

DAIMLER

Fact Sheet for Q3 and January-September 2019

October 24, 2019

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Stock Market Information

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Earnings per share* (in EUR)												
basic	1.46	2.93	1.96	2.12	-1.24	1.61	1.61	1.58	+2%	2.32	5.32	-56%
diluted	1.46	2.93	1.96	2.12	-1.24	1.61	1.61	1.58	+2%	2.32	5.32	-56%
Average number of shares outstanding (in millions) (adjusted for treasury stocks)												
basic	1,069.8	1,069.8	1,069.7	1,069.8	1,069.7	1,069.8	1,069.8	1,069.8	0%	1,069.7	1,069.8	-0%
diluted	1,069.8	1,069.8	1,069.7	1,069.8	1,069.7	1,069.8	1,069.8	1,069.8	0%	1,069.7	1,069.8	-0%
Number of shares outstanding (at period end, in millions)	1,069.8	1,069.8	1,069.0	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%			
Share price Frankfurt (at period end, in EUR)	45.91	70.80	52.25	68.97	48.93	55.13	45.62	54.35	-16%			
Market capitalization Frankfurt (at period end, in billions of EUR)	49.12	75.74	55.86	73.79	52.35	58.98	48.81	58.15	-16%			

* 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		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Unit Sales (in units)	917,756	873,040	773,796	806,905	821,666	833,005	839,326	794,749	+6%	2,434,788	2,434,659	+0%
Revenue*	46,610	43,613	39,698	39,785	42,650	40,756	43,270	40,211	+8%	125,618	120,752	+4%
EBIT*	2,669	3,421	2,802	3,335	-1,555	2,640	2,694	2,488	+8%	3,941	8,463	-53%
Net profit (loss), Group*	1,642	3,216	2,149	2,354	-1,242	1,825	1,813	1,761	+3%	2,720	5,940	-54%
Profit (loss) attributable to shareholders of Daimler AG*	1,561	3,131	2,095	2,273	-1,328	1,726	1,719	1,689	+2%	2,486	5,688	-56%
R&D expenditure total	2,123	2,150	2,378	2,321	2,357	2,290	2,501	2,373	+5%	7,236	6,984	+4%
Expensed R&D costs	1,474	1,429	1,704	1,712	1,569	1,620	1,764	1,775	-1%	5,037	5,107	-1%
Capitalized development costs	649	721	674	609	788	670	737	598	+23%	2,199	1,877	+17%
Amortization on capitalized development costs	430	323	429	360	455	378	456	370	+23%	1,340	1,108	+21%
Depreciation and amortization** (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,690	1,436	1,765	1,444	1,804	1,469	1,878	1,574	+19%	5,447	4,487	+21%
Capital expenditure total**	3,401	3,599	2,634	2,214	2,753	2,388	2,849	2,884	-1%	8,236	7,486	+10%
Investment in pp&e	2,556	2,564	1,654	1,332	1,722	1,539	1,749	2,043	-14%	5,125	4,914	+4%
Capitalized development costs	649	721	674	609	788	670	737	598	+23%	2,199	1,877	+17%
Financial investments and other intangible assets	196	314	306	273	243	179	363	243	+49%	912	695	+31%

* 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		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Net liquidity												
at the beginning of the period	13,499	20,832	13,054*	16,597	11,346	18,683	6,618	14,472	-54%	13,054*	16,597	-21%
Free cash flow	2,958	-3,766	-2,039	1,822	-1,302	-18	2,819	-1,864	.	-522	-60	.
thereof: working capital**	313	-2,058	-2,391	297	-1,072	-793	-76	-2,611	.	-3,539	-3,107	.
Other	-169	-469	331	264	-3,426	-4,193	211	891	-76%	-2,884	-3,038	.
thereof: dividends Daimler AG	0	0	0	0	-3,477	-3,905	0	0	.	-3,477	-3,905	.
Net liquidity												
at the end of the period	16,288	16,597	11,346	18,683	6,618	14,472	9,648	13,499	-29%	9,648	13,499	-29%

* Reflecting effects from initial application of IFRS 16.

** 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		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	Q3 2019	2018	Change
Group liquidity												
Cash and cash equivalents	15,853	12,072	16,598	14,058	12,519	14,334	16,989	15,014	+13%	16,989	15,853	+7%
Marketable securities and term deposits	9,577	10,063	10,114	10,407	8,945	10,348	8,999	9,865	-9%	8,999	9,577	-6%
Gross liquidity	25,430	22,135	26,712	24,465	21,464	24,682	25,988	24,879	+4%	25,988	25,430	+2%
Financing liabilities (nominal)	-144,999	-127,353	-154,825	-129,671	-153,271	-137,398	-158,715	-141,572	.	-158,715	-144,999	.
Net debt	-119,569	-105,218	-128,113	-105,206	-131,807	-112,716	-132,727	-116,693	.	-132,727	-119,569	.
Liquidity of the industrial business												
Cash and cash equivalents	12,799	9,515	14,301	12,263	10,538	12,064	15,144	12,375	+22%	15,144	12,799	+18%
Marketable securities and term deposits	8,364	8,894	9,038	9,133	7,833	9,185	7,876	8,691	-9%	7,876	8,364	-6%
Gross liquidity	21,163	18,409	23,339	21,396	18,371	21,249	23,020	21,066	+9%	23,020	21,163	+9%
Financing liabilities (nominal)	-4,875	-1,812	-11,993	-2,713	-11,753	-6,777	-13,372	-7,567	.	-13,372	-4,875	.
Net liquidity	16,288	16,597	11,346	18,683	6,618	14,472	9,648	13,499	-29%	9,648	16,288	-41%

Pension and Health-Care Benefits

(in billions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	Q3 2019	2018	Change
Pension benefits												
Benefit obligations	-31.7	-31.7	-33.5	-31.5	-35.6	-31.7	-37.9	-31.4	.	-37.9	-31.7	.
Plan assets	25.5	27.2	26.6	26.6	26.9	26.5	27.4	26.6	+3%	27.4	25.5	+7%
Funded status	-6.2	-4.5	-6.9	-4.9	-8.7	-5.2	-10.5	-4.8	.	-10.5	-6.2	.
Funding ratio	80.4%	85.8%	79.4%	84.4%	75.6%	83.6%	72.3%	84.7%	.	72.3%	80.4%	.
Health-care benefits												
Benefit obligations	-1.1	-1.2	-1.1	-1.1	-1.2	-1.2	-1.3	-1.2	.	-1.3	-1.1	.
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	0.0	0.1	0.0	0.1	0.0	0.1	0.0	0.1	-100%	0.0	0.0	.
Funded status	-1.1	-1.1	-1.1	-1.0	-1.2	-1.1	-1.3	-1.1	.	-1.3	-1.1	.

Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	638,263	613,026	555,312	594,299	575,639	590,690	604,655	559,539	+8%	1,735,606	1,744,528	-1%
Daimler Trucks	143,524	133,711	115,920	113,846	126,474	123,910	125,382	136,055	-8%	367,776	373,811	-2%
Mercedes-Benz Vans	126,088	117,748	97,038	93,016	111,118	110,883	100,332	91,414	+10%	308,488	295,313	+4%
Daimler Buses	9,881	8,555	5,526	5,744	8,435	7,522	8,957	7,741	+16%	22,918	21,007	+9%
Daimler Group	917,756	873,040	773,796	806,905	821,666	833,005	839,326	794,749	+6%	2,434,788	2,434,659	+0%

Production Volume

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	556,415	587,020	614,094	608,071	588,250	601,343	655,411	632,441	+4%	1,857,755	1,841,855	+1%
Daimler Trucks	133,912	122,159	125,599	120,770	127,224	128,255	126,384	141,909	-11%	379,207	390,934	-3%
Mercedes-Benz Vans	105,527	115,308	111,598	109,996	115,789	127,444	91,669	97,347	-6%	319,056	334,787	-5%
Daimler Buses	7,182	6,873	6,972	6,924	8,670	8,620	8,417	8,507	-1%	24,059	24,051	+0%
Daimler Group	803,036	831,360	858,263	845,761	839,933	865,662	881,881	880,204	+0%	2,580,077	2,591,627	-0%

Revenue*

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	25,858	24,905	21,200	22,998	22,293	22,575	23,525	21,672	+9%	67,018	67,245	-0%
Daimler Trucks	10,424	9,564	9,546	8,619	10,472	9,185	10,349	10,045	+3%	30,367	27,849	+9%
Mercedes-Benz Vans	3,978	3,769	3,369	3,098	3,654	3,511	3,485	3,039	+15%	10,508	9,648	+9%
Daimler Buses	1,540	1,348	785	850	1,268	1,075	1,231	1,064	+16%	3,284	2,989	+10%
Daimler Mobility	7,059	6,307	6,881	6,255	7,145	6,570	7,086	6,385	+11%	21,112	19,210	+10%
Reconciliation	-2,249	-2,280	-2,083	-2,035	-2,182	-2,160	-2,406	-1,994	.	-6,671	-6,189	.
Daimler Group	46,610	43,613	39,698	39,785	42,650	40,756	43,270	40,211	+8%	125,618	120,752	+4%

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

In 2017 and 2018 at the Daimler Mobility segment, the Group's internal revenue and cost of sales have been adjusted by the same amount. These adjustments have been fully eliminated in the reconciliation.

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		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars												
EBIT	1,883	2,375	1,298	2,060	-672	1,901	1,423	1,372	+4%	2,049	5,333	-62%
RoS	7.3%	9.5%	6.1%	9.0%	-3.0%	8.4%	6.0%	6.3%	.	3.1%	7.9%	.
Daimler Trucks												
EBIT	710	559	582	647	725	546	774	850	-9%	2,081	2,043	+2%
RoS	6.8%	5.8%	6.1%	7.5%	6.9%	5.9%	7.5%	8.5%	.	6.9%	7.3%	.
Mercedes-Benz Vans												
EBIT	81	247	-98	172	-2,050	152	113	-93	.	-2,035	231	.
RoS	2.0%	6.6%	-2.9%	5.6%	-56.1%	4.3%	3.2%	-3.1%	.	-19.4%	2.4%	.
Daimler Buses												
EBIT	132	99	-21	37	106	66	79	30	+163%	164	133	+23%
RoS	8.6%	7.3%	-2.7%	4.4%	8.4%	6.1%	6.4%	2.8%	.	5.0%	4.4%	.
Daimler Mobility												
EBIT	378	416	1,209	548	431	66	413	392	+5%	2,053	1,006	+104%
Return on equity (RoE)	12.0%	14.3%	35.7%	17.9%	12.5%	2.1%	11.9%	12.5%	.	19.9%	10.8%	.
Reconciliation	-515	-275	-168	-129	-95	-91	-108	-63	.	-371	-283	.
Daimler Group	2,669	3,421	2,802	3,335	-1,555	2,640	2,694	2,488	+8%	3,941	8,463	-53%

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

Disclosed Items Affecting EBIT

		4th Quarter		1st Quarter		2nd Quarter		3rd Quarter		January - September	
		2018	2017	2019	2018	2019	2018	2019	2018	2019	2018
(in millions of EUR)											
Mercedes-Benz Cars	Expenses for voluntary service activities and a specific vehicle recall	-	28	-	-	-	-	-	-	-	-
	Remeasurement of investment in Aston Martin Lagonda Global Holdings plc	-74	-	-	-	-	-	-	185	-	185
	Governmental and court proceedings and measures relating to diesel vehicles	-	-	-	-	-1,067	-	-	-	-1,067	-
	Expenses in connection with Takata airbags	-	-	-	-	-600	-	-	-	-600	-
	Vehicle recall	-	-	-	-	-167	-	-	-	-167	-
Daimler Trucks	Expenses related to fixed cost optimization	-	-78	-	*	-	-	-	-	-	*
	Expenses/income in connection with Takata airbags	-	-	-	-	-47	-	39	-	-8	-
Mercedes-Benz Vans	Governmental and court proceedings and measures relating to diesel vehicles	-	-	-	-	-1,372	-	-	-	-1,372	-
	Product portfolio review	-	-	-	-	-459	-	-	-	-459	-
	Expenses in connection with Takata airbags	-	-	-	-	-340	-	-	-	-340	-
Daimler Mobility	Settlement of the Toll Collect arbitration proceedings	-	-	-	-	-	-418	-	-	-	-418
	Merger of mobility services of Daimler and BMW	-	-	718	-	-	-	-	-	718	-
Recon- ciliation	Impairment of investment in BAIC Motor	-150	-	-	-	-	-	-	-	-	-
	Governmental and court proceedings and measures relating to diesel vehicles	-	-	-	-	-114	-	-	-	-114	-

* not significant

Mercedes-Benz Cars Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Unit sales (units)	638,263	613,026	555,312	594,299	575,639	590,690	604,655	559,539	+8%	1,735,606	1,744,528	-1%
Retail sales (units)	627,601	606,503	587,921	625,030	607,126	629,462	617,972	556,979	+11%	1,813,019	1,811,471	+0%
Production (units)	556,415	587,020	614,094	608,071	588,250	601,343	655,411	632,441	+4%	1,857,755	1,841,855	+1%
Revenue* (millions of EUR)	25,858	24,905	21,200	22,998	22,293	22,575	23,525	21,672	+9%	67,018	67,245	-0%
EBIT* (millions of EUR)	1,883	2,375	1,298	2,060	-672	1,901	1,423	1,372	+4%	2,049	5,333	-62%
Return on sales* (%)	7.3%	9.5%	6.1%	9.0%	-3.0%	8.4%	6.0%	6.3%	.	3.1%	7.9%	.
V-Class/X-Class retail sales (included in MBC retail sales)	22,065	17,648	18,051	16,940	19,310	21,964	19,253	15,818	+22%	56,614	54,722	+3%

* 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		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	638,263	613,026	555,312	594,299	575,639	590,690	604,655	559,539	+8%	1,735,606	1,744,528	-1%
Europe	264,755	249,112	235,298	244,178	244,788	250,180	253,213	223,561	+13%	733,299	717,919	+2%
of which Germany	91,171	77,627	78,084	78,547	82,521	81,931	85,084	72,114	+18%	245,689	232,592	+6%
NAFTA	120,289	116,903	75,961	85,748	88,640	96,004	89,972	90,566	-1%	254,573	272,318	-7%
of which USA	102,704	99,722	64,259	70,490	75,497	78,042	75,666	75,975	-0%	215,422	224,507	-4%
Asia	232,883	223,793	221,649	241,836	224,231	223,300	240,335	223,058	+8%	686,215	688,194	-0%
of which China	161,567	160,833	173,152	178,817	168,313	166,915	173,321	170,438	+2%	514,786	516,170	-0%
of which locally produced vehicles	114,506	107,503	145,107	127,005	136,939	125,045	143,187	118,450	+21%	425,233	370,500	+15%
Rest of World	20,336	23,218	22,404	22,537	17,980	21,206	21,135	22,354	-5%	61,519	66,097	-7%

Mercedes-Benz Cars Retail Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	627,601	606,503	587,921	625,030	607,126	629,462	617,972	556,979	+11%	1,813,019	1,811,471	+0%
Europe	270,020	258,322	248,175	262,342	262,126	266,847	259,584	235,033	+10%	769,885	764,222	+1%
of which Germany	97,135	83,932	80,752	83,453	89,355	88,170	92,191	76,185	+21%	262,298	247,808	+6%
NAFTA	106,585	111,869	84,416	94,056	90,702	98,628	90,990	81,351	+12%	266,108	274,035	-3%
of which USA	90,853	95,456	71,397	78,874	76,493	80,661	76,806	66,847	+15%	224,696	226,382	-1%
Asia	227,794	212,552	234,224	245,177	232,731	239,240	246,368	219,253	+12%	713,323	703,670	+1%
of which China	159,517	152,394	178,123	176,310	174,199	176,570	184,439	167,906	+10%	536,761	520,786	+3%
of which locally produced vehicles	111,424	104,189	142,237	122,887	141,559	128,089	153,754	123,408	+25%	437,550	374,384	+17%
Rest of World	23,202	23,760	21,106	23,455	21,567	24,747	21,030	21,342	-1%	63,703	69,544	-8%
V-Class/X-Class (included in MBC retail sales)	22,065	17,648	18,051	16,940	19,310	21,964	19,253	15,818	+22%	56,614	54,722	+3%

Mercedes-Benz Cars Market Shares*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2018	2017	2019	2018	2019	2018	2019	2018	Change in % pts.	2019	2018	Change in % pts.
European Union	7.5	6.3	6.2	5.9	6.4	5.8	7.0	5.6	+1.4	6.5	5.8	+0.7
of which Germany	12.5	10.3	10.1	10.0	9.9	9.9	10.5	9.8	+0.7	10.3	9.9	+0.4
USA	2.1	2.2	1.8	1.9	1.7	1.9	1.8	1.6	+0.2	1.8	1.8	0.0
China	2.5	1.9	3.5	2.9	3.4	3.1	3.5	3.1	+0.4	3.5	3.0	+0.5
Japan	1.9	1.9	1.4	1.4	1.5	1.6	1.5	1.6	-0.1	1.5	1.5	0.0

* Based on estimates in certain markets.

Daimler Trucks Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Incoming orders (units)	132,346	145,811	101,376	183,761	96,190	143,963	91,974	129,330	-29%	289,540	457,054	-37%
Unit sales (units)	143,524	133,711	115,920	113,846	126,474	123,910	125,382	136,055	-8%	367,776	373,811	-2%
Retail sales (units)	147,616	138,499	115,024	112,222	121,748	123,260	123,334	124,927	-1%	360,106	360,409	-0%
Production (units)	133,912	122,159	125,599	120,770	127,224	128,255	126,384	141,909	-11%	379,207	390,934	-3%
Revenue* (millions of EUR)	10,424	9,564	9,546	8,619	10,472	9,185	10,349	10,045	+3%	30,367	27,849	+9%
EBIT* (millions of EUR)	710	559	582	647	725	546	774	850	-9%	2,081	2,043	+2%
Return on sales* (%)	6.8%	5.8%	6.1%	7.5%	6.9%	5.9%	7.5%	8.5%	.	6.9%	7.3%	.

* 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		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Daimler Trucks	143,524	133,711	115,920	113,846	126,474	123,910	125,382	136,055	-8%	367,776	373,811	-2%
EU30*	25,206	23,611	18,967	17,250	19,836	21,069	19,942	21,865	-9%	58,745	60,184	-2%
of which Germany	10,301	9,095	6,576	6,112	7,846	7,838	8,616	8,688	-1%	23,038	22,638	+2%
NAFTA	51,808	44,523	47,825	40,822	54,533	44,347	53,240	52,690	+1%	155,598	137,859	+13%
of which USA	43,006	36,827	42,376	34,813	45,593	38,031	47,307	44,708	+6%	135,276	117,552	+15%
Latin America (excl. Mexico)	11,077	9,213	8,677	9,370	10,215	7,913	11,569	9,795	+18%	30,461	27,078	+12%
of which Brazil	7,004	4,378	6,097	4,027	7,301	4,421	8,157	5,951	+37%	21,555	14,399	+50%
Asia	44,493	42,974	34,307	37,675	33,982	40,271	33,550	42,298	-21%	101,839	120,244	-15%
of which Japan	10,947	11,182	10,975	11,974	10,048	10,386	11,683	10,720	+9%	32,706	33,080	-1%
Indonesia	17,551	13,727	7,808	12,497	9,961	16,429	9,838	17,751	-45%	27,607	46,677	-41%
India	5,293	4,572	5,549	6,191	3,840	5,796	2,672	5,252	-49%	12,061	17,239	-30%
Rest of World	10,940	13,390	6,144	8,729	7,908	10,310	7,081	9,407	-25%	21,133	28,446	-26%
BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	23,804	27,298	22,675	24,009	22,902	32,580	18,169	22,971	-21%	63,746	79,560	-20%
Daimler Trucks including BFDA	167,328	161,009	138,595	137,855	149,376	156,490	143,551	159,026	-10%	431,522	453,371	-5%

* European Union, Switzerland and Norway.

Daimler Trucks Retail Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Daimler Trucks	147,616	138,499	115,024	112,222	121,748	123,260	123,334	124,927	-1%	360,106	360,409	-0%
EU30*	25,104	24,000	18,679	18,624	22,066	20,815	18,571	20,595	-10%	59,316	60,034	-1%
of which Germany	10,301	9,095	6,576	6,112	7,846	7,838	8,616	8,688	-1%	23,038	22,638	+2%
NAFTA	53,093	47,603	47,411	39,387	50,312	44,332	51,443	49,303	+4%	149,166	133,022	+12%
of which USA	44,105	39,378	41,976	34,547	41,498	37,321	46,352	41,829	+11%	129,826	113,697	+14%
Latin America (excl. Mexico)	10,682	8,966	8,171	8,749	9,913	8,236	11,266	10,038	+12%	29,350	27,023	+9%
of which Brazil	6,634	4,068	5,597	3,542	7,057	4,567	8,068	6,020	+34%	20,722	14,129	+47%
Asia	46,034	43,367	34,873	38,056	32,115	39,732	35,065	36,295	-3%	102,053	114,083	-11%
of which Japan	10,827	11,299	11,046	11,962	9,961	10,265	12,109	10,511	+15%	33,116	32,738	+1%
Indonesia	17,045	13,958	9,766	12,317	8,950	14,797	10,943	11,941	-8%	29,659	39,055	-24%
India	5,270	4,825	4,469	5,759	4,053	5,534	3,548	4,946	-28%	12,070	16,239	-26%
Rest of World	12,703	14,563	5,890	7,406	7,342	10,145	6,989	8,696	-20%	20,221	26,247	-23%

* European Union, Switzerland and Norway.

Daimler Trucks Incoming Orders

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Daimler Trucks	132,346	145,811	101,376	183,761	96,190	143,963	91,974	129,330	-29%	289,540	457,054	-37%
EU30*	29,039	22,887	20,474	23,733	18,493	21,391	12,103	17,665	-31%	51,070	62,789	-19%
of which Germany	10,466	8,202	8,763	10,009	6,865	8,520	5,179	7,457	-31%	20,807	25,986	-20%
NAFTA	54,276	62,889	27,009	88,646	28,045	62,719	26,038	50,549	-48%	81,092	201,914	-60%
of which USA	46,106	56,151	24,246	72,236	23,589	52,388	22,597	49,511	-54%	70,432	174,135	-60%
Latin America (excl. Mexico)	9,702	8,398	8,628	7,990	10,128	7,985	11,961	9,247	+29%	30,717	25,222	+22%
of which Brazil	7,004	4,378	6,097	4,027	7,301	4,421	8,157	5,951	+37%	21,555	14,399	+50%
Asia	32,471	39,736	38,561	50,524	32,825	40,825	35,426	39,678	-11%	106,812	131,027	-18%
of which Japan	10,841	11,978	12,189	12,379	11,162	12,307	10,422	10,725	-3%	33,773	35,411	-5%
Indonesia	7,244	15,572	13,070	18,544	8,211	16,132	10,753	11,994	-10%	32,034	46,670	-31%
India	5,000	3,840	5,825	9,623	3,073	2,528	4,201	5,425	-23%	13,099	17,576	-25%
Rest of World	6,858	11,901	6,704	12,868	6,699	11,043	6,446	12,191	-47%	19,849	36,102	-45%

* European Union, Switzerland and Norway.

Daimler Trucks Market Shares*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2018	2017	2019	2018	2019	2018	2019	2018	Change in % pts.	2019	2018	Change in % pts.
Trucks Europe / Latin America												
(Mercedes-Benz)												
EU30** HDT/MDT	21.6	21.2	19.6	18.3	19.2	19.8	20.1	21.4	-1.3	19.6	20.0	-0.4
Germany HDT/MDT	39.2	36.7	34.5	33.2	32.3	34.5	35.0	37.1	-2.1	33.8	35.2	-1.4
Brazil HDT/MDT	29.1	25.7	30.5	29.4	30.2	27.2	29.2	26.1	+3.1	29.9	27.1	+2.8
Trucks North America												
(Freightliner/Western Star)												
NAFTA Class 8	38.4	40.5	44.6	40.1	37.3	37.7	36.5	39.6	-3.1	38.6	39.0	-0.4
NAFTA Class 6-7	35.1	40.9	39.7	44.0	31.1	38.9	29.6	36.6	-7.0	32.5	39.1	-6.6
Trucks Asia												
(FUSO)												
Japan Trucks Total	18.5	21.3	17.0	18.7	18.7	20.4	18.3	19.6	-1.3	18.1	19.8	-1.7
(BharatBenz)												
India*** > 9 t	5.7	5.5	5.7	5.9	5.4	6.1	6.7	6.1	+0.6	5.8	6.1	-0.3

* Based on estimates in certain markets.

** European Union including Switzerland and Norway.

*** Market shares in India adjusted due to methodic change.

Mercedes-Benz Vans Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Unit sales (units)	126,088	117,748	97,038	93,016	111,118	110,883	100,332	91,414	+10%	308,488	295,313	+4%
Retail sales (units)	103,142	96,756	75,871	74,194	93,407	84,606	86,261	72,130	+20%	255,539	230,930	+11%
Production (units)	105,527	115,308	111,598	109,996	115,789	127,444	91,669	97,347	-6%	319,056	334,787	-5%
Revenue* (millions of EUR)	3,978	3,769	3,369	3,098	3,654	3,511	3,485	3,039	+15%	10,508	9,648	+9%
EBIT* (millions of EUR)	81	247	-98	172	-2,050	152	113	-93	.	-2,035	231	.
Return on sales* (%)	2.0%	6.6%	-2.9%	5.6%	-56.1%	4.3%	3.2%	-3.1%	.	-19.4%	2.4%	.
V-Class/X-Class retail sales (excluded from MB Vans retail sales)	22,065	17,648	18,051	16,940	19,310	21,964	19,253	15,818	+22%	56,614	54,722	+3%

* 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		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Wholesales (in units)	126,088	117,748	97,038	93,016	111,118	110,883	100,332	91,414	+10%	308,488	295,313	+4%
EU30*	89,514	83,435	66,557	60,418	78,622	71,318	65,523	57,019	+15%	210,702	188,755	+12%
of which Germany	34,444	33,688	22,384	22,343	32,670	28,083	28,863	22,397	+29%	83,917	72,823	+15%
NAFTA	13,351	11,699	11,671	11,272	12,338	13,180	14,057	13,048	+8%	38,066	37,500	+2%
of which USA	10,485	9,358	8,846	8,750	8,668	9,872	11,602	9,634	+20%	29,116	28,256	+3%
Latin America (excl. Mexico)	6,272	4,410	4,174	3,821	4,902	3,990	4,444	4,652	-4%	13,520	12,463	+8%
Asia	9,569	8,892	8,971	9,253	9,072	10,816	10,113	9,141	+11%	28,156	29,210	-4%
of which China	7,676	6,327	6,131	6,540	7,134	7,471	8,516	7,381	+15%	21,781	21,392	+2%
Rest of World	7,382	9,312	5,665	8,252	6,184	11,579	6,195	7,554	-18%	18,044	27,385	-34%

* European Union, Switzerland and Norway.

Mercedes-Benz Vans Retail Sales and Market Shares

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Retail sales (in units)	103,142	96,756	75,871	74,194	93,407	84,606	86,261	72,130	+20%	255,539	230,930	+11%
EU30*	74,119	68,021	53,453	49,127	68,836	56,845	57,075	43,620	+31%	179,364	149,592	+20%
of which Germany	27,371	27,327	17,453	17,225	26,568	21,891	21,845	17,708	+23%	65,866	56,824	+16%
NAFTA	12,374	12,051	9,665	10,391	11,661	11,707	15,431	14,307	+8%	36,757	36,405	+1%
of which USA	10,154	9,767	7,476	8,186	8,549	8,724	12,821	11,113	+15%	28,846	28,023	+3%
Latin America (excl. Mexico)	5,125	4,151	4,254	3,744	4,431	4,217	4,774	4,332	+10%	13,459	12,293	+9%
Asia	4,705	4,056	4,214	3,888	3,992	3,921	4,671	3,709	+26%	12,877	11,518	+12%
of which China	3,609	3,029	2,846	2,708	3,057	2,926	3,476	2,689	+29%	9,379	8,323	+13%
Rest of World	6,819	8,477	4,285	7,044	4,487	7,916	4,310	6,162	-30%	13,082	21,122	-38%
V-Class/X-Class (excluded from MB Vans retail sales)	22,065	17,648	18,051	16,940	19,310	21,964	19,253	15,818	+22%	56,614	54,722	+3%
Market shares** (in percent)												
EU30* small	3.1	3.3	2.6	2.9	2.7	3.3	2.2	3.2	-1.0 pts.	2.5	3.1	-0.6 pts.
EU30* midsize/large	18.9	17.8	15.1	15.3	16.0	14.2	17.2	12.7	+4.5 pts.	16.1	14.1	+2.0 pts.
Germany midsize/large	30.5	30.9	23.3	25.6	24.5	22.6	27.5	22.5	+5.0 pts.	25.1	23.4	+1.7 pts.
USA large	9.0	8.2	6.6	7.8	6.8	7.2	12.2	9.9	+2.3 pts.	8.5	8.3	+0.2 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		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Unit sales* (units)	9,881	8,555	5,526	5,744	8,435	7,522	8,957	7,741	+16%	22,918	21,007	+9%
Production (units)	7,182	6,873	6,972	6,924	8,670	8,620	8,417	8,507	-1%	24,059	24,051	+0%
Revenue** (millions of EUR)	1,540	1,348	785	850	1,268	1,075	1,231	1,064	+16%	3,284	2,989	+10%
EBIT** (millions of EUR)	132	99	-21	37	106	66	79	30	+163%	164	133	+23%
Return on sales** (%)	8.6%	7.3%	-2.7%	4.4%	8.4%	6.1%	6.4%	2.8%	.	5.0%	4.4%	.

* 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		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Wholesales* (in units)	9,881	8,555	5,526	5,744	8,435	7,522	8,957	7,741	+16%	22,918	21,007	+9%
EU30**	3,588	3,229	919	1,367	2,837	2,183	2,474	2,146	+15%	6,230	5,696	+9%
of which Germany	1,197	1,169	342	422	924	693	769	590	+30%	2,035	1,705	+19%
NAFTA	1,070	836	382	458	665	839	797	906	-12%	1,844	2,203	-16%
of which Mexico	1,063	836	382	453	655	839	790	881	-10%	1,827	2,173	-16%
Latin America (excl. Mexico)	3,746	3,251	3,163	3,109	3,712	3,377	4,629	3,449	+34%	11,504	9,935	+16%
of which Brazil	2,160	1,610	2,228	1,856	2,673	2,484	3,465	2,278	+52%	8,366	6,618	+26%
Asia	1,073	797	846	580	716	758	695	761	-9%	2,257	2,099	+8%
Rest of World	404	442	216	230	505	365	362	479	-24%	1,083	1,074	+1%
Market shares*** (in percent)												
EU30** heavy	28.4	27.1	24.3	31.0	27.6	28.7	31.0	28.9	+2.1 pts.	28.4	29.3	-0.9 pts.
Germany heavy	48.8	49.2	44.5	44.0	53.5	49.9	59.3	53.1	+6.2 pts.	53.7	49.7	+4.0 pts.
Brazil heavy	43.3	54.8	48.9	60.0	55.2	60.1	49.2	54.3	-5.1 pts.	51.4	57.4	-6.0 pts.

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

** European Union, Switzerland and Norway.

*** Market shares adjusted due to methodic change. Based on estimates in certain markets.

Daimler Mobility Overview

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2018	2017	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
New business	19,112	18,547	17,324	17,861	18,363	18,341	18,279	16,613	+10%	53,966	52,815	+2%
Contract volume (end of period)	154,072	139,907	157,367	141,678	156,458	146,709	160,416	148,813	+8%	160,416	154,072*	+4%
Revenue**	7,059	6,307	6,881	6,255	7,145	6,570	7,086	6,385	+11%	21,112	19,210	+10%
EBIT*	378	416	1,209	548	431	66	413	392	+5%	2,053	1,006	+104%
Return on equity (%)	12.0%	14.3%	35.7%	17.9%	12.5%	2.1%	11.9%	12.5%	.	19.9%	10.8%	.

* Year-end figure.

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

In 2017 and 2018 at the Daimler Mobility segment, the Group's internal revenue and cost of sales have been adjusted by the same amount. These adjustments have been fully eliminated in the reconciliation.

YOUR NOW Joint Ventures - The Mobility Powerhouse Overview

	1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Interactions total (in millions)	124.7	n/a	143.7	n/a	152.6	n/a	.	420.9	n/a	.
FREE NOW	53.2	n/a	68.8	n/a	76.5	n/a	.	198.5	n/a	.
SHARE NOW	9.2	n/a	9.0	n/a	8.1	n/a	.	26.3	n/a	.
REACH NOW	7.7	n/a	8.7	n/a	9.0	n/a	.	25.4	n/a	.
PARK NOW	54.5	n/a	57.1	n/a	58.9*	n/a	.	170.5*	n/a	.
CHARGE NOW	0.06	n/a	0.06	n/a	0.07	n/a	.	0.19	n/a	.
Customers** (end of period, in millions)	>66	n/a	>75	n/a	>83	n/a	.	>83	n/a	.
FREE NOW	24.4	n/a	30.4	n/a	35.1	n/a	.	35.1	n/a	.
SHARE NOW	>4	n/a	>4	n/a	>4	n/a	.	>4	n/a	.
REACH NOW	6.7	n/a	7.5	n/a	8.4	n/a	.	8.4	n/a	.
PARK NOW	31.2	n/a	33.4	n/a	36.0*	n/a	.	36.0*	n/a	.
CHARGE NOW	0.02	n/a	0.02	n/a	0.03	n/a	.	0.03	n/a	.
Cities** (end of period)	>1,200	n/a	>1,200	n/a	>1,300	n/a	.	>1,300	n/a	.
FREE NOW	>110	n/a	130	n/a	140	n/a	.	140	n/a	.
SHARE NOW	30	n/a	31	n/a	31	n/a	.	31	n/a	.
REACH NOW	20	n/a	22	n/a	19	n/a	.	19	n/a	.
PARK NOW	>1,200	n/a	>1,200	n/a	>1,300*	n/a	.	>1,300*	n/a	.
CHARGE NOW	n/a	n/a	n/a	n/a	n/a	n/a	.	n/a	n/a	.
Gross merchandise value*** (in bn of EUR)	3.2	n/a	3.4	n/a	3.5	n/a	.	3.5	n/a	.

* For U.S. entity of PARK NOW, September figure estimated.

** Partially, data summation without consideration of possible redundancies.

*** Run rate based on figures of previous month.