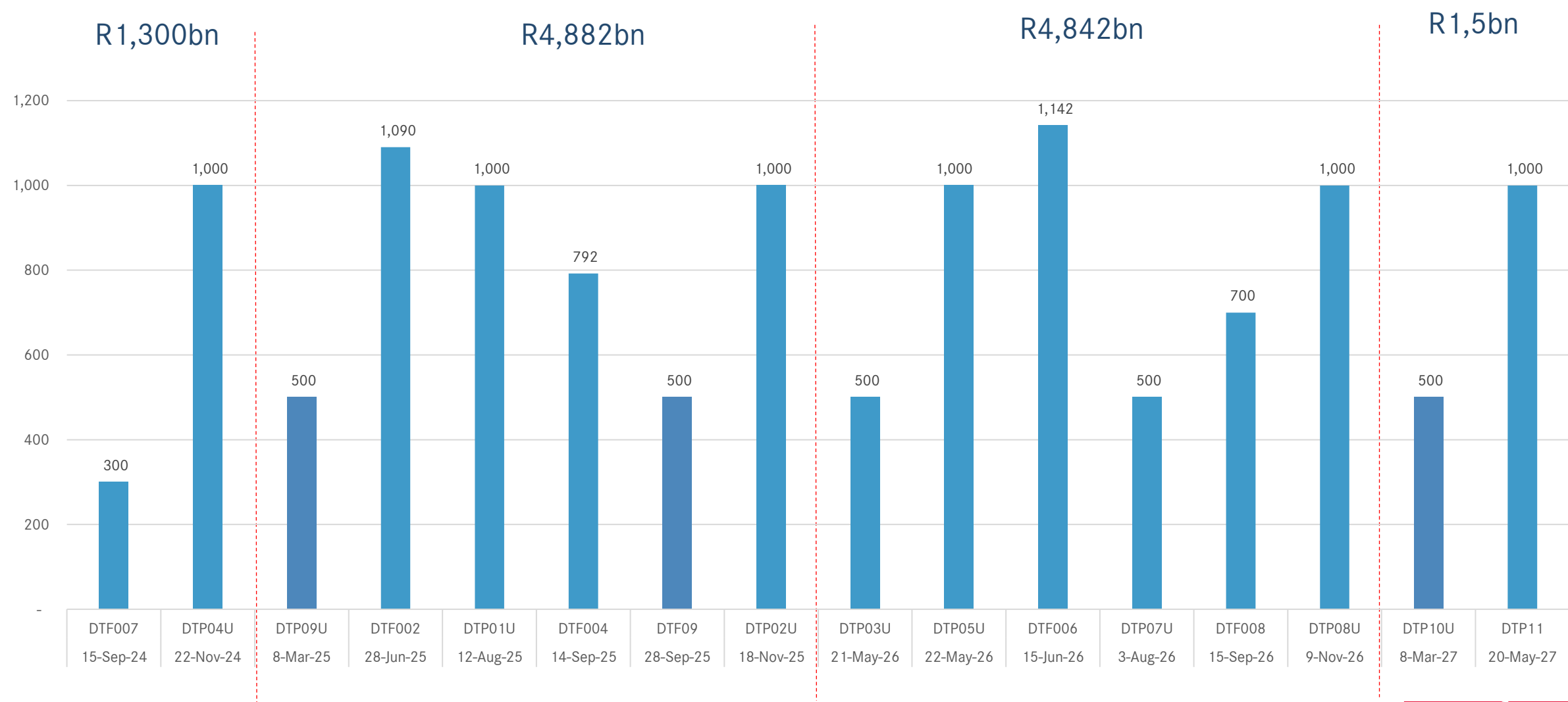
Uncommitted Overnight Lines

Utilization = 73%

DMTN Issuances since inception of R5.5bn providing optimal cost of funding



DMTN Maturity – Well balanced profile ensuring no concentration risk



Issued 2022 & 2023
Planned 2024

Proposed Issuance Details

	AUCTION AND OFFER DETAILS	
Arrangers/Dealers	The Standard Bank of South Africa / Rand Merchant Bank	
Instrument	Senior Unsecured	
Notes Listing & Settlement	The Interest Rate Market of the JSE	
Targeted Nominal Amount	ZAR 1 billion, with the option to upsize to R1,5 billion	
Auction Date	Tuesday, 01 October 2024	
Auction Time	09h00 – 11h00	
Settlement Date	Friday, 04 October 2024 (T+3)	
Placement Methodology	Dutch Auction (Sealed bid without feedback)	
Interest Rate Profile	Floating Rate Notes	
Pricing Benchmark	3m Jibar (to be set on Auction Date)	
JSE Instrument Code	DTF009	DTF010
Tenor	1-Year	3-Year
Price Guidance	TBC	TBC

THANK YOU



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