

DAIMLER

Fact Sheet for Q3 and January-September 2018

October 25, 2018

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Stock Market Information

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Earnings per share* (in EUR)												
basic	2.93	2.01	2.12	2.39	1.61	2.28	1.58	2.01	-21%	5.32	6.68	-20%
diluted	2.93	2.01	2.12	2.39	1.61	2.28	1.58	2.01	-21%	5.32	6.68	-20%
Average number of shares outstanding (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%
Number of shares outstanding (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%			
Share price Frankfurt (at period end, in EUR)	70.80	70.72	68.97	69.20	55.13	63.37	54.35	67.47	-19%			
Market capitalization Frankfurt (at period end, in billions of EUR)	75.74	75.66	73.79	74.03	58.98	67.80	58.15	72.18	-19%			

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Key Figures and Ratios

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Unit Sales (in units)	873,040	799,031	806,905	754,259	833,005	822,504	794,749	824,130	-4%	2,434,659	2,400,893	+1%
Revenue*	43,613	41,001	39,785	38,582	40,756	41,214	40,211	40,745	-1%	120,752	120,541	+0%
EBIT*	3,421	3,459	3,335	3,771	2,640	3,747	2,488	3,409	-27%	8,463	10,927	-23%
Net profit (loss), Group*	3,216	2,206	2,354	2,652	1,825	2,512	1,761	2,237	-21%	5,940	7,401	-20%
Profit (loss) attributable to shareholders of Daimler AG*	3,131	2,149	2,273	2,557	1,726	2,444	1,689	2,146	-21%	5,688	7,147	-20%
R&D expenditure total	2,150	2,125	2,321	2,133	2,290	2,132	2,373	2,296	+3%	6,984	6,561	+6%
Expensed R&D costs	1,429	1,458	1,712	1,448	1,620	1,414	1,775	1,647	+8%	5,107	4,509	+13%
Capitalized development costs	721	667	609	685	670	718	598	649	-8%	1,877	2,052	-9%
Amortization on capitalized development costs	323	318	360	326	378	331	370	330	+12%	1,108	987	+12%
Depreciation and amortization** (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,436	1,350	1,444	1,369	1,469	1,356	1,574	1,360	+16%	4,487	4,085	+10%
Capital expenditure total**	3,599	2,897	2,214	2,213	2,388	2,718	2,884	2,548	+13%	7,486	7,479	+0%
Investment in pp&e	2,564	1,993	1,332	1,290	1,539	1,397	2,043	1,450	+41%	4,914	4,137	+19%
Capitalized development costs	721	667	609	685	670	718	598	649	-8%	1,877	2,052	-9%
Financial investments and other intangible assets	314	237	273	238	179	603	243	449	-46%	695	1,290	-46%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

** Industrial business.

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Net liquidity												
at the beginning of the period	20,832	17,906	16,597	19,737	18,683	21,073	14,472	18,382	-21%	16,597	19,737	-16%
Free cash flow	-3,766	1,281	1,822	1,945	-18	1,093	-1,864	2,733	.	-60	5,771	.
thereof: working capital*	-2,058	-299	297	858	-793	90	-2,611	-111	.	-3,107	837	.
Other	-469	550	264	-609	-4,193	-3,784	891	-283	.	-3,038	-4,676	.
thereof: dividends Daimler AG	0	0	0	0	-3,905	-3,477	0	0	.	-3,905	-3,477	.
Net liquidity												
at the end of the period	16,597	19,737	18,683	21,073	14,472	18,382	13,499	20,832	-35%	13,499	20,832	-35%

* Inventories, trade receivables and trade payables. The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Liquidity

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	Q3 2018	2017	Change
Group liquidity												
Cash and cash equivalents	12,072	10,981	14,058	12,966	14,334	12,995	15,014	17,401	-14%	15,014	12,072	+24%
Marketable securities and term deposits	10,063	10,748	10,407	8,652	10,348	8,801	9,865	9,501	+4%	9,865	10,063	-2%
Gross liquidity	22,135	21,729	24,465	21,618	24,682	21,796	24,879	26,902	-8%	24,879	22,135	+12%
Financing liabilities (nominal)	-127,353	-117,625	-129,671	-117,411	-137,398	-119,426	-141,572	-123,889	.	-141,572	-127,353	.
Net debt	-105,218	-95,896	-105,206	-95,793	-112,716	-97,630	-116,693	-96,987	.	-116,693	-105,218	.
Liquidity of the industrial business												
Cash and cash equivalents	9,515	8,751	12,263	11,307	12,064	11,030	12,375	15,168	-18%	12,375	9,515	+30%
Marketable securities and term deposits	8,894	9,498	9,133	7,443	9,185	7,635	8,691	8,368	+4%	8,691	8,894	-2%
Gross liquidity	18,409	18,249	21,396	18,750	21,249	18,665	21,066	23,536	-10%	21,066	18,409	+14%
Financing liabilities (nominal)	-1,812	1,488	-2,713	2,323	-6,777	-283	-7,567	-2,704	.	-7,567	-1,812	.
Net liquidity	16,597	19,737	18,683	21,073	14,472	18,382	13,499	20,832	-35%	13,499	16,597	-19%

Pension and Health-Care Benefits

(in billions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	Q3 2018	2017	Change
Pension benefits												
Benefit obligations	-31.7	-31.2	-31.5	-31.2	-31.7	-31.7	-31.4	-31.7	.	-31.4	-31.7	.
Plan assets	27.2	23.4	26.6	23.5	26.5	23.6	26.6	23.7	+12%	26.6	27.2	-2%
Funded status	-4.5	-7.8	-4.9	-7.7	-5.2	-8.1	-4.8	-8.0	.	-4.8	-4.5	.
Funding ratio	85.8%	75.0%	84.4%	75.3%	83.6%	74.4%	84.7%	74.8%	+13%	84.7%	85.8%	.
Health-care benefits												
Benefit obligations	-1.2	-1.2	-1.1	-1.2	-1.2	-1.1	-1.2	-1.1	.	-1.2	-1.2	.
Plan assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	.	0.0	0.0	.
Reimbursement Medicare Act	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0%	0.1	0.1	0%
Funded status	-1.1	-1.1	-1.0	-1.1	-1.1	-1.0	-1.1	-1.0	.	-1.1	-1.1	.

Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Mercedes-Benz Cars	613,026	589,119	594,299	568,070	590,690	595,178	559,539	597,253	-6%	1,744,528	1,760,501	-1%
Daimler Trucks	133,711	104,019	113,846	94,007	123,910	116,429	136,055	126,558	+8%	373,811	336,994	+11%
Mercedes-Benz Vans	117,748	97,628	93,016	86,778	110,883	103,393	91,414	93,106	-2%	295,313	283,277	+4%
Daimler Buses	8,555	8,265	5,744	5,404	7,522	7,504	7,741	7,213	+7%	21,007	20,121	+4%
Daimler Group	873,040	799,031	806,905	754,259	833,005	822,504	794,749	824,130	-4%	2,434,659	2,400,893	+1%

Production Volume

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Mercedes-Benz Cars	587,020	545,839	608,071	584,942	601,343	600,358	632,441	639,058	-1%	1,841,855	1,824,358	+1%
Daimler Trucks	122,159	90,114	120,770	104,799	128,255	119,522	141,909	129,845	+9%	390,934	354,166	+10%
Mercedes-Benz Vans	115,308	91,022	109,996	104,116	127,444	100,884	97,347	84,821	+15%	334,787	289,821	+16%
Daimler Buses	6,873	7,052	6,924	6,583	8,620	7,973	8,507	7,089	+20%	24,051	21,645	+11%
Daimler Group	831,360	734,027	845,761	800,440	865,662	828,737	880,204	860,813	+2%	2,591,627	2,489,990	+4%

Revenue*

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Mercedes-Benz Cars	24,905	23,931	22,998	22,521	22,575	23,570	21,672	23,355	-7%	67,245	69,446	-3%
Daimler Trucks	9,564	8,466	8,619	7,951	9,185	9,030	10,045	9,210	+9%	27,849	26,191	+6%
Mercedes-Benz Vans	3,769	3,459	3,098	2,977	3,511	3,325	3,039	3,090	-2%	9,648	9,392	+3%
Daimler Buses	1,348	1,287	850	923	1,075	1,217	1,064	1,036	+3%	2,989	3,176	-6%
Daimler Financial Services	6,099	5,651	6,020	5,911	6,307	5,930	6,250	5,836	+7%	18,577	17,677	+5%
Reconciliation	-2,072	-1,793	-1,800	-1,701	-1,897	-1,858	-1,859	-1,782	.	-5,556	-5,341	.
Daimler Group	43,613	41,001	39,785	38,582	40,756	41,214	40,211	40,745	-1%	120,752	120,541	+0%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

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

(EBIT in millions of EUR, RoS in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Mercedes-Benz Cars												
EBIT	2,375	2,561	2,060	1,998	1,901	2,365	1,372	2,105	-35%	5,333	6,468	-18%
RoS	9.5%	10.7%	9.0%	8.9%	8.4%	10.0%	6.3%	9.0%	.	7.9%	9.3%	.
Daimler Trucks												
EBIT	559	347	647	662	546	548	850	614	+38%	2,043	1,824	+12%
RoS	5.8%	4.1%	7.5%	8.3%	5.9%	6.1%	8.5%	6.7%	.	7.3%	7.0%	.
Mercedes-Benz Vans												
EBIT	247	156	172	337	152	349	-93	214	.	231	900	-74%
RoS	6.6%	4.5%	5.6%	11.3%	4.3%	10.5%	-3.1%	6.9%	.	2.4%	9.6%	.
Daimler Buses												
EBIT	99	77	37	72	66	78	30	32	-6%	133	182	-27%
RoS	7.3%	6.0%	4.4%	7.8%	6.1%	6.4%	2.8%	3.1%	.	4.4%	5.7%	.
Daimler Financial Services												
EBIT	416	390	548	524	66	522	392	508	-23%	1,006	1,554	-35%
Return on equity (RoE)	14.2%	15.2%	17.9%	19.3%	2.1%	18.8%	12.5%	18.5%	.	10.8%	18.9%	.
Reconciliation												
	-275	-72	-129	178	-91	-115	-63	-64	.	-283	-1	.
Daimler Group												
	3,421	3,459	3,335	3,771	2,640	3,747	2,488	3,409	-27%	8,463	10,927	-23%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Disclosed Items Affecting EBIT

(in millions of EUR)		4th Quarter		1st Quarter		2nd Quarter		3rd Quarter		January - September	
		2017	2016	2018	2017	2018	2017	2018	2017	2018	2017
Mercedes-Benz Cars	Restructuring of own dealer network	-	-53	-	-	-	-	-	-	-	-
	Expenses in connection with Takata airbags	-	-20	-	-	-	-	-	-	-	-
	Remeasurement of the investment in THERE Holding B.V. now using the equity method	-	-	-	183	-	-	-	-	-	183
	Expenses for voluntary service activities and a specific vehicle recall	28	-	-	-	-	-	-	-453	-	-453
	Remeasurement of investment in Aston Martin Lagonda Global Holdings plc	-	-	-	-	-	-	185	-	185	-
Daimler Trucks	Workforce adjustments	-	-8	-	-	-	-	-	-	-	-
	Restructuring of own dealer network	-	-10	-	-	-	-	-	-	-	-
	Sale of real estate at the Kawasaki site in Japan	-	-	-	267	-	-	-	-	-	267
	Expenses related to fixed cost optimization	-78	-	*	-	-	-24	-	-70	-	-94
Mercedes-Benz Vans	Restructuring of own dealer network	-	-8	-	-	-	-	-	-	-	-
	Expenses in connection with Takata airbags	-	-13	-	-	-	-	-	-	-	-
	Workforce adjustments in Germany	-	-8	-	-	-	-	-	-	-	-
Daimler Buses	Workforce adjustments	-	-1	-	-	-	-	-	-	-	-
DFS	Settlement of the Toll Collect arbitration proceedings	-	-	-	-	-418	-	-	-	-418	-
Reconciliation	Impairment reversal of investment in BAIC Motor	-	-	-	240	-	-	-	-	-	240

* not significant

Mercedes-Benz Cars Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Unit sales (units)	613,026	589,119	594,299	568,070	590,690	595,178	559,539	597,253	-6%	1,744,528	1,760,501	-1%
Retail sales (units)	606,503	584,798	625,030	594,781	629,462	619,367	556,979	603,766	-8%	1,811,471	1,817,914	-0%
Production (units)	587,020	545,839	608,071	584,942	601,343	600,358	632,441	639,058	-1%	1,841,855	1,824,358	+1%
Revenue* (millions of EUR)	24,905	23,931	22,998	22,521	22,575	23,570	21,672	23,355	-7%	67,245	69,446	-3%
EBIT* (millions of EUR)	2,375	2,561	2,060	1,998	1,901	2,365	1,372	2,105	-35%	5,333	6,468	-18%
Return on sales* (%)	9.5%	10.7%	9.0%	8.9%	8.4%	10.0%	6.3%	9.0%	.	7.9%	9.3%	.
V-Class/X-Class retail sales (included in MBC retail sales)	17,648	12,238	16,940	12,567	21,964	15,963	15,818	14,437	+10%	54,722	42,967	+27%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Mercedes-Benz Cars Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Mercedes-Benz Cars	613,026	589,119	594,299	568,070	590,690	595,178	559,539	597,253	-6%	1,744,528	1,760,501	-1%
Europe	249,112	256,247	244,178	241,403	250,180	270,433	223,561	252,839	-12%	717,919	764,675	-6%
of which Germany	77,627	80,873	78,547	74,072	81,931	85,369	72,114	82,805	-13%	232,592	242,246	-4%
NAFTA	116,903	110,219	85,748	93,184	96,004	94,554	90,566	98,149	-8%	272,318	285,887	-5%
of which USA	99,722	93,449	70,490	78,425	78,042	77,605	75,975	82,175	-8%	224,507	238,205	-6%
Asia	223,793	196,332	241,836	210,730	223,300	204,709	223,058	219,287	+2%	688,194	634,726	+8%
of which China	160,833	135,487	178,817	154,563	166,915	150,146	170,438	153,269	+11%	516,170	457,978	+13%
of which locally produced vehicles	107,503	90,295	127,005	109,438	125,045	101,371	118,450	104,246	+14%	370,500	315,055	+18%
Rest of World	23,218	26,321	22,537	22,753	21,206	25,482	22,354	26,978	-17%	66,097	75,213	-12%

Mercedes-Benz Cars Retail Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Mercedes-Benz Cars	606,503	584,798	625,030	594,781	629,462	619,367	556,979	603,766	-8%	1,811,471	1,817,914	-0%
Europe	258,322	256,665	262,342	258,524	266,847	277,951	235,033	261,192	-10%	764,222	797,667	-4%
of which Germany	83,932	86,082	83,453	77,837	88,170	90,605	76,185	87,183	-13%	247,808	255,625	-3%
NAFTA	111,869	108,161	94,056	95,523	98,628	100,557	81,351	96,890	-16%	274,035	292,970	-6%
of which USA	95,456	93,204	78,874	80,155	80,661	83,733	66,847	80,943	-17%	226,382	244,831	-8%
Asia	212,552	194,211	245,177	216,943	239,240	215,185	219,253	219,395	-0%	703,670	651,523	+8%
of which China	152,394	134,383	176,310	151,878	176,570	154,792	167,906	157,682	+6%	520,786	464,352	+12%
of which locally produced vehicles	104,189	85,328	122,887	105,180	128,089	107,783	123,408	109,071	+13%	374,384	322,034	+16%
Rest of World	23,760	25,761	23,455	23,791	24,747	25,674	21,342	26,289	-19%	69,544	75,754	-8%
V-Class/X-Class (included in MBC retail sales)	17,648	12,238	16,940	12,567	21,964	15,963	15,818	14,437	+10%	54,722	42,967	+27%

Mercedes-Benz Cars Market Shares*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change in % pts.	2018	2017	Change in % pts.
European Union	6.3	6.5	5.9	5.9	5.8	6.3	5.6	6.7	-1.1	5.8	6.4	-0.6
of which Germany	10.3	11.3	10.0	10.1	9.9	10.6	9.8	11.3	-1.5	9.9	10.6	-0.7
USA	2.2	2.1	1.9	2.0	1.9	1.9	1.6	1.8	-0.2	1.8	1.9	-0.1
China	1.9	1.8	2.9	2.7	3.1	2.9	3.1	2.8	+0.3	3.0	2.8	+0.2
Japan	1.9	1.8	1.4	1.4	1.6	1.6	1.6	1.8	-0.2	1.5	1.6	-0.1

* Based on estimates in certain markets.

Daimler Trucks Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Incoming orders (units)	145,811	109,951	183,761	123,728	143,963	114,360	129,330	116,691	+11%	457,054	354,779	+29%
Unit sales (units)	133,711	104,019	113,846	94,007	123,910	116,429	136,055	126,558	+8%	373,811	336,994	+11%
Retail sales (units)	138,499	114,881	112,222	98,058	123,260	112,481	124,927	116,280	+7%	360,409	326,819	+10%
Production (units)	122,159	90,114	120,770	104,799	128,255	119,522	141,909	129,845	+9%	390,934	354,166	+10%
Revenue * (millions of EUR)	9,564	8,466	8,619	7,951	9,185	9,030	10,045	9,210	+9%	27,849	26,191	+6%
EBIT * (millions of EUR)	559	347	647	662	546	548	850	614	+38%	2,043	1,824	+12%
Return on sales * (%)	5.8%	4.1%	7.5%	8.3%	5.9%	6.1%	8.5%	6.7%	.	7.3%	7.0%	.

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Daimler Trucks Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Daimler Trucks	133,711	104,019	113,846	94,007	123,910	116,429	136,055	126,558	+8%	373,811	336,994	+11%
EU30*	23,611	22,616	17,250	17,394	21,069	20,431	21,865	20,874	+5%	60,184	58,699	+3%
of which Germany	9,095	9,334	6,112	6,458	7,838	8,069	8,688	8,104	+7%	22,638	22,631	+0%
NAFTA	44,523	33,197	40,822	32,906	44,347	42,293	52,690	45,290	+16%	137,859	120,489	+14%
of which USA	36,827	26,225	34,813	28,906	38,031	35,861	44,708	38,616	+16%	117,552	103,383	+14%
Latin America (excl. Mexico)	9,213	7,091	9,370	6,324	7,913	7,028	9,795	7,978	+23%	27,078	21,330	+27%
of which Brazil	4,378	2,814	4,027	2,427	4,421	2,920	5,951	3,662	+63%	14,399	9,009	+60%
Asia	42,974	31,575	37,675	30,000	40,271	35,682	42,298	39,977	+6%	120,244	105,659	+14%
of which Japan	11,182	11,267	11,974	11,608	10,386	10,195	10,720	11,862	-10%	33,080	33,665	-2%
Indonesia	13,727	8,227	12,497	7,232	16,429	9,823	17,751	11,936	+49%	46,677	28,991	+61%
India	4,572	2,700	6,191	3,736	5,796	3,554	5,252	4,855	+8%	17,239	12,145	+42%
Rest of World	13,390	9,540	8,729	7,383	10,310	10,995	9,407	12,439	-24%	28,446	30,817	-8%
BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	27,298	22,529	24,009	26,433	32,580	28,623	22,971	30,031	-24%	79,560	85,087	-6%
Daimler Trucks including BFDA	161,009	126,548	137,855	120,440	156,490	145,052	159,026	156,589	+2%	453,371	422,081	+7%

* European Union, Switzerland and Norway.

Daimler Trucks Retail Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Daimler Trucks	138,499	114,881	112,222	98,058	123,260	112,481	124,927	116,280	+7%	360,409	326,819	+10%
EU30*	24,000	24,292	18,624	16,601	20,815	20,979	20,595	19,307	+7%	60,034	56,887	+6%
of which Germany	9,095	9,334	6,112	6,458	7,838	8,069	8,688	8,104	+7%	22,638	22,631	+0%
NAFTA	47,603	36,316	39,387	31,823	44,332	39,965	49,303	41,147	+20%	133,022	112,935	+18%
of which USA	39,378	28,898	34,547	27,790	37,321	33,393	41,829	35,464	+18%	113,697	96,647	+18%
Latin America (excl. Mexico)	8,966	7,384	8,749	6,399	8,236	6,992	10,038	7,769	+29%	27,023	21,160	+28%
of which Brazil	4,068	3,320	3,542	2,508	4,567	2,954	6,020	3,507	+72%	14,129	8,969	+58%
Asia	43,367	36,839	38,056	35,965	39,732	33,550	36,295	36,492	-1%	114,083	106,007	+8%
of which Japan	11,299	11,018	11,962	11,843	10,265	10,076	10,511	12,015	-13%	32,738	33,934	-4%
Indonesia	13,958	11,285	12,317	9,733	14,797	9,795	11,941	10,008	+19%	39,055	29,536	+32%
India	4,825	2,302	5,759	4,486	5,534	3,256	4,946	4,559	+8%	16,239	12,301	+32%
Rest of World	14,563	10,050	7,406	7,270	10,145	10,995	8,696	11,565	-25%	26,247	29,830	-12%

* European Union, Switzerland and Norway.

Daimler Trucks Incoming Orders

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Daimler Trucks	145,811	109,951	183,761	123,728	143,963	114,360	129,330	116,691	+11%	457,054	354,779	+29%
EU30*	22,887	21,988	23,733	21,310	21,391	19,738	17,665	18,968	-7%	62,789	60,016	+5%
of which Germany	8,202	7,815	10,009	8,748	8,520	7,496	7,457	6,578	+13%	25,986	22,822	+14%
NAFTA	62,889	40,361	88,646	45,967	62,719	35,989	50,549	35,106	+44%	201,914	117,062	+72%
of which USA	56,151	34,558	72,236	37,792	52,388	31,075	49,511	27,194	+82%	174,135	96,061	+81%
Latin America (excl. Mexico)	8,398	6,418	7,990	5,419	7,985	6,576	9,247	8,128	+14%	25,222	20,123	+25%
of which Brazil	4,378	2,814	4,027	2,427	4,421	2,920	5,951	3,662	+63%	14,399	9,009	+60%
Asia	39,736	31,336	50,524	40,233	40,825	39,000	39,678	42,858	-7%	131,027	122,091	+7%
of which Japan	11,978	10,817	12,379	12,500	12,307	12,284	10,725	11,579	-7%	35,411	36,363	-3%
Indonesia	15,572	7,999	18,544	11,855	16,132	10,290	11,994	14,365	-17%	46,670	36,510	+28%
India	3,840	2,529	9,623	4,336	2,528	4,953	5,425	5,069	+7%	17,576	14,358	+22%
Rest of World	11,901	9,848	12,868	10,799	11,043	13,057	12,191	11,631	+5%	36,102	35,487	+2%

* European Union, Switzerland and Norway.

Daimler Trucks Market Shares*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change in % pts.	2018	2017	Change in % pts.
Trucks Europe / Latin America												
(Mercedes-Benz)												
EU30** HDT/MDT	21.2	21.3	18.3	18.8	19.8	20.9	21.4	22.1	-0.7	20.0	20.8	-0.8
Germany HDT/MDT	36.7	37.4	33.2	34.7	34.5	35.6	37.1	38.0	-0.9	35.2	36.3	-1.1
Brazil HDT/MDT	25.7	32.0	29.4	30.6	27.2	28.7	26.1	28.3	-2.2	27.1	28.9	-1.8
Trucks NAFTA												
(Freightliner/Western Star)												
NAFTA Class 8	40.5	35.8	40.1	41.1	37.7	40.4	39.6	38.6	+1.0	39.0	39.8	-0.8
NAFTA Class 6-7	40.9	35.7	44.0	40.5	38.9	39.9	36.6	36.1	+0.5	39.1	38.6	+0.5
Trucks Asia												
(FUSO)												
Japan Trucks Total	21.3	19.7	18.7	17.6	20.4	18.8	19.6	19.4	+0.2	19.8	18.8	+1.0
(BharatBenz)												
India HDT/upper MDT	9.3	6.4	8.7	7.2	6.6	8.7	6.8	10.8	-4.0	7.1	9.0	-1.9

* Based on estimates in certain markets.

** European Union including Switzerland and Norway.

Mercedes-Benz Vans Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Unit sales (units)	117,748	97,628	93,016	86,778	110,883	103,393	91,414	93,106	-2%	295,313	283,277	+4%
Retail sales (units)	96,756	85,654	74,194	72,144	84,606	87,447	72,130	82,322	-12%	230,930	241,913	-5%
Production (units)	115,308	91,022	109,996	104,116	127,444	100,884	97,347	84,821	+15%	334,787	289,821	+16%
Revenue* (millions of EUR)	3,769	3,459	3,098	2,977	3,511	3,325	3,039	3,090	-2%	9,648	9,392	+3%
EBIT* (millions of EUR)	247	156	172	337	152	349	-93	214	.	231	900	-74%
Return on sales* (%)	6.6%	4.5%	5.6%	11.3%	4.3%	10.5%	-3.1%	6.9%	.	2.4%	9.6%	.
V-Class/X-Class retail sales (excluded from MB Vans retail sales)	17,648	12,238	16,940	12,567	21,964	15,963	15,818	14,437	+10%	54,722	42,967	+27%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Mercedes-Benz Vans Unit Sales

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Wholesales (in units)	117,748	97,628	93,016	86,778	110,883	103,393	91,414	93,106	-2%	295,313	283,277	+4%
EU30*	83,435	68,625	60,418	60,539	71,318	70,357	57,019	58,966	-3%	188,755	189,862	-1%
of which Germany	33,688	26,760	22,343	20,965	28,083	27,441	22,397	23,687	-5%	72,823	72,093	+1%
NAFTA	11,699	10,900	11,272	8,531	13,180	11,955	13,048	12,630	+3%	37,500	33,116	+13%
of which USA	9,358	8,673	8,750	6,251	9,872	8,994	9,634	9,555	+1%	28,256	24,800	+14%
Latin America (excl. Mexico)	4,410	3,582	3,821	3,860	3,990	3,974	4,652	4,134	+13%	12,463	11,968	+4%
Asia	8,892	6,360	9,253	6,787	10,816	8,856	9,141	9,106	+0%	29,210	24,749	+18%
of which China	6,327	3,794	6,540	4,404	7,471	6,312	7,381	6,758	+9%	21,392	17,474	+22%
Rest of World	9,312	8,161	8,252	7,061	11,579	8,251	7,554	8,270	-9%	27,385	23,582	+16%

* European Union, Switzerland and Norway.

Mercedes-Benz Vans Retail Sales and Market Shares

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Retail sales (in units)	96,756	85,654	74,194	72,144	84,606	87,447	72,130	82,322	-12%	230,930	241,913	-5%
EU30*	68,021	59,663	49,127	49,204	56,845	60,512	43,620	53,821	-19%	149,592	163,537	-9%
of which Germany	27,327	22,315	17,225	16,769	21,891	21,946	17,708	18,792	-6%	56,824	57,507	-1%
NAFTA	12,051	11,147	10,391	9,720	11,707	11,114	14,307	12,396	+15%	36,405	33,230	+10%
of which USA	9,767	9,148	8,186	7,433	8,724	8,367	11,113	9,427	+18%	28,023	25,227	+11%
Latin America (excl. Mexico)	4,151	3,675	3,744	3,970	4,217	3,893	4,332	4,152	+4%	12,293	12,015	+2%
Asia	4,056	3,020	3,888	3,312	3,921	3,859	3,709	4,332	-14%	11,518	11,503	+0%
of which China	3,029	1,989	2,708	2,120	2,926	2,762	2,689	2,991	-10%	8,323	7,873	+6%
Rest of World	8,477	8,149	7,044	5,938	7,916	8,069	6,162	7,621	-19%	21,122	21,628	-2%
V-Class/X-Class (excluded from MB Vans retail sales)	17,648	12,238	16,940	12,567	21,964	15,963	15,818	14,437	+10%	54,722	42,967	+27%
Market shares** (in percent)												
EU30* small	3.3	3.3	2.9	3.0	3.3	2.9	3.2	3.1	+0.1 pts.	3.1	3.0	+0.1 pts.
EU30* midsize/large	17.7	17.3	15.3	15.8	14.2	16.4	12.8	16.8	-4.0 pts.	14.1	16.3	-2.2 pts.
Germany midsize/large	30.9	29.1	25.6	27.1	22.6	25.4	22.5	26.1	-3.6 pts.	23.4	26.1	-2.7 pts.
USA large	8.2	7.7	7.7	7.3	6.8	6.3	10.1	8.4	+1.7 pts.	8.2	7.3	+0.9 pts.

* European Union, Switzerland and Norway.

** Based on estimates in certain markets.

Daimler Buses Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Unit sales* (units)	8,555	8,265	5,744	5,404	7,522	7,504	7,741	7,213	+7%	21,007	20,121	+4%
Production (units)	6,873	7,052	6,924	6,583	8,620	7,973	8,507	7,089	+20%	24,051	21,645	+11%
Revenue** (millions of EUR)	1,348	1,287	850	923	1,075	1,217	1,064	1,036	+3%	2,989	3,176	-6%
EBIT** (millions of EUR)	99	77	37	72	66	78	30	32	-6%	133	182	-27%
Return on sales** (%)	7.3%	6.0%	4.4%	7.8%	6.1%	6.4%	2.8%	3.1%	.	4.4%	5.7%	.

* Due to the sales structure, retail sales correspond with wholesales.

** The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Daimler Buses Unit Sales and Market Shares

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Wholesales* (in units)	8,555	8,265	5,744	5,404	7,522	7,504	7,741	7,213	+7%	21,007	20,121	+4%
EU30**	3,229	3,185	1,367	1,392	2,183	2,202	2,146	1,864	+15%	5,696	5,458	+4%
of which Germany	1,169	1,286	422	509	693	811	590	568	+4%	1,705	1,888	-10%
NAFTA	836	1,461	458	757	839	1,041	906	852	+6%	2,203	2,650	-17%
of which Mexico	836	1,458	453	738	839	1,020	881	846	+4%	2,173	2,604	-17%
Latin America (excl. Mexico)	3,251	2,456	3,109	2,398	3,377	3,448	3,449	3,643	-5%	9,935	9,489	+5%
of which Brazil	1,610	669	1,856	1,399	2,484	2,108	2,278	2,084	+9%	6,618	5,591	+18%
Asia	797	585	580	515	758	439	761	597	+27%	2,099	1,551	+35%
Rest of World	442	578	230	342	365	374	479	257	+86%	1,074	973	+10%
Market shares*** (in percent)												
EU30** heavy	28.3	27.4	29.2	30.5	28.9	32.2	29.2	23.1	+6.1 pts.	29.1	29.1	0.0 pts.
Germany heavy	47.7	47.5	45.4	57.4	50.5	55.1	54.8	45.8	+9.0 pts.	50.0	53.0	-3.0 pts.
Brazil heavy	54.7	55.5	60.8	42.2	57.1	51.3	52.4	56.4	-4.0 pts.	55.9	51.7	+4.2 pts.

* Due to the sales structure, retail sales correspond with wholesales.

** European Union, Switzerland and Norway.

*** Based on estimates in certain markets.

Daimler Financial Services Overview

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
New business	18,547	17,030	17,861	16,812	18,341	17,925	16,613	17,437	-5%	52,815	52,174	+1%
Contract volume (end of period)	139,907	132,565	141,678	135,036	146,709	134,156	148,813	135,771	+10%	148,813	135,771	+10%
Revenue*	6,099	5,651	6,020	5,911	6,307	5,930	6,250	5,836	+7%	18,577	17,677	+5%
EBIT*	416	390	548	524	66	522	392	508	-23%	1,006	1,554	-35%
Return on equity (%)	14.2%	15.2%	17.9%	19.3%	2.1%	18.8%	12.5%	18.5%	.	10.8%	18.9%	.

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Daimler Mobility Services Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2017	2016	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
Interactions (in millions)	36.5	16.8	37.5	21.3	42.4	26.4	46.8	31.7	+48%	126.7	79.4	+60%
car2go	6.4	6.2	6.3	6.2	6.1	6.3	6.0	6.0	0%	18.4	18.5	-1%
moovel	5.9	4.4	6.2	5.1	6.7	5.4	7.5	6.0	+25%	20.4	16.5	+24%
Ride-Hailing Group*	24.2	6.2	25.0	10.0	29.6	14.7	33.3	19.7	+69%	87.9	44.4	+98%
Cities (end of period)												
car2go	26	29	26	26	24	26	25	26	-4%	25	26	-4%
moovel	16	11	17	12	17	14	19	14	+36%	19	14	+36%
Ride-Hailing Group*	>70	>50	>70	>50	>80	>65	>110	>70	+57%	>110	>70	+57%
Customers (end of period, in millions)	17.8	10.5	21.4	11.5	23.5	14.5	26.0	15.9	+64%	26.0	15.9	+64%
car2go	3.0	2.3	3.1	2.4	3.2	2.6	3.4	2.8	+21%	3.4	2.8	+21%
moovel	3.7	2.2	4.4	2.6	5.0	2.9	5.7	3.4	+68%	5.7	3.4	+68%
Ride-Hailing Group*	11.1	6.0	13.9	6.5	15.3	9.0	16.9	9.7	+74%	16.9	9.7	+74%

* Includes mytaxi, Beat since 02/17, Clever Taxi since 06/17 and Chauffeur Privé since 03/18.