

Daimler Mobility

## Press Information

October 29, 2019

### **Daimler Mobility launches first series-produced leasing product for trucks in the USA with usage-based rate**

- **Daimler Truck Financial launches "pay-as-you-drive" leasing solution for Freightliner Trucks in the USA**
- **Personalized financing: leasing instalments are based on actual kilometers covered**
- **Telematics-based products such as Dynamic Lease offer truck operators significant advantages through greater flexibility and transparency in fleet management**

Stuttgart/Atlanta - The industry's first "pay-as-you-drive" leasing financing will be used for trucks in the USA from 2020. As part of the NACV (North American Commercial Vehicle Show), Daimler Truck Financial, part of the business field of Daimler Mobility, presents the telematics-based financing option "Dynamic Lease" for the first time. Dynamic Lease enables customers to adjust the leasing rates to the actual use of the vehicle. The first vehicle to be launched with this technology in the first quarter of 2020 will be the market-leading heavy-duty truck Freightliner Cascadia.

Franz Reiner, CEO of Daimler Mobility AG: "With the increasing networking of our vehicles, we can also meet our customers' desire for more flexibility and transparency with products such as Dynamic Lease. For truck customers, the dynamic control of their leasing tariffs on the basis of kilometers actually driven means additional financial flexibility for their fleet planning."

#### **"Pay-per-use" leasing: the future of truck financing**

With traditional leasing, the customer forecasts the mileage of the truck for the coming years before signing the contract. If the customer exceeds the mileage, an additional payment has to be made so far. With Dynamic Lease, customers are billed only for the kilometers actually driven, in addition to the standard contractual basic fee. A customer's leasing package is

linked to a serial number for each truck. With the customer's consent, data on the total mileage of this truck is automatically transmitted to Daimler Truck Financial via connectivity systems. This enables the vehicle-specific rate to be calculated for the customer on a monthly basis.

Tobias Waldeck, Head of Daimler Truck Financial: "Dynamic Lease is the future of truck financing. By networking the vehicles, we can record the actual mileage of the vehicles and adjust the tariff for the customer according to how much the vehicle has actually been driven."

Daimler Mobility is testing similar "pay-per-use" solutions in pilot projects in other markets.

#### **Contact:**

Susanne Lenz, +49 711 25 74-40 50, [susanne.k.lenz@daimler.com](mailto:susanne.k.lenz@daimler.com)

Florian Otto, +49 7 11 25 74-58 68, [florian.otto@daimler.com](mailto:florian.otto@daimler.com)

Further information from Daimler is available at:

**[www.media.daimler.com](http://www.media.daimler.com) and [www.daimler-mobility.com](http://www.daimler-mobility.com)**

This document contains forward-looking statements that reflect our current views about future events. The words "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, 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 and tariff regulations; a shift in consumer preferences towards smaller, lower-margin vehicles; a possible lack of acceptance of our products or services which limits our ability to achieve prices and adequately utilize our production capacities; price increases for fuel or raw materials; disruption of production due to shortages of materials, labor 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 we describe 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.

#### **Daimler at a glance**

Daimler AG is one of the world's most successful automotive companies.

With its Mercedes-Benz Cars, Daimler Trucks, Mercedes-Benz Vans, Daimler Buses, and Daimler Mobility divisions, the Group is one of the leading global suppliers of premium cars and is the world's largest manufacturer of commercial vehicles over six tons. Daimler Mobility offers financing, leasing, fleet management, investments, credit card and insurance brokerage as well as innovative mobility services. The company founders, Gottlieb Daimler and Carl Benz, made history by inventing the automobile in 1886. As a pioneer of automotive engineering, Daimler sees shaping the future of mobility in a safe and sustainable way as both a motivation and obligation.

The company's focus therefore remains on innovative and green technologies as well as on safe and superior vehicles that both captivate and inspire. Daimler continues to invest systematically in the development of efficient powertrains – from high-tech combustion engines and hybrid vehicles to all-electric powertrains with battery or fuel cell – with the goal of making locally emission-free driving possible in the long term. The company's efforts are also focused on the intelligent connectivity of its vehicles, autonomous driving and new mobility concepts. Daimler regards it as its aspiration and obligation to live up to its responsibility to society and the environment. Daimler sells its vehicles and services in nearly every country of the world and has production facilities in Europe, North and South America, Asia and Africa. In addition to Mercedes-Benz, the world's most valuable premium automotive brand (source: Interbrand study, 4 Oct. 2018), and Mercedes-AMG, Mercedes-Maybach and Mercedes me, its brand portfolio includes smart, EQ, Freightliner, Western Star, BharatBenz, FUSO, Setra and Thomas Built Buses as well as the brands of Daimler Mobility: Mercedes-Benz Bank, Mercedes-Benz Financial Services and Daimler Truck Financial. The company is listed on the Frankfurt and Stuttgart stock exchanges (ticker symbol DAI).

In 2018, the Group had a workforce of around 298,700 and sold 3.4 million vehicles.

Group revenues amounted to €167.4 billion and Group EBIT to €11.1 billion.