

9M 2024

AT A GLANCE

Incoming orders on
prior-year level with
0%
change

Unit sales
2%
lower at
245,384 vehicles

Sales revenue rose
by 3% to around
€35.3
billion

Adjusted operating
result €332 million
higher at around
€3.3
billion

Increase in
adjusted
operating return
on sales to
9.3%

	9M 2024	9M 2023	Change
Trucks and buses (units)			
Incoming orders	189,769	189,611	0%
Unit sales	245,384	249,475	-2%
of which trucks	205,233	207,078	-1%
of which buses	20,843	22,502	-7%
of which MAN TGE vans	19,308	19,895	-3%
TRATON GROUP			
Sales revenue (€ million)	35,253	34,176	3%
Operating result (adjusted) (€ million)	3,261	2,929	332
Operating return on sales (adjusted) (in %)	9.3	8.6	0.7 pp
Earnings per share (€)	4.12	3.88	0.24
Active workforce ¹	105,933	103,621	2,312
TRATON Operations			
Sales revenue (€ million)	34,266	33,352	3%
Operating result (adjusted) (€ million)	3,570	3,113	457
Operating return on sales (adjusted) (in %)	10.4	9.3	1.1 pp
Primary R&D costs (€ million)	1,748	1,552	13%
Capex (€ million)	1,042	854	22%
Net cash flow (€ million)	1,344	2,403	-1,059
TRATON Financial Services			
Sales revenue (€ million)	1,409	1,158	22%
Operating result (adjusted) (€ million)	158	221	-63
Operating return on sales (adjusted) (in %)	11.2	19.1	-7.9 pp
Return on equity (in %)	10.9	7.9	3.1 pp

¹ As of September 30, 2024, and December 31, 2023

CONTENTS

Course of Business

- 4**
Material Events
- 5**
Incoming Orders and Unit Sales by Country,
TRATON Operations
- 7**
Condensed Income Statement
of the TRATON GROUP
- 9**
Segments of the TRATON GROUP
- 11**
Net Cash Flow
- 12**
Capital Expenditures, TRATON Operations
- 12**
Primary Research and Development Costs,
TRATON Operations
- 13**
Net Liquidity/Net Financial Debt
- 14**
Report on Expected Developments

Selected Financial Information

- 15**
Income Statement
- 16**
Condensed Statement of Comprehensive Income
- 17**
Balance Sheet
- 19**
Statement of Cash Flows
- 21**
Contingent Liabilities and Commitments
- 21**
Segment Reporting
- 23**
Financial Calendar



It's not individual strength that helps a swarm of birds to thrive, but the fact that they work together toward a common goal. This is also true when it comes to transforming transportation and further underlined by our TRATON purpose: Transforming Transportation Together. For a sustainable world.

TRATON SE is a European stock corporation (Societas Europaea) incorporated under German law and admitted to trading on the Frankfurt Stock Exchange as its primary and the Nasdaq Stockholm as its secondary stock exchange. This Interim Statement was prepared in accordance with section 53 of the Exchange Rules for the Frankfurter Wertpapierbörse (FWB). Any deviations from the Guidance Note for Preparing Interim Management Statements issued by the Nasdaq Stockholm are described and explained on our website at www.traton.com. This Interim Statement does not constitute an interim financial report as defined in International Accounting Standard (IAS) 34 *Interim Financial Reporting* and has not been reviewed by an auditor.

This Interim Statement contains certain forward-looking statements for the remaining months of fiscal year 2024. A range of known and unknown risks, uncertainties, and other factors may result in the actual results, financial position, development, or performance of the TRATON GROUP differing materially from the estimates given here. Such factors include those that TRATON has described in published reports. These reports are available on our website at www.traton.com. The Company does not assume any obligation to update such forward-looking statements or to adapt them to future events or developments.

The figures relating to net assets, financial position, and results of operations were prepared in accordance with International Financial Reporting Standards (IFRSs), as adopted by the European Union. All figures shown are rounded, so minor discrepancies may arise from addition of these amounts. Comparable prior-year figures are presented in brackets alongside the figures for the fiscal year under review. The current definition of the key performance indicators can be found in the annual report published for the previous year. This report can be downloaded from our website at www.traton.com/publications.

COURSE OF BUSINESS

4 Course of Business

4 Material Events

- 5 Incoming Orders and Unit Sales by Country, TRATON Operations
- 7 Condensed Income Statement of the TRATON GROUP
- 9 Segments of the TRATON GROUP
- 11 Net Cash Flow
- 12 Capital Expenditures, TRATON Operations
- 12 Primary Research and Development Costs, TRATON Operations
- 13 Net Liquidity/Net Financial Debt
- 14 Report on Expected Developments

15 Selected Financial Information

Material Events

Despite a slight decline in unit sales, the TRATON GROUP generated sales revenue of €35.3 billion (9M 2023: €34.2 billion) in the reporting period, up 3% year-on-year. Operating result (adjusted) was €3.3 billion (9M 2023: €2.9 billion), which increased operating return on sales (adjusted) by 0.7 percentage points, from 8.6% to 9.3%.

IAA Transportation, the leading trade fair for logistics and the transportation sector, was held in Hannover in September 2024. Two TRATON GROUP brands presented a wide range of products during the fair. Scania showcased its versatile fleet, including the Scania Super 460 R, which won the German Green Truck Award. Among the vehicles presented by MAN were the 12-tonne eTGL and the new MAN hTGX with hydrogen-powered engine. The brands also presented digital and financial services, along with services covering all aspects of charging battery electric vehicles.

Navistar Inc. was renamed International Motors, LLC (International) on October 1, 2024. At the same time, the Navistar brand was renamed International and the former Navistar Sales & Services segment was renamed International Motors.

TRATON took the next steps on its journey to expand the TRATON Financial Services segment into a global captive financial services entity. TRATON Financial Services

acquired rights to the future MAN Financial Services business in several countries and began operations in the reporting period. Following the acquisition of the MAN financing business in Austria by the TRATON Financial Services segment, the TRATON GROUP's financial services receivables increased by approximately €190 million and liabilities by approximately €170 million.

In February, the Executive and Supervisory Boards of TRATON SE decided to strengthen Group-wide research and development as well as brand-specific development. To do this, significant parts of the research and development departments of the individual brands are being merged into a cross-brand organization. This new structure will drive forward the development of the TRATON Modular System with the aim of delivering sustainable, efficient, and connected transportation solutions to the market.

At its meeting in February, the Supervisory Board of TRATON SE extended the contracts of TRATON GROUP Executive Board members Alexander Vlaskamp and Mathias Carlbaum by five years, in each case until 2029.

On December 31, 2023, Volkswagen Finance Luxembourg S.A., a wholly owned subsidiary of Volkswagen AG, held 89.72% of TRATON SE's share capital. In two steps, over the course of the year, Volkswagen Finance Luxembourg S.A. transferred its 89.72% interest in the share capital of TRATON SE to its wholly owned subsidiary, Volkswagen International Luxembourg S.A.

4 Course of Business

4 Material Events

5 Incoming Orders and Unit Sales
by Country, TRATON Operations7 Condensed Income Statement
of the TRATON GROUP

9 Segments of the TRATON GROUP

11 Net Cash Flow

12 Capital Expenditures, TRATON Operations

12 Primary Research and Development Costs,
TRATON Operations

13 Net Liquidity/Net Financial Debt

14 Report on Expected Developments

15 Selected Financial Information

Incoming Orders and Unit Sales by Country, TRATON Operations

Units	Incoming orders			Unit sales		
	9M 2024	9M 2023	Change	9M 2024	9M 2023	Change
Total	189,769	189,611	0%	245,384	249,475	-2%
of which all-electric vehicles	2,374	1,703	39%	1,131	1,190	-5%
BEV unit sales ratio (excluding MAN TGE vans, in %)	-	-	-	0.5	0.4	0.0 pp
Trucks	148,955	149,990	-1%	205,233	207,078	-1%
EU27+3	52,618	64,622	-19%	76,904	87,740	-12%
of which in Germany	14,179	15,032	-6%	19,836	24,253	-18%
North America	35,831	31,688	13%	61,052	59,873	2%
of which in the USA/Canada	28,763	26,704	8%	50,015	51,079	-2%
of which in Mexico	7,068	4,984	42%	11,037	8,794	26%
South America	43,806	34,279	28%	46,669	34,143	37%
of which in Brazil	37,271	28,675	30%	40,142	27,077	48%
Other regions	16,700	19,401	-14%	20,608	25,322	-19%
Buses	24,253	21,095	15%	20,843	22,502	-7%
EU27+3	5,166	4,565	13%	3,708	4,115	-10%
of which in Germany	1,187	1,246	-5%	794	1,016	-22%
North America	10,813	10,036	8%	9,017	11,785	-23%
of which in the USA/Canada	8,727	7,559	15%	6,603	9,231	-28%
of which in Mexico	2,086	2,477	-16%	2,414	2,554	-5%
South America	6,307	4,671	35%	6,133	4,805	28%
of which in Brazil	5,094	3,588	42%	5,137	3,917	31%
Other regions	1,967	1,823	8%	1,985	1,797	10%
MAN TGE vans	16,561	18,526	-11%	19,308	19,895	-3%
EU27+3	16,292	18,282	-11%	18,985	19,349	-2%
of which in Germany	4,750	6,410	-26%	6,097	6,901	-12%

4 Course of Business

- 4 Material Events
- 5 [Incoming Orders and Unit Sales by Country, TRATON Operations](#)
- 7 Condensed Income Statement of the TRATON GROUP
- 9 Segments of the TRATON GROUP
- 11 Net Cash Flow
- 12 Capital Expenditures, TRATON Operations
- 12 Primary Research and Development Costs, TRATON Operations
- 13 Net Liquidity/Net Financial Debt
- 14 Report on Expected Developments

15 Selected Financial Information

Incoming orders were on the previous period's level in the reporting period. It was therefore down slightly year-on-year in the truck business, although regional developments varied greatly. In North America, incoming orders increased significantly due to restrictive order acceptance in the comparative period. There was a strong increase in incoming orders in South America. In Brazil in particular, orders increased sharply in a growing market environment, whereas the previous year's performance in the Brazilian market was significantly negatively impacted by the new emissions regulations that had come into force. A noticeable economic slowdown in the EU27+3 region, especially in Germany, led to a significant decline in incoming orders for trucks. The MAN TGE also recorded a decline in incoming orders. By contrast, incoming orders for buses increased significantly. The primary reasons for this were the positive development of the coach segment in the EU27+3 region and orders for school buses won in South America.

The TRATON GROUP recorded a 2% year-on-year decline in unit sales in the reporting period, although the downward trend in the first half of 2024 was cushioned by 5% growth in the third quarter of 2024. Unit sales of trucks declined by 1%. This is due among other factors to the continued reluctance to buy in

the EU27+3 region and a model year change at MAN Truck & Bus. Unit sales in North America were slightly above the prior-year level. Owing to a fire at the plant of a mirror supplier, a number of trucks were not completed and delivered as planned in the second quarter of 2024. The resulting delivery backlog was eliminated in the third quarter. By contrast, very strong unit sales growth was posted in South America, due primarily to the positive economic development in Brazil. Unit sales of buses recorded a moderate decline compared with the previous year. This was due, on the one hand, to the delayed ramp-up of the new school bus model at International in North America in the first half of the year. On the other hand, tighter regulatory requirements for vehicle software systems in the EU27+3 region led to delays in unit sales of buses. By contrast, unit sales of buses increased in South America.

The book-to-bill ratio in the reporting period was 0.8 (9M 2023: 0.8).

306 (9M 2023: 237) all-electric trucks, 730 (9M 2023: 709) all-electric buses, and 95 (9M 2023: 244) MAN eTGE models were sold in the reporting period. Additionally, 51 (9M 2023: 91) hybrid trucks and 211 (9M 2023: 204) hybrid buses were sold.

4 Course of Business

4 Material Events

5 Incoming Orders and Unit Sales
by Country, TRATON Operations7 [Condensed Income Statement
of the TRATON GROUP](#)

9 Segments of the TRATON GROUP

11 Net Cash Flow

12 Capital Expenditures, TRATON Operations

12 Primary Research and Development Costs,
TRATON Operations

13 Net Liquidity/Net Financial Debt

14 Report on Expected Developments

15 [Selected Financial Information](#)

Condensed Income Statement of the TRATON GROUP

€ million	TRATON GROUP		TRATON Operations		TRATON Financial Services		Corporate Items	
	9M 2024	9M 2023	9M 2024	9M 2023	9M 2024	9M 2023	9M 2024	9M 2023
Sales revenue	35,253	34,176	34,266	33,352	1,409	1,158	-423	-334
Cost of sales	-27,662	-27,390	-26,962	-26,862	-963	-767	263	239
Gross profit	7,591	6,785	7,304	6,490	447	391	-160	-96
Distribution expenses	-2,802	-2,646	-2,447	-2,332	-170	-125	-184	-189
Administrative expenses	-1,299	-1,128	-1,130	-1,000	-35	-30	-134	-99
Other operating result	-388	-316	-315	-178	-84	-116	11	-21
Operating result	3,103	2,695	3,412	2,981	158	119	-467	-405
Operating result (adjusted)	3,261	2,929	3,570	3,113	158	221	-467	-405
Operating return on sales (adjusted) (in %)	9.3	8.6	10.4	9.3	11.2	19.1	-	-
Financial result	-427	-239	-589	855	-1	0	164	-1,094
Earnings before tax	2,676	2,456	2,823	3,836	156	119	-303	-1,499
Income taxes	-615	-516	-712	-837	-44	-73	140	394
Earnings after tax	2,060	1,940	2,111	3,000	112	46	-163	-1,105

Operating result

The TRATON GROUP increased its sales revenue by €1.1 billion (3%) in the reporting period. This growth is attributable in particular to a positive market and product mix and to better unit price realization in the TRATON Operations business area. Sales revenue in the TRATON Financial Services segment increased by €252 million (22%) compared with the prior-year period. This was primarily due to a rise in portfolio volume.

The TRATON GROUP's gross profit improved by €806 million (12%) in the first nine months of 2024 compared with the prior-year period. This increase is attributable primarily to continued good price management combined with an improved cost structure in the TRATON Operations business area. Higher

research and development costs had a negative impact on gross profit. Gross margin increased by 1.7 percentage points to 21.5% (9M 2023: 19.9%) in the TRATON GROUP and by 1.9 percentage points to 21.3% (9M 2023: 19.5%) in the TRATON Operations business area.

In the reporting period, the TRATON GROUP's distribution expenses were up €155 million (6%) and administrative expenses were up €171 million (15%) year-on-year. In both cases, the increase was primarily due to inflation-related cost increases, for example in personnel costs. The ratio of distribution and administrative expenses to sales revenue therefore rose by 0.6 percentage points to 11.6% (9M 2023: 11.0%).

4 Course of Business

- 4 Material Events
- 5 Incoming Orders and Unit Sales by Country, TRATON Operations
- 7 [Condensed Income Statement of the TRATON GROUP](#)
- 9 Segments of the TRATON GROUP
- 11 Net Cash Flow
- 12 Capital Expenditures, TRATON Operations
- 12 Primary Research and Development Costs, TRATON Operations
- 13 Net Liquidity/Net Financial Debt
- 14 Report on Expected Developments

15 Selected Financial Information

Other operating result declined by €72 million (-23%) compared with the prior-year period. At TRATON Operations, in particular, expenses attributable to civil lawsuits against Scania and MAN in connection with the EU truck cases in individual countries had a negative impact. The TRATON Financial Services segment was also impacted by higher expenses from bad debt allowances on receivables year-on-year. This was offset in particular by the charges amounting to €102 million in connection with the sale of Scania Finance Russia in the prior-year period.

Due to the effects described above, the TRATON GROUP's operating result increased by €407 million (15%) compared with the prior-year period.

Adjustments to operating result

Adjustments (€ million)	9M 2024	9M 2023
Scania Vehicles & Services	102	94
of which legal proceedings and related measures	95	20
of which restructuring measures	7	73
MAN Truck & Bus	57	39
of which legal proceedings and related measures	57	39
TRATON Operations	159	132
TRATON Financial Services	-	102
TRATON GROUP	159	234

Adjustments at TRATON Operations in the reporting period amounted to €159 million (9M 2023: €132 million). They include expenses of €151 million (9M 2023: €59 million) in connection with civil lawsuits against Scania and MAN as a result of the EU truck cases in individual countries. These were recognized in the course of the updated reassessment of risks. The adjustments also contain €7 million (9M 2023: €73 million) in connection with the realignment of the Scania bus business. In the TRATON Financial Services segment, adjustments in the previous year in connection with the sale of Scania Finance Russia had amounted to €102 million. The TRATON GROUP's operating result (adjusted) therefore rose by €332 million (11%) year-on-year.

The TRATON GROUP increased its operating return on sales (adjusted) by 0.7 percentage points to 9.3% (9M 2023: 8.6%). In the TRATON Operations business area, operating return on sales (adjusted) increased by 1.1 percentage points to 10.4% (9M 2023: 9.3%).

Financial result

The TRATON GROUP's financial result declined by €188 million (-79%) in the first nine months of 2024 compared with the previous year. Currency translation effects on net financial debt were the main driver of the decline, due above all to the devaluation of the Brazilian real versus the euro. By contrast, the higher earnings of the equity-method investment in Sinotruk (Hong Kong) Limited, Hong Kong, China (Sinotruk) had a positive effect.

Taxes

Income taxes rose by €100 million in the current reporting period. This corresponds to a tax rate of 23% (9M 2023: 21%). The slightly higher tax rate year-on-year is primarily due to the discontinuation of offsetting effects from the recognition of loss carryforwards from previous years.

4 Course of Business

- 4 Material Events
5 Incoming Orders and Unit Sales by Country, TRATON Operations
7 Condensed Income Statement of the TRATON GROUP
9 Segments of the TRATON GROUP
11 Net Cash Flow
12 Capital Expenditures, TRATON Operations
12 Primary Research and Development Costs, TRATON Operations
13 Net Liquidity/Net Financial Debt
14 Report on Expected Developments

15 Selected Financial Information

Segments of the TRATON GROUP

Scania Vehicles & Services

	9M 2024	9M 2023	Change
Incoming orders (units)	56,413	61,781	-9%
Sales (units)	74,055	67,743	9%
of which trucks	70,034	64,283	9%
of which buses	4,021	3,460	16%
Book-to-bill ratio	0.76	0.91	-0.15
Sales revenue (€ million)	13,911	12,646	10%
New Vehicles	9,458	8,105	17%
Vehicle Services business ¹	2,871	2,761	4%
Others	1,583	1,780	-11%
Operating result (adjusted) (€ million)	1,998	1,622	376
Operating return on sales (adjusted) (in %)	14.4	12.8	1.5 pp

¹ Including genuine parts and workshop services

Scania Vehicles & Services recorded a significant decline in incoming orders for trucks compared with the comparative period. This was due in part to the continued reluctance to buy in the EU27+3 region. In South America, order acceptance was highly restrictive in the third quarter of 2024 so as to meet quality requirements when rolling out a new software generation. By contrast, incoming orders for buses increased substantially. Unit sales rose noticeably, driven by the solid order backlog, stable supply chains, and the increase in production volume.

Sales revenue also grew noticeably year-on-year. This growth was mainly attributable to the very strong increase in the New Vehicles business in South America. Scania Vehicles & Services reported a moderate year-on-year increase in sales revenue in the EU27+3 region. In addition to the volume-related increase in sales revenue, operating result (adjusted) was lifted by a positive price and product mix and by lower product costs. Improved margins also had a positive impact on the result in the Vehicle Services business. By contrast, increased personnel costs negatively affected operating result (adjusted).

MAN Truck & Bus

	9M 2024	9M 2023	Change
Incoming orders (units)	54,858	65,838	-17%
Sales (units)	69,215	84,244	-18%
of which trucks	46,275	60,718	-24%
of which buses	3,632	3,631	0%
of which MAN TGE vans	19,308	19,895	-3%
Book-to-bill ratio	0.79	0.78	0.01
Sales revenue (€ million)	10,133	10,643	-5%
New Vehicles	6,177	6,697	-8%
Vehicle Services business ¹	2,178	2,103	4%
Others	1,778	1,842	-3%
Operating result (adjusted) (€ million)	751	757	-5
Operating return on sales (adjusted) (in %)	7.4	7.1	0.3 pp

¹ Including genuine parts and workshop services

MAN Truck & Bus recorded a substantial decline in incoming orders in the reporting period compared with the previous year. This was due in particular to weaker demand for trucks in the EU27+3 region. The substantial year-on-year decline in unit sales is mainly attributable to the weak truck market environment in Germany, a truck model year change in the first half of 2024, and catch-up effects in the comparative period. Tighter regulatory requirements for vehicle software systems in the EU27+3 region led to delays in unit sales of buses, particularly in the third quarter of 2024.

Despite the substantial decline in unit sales, sales revenue only fell moderately due to an improved price and product mix, with the result that operating result (adjusted) was almost on a level with the previous year. In addition, MAN benefited from an improved cost structure due to the realignment program completed at the end of 2023, despite lower production capacity utilization.

4 Course of Business

- 4 Material Events
- 5 Incoming Orders and Unit Sales by Country, TRATON Operations
- 7 Condensed Income Statement of the TRATON GROUP
- 9 Segments of the TRATON GROUP
- 11 Net Cash Flow
- 12 Capital Expenditures, TRATON Operations
- 12 Primary Research and Development Costs, TRATON Operations
- 13 Net Liquidity/Net Financial Debt
- 14 Report on Expected Developments

15 Selected Financial Information

International Motors (formerly: Navistar Sales & Services)

	9M 2024	9M 2023	Change
Incoming orders (units)	42,774	37,539	14%
Sales (units)	66,772	68,176	-2%
of which trucks	59,098	57,714	2%
of which buses	7,674	10,462	-27%
Book-to-bill ratio	0.64	0.55	0.09
Sales revenue (€ million)	8,256	8,357	-1%
New Vehicles	6,084	5,946	2%
Vehicle Services business ¹	1,388	1,562	-11%
Others	784	849	-8%
Operating result (adjusted) (€ million)	564	546	18
Operating return on sales (adjusted) (in %)	6.8	6.5	0.3 pp

¹ Including genuine parts

International Motors recorded a significant increase in incoming orders in the reporting period compared with the previous year, when incoming orders had been marked by restrictive order acceptance due to limited production capacities resulting from supply bottlenecks. Unit sales were down slightly year-on-year. This was primarily the result of the delayed ramp-up of sales of the new school bus model in the first half of 2024. Temporary delays in the final assembly of trucks due to missing parts caused by a fire at a mirror supplier's production plant in the second quarter of 2024 were eliminated in the third quarter of 2024.

Sales revenue was down slightly year-on-year, mainly due to a decline in the Vehicle Services business, which was negatively impacted by reduced transportation activity in the USA, and this in turn weighed on operating result (adjusted). By contrast, improved unit price realization had a positive impact on operating result (adjusted) and operating return on sales (adjusted).

Volkswagen Truck & Bus

	9M 2024	9M 2023	Change
Incoming orders (units)	35,745	24,891	44%
Sales (units)	35,742	29,752	20%
of which trucks	30,214	24,711	22%
of which buses	5,528	5,041	10%
Book-to-bill ratio	1.00	0.84	0.16
Sales revenue (€ million)	2,328	1,943	20%
New Vehicles	2,159	1,784	21%
Vehicle Services business ¹	134	120	12%
Others	34	38	-9%
Operating result (adjusted) (€ million)	278	186	92
Operating return on sales (adjusted) (in %)	12.0	9.6	2.4 pp

¹ Including genuine parts and workshop services

Volkswagen Truck & Bus (VWTB) recorded a strong increase in unit sales in the reporting period. This was primarily attributable to lower truck and bus unit sales in the previous year due to the introduction of a new emissions standard, as well as an improved economic situation in the reporting period. In addition to the volume-related increase in sales revenue, improved product positioning and unit price realization in Brazil positively impacted operating result (adjusted) and operating return on sales (adjusted).

4 Course of Business

- 4 Material Events
- 5 Incoming Orders and Unit Sales by Country, TRATON Operations
- 7 Condensed Income Statement of the TRATON GROUP
- 9 Segments of the TRATON GROUP
- 11 Net Cash Flow
- 12 Capital Expenditures, TRATON Operations
- 12 Primary Research and Development Costs, TRATON Operations
- 13 Net Liquidity/Net Financial Debt
- 14 Report on Expected Developments

15 Selected Financial Information**TRATON Financial Services**

	9M 2024	9M 2023	Change
Sales revenue (€ million)	1,409	1,158	22%
Operating result (adjusted) (€ million)	158	221	-63
Operating return on sales (adjusted) (in %)	11.2	19.1	-7.9 pp
Earnings before tax (€ million)	156	119	37
Equity (€ million) ¹	1,926	1,870	57
Return on equity (in %)	10.9	7.9	3.1 pp

¹ As of September 30

In the first nine months of 2024, TRATON Financial Services launched the activities of MAN Financial Services in several new markets. In addition, the captive financial services business of International Financial (formerly Navistar Financial Services) was further expanded. As expected, operating result (adjusted) was down year-on-year. The higher costs in connection with the expansion of the financial services business as well as increased refinancing and risk costs, could not be offset by a higher portfolio volume.

Earnings before tax very strongly exceeded the level of the previous year. Earnings before tax in the comparative period had been impacted by negative accumulated other comprehensive income of €102 million from currency translation effects attributable to Scania Finance Russia, which were reclassified to the income statement upon disposal. This resulted in an increase in the return on equity.

As part of the acquisition of key aspects of the global financial services business of Volkswagen Financial Services for MAN and VWTB, TRATON Financial Services acquired the rights to the future MAN financial services businesses in Spain, Poland, Germany, and South Korea in the first nine months of 2024. Additionally, in Austria, 100% of the shares of MAN Financial Services GesmbH, Eugendorf, Austria were acquired. The consideration paid amounted to €183 million. The difference between the consideration paid and the carrying amounts of the net assets as of the acquisition dates, amounting to €168 million, was deducted from equity. On September 25, €188 million was contributed to TRATON Financial Services AB as an internal Group transaction.

Net Cash Flow**CONDENSED STATEMENT OF CASH FLOWS OF THE TRATON GROUP**

€ million	TRATON GROUP		TRATON Operations		TRATON Financial Services		Corporate Items	
	9M 2024	9M 2023	9M 2024	9M 2023	9M 2024	9M 2023	9M 2024	9M 2023
Gross cash flow	4,143	4,001	4,273	4,223	381	451	-510	-673
Change in working capital	-3,500	-2,379	-1,323	-1,448	-2,612	-1,227	435	295
Net cash provided by/used in operating activities	644	1,621	2,949	2,775	-2,230	-776	-75	-378
Net cash used in investing activities attributable to operating activities	-1,670	-1,491	-1,605	-372	-49	-683	-16	-437
Net cash flow	-1,026	130	1,344	2,403	-2,279	-1,459	-91	-815

4 Course of Business

- 4 Material Events
- 5 Incoming Orders and Unit Sales by Country, TRATON Operations
- 7 Condensed Income Statement of the TRATON GROUP
- 9 Segments of the TRATON GROUP
- 11 [Net Cash Flow](#)
- 12 [Capital Expenditures, TRATON Operations](#)
- 12 [Primary Research and Development Costs, TRATON Operations](#)
- 13 Net Liquidity/Net Financial Debt
- 14 Report on Expected Developments

15 Selected Financial Information

The TRATON GROUP's net cash used in operating activities declined by €978 million year-on-year to €644 million in the first nine months of 2024. This resulted primarily from an increase of €1.1 billion in cash tied up in working capital, which was mainly due to the higher increase in financial services receivables of €1.4 billion. By contrast, there was a €143 million increase in gross cash flow, which above all reflects the €407 million increase in operating result, together with the €151 million higher tax payments.

Cash tied up in working capital rose by a total of €3.5 billion in the reporting period. This primarily reflected the €2.3 billion increase in financial services receivables resulting from the expansion of the business volume and reported in net cash flow in the TRATON Financial Services segment. An additional factor was the €1.1 billion increase in inventories within the TRATON Operations business area.

Net cash used in investing activities attributable to operating activities rose by €179 million year-on-year to €1.7 billion, which is primarily due to increased investments of €328 million in property, plant, and equipment, intangible assets, and capitalized development costs. In addition, there had been a positive effect of €96 million from the sale of Scania Finance Russia in the previous year. This effect was the result of the purchase price payment of €400 million in the TRATON Operations business area, less the disposal of the cash of Scania Finance Russia of €304 million, which affected the TRATON Financial Services business area. In the previous year, the payment of €275 million for the gradual acquisition of key aspects of the global MAN and VWTB financial services business in the TRATON Financial Services business area had an offsetting effect.

In the previous year, the adjustment of the ownership structure of the financial services business had led to a positive effect of €499 million on net cash used in investing activities and on net cash flow in the TRATON Operations business area. In this context, €547 million in dividends paid had a negative impact on the net cash used in financing activities in the TRATON Operations business area. These effects were eliminated at the TRATON GROUP level.

Capital Expenditures, TRATON Operations

The increase in capital expenditures from €854 million to €1.0 billion in the third quarter of 2024 is largely attributable to Scania Vehicles & Services, namely the construction of the production site in China, and to investments in connection with the further development of a driver's cab for heavy vehicles at International Motors.

Primary Research and Development Costs, TRATON Operations

Primary research and development costs amounted to €1.7 billion in the reporting period and were therefore higher than in the prior-year period (9M 2023: €1.6 billion). The rise is attributable to increased development activities in forward-looking technologies and the development of the TRATON Modular System. Development costs of €627 million (9M 2023: €493 million) were capitalized, resulting in a capitalization ratio of 35.9% (9M 2023: 31.7%). Research and development costs not eligible for capitalization are included in cost of sales.

4 Course of Business

- 4 Material Events
- 5 Incoming Orders and Unit Sales by Country, TRATON Operations
- 7 Condensed Income Statement of the TRATON GROUP
- 9 Segments of the TRATON GROUP
- 11 Net Cash Flow
- 12 Capital Expenditures, TRATON Operations
- 12 Primary Research and Development Costs, TRATON Operations
- 13 Net Liquidity/Net Financial Debt**
- 14 Report on Expected Developments

15 Selected Financial Information

Net Liquidity/Net Financial Debt

NET LIQUIDITY/NET FINANCIAL DEBT OF THE TRATON GROUP

€ million	TRATON GROUP		TRATON Operations		TRATON Financial Services		Corporate Items	
	09/30/2024	12/31/2023	09/30/2024	12/31/2023	09/30/2024	12/31/2023	09/30/2024	12/31/2023
Cash and cash equivalents	2,129	1,730	5,268	4,256	318	246	-3,457	-2,772
Marketable securities, investment deposits, and loans to affiliated companies	978	427	271	1,653	225	331	482	-1,557
Gross liquidity	3,107	2,157	5,539	5,909	543	576	-2,975	-4,329
Third-party borrowings	-24,873	-21,704	-6,653	-6,527	-16,228	-14,347	-1,992	-830
Net liquidity/net financial debt	-21,766	-19,547	-1,114	-617	-15,685	-13,770	-4,967	-5,159

Net financial debt increased by €2.2 billion to €21.8 billion during the reporting period, driven primarily by net cash flow. For more information, refer to the “**Net Cash Flow**” section.

To finance its activities, the TRATON GROUP issued bonds amounting to €5.0 billion (9M 2023: €2.8 billion) in the reporting period, including €4.0 billion (9M 2023: €2.3 billion) issued by TRATON Finance Luxembourg S.A., Strassen, Luxembourg (TRATON Finance) allocated to Corporate Items. In return, repayments totaling €1.7 billion (9M 2023: €1.5 billion) were made. Of this amount, €1.0 billion (9M 2023: €612 million) was attributable to TRATON Finance within Corporate Items and €377 million (9M 2023: €869 million) to Scania Vehicles & Services in the TRATON Operations business area. The bond issues and repayments related primarily to the European Medium Term Notes programs.

Additionally, long-term loans of €690 million (9M 2023: €- million) were taken out with Volkswagen International Finance N.V., Amsterdam, Netherlands, and loan liabilities to Volkswagen Group of America Finance, LLC, Wilmington, USA, grew by €465 million (9M 2023: €- million). The acquisition of key aspects of MAN’s financial services business included the assumption by the TRATON Financial Services segment of a loan from Volkswagen Financial Services AG with a volume of €221 million (9M 2023: €- million) as of September 30, 2024. *Schuldscheindarlehen* of €350 million (9M 2023: €- million) were repaid by TRATON SE.

In addition, miscellaneous financial liabilities decreased by €864 million, due for the most part to the repayment of external loans as well as of commercial paper liabilities, which were primarily allocated to Corporate Items.

TRATON SE placed €650 million (9M 2023: €250 million) with Volkswagen AG on a short-term basis.

Additionally, TRATON SE paid out a dividend of €750 million (previous year: €350 million) for fiscal year 2023, more than double the dividend in the previous year.

The net financial debt/EBITDA (adjusted) ratio for the TRATON Operations business area including Corporate Items was -1.0 (December 31, 2023: -1.0) as of September 30, 2024. An increase in net financial debt in the TRATON Operations business area including Corporate Items to €6.1 billion (December 31, 2023: €5.8 billion) was offset by the increase in EBITDA (adjusted) in the TRATON Operations business area including Corporate Items to €5.9 billion (December 31, 2023: €5.5 billion).

4 Course of Business

- 4 Material Events
- 5 Incoming Orders and Unit Sales by Country, TRATON Operations
- 7 Condensed Income Statement of the TRATON GROUP
- 9 Segments of the TRATON GROUP
- 11 Net Cash Flow
- 12 Capital Expenditures, TRATON Operations
- 12 Primary Research and Development Costs, TRATON Operations
- 13 Net Liquidity/Net Financial Debt
- 14 [Report on Expected Developments](#)

15 Selected Financial Information

Report on Expected Developments

Based on the Company's business performance in the first nine months of 2024 and given the unchanged expectations on the whole for the development of the truck and bus markets relevant for the TRATON GROUP, the Executive Board of TRATON SE is confirming the forecast for 2024 published in the 2023 Annual Report and reiterated in the 2024 Half-Year Financial Report for all key performance indicators.

The financial management of the TRATON GROUP was adjusted in the first half of the year. Return on investment (ROI) in the TRATON Operations business area is no longer used for internal management and is therefore no longer considered to be the most important financial key performance indicator. This means that no forecast is being made for this indicator for 2024.

	Actual 2023	Forecast 2024 2023 Annual Report	Forecast 2024 2024 Half-Year Financial Report	Forecast 2024 9M 2024 Interim Statement
TRATON GROUP				
Sales (units)	338,183	-5-10%	-5-10%	-5-10%
Sales revenue (€ million)	46,872	-5-10%	-5-10%	-5-10%
Operating return on sales (adjusted) (in %)	8.6	8.0-9.0	8.0-9.0	8.0-9.0
TRATON Operations				
Sales revenue (€ million)	45,736	-5-10%	-5-10%	-5-10%
Operating return on sales (adjusted) (in %)	9.3	9.0-10.0	9.0-10.0	9.0-10.0
Net cash flow (€ million)	3,594 ¹	2,300-2,800	2,300-2,800	2,300-2,800
Capex (€ million)	1,516	sharp increase	sharp increase	sharp increase
Primary R&D costs (€ million)	2,170	moderate increase	moderate increase	moderate increase
TRATON Financial Services				
Return on equity (in %)	8.4	7.0-10.0	7.0-10.0	7.0-10.0

¹ This contained effects from the sale of the Russia activities and the adjustment of the ownership structure of the financial services business amounting to €899 million.

SELECTED FINANCIAL INFORMATION

4 Course of Business

15 Selected Financial Information

15 Income Statement

16 Condensed Statement of Comprehensive Income

17 Balance Sheet

19 Statement of Cash Flows

21 Contingent Liabilities and Commitments

21 Segment Reporting

23 Financial Calendar

Income Statement

of the TRATON GROUP for the period from January 1 to September 30

€ million	9M 2024	9M 2023
Sales revenue	35,253	34,176
Cost of sales	-27,662	-27,390
Gross profit	7,591	6,785
Distribution expenses	-2,802	-2,646
Administrative expenses	-1,299	-1,128
Net impairment losses on financial assets	-97	-41
Other operating income	1,140	1,106
Other operating expenses	-1,431	-1,380
Operating result	3,103	2,695
Share of earnings of equity-method investments	207	124
Interest income	344	241
Interest expense	-728	-607
Other financial result	-249	3
Financial result	-427	-239
Earnings before tax	2,676	2,456
Income taxes	-615	-516
current	-790	-692
deferred	175	177
Earnings after tax	2,060	1,940
of which attributable to shareholders of TRATON SE	2,061	1,940
of which attributable to noncontrolling interests	-1	0
Earnings per share in € (diluted/basic)	4.12	3.88

4 Course of Business

15 Selected Financial Information

15 Income Statement
 16 **Condensed Statement
 of Comprehensive Income**
 17 Balance Sheet
 19 Statement of Cash Flows
 21 Contingent Liabilities and Commitments
 21 Segment Reporting
 23 Financial Calendar

Condensed Statement of Comprehensive Income
of the TRATON GROUP for the period from January 1 to September 30

€ million	9M 2024	9M 2023
Earnings after tax	2,060	1,940
Pension plan remeasurements recognized in other comprehensive income, net of tax	4	129
Fair value measurement of other equity investments, net of tax	-39	-7
Share of other comprehensive income of equity-method investments that will not be reclassified subsequently to profit or loss, net of tax	1	3
Items that will not be reclassified subsequently to profit or loss	-34	125
Currency translation differences, net of tax	-489	19
Cash flow hedges, net of tax	-14	-20
Cost of hedging, net of tax	-1	7
Share of other comprehensive income of equity-method investments that will be reclassified subsequently to profit or loss, net of tax	0	0
Items that will be reclassified subsequently to profit or loss	-504	7
Other comprehensive income, net of tax	-538	132
Total comprehensive income	1,522	2,072
of which attributable to shareholders of TRATON SE	1,523	2,072
of which attributable to noncontrolling interests	-1	0

4 Course of Business

15 Selected Financial Information

- 15 Income Statement
- 16 Condensed Statement of Comprehensive Income
- 17 [Balance Sheet](#)
- 19 Statement of Cash Flows
- 21 Contingent Liabilities and Commitments
- 21 Segment Reporting
- 23 Financial Calendar

Balance Sheet

Assets of the TRATON GROUP as of September 30, 2024, and December 31, 2023

€ million	09/30/2024	12/31/2023
Noncurrent assets		
Goodwill	5,973	6,083
Intangible assets	7,066	7,114
Property, plant, and equipment	9,083	8,964
Assets leased out	5,110	5,658
Equity-method investments	1,526	1,482
Other equity investments	164	235
Noncurrent income tax receivables	133	109
Deferred tax assets	2,583	2,366
Noncurrent financial services receivables	8,671	7,767
Other noncurrent financial assets	605	469
Other noncurrent receivables	278	350
	41,193	40,598
Current assets		
Inventories	8,328	7,447
Trade receivables	3,391	3,894
Current income tax receivables	351	172
Current financial services receivables	6,631	5,554
Other current financial assets	952	918
Other current receivables	1,364	1,334
Marketable securities and investment deposits	768	53
Cash and cash equivalents	2,129	1,730
	23,913	21,101
Total assets	65,106	61,699

4 Course of Business

15 Selected Financial Information

- 15 Income Statement
- 16 Condensed Statement of Comprehensive Income
- 17 [Balance Sheet](#)
- 19 Statement of Cash Flows
- 21 Contingent Liabilities and Commitments
- 21 Segment Reporting
- 23 Financial Calendar

Balance Sheet

Equity and liabilities of the TRATON GROUP as of September 30, 2024, and December 31, 2023

€ million	09/30/2024	12/31/2023
Equity		
Subscribed capital	500	500
Capital reserves	13,295	13,295
Retained earnings	6,589	5,464
Accumulated other comprehensive income	-3,316	-2,777
Equity attributable to shareholders of TRATON SE	17,069	16,482
Noncontrolling interests	5	6
	17,074	16,488
Noncurrent liabilities		
Noncurrent financial liabilities	16,200	14,044
Provisions for pensions and other post-employment benefits	1,847	1,847
Noncurrent income tax payables	10	0
Deferred tax liabilities	751	681
Noncurrent income tax provisions	269	264
Other noncurrent provisions	1,602	1,534
Other noncurrent financial liabilities	1,818	2,172
Other noncurrent liabilities	2,259	2,299
	24,756	22,842
Current liabilities		
Current financial liabilities	8,673	7,660
Trade payables	5,511	5,791
Current income tax payables	366	226
Current income tax provisions	56	16
Other current provisions	2,180	1,993
Other current financial liabilities	2,085	2,115
Other current liabilities	4,405	4,567
	23,275	22,369
Total equity and liabilities	65,106	61,699

4 Course of Business

15 Selected Financial Information

- 15 Income Statement
- 16 Condensed Statement of Comprehensive Income
- 17 Balance Sheet
- 19 [Statement of Cash Flows](#)
- 21 Contingent Liabilities and Commitments
- 21 Segment Reporting
- 23 Financial Calendar

Statement of Cash Flows
of the TRATON GROUP for the period from January 1 to September 30

€ million	9M 2024	9M 2023
Cash and cash equivalents as of 01/01	1,730	1,743
Earnings before tax	2,676	2,456
Income taxes paid	-784	-633
Depreciation and amortization of, and impairment losses on, intangible assets, property, plant, and equipment, and investment property ¹	1,057	1,013
Amortization of, and impairment losses on, capitalized development costs ¹	390	315
Impairment losses on equity investments ¹	1	1
Depreciation and amortization of products leased out ¹	726	820
Change in pension obligations	-8	16
Earnings on disposal of noncurrent assets and equity investments	-3	99
Share of earnings of equity-method investments	-105	-97
Other noncash income/expense	194	10
Change in inventories	-1,058	-1,235
Change in receivables (excluding financial services)	191	-387
Change in liabilities (excluding financial liabilities)	-474	170
Change in provisions	326	356
Change in products leased out	-193	-397
Change in financial services receivables	-2,291	-887
Net cash provided by operating activities	644	1,621
Investments in intangible assets (excluding capitalized development costs) and in property, plant, and equipment ²	-1,050	-857
Additions to capitalized development costs	-627	-493
Investments to acquire subsidiaries and other businesses	-37	-266
Investments to acquire other investees	-28	-54
Proceeds from the disposal of subsidiaries	27	128
Proceeds from the disposal of other investees	10	-
Proceeds from the disposal of intangible assets, property, plant, and equipment, and investment property	35	50
Change in marketable securities and investment deposits	-685	-236
Change in loans	-19	-19

1 Net of impairment reversals

2 Of which in the TRATON Operations business area: €-1,042 million (9M 2023: €-854 million)



4 Course of Business

15 Selected Financial Information

- 15 Income Statement
- 16 Condensed Statement of Comprehensive Income
- 17 Balance Sheet
- 19 [Statement of Cash Flows](#)
- 21 Contingent Liabilities and Commitments
- 21 Segment Reporting
- 23 Financial Calendar

€ million	9M 2024	9M 2023
Net cash used in investing activities	-2,374	-1,746
Dividend payouts	-750	-350
Proceeds from the issuance of bonds	4,996	2,810
Repayment of bonds	-1,734	-1,525
Repayment of <i>Schuldscheindarlehen</i>	-350	-
Proceeds from loans by Volkswagen companies ³	1,420	-
Loan repayments to Volkswagen companies ⁴	-297	-1,720
Change in miscellaneous financial liabilities	-864	1,127
Repayment of lease liabilities	-197	-199
Net cash provided by financing activities	2,224	142
Effect of exchange rate changes on cash and cash equivalents	-94	-39
Change in cash and cash equivalents	399	-21
Cash and cash equivalents as of 09/30	2,129	1,722

³ Volkswagen AG, Volkswagen International Finance, Volkswagen Group of America Finance

⁴ Volkswagen AG, Volkswagen International Luxembourg

4 Course of Business

15 Selected Financial Information

- 15 Income Statement
- 16 Condensed Statement of Comprehensive Income
- 17 Balance Sheet
- 19 Statement of Cash Flows
- 21 [Contingent Liabilities and Commitments](#)
- 21 [Segment Reporting](#)
- 23 Financial Calendar

Contingent Liabilities and Commitments

of the TRATON GROUP as of September 30, 2024, and December 31, 2023

€ million	09/30/2024	12/31/2023
Liabilities under buyback guarantees	2,780	2,926
Contingent liabilities under guarantees	556	777
Other contingent liabilities	1,011	1,133
	4,346	4,835

Segment Reporting

of the TRATON GROUP for the period from January 1 to September 30

2024 REPORTING SEGMENTS

€ million	Scania Vehicles & Services	MAN Truck & Bus	International Motors ¹	Volkswagen Truck & Bus	TRATON Financial Services	Total segments	Reconciliation	TRATON GROUP	of which TRATON Operations
Total sales revenue	13,911	10,133	8,256	2,328	1,409	36,039	-786	35,253	34,266
Intragroup sales revenue	-380	-239	-26	-2	-119	-766	766	-	-298
External sales revenue	13,531	9,894	8,230	2,326	1,291	35,273	-20	35,253	33,968
Operating result (adjusted)	1,998	751	564	278	158	3,749	-488	3,261	3,570

¹ The International Motors segment corresponds to the segment previously reported as Navistar Sales & Services.

2023 REPORTING SEGMENTS

€ million	Scania Vehicles & Services	MAN Truck & Bus	International Motors ¹	Volkswagen Truck & Bus	TRATON Financial Services	Total segments	Reconciliation	TRATON GROUP	of which TRATON Operations
Total sales revenue	12,646	10,643	8,357	1,943	1,158	34,746	-571	34,176	33,352
Intragroup sales revenue	-296	-194	12	-5	-97	-581	581	-	-235
External sales revenue	12,350	10,449	8,369	1,937	1,061	34,165	11	34,176	33,117
Operating result (adjusted)	1,622	757	546	186	221	3,331	-402	2,929	3,113

¹ The International Motors segment corresponds to the segment previously reported as Navistar Sales & Services.

4 Course of Business

15 Selected Financial Information

- 15 Income Statement
- 16 Condensed Statement of Comprehensive Income
- 17 Balance Sheet
- 19 Statement of Cash Flows
- 21 Contingent Liabilities and Commitments
- 21 [Segment Reporting](#)
- 23 Financial Calendar

RECONCILIATION TO THE TRATON GROUP'S EARNINGS BEFORE TAX

€ million	9M 2024	9M 2023
Operating result (adjusted), total segments	3,749	3,331
Adjustments in connection with the war in Ukraine	-	-102
Adjustments related to legal proceedings and related measures	-151	-59
Adjustments related to restructurings	-7	-73
Operating result of the TRATON Holding	-132	-128
Earnings effects from purchase price allocation not allocated to the segments	-209	-217
Consolidation	-146	-57
Operating result of the TRATON GROUP	3,103	2,695
Financial result	-427	-239
Earnings before tax of the TRATON GROUP	2,676	2,456

4 Course of Business

15 Selected Financial Information

- 15 Income Statement
- 16 Condensed Statement of Comprehensive Income
- 17 Balance Sheet
- 19 Statement of Cash Flows
- 21 Contingent Liabilities and Commitments
- 21 Segment Reporting
- 23 [Financial Calendar](#)

Financial Calendar

March 10, 2025
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The latest information and dates are available on TRATON SE's website at www.traton.com/financialcalendar.

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TRATON SE

The Executive Board

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