Daimler Truck Financial

Your Guide to Financing



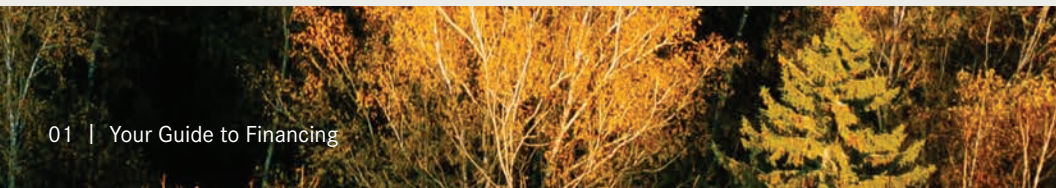
FREIGHTLINER®

WESTERN STAR®



Experienced and Dedicated

As the captive finance provider for Daimler Trucks North America since 1974, we partner with Freightliner Trucks and Western Star Trucks to provide customers with flexible and customized loan and lease products. We strive to offer the best products and services in the commercial vehicle industry and pride ourselves on being a trusted partner you can rely on to help achieve your business goals.







Welcome to Daimler Truck Financial.
We specialize in providing products and services that cater to the needs of all types of commercial vehicle finance customers.

Owner-Operators

Small Fleets

Large Fleets

Municipal

Vocational

Whether you are an owner-operator or a large fleet customer, our priority is to not only get you the financing you need when you need it, but to also provide account management support throughout the life of your contract.



Financing or Leasing—Which is Right for You?

Depending on the unique characteristics of your business, there are many benefits to financing or leasing your vehicle. To help you determine which option is best for you, consider the following:

Financing Benefits

- **Ownership:** When you purchase a truck using a retail loan, each payment you make on the vehicle builds equity. Once your loan is paid off, you own the vehicle outright.
- **Flexible Payment Options:** We offer a variety of flexible payment options to meet your retail loan needs *(see page 5 for more details)*.[1]
- **Tax Benefits:** You may be eligible to take the depreciation on the truck and take a deduction for the interest paid.[2]

Leasing Benefits

- **Lower Down Payment/Monthly Payment:** A lease typically requires less initial cash outlay and has lower monthly payments, allowing you to have flexibility with your cash.[1]
- **Newer Equipment:** Don't get stuck with obsolete equipment. Leasing allows for a shorter trade cycle, which gives you access to the latest in new truck technology.
- **Tax Benefits:** Payments may be expensed against income.[2]
- **Lease-End Options:** No matter which lease product you choose, there are options to return the vehicle or purchase it outright at lease-end.





Complete Line of Loan and Lease Products

Once you have determined whether a loan or lease is the ideal option for you, our experts will help put together your customized finance package. Here is an overview of our complete line of finance products:[1,2]

Loan
This is a simple-interest, fixed payment contract that locks in an interest rate. The loan terms and payment structure can be customized based on what works for you, and variable-rate options may be available under certain circumstances.

TRAC Lease[3]
Terminal Rental Adjustment Clause (TRAC) leases are the most commonly used instrument for commercial vehicle leases. They offer lower payments than retail loan structures and multiple options at lease-end, including acquiring the vehicle or receiving the excess proceeds upon Daimler Truck Financial's sale of the vehicle (if applicable).

Modified TRAC Lease[3]
A Modified TRAC lease is similar to a TRAC lease, but can be classified as an operating lease for financial reporting purposes.

Zero TRAC Lease[3]
A Zero TRAC lease offers many of the same benefits as a TRAC lease. It is a fully amortized lease offering ownership at lease-end with little or no cash outlay beyond potential sales tax that may be due, depending on the state.[4]

FMV Lease
Like other leases, a Fair Market Value (FMV) lease typically requires a lower initial cash outlay and lower monthly payments in comparison to a traditional loan. It is commonly referred to as a "walk-away" lease, since the lessee can simply turn in the vehicle and walk away at lease maturity, after meeting all obligations of the contract (subject to certain return conditions and mileage restrictions).

See our *Finance and Lease Products* brochure to review the details of each finance product, including benefits, end-term options, tax and accounting information, and more.



Payment Options to Meet Your Needs

When you finance your vehicle(s) with us, you can look forward to a number of payment options to best suit the needs of your business.[1] (Note that all of the following options must be set up prior to contracting.)

Balloon Payments
Pay a lump sum at the end of your contract. As a result, smaller payments are made throughout the term of the loan. Customers can choose to pay the balloon payment in cash or refinance the balance.

Skip/Seasonal/Token Payments
Personalize your payment schedule to help reduce expenses in a given month or slow season to better manage cash flow.

Delayed First Payment
Get up to 60 days from the contract execution to first payment to help with cash flow at the beginning of the contract.

Step Payments
Ease into full payment amounts with predetermined initial, graduated and full monthly payment amounts. This option enables you to purchase a vehicle and start earning money while building up to full payments.

Extended Terms
To help our customers acquire the vehicles they need with a payment they can afford, we offer extended terms of up to 84 months for medium duty and select vocational applications.

Special Finance Programs

From time to time, we offer special finance programs in conjunction with programs sponsored by Daimler Trucks North America. Be sure to ask what programs may be available at the time of financing your vehicle(s).



Documentation to Expedite the Credit Process

Applying for financing with Daimler Truck Financial is an easy process, and you can help speed up the qualifying process when you provide the information needed by our credit team. While all loan or lease contracts are initiated with a completed credit application, here are some specific items you may need to provide for a speedy credit decision:

Owner-Operators

- Copy of CDL
- Two or more years of verifiable driving experience
- Proof of current, previous and future employment information, such as a current W-2 form or a signed letter of employment on company letterhead

Small Fleets

(Customers with Daimler Truck Financial outstandings up to $1.25 million)

- Financial statements may be required, depending on the structure of the contract
- Previous finance history, including verifiable credit references
- List of major customers and business references, including revenue percentages

Large Fleets

(Customers with Daimler Truck Financial outstandings over $1.25 million)

- Financial statements, including the last two fiscal year-end statements and most current interims using accrual accounting method[5]
- Fleet specifications, including the nature of business, key officers/ ownership structure, carrier type and segment
- Financial information, including bank and vehicle finance references
- Insurance information, including insurance agency name, level of coverage and deductible
- Current equipment finance information, including the quantity/type of equipment financed and trade cycles



Specialty Financing for All Commercial Vehicle Customers*

Daimler Truck Financial has expertise in all types of commercial vehicle financing. Whether your trucks run over the road, operate at construction sites or plow the city streets, we have experts who can help you.

Vocational Financing

We understand that your equipment has different uses and life cycles, and our team of vocational experts is dedicated to providing financing solutions to fit your particular needs, including extended terms, flexible payment options, and the ability to finance the truck, body and additional equipment into one package.

Municipal Financing

Our municipal financing experts can help structure a program that can save you money when purchasing new equipment. We can help you take full advantage of all available tax benefits, low municipal rates and flexible repayment terms.[6]

Prepare for the Future with a Line of Credit

Obtaining a line of credit from Daimler Truck Financial can help when you want to grow your business or when you need to immediately replace a totaled or high-mileage vehicle before it impacts your business.

With a line of credit, you can:

- Acquire vehicles quickly and efficiently.
- Expand your fleet and avoid the risk of overextending.
- Eliminate the need to apply for new financing every time you add a new unit (or units) to your fleet.
- Keep your bank line of credit available for other business purposes.

Additionally, Daimler Truck Financial lines of credit:

- Do not have application fees.
- Have zero commitment for use.
- Are reviewed annually for renewal.

*Review our *Financing for Municipalities* or *Financing for Vocational Trucks* brochures for more details.



Support Online or Over the Phone

When you are ready, our experts will support you throughout the entire financing process–and beyond. As a customer, you will enjoy the benefits of both online and dedicated over-the-phone support with one of our specialized support teams.

If you prefer to manage your account online, here are some of the online features available to our customers at daimler-truckfinancial.com:

Account Management

- Revise profile
- Edit payment options
- Make payments and payoffs

Advanced Features

- Line of credit utilization
- Detailed statements
- Amortization tables

Our primary goal is to support you, our customer, by offering competitive products and excellent service in both good and challenging market conditions. We never sell our portfolio of finance and lease contracts, and we service our customers from beginning to end.





Specialized Support Teams

Customer Service Team
Our Customer Service Team is responsible for the day-to-day support of our owner-operator, small fleet and vocational customers. Their mission is to understand your request and find a solution in a timely manner.

Fleet Services Team
The goal of our dedicated Fleet Services Team is to make it easier for you to run your business. Every day, they are available to help fleet customers with their needs, including the application of funds, contract documentation, title releases, registrations and more.

Get Started

Contact your Freightliner or Western Star dealer to find out more about the many ways Daimler Truck Financial can meet your financing needs, or go to:

Daimler Truck Financial
daimler-truckfinancial.com

Freightliner Trucks
freightliner.com

Western Star Trucks
westernstartrucks.com



Daimler Truck Financial Services

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[1] Actual payments, terms, down payment and program eligibility is determined by Daimler Truck Financial's credit team based upon creditworthiness of the customer.

[2] Daimler Truck Financial does not provide or endorse any tax advice, accounting advice or tax strategy to its dealers, customers or potential customers. Consult with your accountant or tax advisor for any accounting and tax implications for all finance and lease products.

[3] TRAC leases are limited to motor vehicles leased to businesses and used at least 50% of the time for business purposes.

[4] In some states, sales taxes will be due on the fair market value of the vehicle at lease-end. Check with your tax accountant for details.

[5] This must include the balance sheet, income statement (including itemized depreciation and interest expense), and all CPA notes, when applicable.

[6] Borrower must be a state or local government unit as defined in Section 103 of the Internal Revenue Service code, and the equipment must be for essential government purposes only.

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