

DAIMLER AG

**FIXED INCOME
PRESENTATION**

Q2 2020



AGENDA

I. DAIMLER AG Q2-2020

II. DIVISIONAL REVIEW Q2-2020

III. SUSTAINABILITY / GREEN FINANCE FRAMEWORK

IV. FUNDING

V. ADDITIONAL FINANCIAL SLIDES



DAIMLER Q2 2020

KEY TOPICS

Effective cash measures

Initiated large number of measures to protect cash position; net liquidity at a robust level.

Positive market signals

First signs of sales recovery: Mercedes-Benz passenger cars with best ever Q2 in China and Vans with best ever quarter in China; order intake at Trucks positive in nearly all core regions again.

Improving the cost base of our company

Reinforced efficiency measures and capacity adjustment of production network initiated.

Full focus on our strategic course

Making ground on our road to decarbonization and digitization: major partnerships with Volvo, Rolls-Royce, Farasis and NVIDIA.

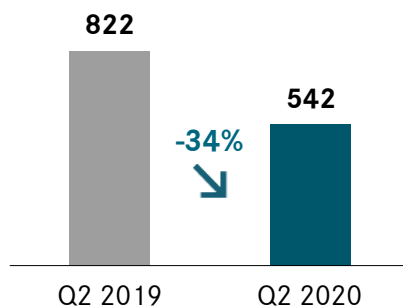


DAIMLER Q2 2020

KEY FIGURES

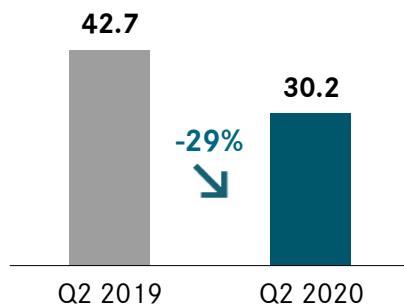
Unit sales

in thousands of units



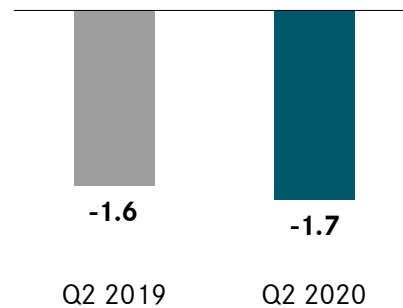
Revenue

in billions of euros



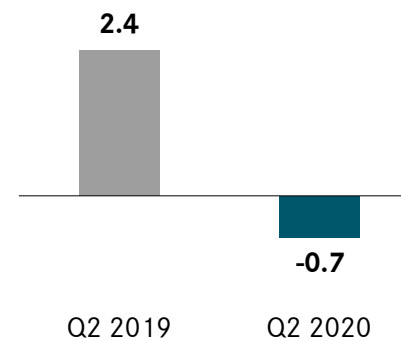
EBIT

in billions of euros



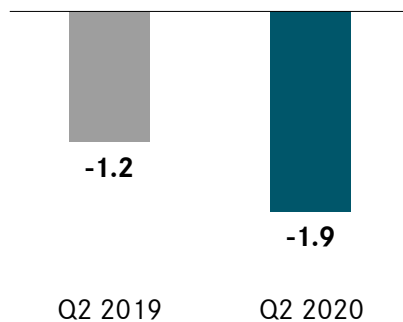
EBIT adjusted

in billions of euros



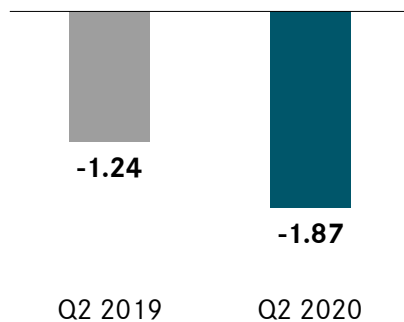
Net loss

in billions of euros



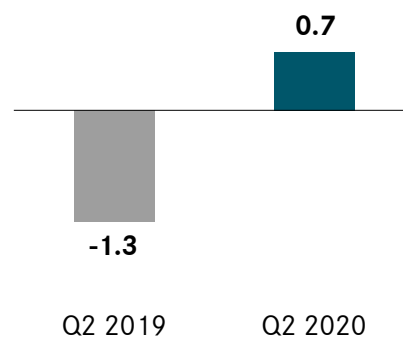
Earnings per share

in euros



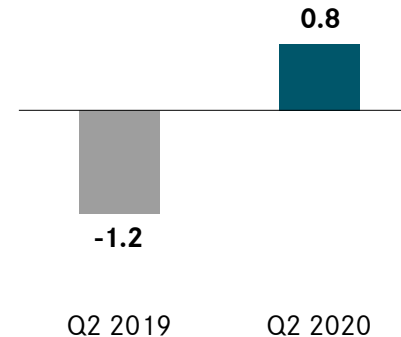
Free cash flow (IB)

in billions of euros



Free cash flow (IB) adjusted

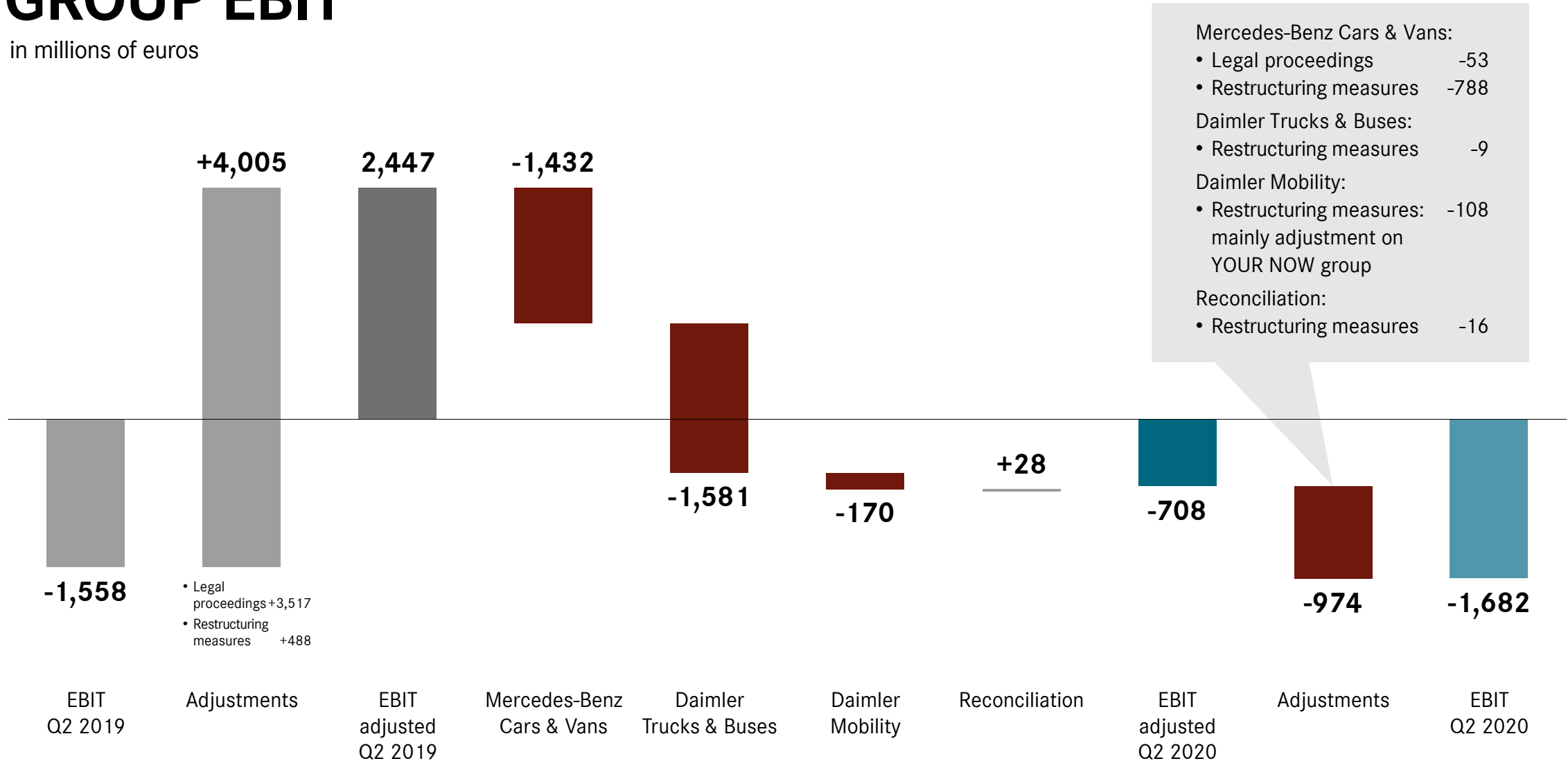
in billions of euros



DAIMLER Q2 2020

GROUP EBIT

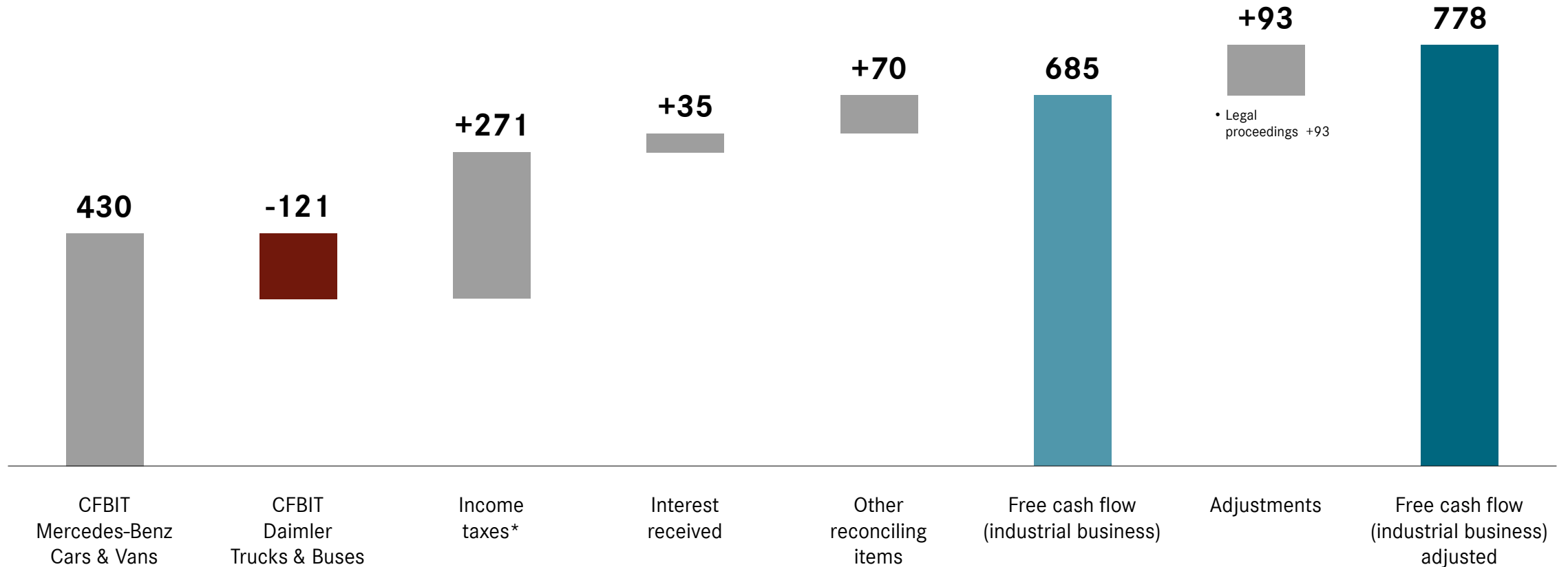
in millions of euros



DAIMLER Q2 2020

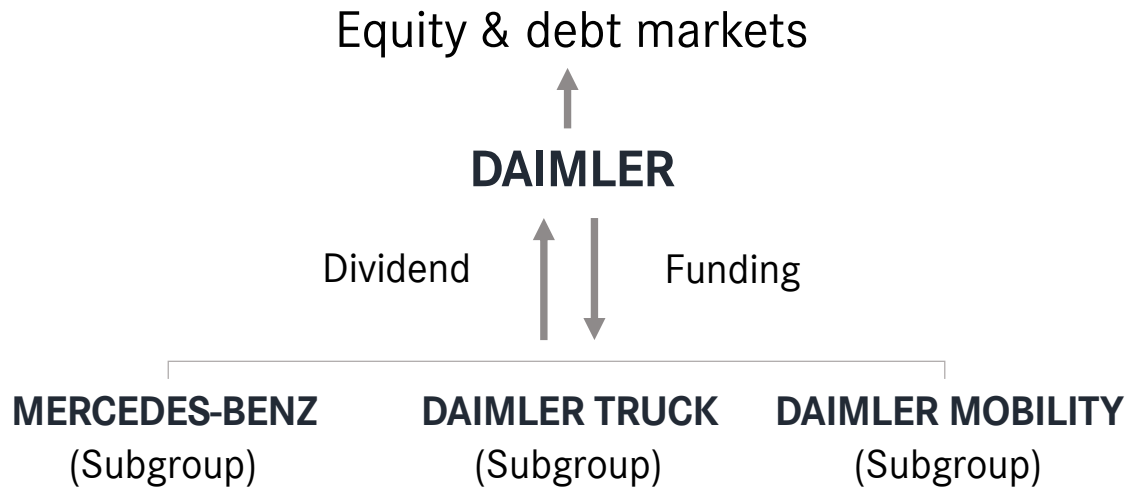
RECONCILIATION FROM CFBIT TO FREE CASH FLOW

in millions of euros



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

DAIMLER FINANCIAL FRAMEWORK



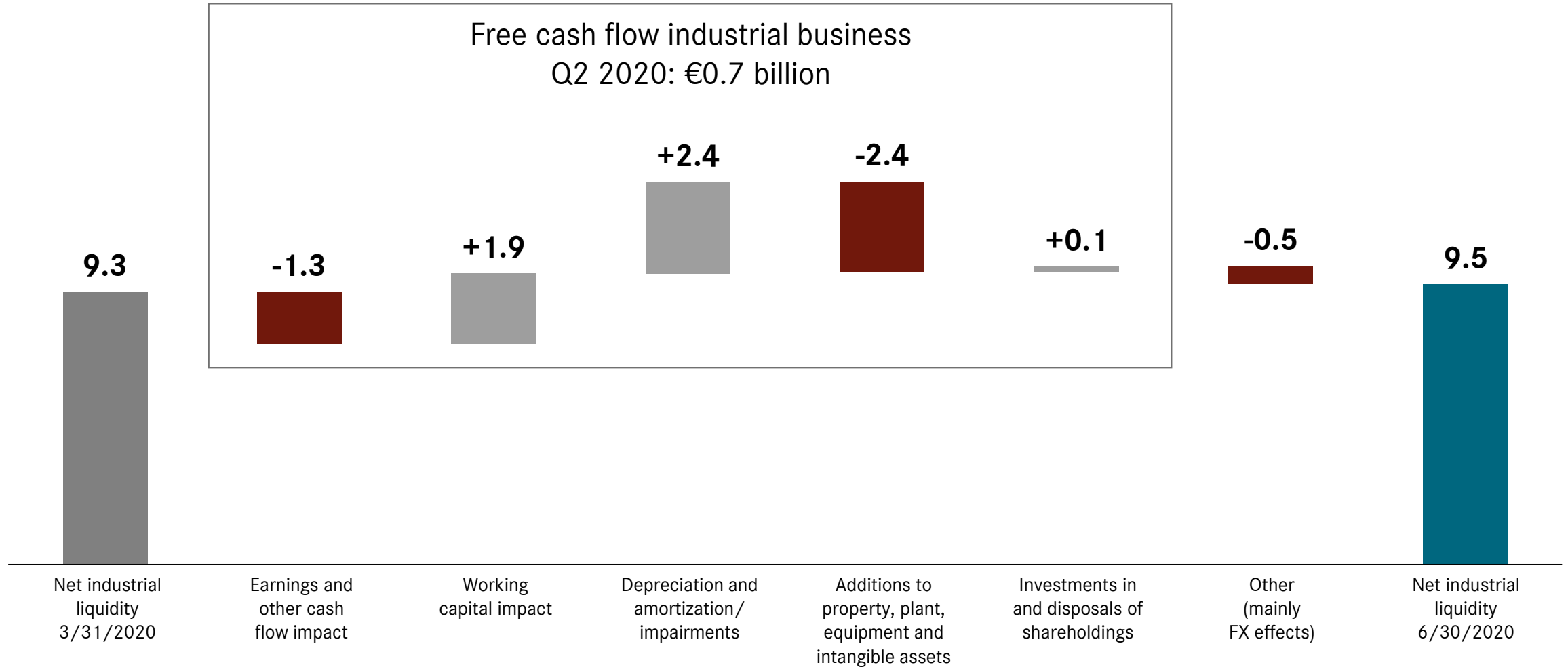
- ▶ CAPITAL MARKET ACCESS
- ▶ GROUP FUNDING AND LIQUIDITY MANAGEMENT
- ▶ CAPITAL STRUCTURE
- ▶ CAPITAL ALLOCATION
- ▶ SET AND MONITOR PERFORMANCE TARGETS
- ▶ DOMINATION AND PROFIT & LOSS TRANSFER AGREEMENTS



DAIMLER Q2 2020

NET INDUSTRIAL LIQUIDITY

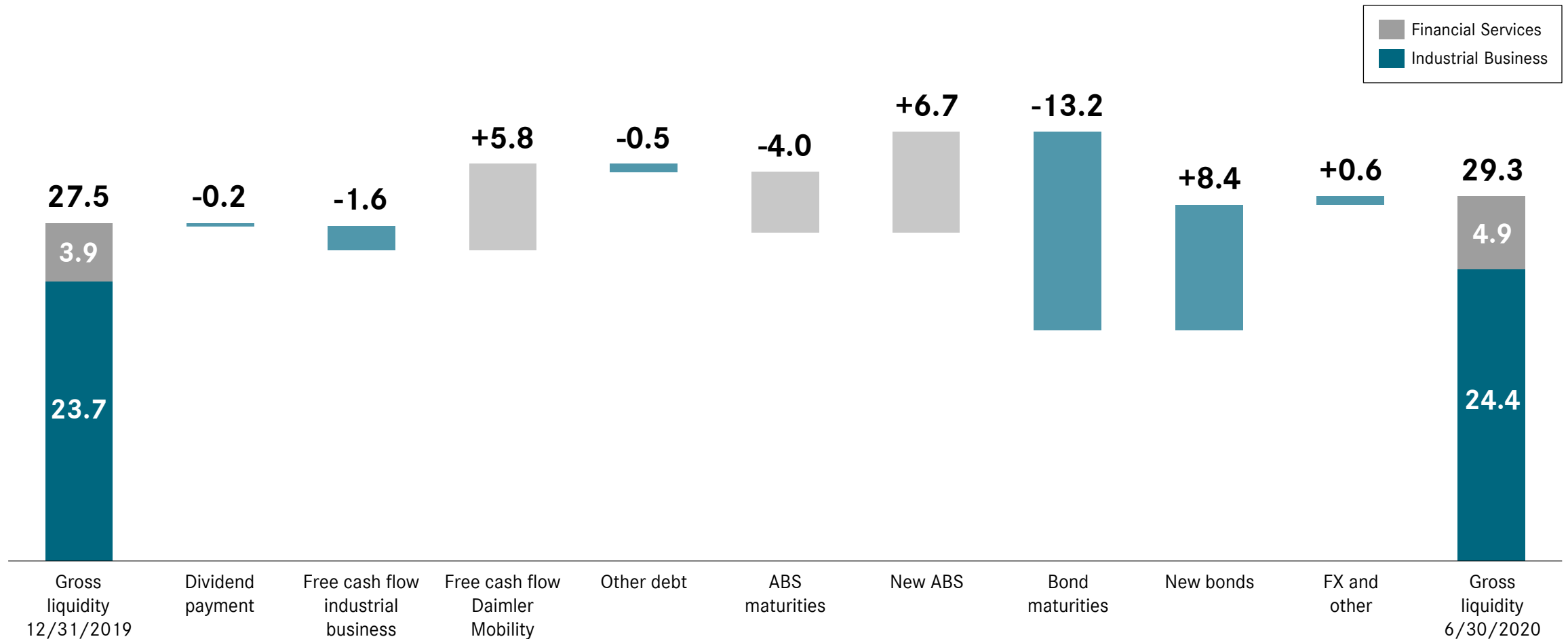
in billions of euros



DAIMLER H1 2020

DEVELOPMENT OF GROSS INDUSTRIAL LIQUIDITY

in billions of euros

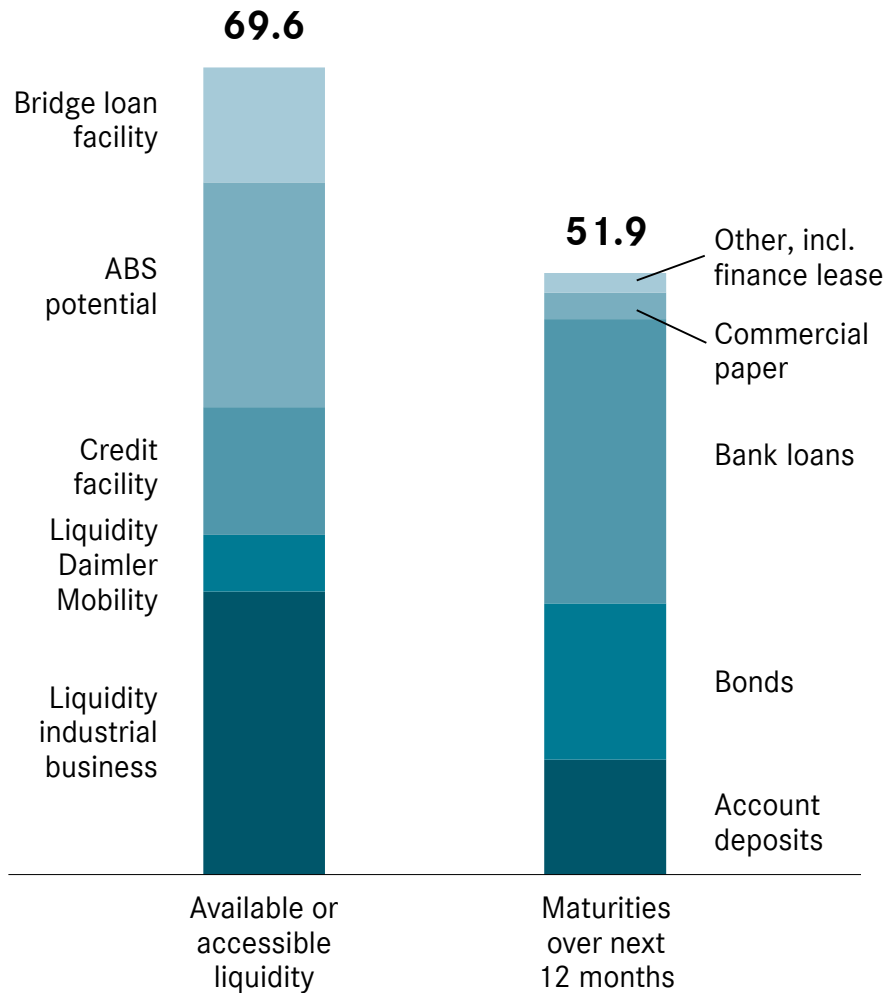


Note: Figures may not be additive due to rounding.

DAIMLER Q2 2020

FINANCIAL FLEXIBILITY OVER A 12-MONTH PERIOD

in billions of euros



Net industrial liquidity at €9.5 billion continues to be at a solid level

Gross industrial liquidity at €24.4 billion

Financial flexibility supported by €11 billion revolving credit facility, which is unutilized

As of April 1, an additional €12 billion credit facility has been arranged; available on June 30: €9.9 billion

2020 OUTLOOK GUIDANCE

ASSUMPTIONS

FY: Significant decrease of all major automotive markets

H2: Significant recovery of economy and unit sales

Cost and cash measures to be continued

GROUP SALES	Daimler Group	Below the prior-year level
REVENUE	Daimler Group	Below the prior-year level
EBIT	Daimler Group	Positive, but below the prior-year level ¹
FREE CASH FLOW	Industrial business	Positive, but below the prior-year level ^{1, 2}
INVESTMENT IN PP&E	Daimler Group	Below the prior-year level
R&D EXPENDITURE	Daimler Group	Below the prior-year level
NEW BUSINESS	Daimler Mobility	Below the prior-year level
ROE ADJUSTED	Daimler Mobility	Below the prior-year level

¹ This assumes an ongoing economic recovery during the second half of 2020 and that there will be no significant second wave of the COVID-19 pandemic in our major markets.

² Excluding possible expenses relating to legal and governmental proceedings.

DAIMLER Q2 2020

LOOKING FORWARD

- | Cost and cash preservation measures to continue in H2
- | Flexibility in production and market reaction remains a top priority
- | Capacity adjustments and efficiency measures to be intensified
- | New S-Class to be presented in fall setting the standard in digitization
- | Strong commitment to CO₂ targets and electrification plans
- | Increasing focus on software services as demonstrated by the most recent cooperation with NVIDIA



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MERCEDES-BENZ CARS & VANS

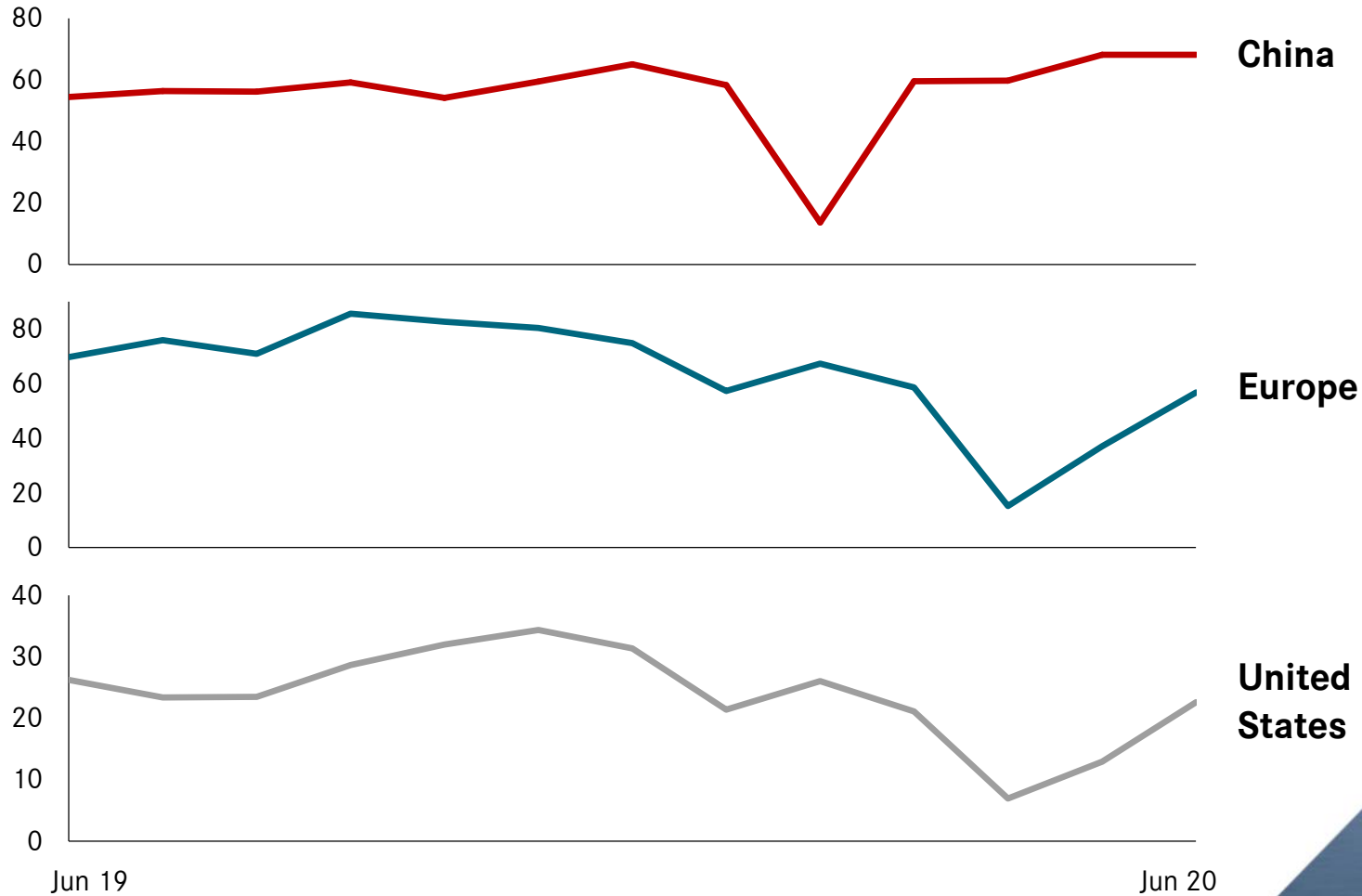
KEY TOPICS Q2 2020

- Nearly all worldwide dealerships reopened. Strong finish to global retail car deliveries for Q2 in June.
- Favorable development in model mix and pricing.
- Progressing on xEV share towards 2020 target.
- Streamlining of global production network.
- Strategic groundwork laid with NVIDIA for software-defined computing architecture in the field of driving assistance for next generation fleet.
- At Vans, EQV and eSprinter became available for order and will strengthen our leading position in this segment.



MERCEDES-BENZ PASSENGER CARS BUSINESS RECOVERY IN H1

Group sales
in thousands of units

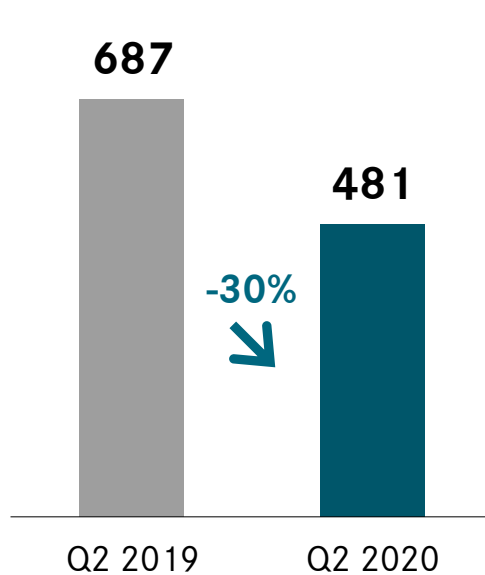


MERCEDES-BENZ CARS & VANS

KEY FIGURES

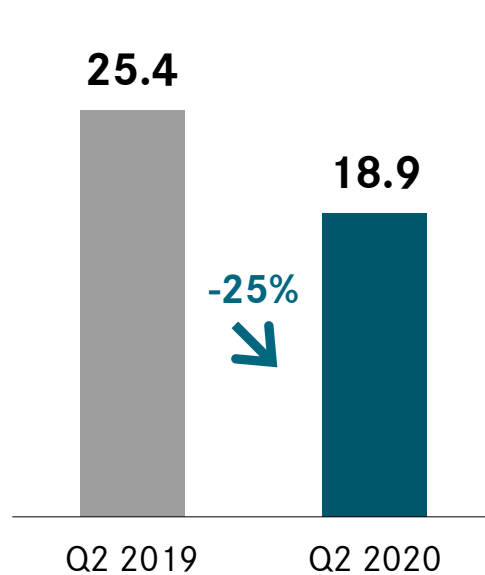
Unit sales

in thousands of units



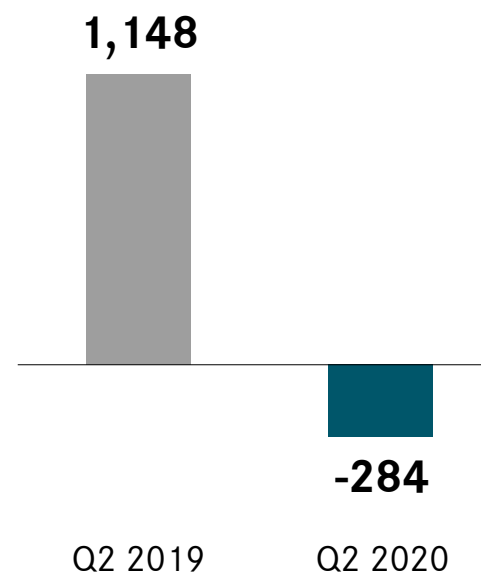
Revenue

in billions of euros



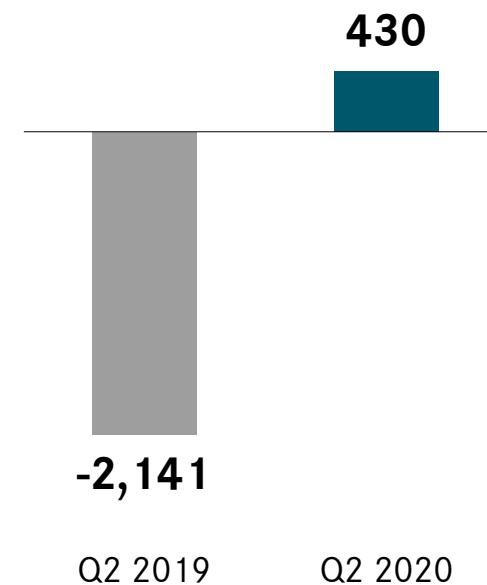
EBIT adjusted

in millions of euros



CFBIT

in millions of euros

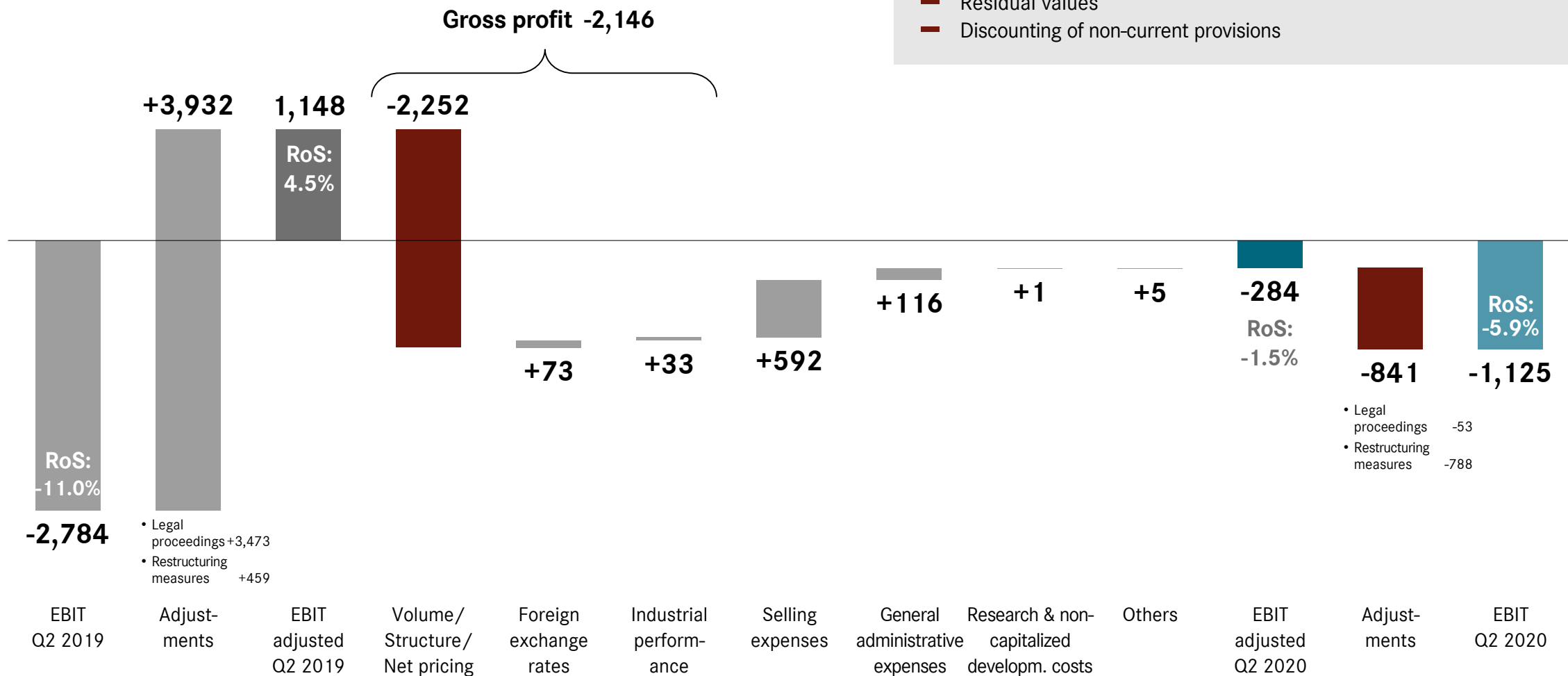


MERCEDES-BENZ CARS & VANS

EBIT AND ROS

in millions of euros

- + Favorable model mix and pricing
- + Cost and capacity adjustments
- + Fixed cost reduction in all functional areas
- Lower unit sales
- Residual values
- Discounting of non-current provisions



DAIMLER TRUCKS & BUSES

KEY TOPICS Q2 2020

Significant sales decreases accelerated by COVID-19; most severe impact in Europe and North America

Incoming orders in Europe and North America show first positive signs

Ongoing strong focus on cash preservation measures

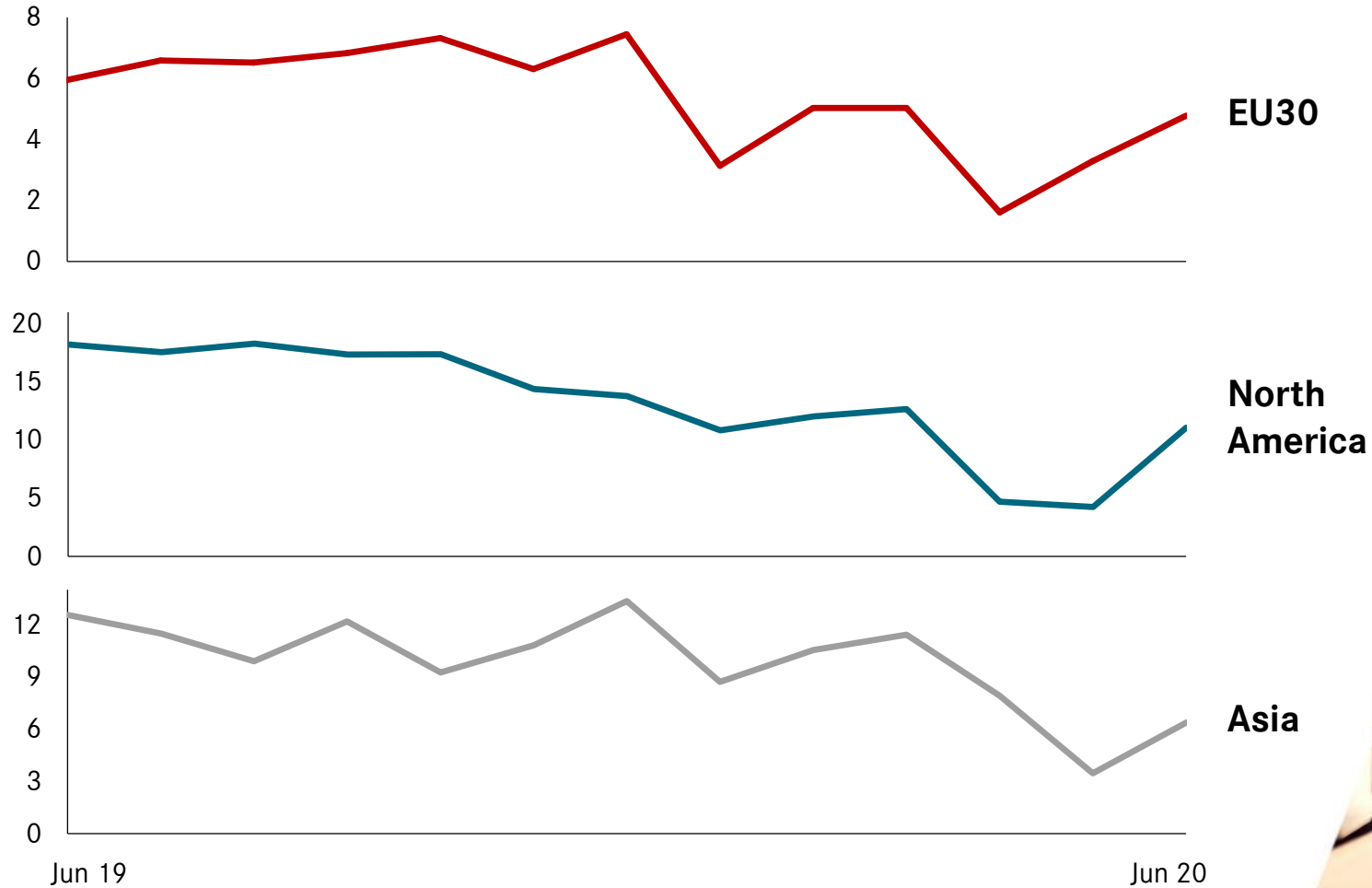
Progressive execution of restructuring activities with resulting fixed cost reduction

Focus on strategic initiatives such as expansion of fuel-cell activities



DAIMLER TRUCKS & BUSES BUSINESS RECOVERY IN H1

Group sales of Daimler Trucks
in thousands of units

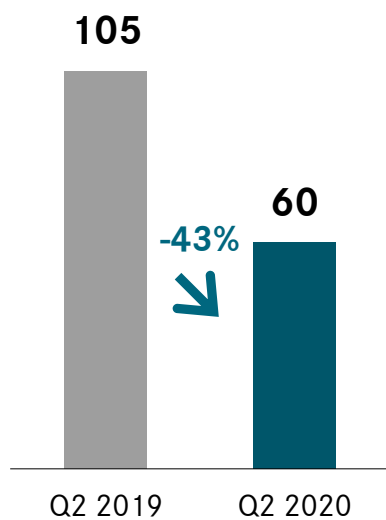


DAIMLER TRUCKS & BUSES

KEY FIGURES

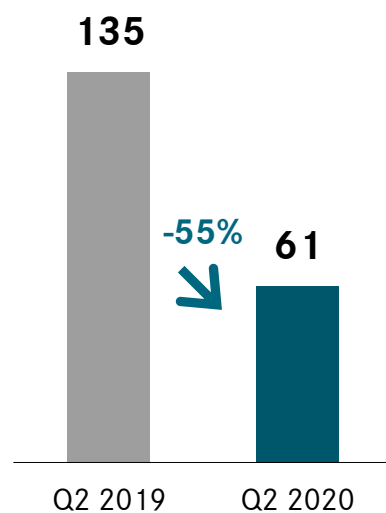
Incoming orders*

in thousands of units



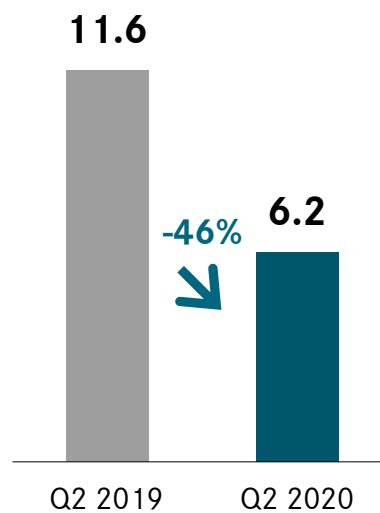
Unit sales

in thousands of units



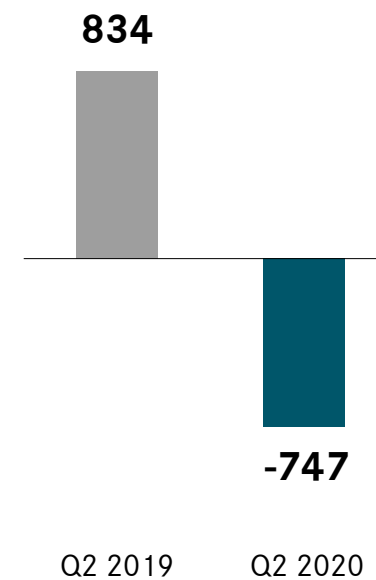
Revenue

in billions of euros



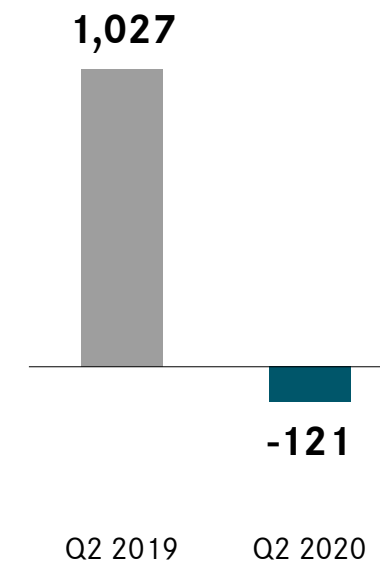
EBIT adjusted

in millions of euros



CFBIT

in millions of euros



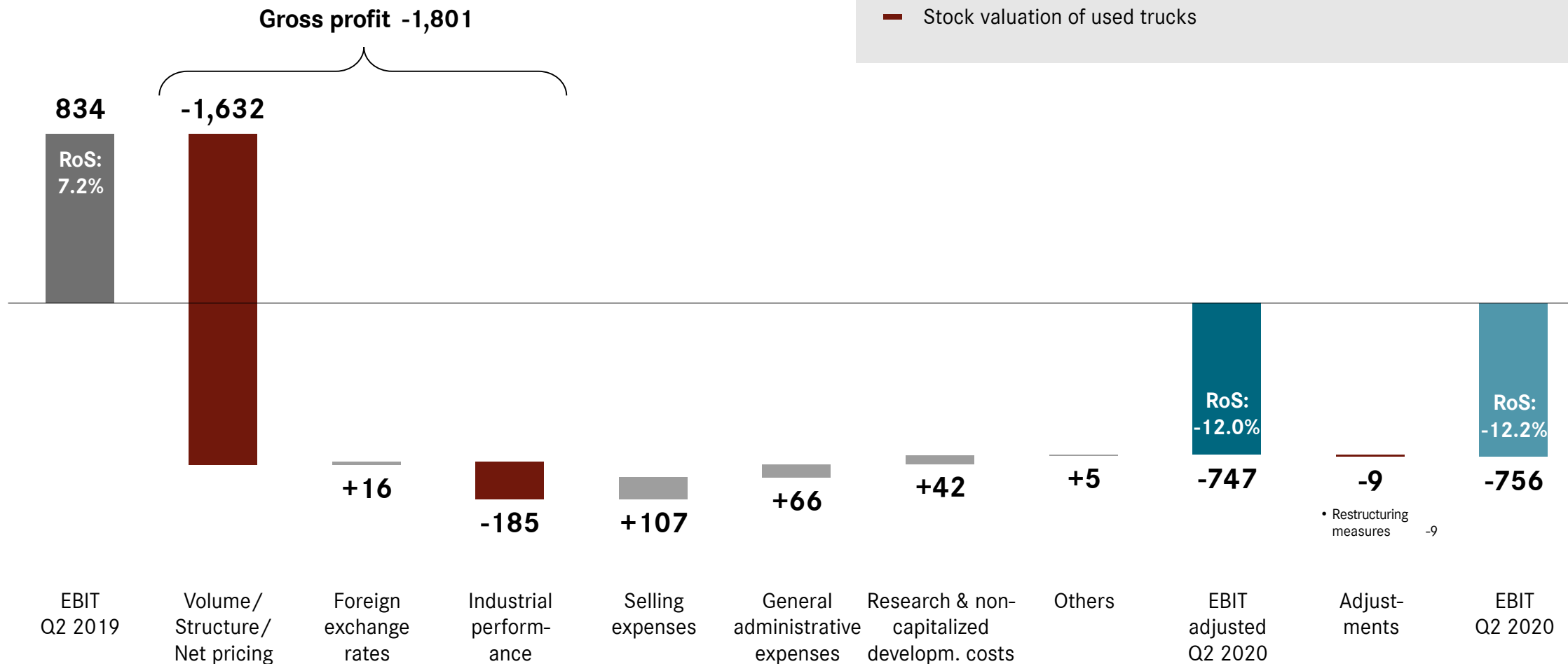
* Net order intake, adjusted for cancellations

DAIMLER TRUCKS & BUSES

EBIT AND ROS

in millions of euros

- + Cost and capacity adjustments in response to COVID-19 pandemic
- + Significant fixed cost reduction
- Significantly lower unit sales in all regions due to market downturns
- Customer service measures at Mercedes-Benz Trucks
- Stock valuation of used trucks



DAIMLER MOBILITY KEY TOPICS Q2 2020

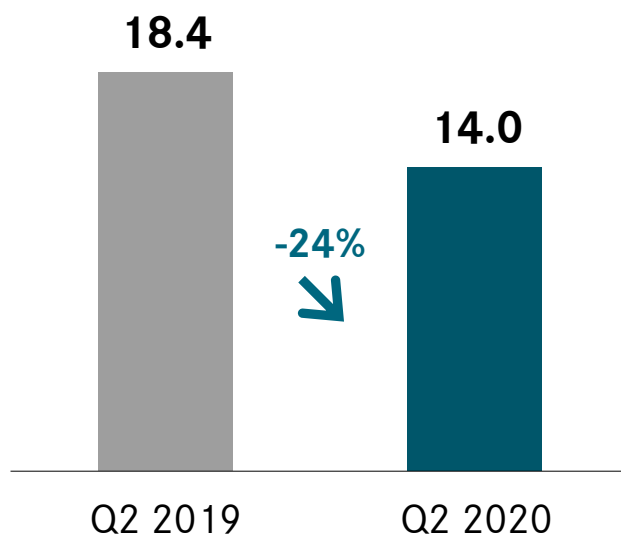
- Significant decrease in new business due to COVID-19 pandemic
- Support for our dealer network and high-quality customers ongoing to facilitate recovery phase
- Moderate adjustment of credit risk provisions in Q2
- Further adjustment on investment in YOUR NOW group
- Positive effects from implemented efficiency measures



DAIMLER MOBILITY KEY FIGURES

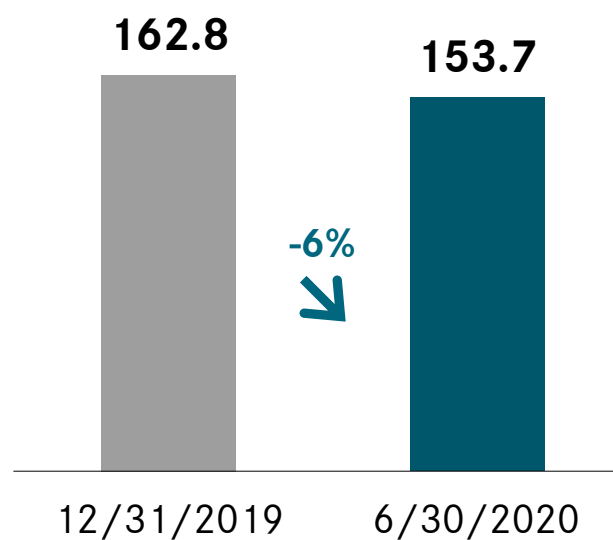
New business

in billions of euros



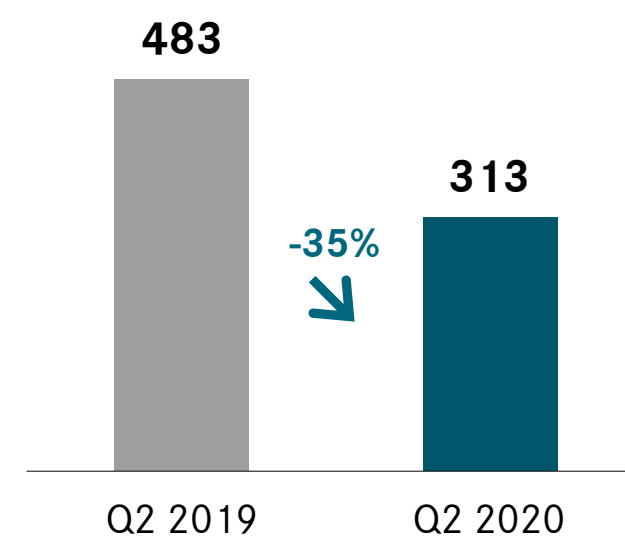
Contract volume

in billions of euros



EBIT adjusted

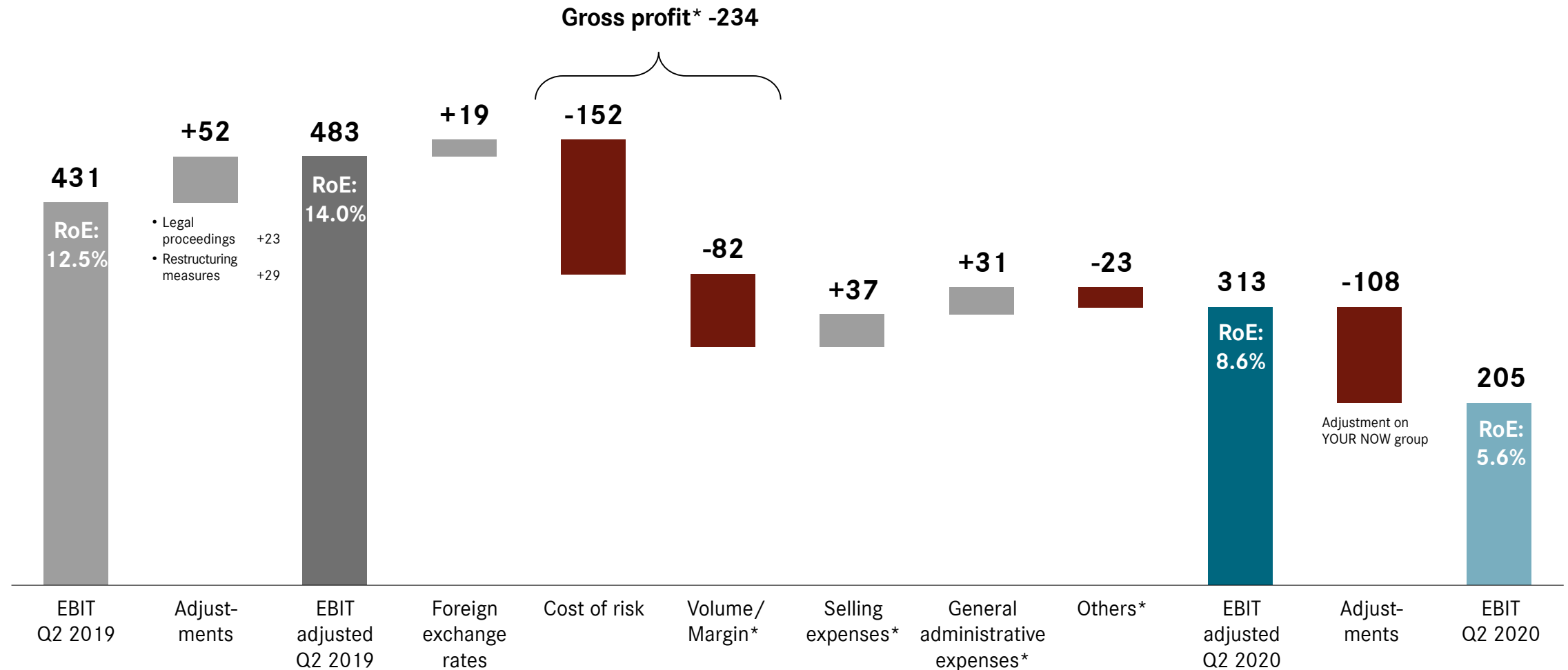
in millions of euros



DAIMLER MOBILITY

EBIT AND ROE

in millions of euros



- + Implemented cost-saving measures
- Higher cost of credit risk due to COVID-19 pandemic
- Higher funding costs

* excluding FX effects

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SpurWechsel

We are changing lanes

Moving people and goods all over the world - safely, efficiently, comfortably and with innovative technologies that's our purpose, the basis of our strategy.

MOVE – reinvent the invention, PERFORM – create sustainable value, TRANSFORM – reinvent ourselves that's our group strategy.

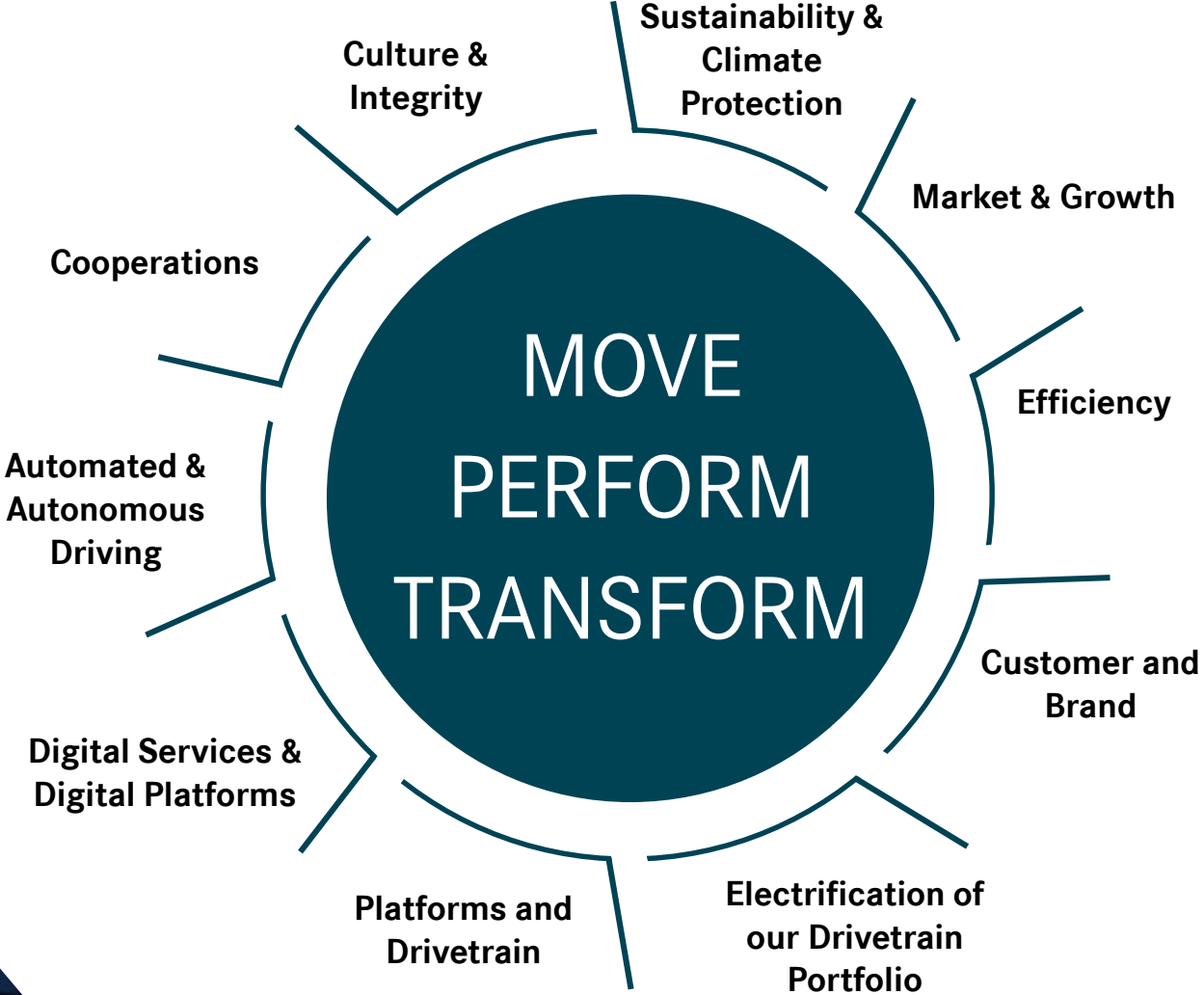
Integrating our sustainability goals into our business strategy that's our sustainable business strategy.

Transforming our business as defined by the 6+3 sustainability topics that's our SpurWechsel.





Our group strategy Sustainability as an integral part...



... with a focus on six themes and three enablers



CO2 neutrality at Mercedes-Benz Cars Ambition 2039

--- **2022** ---

We intend to offer several electric model variants in all segments of Mercedes-Benz Cars by 2022.

--- **2025** ---

Depending on how conditions develop, we plan to have all-electric vehicles account for up to 25 percent of unit sales by the year 2025.

--- **2030** ---

Our goal is to have plug-in hybrids or all-electric vehicles account for more than 50 percent of our car sales by 2030.

--- **2039** ---

We aim to achieve CO2 neutrality for our new passenger car fleet by 2039.



Mercedes-Benz EQC 400 4MATIC: combined power consumption: 20.8-19.7 kWh/100 km; combined CO₂* emissions: 0 g/km*

*Electrical energy consumption and range have been determined on the basis of Regulation (EC) No. 692/2008. Electrical energy consumption and range depend on the vehicle configuration.

Daimler Trucks & Buses

Making CO2-neutral transport a reality

2022

Battery-electric series-production vehicles in all core regions by 2022.

late 2020s

Hydrogen-based series-production vehicles in the second half of the decade.

2039

CO2-neutral driving operation (tank-to-wheel) by 2039 for new trucks and buses in the markets of Europe, Japan, and North America.



Driven by a continuous electrification of our product portfolio...

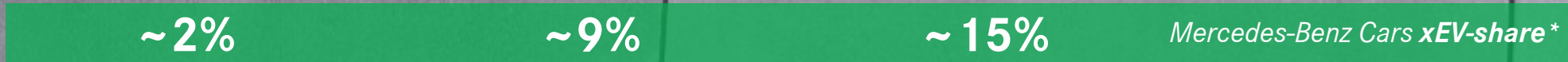
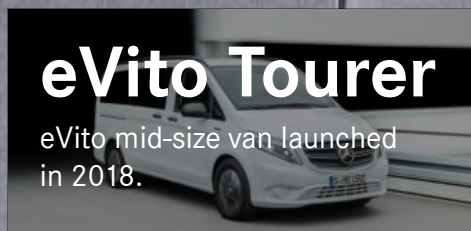
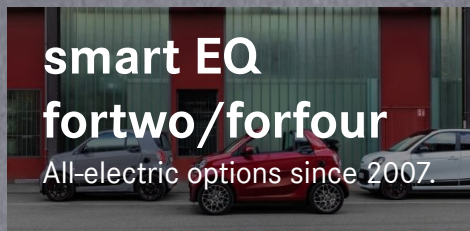
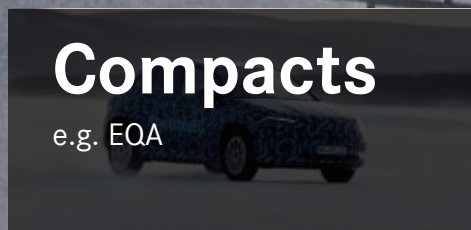
2019

2020

2021

2022

Stay tuned for more




* PHEV, BEV

... and our aim to achieve CO₂-neutral production

By **2022**: CO₂-neutral production at our Mercedes-Benz Car and Van plants worldwide*

By **2022**: CO₂-neutral production at our European plants of Daimler Trucks & Buses*

By **2030**: Fifty percent CO₂ emissions reductions from production operations 

By **2039**: CO₂-neutral production at all of our plants and in all of our business units worldwide

“Factory 56” in Sindelfingen

* In Germany, the green power supply is ensured not only for the production sites: starting in 2022, all German locations of Daimler AG, Mercedes-Benz AG, Daimler Trucks AG and Daimler Mobility AG will obtain green power generated entirely from renewable energy sources, making it free of CO₂.

Committed investments as part of our electrification strategy

€10 bn

About €10 billion to expand our fleet of electric vehicles.

€1 bn

More than €1 billion to expand our battery production.

€20 bn

Buying battery cells for more than €20 billion in order to systematically promote our Group's entry into an electrically driven future.



Electric first: Modular BEV-architecture for zero emission vehicles

Description

Development of a flexibly scalable electrical architecture for Mercedes-Benz compact cars up to luxury cars. Suitable for a wide range of vehicle concepts thanks to the modular system design and variable wheelbase, wheel gauge as well as all other system components, especially the batteries.

Goals

Development and production of zero emission vehicles



Development of a flexibly scalable electrical architecture*



Partially equipped with battery cells from CO2-neutral production*



Timeline



Key Facts

Modular BEV-architecture | Modular system design | Wide range of vehicle concepts | Zero emission vehicles

Investment

~€10 bn

* for next generation EQ starting with the EQS



Factory 56: One of the world's most modern car productions

Description

Factory 56, one of the world's most modern car productions, built at Daimler's Sindelfingen plant. The factory will be supplied with CO₂-neutral energy when it goes into operation, is equipped with a photovoltaic system installed on the roof of the production hall and has implemented numerous measures to reduce energy consumption. It uses intelligent and digitalised technologies that make it possible to harness the full potential of Industry 4.0.

Goals

CO₂ neutral energy supply



High-efficiency assembly for large-scale production and increased flexibility



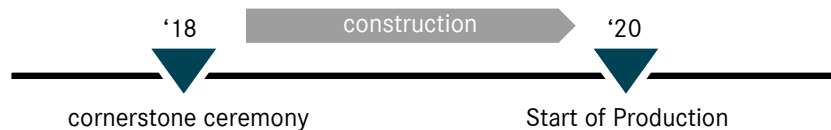
Waste management



Reduction of energy and other resources, including water



Timeline



Key Facts

High energy efficiency | Green roof | Usage of recycled concrete | Intelligent LED light control system | DC grid | area measures 220,000 m²



Battery production network: Nine factories at seven locations on three continents

Description

Daimler is investing more than one billion euros in a global battery production network within the global production network of Mercedes-Benz Cars. In total, the battery production network consists of nine factories at seven locations on three continents. The local production of batteries is an important success factor in Mercedes-Benz Cars electric offensive and the crucial building block for handling the global demand for electric vehicles flexibly and efficiently.

Goals

Production of electricity from renewable sources



Production of heat from renewable sources (Kamenz, Jawor)



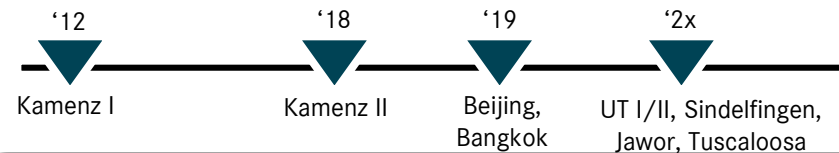
Development, production and recycling of batteries



Development and production of zero emission vehicles



Timeline



Key Facts

9 factories | 7 locations | 3 continents | Industry 4.0 technologies | CO2 neutral production (Kamenz, Jawor already before 2022) | Batteries for 48V, PHEV and BEV

Investment

>€1 bn



Daimler's green finance framework is part of our SpurWechsel – We are changing lanes



Use of proceeds


Project evaluation and selection

Management of proceeds






Reporting


External review

Daimler's green finance framework is developed to be in line with both the ICMA Green Bond Principles, as well as LMA and APLMA Green Loan Principles. It is Daimler's intention to follow best practises as market standards develop and as the EU Taxonomy and the EU Green Bond Standard enter into force







More than 50% of proceeds will be allocated to clean transportation (1 / 2)

GBP & GLP Categories	Eligible assets	Targeted SDGs	Targeted EU Environmental Objectives	Investment Examples
Clean transportation	<ul style="list-style-type: none"> Development and production of zero emission vehicles Development, production and recycling of batteries/fuel cells 	  	Climate change mitigation	<ul style="list-style-type: none"> Modular BEV-architecture Volvo Group & Daimler Truck AG: 50/50 joint venture for development and large-scale production of fuel cells for applications in heavy-duty vehicles Battery-electric low-floor truck Mercedes-Benz eEconic (practical use to start in 2021, SoP 2022) Mercedes-Benz eCitaro from 2022 with range extension by fuel cell Battery production network CO2 neutral produced battery cells from Farasis Energy Co., Ltd.
Energy efficiency	<ul style="list-style-type: none"> Reduction of energy and other resources, including water, used per unit of output 	 	Climate change mitigation	<ul style="list-style-type: none"> Factory 56 (high energy efficiency, digitalisation in production, dc grid) Renewal of the ventilation systems in production plants Renewal of lighting in production plants with LED-systems



More than 50% of proceeds will be allocated to clean transportation (2/2)

GBP & GLP Categories	Eligible assets	Targeted SDGs	Targeted EU Environmental Objectives	Investment Examples
<p>Pollution prevention and control</p>	<ul style="list-style-type: none"> Waste management Emission reduction 	  	<p>Pollution prevention and control</p>	<ul style="list-style-type: none"> Factory 56 (waste management) CO2 neutral production by 2022 (MB AG plants worldwide, DT AG European) Remanufacturing of high-voltage batteries Mercedes-Benz Energy and Beijing Electric Vehicle Co., Ltd. (BJEV) subsidiary of the BAIC Group cooperation in the field of 2nd-life energy storage systems
<p>Renewable energy</p>	<ul style="list-style-type: none"> Production of electricity and heat from renewable sources 		<p>Climate change mitigation</p>	<ul style="list-style-type: none"> Rolls-Royce & Daimler Truck AG: cooperation on stationary fuel cell systems Installation of further photovoltaic systems for own power generation at several locations in Germany in 2021

Second Opinion by leading provider of independent reviews of green bonds



°CICERO
Shades of
Green

SHADES OF GREEN

Daimler's green finance framework was rated by **CICERO** as **Dark Green**. Dark Green is allocated to projects and solutions that correspond to the long-term vision of a low carbon and climate resilient future.

GOVERNANCE PROCEDURES

CICERO Shades of Green finds the governance procedures in Daimler's framework to be **Excellent**.

GREEN BOND and GREEN LOAN PRINCIPLES

CICERO confirms that Daimler's green finance framework is found **in alignment** with the green bond and green loans principles.



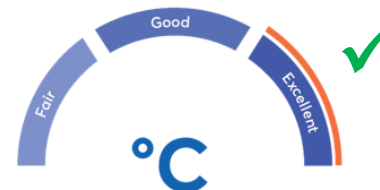
°CICERO
Dark Green ✓



°CICERO
Medium Green



°CICERO
Light Green



Green Loan Principles
Supporting environmentally sustainable economic activity ✓



CICERO Green provides second opinions on institutions' frameworks and guidance for assessing and selecting eligible projects for green finance investments. CICERO Shades of Green is internationally recognized as a leading provider of independent reviews of green bonds, since the market's inception in 2008.

Our strategy is guided by international framework agreements,...



The ten principles of the **UN Global Compact** provide a fundamental guide for our business operations.

Our **internal principles and policies** are founded on this international frame of reference and other international principles.

Our goal in this process is to support the **UN Sustainable Development Goals** with our work processes and to cooperatively develop approaches to solutions.



... our corporate principles and integrity

Doing the right thing by living our values

We adhere to **internal and external rules**, we act according to our **corporate principles** and we listen to our **inner compass**.

We have incorporated integrity-related issues in our **culture** and our **compliance management system**. Our performance is measured by the **integrity indicator** which is part of the non-financial management compensation.

Our five corporate principles:

the foundation of all our actions



We are profitable and are committed to people and the environment



We act responsibly and respect the rules



We address issues openly and stand for transparency



Fairness and respect are the foundation of our collaboration



We practice diversity

Our web-based training modules on integrity & compliance are mandatory and have to be performed successfully on a regular basis.

Integrity Code

Our overall legal and ethical framework



Concretize **UNDERSTANDING** of Integrity@Daimler



Legal and ethical **FRAMEWORK** for all entities at Daimler



Coverage of **FUTURE STRATEGIC TOPICS**



Strengthen **AWARENESS** and underline **IMPORTANCE** for the topic of **INTEGRITY**

<https://www.daimler.com/documents/sustainability/integrity/daimler-integritycode.pdf>

Our Integrity Code
Doing the Right Thing

In addition to the Integrity Code, the Technical Integrity commitment statements support **R&D** employees and offer them guidance for ensuring proper conduct in their daily activities.

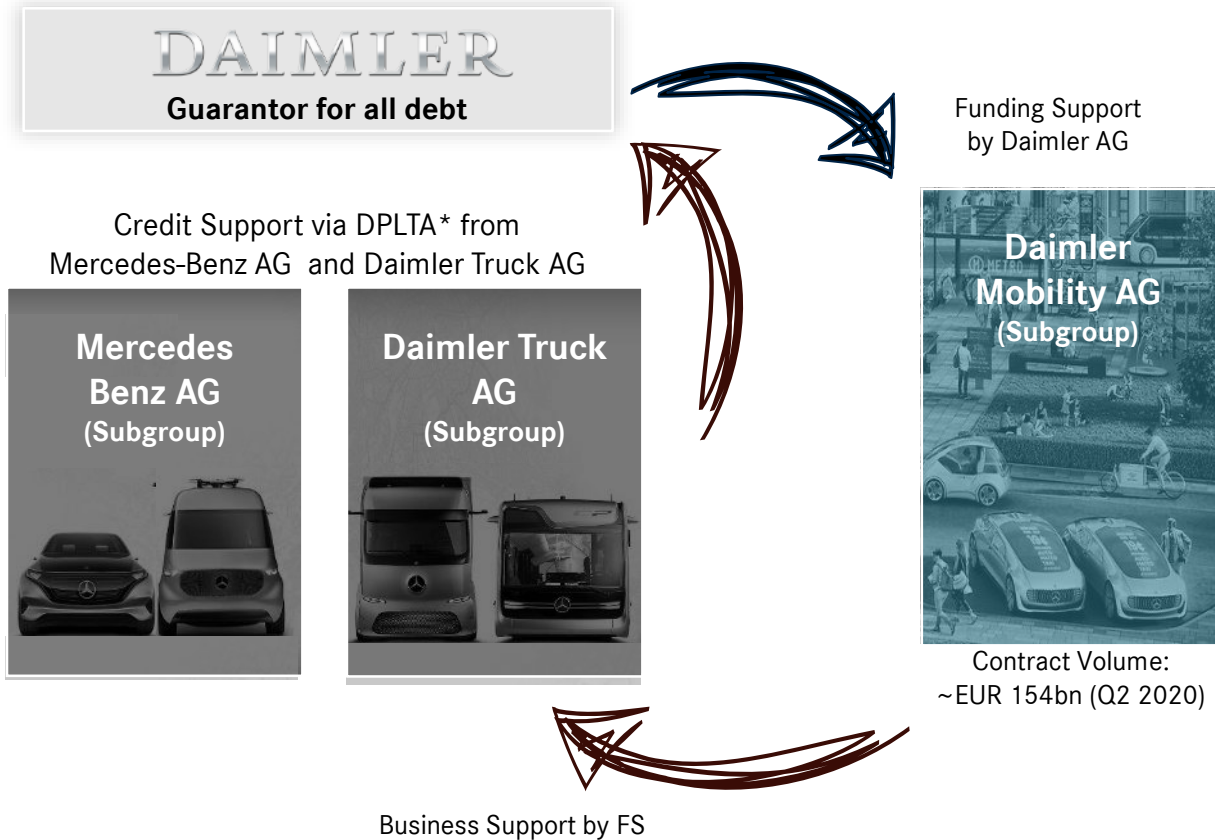
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- V. ADDITIONAL FINANCIAL SLIDES

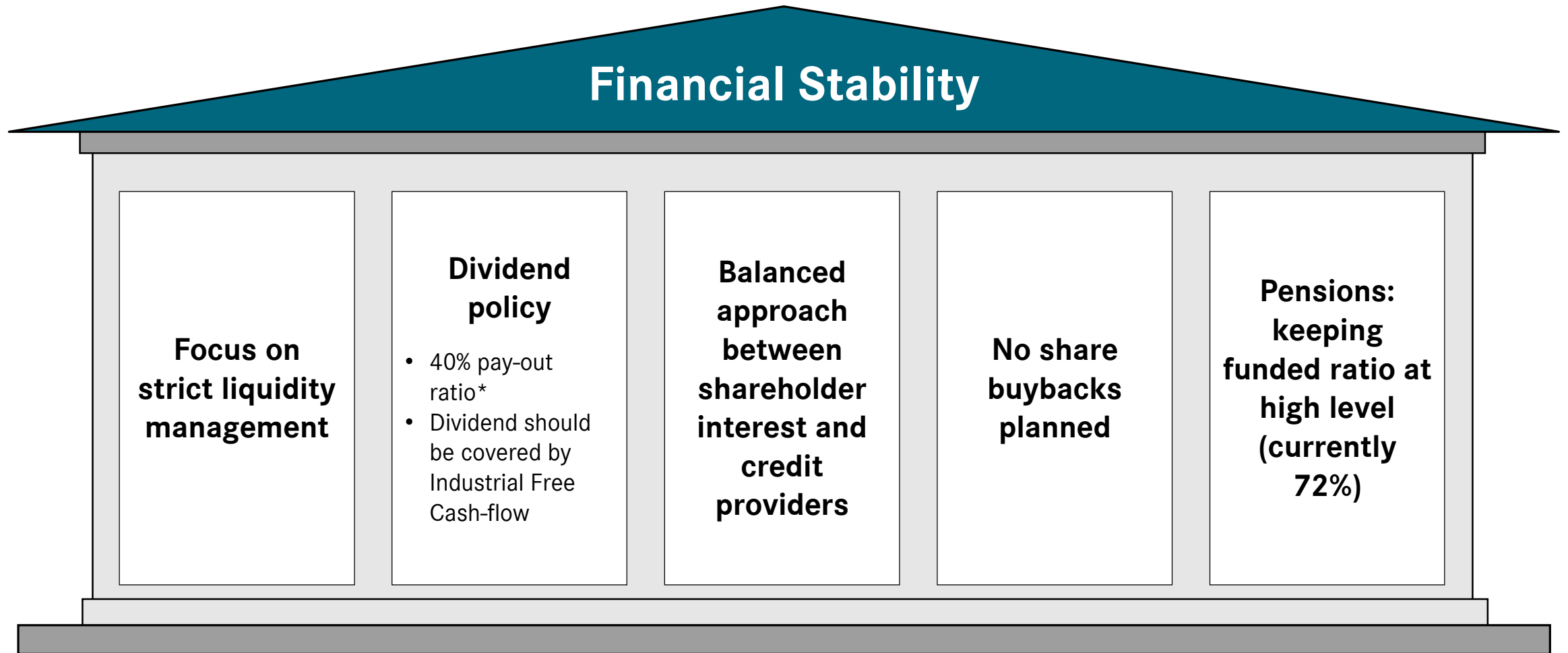


ONE FACE TO THE MARKET

Daimler's business model is based on a central liquidity and risk management



DAIMLER FOLLOWS A PRUDENT FINANCIAL POLICY



* Based on net profit attributable to shareholders of Daimler AG

OUR FUNDING STRATEGY IS BUILT ON STRICT PRINCIPLES

Targeting Financial Independence

No dependence from single markets, instruments, banks or investors

Diversification of funding sources and instruments:
Bank Loans, Bonds, ABS, CP, Deposits

No Covenants, no MAC, no asset pledges, no CSAs

Maximizing Financial Flexibility

Keeping prudent amount of Cash and Committed Credit Facility

New markets funded via global and local banks first

Early capital market funding to save credit capacity in growth regions

Stringent Global Funding Policy

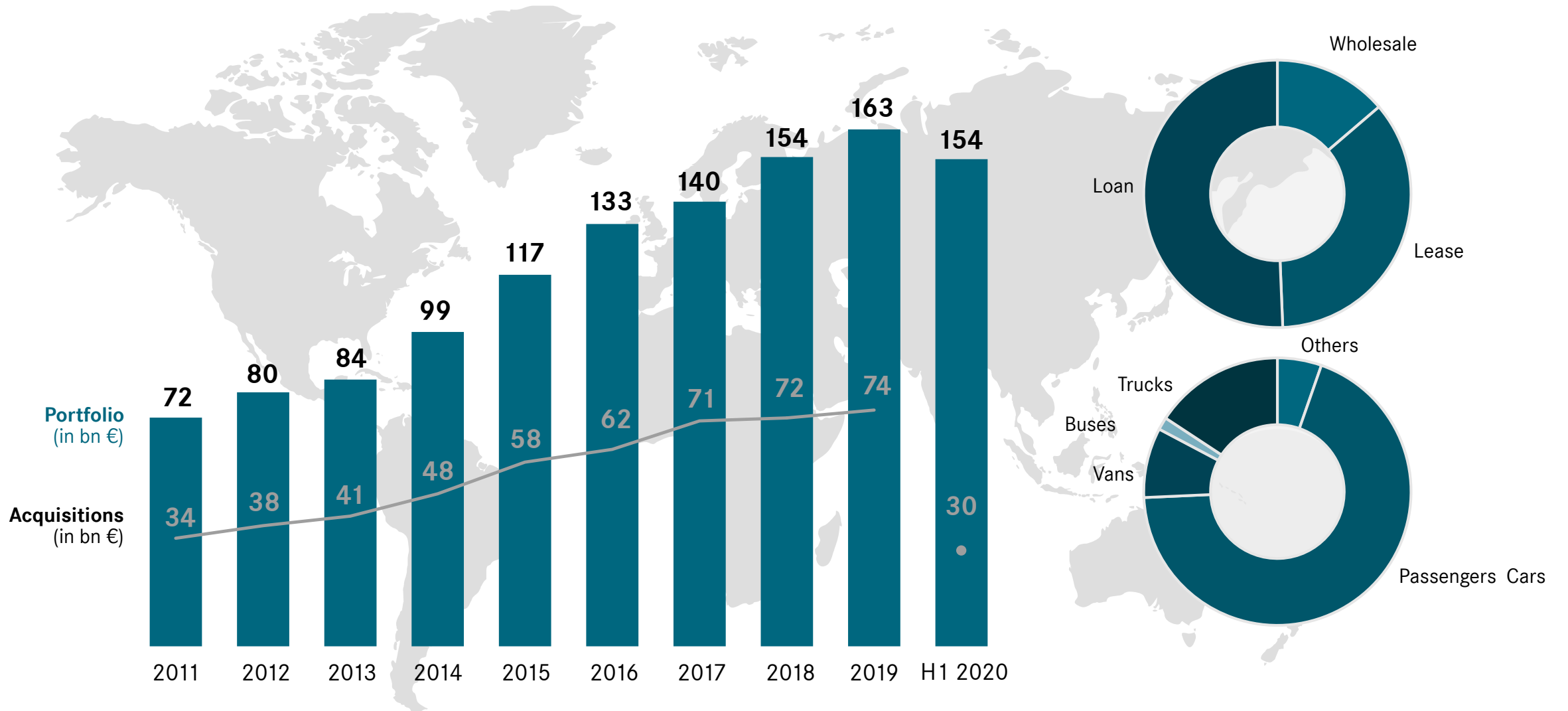
Liquidity matched funding

Interest rate matched funding

Currency matched funding

Country matched funding

PORTFOLIO OF DAIMLER MOBILITY



DAIMLER MOBILITY BUSINESS MODEL BASED ON STRINGENT CREDIT MANAGEMENT AND SOLID REFINANCING

Net credit losses still on a very favorable level, not yet showing any severe CoViD-19 impact

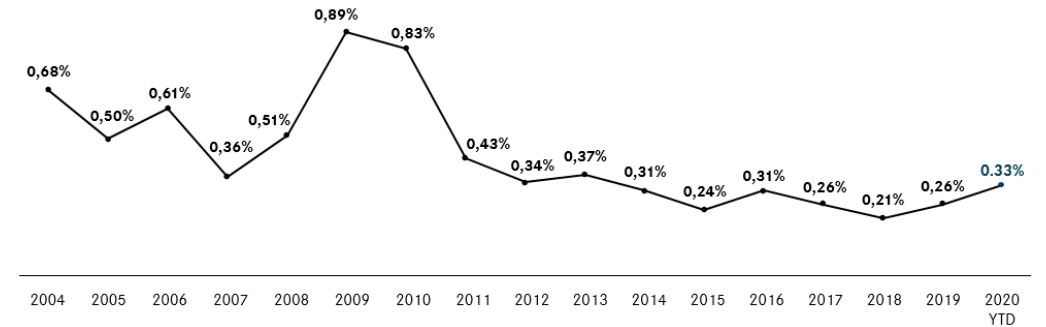
Based on the potential macroeconomic cool-down, we expect that delinquencies and in the mid-term credit losses will increase

The matched-funded approach ensures that liquidity risks are managed properly

External liabilities of Daimler Group have a longer duration due to capital market refinancing than internal allocation to FS via IC-loans

Internal IC-loans to FS

Net credit losses as a percentage of portfolio, subject to credit risk

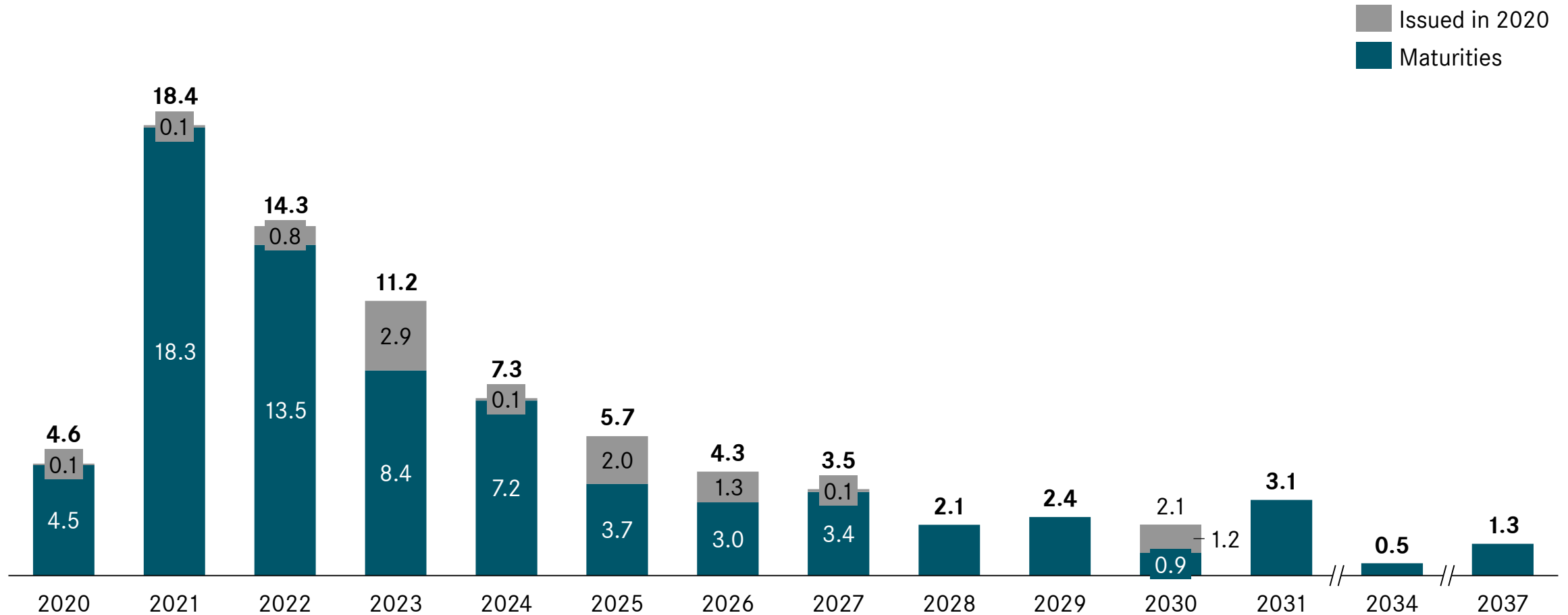


External Liabilities IB (Target duration 5y) Internal IC-loans to FS (Duration ~2y)



MATURITY PROFILE FURTHER LENGTHENED

in billions of EUR as of 30 June 2020



Note: Figures may not be additive due to rounding.

EUR 12BN BRIDGE FACILITY SIGNED

EUR 12bn bridge facility signed in April to cover mainly volatility and uncertainty in capital markets
EUR 9.9 bn still available on 30 June 2020

Tenor one year, two extension options of six months each

Quick reaction on current crisis secured additional liquidity buffer in high speed

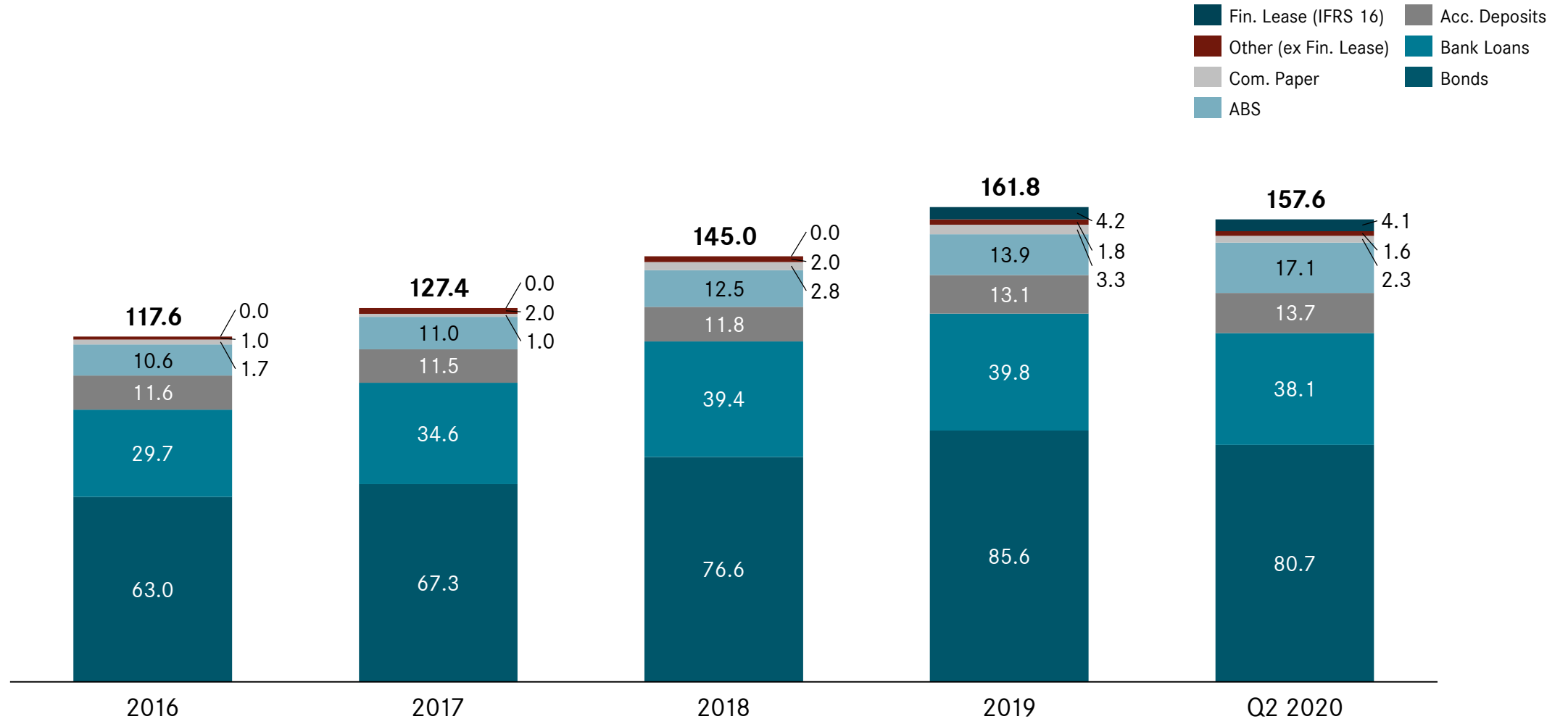
EUR 11bn Backup Facility available until 2024 secures significant long-term liquidity - no intention to be drawn



First priority during crisis: cover liquidity risk

FINANCING LIABILITIES SHOW A DIVERSIFIED FUNDING MIX

in billions of EUR



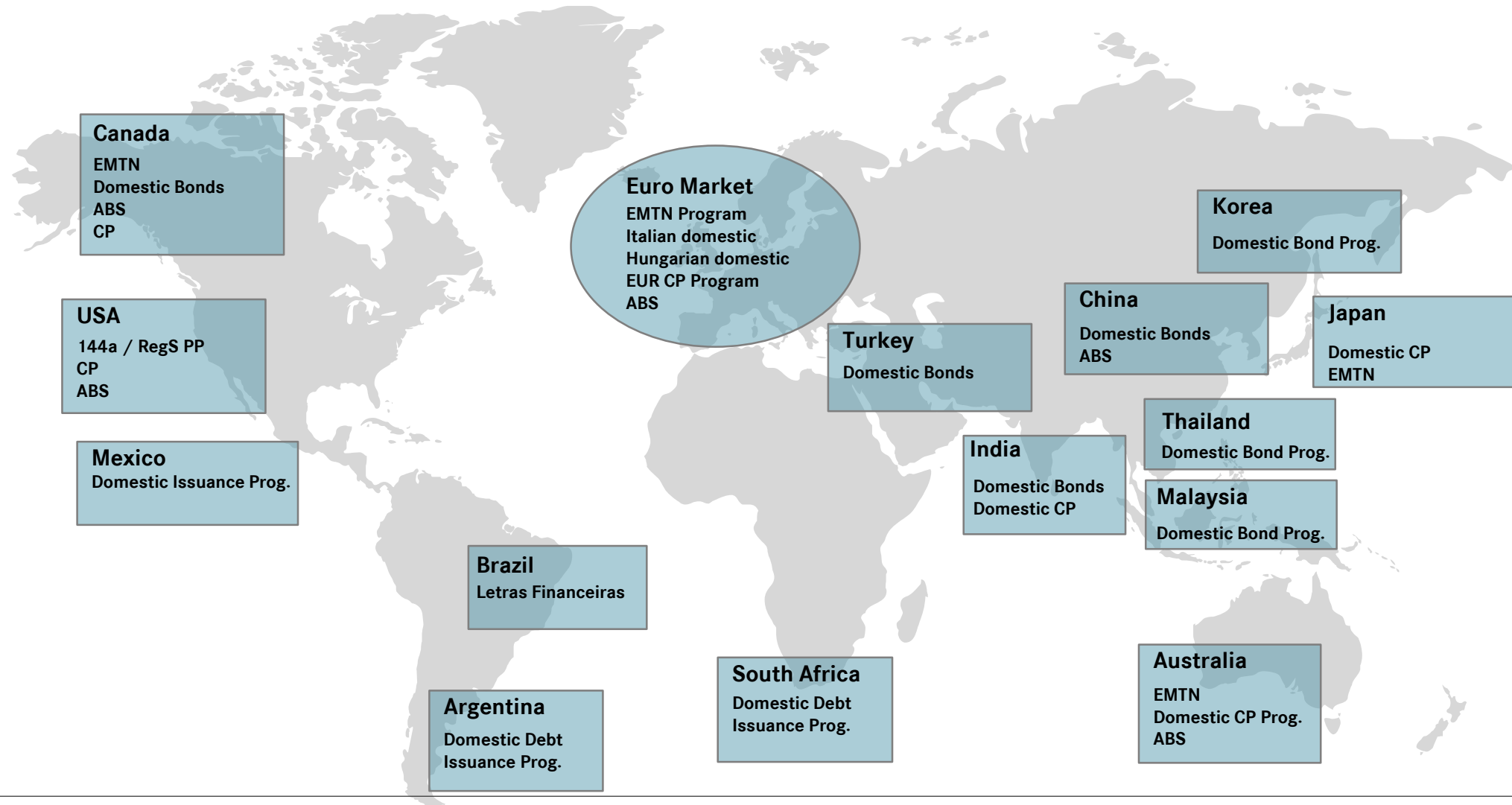
Note: Figures may not be additive due to rounding.

TO ENSURE SUSTAINABLE PORTFOLIO GROWTH, WE MITIGATE RISK AND VOLATILITY THROUGH A BALANCED MIX OF FUNDING INSTRUMENTS



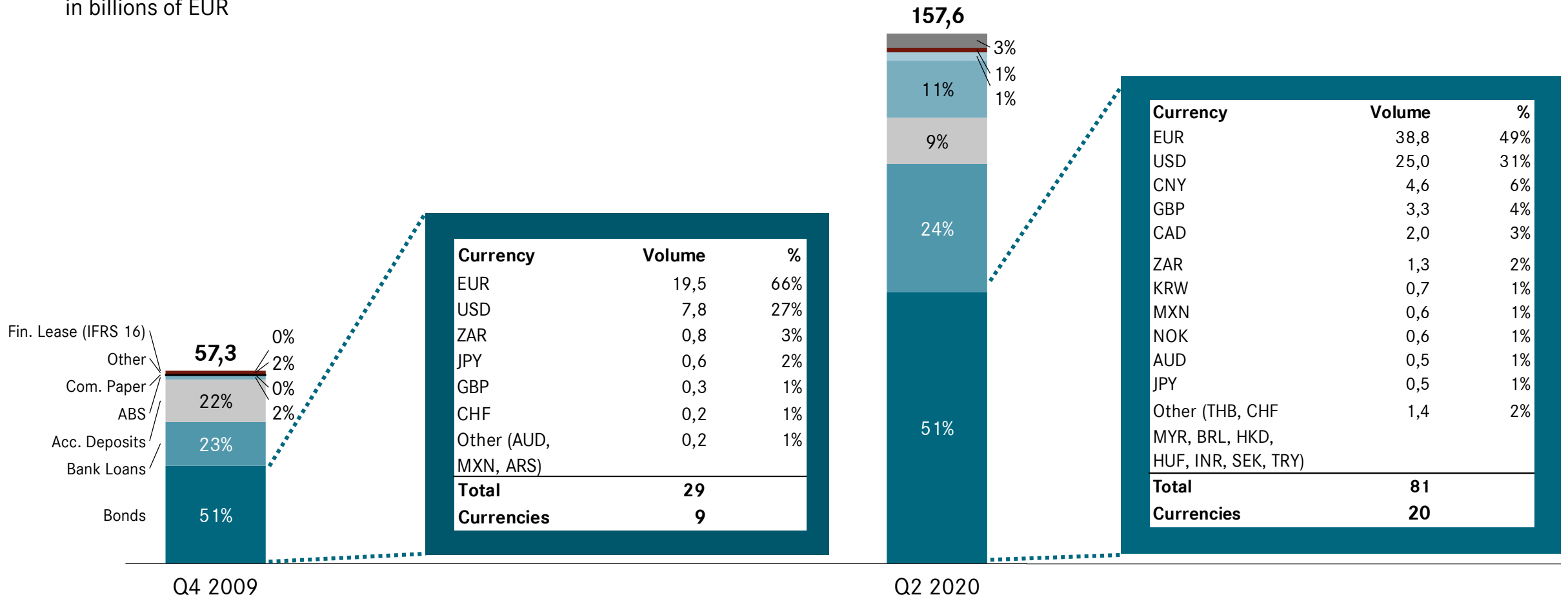
Note: Figures may not be additive due to rounding.

CONSEQUENT DEVELOPMENT TO GLOBAL CAPITAL MARKET FUNDING - DIVERSIFICATION WILL CONTINUE



FUNDING BASE FURTHER DIVERSIFIED TO A TRUE GLOBAL SET-UP

in billions of EUR

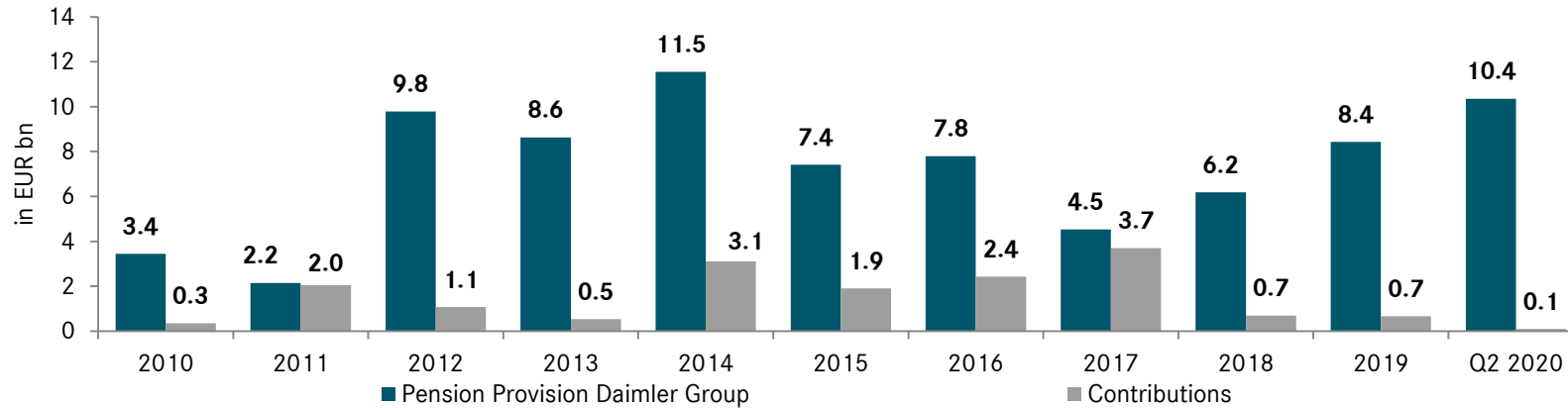


Note: Figures may not be additive due to rounding

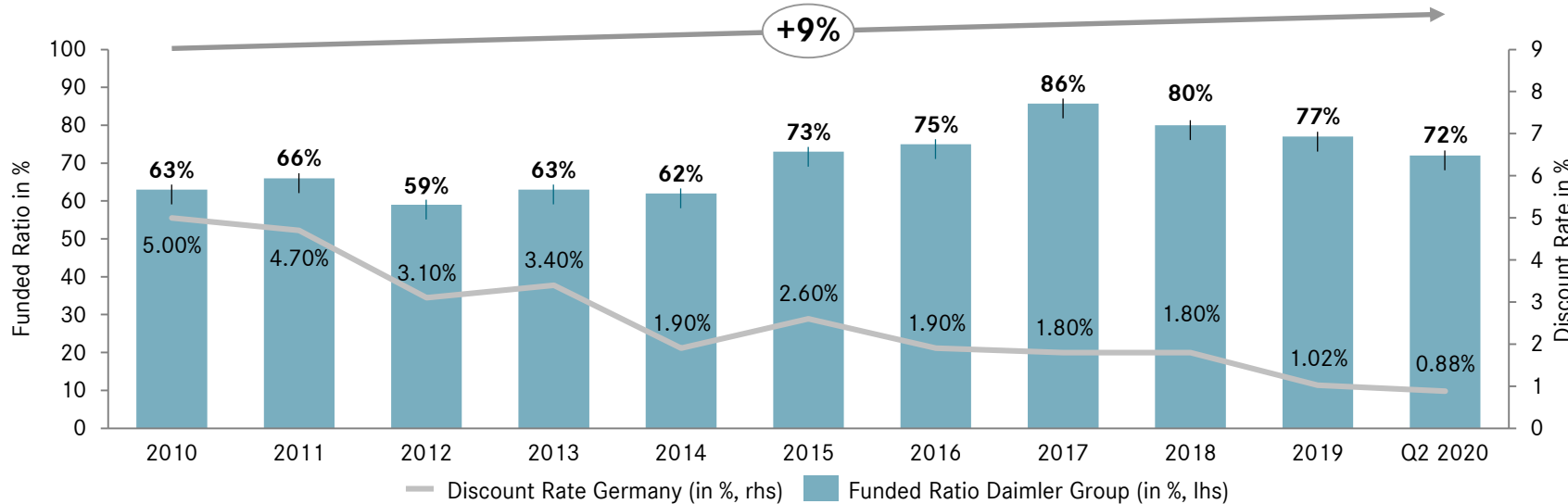
DAIMLER'S FINANCIAL KPIS SET TO SUPPORT A STRONG RATING

	Agency	Long-term	Outlook	Short-term
Current Ratings:	Standard & Poor's:	BBB+	Negative	A-2
	Moody's:	A3	Negative	P-2
	Fitch:	BBB+	Stable	F1
	DBRS:	BBB (high)	Stable	R-2 (high)
	Scope:	A	Stable	S-1

IN LOW INTEREST RATE ENVIRONMENT HIGH CONTRIBUTIONS STABILIZED FUNDED RATIO



Significant contributions of EUR 16.6bn since 2010 support the solid capital structure



Even though German Discount Rate decreased significantly since 2010, Funded Ratio is at a solid level of 72%

AGENDA

- I. DAIMLER AG Q2-2020
- II. DIVISIONAL REVIEW Q2-2020
- III. SUSTAINABILITY / GREEN FINANCE FRAMEWORK
- IV. FUNDING
- V. ADDITIONAL FINANCIAL SLIDES**

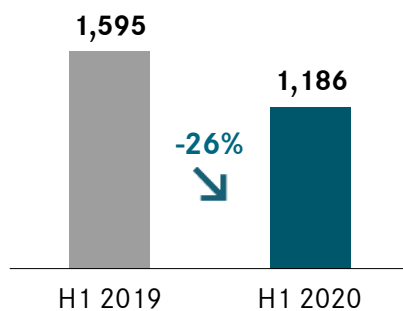


DAIMLER H1 2020

KEY FIGURES

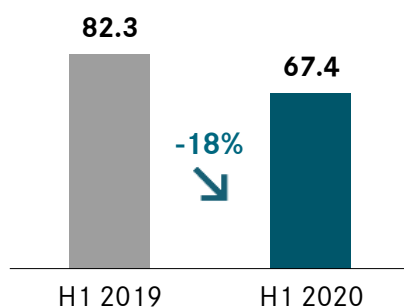
Unit sales

in thousands of units



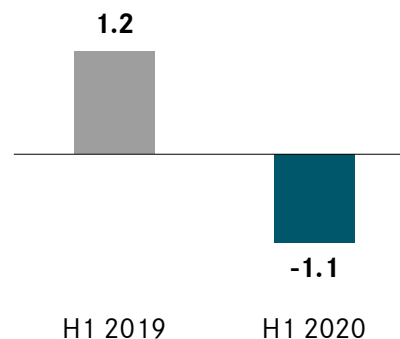
Revenue

in billions of euros



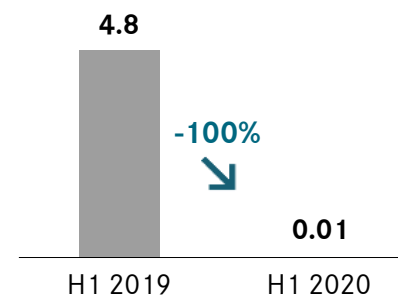
EBIT

in billions of euros



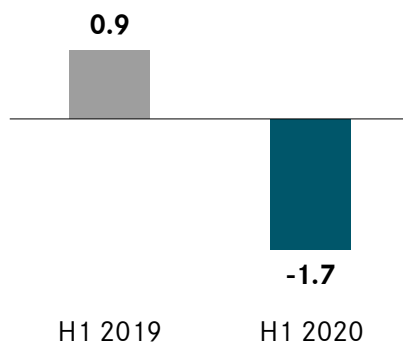
EBIT adjusted

in billions of euros



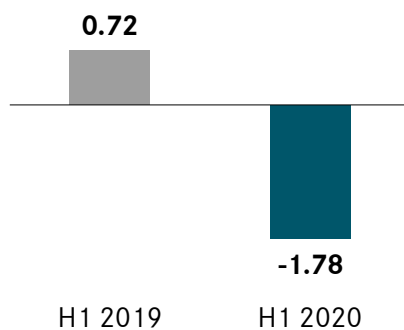
Net profit/loss

in billions of euros



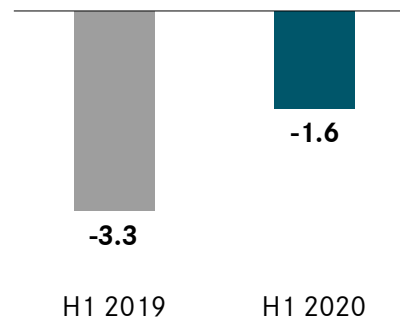
Earnings per share

in euros



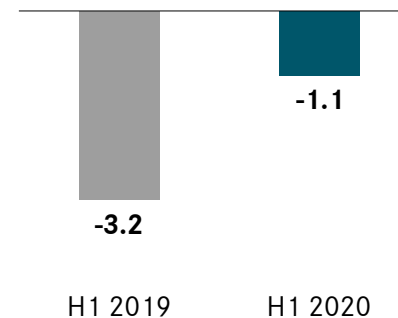
Free cash flow (IB)

in billions of euros



Free cash flow (IB) adjusted

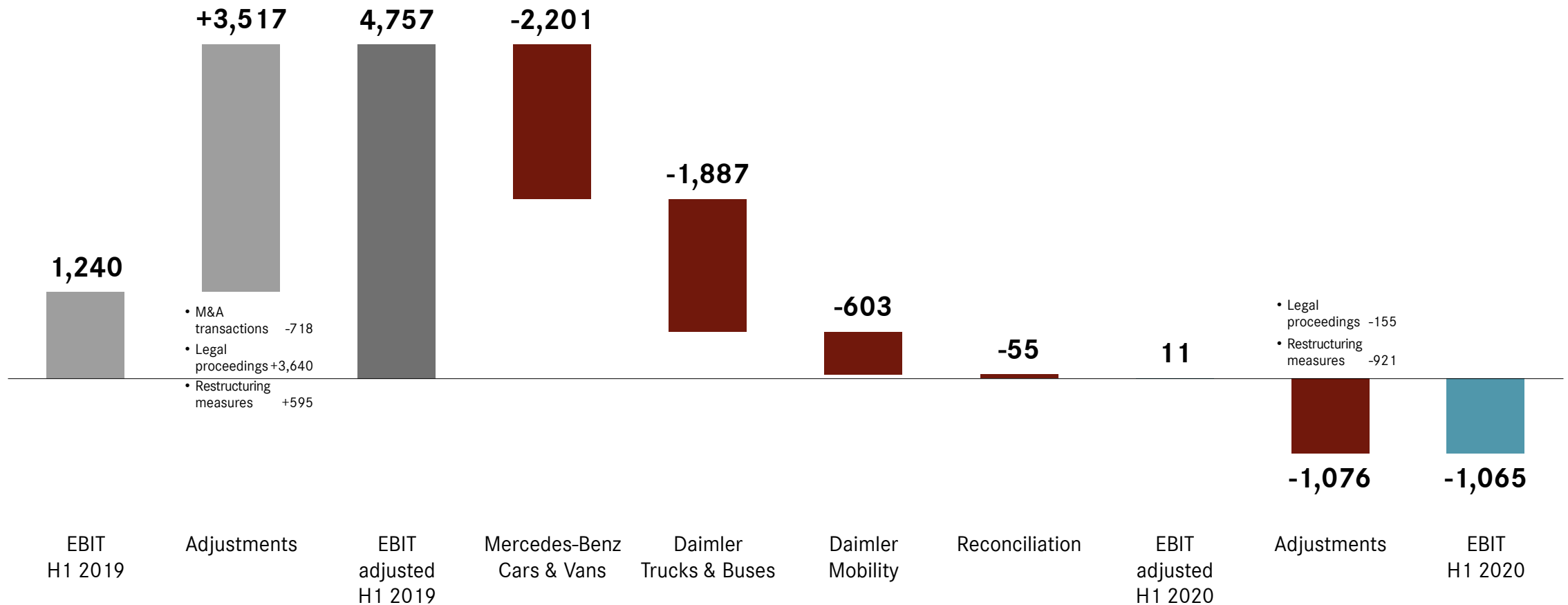
in billions of euros



DAIMLER H1 2020

GROUP EBIT

in millions of euros



DAIMLER Q2 2020

REVENUE BY DIVISIONS

in billions of euros

	Q2 2019	Q2 2020	% change
Daimler Group	42.7	30.2	-29
of which			
Mercedes-Benz Cars & Vans	25.4	18.9	-25
Daimler Trucks & Buses	11.6	6.2	-46
Daimler Mobility	7.1	6.5	-10

DAIMLER Q2 2020

REVENUE BY REGIONS

in billions of euros

	Q2 2019	Q2 2020	% change
Daimler Group	42.7	30.2	-29
of which			
Europe	17.2	11.5	-34
<i>of which Germany</i>	6.7	4.8	-29
North America	13.2	8.2	-38
<i>of which United States</i>	11.4	7.3	-36
Asia	9.7	9.2	-5
<i>of which China*</i>	4.7	5.3	+15
Other markets	2.5	1.3	-46

* excluding revenue of not fully consolidated companies

DAIMLER Q2 2020

EBIT BY DIVISIONS

EBIT in millions of euros; RoS/RoE in %

	Q2 2019		Q2 2020	
	EBIT	RoS/RoE*	EBIT	RoS/RoE*
Daimler Group	-1,558	-5.6	-1,682	-8.0
of which				
Mercedes-Benz Cars & Vans	-2,784	-11.0	-1,125	-5.9
Daimler Trucks & Buses	834	7.2	-756	-12.2
Daimler Mobility	431	12.5	205	5.6
Reconciliation	-39	-	-6	-

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

DAIMLER Q2 2020

ADJUSTMENTS AFFECTING EBIT

in millions of euros

	Q2 2019	Q2 2020
Mercedes-Benz Cars & Vans		
Legal proceedings and related measures	3,473	53
Restructuring measures	459	788
Daimler Trucks & Buses		
Restructuring measures	–	9
Daimler Mobility		
Legal proceedings and related measures	23	–
Restructuring measures	29	108
Reconciliation		
Legal proceedings and related measures	21	–
Restructuring measures	–	16

DAIMLER Q2 2020

EBIT ADJUSTED BY DIVISIONS

EBIT adjusted in millions of euros; RoS/RoE adjusted in %

	Q2 2019		Q2 2020	
	EBIT adjusted	RoS/RoE adjusted*	EBIT adjusted	RoS/RoE adjusted*
Daimler Group	2,447	5.5	-708	-4.3
of which				
Mercedes-Benz Cars & Vans	1,148	4.5	-284	-1.5
Daimler Trucks & Buses	834	7.2	-747	-12.0
Daimler Mobility	483	14.0	313	8.6
Reconciliation	-18	-	10	-

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

DAIMLER Q2 2020

CONSOLIDATED STATEMENT OF INCOME (CONDENSED)

in millions of euros

	Daimler Group		Industrial Business		Daimler Mobility	
	Q2 2019	Q2 2020	Q2 2019	Q2 2020	Q2 2019	Q2 2020
Revenue	42,650	30,184	35,505	23,734	7,145	6,450
Cost of sales	-37,104	-27,489	-30,878	-21,742	-6,226	-5,747
Gross profit	5,546	2,695	4,627	1,992	919	703
Selling expenses	-3,072	-2,462	-2,875	-2,304	-197	-158
General administrative expenses	-975	-808	-760	-627	-215	-181
Research and non-capitalized development costs	-1,569	-1,544	-1,569	-1,544	-	-
Other operating income/expense	-1,611	366	-1,660	341	49	25
Gains/losses on equity-method investments, net	210	269	335	451	-125	-182
Other financial income/expense, net	-87	-198	-87	-196	-	-2
EBIT	-1,558	-1,682	-1,989	-1,887	431	205
Interest income/expense, net	-114	-60	-112	-57	-2	-3
Profit/loss before income taxes	-1,672	-1,742	-2,101	-1,944	429	202
Income taxes	430	-164	577	-28	-147	-136
Net profit/loss	-1,242	-1,906	-1,524	-1,972	282	66
Earnings per share (in euros)	-1.24	-1.87	-	-	-	-

DAIMLER H1 2020

CONSOLIDATED STATEMENT OF INCOME (CONDENSED)

in millions of euros

	Daimler Group		Industrial Business		Daimler Mobility	
	H1 2019	H1 2020	H1 2019	H1 2020	H1 2019	H1 2020
Revenue	82,348	67,407	68,322	53,856	14,026	13,551
Cost of sales	-69,231	-59,001	-57,028	-46,611	-12,203	-12,390
Gross profit	13,117	8,406	11,294	7,245	1,823	1,161
Selling expenses	-6,223	-5,351	-5,836	-5,015	-387	-336
General administrative expenses	-1,994	-1,728	-1,552	-1,360	-442	-368
Research and non-capitalized development costs	-3,273	-3,266	-3,273	-3,266	-	-
Other operating income/expense	-619	781	-1,417	717	798	64
Gains/losses on equity-method investments, net	472	219	624	474	-152	-255
Other financial income/expense, net	-240	-126	-240	-123	-	-3
EBIT	1,240	-1,065	-400	-1,328	1,640	263
Interest income/expense, net	-289	-137	-285	-131	-4	-6
Profit/loss before income taxes	951	-1,202	-685	-1,459	1,636	257
Income taxes	-44	-536	233	-396	-277	-140
Net profit/loss	907	-1,738	-452	-1,855	1,359	117
Earnings per share (in euros)	0.72	-1.78	-	-	-	-

DAIMLER Q2 2020

EBIT OF THE INDUSTRIAL BUSINESS

in millions of euros

	Mercedes-Benz Cars & Vans		Daimler Trucks & Buses		Reconciliation	
	Q2 2019	Q2 2020	Q2 2019	Q2 2020	Q2 2019	Q2 2020
Revenue	25,418	18,949	11,581	6,200	-1,494	-1,415
Cost of sales	-22,755	-17,341	-9,381	-5,805	1,258	1,404
Gross profit	2,663	1,608	2,200	395	-236	-11
Selling expenses	-2,431	-1,839	-713	-608	269	143
General administrative expenses	-453	-338	-376	-312	69	23
Research and non-capitalized development costs	-1,225	-1,223	-370	-330	26	9
Others	-1,338	667	93	99	-167	-170
EBIT	-2,784	-1,125	834	-756	-39	-6

DAIMLER H1 2020

EBIT OF THE INDUSTRIAL BUSINESS

in millions of euros

	Mercedes-Benz Cars & Vans		Daimler Trucks & Buses		Reconciliation	
	H1 2019	H1 2020	H1 2019	H1 2020	H1 2019	H1 2020
Revenue	49,481	42,145	21,755	14,944	-2,914	-3,233
Cost of sales	-41,969	-36,617	-17,649	-13,130	2,590	3,136
Gross profit	7,512	5,528	4,106	1,814	-324	-97
Selling expenses	-4,829	-4,108	-1,386	-1,236	379	329
General administrative expenses	-900	-757	-739	-637	87	34
Research and non-capitalized development costs	-2,575	-2,591	-740	-690	42	15
Others	-849	1,313	146	240	-330	-485
EBIT	-1,641	-615	1,387	-509	-146	-204

DAIMLER H1 2020

STATEMENT OF CASH FLOWS (CONDENSED)

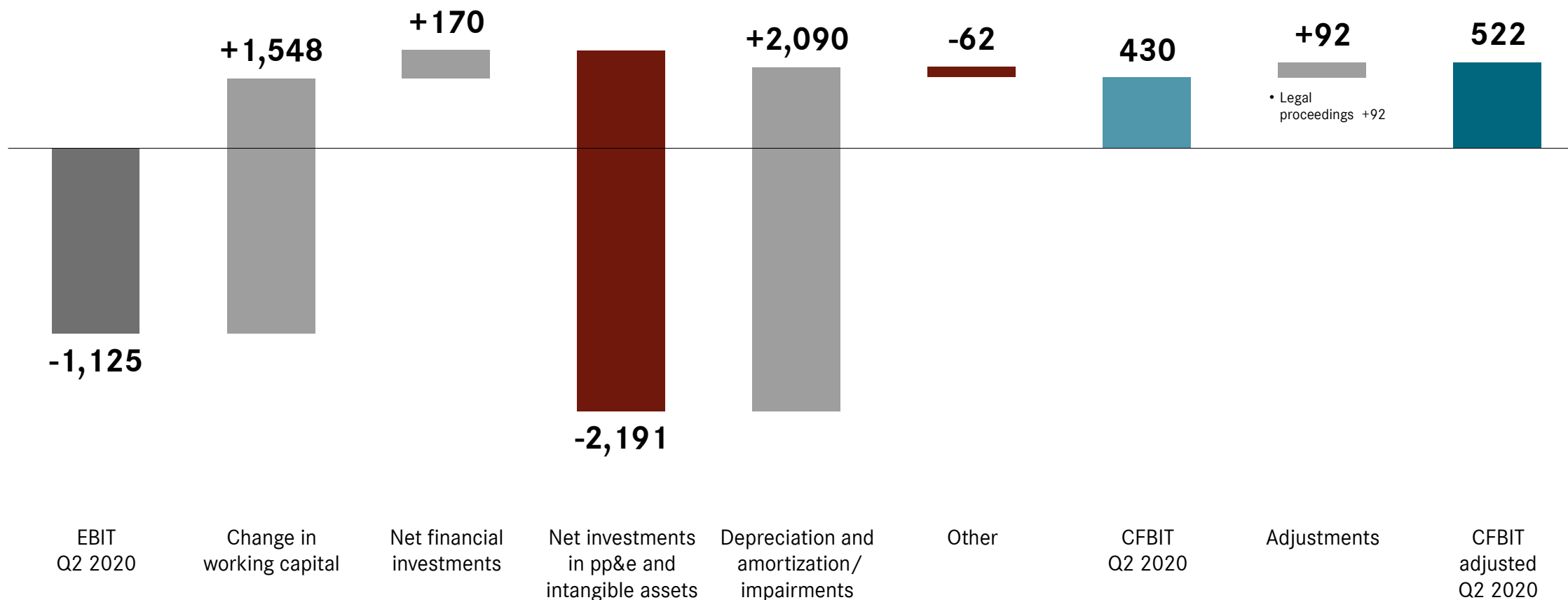
in millions of euros

	Daimler Group		Industrial Business	
	H1 2019	H1 2020	H1 2019	H1 2020
Cash provided by operating activities	2,198	8,985	2,356	3,180
of which: Profit/loss before income taxes	951	-1,202	-685	-1,459
Depreciation and amortization/impairments	3,644	4,452	3,569	4,376
Change in working capital	-2,995	1,956	-3,463	1,773
Cash used for investing activities	-5,272	-3,353	-4,672	-3,557
of which: Additions to property, plant and equipment	-3,419	-3,221	-3,376	-3,206
Cash used for/provided by financing activities	-297	-2,381	30	2,316
Free cash flow	-4,375	-4,147	-3,341	-1,631

MERCEDES-BENZ CARS & VANS

RECONCILIATION FROM EBIT TO CFBIT Q2 2020

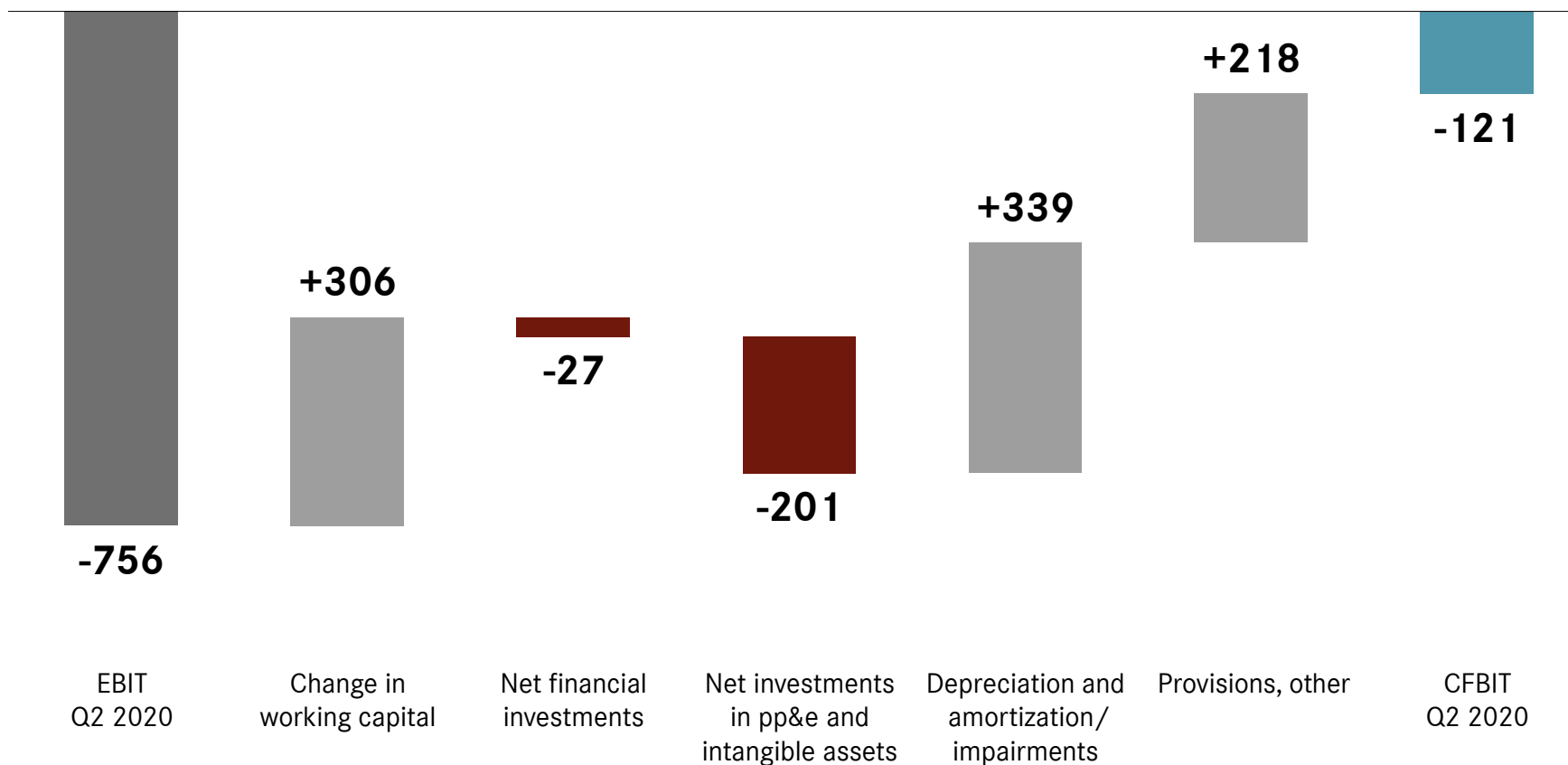
in millions of euros



DAIMLER TRUCKS & BUSES

RECONCILIATION FROM EBIT TO CFBIT Q2 2020

in millions of euros



DAIMLER Q2 2020

RECONCILIATION TO CFBIT ADJUSTED

in millions of euros

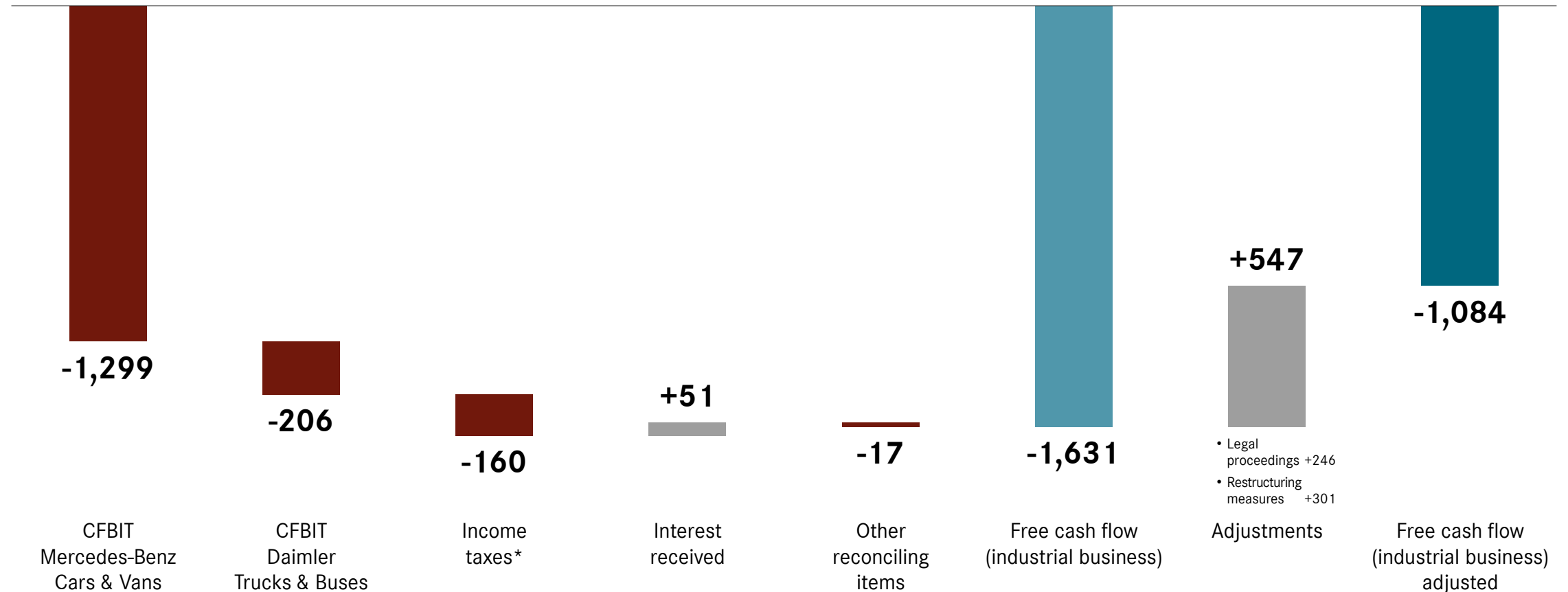
	Mercedes-Benz Cars & Vans		Daimler Trucks & Buses	
	Q2 2019	Q2 2020	Q2 2019	Q2 2020
CFBIT	-2,141	430	1,027	-121
Legal proceedings and related measures	94	92	-	-
Restructuring measures	-	-	-	-
M&A transactions	-	-	-	-
CFBIT adjusted	-2,047	522	1,027	-121
EBIT adjusted	1,148	-284	834	-747
Cash conversion rate adjusted*	-1.8	-1.8	1.2	0.2

* Ratio of CFBIT adjusted to EBIT adjusted

DAIMLER H1 2020

RECONCILIATION FROM CFBIT TO FREE CASH FLOW

in millions of euros



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

DAIMLER Q2 2020

KEY BALANCE SHEET AND FINANCIAL FIGURES

Daimler Group	Dec. 31, 2019	June 30, 2020
Equity ratio	20.5%	19.6%
Gross liquidity	27.5	29.3
Funded status of pension obligations	-8.4	-10.3
<i>Funding ratio</i>	<i>77%</i>	<i>72%</i>
Industrial business		
Equity ratio	36.7%	33.7%
Net liquidity	11.0	9.5
Free cash flow (January-June)	-3.3	-1.6

DAIMLER Q2 2020

STATEMENT OF FINANCIAL POSITION (CONDENSED)

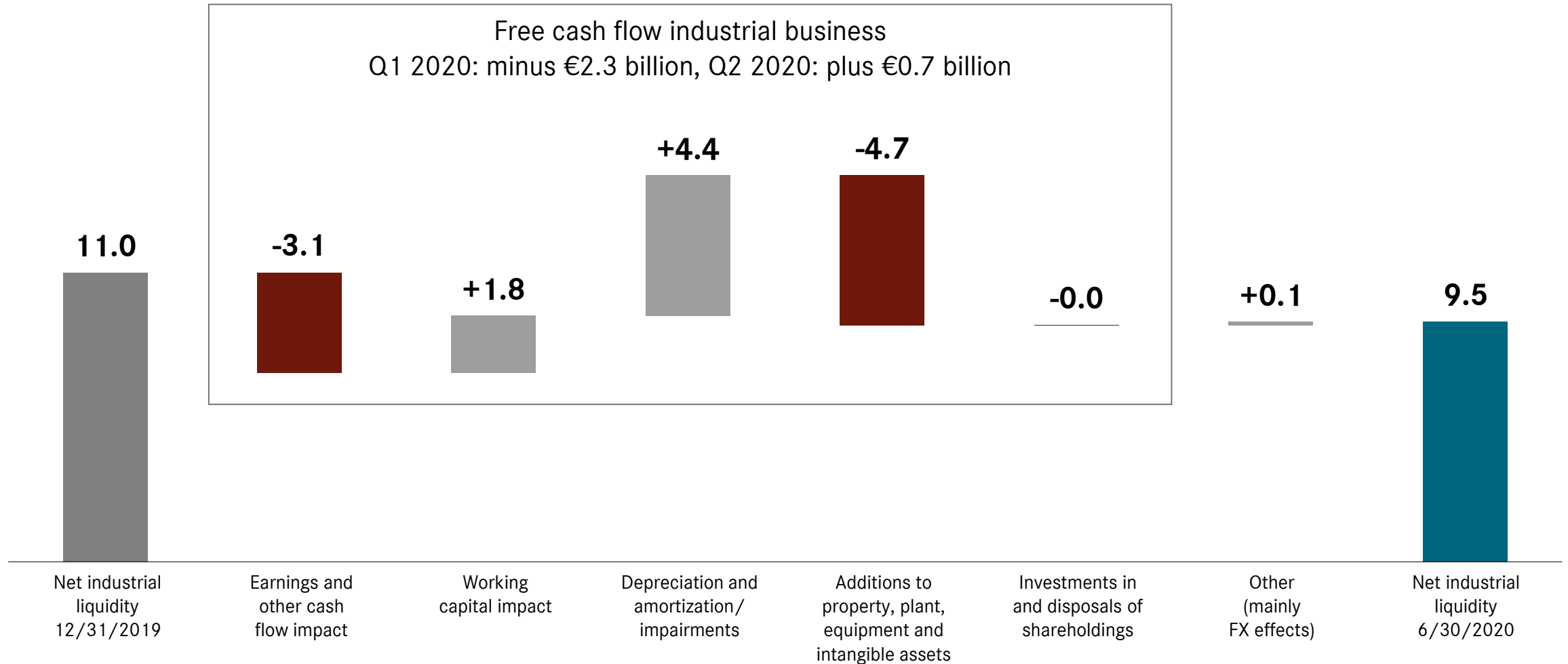
in millions of euros

	Daimler Group		Industrial Business	
	Dec. 31, 2019	June 30, 2020	Dec. 31, 2019	June 30, 2020
Intangible assets	15,978	16,587	15,077	15,697
Property, plant and equipment	37,143	36,483	36,782	36,162
Receivables from financial services & equipment on operating leases	155,143	146,444	18,711	17,388
Equity-method investments	5,949	4,932	4,842	4,079
Inventories	29,757	30,118	28,420	28,828
Trade receivables	12,332	9,928	11,045	8,886
Liquidity	27,538	29,319	23,674	24,436
Other assets	18,598	20,954	-10,934	-6,871
Total assets	302,438	294,765	127,617	128,605
Equity	62,841	58,857	47,858	44,263
Provisions	30,652	31,757	29,473	30,595
Financing liabilities	161,780	157,591	13,289	16,539
Trade payables	12,707	13,665	11,896	12,825
Other liabilities	34,458	32,895	25,101	24,383
Total equity and liabilities	302,438	294,765	127,617	128,605

DAIMLER H1 2020

NET INDUSTRIAL LIQUIDITY

in billions of euros



DAIMLER Q2 2020

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 and tariff regulations; 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 government investigations or of investigations requested by governments and the conclusion of pending or threatened future legal proceedings; and other risks and uncertainties, some of which we describe under the heading “Risk and Opportunity Report” in the current Annual Report or latest 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.