

# Fact Sheet for Q4 and Full Year 2021

11 March 2022

Mercedes-Benz



## Contents

### **Mercedes-Benz Group**

- Stock Market Information 3
- Earnings and Financial Situation 4 – 13

### **Information for Divisions**

- Mercedes-Benz Cars & Vans 14 – 20
- Mercedes-Benz Mobility 21

The spin-off and hive-down of the Daimler commercial vehicle business was completed with the entry of the spin-off and hive-down in the Commercial Register on 9 December 2021 and the Daimler commercial vehicle business was deconsolidated. As of 31 December 2021, Mercedes-Benz Group held a minority interest of 35% in Daimler Truck Holding AG. The interest is accounted for using the equity method. The former Daimler Trucks & Buses segment is included in the Statement of Income as discontinued operations and the Statements of Cash Flows until the date of its deconsolidation and is shown in the reconciliation. Also the financial services business that would be contained in the Daimler commercial vehicle business in the future is included in the Statement of Income and the Statements of Cash Flows until the date of its deconsolidation. However, it was part of continuing operations in the Mercedes-Benz Mobility segment.

## Stock Market Information

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Earnings per share</b> (in EUR)												
basic	4.01	0.09	3.36	-1.87	2.31	1.91	11.82	3.26	+263%	21.50*	3.39	+534%
thereof from continuing operations	.	.	.	.	1.81	1.59	2.17	3.01	-28%	10.00	3.42	+192%
diluted	4.01	0.09	3.36	-1.87	2.31	1.91	11.82	3.26	+263%	21.50*	3.39	+534%
thereof from continuing operations	.	.	.	.	1.81	1.59	2.17	3.01	-28%	10.00	3.42	+192%
<b>Average number of shares outstanding</b> (in millions) (adjusted for treasury stocks)												
basic	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%	1,069.8	1,069.8	0%
diluted	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%	1,069.8	1,069.8	0%
<b>Number of shares outstanding</b> (at period end, in millions)												
	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%			
<b>Xetra closing price**</b> (at period end, in EUR)												
	63.66	23.05	63.06	30.27	64.25	38.55	67.59	48.40	+40%			
<b>Market capitalisation</b> (at period end, in billions of EUR)												
	68.11	24.66	67.46	32.38	68.74	41.24	72.31	51.78	+40%			

\* Excluding the result from the deconsolidation of the Daimler commercial vehicle business, EPS amounted to €12.89.

\*\* When the spin-off and hive-down of the Daimler commercial vehicle business took effect, the historical share prices were retroactively adjusted by a factor of 0.83945 for the period until December 9, 2021.

## Key Figures and Ratios

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Revenue</b>	41,017	37,223	43,482	30,184	40,083	40,281	43,389	46,621	-7%	167,971	154,309	+9%
thereof from continuing operations	.	.	.	.	31,647	31,620	35,240	36,684	-4%	133,893	121,778	+10%
<b>EBIT</b>	5,748	617	5,185	-1,682	3,579	3,070	14,557	4,598	+217%	29,069	6,603	+340%
thereof from continuing operations	.	.	.	.	2,899	2,511	4,046	4,166	-3%	16,028	6,091	+163%
<b>Net profit (loss), Group</b>	4,373	168	3,704	-1,906	2,573	2,158	12,746	3,589	+255%	23,396*	4,009	+484%
thereof from continuing operations	.	.	.	.	2,024	1,811	2,408	3,314	-27%	11,050	4,031	+174%
<b>Profit (loss) attributable to shareholders of Mercedes-Benz Group AG</b>	4,290	94	3,598	-2,001	2,470	2,049	12,648	3,485	+263%	23,006	3,627	+534%
thereof from continuing operations	.	.	.	.	1,929	1,700	2,319	3,217	-28%	10,695	3,656	+193%
<b>Free cash flow industrial business</b>	1,810	-2,316	2,586	685	2,249	5,139	1,961	4,751	-59%	8,606	8,259	+4%
thereof from continuing operations	.	.	.	.	.	.	.	.	.	7,880	.	.
<b>R&amp;D expenditure total</b>	2,414	2,354	2,366	2,255	2,212	2,126	2,113	1,879	+12%	9,105	8,614	+6%
Expensed R&D costs	1,831	1,722	1,787	1,544	1,656	1,554	1,396	1,296	+8%	6,670	6,116	+9%
Capitalised development costs	583	632	579	711	556	572	717	583	+23%	2,435	2,498	-3%
<b>Amortisation on capitalised development costs</b>	503	454	544	436	510	519	506	511	-1%	2,063	1,920	+7%
<b>Depreciation and amortisation**</b>	1,816	1,981	1,852	2,471	1,714	2,216	1,598	2,289	-30%	6,980	8,957	-22%
<b>Capital expenditure total</b>	1,995	2,164	1,748	2,161	1,918	1,956	2,266	2,932	-23%	7,927	9,213	-14%
Investment in pp&e	1,186	1,320	1,048	1,317	1,106	1,193	1,239	1,911	-35%	4,579	5,741	-20%
Capitalised development costs	583	632	579	711	556	572	717	583	+23%	2,435	2,498	-3%
Financial investments and other intangible assets	226	212	121	133	256	191	310	438	-29%	913	974	-6%

\* Excluding the result from the deconsolidation of the Daimler commercial vehicle business, net profit amounted to €14,184 million.

\*\* Including amortisation on capitalised development costs and right-of-use assets, excluding depreciation on leased assets.

## Earnings Before Interest and Taxes (EBIT) and Return on Sales (RoS)

(EBIT in millions of EUR, RoS in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Mercedes-Benz Cars &amp; Vans</b>												
EBIT	4,078	510	3,438	-1,125	2,004	2,118	4,106	3,669	+12%	13,626	5,172	+163%
RoS	15.2%	2.2%	12.2%	-5.9%	7.8%	8.2%	14.2%	12.0%	.	12.4%	5.2%	.
<b>Mercedes-Benz Mobility</b>												
EBIT	744	58	924	205	943	589	882	584	+51%	3,493	1,436	+143%
Return on equity (RoE)	20.2%	1.6%	23.9%	5.6%	23.3%	16.2%	21.6%	16.2%	.	22.3%	9.8%	.
<b>Reconciliation</b>												
thereof discontinued operations	926	49	823	-762	632	363	9,569	345	.	11,950	-5	.
	.	.	.	.	680	559	10,511	432	.	13,041	512	.
<b>Mercedes-Benz Group</b>												
thereof from continuing operations	5,748	617	5,185	-1,682	3,579	3,070	14,557	4,598	+217%	29,069	6,603	+340%
	.	.	.	.	2,899	2,511	4,046	4,166	-3%	16,028	6,091	+163%

## EBIT of the Mercedes-Benz Group

(in millions of EUR)	Mercedes-Benz Group		Mercedes-Benz Cars & Vans		Mercedes-Benz Mobility		Reconciliation	
	Financial Year		Financial Year		Financial Year		Financial Year	
	2021	2020	2021	2020	2021	2020	2021	2020
Revenue (from continuing operations)	133,893	121,778	109,648	98,576	27,941	27,699	-3,696	-4,497
Cost of sales	-103,218	-101,592	-83,713	-81,194	-22,890	-24,568	3,385	4,170
<b>Gross profit</b>	30,675	20,186	25,935	17,382	5,051	3,131	-311	-327
Selling expenses	-9,194	-8,966	-8,632	-8,539	-692	-683	130	256
General administrative expenses	-2,808	-2,507	-1,657	-1,458	-900	-782	-251	-267
Research and non-capitalised development costs	-5,467	-4,839	-5,433	-4,808	0	0	-34	-31
Others	2,822	2,217	3,413	2,595	34	-230	-625	-148
<b>EBIT of continuing operations</b>	16,028	6,091	13,626	5,172	3,493	1,436	-1,091	-517
<b>EBIT of discontinued operations</b>	13,041	512	0	0	0	0	13,041	512
<b>EBIT of continuing and discontinued operations</b>	29,069	6,603	13,626	5,172	3,493	1,436	11,950	-5

## Adjustments Affecting EBIT

		1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		Financial Year	
		2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
(in millions of EUR)											
Mercedes-Benz Cars & Vans	Legal proceedings and related measures	75	93	107	53	74	2	77	6	333	154
	Restructuring measures	292	-	59	788	97	297	15	391	463	1,476
	M&A transactions	-604	-	-	-	-	-	96	-	-508	-
Mercedes-Benz Mobility	Restructuring measures	36	-	6	108	-	12	3	39	45	159
	M&A transactions	-89	-	-	-	-	-	-	-	-89	-
Reconciliation	Legal proceedings and related measures	-	9	-	-	-	-	1	1	1	10
	Restructuring measures	121	-	12	25	20	98	23	116	176	239
	M&A transactions	-611	-	51	-	-159	-	-9,541*	-	-10,260*	-

\* Including the result from the deconsolidation of the Daimler commercial vehicle business in the amount of €9,216 million after transaction costs.

## EBIT Adjusted and RoS/RoE Adjusted

(EBIT in millions of EUR, RoS in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Mercedes-Benz Cars &amp; Vans</b>												
EBIT adjusted	3,841	603	3,604	-284	2,175	2,417	4,294	4,066	+6%	13,914	6,802	+105%
RoS adjusted	14.3%	2.6%	12.8%	-1.5%	8.5%	9.4%	14.8%	13.3%	.	12.7%	6.9%	.
<b>Mercedes-Benz Mobility</b>												
EBIT adjusted	691	58	930	313	943	601	885	623	+42%	3,449	1,595	+116%
RoE adjusted	18.7%	1.6%	24.0%	8.6%	23.3%	16.5%	21.7%	17.3%	.	22.0%	10.9%	.
<b>Reconciliation</b>												
thereof discontinued operations	436	58	886	-737	493	461	52	462	-89%	1,867	244	+665%
	.	.	.	.	441	621	256	514	-50%	2,072	665	+212%
<b>Mercedes-Benz Group</b>												
thereof from continuing operations	4,968	719	5,420	-708	3,611	3,479	5,231	5,151	+2%	19,230	8,641	+123%
	.	.	.	.	3,170	2,858	4,975	4,637	+7%	17,158	7,976	+115%



## Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Net liquidity</b>												
<b>at the beginning of the period</b>	17,855	10,997	20,092	9,262	20,863	9,481	23,458	13,079	+79%	17,855	10,997	+62%
Free cash flow*	1,810	-2,316	2,586	685	2,249	5,139	1,961	4,751	-59%	8,606	8,259	+4%
thereof working capital**	619	-384	-278	1,573	21	598	-1,733	770	.	-1,371	2,557	.
Other	427	581	-1,815	-466	346	-1,541	-4,414	25	.	-5,456	-1,401	.
thereof dividends of former Daimler AG	-1,444	0	0	0	0	-963	0	0	.	-1,444	-963	.
thereof net liquidity of the former Daimler Trucks & Buses segment	.	.	.	.	.	.	.	.	.	-5,858	.	.
<b>Net liquidity</b>												
<b>at the end of the period</b>	20,092	9,262	20,863	9,481	23,458	13,079	21,005	17,855	+18%	21,005	17,855	+18%

\* Including former Daimler Trucks & Buses segment.

\*\* Inventories, trade receivables and trade payables.

## Liquidity

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Group liquidity</b>												
Cash and cash equivalents	25,956	16,140	26,180	21,949	25,356	24,498	23,182	23,048	+1%	23,182	23,048	+1%
Marketable securities and term deposits	6,072	7,910	5,849	7,370	6,261	8,063	7,579	6,397	+18%	7,579	6,397	+18%
<b>Gross liquidity</b>	32,028	24,050	32,029	29,319	31,617	32,561	30,761	29,445	+4%	30,761	29,445	+4%
Financing liabilities (nominal)	-146,001	-156,649	-142,001	-155,996	-135,790	-150,743	-125,578	-144,618	.	-125,578	-144,618	.
<b>Net debt</b>	-113,973	-132,599	-109,972	-126,677	-104,173	-118,182	-94,817	-115,173	.	-94,817	-115,173	.
<b>Liquidity of the industrial business</b>												
Cash and cash equivalents	22,774	13,966	22,664	17,967	21,675	21,899	18,034	20,344	-11%	18,034	20,344	-11%
Marketable securities and term deposits	5,090	6,875	4,915	6,469	5,299	7,183	6,591	5,468	+21%	6,591	5,468	+21%
<b>Gross liquidity</b>	27,864	20,841	27,579	24,436	26,974	29,082	24,625	25,812	-5%	24,625	25,812	-5%
Financing liabilities (nominal)	-7,772	-11,579	-6,716	-14,955	-3,516	-16,003	-3,620	-7,957	.	-3,620	-7,957	.
<b>Net liquidity</b>	20,092	9,262	20,863	9,481	23,458	13,079	21,005	17,855	+18%	21,005	17,855	+18%

## Reconciliation from CFBIT\* to Free Cash Flow of the Industrial Business

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>CFBIT of Mercedes-Benz Cars &amp; Vans</b>	1,968	-1,729	2,502	430	3,652	4,617	2,048	3,730	-45%	10,170	7,048	+44%
Income taxes paid/refunded										-1,870	-401	.
Interest paid/received										-164	93	.
Other reconciling items**										470	1,519	-69%
<b>Free cash flow industrial business**</b>	1,810	-2,316	2,586	685	2,249	5,139	1,961	4,751	-59%	8,606	8,259	+4%
Adjustments	1,022	454	364	93	584	206	306	143	+114%	2,276	896	+154%
<b>Free cash flow (IB) adjusted**</b>	2,832	-1,862	2,950	778	2,833	5,345	2,267	4,894	-54%	10,882	9,155	+19%

\* Cash flow before interest and taxes.

\*\* Including former Daimler Trucks & Buses segment. The free cash flow of the former Daimler Trucks & Buses segment for 2021 amounted to €726 million until the spin-off and hive down went into effect on 9 December 2021.

## Pension and Health-Care Benefits

(in billions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Pension benefits</b>												
Benefit obligations*	-36.9	-32.6	-36.9	-37.1	-28.6	-38.3	-28.5	-39.9	.	-28.5	-39.9	.
Plan assets*	28.6	25.1	29.3	26.8	23.4	26.9	24.2	28.9	-16%	24.2	28.9	-16%
Funded status	-8.3	-7.5	-7.6	-10.3	-5.2	-11.4	-4.3	-11.0	.	-4.3	-11.0	.
Funding ratio	77.5%	77.0%	79.4%	72.2%	81.8%	70.2%	84.9%	72.4%	.	84.9%	72.4%	.
<b>Health-care benefits</b>												
Benefit obligations / funded status	-1.0	-1.2	-1.0	-1.2	-0.4	-1.0	-0.4	-1.0	.	-0.4	-1.0	.

\* As at 31 December 2021, present value of the defined benefit obligations reduced by €8.1 billion and fair value of plan assets reduced by €6.1 billion resulting from the spin-off of Daimler's commercial vehicle business.

## Revenue

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Mercedes-Benz Cars &amp; Vans</b>	26,886	23,196	28,152	18,949	25,603	25,818	29,007	30,613	-5%	109,648	98,576	+11%
<b>Mercedes-Benz Mobility</b>	6,966	7,101	6,874	6,450	6,855	6,877	7,246	7,271	-0%	27,941	27,699	+1%
<b>Reconciliation</b>	7,165	6,926	8,456	4,785	7,625	7,586	7,136	8,737	-18%	30,382	28,034	+8%
thereof discontinued operations	.	.	.	.	8,436	8,661	8,149	9,937	-18%	34,078	32,531	+5%
<b>Mercedes-Benz Group</b>	41,017	37,223	43,482	30,184	40,083	40,281	43,389	46,621	-7%	167,971	154,309	+9%
thereof from continuing operations	.	.	.	.	31,647	31,620	35,240	36,684	-4%	133,893	121,778	+10%

## Mercedes-Benz Cars &amp; Vans

## Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Unit sales</b> (units)	627,287	546,742	619,558	480,800	471,404	673,447	611,920	760,895	-20%	2,330,169	2,461,884	-5%
<b>Retail sales</b> (units)	667,327	547,829	675,915	523,307	517,944	721,608	566,455	735,606	-23%	2,427,641	2,528,350	-4%
<b>Production</b> (units)	637,113	609,553	598,679	422,082	482,752	687,846	623,138	704,243	-12%	2,341,682	2,423,724	-3%
Mercedes-Benz Cars	542,925	517,297	499,186	350,662	399,798	589,226	511,114	600,127	-15%	1,953,023	2,057,312	-5%
Mercedes-Benz Vans	94,188	92,256	99,493	71,420	82,954	98,620	112,024	104,116	+8%	388,659	366,412	+6%
<b>Revenue</b> (millions of EUR)	26,886	23,196	28,152	18,949	25,603	25,818	29,007	30,613	-5%	109,648	98,576	+11%
<b>EBIT</b> (millions of EUR)	4,078	510	3,438	-1,125	2,004	2,118	4,106	3,669	+12%	13,626	5,172	+163%
<b>EBIT adjusted</b> (millions of EUR)	3,841	603	3,604	-284	2,175	2,417	4,294	4,066	+6%	13,914	6,802	+105%
<b>Return on sales</b> (%)	15.2%	2.2%	12.2%	-5.9%	7.8%	8.2%	14.2%	12.0%	.	12.4%	5.2%	.
<b>Return on sales adjusted</b> (%)	14.3%	2.6%	12.8%	-1.5%	8.5%	9.4%	14.8%	13.3%	.	12.7%	6.9%	.
<b>CFBIT</b> (millions of EUR)	1,968	-1,729	2,502	430	3,652	4,617	2,048	3,730	-45%	10,170	7,048	+44%
<b>CFBIT adjusted</b> (millions of EUR)	3,129	-1,281	2,805	522	4,127	4,821	2,234	3,855	-42%	12,295	7,917	+55%
<b>Cash conversion rate adjusted*</b>	0.8	-2.1	0.8	-1.8	1.9	2.0	0.5	0.9	.	0.9	1.2	.

\* Ratio of CFBIT adjusted to EBIT adjusted.

## Mercedes-Benz Cars &amp; Vans

## Reconciliation from EBIT to CFBIT

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>EBIT of Mercedes-Benz Cars &amp; Vans</b>	4,078	510	3,438	-1,125	2,004	2,118	4,106	3,669	+12%	13,626	5,172	+163%
Change in working capital	844	-163	-179	1,256	1,170	435	-2,533	32	.	-698	1,560	.
Net financial investments	186	-118	-9	170	-228	-58	-67	-295	.	-118	-301	.
Net investments in property, plant and equipment and intangible assets	-1,586	-1,821	-1,588	-1,899	-1,360	-1,603	-1,561	-2,244	.	-6,095	-7,567	.
Depreciation and amortisation/impairments	1,498	1,614	1,546	2,090	1,580	1,745	1,552	1,854	-16%	6,176	7,303	-15%
Other	-3,052	-1,751	-706	-62	486	1,980	551	714	-23%	-2,721	881	.
<b>CFBIT of Mercedes-Benz Cars &amp; Vans</b>	1,968	-1,729	2,502	430	3,652	4,617	2,048	3,730	-45%	10,170	7,048	+44%
Adjustments	1,161	448	303	92	475	204	186	125	+49%	2,125	869	+145%
<b>CFBIT of Mercedes-Benz Cars &amp; Vans adjusted</b>	3,129	-1,281	2,805	522	4,127	4,821	2,234	3,855	-42%	12,295	7,917	+55%
<b>Cash conversion rate adjusted*</b>	0.8	-2.1	0.8	-1.8	1.9	2.0	0.5	0.9	.	0.9	1.2	.

\* Ratio of CFBIT adjusted to EBIT adjusted.

## Mercedes-Benz Cars

## Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Wholesales</b>	538,869	470,581	521,190	408,924	383,450	566,581	500,421	641,146	-22%	1,943,930	2,087,232	-7%
<b>Europe</b>	182,108	189,190	173,512	113,369	132,772	229,829	173,896	251,455	-31%	662,288	783,843	-16%
<b>Germany</b>	56,120	61,025	53,381	39,531	45,074	84,168	63,791	97,816	-35%	218,366	282,540	-23%
<b>North America*</b>	82,101	79,757	78,882	49,074	56,336	60,723	73,308	97,257	-25%	290,627	286,811	+1%
<b>USA</b>	72,768	68,525	68,297	42,452	46,198	51,998	64,181	85,849	-25%	251,444	248,824	+1%
<b>Asia</b>	258,310	180,898	251,572	236,448	180,674	261,027	241,040	275,992	-13%	931,596	954,365	-2%
<b>China</b>	208,070	131,566	199,200	196,173	132,579	213,846	194,809	216,506	-10%	734,658	758,091	-3%
of which locally produced vehicles	166,615	110,043	149,385	160,069	89,390	173,701	155,618	167,003	-7%	561,008	610,816	-8%
<b>Rest of World</b>	16,350	20,736	17,224	10,033	13,668	15,002	12,177	16,442	-26%	59,419	62,213	-4%

\* USA, Canada and Mexico.



## Mercedes-Benz Vans

## Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Wholesales</b>	88,418	76,161	98,368	71,876	87,954	106,866	111,499	119,749	-7%	386,239	374,652	+3%
<b>EU30*</b>	57,480	53,078	65,390	42,943	51,666	69,314	71,437	79,885	-11%	245,973	245,220	+0%
<b>Germany</b>	20,410	21,632	27,619	18,542	22,110	32,600	28,031	36,740	-24%	98,170	109,514	-10%
<b>North America**</b>	11,149	7,288	9,664	10,888	18,305	18,495	16,140	17,775	-9%	55,258	54,446	+1%
<b>USA</b>	9,470	6,347	8,542	9,581	16,056	16,025	14,243	15,581	-9%	48,311	47,534	+2%
<b>Latin America (excl. Mexico)</b>	3,961	2,741	4,488	2,225	4,553	3,189	3,906	3,875	+1%	16,908	12,030	+41%
<b>Asia</b>	10,097	6,206	12,697	10,576	8,912	8,297	13,796	11,707	+18%	45,502	36,786	+24%
<b>China</b>	8,508	4,165	10,953	9,505	7,525	6,517	11,481	10,292	+12%	38,467	30,479	+26%
<b>Rest of World</b>	5,731	6,848	6,129	5,244	4,518	7,571	6,220	6,507	-4%	22,598	26,170	-14%

\* European Union, United Kingdom, Switzerland and Norway.

\*\* USA, Canada and Mexico.

# Mercedes-Benz Cars

## Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Retail sales</b>	590,999	483,241	591,725	461,949	434,784	625,675	475,968	631,714	-25%	2,093,476	2,202,579	-5%
<b>Europe</b>	201,959	194,654	201,804	128,721	150,984	245,895	179,791	252,942	-29%	734,538	822,212	-11%
<b>Germany</b>	60,249	66,248	59,428	43,719	49,307	90,484	68,698	104,415	-34%	237,682	304,866	-22%
<b>North America*</b>	88,318	78,509	93,987	68,041	65,782	81,859	70,370	89,194	-21%	318,457	317,603	+0%
<b>USA</b>	78,256	67,740	82,390	59,449	55,131	69,633	60,326	78,069	-23%	276,103	274,891	+0%
<b>Asia</b>	282,581	190,448	277,434	251,196	203,901	279,766	212,166	268,239	-21%	976,082	989,649	-1%
<b>China</b>	223,791	139,915	220,448	208,222	151,756	224,884	167,711	206,356	-19%	763,706	779,377	-2%
of which locally produced vehicles	181,195	115,663	170,434	171,370	103,539	182,739	131,636	161,515	-18%	586,804	631,287	-7%
<b>Rest of World</b>	18,141	19,630	18,500	13,991	14,117	18,155	13,641	21,339	-36%	64,399	73,115	-12%
<b>V-Class/X-Class</b> (included in MBC retail sales)	13,659	15,684	17,686	13,530	13,061	18,198	16,407	18,488	-11%	60,813	65,900	-8%

\* USA, Canada and Mexico.

# Mercedes-Benz Vans

## Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Retail sales</b>	76,328	64,588	84,190	61,358	83,160	95,933	90,487	103,892	-13%	334,165	325,771	+3%
<b>EU30*</b>	50,450	44,762	57,573	37,731	50,350	63,935	57,537	70,436	-18%	215,910	216,864	-0%
<b>Germany</b>	16,281	16,409	21,572	14,354	17,877	26,284	23,124	30,141	-23%	78,854	87,188	-10%
<b>North America**</b>	13,628	9,021	11,415	12,197	18,492	17,550	17,579	19,706	-11%	61,114	58,474	+5%
<b>USA</b>	11,659	7,527	10,053	10,760	16,055	15,491	15,705	17,228	-9%	53,472	51,006	+5%
<b>Latin America</b> (excl. Mexico)	3,874	3,412	3,859	2,673	4,574	4,185	4,098	4,113	-0%	16,405	14,383	+14%
<b>Asia</b>	4,273	3,512	5,840	4,715	4,870	5,230	5,277	4,789	+10%	20,260	18,246	+11%
<b>China</b>	3,324	2,449	4,784	4,120	4,132	4,385	4,572	4,153	+10%	16,812	15,107	+11%
<b>Rest of World</b>	4,103	3,881	5,503	4,042	4,874	5,033	5,996	4,848	+24%	20,476	17,804	+15%

\* European Union, United Kingdom, Switzerland and Norway.

\*\* USA, Canada and Mexico.

## Mercedes-Benz Cars &amp; Vans

## Market Shares\*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change in % pts.	2021	2020	Change in % pts.
<b>Mercedes-Benz Cars</b>												
European Union	5.6	6.6	4.7	4.3	5.0	6.3	6.1	6.4	-0.3	5.4	5.9	-0.5
of which Germany	9.5	9.9	7.4	9.3	7.8	10.8	9.9	11.0	-1.1	8.7	10.3	-1.6
USA	2.0	1.9	1.9	2.0	1.7	1.8	1.9	1.9	0.0	1.9	1.9	0.0
China	4.3	4.8	4.4	4.2	3.2	4.1	2.5	3.1	-0.6	3.6	4.1	-0.5
South Korea	5.3	4.7	5.7	4.6	6.1	4.3	3.8	5.4	-1.6	5.2	4.8	+0.4
Japan	1.2	1.3	1.6	1.4	1.6	1.9	1.4	1.7	-0.3	1.5	1.6	-0.1
<b>Mercedes-Benz Vans</b>												
EU30** small	1.7	1.9	2.0	1.8	2.6	2.7	2.3	2.2	+0.1	2.1	2.2	-0.1
EU30** midsize/large	13.9	16.4	14.4	15.8	15.8	17.5	17.1	18.1	-1.0	15.2	17.1	-1.9
of which Germany	22.8	24.6	23.0	23.8	24.9	28.0	29.9	29.9	0.0	24.9	26.9	-2.0
USA large	8.2	7.4	10.5	13.2	18.3	9.9	19.3	12.0	+7.3	13.9	10.5	+3.4

\* Based on estimates in certain markets.

\*\* European Union, United Kingdom, Switzerland and Norway.

# Mercedes-Benz Mobility

## Overview

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2021	2020	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>New business</b>	16,764	16,174	17,191	13,971	14,633	18,676	15,043	18,965	-21%	63,631	67,786	-6%
<b>Contract volume</b> (end of period)	152,685	159,628	150,596	153,704	148,091	149,816	133,687	150,553	-11%	133,687	150,553	-11%
<b>Revenue</b>	6,966	7,101	6,874	6,450	6,855	6,877	7,246	7,271	-0%	27,941	27,699	+1%
<b>EBIT</b>	744	58	924	205	943	589	882	584	+51%	3,493	1,436	+143%
<b>EBIT adjusted</b>	691	58	930	313	943	601	885	623	+42%	3,449	1,595	+116%
<b>Return on equity (%)</b>	20.2%	1.6%	23.9%	5.6%	23.3%	16.2%	21.6%	16.2%	.	22.3%	9.8%	.
<b>Return on equity adjusted (%)</b>	18.7%	1.6%	24.0%	8.6%	23.3%	16.5%	21.7%	17.3%	.	22.0%	10.9%	.