



P R E S S R E L E A S E

June 30, 2021

MFTBC and FUSO Financial launch FUSO Mileage Lease, the first “pay-as-you-drive” program in Japan & Asia¹

- **First in Japan & Asia: flexible lease fee based on traveled distance**
- **FUSO’s connectivity technology Truckconnect® supports the new leasing structure by monitoring traveled distance in real time**
- **The new program offers flexibility to customers in challenging times**

Kawasaki, Japan – Mitsubishi Fuso Truck and Bus Corporation (MFTBC; Headquarters: Kawasaki City, Kanagawa Prefecture; President and CEO: Hartmut Schick) and FUSO Financial, Mercedes-Benz Finance Co., Ltd, (FUSO Financial; Headquarters: Shinagawa-ku, Tokyo; President and CEO: Andreas Lehr) will start the FUSO Mileage Lease program in Japan from July 1st, 2021. FUSO Mileage Lease will be the first “pay-as-you-drive” leasing program in Japan and the Asia region. With driving distances recorded in real time through MFTBC’s telematics technology “Truckconnect®,” monthly leasing bills can be adjusted accordingly, to match customer needs. The new program provides customers a higher level of financial flexibility, which can be crucial in challenging times such as the current COVID-19 pandemic.



*Product images for illustration purposes only

In conventional leasing contracts, the regular payments are fixed at an agreed fee. FUSO Mileage Lease changes the status quo with a fee structure that consists of an adjustable, mileage-dependent bill that is combined with fixed monthly charge.

¹ Based on research by Mitsubishi Fuso Truck and Bus Corporation, as of June 2021.

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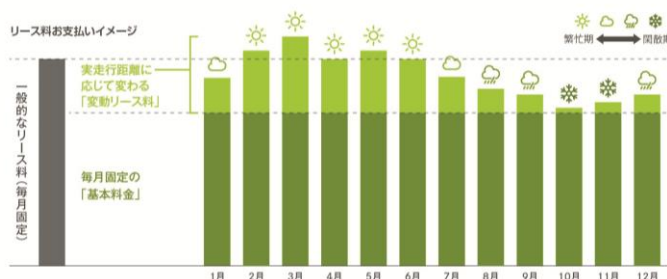
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For working vehicles such as trucks, driving distances are directly correlated with business demand. In other words, sales of logistics providers are generally higher in months where longer distances are covered. FUSO Mileage Lease allows businesses to save on leasing fees during slower months, thereby offering customers better control over their operational costs.



Visualization of conventional fixed lease fee (left bar in grey) compared with the FUSO Mileage Lease fees

FUSO Mileage Lease is supported by Truckconnect®, MFTBC's connectivity platform. With the consent of subscribed customers, Truckconnect® acquires real-time information from vehicles in operation, and keeps a record on a cloud-based databank. With Truckconnect®, MFTBC can accurately grasp the monthly mileage of running vehicles, allowing FUSO Financial to calculate the customized lease fee immediately.

As the global economic situation and the demand for ground logistics remain in flux in light of the novel coronavirus, truck operators are required to respond flexibly and promptly to unpredicted circumstances. MFTBC and FUSO Financial introduce this new FUSO Mileage Lease program as a business solution for customers requiring greater control and more financial options during challenging times.

"Mileage lease received many positive comments from customers and dealers during the pilot. It perfectly fits to our VUCA world and can give a peace of mind to many truck customers whose business is also changing month to month, not only due to changing economy but also due to pandemic" – Pawel Paluba, Sales & Marketing Director, FUSO Financial



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About Truckconnect®²

Truckconnect® is a telematics service that allows fleet operators to check vital information of a vehicle in real time. The information transmitted by activated trucks is stored in the cloud-based FUSO database via mobile network. By connecting to the dedicated web interface on a PC or smartphone, operators can grasp in the current location and status of a truck. The service can aid in speeding up the response time needed for vehicle issues, improve route efficiency, and promote safer driving.

Basic information on FUSO Mileage Lease

Service provider	FUSO Financial (Mercedes-Benz Finance Co., Ltd.)
Target vehicle	New FUSO trucks available in Japan (Please check with your local dealer for further details)
Lease period	3 or 5 years
Lease type	Closed-end lease (Vehicles must be returned at the time of expiration. Re-leasing is not available.)
Maintenance	Can only be combined with FUSO VALUE Basic
Notes	Truckconnect® services will be made available during the lease period.

MFTBC at a Glance

Based in Kawasaki, Japan, Mitsubishi Fuso Truck and Bus Corporation (MFTBC) is one of Asia's leading commercial vehicle manufacturers, with 89.29% of its shares owned by Daimler Truck AG and 10.71% by various Mitsubishi group companies. An icon in the Japanese commercial vehicle industry with a longstanding history of more than 85 years with its FUSO brand, MFTBC manufactures a range of commercial vehicles including light, medium, and heavy-duty trucks and buses, and industrial engines for over 170 markets worldwide. In 2017, MFTBC introduced the eCanter, the pioneering all-electric light-duty truck, and in 2019, the Super Great – Japan's first heavy-duty truck fitted with Level 2 Automated Driving Support Technology, a benchmark in the Japanese commercial vehicle market. MFTBC operates under the umbrella of Daimler Trucks Asia, together with its partner organization Daimler India Commercial Vehicles (DICV) in India. This strategic unit allows the entities to collaborate on areas such as product development, parts sourcing and production to provide the best value to customers.

Daimler Trucks Asia at a Glance

Daimler Trucks Asia (DTA), under Daimler Truck AG, is an organizational unit that jointly operates Mitsubishi Fuso Truck and Bus Corporation (MFTBC) – an icon in the Japanese commercial vehicle industry with more than 85 years of history with its FUSO brand – and Daimler India Commercial Vehicles (DICV), an up and rising challenger in the Indian market. DTA adopts a strategic business model that allows its group entities to collaborate on product development, production, exports, sourcing and research activity to provide innovative, cutting-edge and best value products to customers. DTA's vision is "to develop mobility solutions to embrace a better life for people and the planet", and is aligned with Daimler Truck's purpose, "For all who keep the world moving."

² Truckconnect® is a registered trademark of MFTBC.

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Fuso Financial at a Glance

FUSO Financial

FUSO Financial is a financial solution provider exclusively for Mitsubishi FUSO, operated by Mercedes-Benz Finance Co., Ltd, which is a financial, and mobility service brand of Daimler Mobility AG, a division of the Daimler Group. FUSO Financial utilizes its global experience and professional know-how in the commercial vehicle market to provide a wide range of custom-made, advanced and flexible mobility solutions. FUSO Financial supports customers by offering consulting services, financial planning, vehicle management services.

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