Welcome

Mercedes-Benz South Africa Debt Investor Call 2024

21 June 2024

Fixed Income Presentation Q1 2024

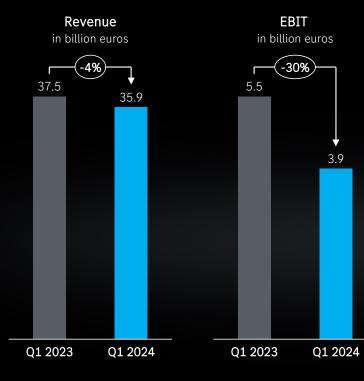
Mercedes-Benz Group AG

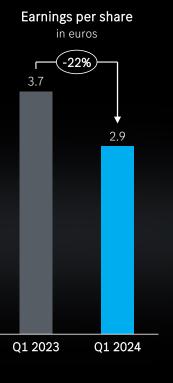
AGENDA

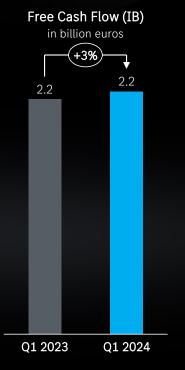
- I. Mercedes-Benz Group Review Q1 2024
- II. Outlook FY 2024
- III. Funding
- IV. Sustainability
- V. Luxury
- VI. Operating System

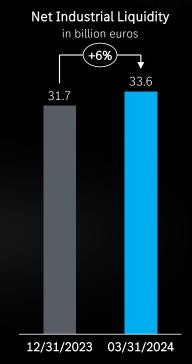
Mercedes-Benz Group: Key figures





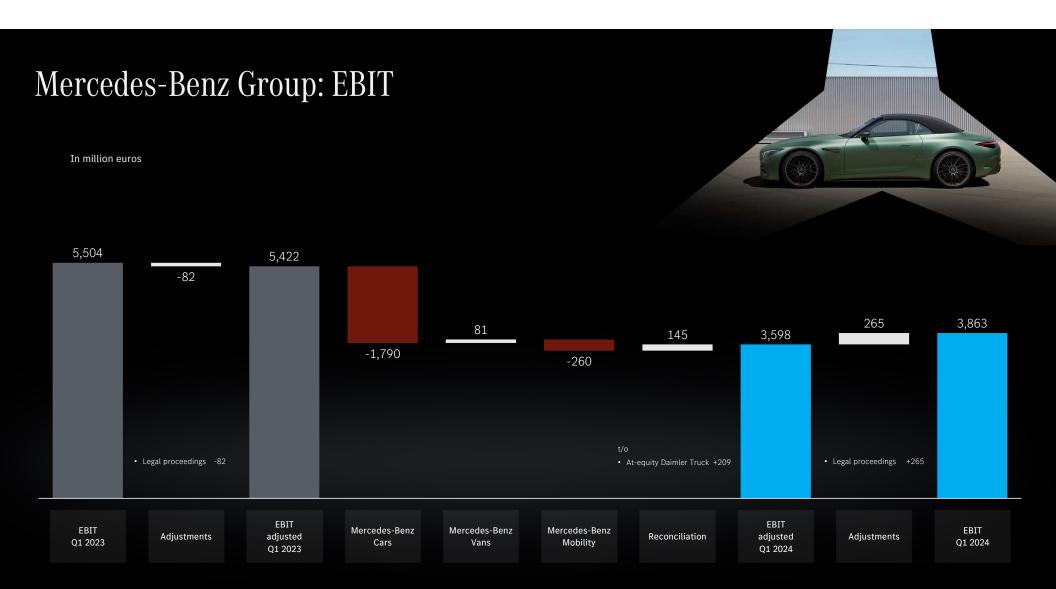






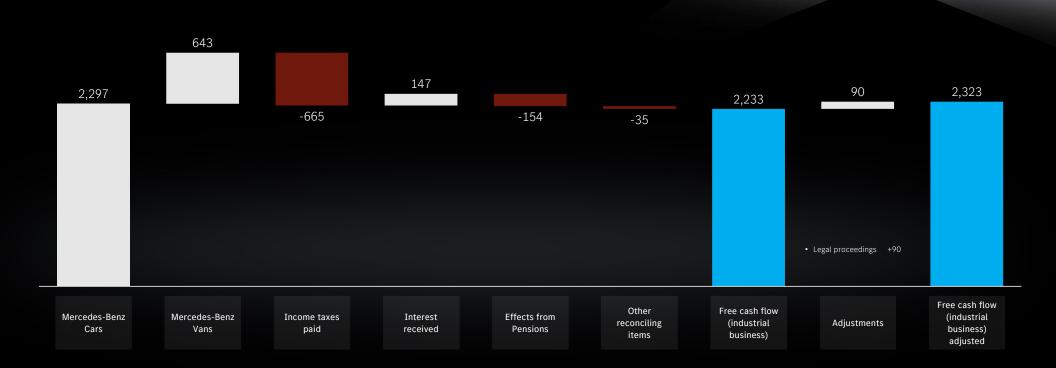
Mercedes-Benz

Fixed Income Presentation Q1 2024



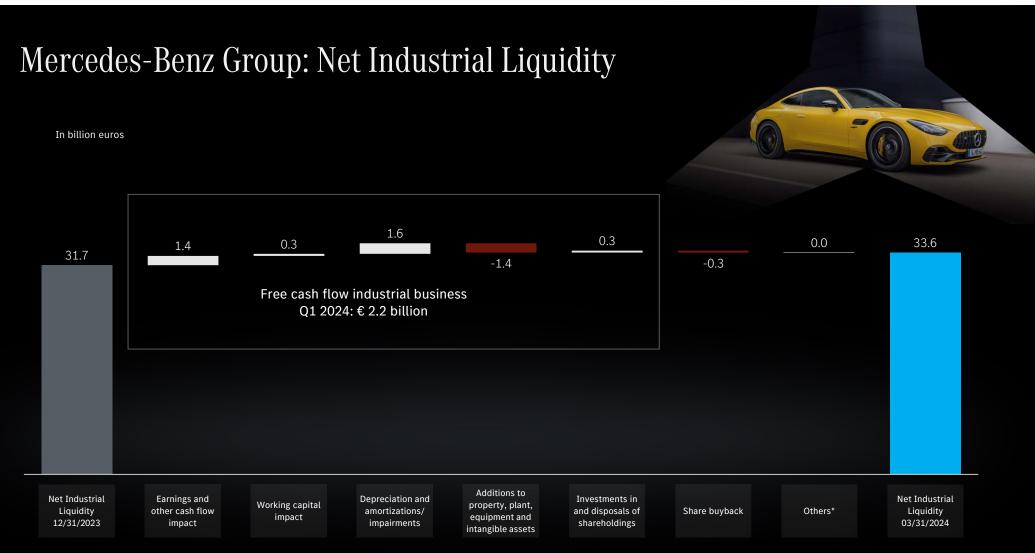
Mercedes-Benz Group: Reconciliation from CFBIT to Free Cash Flow

In million euros



Mercedes-Benz

Fixed Income Presentation Q1 2024



^{*} Mainly FX and MBM related effects

Capital Allocation



Capital Allocation Framework

Share Buyback Execution Update

Free Cash Flow IB

Dividend of approx. 40%

New Share Buybacks

In May 2024, EUR 3.0 bn share buyback to start.

From May 2024 onwards buybacks will be executed in parallel.

In Q1 2025, before AGM, buybacks expected to reach EUR 7.0 bn.

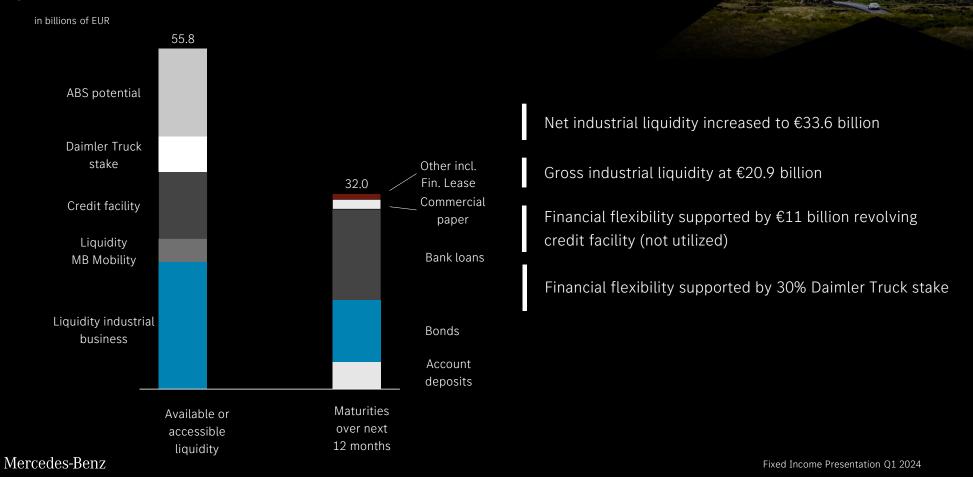


To date, EUR 2.3 bn acquired, EUR 4.7 bn to come.

General principle: With any share buyback program we will keep flexibility on the execution in case of unexpected market developments

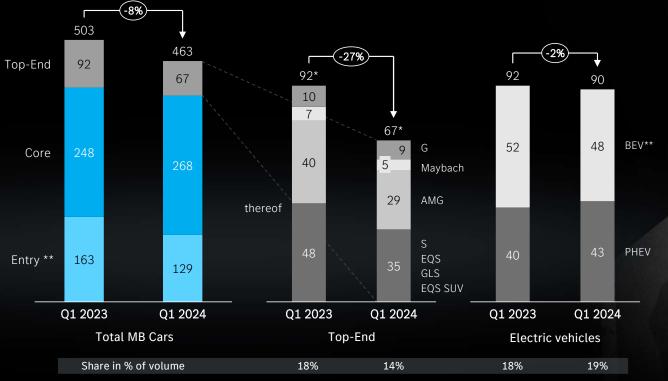
Mercedes-Benz Group: Financial flexibility over a 12-month period





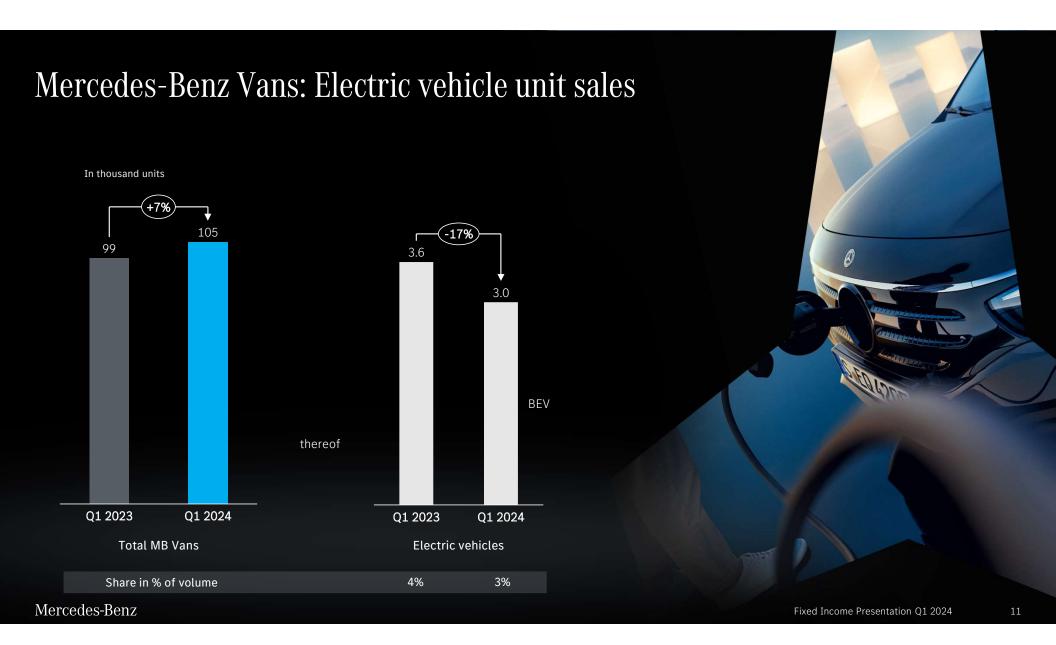
Mercedes-Benz Cars: Top-End and electric vehicle unit sales

In thousand units



w/o double counting (e.g. G63, S-Class, Maybach)

^{**} incl. smart



AGENDA

I.	Mercedes	-Benz	Group	Review	Q1	2024
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- II. Outlook FY 2024
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Mercedes-Benz Group Guidance 2024



MOTTAMILISSA

The assumptions regarding the economic situation and the development of automotive markets continue to be characterized by a degree of uncertainty. In addition to unexpected macroeconomic developments, uncertainties for the global economy and the business development of the Mercedes-Benz Group may arise in particular from geopolitical events and trade policy.

Revenue	At prior-year level
EBIT	Slightly below
Free Cash Flow (Industrial Business)	Slightly below

AGENDA

I. ,	Mercedes-	-Benz	Group	Review	Q1	2024
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Our funding strategy is built on strict principles

Targeting Financial Independence

No dependence from single markets, instruments, banks or investors

Diversification of funding sources and instruments: Bank Loans, Bonds, ABS, Commercial Paper

No Covenants and asset pledges, no Credit Support Agreements

Maximizing Financial Flexibility

Keeping prudent amount of Cash and Committed Credit Facility

New markets funded via global and local banks first

Early capital market funding to save credit capacity in growth regions

Stringent Global Funding Policy

Liquidity matched funding

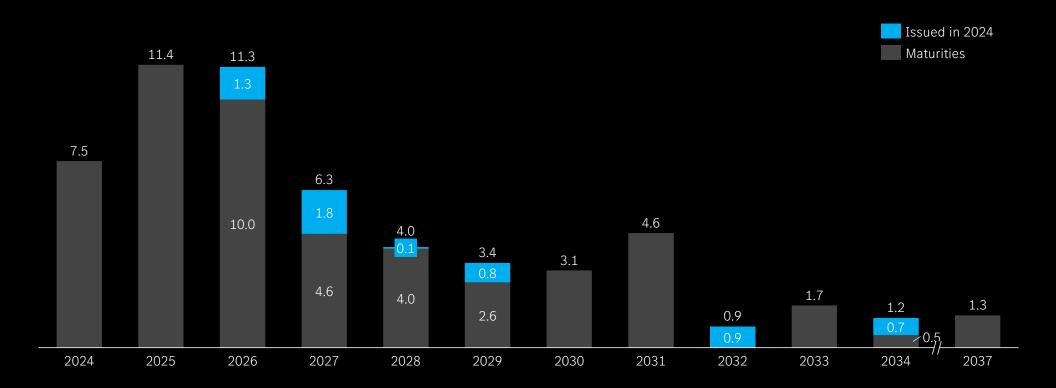
Interest rate matched funding

Currency matched funding

Country matched funding

Well balanced bond maturity profile

in billions of EUR as of 31st March 2024



Mercedes-Benz

Fixed Income Presentation Q1 2024

To ensure sustainable portfolio growth, we mitigate risk and volatility through a balanced mix of funding instruments



Mercedes-Benz Group's financial KPIs set to support a strong rating

	Agency	Long-term	Outlook	Short-term
	Standard & Poor	's: A	stable	A-1
	Moody's:	A2	stable	P-1
Current Ratings:				
2 3.1. 2.1.2 1.13.111.63.	DBRS:	А	stable	R-1 (low)
	Scope:	A+	stable	S-1+

Mercedes-Benz

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AGENDA

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The pace of the transformation is set by customers and market conditions

We continue to scale our EV business

F73%

BEV sales at Mercedes-Benz brand in 2023

We will be able to cater to different customer needs until well into the 2030s

as high as 50%

expected xEV* share of in the fleet of new vehicles at Mercedes-Benz Cars in 2nd half of this decade

We are moving forward with our Ambition 2039 and have the flexibility to meet all of our customers' needs well into the 2030s



Ambition 2039 - Our commitment to net carbon-neutrality¹

Supply chain



Production & logistics



Well-to-tank



Tank-to-wheel



End-of-life



2020: 49.7 t CO₂ emissions per vehicle, Mercedes-Benz Cars³

2023: 46.3 t CO₂ emissions per vehicle, Mercedes-Benz Cars³

2030: Targeted reduction by up to 50% by the end of this decade vs. 2020

2039: Net carbon-neutrality along the entire value chain in the new vehicle fleet

3 Incl. scope 1, scope 2 and selected scope 3 CO₂-emission categories concerning vehicle lifecycle

MMA FAMILY integrates technology from VISION EQXX the most efficient Mercedes we have ever built

Mercedes-Benz Electric Drive Unit (MB.EDU) with up to

 $93\,\%$ efficiency

Consumption of ~12 kWh/100 km





charging delivers up to 400 km range



Range of more than

750 km*



800 V system enables up to

300~kW DC charging

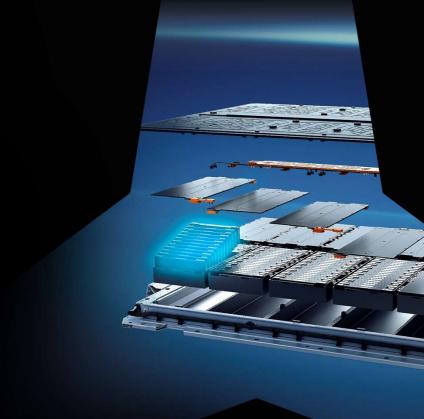
Together with our partners, we will expand our activities in battery cells and systems

Local-for-local strategy with partners and new cell factories around the world

Envision AESC

CATL

ACC



Mercedes-Benz Group ESG ratings performance



AGENDA

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Significant progress with our top-end vehicles and increasingly electric with even more conquest potential

+31% 250k to 328k

Top-end vehicle unit sales 2023 vs. 2019

~60%

Expected growth of top-end vehicle share of total Mercedes-Benz sales 2019-2026





Our game plan: generate returns consistent with our luxury status

What we are going to do

Focus on pricing power

Optimise product portfolio

Tap full potential of top-end segment

Exit lower margin products and channels

Control investment and capacity while driving up contribution margins



The financial Impact

Drive ASP higher

Find a superior operating equilibrium

Structurally higher profitability and improved margin resilience

Higher return on invested capital

We are creating new opportunities for profitable growth at the top-end of our product and brand portfolio





position as undisputed market leader





Maybach: redefining sophisticated luxury, e.g. rollout MM EQS SUV



AMG: pushing forward performance luxury with new AMG GT family

Mercedes-Benz Fixed Income Presentation Q1 2024 2

AGENDA

I.	Mercedes-	-Benz	Group	Review	Q1	2024
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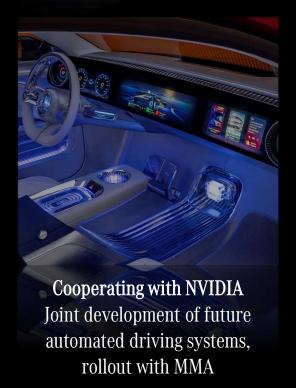
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Mercedes-Benz continues to pioneer advancements in automated driving

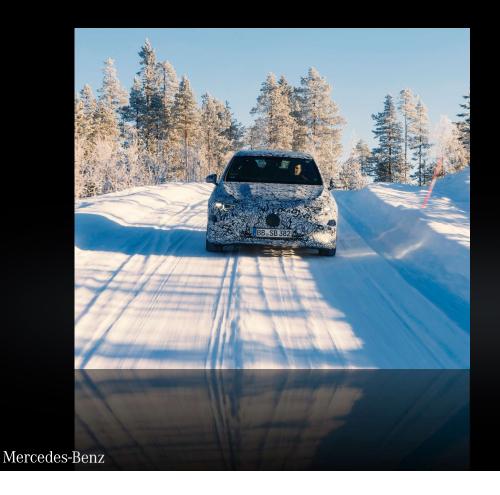


Launching Automatic Lane Change Function introduced in U.S. and China, Europe to follow soon





We are creating an exceptional digital experience



Own operating system MB.OS

Launch in 2025 with MMA

Chip-to-cloud architecture

High-end computers give full access to hard- & software

Next level infotainment

Human-like interaction with generative AI, expansion of digital offering, advanced graphics

Disclaimer

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 negative change in market conditions in our most important markets; a deterioration of our refinancing possibilities on the credit and financial markets; events of force majeure including natural disasters, pandemics, 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, customs and foreign trade provisions; changes in laws, regulations and government policies (or changes in their interpretation), particularly those relating to vehicle emissions, fuel economy and safety or to ESG reporting (environmental, social or governance topics); price increases for fuel, raw materials or energy; disruption of production due to shortages of materials or energy, labour strikes or supplier insolvencies; a shift in consumer preferences towards smaller, lower-margin vehicles; a limited demand for all-electric vehicles; a possible lack of acceptance of our products or services which limits our ability to achieve prices and adequately utilize our production capacities; 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; the resolution of pending governmental investigations or of investigations requested by governments and the outcome of pending or threatened future legal proceedings; and other risks and uncertainties, some of which are described under the heading "Risk and Opportunity Report" in the current Annual Report or in the current Interim 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.

Mercedes-Benz Fixed Income Presentation Q1 2024 3

Mercedes-Benz South Africa Overview & Manufacturing

Andreas Brand Chief Executive Officer Mercedes-Benz South Africa Ltd



Mercedes-Benz South Africa

Board of Directors and Executive Committee

ndependent on-Executive Directors



Wilfried Porth Chairperson of the Board



Ambassador Nozipho January-Bardill Independent Director



Sindi Zilwa Independent Director



Nontuthuko Mbhele Independent Director



Fikile de BuckIndependent Director



Dr. Phumzile Mlambo -Ngcuka Independent Director

Non-Executive Directors

Executive Directors & Executive Committee



Arno Van Der Merwe Non-Executive Director



Sagree Sardien Non-Executive Director



Andreas Brand
Group CEO &
Executive Director
Manufacturing
Mercedes-Benz



Mark Raine Co-CEO & Executive Director Passenger Cars



Taryn Woodbridge CFO & Executive Director Finance & Controlling



Abey Kgotle Executive Director Human Resources



Robert Hoffmann CEO Mercedes-Benz Financial Services South Africa



Nadia Trimmel Vice President Mercedes-Benz Vans



Denis PetersonGeneral Counsel and
Company Secretary

Corporate Governance

Ownership-Respect-Responsibility-Belonging





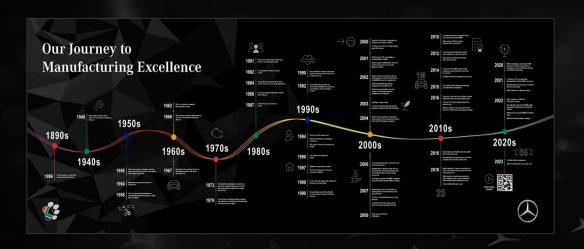


We shared it with the MBSA employees

+

We continue in cross-functional groups

65-year legacy in South Africa



OUR...

- ☐ Family Day
- ☐ Mandela Day Career Fair
- MBSA and friends Cycle Tour
- ☐ Supplier Day
- Stakeholder Dialogue
- ☐ OEMs in East London



Delivery despite volatility

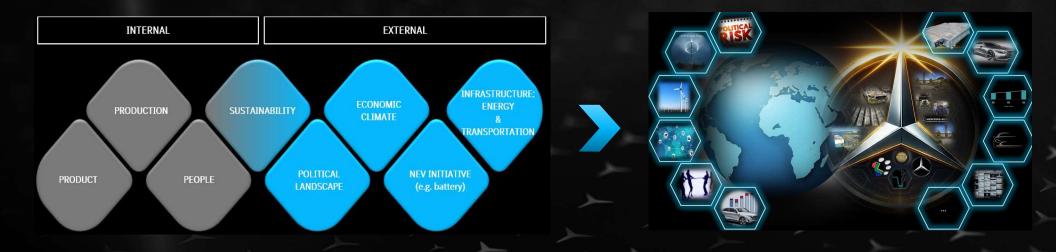






We kept our promise and delivered in a challenging environment

Internal and external aspects

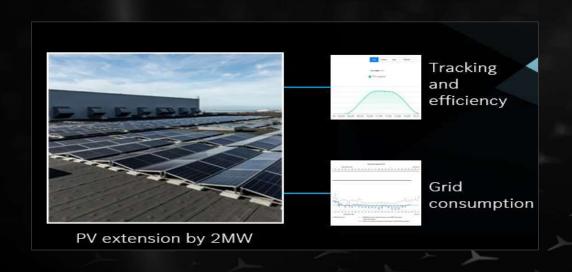


Stronger effort required for the future while staying flexible with our ICE + hybrid products

On Track Towards CO₂-Neutral Production



Further extension of Photovoltaic by 10MW additions







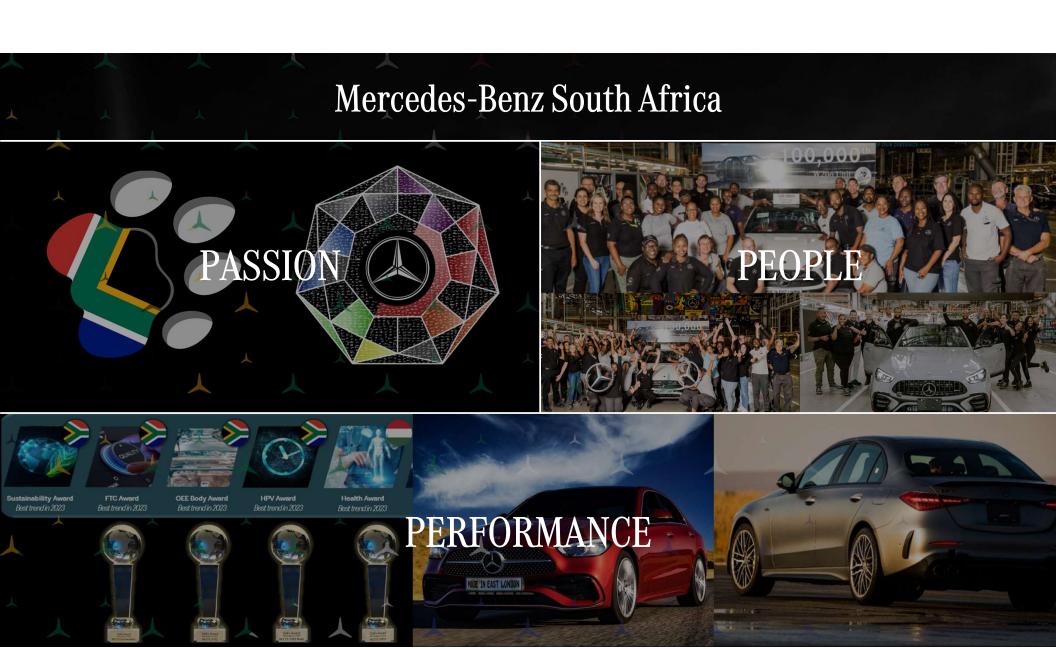


First time off grid in a non-peak-demand-period ...more to come

Product demand remains key-success factor



Our business model needs to be adjusted as we progress through a volatile year

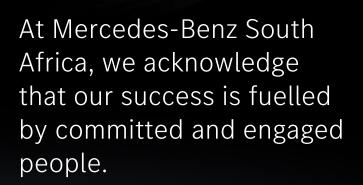


Mercedes-Benz South Africa Human Relations and Corporate Affairs

Abey Kgotle Executive Director Mercedes-Benz South Africa Ltd







The HR Strategy is a vehicle towards our shared vision

People are our business. We build the future.

RE-DESIGN

CLASS HR PRODUCTS AND SERVICES

RE-SHAPE

STREAMLINING OUR ORGANIZATION IN A **RESPONSIBLE WAY**

RE-SKILL

DEVELOPING FUTURE-QUALIFICATION AND SKILLS

RE-CHARGE

DEFINING THE MERCEDES-BENZ WAY AS AN EMPLOYER

RE-INVENT

HR AS A WHOLE FOR **PROVIDING BUSINESS EXCELLENCE**



CUSTOMER ORIENTATION



PURPOSE DRIVEN



AGILITY



EMPOWERMENT





DRIVEN TO WIN



PIONEERING SPIRIT



LEARNING



CO-CREATION

SUSTAINABILITY, INTEGRITY AND DIVERSITY AS OUR FOUNDATION.

Top Employer





Mercedes-Benz South Africa is certified as a Top Employer for the eighth consecutive year and retained a spot in the Top 10 in South Africa

Re-designing Our Operating Model

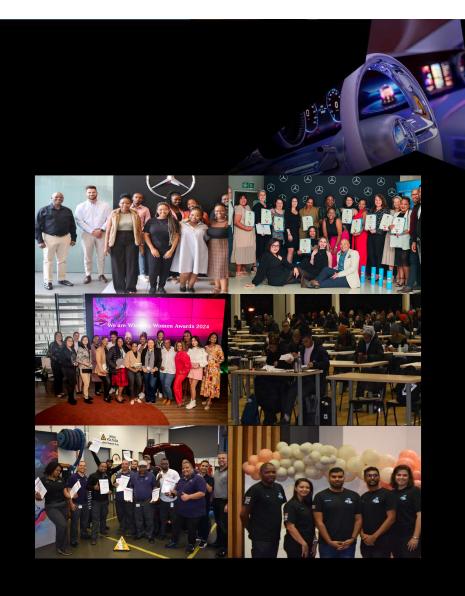




In our quest towards sustainability, Mercedes-Benz South Africa is implementing a process to facilitate a structure aligned to business requirements

Employee Development

We invest in the development of people and strike a balance between leadership and technical competence



Our Transformation Approach



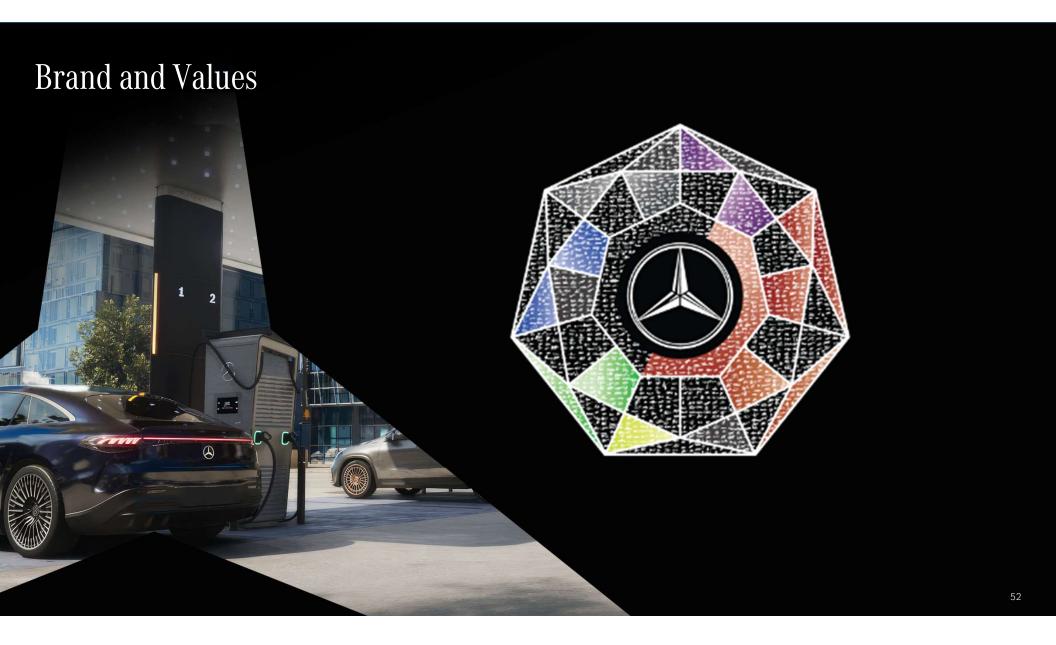


Socio-economic transformation is a business imperative, as we intentionally strive to grow our impact footprint

Corporate Social Responsibility

Corporate Social
Responsibility at MercedesBenz South Africa further
enables our socioeconomic impact within our
communities



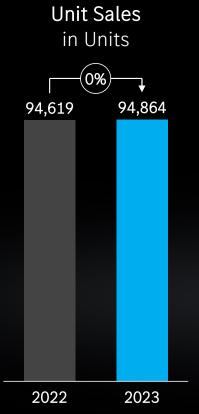


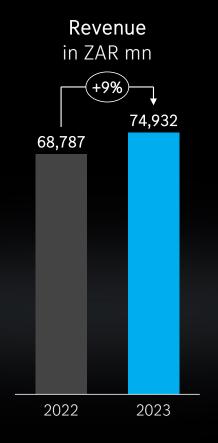
Mercedes-Benz South Africa Financial Results

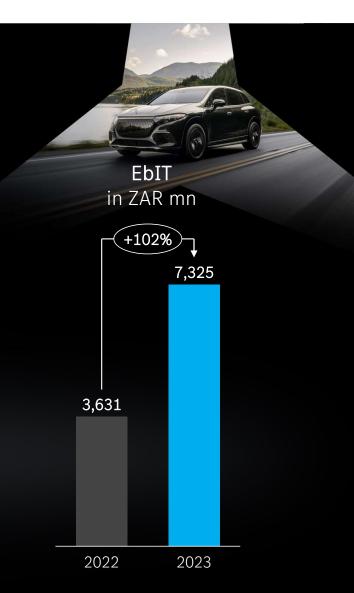
Taryn Woodbridge Chief Financial Officer Mercedes-Benz South Africa Ltd



Mercedes-Benz South Africa Key Figures*

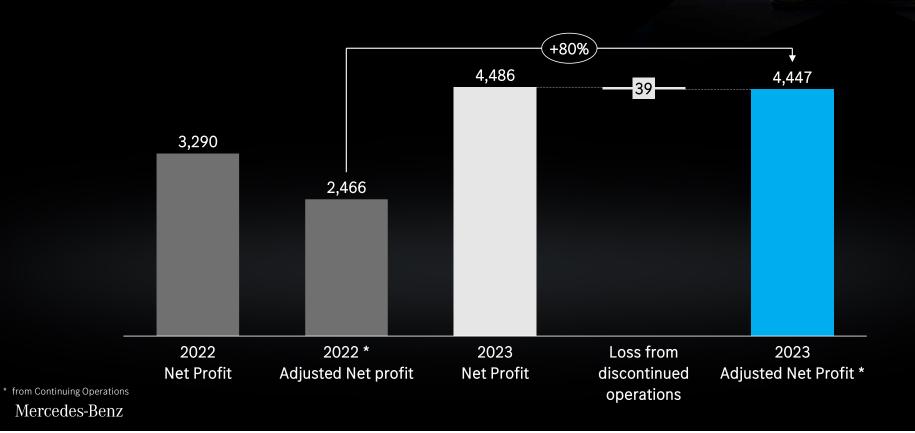




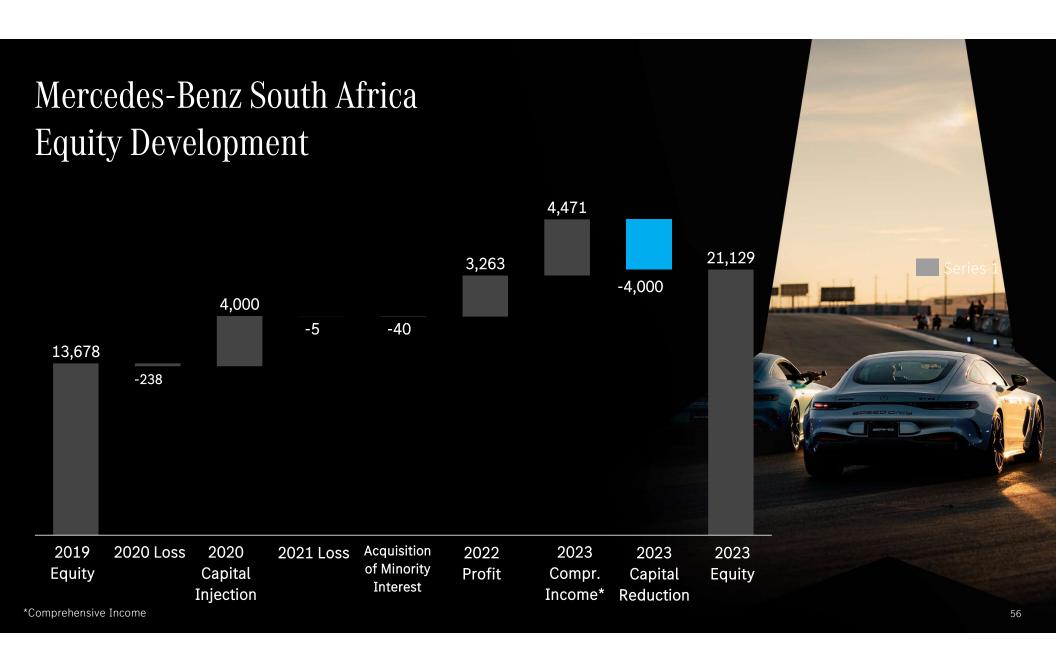


* Key Figures for Continuing Operations only

Mercedes-Benz South Africa Adjusted Net Profit



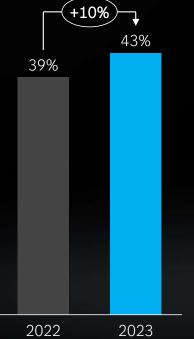
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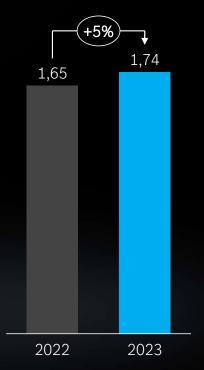
Mercedes-Benz South Africa Financial Position

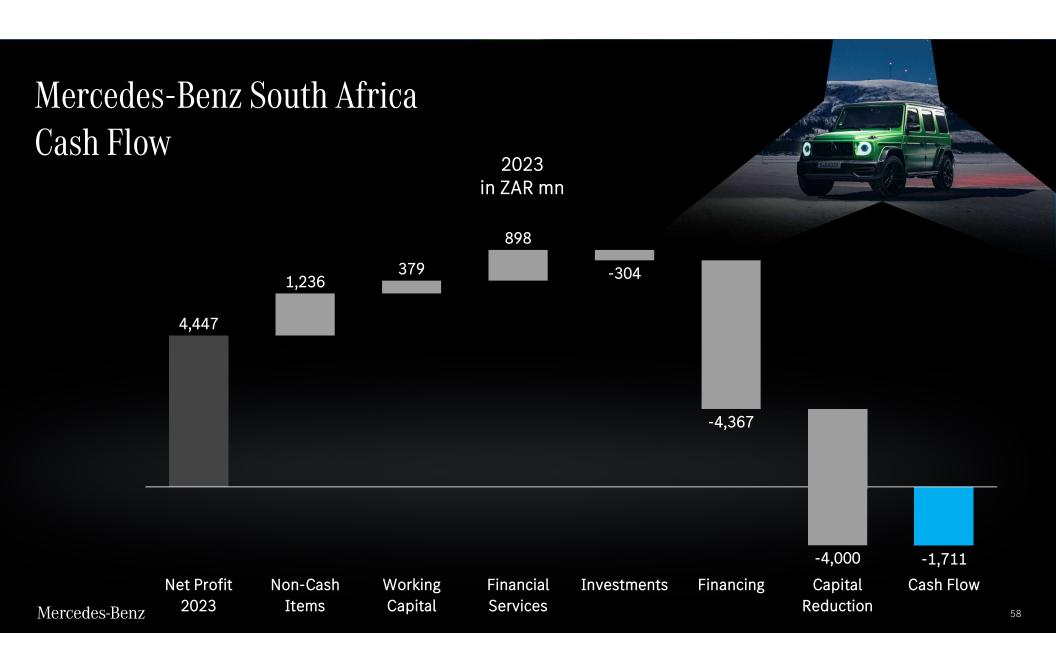


Capital Ratio



Solvency Ratio

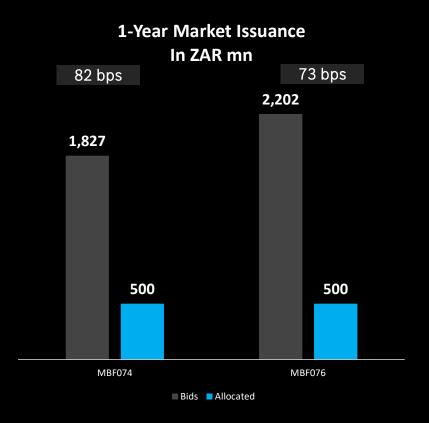


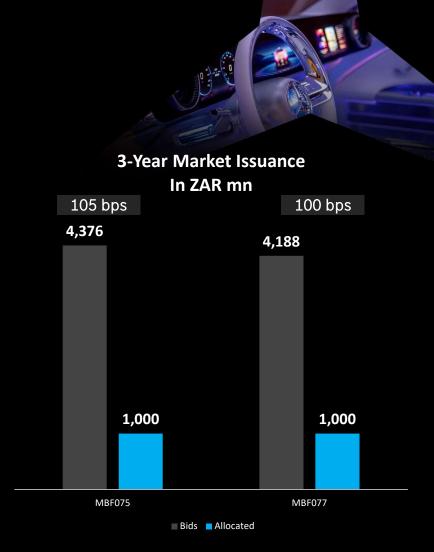






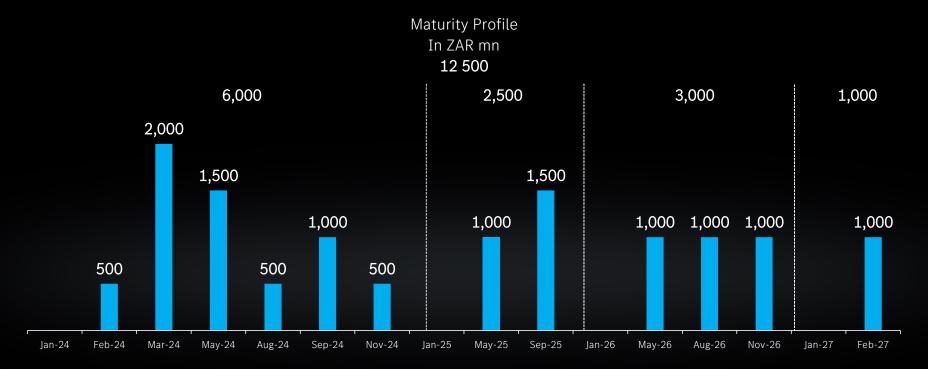
Mercedes-Benz South Africa Funding Highlights





Mercedes-Benz South Africa Maturity Profile





Mercedes-Benz South Africa Auction Announcement



More to follow in the latter part of 2024!!!

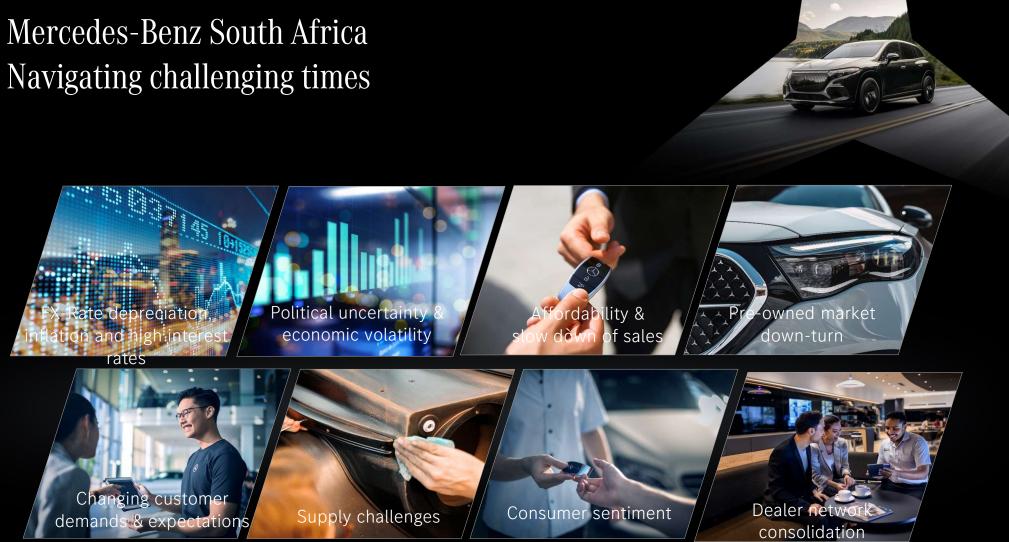


Mercedes-Benz South Africa Business Update for Mercedes-Benz Cars

Mark Raine Co-CEO and Executive Director Mercedes-Benz South Africa Ltd







Mercedes-Benz South Africa Key Accomplishments



Launch of the new GLC & strategic SUV market offensive

Continuation of Mercedes-EQ roll-out

Best-ever Mercedes-Maybach sales

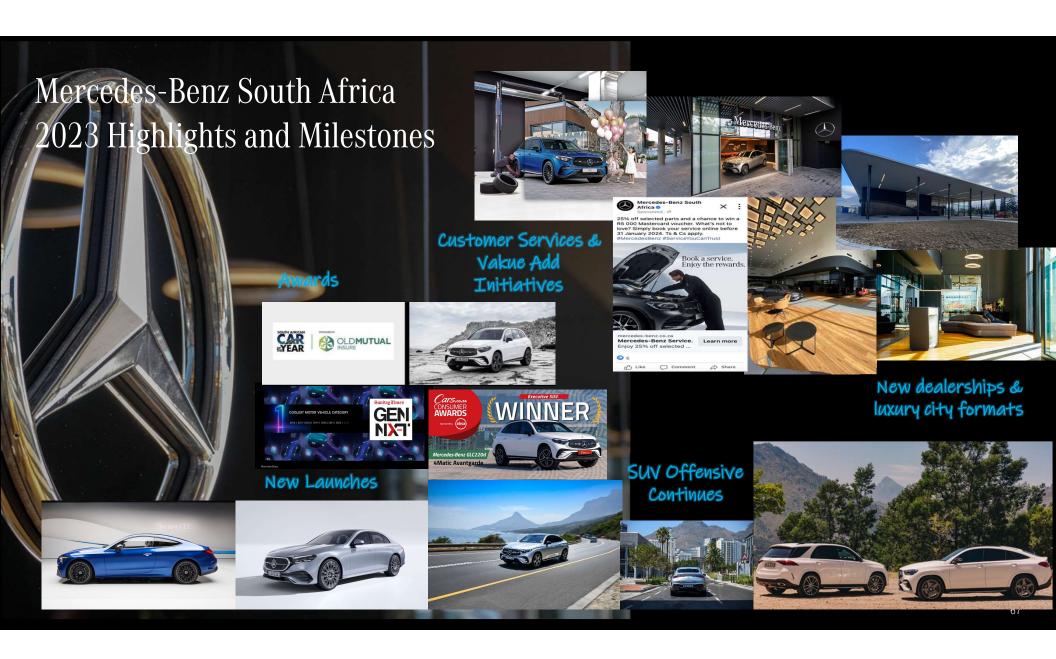
Roll-out new digital elements Sales & Customer Services

+15% in Parts Business growth

Profitable agent network

Ongoing investment into Retail touchpoints and new Formats

Continuous development and upskilling of staff



Mercedes-Benz South Africa Strategic Roadmap & Key Priorities

These priorities serve as our guiding principles, empowering us to adapt and innovate to ensure sustainable success

Pursue a sustainable business volume and growth path

Execution of Luxury Strategy

Customer centricity and enhanced ownership experience

Electrification & first class products

Transformation & digtalisation

Agile and sustainable network footprint strategy

Pursue a sustainable profitability across entire value chain

Invest in our People

Mercedes-Benz South Africa Strategy going forward remains

Transformation eCommerce & go electric!

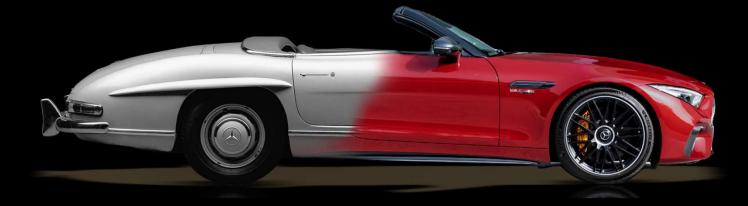
Execution Luxury Strategy & Drive profitable growth...

Product offensive!











Mercedes-Benz South Africa We have the right foundation

to accelerate the execution of our strategic imperatives, towards the next level of transformation for Mercedes-Benz



The Strategy is set!
Now it is time to execute consistently

Mercedes-Benz South Africa Outlook 2024

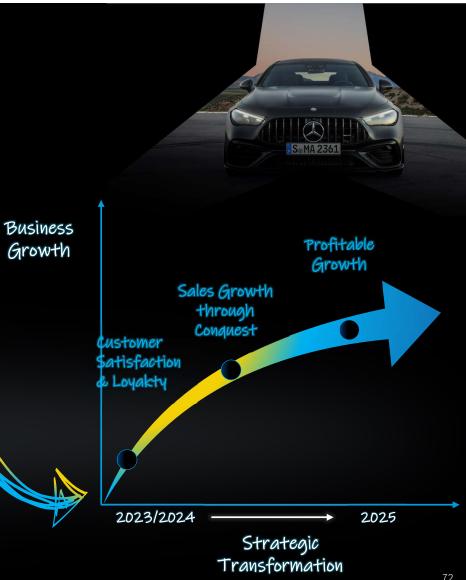
Magnificent new products

Consumer orientation & centricity

Transformation & Digitilisation

Fascinating customer events

Strong market orientated campaigns



Mercedes-Benz South Africa Mercedes-Benz Vans

Nadia Trimmel

President: Mercedes-Benz Vans Mercedes-Benz South Africa Ltd

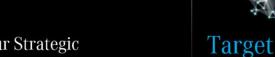


Mercedes-Benz Vans Strategy

Our Goal

We offer the world's most desirable vans and services

Our Strategic Pillars



premium segments and focus on profitable growth



Embrace

customers and grow lifetime revenues



Lead

in electric drive and digital experience



Lower

total cost base and improve industrial footprint

Guided by economic, environmental and social sustainability



Our Guiding Principles

Accelerated by digitalization and data-driven business

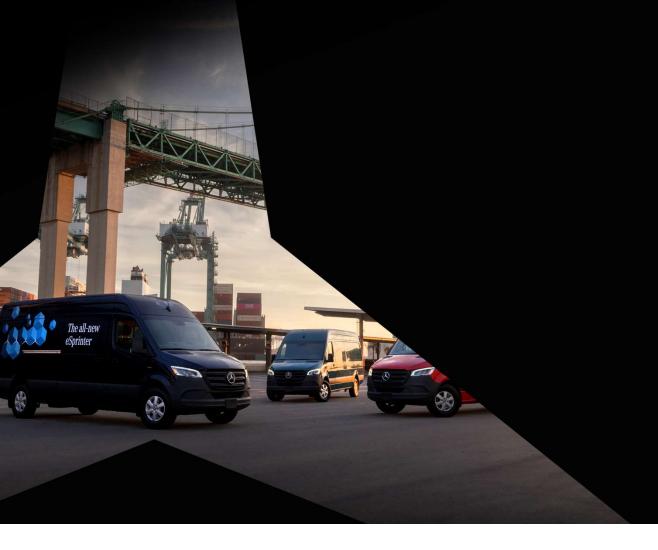


Driven by a highly qualified and motivated team

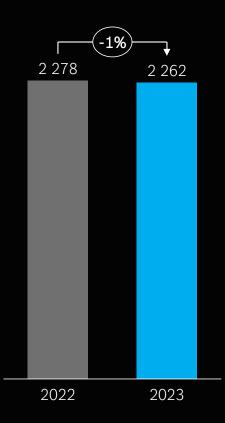


Mercedes-Benz

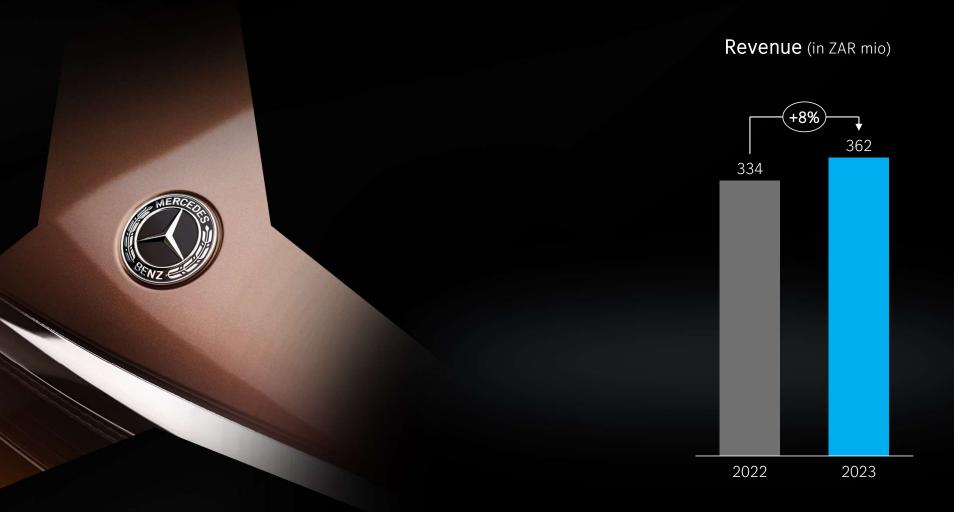
Mercedes-Benz Vans Sales Performance



Unit Sales



Mercedes-Benz Vans Service and Parts Performance



Mercedes-Benz Vans Product Highlights

V-Class - Still the #1 MPV!





Inkanyezi – only local OE conversion!

V-Class - most coveted model in earned media!





Sprinter - #1 for nearly 3 decades!

Coming Soon...

Sprinter Model Year '24 line-up

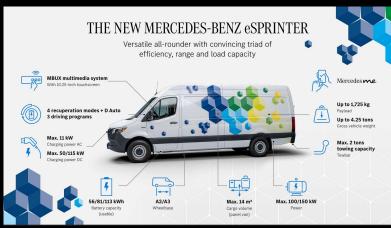




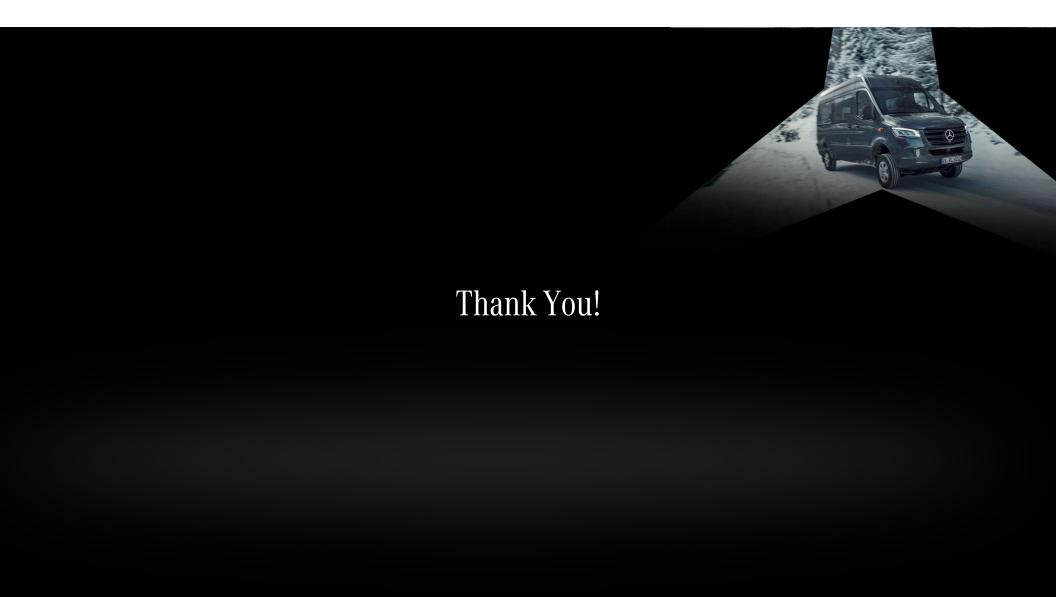
All New Vito

All New V-Class





eSprinter



Mercedes-Benz Financial Services South Africa Financial and Operating Results

Robert Hoffmann Chief Executive Officer Mercedes-Benz Financial Services South Africa (Pty) Ltd

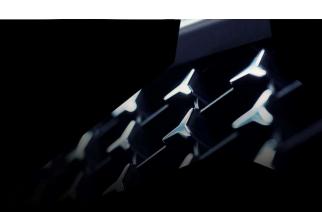


Mercedes-Benz Financial Services South Africa Overview Key Results



Portfolio	EbIT	RoE	CoCR	NPL	Restructured Portfolio	Restructured NPL
12 966 ZAR mn	36.8 ZAR mn	3.6%	1.9 %	5.1 %	390 ZAR mn	18.0 %
(2022: 13 512)	(2022: -1.5)	(2022: -0.1%)	(2022: 2.2%)	(2022: 4.0%)	(2022: 702)	(2022: 14.2%)

Mercedes-Benz Financial Services South Africa Business Share







49.7%

% (2022: 43.2)



MERCEDES-BENZ VANS

41.7%

% (2022: 30.9)

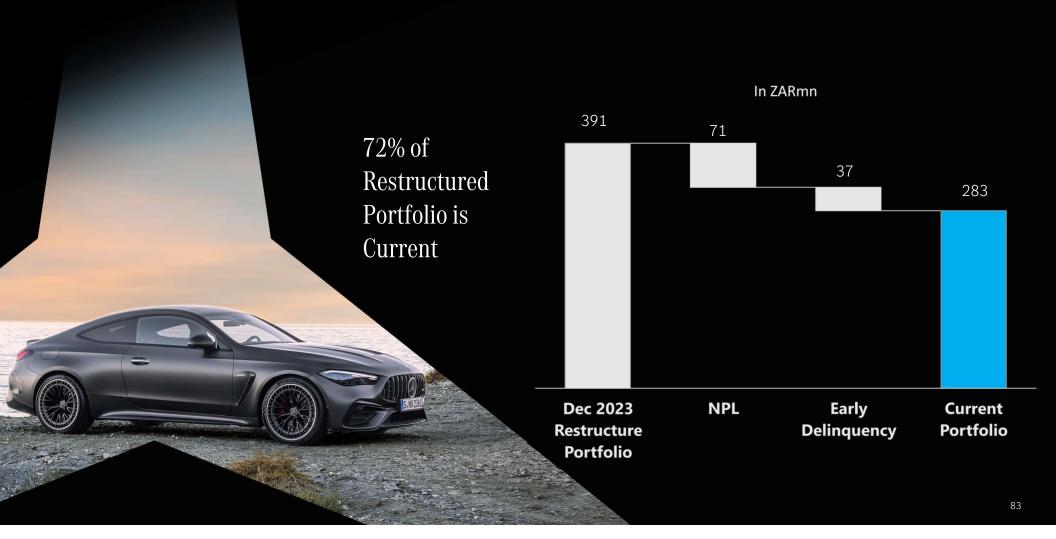


PC INSURANCE

21.7%

% (2022: 27.5)

MBFS Restructured Portfolio



Mercedes-Benz Financial Services South Africa Key Digital KPIs 2023



Automated credit decision ratio	Automated Contract Preparation and Signature	Automated Customer Services	Automated Payments	Automated Early Collections
51.1%	65.7%	15.0%	89.9%	39.0%
(2022: 52.4%)	(2022: 25.4)	(2022: 22.8)	(2022: 91.0%)	(2022: 38.5%)

Our Sales Initiatives & Customer Retention Measures

Increasing New Car Penetration:

- We actively increase our share of finance business with attractive campaigns to excite our customers.
- Our proactive collaboration with our network is supported by attractive Incentive schemes

Customer centricity comes to life with Trade Cycle Management tools and the continuation of our attractive Customized Loyalty Offer:

- Complimentary 2 month insurance
- Discounted Settlement
- 0.5% Rate Reduction (with finance & insurance

Our Focus on Used Business:

- Enhanced contract terms for used car customers
- Finance of other Brands
- Customer Loyalty Offer



Our seamless Customer journey is supported by:

- The integration of Finance & Leasing products at Point of Sale
- Our updated Online Store
- Our collaborative approach to Retention

Mercedes-Benz Financial Services Strategy



Thank you for attending the Mercedes-Benz South Africa Debt Investor Call 2024!

Please direct any questions to

MBSA_Investor_Engagement@mercedes-benz.com

