

DAIMLER TRUCK

Southern Africa



TREASURY ROADSHOW

May, 2023



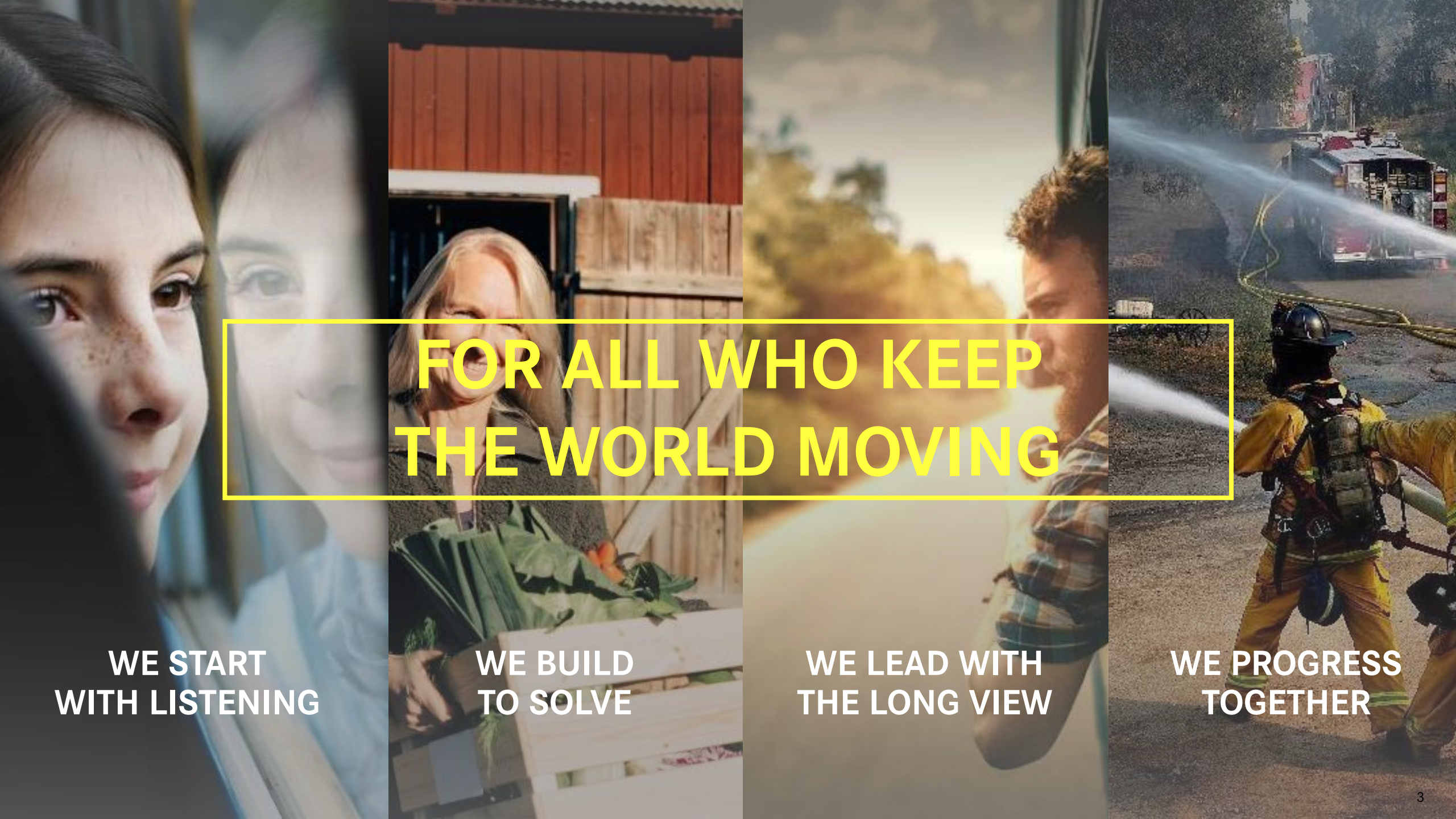
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Southern Africa

01 – Business and Financial Overview

Peter Kendzorra
CFO





**FOR ALL WHO KEEP
THE WORLD MOVING**

**WE START
WITH LISTENING**

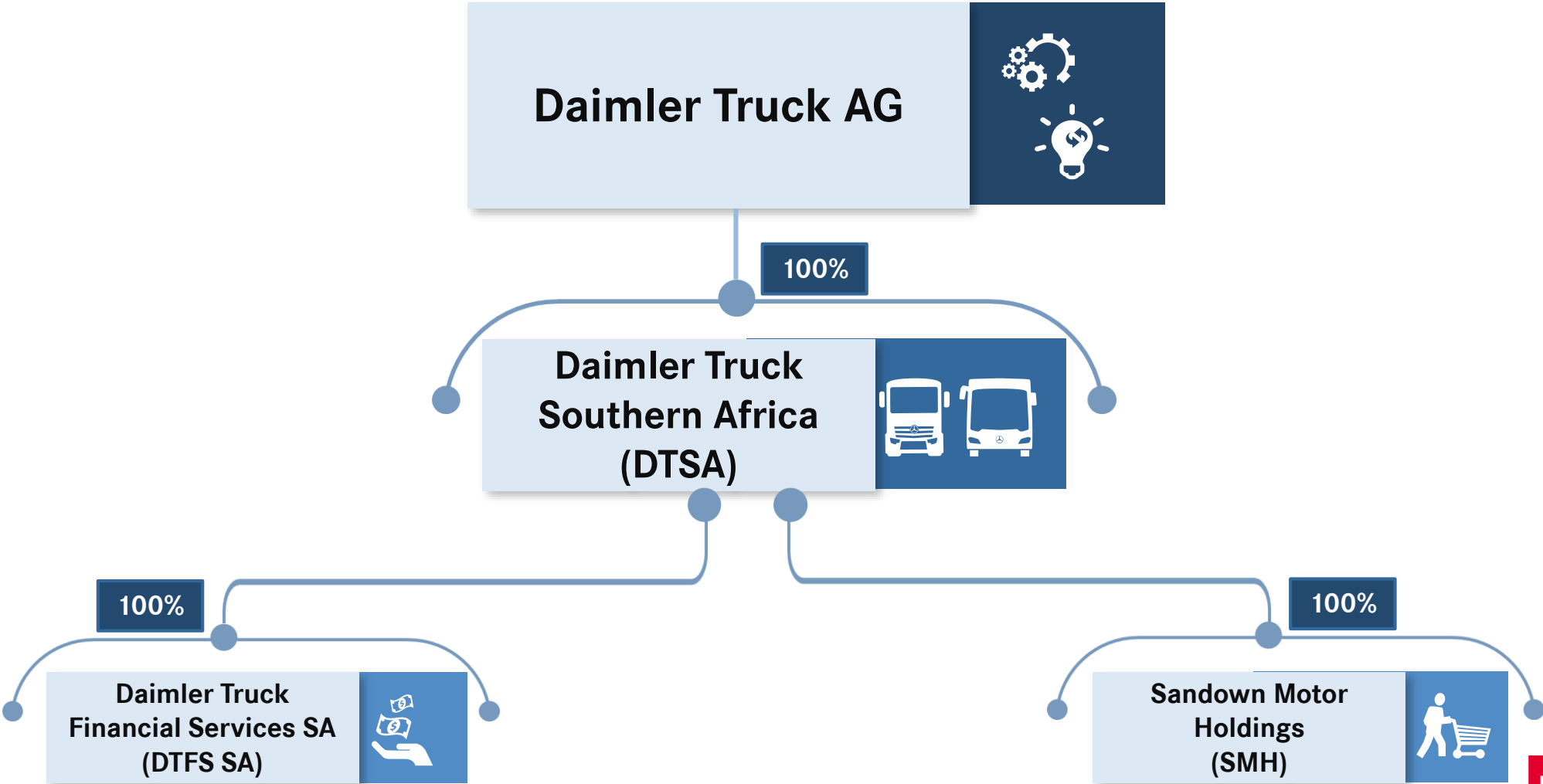
**WE BUILD
TO SOLVE**

**WE LEAD WITH
THE LONG VIEW**

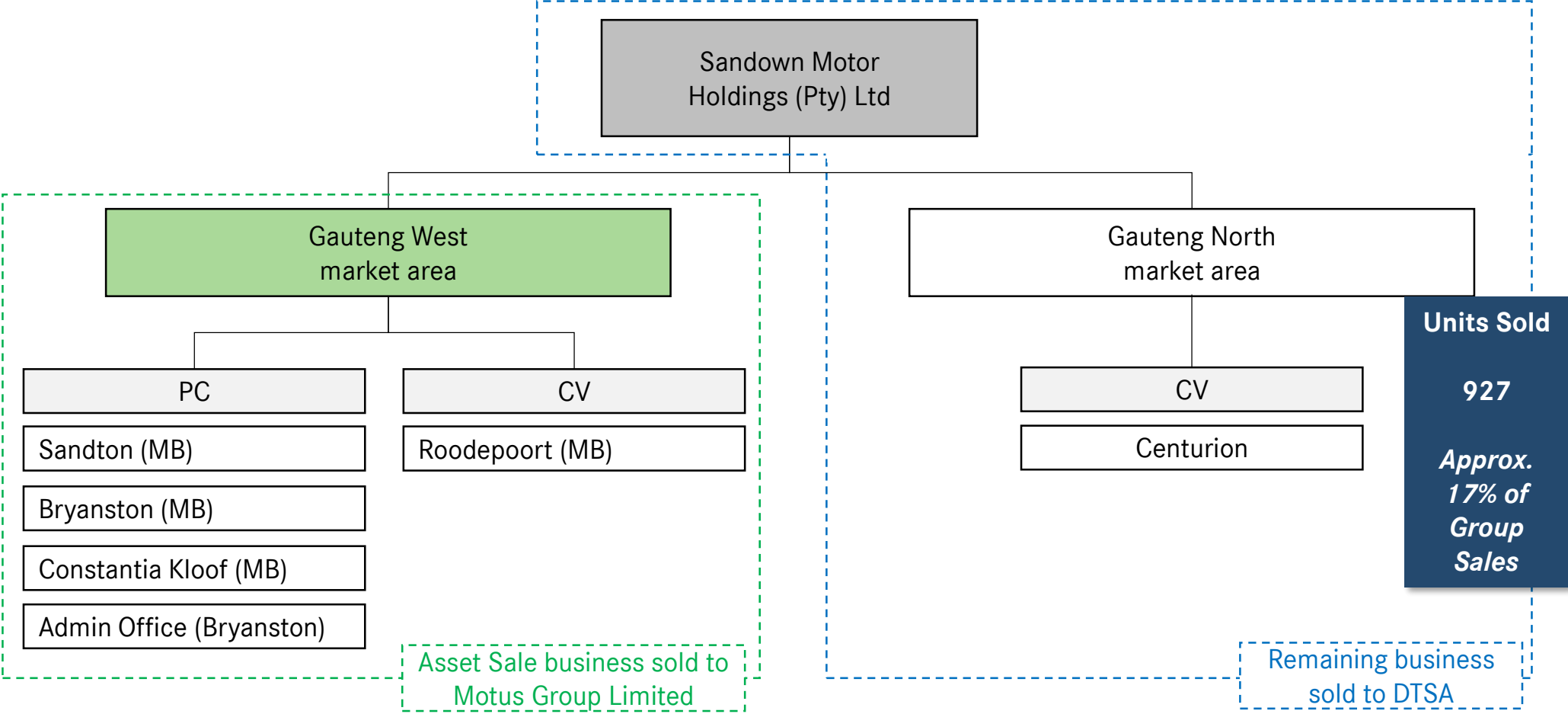
**WE PROGRESS
TOGETHER**

STRUCTURE

Daimler Truck Southern Africa Group of Companies

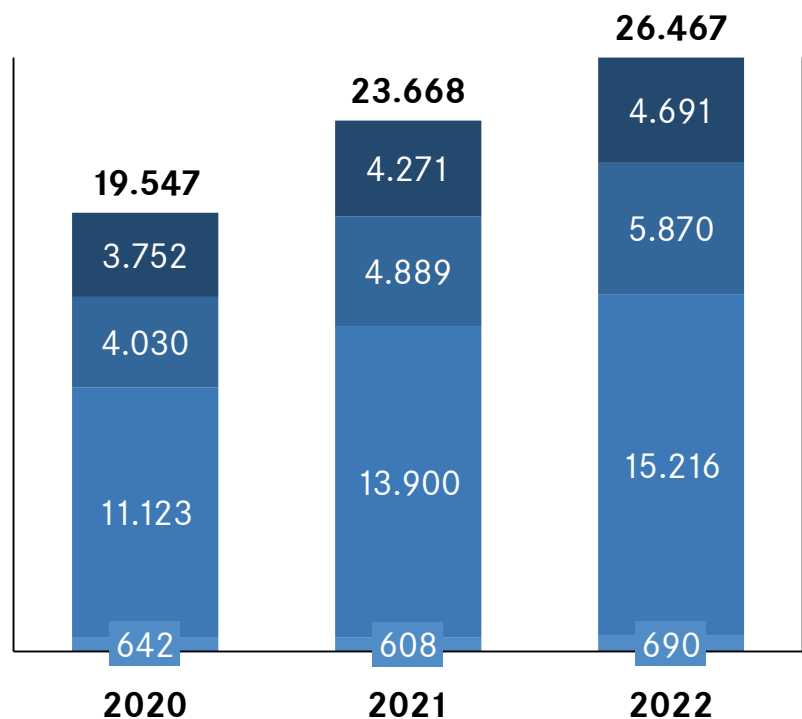


Sandown Motor Holdings (SMH) overview

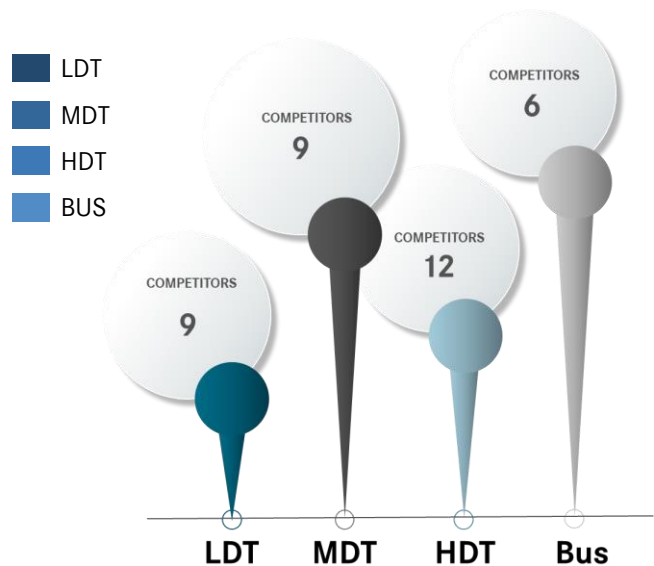


In 2022 Group Sales well ahead of previous year, reclaimed #1 in HDT and grew Market Share in FUSO HDT & MDT

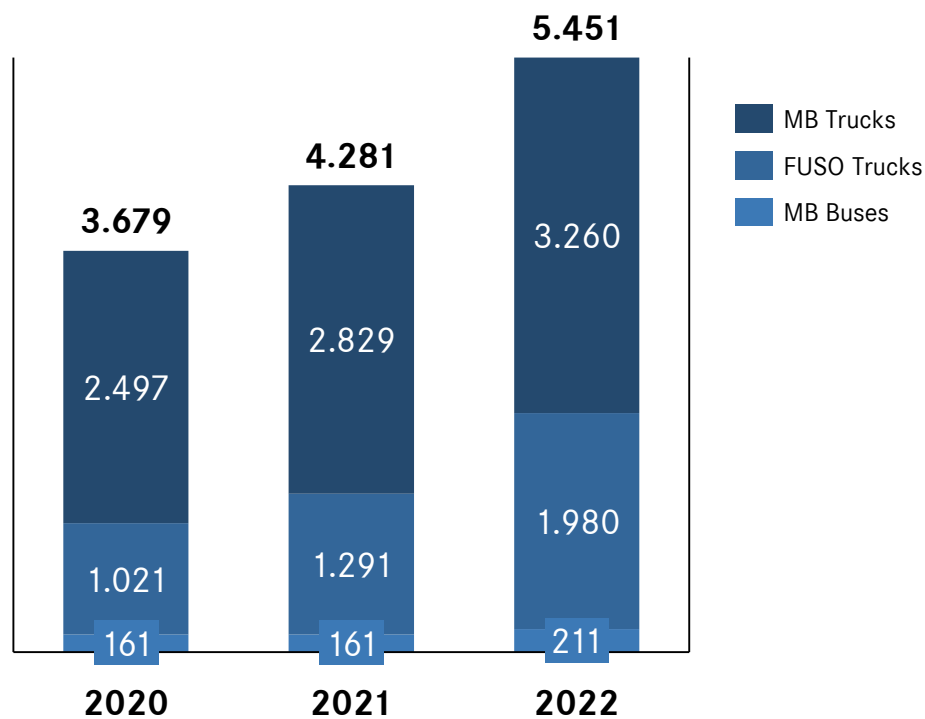
Market Size and Share
*South Africa



Competitor Landscape



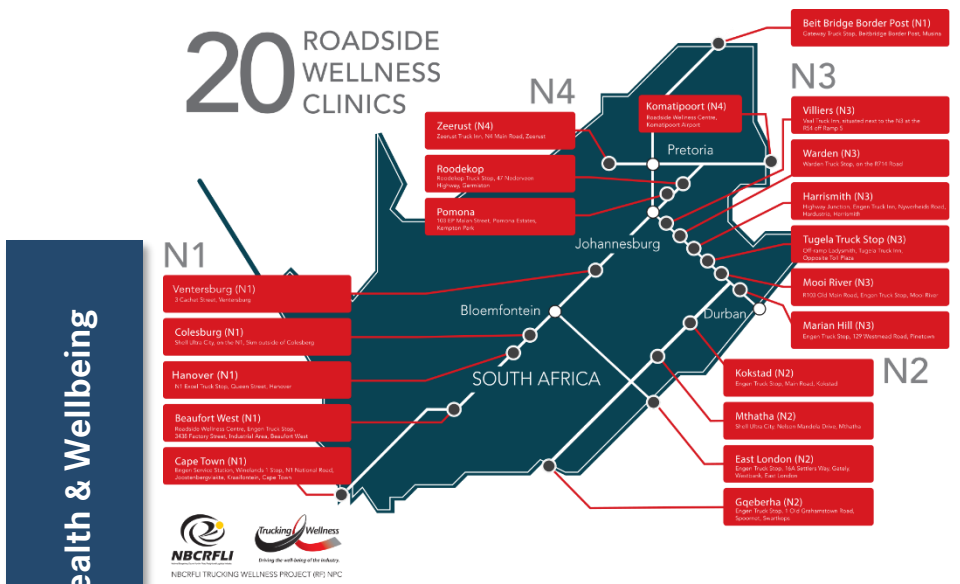
Unit Sales
*Southern Africa



	2020	2021	2022
Bus SoM	23.2%	25.2%	30%
Truck SoM	17.1%	18.2%	21.1%

ENVIRONMENT, SOCIAL AND GOVERNANCE

At the heart of what we do is our contribution to alleviate some of the struggle and inequalities that form part of the South African societal landscape



Health & Wellbeing

33 144 PEOPLE RECEIVED HEALTH INFORMATION

28 518 PATIENTS CONSULTED AND TREATED

10 695 EMPLOYEES ACCESSED ONSITE MOBILE HEALTH SCREENING

2 614 088 CONDOMS DISTRIBUTED

18 184 HIV counselling and testing

379 diagnosed with HIV & referred for treatment

337 WORKSITES VISITED

+/- 600 Drivers received wellness information through Professional Driver Training

Education & Training

Training over 600 apprentices per annum using Fuso Eco-Hybrid

Disaster Response

Responding when disaster strikes to ensure assistance & standing together

Enterprise & Supplier Development

Promoting economic development to assist previously disadvantaged businesses grow

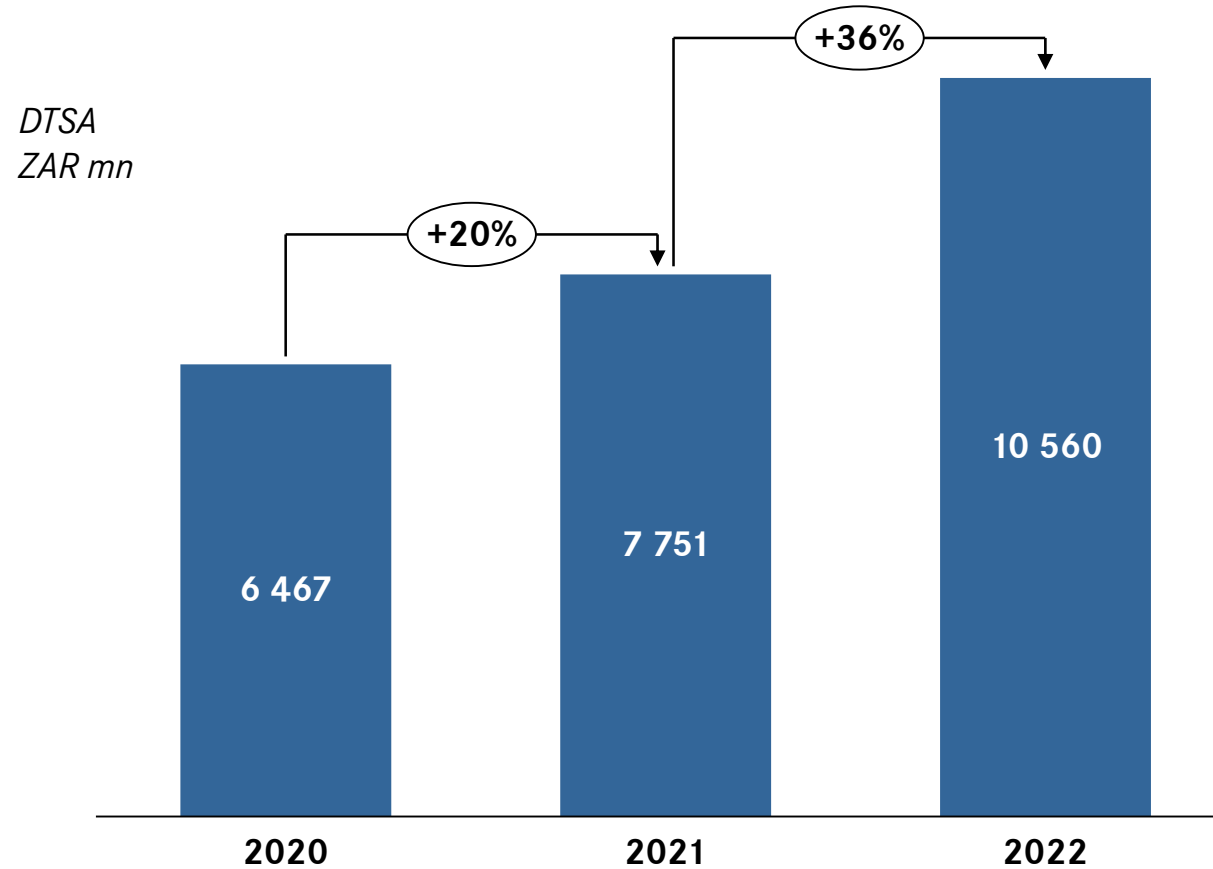
BBB-EE LEVEL 5

SKILLS DEV R8.5mn

ESD & CSR R6.7mn

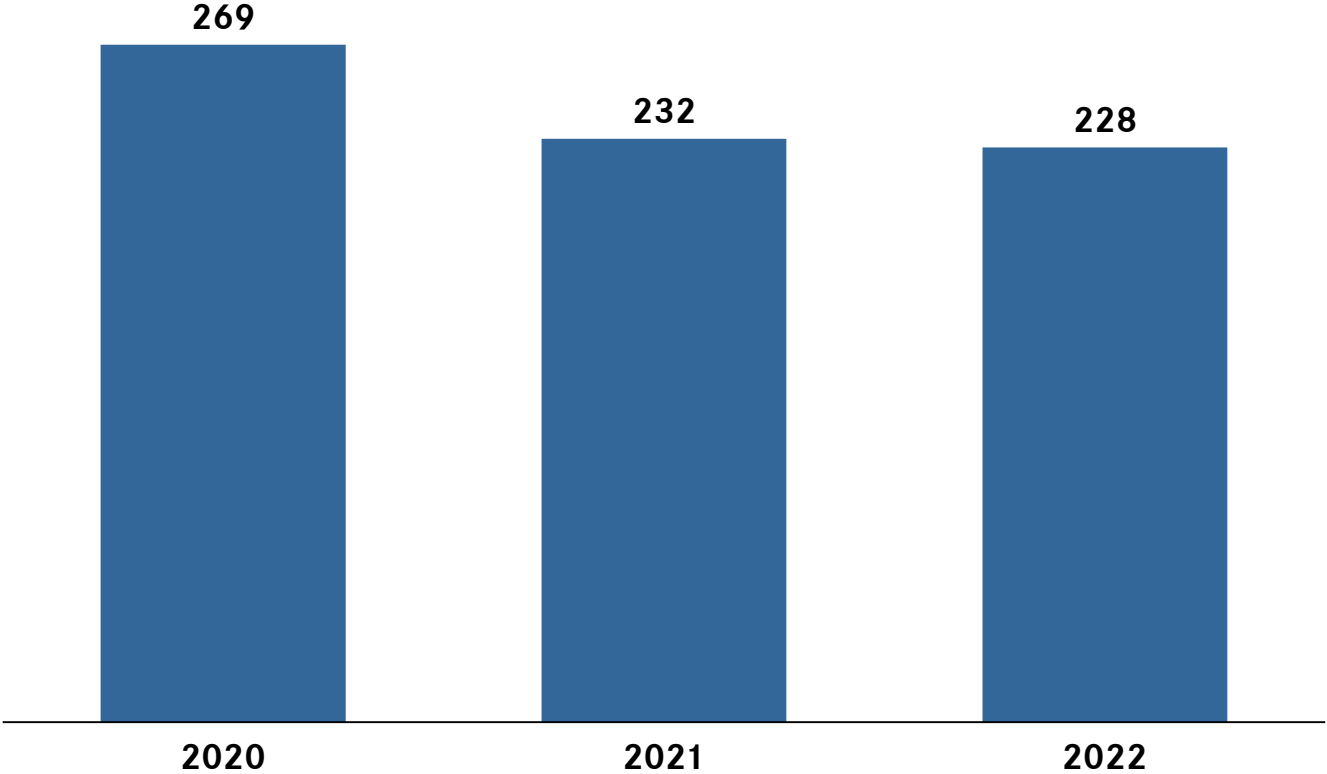


Revenue growth driven by excellent growth across all segments of the business



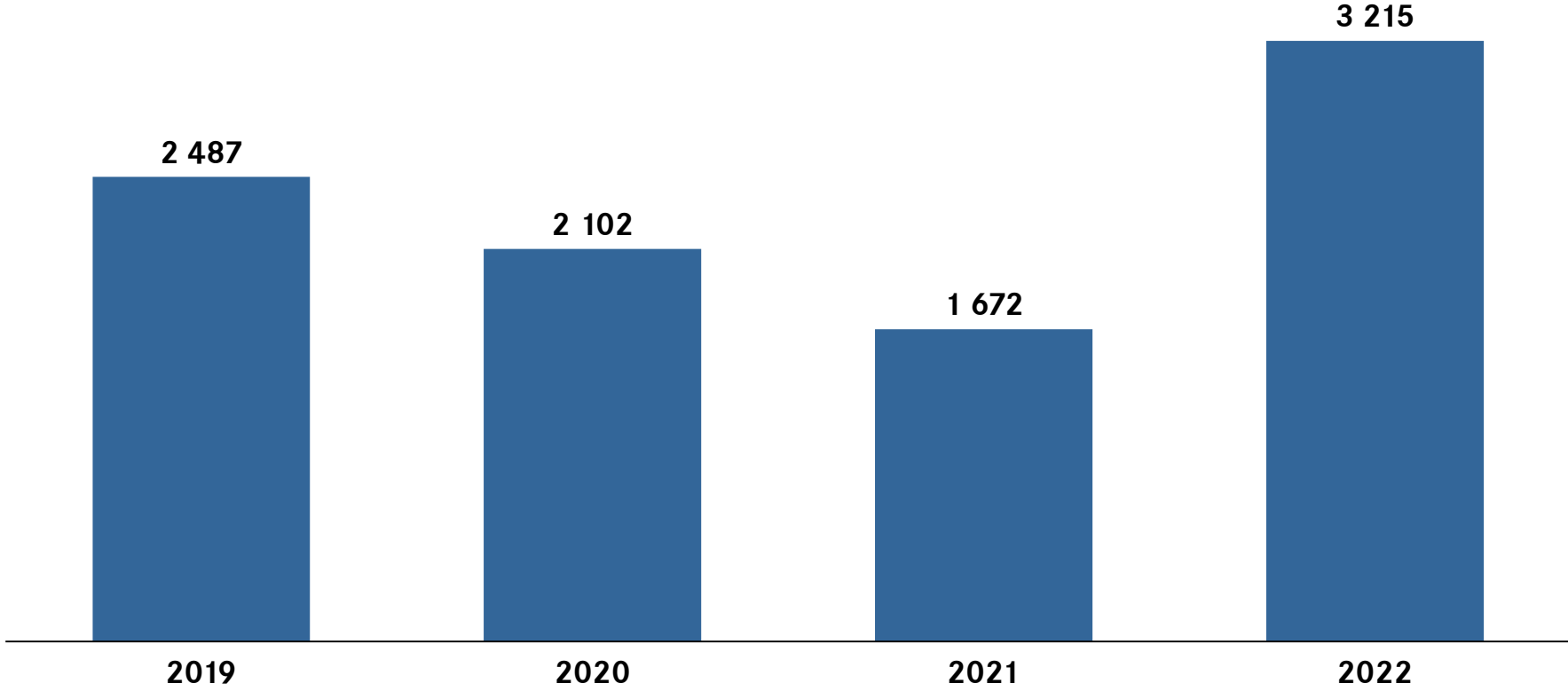
Operating profit maintained in 2022 despite the volatile environment

DTSA
ZAR mn



Significant increase in Inventory levels to meet continuous demand

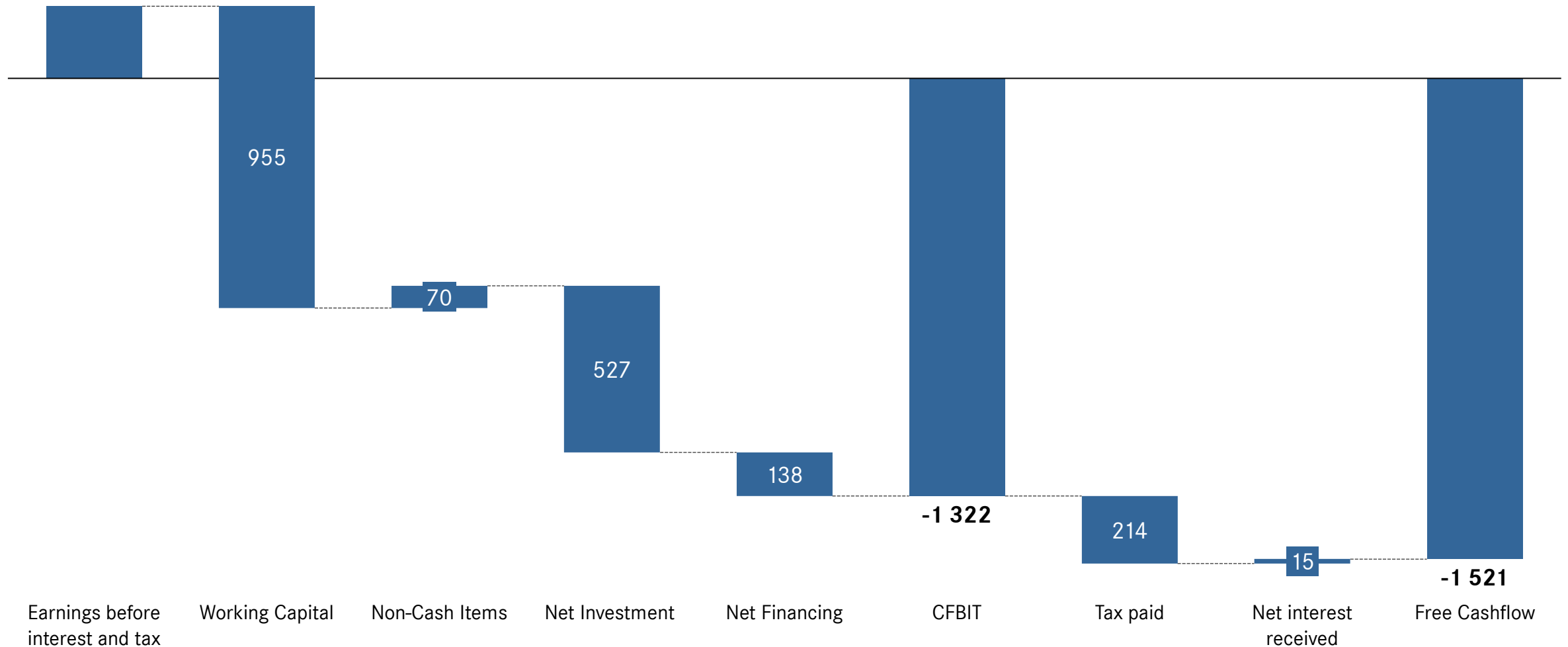
DTSA
ZAR mn



Free cash flow largely impacted by working capital and Investment

DTSA

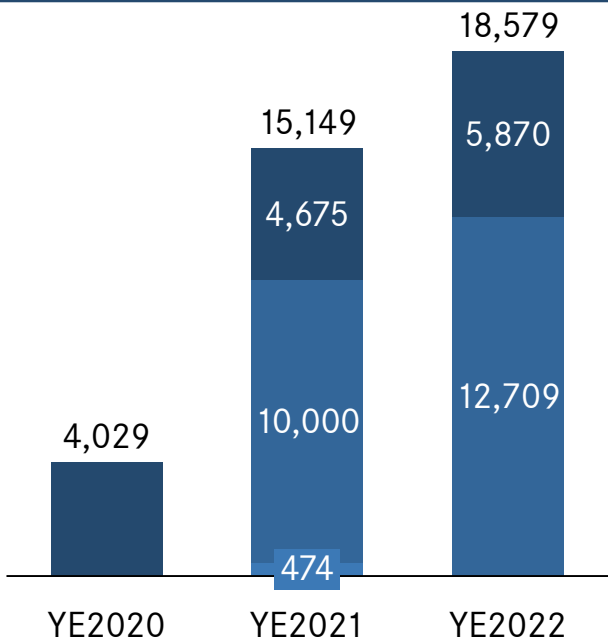
ZAR mn **228**



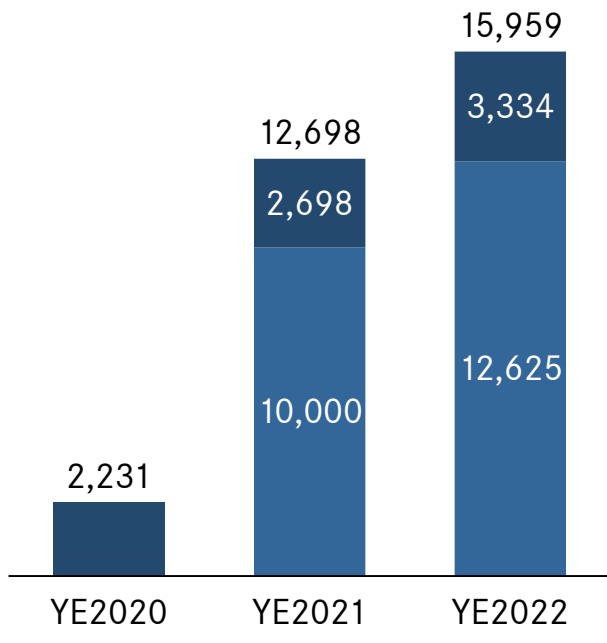
Significant balance sheet growth due to foundation of DTFS

DTSA
ZAR mn

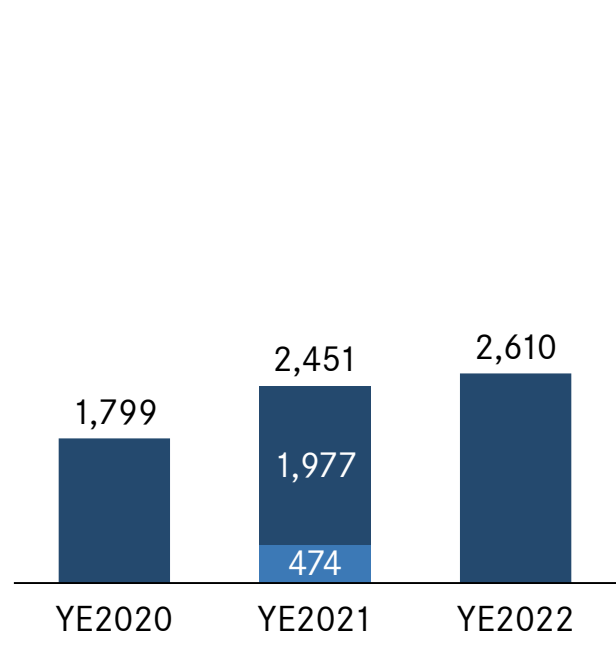
Assets



Liabilities



Equity



■ Assets/Liabilities/Equity
 ■ Debt
 ■ Capital Injection/Investment in DTFS

	2020	2021	2022
Equity Ratio	44,7%	16,1%	14,1%
(excl. bridge funding)	44,7%	47,2%	44,5%

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Southern Africa

02 – DTFS SA Overview

Hanif Ahmed
CFO



Where the DTFS Journey Began in December 2021

**180 day old
start up**



**25 years of
experience**



**12 000
customer
Contracts**



**>R10bn in
portfolio**



We achieved truly profitable growth in Year1 of trading

32.9%

**Portfolio
Growth**

R77.7 mn

EBIT

1.69%

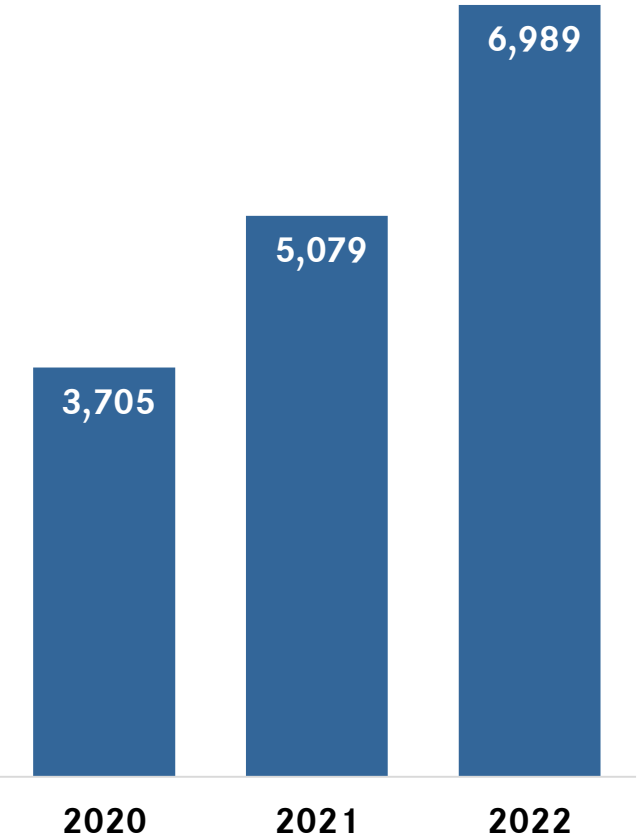
**Non-
Performing
Loans**

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

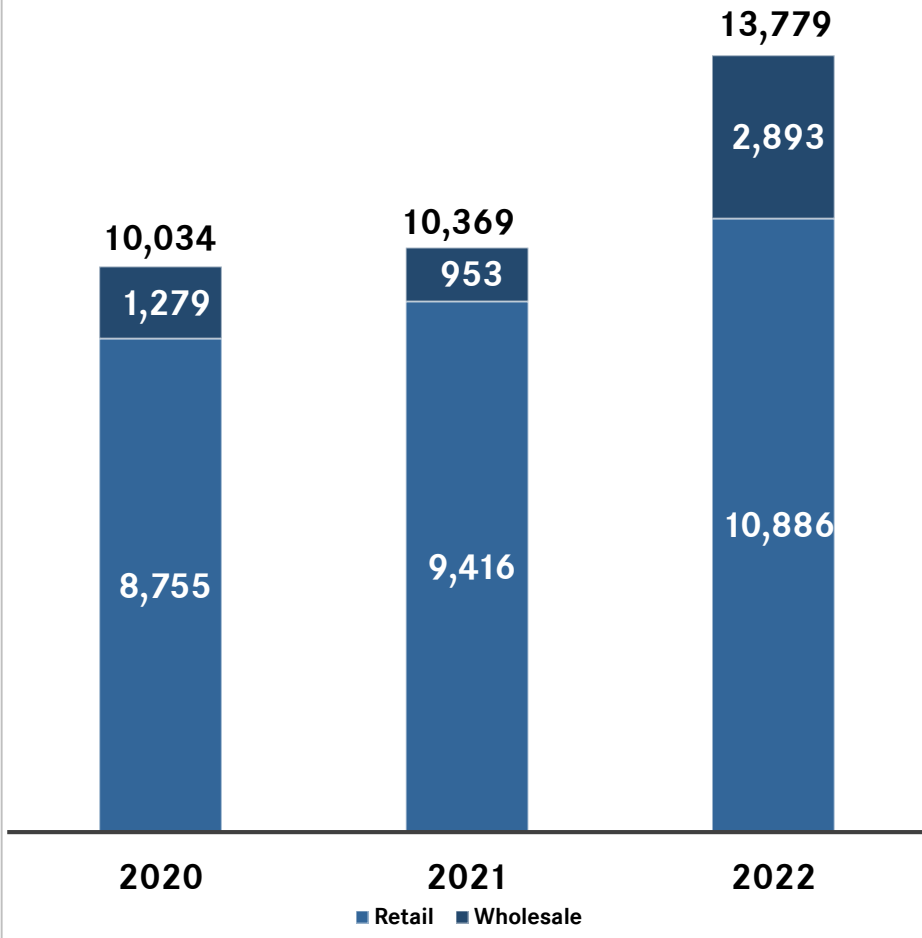
Penetration Rate (%)



Acquisitions (v)
- in ZAR mn -

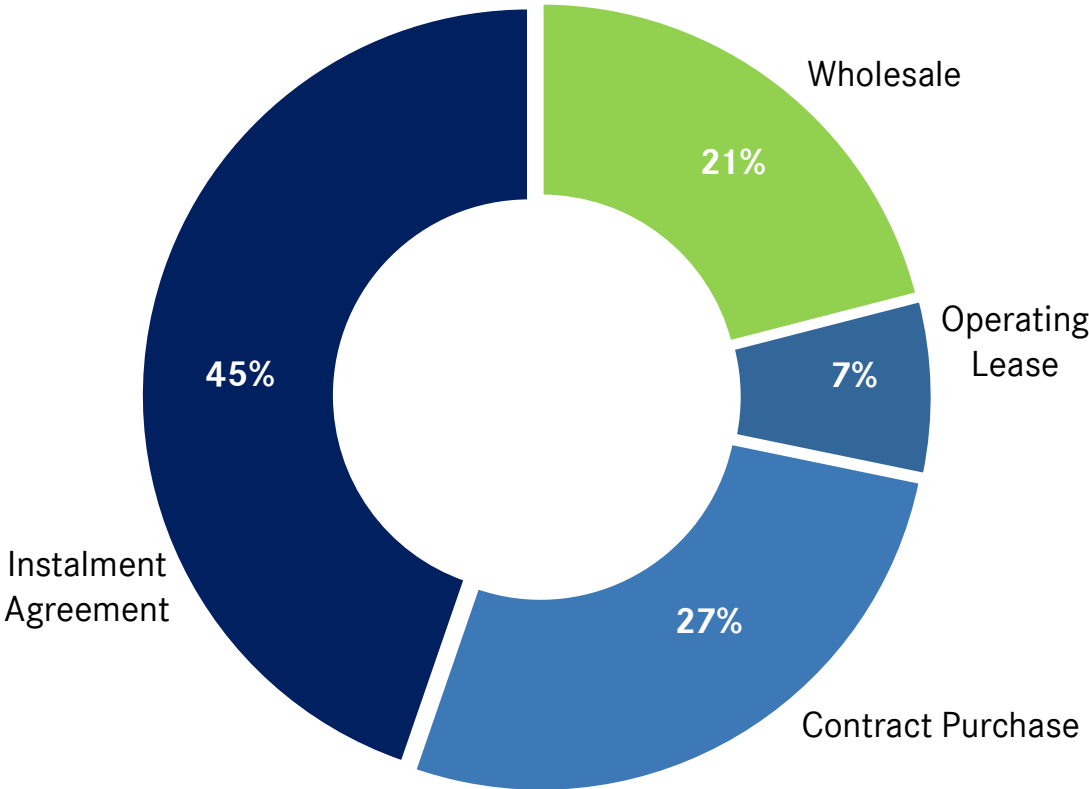


Portfolio (v)
- in ZAR mn -

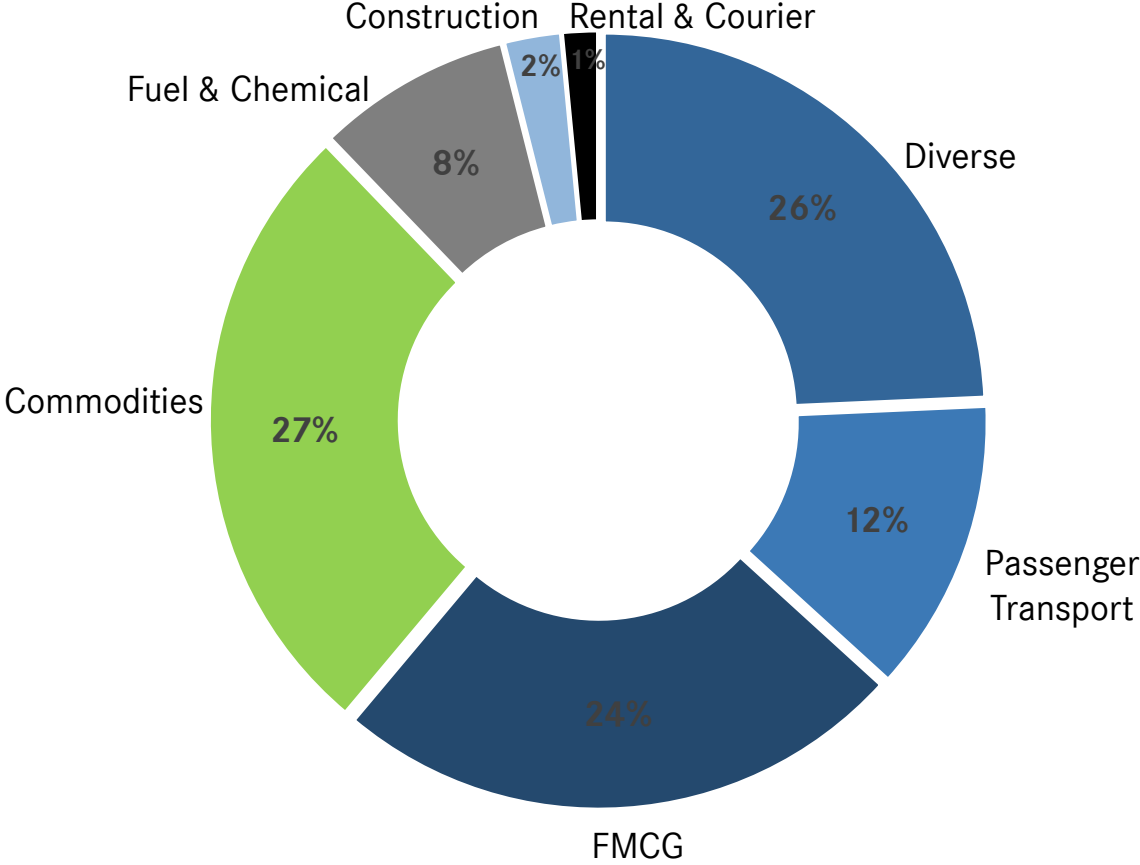


Well Diversified Portfolio with strong Finance and Lease Products

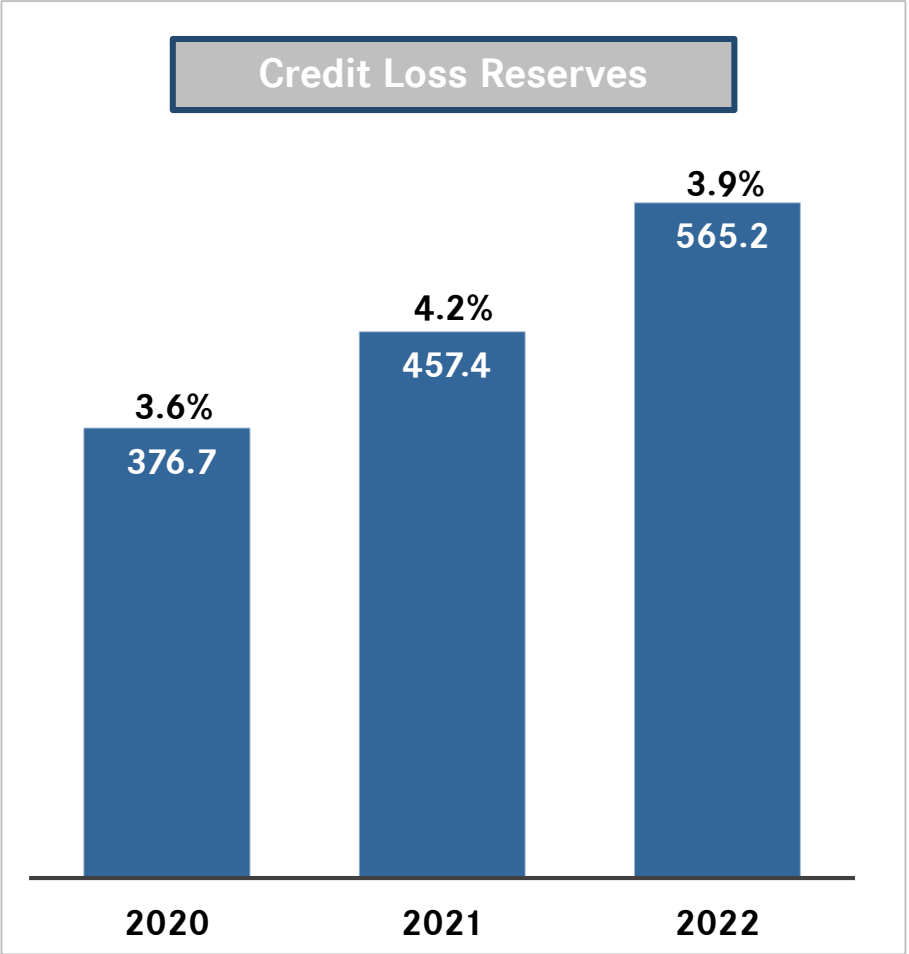
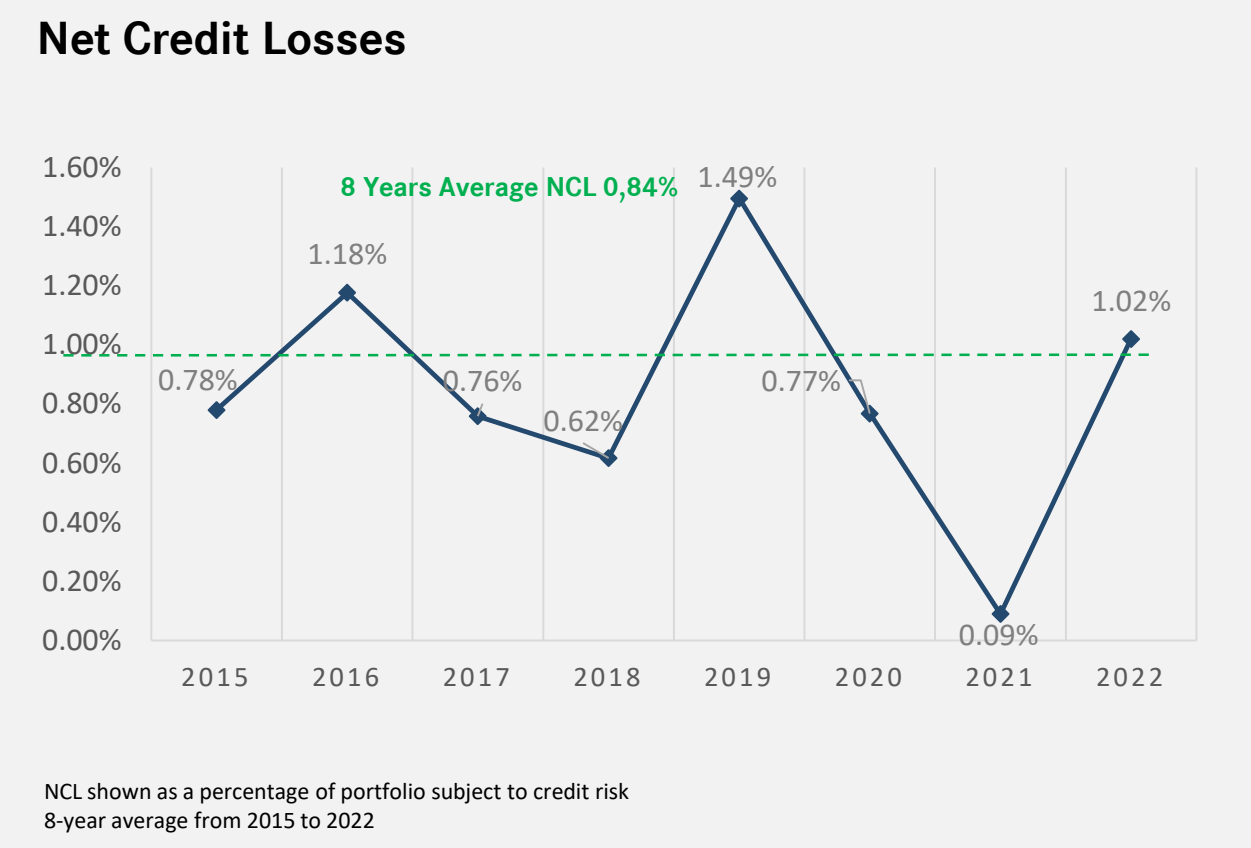
Portfolio be Product Type as at 31 Dec 2022



Customer Segmentation as at 31 Dec 2022



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



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03 – Treasury

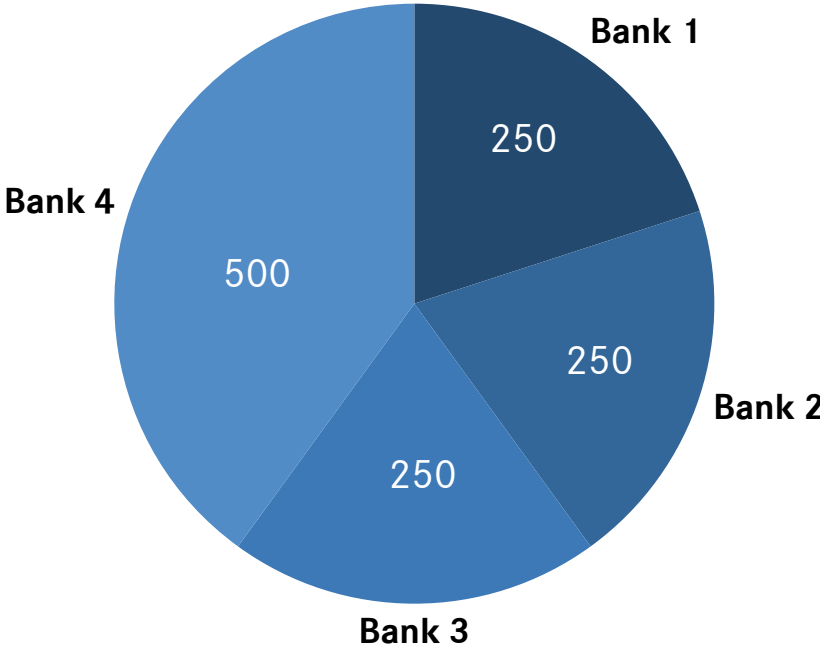
Kriben Naidoo
Head of Treasury



Growth in overnight lines to support growing business need

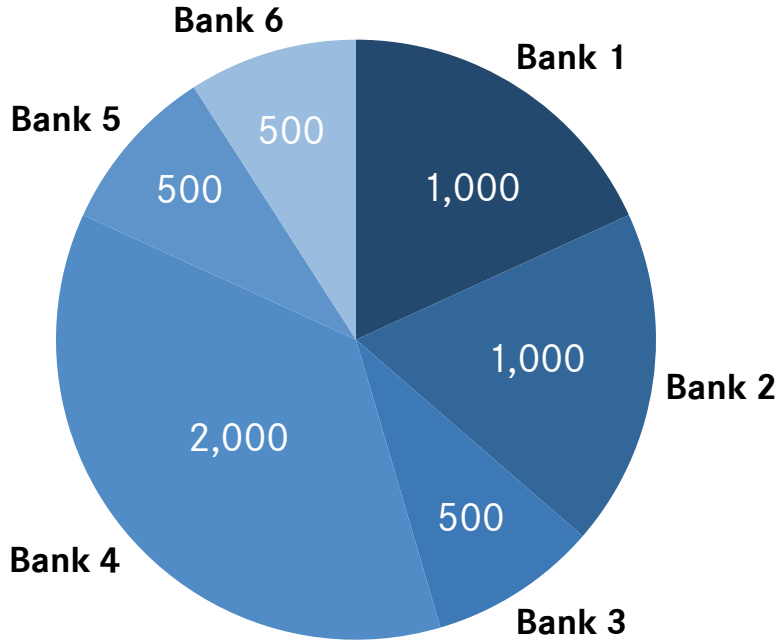
Apr'22 - Uncommitted Overnight Lines

Total R1,25bn



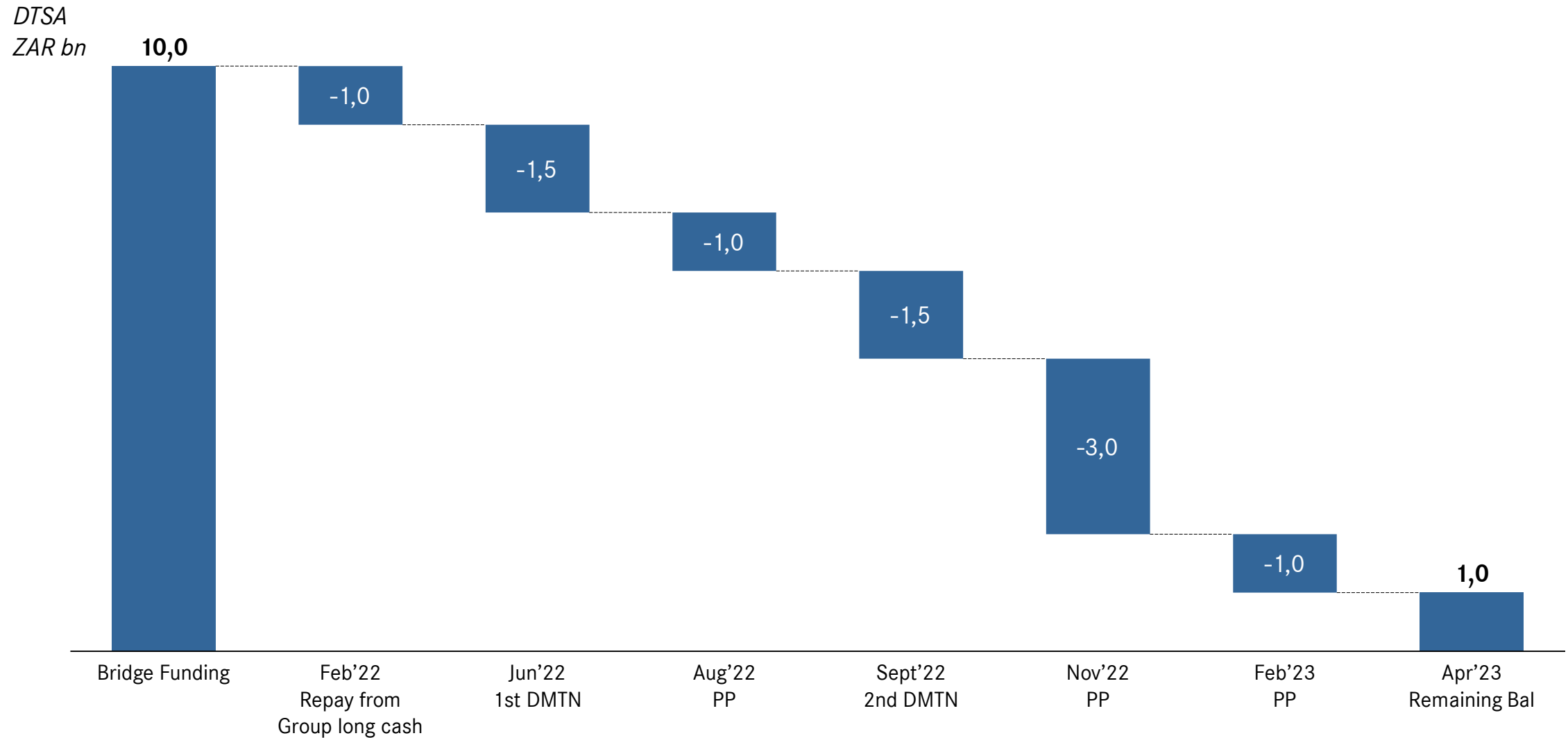
Apr'23 - Uncommitted Overnight Lines

Total R5,50bn



Utilization = 75%

Bridge Funding – Repayment summary



DTSA Maturity profile – ensuring no concentration risk



Proposed Issuance Details

Issuer	Daimler Truck Southern Africa Limited	
Guarantors	Daimler Truck AG and Daimler Truck Holding AG	
Guarantor Rating	A3 / P-2 (Moody's), BBB+ / A-2 (S&P)	
DMTN Programme Rating	Aaa.Za (Moody's) as at 31 May 2022	
DMTN Programme Limit	ZAR15bn	
Volume Sought	R1bn, with the option to upsize to R1.5bn	
Auction Date and Time	[12 June 2023]	
Settlement Date (T+3)	[15 June 2023]	
Benchmark Rate Setting	3 month Jibar as at 11am on Auction Date	
Bond Code	[DTF005]	[DTF006]
Term	1 year	3 year
Maturity Date	[15 June 2024]	[15 June 2026]
Interest Profile	Floating Rate as Margin over Benchmark	Floating Rate as Margin over Benchmark
Price Guidance (Bps above Benchmark)	TBC	TBC
Benchmark	3 month Jibar	3 month Jibar

Calendar

May-23				
M	T	W	T	F
1	2	3	4	5
8	9	10	11	12
15	16	17	18	19
22	23	24	24	26
29	30	31		

June-23				
M	T	W	T	F
			1	2
5	6	7	8	9
12	13	14	15	16
19	20	21	22	23
26	27	28	29	30

Indicative Proposed Timeline

Investor Process	Date
Circulated Credit Pack to the Debt Investors	Fri 12 May
Debt Investor Roadshow Meetings	Mon 15 – Wed 17 May
Termsheet (without Price Guidance) Distributed to the Market	Mon 29 May
Termsheet (with Price Guidance) Distributed to the Market	Mon 5 June
Auction Date	Mon 12 June
Settlement (T+3)	Thu 15 June

Daimler Truck vision

LEADING
SUSTAINABLE
TRANSPORTATION



THANK YOU



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No offer or investment recommendation

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