

DAIMLER TRUCK

Daimler India Commercial Vehicles

Press Release

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Daimler India Commercial Vehicles with strong growth in both revenue and sales in 2022

- **Highest-ever vehicle exports, parts sales and domestic sales in 2022**
- **Achieves sales volume growth of 25% in 2022**
- **29,470 total vehicle sales in 2022**
- **200,000 cumulative vehicles produced in Oragadam plant, including domestic and exports**

Chennai – Daimler India Commercial Vehicles (DICV), a 100% subsidiary of Daimler Truck AG today announced that – despite supply chain headwinds and adverse cost environment – 2022 was one of the most successful business years since starting its manufacturing operations in India. The company reported a revenue growth of 37% and a sales growth of 25% in CY 2022 over CY 2021. 2022 was especially the best year of growth as DICV sold a total of 29,470 domestic and export units of trucks and buses in the calendar year.

Additionally, DICV confirmed that in 2022 it crossed the production milestone of 200,000 vehicles (including domestic and exports) and 200,000 transmissions at its Oragadam manufacturing facility. The company recorded its best ever annual vehicle exports with 11,000 units, best-ever annual part sales (over 245 million parts) and best-ever annual domestic vehicle sales in 2022.

Commenting on DICV's 2022 annual performance, Satyakam Arya – Managing Director & CEO of Daimler India Commercial Vehicles said, “CY2022 was one of our strongest performing years with 37% growth in revenue and 25% growth in sales. We crossed remarkable production milestones as well. We achieved this delightful business success, in just 10 years of our operations in India, having made significant investments in the market since the beginning and steered our way through the complexities the commercial vehicles industry had to tackle in last decade. Our strong financial and sales performance is in spite of the pandemic heavily

affecting the commercial vehicle sales in last three years. We achieved this performance by consistently improving our cost and revenue position. In addition, we made significant investments in expanding our product portfolio and launched 10 new models of BharatBenz trucks to offer customers a comprehensive portfolio of tonnage options to select from. We are continuing to work diligently on transforming the way we will be doing business in India by investing on Digitalization, Servitization, Sustainability, Diversity and Inclusion as the cornerstones of our strategy going forward. We have expanded our R&D operations, have a sharper focus on Diversity, Equity & Inclusion, upskilling & reskilling our workforce, and many such initiatives to meet our vision in the mobility space for the near and medium term.”

BharatBenz excellence

In the last decade, DICV has made its prominence felt in the construction and mining space where BharatBenz heavy-duty trucks dominate the segment. Earlier this year, BharatBenz unveiled a comprehensive portfolio of high-powered heavy-duty trucks, such as 3532CM mining tipper, 2832CM mining tipper, 5532 tip-trailer, options ranging from 6x4 and 10x4, especially for construction and mining utility. BharatBenz offers a wide range of tipper products starting from 6-wheeler 13T medium duty trucks to 22-wheeler 55T trucks (tip trailers). These trucks are used in extensive applications including surface construction, mining, irrigation/tunneling and intra-city distribution. BharatBenz’s new generation products are transforming the RMC (ready mix cement) application with engine-driven PTO solutions suiting every concreting requirement.

Diversity, Equity & Inclusion

With an eye on the future, DICV has started focused initiatives around Diversity, Equity and Inclusion (DEI) to bring in a more cohesive work culture by helping people revitalize their socio-professional values to help them prepare for a challenging but exciting future. The company has stepped up its Learning & Development initiatives to strengthen the capabilities of its employees so that the learnings can be channeled back into the growth of the organization in the next decade.

Satyakam Arya added, “DICV recognizes the importance and contribution of people towards the growth of the organization. Manufacturing is a people-intensive industry. The nuance, dedication and passion that a human can bring to the system is really incomparable but does complement the technological advancements that are benefiting businesses. I believe that people will play a significant role in moving the needle to achieve the next paradigm in a world that is heavily dependent on technology and digitalization. So, we recognize our responsibility as leaders to help prepare our people for what they will face in the future.”

Environment, Social & Governance

In the framework of its sustainable business strategy with focus on ESG (Environment, Social & Governance) DICV is working strenuously towards becoming CO₂ neutral in its operations by 2025. The company’s 430-acre manufacturing facility in Oragadam has 85% of its operations

already using renewable energy, among others generated by an in-house 3.3MW photovoltaic plant. The facility is 90% water self-reliant and has an expansive green cover from its Miyawaki forest.

Mobility & Innovation

In 2022, DICV had partnered with IIT Madras Research Park to identify solutions and incubate new ideas to help the company have a formidable presence in the mobility space. DICV is in the process of incubating more start-up companies in 2023 to take its transformational initiatives further.

DICV manufactures four truck brands in its Oragadam facility, near Chennai – BharatBenz (domestic brand), Mercedes-Benz, Freightliner and Mitsubishi Fuso. Top quality transmissions manufactured in Oragadam are used in BharatBenz trucks and are exported to Europe. DICV has more than 300 BharatBenz sales and service across India and a strong supplier base of over 400 partners. The brand's dealerships and service stations are located across India covering national highways on the Golden Quadrilateral North-South and East-West Corridors, within a two-hour reach of customers. BharatBenz has the reputation of manufacturing the safest trucks in the Indian commercial vehicle industry as their trucks are produced with the safest crash-tested cabins in India.

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Further information on Daimler Truck is available at:

Asia.daimlertruck.com and www.daimlertruck.com

Daimler Truck at a glance

Daimler Truck Holding AG ("Daimler Truck") is one of the world's largest commercial vehicle manufacturers, with over 40 main locations and more than 100,000 employees around the globe. The founders of Daimler Truck have invented the modern transportation industry with their trucks and buses a good 125 years ago. Unchanged to this day, the company's aspirations are dedicated to one purpose: Daimler Truck works for all who keep the world moving. Its customers enable people to be mobile and get goods to their destinations reliably, on time, and safely. Daimler Truck provides the technologies, products, and services for them to do so. This also applies to the transformation to CO2-neutral driving. The company is striving to make sustainable transport a success, with profound technological knowledge and a clear view of its customers' needs. Daimler Truck's business activities are structured in five reporting segments: Trucks North America (TN) with the truck brands Freightliner and Western Star and the school bus brand Thomas Built Buses. Trucks Asia (TA) with the FUSO and BharatBenz commercial vehicle brands. Mercedes-Benz (MB) with the truck brand of the same name. Daimler Buses (DB) with the Mercedes-Benz and Setra bus brands. Daimler Truck's new Financial Services business (DTFS) constitutes the fifth segment, the product range in the truck segments includes light, medium and heavy trucks for long-distance, distribution and construction traffic and special-purpose vehicles used mainly in the municipal and vocational sector. The product range of the bus segment includes city buses, school buses and intercity buses, coaches and bus chassis. In addition to the sale of new and used commercial vehicles, the company also offers aftersales services and connectivity solutions.

Daimler India Commercial Vehicles Pvt. Ltd. at a glance

Daimler India Commercial Vehicles (DICV), a wholly-owned subsidiary of Daimler Truck AG, Germany, and operating under the umbrella of Daimler Trucks Asia, is a full-fledged commercial vehicle player in India with a brand dedicated to its home market: BharatBenz. DICV produces and sells trucks from 10 to 55 tons, as well as BharatBenz buses, Mercedes-Benz coaches, and bus chassis. DICV's state-of-the-art manufacturing plant at Oragadam near Chennai spreads over 400 acres (160 hectares) including a highly modern test track and is home to the company's headquarters, R&D, and training operations. With one global quality standard, it also produces Daimler Trucks' brands of FUSO, Mercedes-Benz, and Freightliner. Products and parts are exported to more than 60 markets in Africa, Asia, Latin America, and the Middle East. DICV represents an overall investment of more than INR 9,560 crores.