

Key Figures of Daimler Trucks

	2017	2016
Revenue	35,707	33,187
EBIT	2,380	1,948
Investment in property, plant and equipment	1,028	1,243
Research and development expenditure	1,322	1,265
thereof capitalized development expenditure	45	57

in million EUR

Employees (December 31)	2017	2016
Total	79,483	78,642
Germany	30,424	31,405
United States	15,002	13,823
Rest of world	34,057	33,414

Sales (Einheiten)	2017	2016
Total	470,700	415,100
EU30	82,300	79,800
thereof: Germany	31,700	31,500
United Kingdom	9,100	8,100
France	8,200	8,000
NAFTA	165,000	145,700
thereof: United States	140,200	121,600
Latin America (excluding Mexico)	30,500	27,500
thereof: Brazil	13,400	12,100
Asia	148,600	125,400
thereof: Japan	44,800	46,400
Indonesia	42,700	28,000
For information:		
BFDA (Auman Trucks)	112,400	77,800
Total (including BFDA)	583,100	492,900

Major markets of Daimler Trucks (units)

	2017	2016
1. United States	140,200	121,600
2. Japan	44,800	46,400
3. Indonesia	42,700	28,000
4. Germany	31,700	31,500
5. India	16,700	13,100
6. Canada	13,500	11,100
7. Brazil	13,400	12,100
8. Turkey	11,800	9,300
9. Mexico	11,400	13,000
10. UAE Dubai	10,000	6,200

Daimler Trucks employees (31.12.)

	From Daimler Trucks	On Site
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Daimler Trucks in Europa

Stuttgart	4,462	-
Wörth	10,244	10,357
Mannheim	4,738	5,117
Kassel	2,833	2,851
Gaggenau	4,976	6,433
Aksaray (Turkey)	1,829	1,829
Molsheim (France)	546	546
Tramagal (Portugal)	346	346

Daimler Trucks in Latin America

São Bernardo do Campo (Brazil)	7,085	7,085
Juiz de Fora (Brazil)	696	696

Daimler Trucks in NAFTA

Portland (United States)	2,844	2,844
Cleveland (United States)	1,844	1,844
Mount Holly (United States)	1,568	1,568
Redford (United States)	2,497	2,497
High Point (United States)	1,944	1,944
Santiago Tianguistenco (Mexico)	2,716	2,716
Saltillo (Mexico)	3,425	3,425

Daimler Trucks in Asia

Kawasaki (Japan) ¹	3,458	3,458
Chennai (India)	3,624	3,624

¹Incl. other small locations in Japan

The Brands



The Brands: Six strong vehicle brands and strong service brands are gathered under the umbrella of Daimler Trucks. All over the world, we offer our customers tailored applications and pioneering technologies in our products.

Mercedes-Benz: As a part of the Daimler Trucks division, Mercedes-Benz Trucks has stood for top quality for more than 120 years. The brand is a synonym for top-class product and service quality, cost-effectiveness, reliability, and sustainability, as summed up by our slogan “Trucks you can trust.” Whether customers need vehicles for long-haul operations, construction site use, or distribution transportation, Mercedes-Benz offers all customers the right solutions in the light, medium, and heavy-duty segments. The pioneering spirit at Mercedes-Benz Trucks has repeatedly generated groundbreaking innovations – from efficient drive systems and driverless driving to active and passive safety systems.

Freightliner Trucks: Freightliner Trucks manufactures Class 5 to 8 trucks for a broad range of commercial vehicle applications. The company focuses on innovation, state-of-the-art technology, and a customer-focused approach that make it the best-selling brand of Class 8 trucks in North America. The New Cascadia, which will be produced beginning in the first quarter of 2017, is the brand’s flagship vehicle for long-distance road haulage. The products in the vocational segment encompass a wide range of individually configurable vehicles for many different applications.

Western Star: The large number of different configuration possibilities ensures that Western Star trucks are tailored to their customers’ needs. Western Star has been an important manufacturer of heavy-duty trucks for special and long-distance transportation tasks for more than 50 years. The brand is synonymous with robustness, customization, and high performance. The striking vehicles are ideally suited for offroad applications, which clearly makes them “serious trucks.”

Detroit: Through its components’ brand “Detroit,” Daimler Trucks North America (DTNA) offers a completely integrated drivetrain that is entirely developed and produced in-house. For the customers’ benefit, the powertrain components (engines, axles, and transmissions) are optimally coordinated with one another.

Thomas Built Buses: The comprehensive range of light to medium-duty buses from Thomas Built Buses is geared toward a variety of target groups, including schools, daycare centers, recreation

centers, transportation companies, and special markets. All the buses are individually manufactured in line with the customer’s wishes and sold through independent dealerships all over North America. As the leading manufacturer of school buses, Thomas Built Buses is committed to sustainability. In this respect, the company focuses on innovative vehicles that meet the highest standards for sustainability, safety, and reliability. Thomas Built Buses celebrated its centenary in 2016.

FUSO: The FUSO brand has made a name for itself as a quality-conscious manufacturer, and its reputation now extends well beyond Asia, the Middle East, and Africa. The vehicles developed and produced by FUSO impress customers with their great cost-effectiveness. FUSO offers extremely customer-focused and comprehensive spare parts and workshop services for its trucks and buses. Mitsubishi Fuso Truck and Bus Corporation is an integral part of Daimler Trucks. It plays an important role as the competence center for light-duty trucks and the development of electric trucks. Thanks to the new product brand E-FUSO Mitsubishi FUSO Truck and Bus Corporation (MFTBC) is the world’s first manufacturer to have a separate brand for electric trucks and buses.

BharatBenz: In 2011 Daimler introduced its first brand that is tailored to a specific market. Known as BharatBenz, the brand offers a selection of state-of-the-art trucks with a GVW of 9 to 49 tons. The products are manufactured locally for the Indian market.

The Daimler Trucks **Service brands** enable the vehicles from Daimler Trucks to be consistently connected to all of the players involved in the logistics and transportation process.

The digital service **Mercedes-Benz Uptime** represents the intelligent and, above all, predictive connectivity of vehicle, Mercedes-Benz Service and the customer’s transport company. The networking module transfers the truck’s data to the Uptime-server in the Mercedes-Benz service organisation. Here the data are continuously monitored, interpreted within a matter of seconds and, if necessary, specific action recommendations are issued. Critical states in the truck and the trailer can thus be detected at an early stage and preventive maintenance or repairs carried out – reducing the likelihood of breakdowns and dormant vehicles. The service requires installation of the Truck Data Center. This connectivity module continuously monitors the status of the vehicle systems, in addition to sending and receiving data in real-time.

The subsidiary **Fleetboard** has been setting telematics standards for Mercedes-Benz since 2000 and is one of the most successful and innovative providers of fleet services worldwide. Fleetboard offers a wide variety of individual services related to fleet, order, and driver management, which customers can put together as needed.

Detroit Connect is the first telematics solution in the United States and Canada that can identify the causes of fault messages while the vehicle is in motion.

Now the FUSO Super Great flagship vehicle is also connected to a strong service platform. **Truckconnect** enables customers and fleets to call up important vehicle information at any time and to actively counter potential problems.