



# Capital Market Presentation Q2 2021

## Daimler AG

## Daimler: Key messages

- ▶ Good earnings momentum in all businesses. Strong results show improved resilience
- ▶ Comfortable level of Net Industrial Liquidity and Free Cash Flow supporting financial flexibility
- ▶ Continued strategy execution, ramp-up of EV portfolio in all divisions
- ▶ Project Focus: continued preparation of new corporate structure





# Review

## Q2/21

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## Mercedes-Benz Cars: Highlights

- ▶ Mercedes-Benz: 511,000 cars sold (wholesale), new sales record in China, order intake on high level driven by new S-Class
- ▶ Sales significantly influenced by ongoing semiconductor shortages
- ▶ Global xEV sales at Mercedes-Benz Cars more than quadrupled in H1 2021, EV share over 10%
- ▶ Strong financial performance driven by compelling products, favourable mix, pricing and ongoing cost discipline
- ▶ Continued EV product offensive with launch of EQS and EQB
- ▶ EQS offers luxury, safety and comfort features at the highest level. Consequently, pricing will be comparable to S-Class



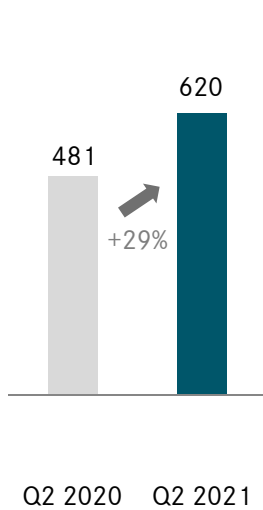
## Mercedes-Benz Vans: Highlights

- ▶ Group sales up 37% driven by almost all regions, encouraging growth in China
- ▶ Group sales of electric vans increased more than eightfold
- ▶ Ongoing strong profitability supported by mix, pricing and cost focus
- ▶ World premiere of the Concept EQT
- ▶ Merger of Mercedes-Benz Vans Sales Germany and Europe in July in order to streamline sales processes and capture synergies

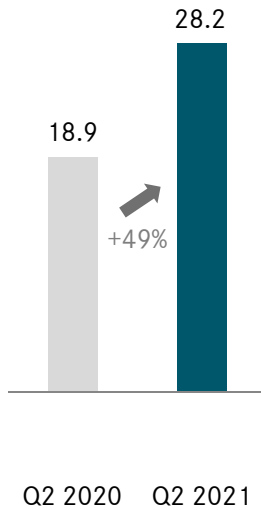


# Mercedes-Benz Cars & Vans: Financials

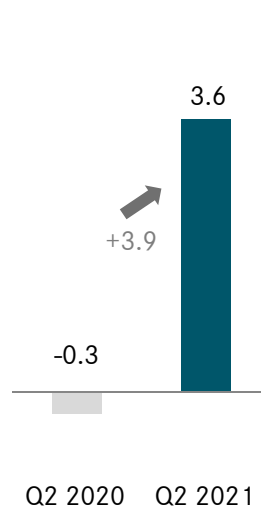
**Sales**  
in thousand units



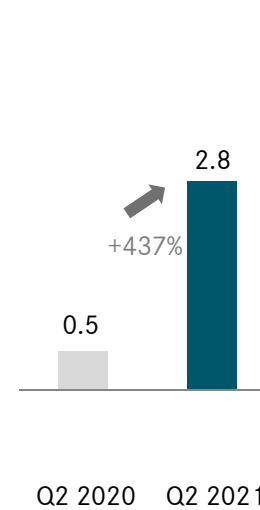
**Revenue**  
in billion euros



**EBIT adj.**  
in billion euros

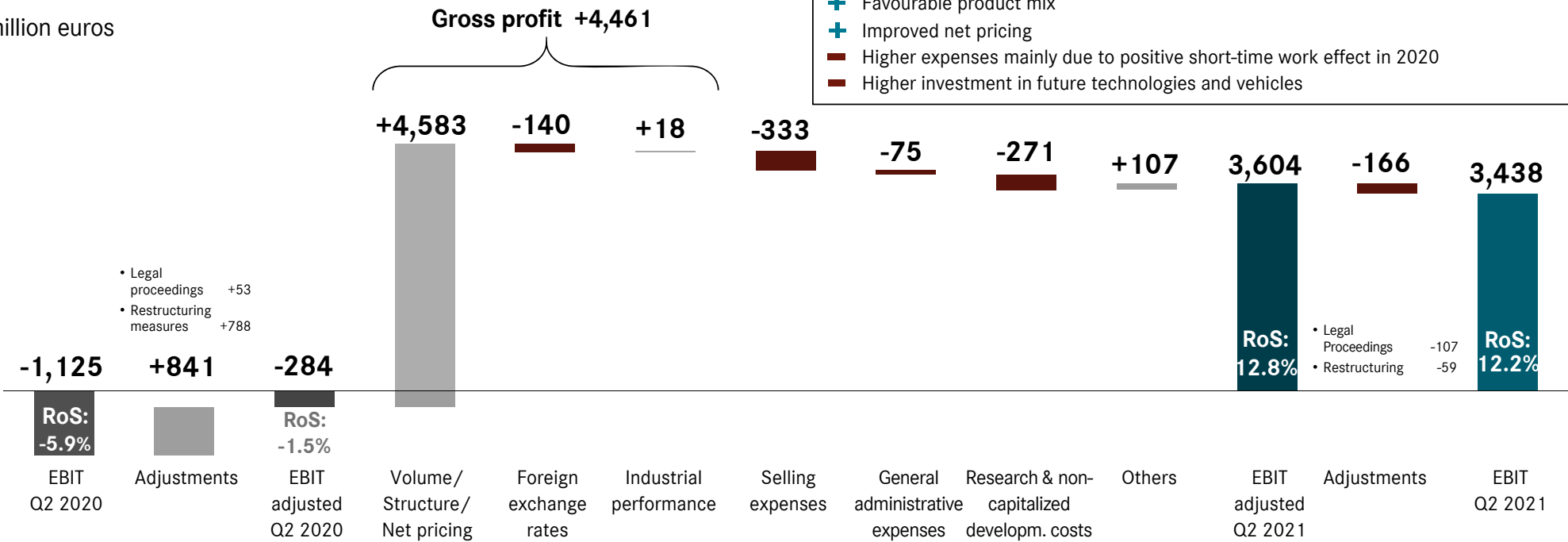


**CFBIT adj.**  
in billion euros



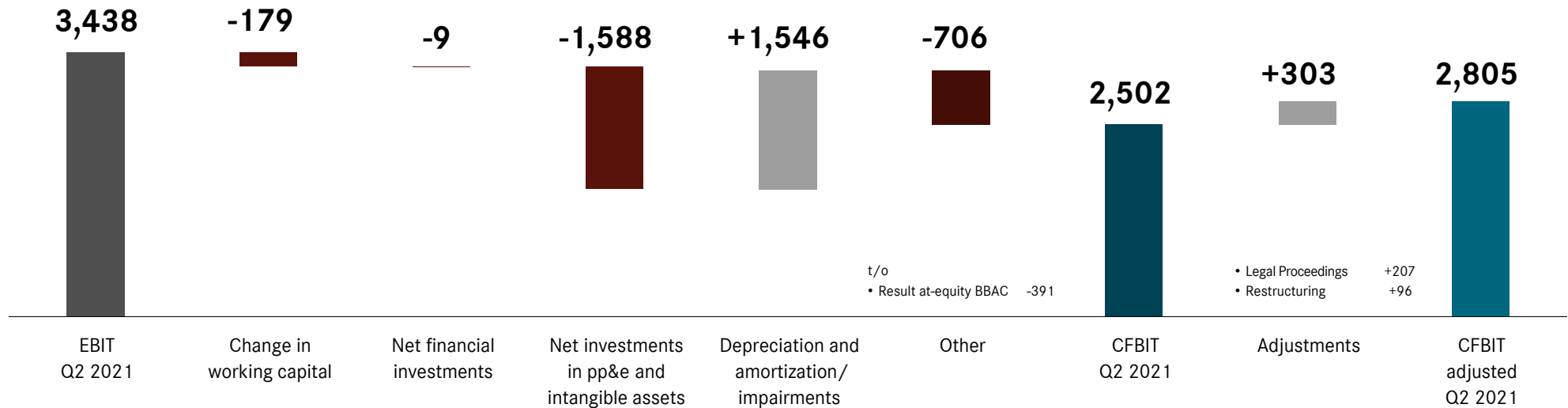
# Mercedes-Benz Cars & Vans: EBIT & RoS

in million euros



# Mercedes-Benz Cars & Vans: Reconciliation from EBIT to CFBIT

in million euros



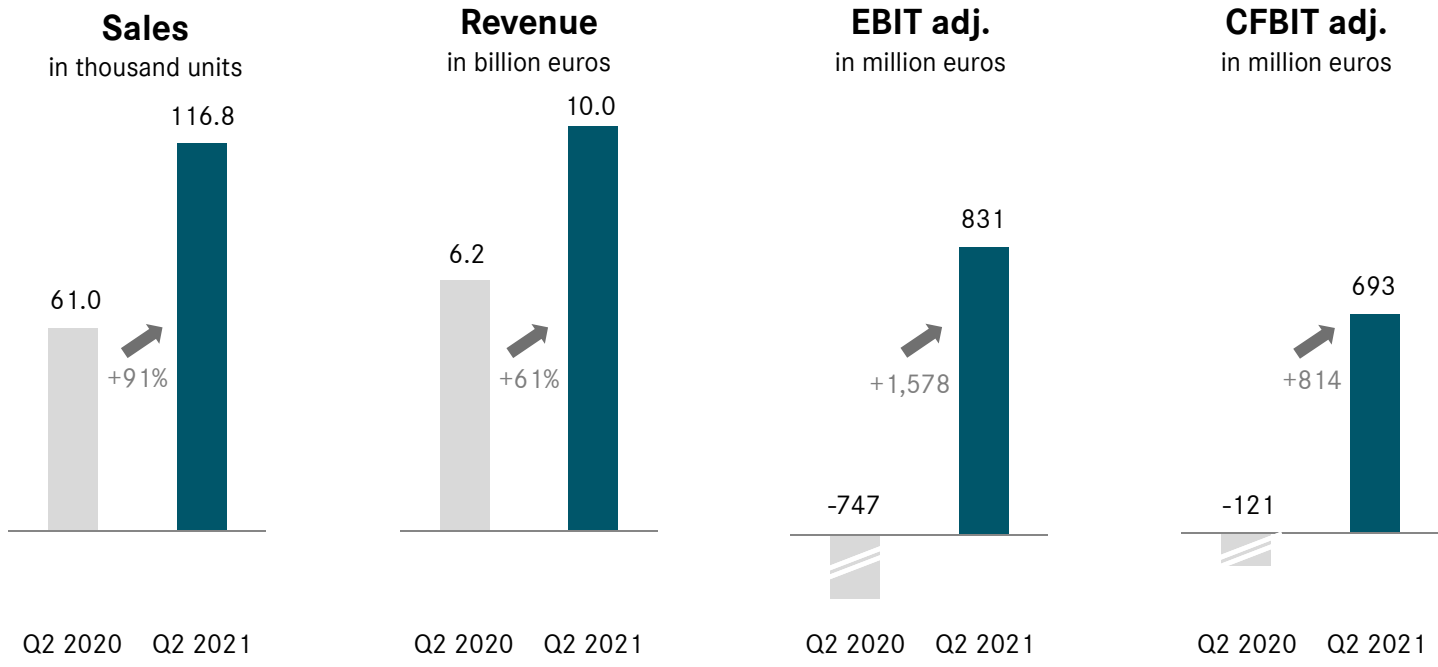


## Daimler Trucks & Buses: Highlights

- ▶ Increase of truck and bus sales in almost all regions due to improved market conditions
- ▶ Incoming truck and bus orders in all regions significantly above prior year's quarter, but limited by available production capacity in 2021
- ▶ Limited impact from semiconductor in Q2, but uncertainty remains for the second half of the year
- ▶ Daimler Truck Group with first strategy day for investors and analysts
- ▶ Daimler Truck, the Traton Group and Volvo Group announce plan to pioneer a European high-performance charging network for heavy-duty trucks
- ▶ World premiere of the new eActros: The eActros sets benchmarks in CO2-neutral goods transport



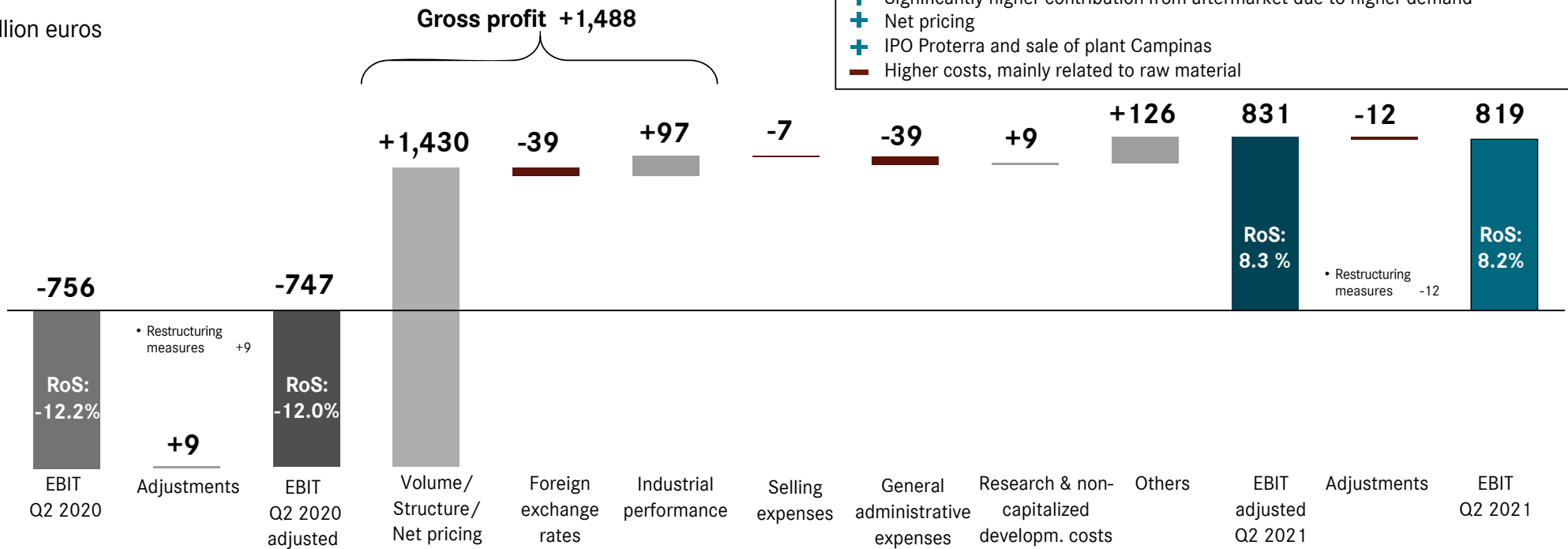
# Daimler Trucks & Buses: Financials



# Daimler Trucks & Buses: EBIT & RoS

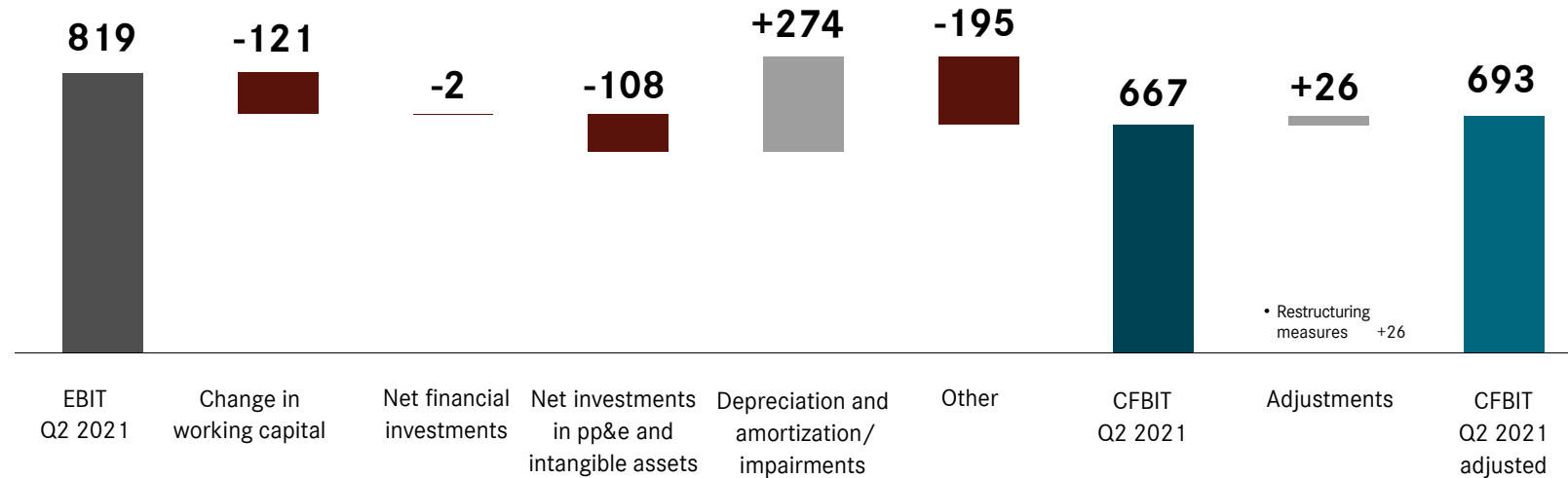
in million euros

- + Increase of truck and bus sales in almost all regions due to improved market conditions
- + Lower expenses for customer service
- + Significantly higher contribution from aftermarket due to higher demand
- + Net pricing
- + IPO Proterra and sale of plant Campinas
- Higher costs, mainly related to raw material



# Daimler Trucks & Buses: Reconciliation from EBIT to CFBIT

in million euros



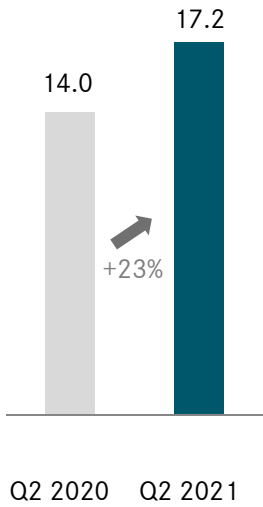


## Daimler Mobility: Highlights

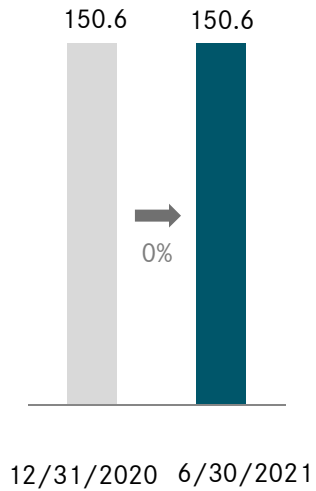
- ▶ Higher new business driven by strong customer loyalty, especially in Europe, and Covid-impact in previous year
- ▶ Strong growth of acquisitions for electric vehicles supporting EV sales
- ▶ Lower credit risk reserves and still low net credit losses reflecting high portfolio quality
- ▶ Interest result benefitting from lower refinancing cost
- ▶ Improved operative business performance at mobility services and fleet management
- ▶ Project Focus: building two separate financial services power houses for cars and trucks

# Daimler Mobility: Financials

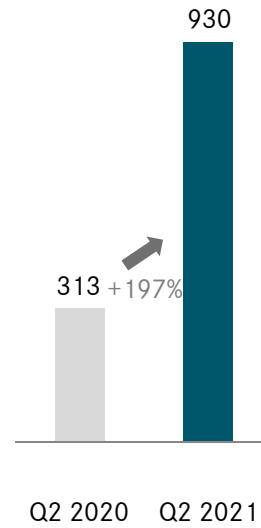
**New business**  
in billion euros



**Contract volume**  
in billion euros

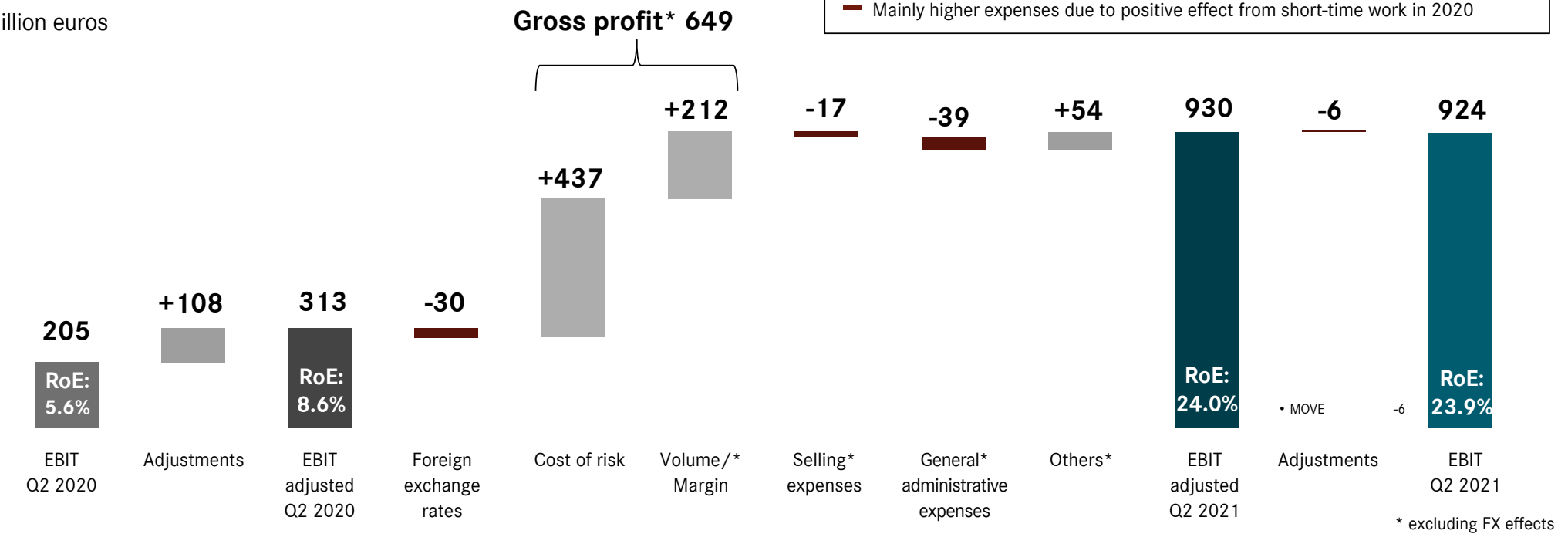


**EBIT adj.**  
in million euros



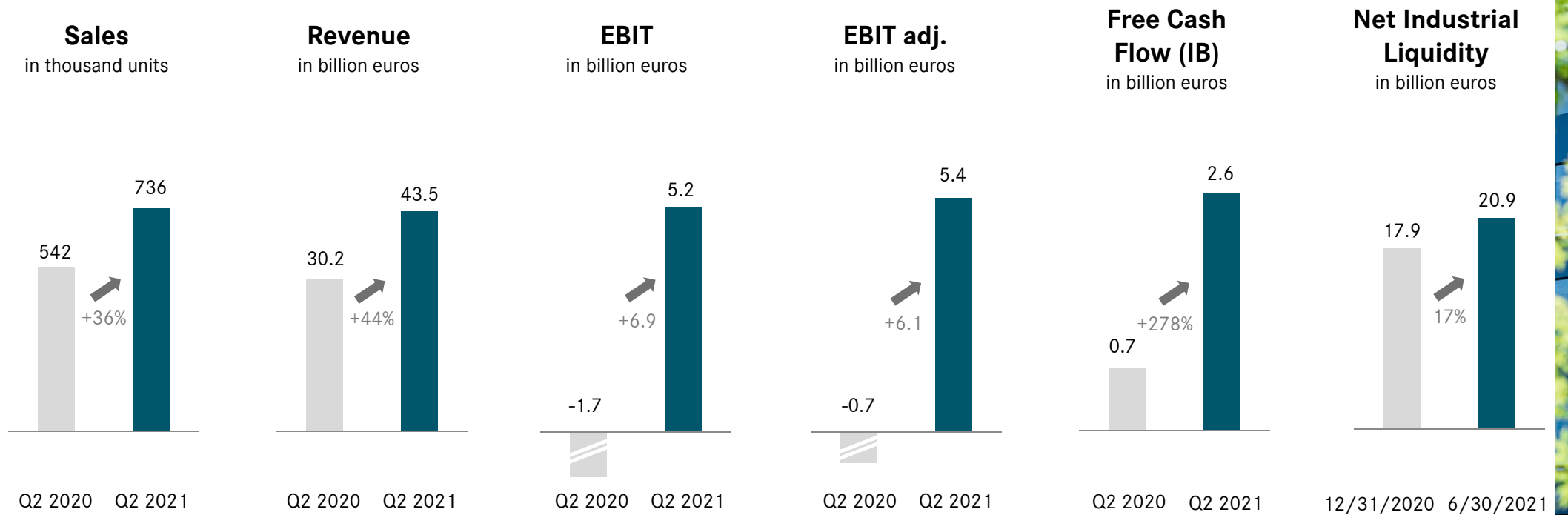
# Daimler Mobility: EBIT & RoE

in million euros



- + Lower credit risk reserve due to quick response to Covid-19 pandemic in 2020
- + Margin benefiting from lower refinancing costs
- + Improved operative business performance at Mobility Services and Fleet Management
- Mainly higher expenses due to positive effect from short-time work in 2020

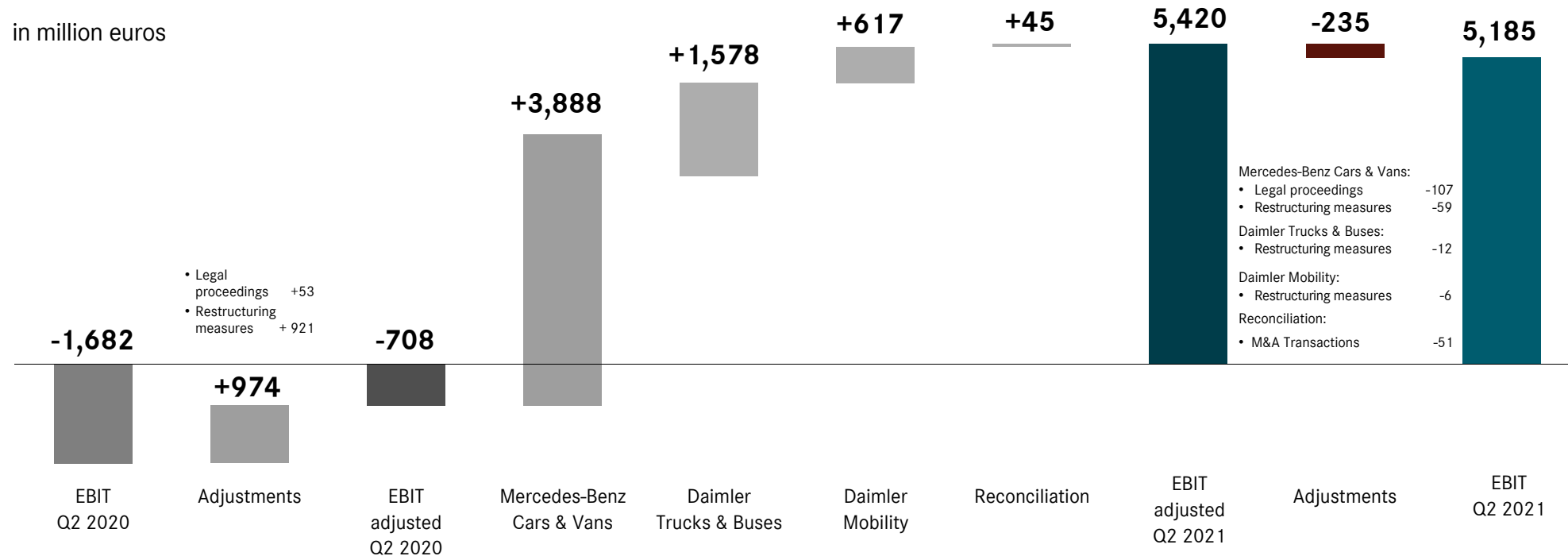
# Daimler: Key figures



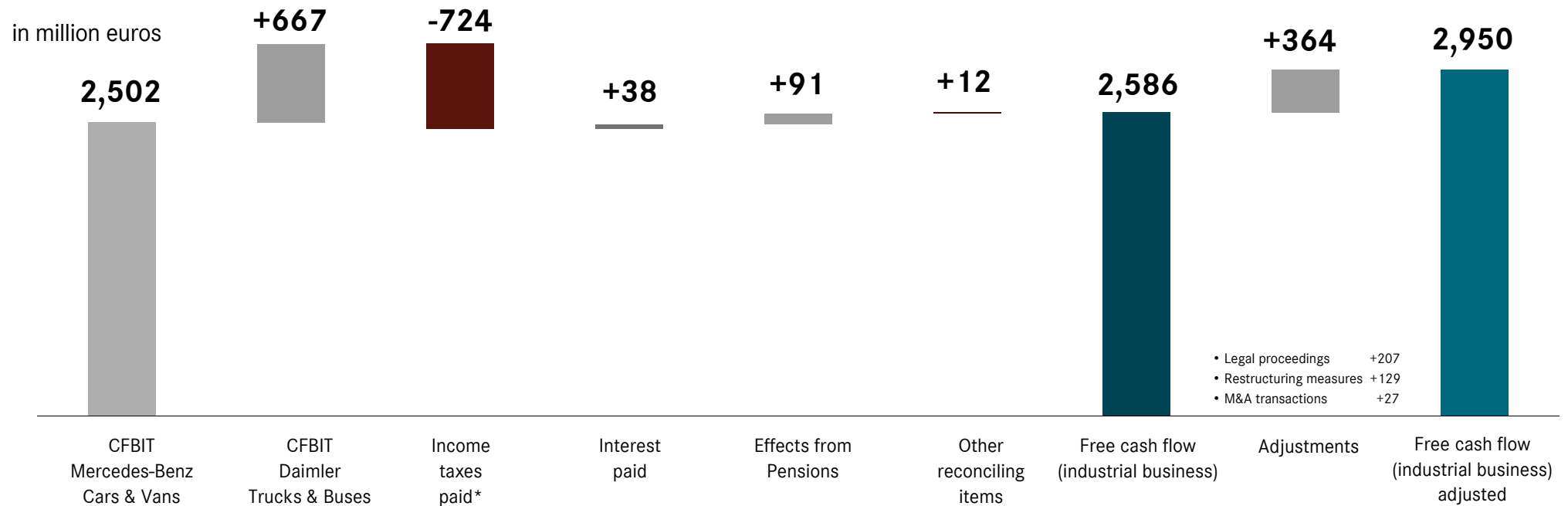


# Daimler Q2 2021: Group EBIT

in million euros



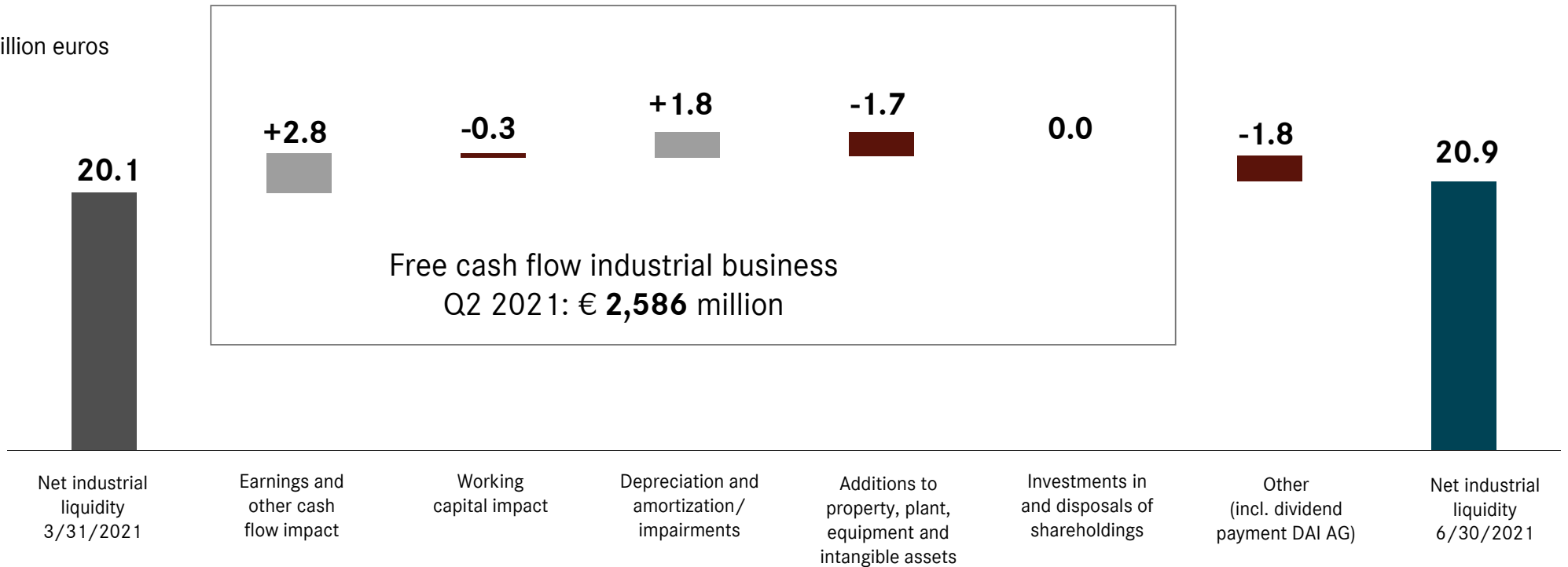
# Daimler Q2 2021: Reconciliation from CFBIT to Free Cash Flow



\* includes internal tax prepayments from Daimler Mobility to the industrial business

# Daimler: Net Industrial Liquidity

in billion euros





# Outlook 2021

# Market Guidance 2021

## ASSUMPTION

Our expectations for the development of business in 2021 are based on the assumption of a gradual normalization of economic conditions in the markets that are important to us. In particular, we assume that the world economy will be able to recover from the pandemic-related weakness of the year 2020, aided by, among other things, the increasing availability of effective vaccines.

Furthermore, we assume that the worldwide shortage of supply of semiconductor components will affect our business also in the second half of the year. We also recognize that the visibility how the supply situation will actually develop further is currently low.

<b>Car Markets</b>	Global	<b>significant increase</b>
	Europe	<b>significant increase</b>
	USA	<b>significant increase</b>
	China	<b>significant increase</b>
<b>Van Markets</b>	EU30	<b>significant increase</b>
	USA	<b>significant increase</b>
<b>Heavy-Duty Truck Markets</b>	North America	<b>significant increase</b>
	EU30	<b>significant increase</b>
	Japan	<b>at prior-year level</b>
	Brazil	<b>significant increase</b>



# Daimler Group Guidance 2021

## ASSUMPTION

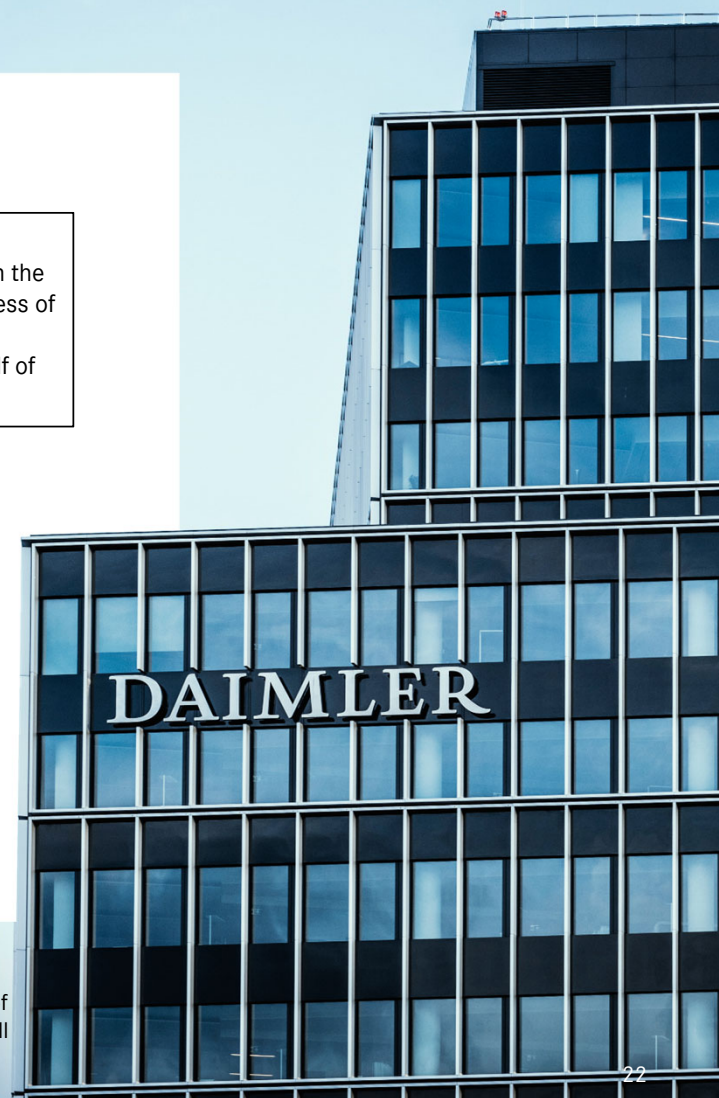
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Furthermore, we assume that the worldwide shortage of supply of semiconductor components will affect our business also in the second half of the year. We also recognize that the visibility how the supply situation will actually develop further is currently low.

<b>Daimler Group Revenue</b>	<b>significantly above</b>
<b>Daimler Group EBIT</b>	<b>significantly above</b>
<b>Free Cash Flow (industrial business)</b>	<b>slightly below</b>
<b>Investment in PP&amp;E</b>	<b>at prior-year level</b>
<b>R&amp;D expenditure</b>	<b>significantly above</b>
<b>CO<sub>2</sub> emission (g/km)*</b>	<b>significantly below</b>

\* vs. the comparable figures for the previous year calculated according to WLTP (probably between 130 to 140 g/km, based on preliminary figures for fuel consumption in 2020 taking into account the statutory regulations of 2021)

The Daimler Group Guidance covers the full year 2021 and is based on the existing Group structure, including Daimler Trucks & Buses. The anticipated spin-off of Daimler Trucks & Buses, including significant parts of the related financial services business, will be examined before the end of 2021. Before the spin-off, we will reclassify Daimler Trucks & Buses as discontinued operations. We expect this to have considerable positive effects on group EBIT in the fourth quarter, which cannot be reliably determined at present.



## Divisional Guidance 2021

### ASSUMPTION

Our expectations for the development of business in 2021 are based on the assumption of a gradual normalization of economic conditions in the markets that are important to us. In particular, we assume that the world economy will be able to recover from the pandemic-related weakness of the year 2020, aided by, among other things, the increasing availability of effective vaccines.

Furthermore, we assume that the worldwide shortage of supply of semiconductor components will affect our business also in the second half of the year. We also recognize that the visibility how the supply situation will actually develop further is currently low.

<b>Unit Sales</b>	Cars	<b>at prior-year level</b>
	Vans	<b>significantly above</b>
	Trucks & Buses	<b>significantly above</b>
<b>Return on Sales (adjusted*)</b>	Mercedes-Benz Cars & Vans	<b>10 to 12%</b>
	Daimler Trucks & Buses	<b>6 to 8%</b>
	Daimler Mobility (RoE)	<b>17 to 19%</b>
<b>Cash Conversion Rate** (adjusted)</b>	Cars & Vans	<b>0.7 to 0.9x</b>
	Trucks & Buses	<b>0.8 to 1.0x</b>



\* The adjustments include material adjustments if they lead to significant effects in a reporting period. These material adjustments relate in particular to legal proceedings and related measures, restructuring measures and M&A matters.

\*\* Adjusted Cash Flow before Interest and Taxes (CFBIT) divided by adjusted EBIT.

**We will change even faster than previously planned.  
Tomorrow we will present a Mercedes strategy update.**







# Appendix

# Daimler Q2 2021

## Unit sales by division

in thousand units

	Q2 2020	Q2 2021	% change
<b>Daimler Group</b>	542	736	+36
of which			
Mercedes-Benz Cars & Vans	481	620	+29
Daimler Trucks & Buses	61	117	+91

# Daimler Q2 2021

## Revenue by divisions

in billion euros

	Q2 2020	Q2 2021	% change
<b>Daimler Group</b>	30.2	<b>43.5</b>	+44
of which			
Mercedes-Benz Cars & Vans	18.9	<b>28.2</b>	+49
Daimler Trucks & Buses	6.2	<b>10.0</b>	+61
Daimler Mobility	6.5	<b>6.9</b>	+7

# Daimler Q2 2021

## Revenue by region

in billion euros

	Q2 2020	Q2 2021	% change
<b>Daimler Group</b>	30.2	<b>43.5</b>	+44
of which			
Europe	11.5	<b>17.0</b>	+48
<i>of which Germany</i>	4.8	<b>6.2</b>	+30
North America	8.2	<b>12.1</b>	+47
<i>of which United States</i>	7.3	<b>10.6</b>	+46
Asia	9.2	<b>11.7</b>	+28
<i>of which China*</i>	5.3	<b>6.7</b>	+25
Other markets	1.3	<b>2.7</b>	+98

\* excluding revenue of not fully consolidated companies

# Daimler Q2 2021

## EBIT by division

EBIT in million euros; RoS/RoE in %

	Q2 2020		Q2 2021	
	EBIT	RoS/RoE*	EBIT	RoS/RoE*
<b>Daimler Group</b>	-1,682	-8.0	<b>5,185</b>	<b>11.6</b>
of which				
Mercedes-Benz Cars & Vans	-1,125	-5.9	<b>3,438</b>	<b>12,2</b>
Daimler Trucks & Buses	-756	-12.2	<b>819</b>	<b>8.2</b>
Daimler Mobility	205	5.6	<b>924</b>	<b>23.9</b>
Reconciliation	-6	-	<b>4</b>	<b>-</b>

\* Return on sales for automotive business, return on equity for Daimler Mobility; Daimler Group excluding Daimler Mobility.

# Daimler Q2 2021

## Reconciliation of EBIT reported to EBIT adjusted

in million euros

	Mercedes-Benz Cars & Vans	Daimler Trucks & Buses	Daimler Mobility	Reconciliation	<b>Daimler Group</b>
<b>EBIT as reported Q2 2021</b>	3,438	819	924	4	<b>5,185</b>
Legal proceedings and related measures	107	-	-	-	<b>107</b>
Restructuring measures	59	12	6	-	<b>77</b>
M&A transactions	-	-	-	51	<b>51</b>
<b>EBIT adjusted Q2 2021</b>	<b>3,605</b>	<b>831</b>	<b>930</b>	<b>-55</b>	<b>5,420</b>

# Daimler Q2 2021

## EBIT adjusted by division

EBIT in million euros; RoS/RoE in %

	Q2 2020		Q2 2021	
	EBIT	RoS/RoE*	EBIT	RoS/RoE*
<b>Daimler Group</b>	-708	-4.3	<b>5,420</b>	<b>12.3</b>
of which				
Mercedes-Benz Cars & Vans	-284	-1.5	<b>3,604</b>	<b>12.8</b>
Daimler Trucks & Buses	-747	-12.0	<b>831</b>	<b>8.3</b>
Daimler Mobility	313	8.6	<b>930</b>	<b>24.0</b>
Reconciliation	10	-	<b>55</b>	-

\* Return on sales for automotive business, return on equity for Daimler Mobility; Daimler Group excluding Daimler Mobility

# Daimler Q2 2021

## Key balance sheet and financial figures

in billion euros

<b>Daimler Group</b>	Dec. 31, 2020	June 30, 2021
Equity ratio	21.3%	<b>24.6%</b>
Gross liquidity	29.4	<b>32.0</b>
Funded status of pension obligations	-11.0	<b>-7.6</b>
<i>Funding ratio</i>	<i>72.4%</i>	<i><b>79.4%*</b></i>
<b>Industrial business</b>		
Equity ratio	37.3%	<b>42.9%</b>
Net liquidity	17.9	<b>20.9</b>
Free cash flow (January-June)	-1.6	<b>4.4</b>

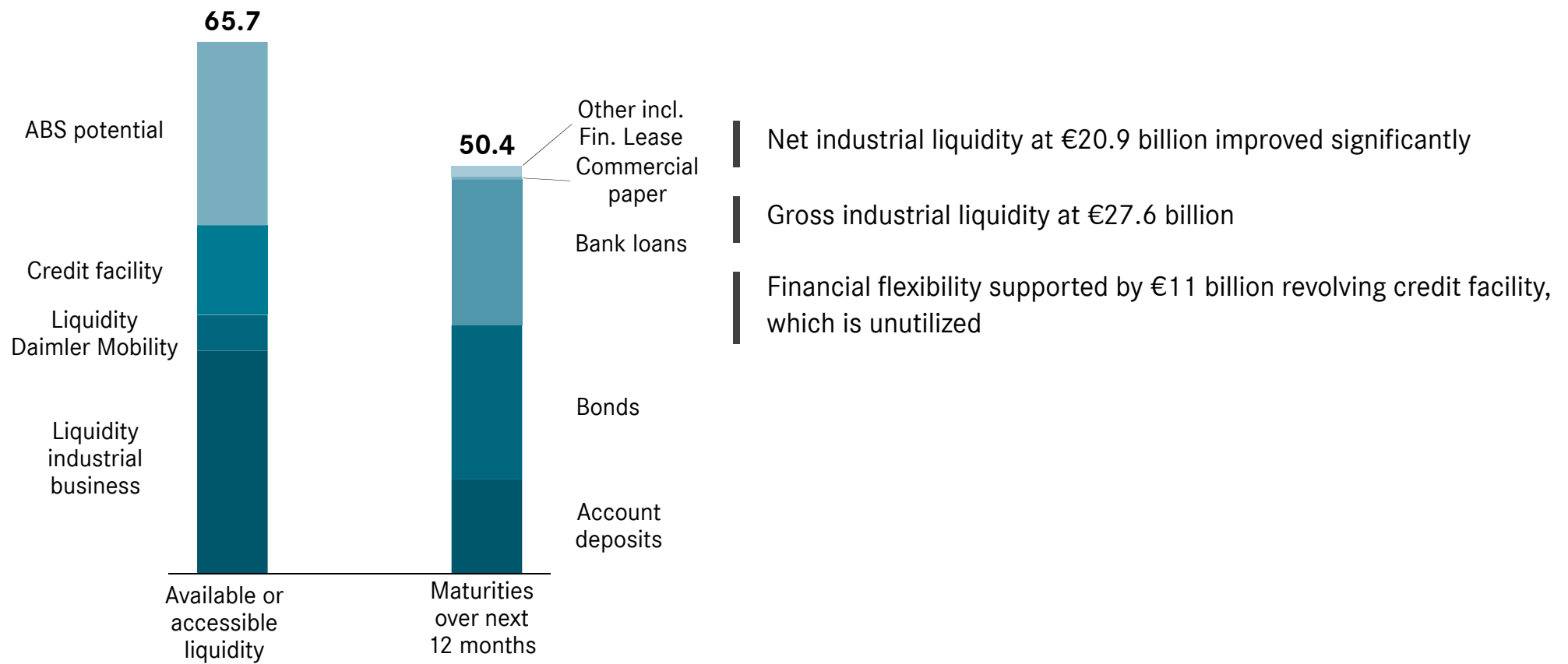
\* change in Funding ratio driven by rising discount rates



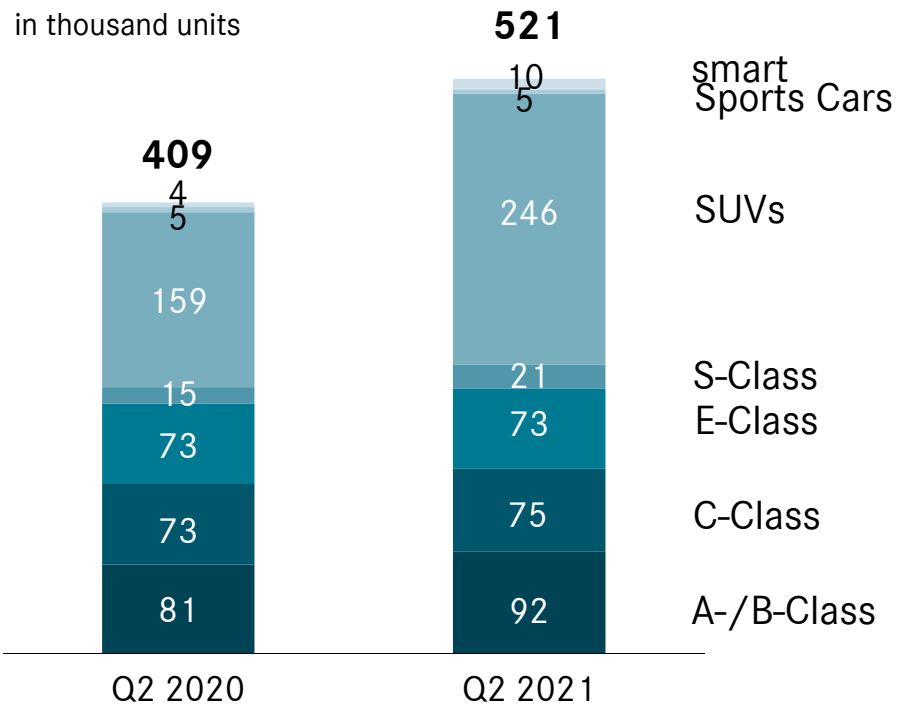
# Daimler Q2 2021

## Financial flexibility over a 12-month period

in billion euros

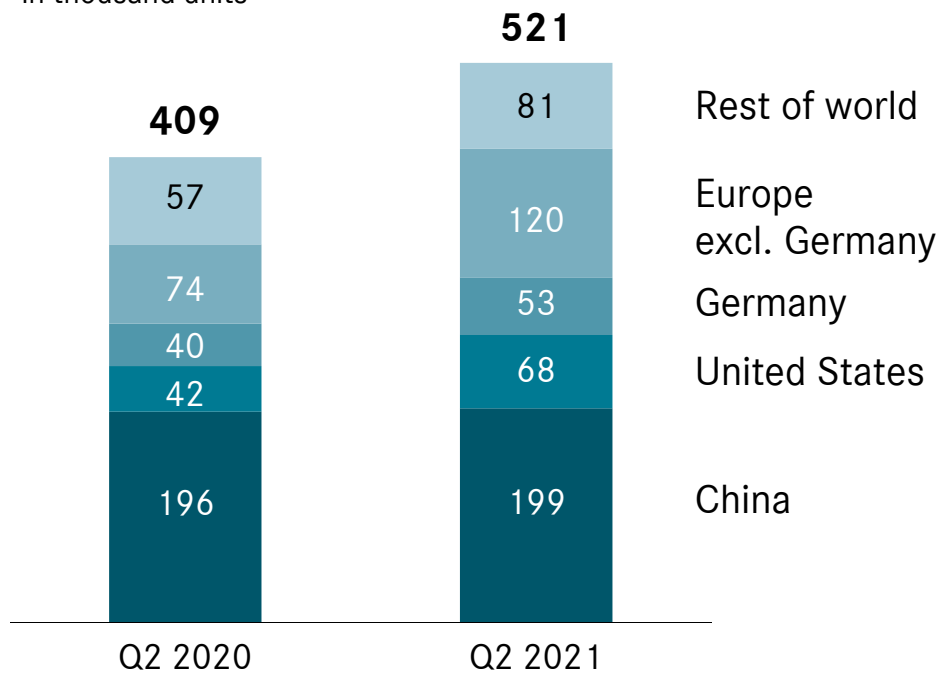


## Mercedes-Benz Cars: unit sales by segments

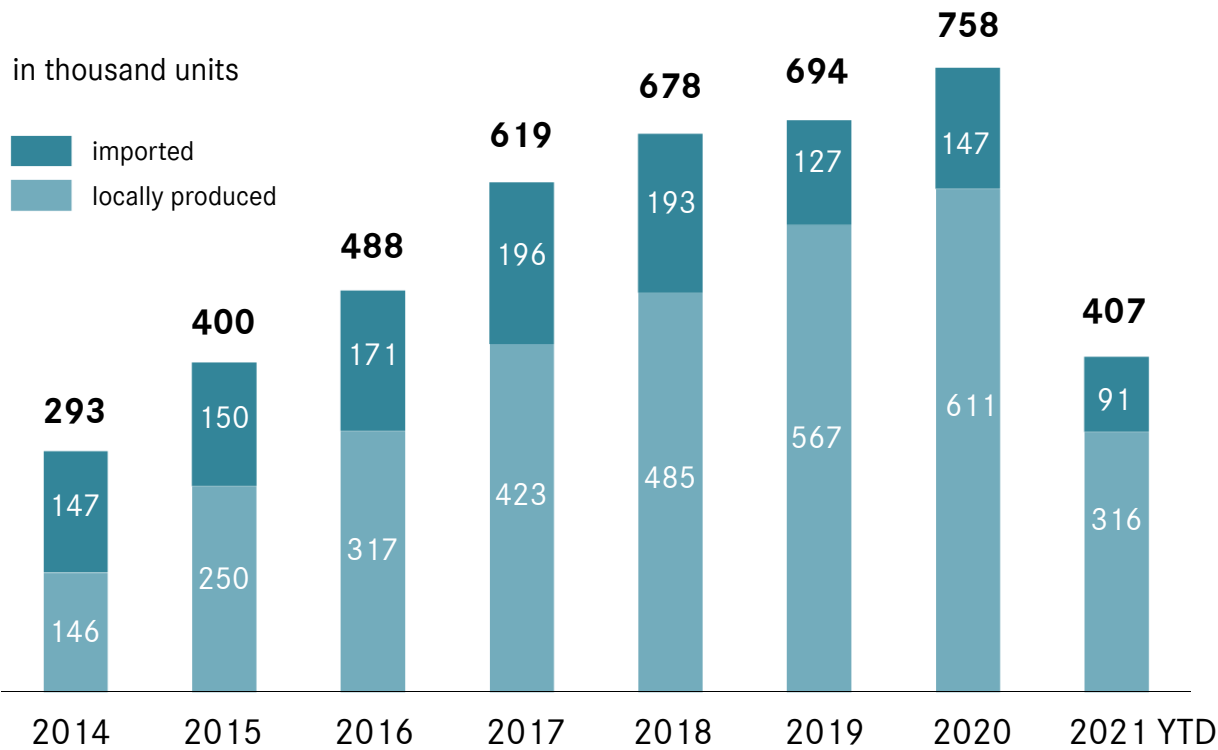


## Mercedes-Benz Cars: unit sales by regions

in thousand units



# Mercedes-Benz Cars: Unit sales in China



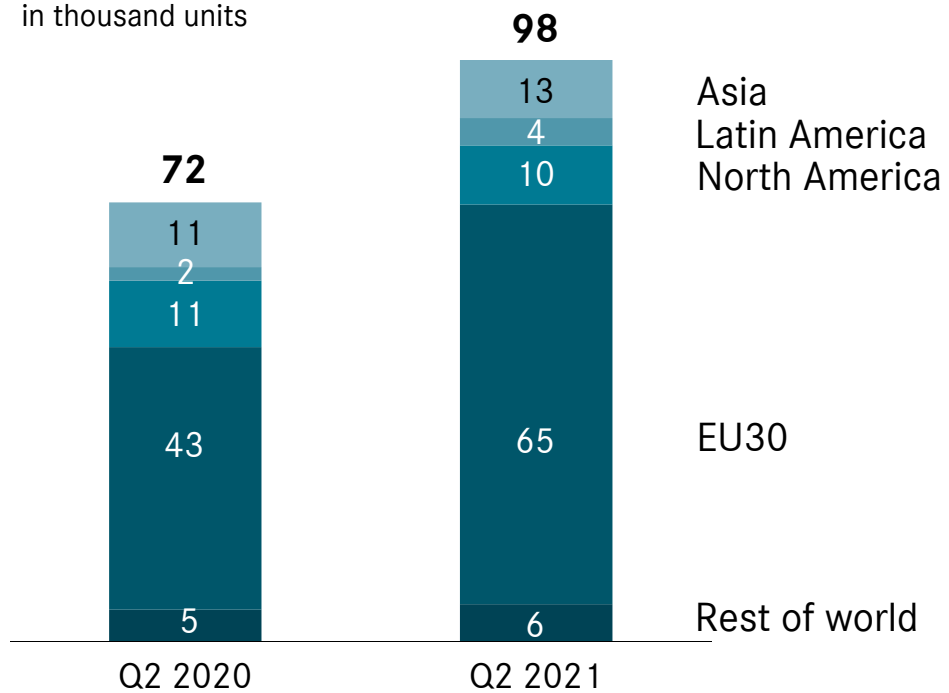
礼待天下

全新梅赛德斯-迈巴赫S级轿车全球首发  
All-new Mercedes-Maybach S-Class World Premiere

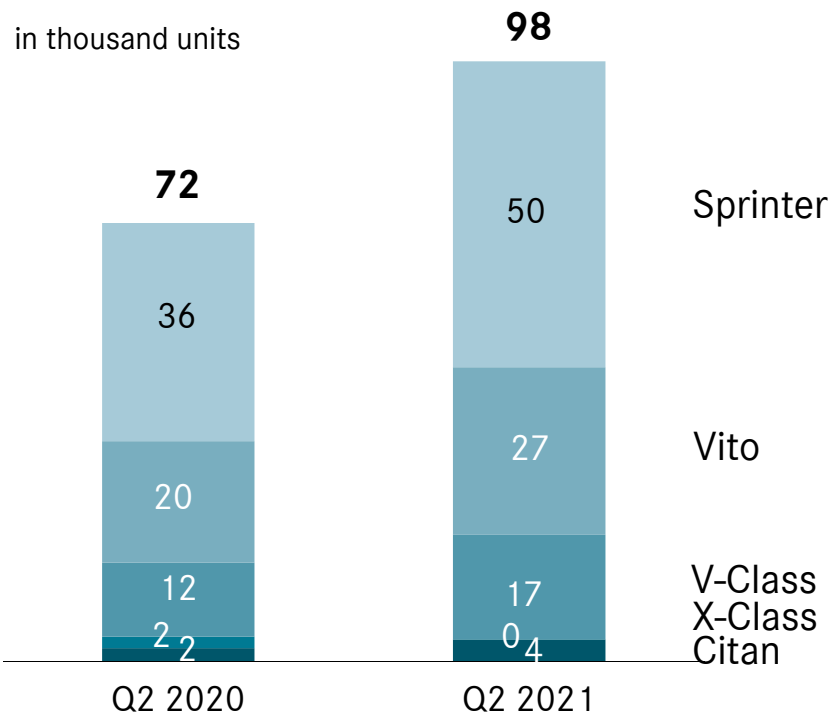


## Mercedes-Benz Vans: Unit sales by regions

in thousand units

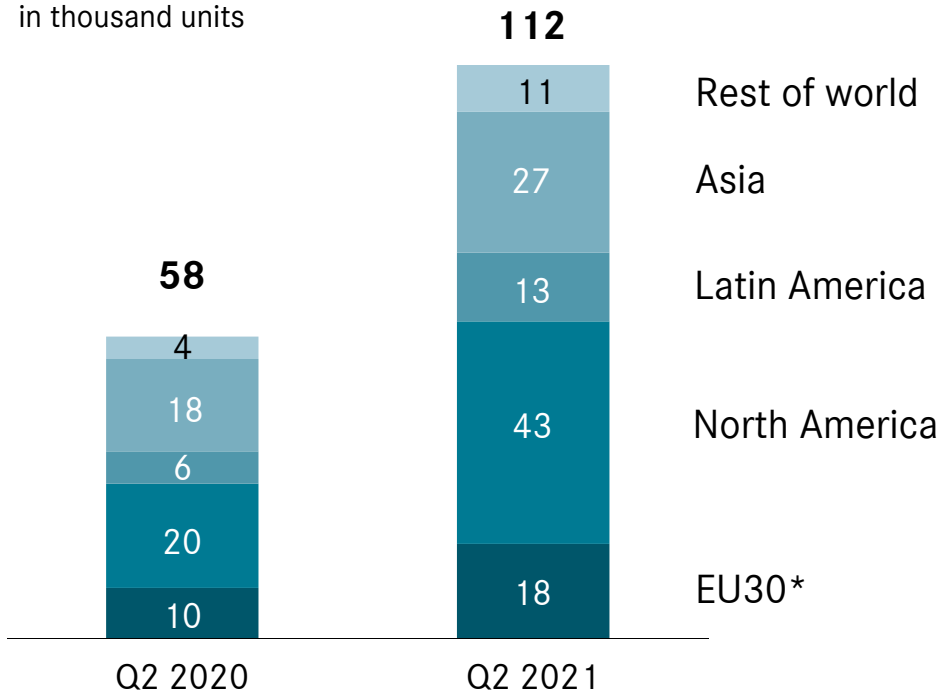


## Mercedes-Benz Vans: Unit sales by segments



# Daimler Trucks: Unit sales by regions

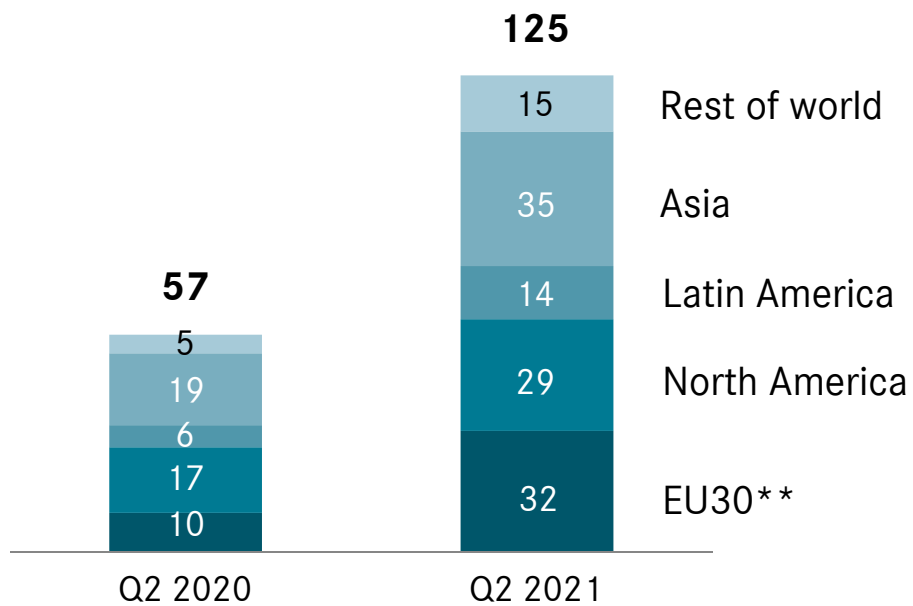
in thousand units



\* European Union, UK, Switzerland and Norway

# Daimler Trucks: Incoming Orders\*

in thousand units



\* Net order intake, adjusted for cancellations

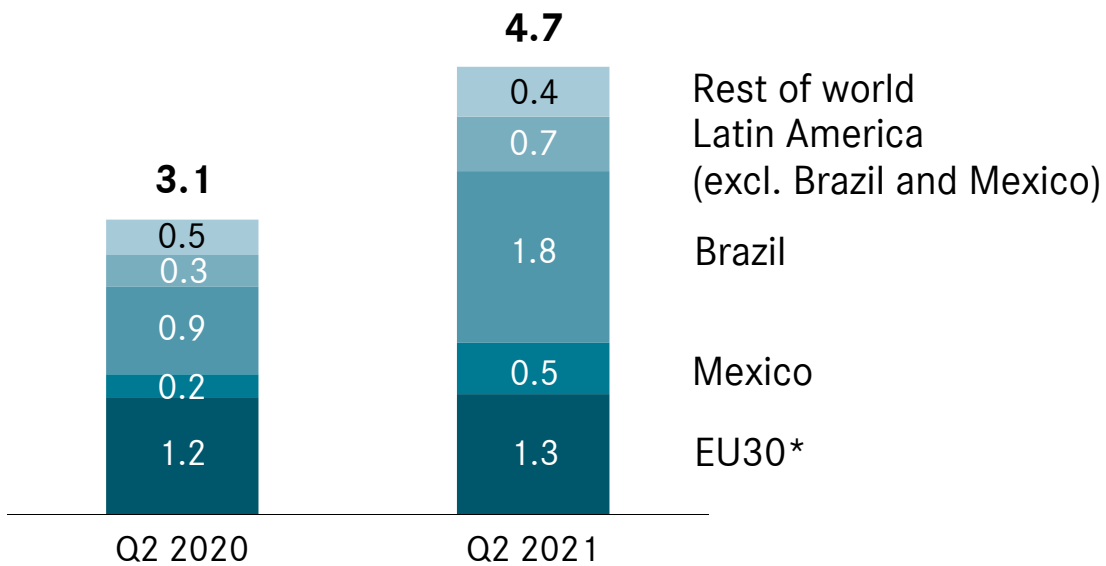
\*\* European Union, UK, Switzerland and Norway





# Daimler Buses: Unit sales by regions

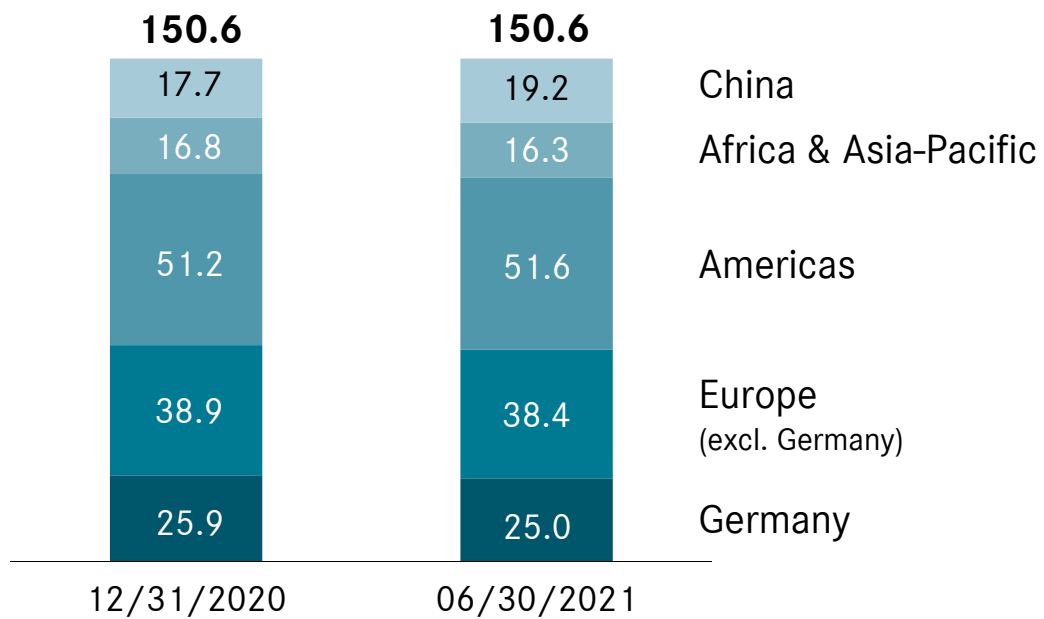
in thousand units



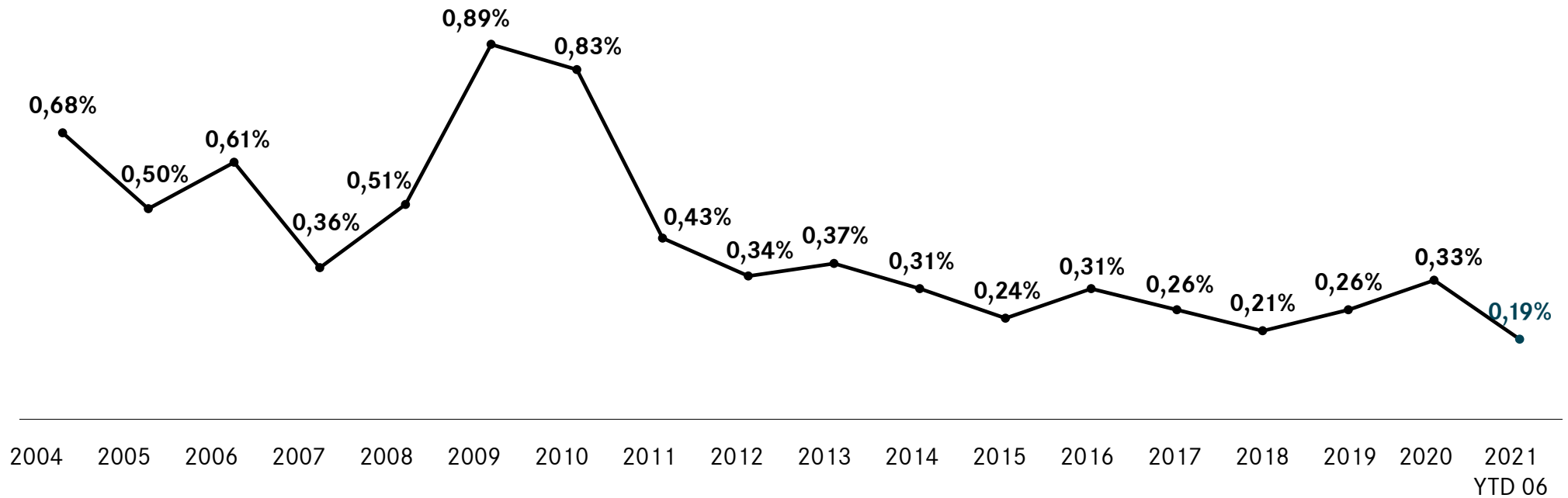
\* European Union, UK, Switzerland and Norway

# Daimler Mobility: Contract volume

in billion euros

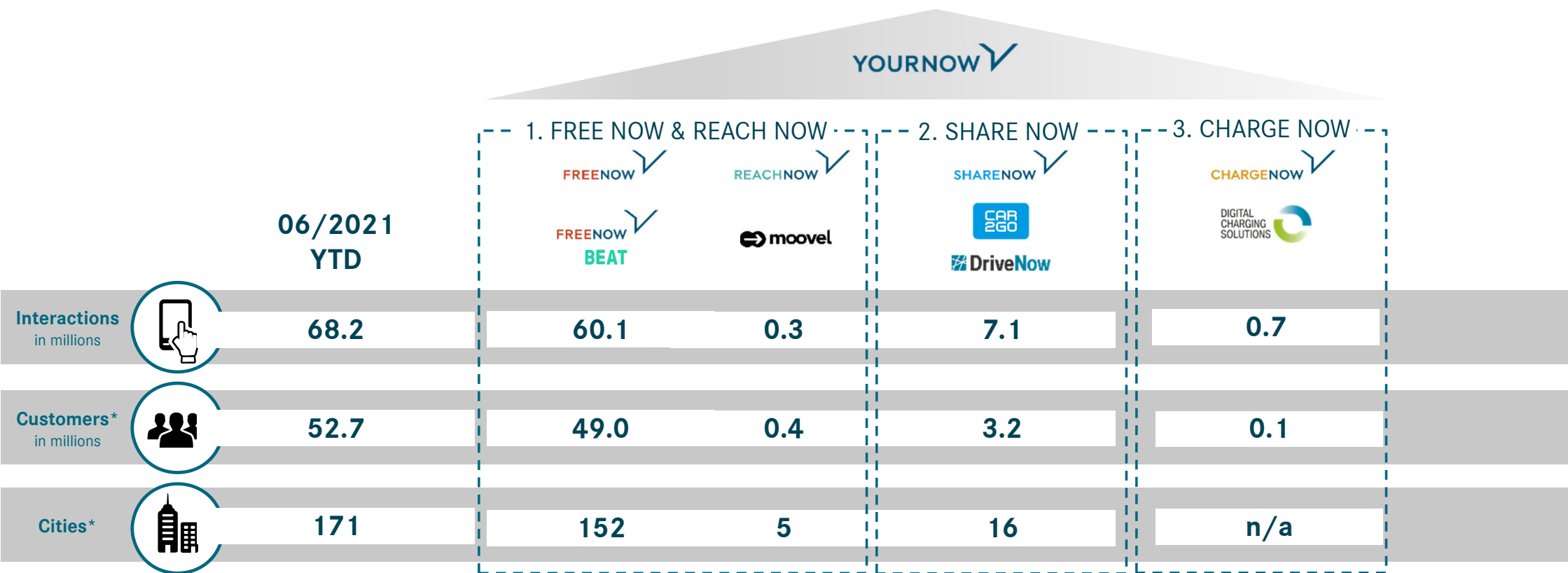


# Daimler Mobility Net credit losses\*



\* as a percentage of portfolio, subject to credit risk

# YOUR NOW Joint Ventures Q2 2021



\* Partially, data summation w/o consideration of possible redundancies; PARK NOW figures not considered due to closed sale process in Q2

# Daimler Q2 2021

## Disclaimer

This document contains forward-looking statements that reflect our current views about future events. The words “anticipate,” “assume,” “believe,” “estimate,” “expect,” “intend,” “may,” “can,” “could,” “plan,” “project,” “should” and similar expressions are used to identify forward-looking statements. These statements are subject to many risks and uncertainties, including an adverse development of global economic conditions, in particular a decline of demand in our most important markets; a deterioration of our refinancing possibilities on the credit and financial markets; events of force majeure including natural disasters, pandemics, acts of terrorism, political unrest, armed conflicts, industrial accidents and their effects on our sales, purchasing, production or financial services activities; changes in currency exchange rates, customs and foreign trade provisions; a shift in consumer preferences towards smaller, lower-margin vehicles; a possible lack of acceptance of our products or services which limits our ability to achieve prices and adequately utilize our production capacities; price increases for fuel or raw materials; disruption of production due to shortages of materials, labor strikes or supplier insolvencies; a decline in resale prices of used vehicles; the effective implementation of cost-reduction and efficiency-optimization measures; the business outlook for companies in which we hold a significant equity interest; the successful implementation of strategic cooperations and joint ventures; changes in laws, regulations and government policies, particularly those relating to vehicle emissions, fuel economy and safety; the resolution of pending governmental investigations or of investigations requested by governments and the outcome of pending or threatened future legal proceedings; and other risks and uncertainties, some of which are described under the heading “Risk and Opportunity Report” in the current Annual Report or in the Interim Report. If any of these risks and uncertainties materializes or if the assumptions underlying any of our forward-looking statements prove to be incorrect, the actual results may be materially different from those we express or imply by such statements. We do not intend or assume any obligation to update these forward-looking statements since they are based solely on the circumstances at the date of publication.