## DAIMLER TRUCK

#### Southern Africa



## INVESTOR ROADSHOW

04 – 05 June 2025









## 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

E. Carl 125

WE LEAD WITH THE LONG VIEW WE PROGRESS TOGETHER Expecting an operationally stable 2025 compared to 2024

SALES (in thousand units)

460-480

(in billion EUR)

52 - 54

(;

EBIT (adjusted)

+5-15%

vs. prior year

ROS\* (adjusted, in %)

8-10

Daimler Truck

OUTLOOK

2025

230

**FREE CASH FLOW\*** 

-10-25%

vs. prior year

MARKET VOLUME (in thousand units) North America 280– 320 310



*The 3 core principles that will help us deliver on our Strategy* 

5 Strategic Priorities for DTAG to provide guidance on how to deal with external challenges and help us achieve our goals



## DTSA EXECUTIVE COMMITTEE



Vice President Customer Services, Parts & Value Chain

CEO – DTFS SA

**Deon de Vries** General Manager MB Buses Tebogo Shumba Group Chief Human Resources Officer Wolf Edmayr General Manager Used Trucks & Buses Releasing the brake...on a slippery surface. Uncertainty and challenges from around the world



We have core areas of focus in 2025 over and above the operational topics



## **Our Global Sustainability Ambitions**

### PLANET 🛞

#### **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  $CO_2e$  neutrality on the balance sheet at our production sites in the US, Japan and India by 2025 - globally we strive for  $CO_2e$ neutrality by 2039.

We strive together with our direct suppliers for  $CO_2e$  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.

#### PEOPLE 28

#### **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.

## PERFORMANCE

#### **Responsible Governance**



We underline our **responsibility** towards the environment and

**society** with a strong, forward-looking corporate governance.

DAIMLER TRUCK CARES & while we trail behind our global counterparts from an ESG perspective, we continue to prioritize sustainable and responsible business practices.

PLANET 🛞



#### PEOPLE 28

**People & Human Rights** 

**Employer Branding** 



**Skills Development & Learnerships** 



#### Health & Traffic Safety



#### PERFORMANCE



Based on full year 2024, we achieved 3<sup>rd</sup> position in the HDT market with Mercedes-Benz Trucks and 2<sup>nd</sup> position in the Bus market overall.



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



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### 02 – Business and Financial Overview

Peter Kendzorra Group CFO DTSA









Following years of significant revenue increases, revenues declined reflecting broader market trends.



Consistent with the growth in revenue, EBIT has experienced a slight decline.



Stock ordering has been adjusted in line with market trends. Due to long lead times, the modifications to stock orders had not yet impacted the year-end stock balance figures.



Cash flow remains affected by the demands of our working capital and the associated interest payments.



Notable expansion of the balance sheet attributed to growth in the DTFS portfolio and a temporary rise in stock levels.



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#### 03 – DTFS SA Overview

Mike Honiball CEO DTFS SA









Where the DTFS SA story began on 01 December 2021



Profitable acquisitions, cost discipline and prudent risk management keeps EBIT growth strong. DTFS – Year 1 (2022)

1		
R78mn EBIT	40.0% CIR*	<b>4.3%</b> ROE
3)		
R158mn EBIT	34.5% CIR	13.7% ROE
.4)		
R240mn EBIT	31.5% CIR	17.8% ROE
	EBIT 3) R158mn EBIT 24) R240mn	EBIT CIR*   3) 34.5%   R158mn 34.5%   CIR CIR   4) 31.5%

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CIR\* -Cost to Income Ratio

### **LET'S DRIVE FURTHER TOGETHER** Focus priorities





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#### 04 – DTFS SA Overview

Hanif Ahmed CFO









## DTFS South Africa retains benchmark penetration supporting sustainable and profitable portfolio growth



## Diversified Portfolio with strong product offering supporting all industry types



Proactive risk management strategies have consistently kept Non-Performing Loan (NPL) levels below plan, even amidst volatility. Reserves remain stable insulating the balance sheet against market fluctuations



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### 05 – Treasury

John Keller Head of Treasury









### DTSA's DMTN maturities of R4,1bn and planned issuances for 2025



#### **Proposed Issuance Details**

#### TERM SHEET DAIMLER TRUCK Senior Unsecured Note Auction Southern Africa Monday, 23 June 2025 DMTN PROGRAMME Daimler Truck Southern Africa Limited Issuer Daimler Truck AG and Daimler Truck Holding AG Guarantors DMTN Programme Size ZAR20 billion Issuer Programme Credit Rating Moody's: Aaa.za Moody's: A3 Guarantors Credit Rating S&P: A-AUCTION AND OFFER DETAILS Arrangers/Dealers ABSA Corporate and Investment Bank / The Standard Bank of South Africa Senior Unsecured Instrument 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 Monday, 23 June 2025 Auction Time 09h00-11h00 Settlement Date Monday, 30 June 2025 (T+5) 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 DTF011 DTF012 Tenor 1-Year 3-Year Price Guidance TBC TBC Maturity Dates 30 June 2026 30 June 2028

## THANK YOU



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