

DAIMLER

Daimler at a Glance Financial Year 2018





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Daimler at a Glance

Daimler AG is one of the world's most successful automotive companies. With its divisions Mercedes-Benz Cars, Daimler Trucks, Mercedes-Benz Vans, Daimler Buses and Daimler Financial Services, the Daimler Group is one of the biggest producers of premium cars and the world's largest producer of trucks above 6 tons. Daimler Financial Services provides financing, leasing, fleet management, investment products and brokerage of credit cards and insurance, as well as innovative mobility services.

The company's founders, Gottlieb Daimler and Carl Benz, made history with the invention of the automobile in the year 1886. As a pioneer of automotive engineering, it is a motivation and commitment of Daimler to shape safely and sustainably the future of mobility: The Group's focus is on innovative and green technologies as well as on safe and superior automobiles that appeal and fascinate. Daimler consequently invests in the development of efficient drive trains with the long-term goal of locally emission-free driving: from hightech combustion engines about hybrid vehicles to electric drive trains powered by battery or fuel cell. Furthermore, the company follows a consistent path towards intelligent connectivity of its vehicles, autonomous driving and new mobility concepts. This is just one example of how Daimler willingly accepts the challenge of meeting its responsibility towards society and the environment.

Daimler sells its vehicles and services in nearly all the countries of the world and has production facilities in Europe, North and South America, Asia, and Africa.

Its current brand portfolio includes, in addition to the world's most valuable premium automotive brand, Mercedes-Benz (Source: Interbrand-Study, 10/4/2018), as well as Mercedes-AMG, Mercedes-Maybach and Mercedes me, the brands smart, EQ, Freightliner, Western Star, BharatBenz, FUSO, Setra and Thomas Built Buses, and Daimler Financial Services' brands: Mercedes-Benz Bank, Mercedes-Benz Financial Services, Daimler Truck Financial, moovel, car2go and mytaxi. The company is listed on the stock exchanges of Frankfurt and Stuttgart (stock exchange symbol DAI). In 2018, the Group sold 3.4 million vehicles and employed a workforce of around 298,700 people. Group revenue amounted to €167.4 billion. Group EBIT amounted to €11.1 billion.

Group

The automotive industry is undergoing profound change. We are meeting this challenge – strategically and structurally. Our goal is clearly defined: We plan to continue to be a leading vehicle manufacturer while developing into a leading mobility provider. We are supporting this transformation with a cultural and organizational realignment. In everything we do, we focus on the wishes of our customers – this is the basis of our future success.



	2018	2017
EBIT	11,132	14,348 ¹
Value added	3,658	7,004 ¹
Net profit	7,582	10,617 ¹
Earnings per share (in €)	6.78	9.61 ¹
Investment in property, plant and equipment	7,534	6,744
Research and development expenditure thereof capitalized	9,107	8,711
	2,526	2,773

¹The amounts have been adjusted due to first-time adoption of IFRS 15 and IFRS 9.

in million EUR

	2018	2017
Revenue	167,362	164,154 ¹
Europe	68,496	68,309 ¹
thereof Germany	24,802	24,311 ¹
NAFTA	47,952	46,528 ¹
thereof United States	41,152	40,076 ¹
Asia	40,627	39,090 ¹
thereof China	19,790	18,774 ¹
Other markets	10,287	10,227 ¹

By divisions

Mercedes-Benz Cars	93,103	94,351 ¹
Daimler Trucks	38,273	35,755 ¹
Mercedes-Benz Vans	13,626	13,161 ¹
Daimler Buses	4,529	4,524 ¹
Daimler Financial Services	26,269	24,530 ¹

¹The amounts have been adjusted due to first-time adoption of IFRS 15 and IFRS 9.

in million EUR

Employees (31.12.)	2018	2017
Total	298,683	289,321
Germany	174,663	172,089
United States	26,310	23,513
Rest of World	97,710	93,719

By divisions

Mercedes-Benz Cars	145,436	142,666
Daimler Trucks	82,953	79,483
Mercedes-Benz Vans	26,210	25,255
Daimler Buses	18,770	18,292
Daimler Financial Services	14,070	13,012
Group functions and Services	11,244	10,613

Mercedes-Benz Cars

After setting new records in the prior year, Mercedes-Benz Cars performed well overall during the year under review, despite significantly less favorable conditions. Unit sales reached a record level once again, revenue was at the high level of the previous year, and EBIT also reached a high level, despite high advance expenditure for our product offensive and new technologies, as well as extraordinary expenses.



	2018	2017
Revenue	93,103	94,351 ¹
EBIT	7,216	8,843 ¹
Investment in property, plant and equipment	5,684	4,843
Research and development expenditure	6,962	6,642
thereof capitalized	2,269	2,388

¹The amounts have been adjusted due to first-time adoption of IFRS 15 and IFRS 9.

in million EUR

Employees (31.12.)	2018	2017
Total	145,436	142,666
Germany	108,437	107,654
United States	6,477	6,250
Rest of World	30,522	28,762

Sales (in 1,000 units)	2018	2017
Mercedes-Benz	2,253	2,238
thereof A-/B-Class	409	420
C-Class	478	493
E-Class	434	398
S-Class	84	79
SUVs ¹	829	823
Sports cars	19	25
smart	130	136
Mercedes-Benz Cars	2,383	2,374
Europe	983	1,014
thereof Germany	324	320
NAFTA	393	403
thereof United States	327	338
Asia	921	859
thereof China	678	619

¹Includes GLA

Mercedes-Benz Cars

Main production locations worldwide

Germany:

Affalterbach: AMG engine production, AMG Performance Studio

Berlin: Camtronic, engines, components

Bremen: Mercedes-Benz C-Class Saloon, C-Class Estate, C-Class Coupé, C-Class Cabriolet, GLC, GLC Coupé, GLC F-CELL, E-Class Coupé, E-Class Cabriolet, SLC, SL

Hamburg: Axles and axle components, steering columns, components for exhaust emission technology, lightweight structural parts, electric mobility drive components

Kamen: Batteries on the basis of lithium ion technology for Mercedes-Benz and smart, stationary energy storage

Kölleda: Engines

Rastatt: Mercedes-Benz A-Class, B-Class, GLA

Sindelfingen: Mercedes-Benz E-Class Saloon, E-Class Estate, CLS, S-Class Saloon, S-Class Coupé, S-Class Cabriolet, Mercedes-Maybach S-Class, Mercedes-AMG GT, GLA

Untertürkheim: Engines, axles, transmissions, components

International:

Aguascalientes (Mexico): Mercedes-Benz A-Class Saloon

East London (South Africa): Mercedes-Benz C-Class Saloon

Hambach (France): smart fortwo coupé, smart fortwo cabrio, smart EQ fortwo coupé, smart EQ fortwo cabrio

Kecskemét (Hungary): Mercedes-Benz A-Class (from 2018), B-Class (up to 2018), CLA Coupé, CLA Shooting Brake

Beijing (China): Mercedes-Benz A-Class Saloon (long wheelbase version), C-Class Saloon (standard and long wheelbase versions), E-Class Saloon (long wheelbase version), GLA, GLC (long wheelbase version), engines

Sebeş/Cugir (Romania)¹: Transmissions, engine and transmission parts

Tuscaloosa (USA): Mercedes-Benz GLE, GLE Coupé, GLS and C-Class Saloon

¹Star Transmission s.r.l. is a non-consolidated subsidiary of Daimler AG.

Mercedes-Benz Cars employees (31.12.)	
Sindelfingen ¹	> 25,000
Untertürkheim ¹	approx. 19,000
Bremen	approx. 12,500
Berlin	> 2,500
Hamburg	> 2,500
Rastatt	> 6,500
Affalterbach	> 1,800
Kölleda	> 1,400
Kamenz	approx. 1,000
Tuscaloosa (United States)	> 3,800
East London (South Africa)	> 3,300
Hambach (France)	approx. 800
Kecskemét (Hungary)	approx. 4,700
Sebeş (Romania) and Cugir (Romania)	> 3,000
Beijing Benz Automotive Co. – Joint venture with BAIC Motor (China)	> 11,500

¹Excluding development

Major markets of Mercedes-Benz Cars (units)	2018	2017
1. China (incl. Hong Kong/Direct Sales BAIC)	677,700	618,800
2. United States	327,200	337,900
3. Germany	323,800	319,900
4. United Kingdom	171,300	184,500
5. Italy	87,400	92,200
6. France	76,200	76,500
7. Japan	72,600	69,100
8. South Korea	68,100	67,500
9. Spain	57,200	55,600
10. Canada	45,200	46,000

Mercedes-Benz Cars Program



A-Class



B-Class



CLA



C-Class



E-Class



CLS



S-Class



Mercedes-Maybach
S-Class



SLC



SL



Mercedes-AMG GT



GLA



GLC



GLE



GLS



G-Class



V-Class



X-Class



smart fortwo



smart forfour



smart fortwo cabrio

Daimler Trucks

2018 was a successful year for Daimler Trucks. In a mainly positive market environment, we succeeded in significantly increasing unit sales, revenue and earnings to new record levels. In everything we do we focus on our customers. To offer our customers the best products and services we constantly work on innovation. Our focus is on efficient, electric, safe and automated, reliable and connected vehicles.



	2018	2017
Revenue	38,273	35,755 ¹
EBIT	2,753	2,383 ¹
Investment in property, plant and equipment	1,105	1,028
Research and development expenditure thereof capitalized	1,295	1,322
	40	45

¹The amounts have been adjusted due to first-time adoption of IFRS 15 and IFRS 9.

in million EUR

Employees (31.12.)	2018	2017
Total	82,953	79,483
Germany	30,447	30,424
United States	16,647	15,002
Rest of World	35,859	34,057

Sales (in 1,000 units)	2018	2017
Total	517	471
EU30 ¹	85	82
thereof Germany	33	32
United Kingdom	8	9
France	9	8
NAFTA	190	165
thereof United States	161	140
Latin America (excluding Mexico)	38	31
thereof Brazil	21	13
Asia	165	149
thereof Japan	44	45
Indonesia	64	43
<i>Additional information:</i>		
BFDA (Auman Trucks)	103	112
Total (including BFDA)	621	583

¹European Union, Switzerland and Norway

Daimler Trucks

Main locations worldwide

Daimler Trucks in Europe (Mercedes-Benz, FUSO)

Stuttgart: Headquarter functions, sales, product engineering

Gaggenau: Production of transmissions, planetary and portal axles and torque converters for commercial vehicles, vans and cars, as well as international logistics (consolidation center)

Kassel: Production of front and rear axles, propeller shafts and components for commercial vehicles, vans and cars

Mannheim: Production of medium- and heavy-duty engines for commercial vehicles and industrial applications, foundry, competence center emission free mobility, remanufactured engines for commercial vehicles and cars

Wörth: Production of Mercedes-Benz trucks: Actros, Antos, Arocs, Atego and production of Mercedes Benz Special Trucks: Econic, Unimog, Zetros

Molsheim (France): Customization of special purpose vehicles (Mercedes-Benz Custom Tailored Trucks)

Aksaray (Turkey): Production of Mercedes-Benz trucks: Actros and Arocs; product engineering

Tramagal (Portugal): Production of light-duty trucks: FUSO Canter, FUSO Canter eco Hybrid, FUSO eCanter

Daimler Trucks in Latin America (Mercedes-Benz)

São Bernardo do Campo (Brazil):

Production of Mercedes-Benz trucks Axor, Atron, Atego und Accelo, engines, axles and transmissions, press shop, bus chassis, Technological Development Center

Juiz de Fora (Brazil): Assembly of Mercedes-Benz Actros, production of cabins for Mercedes-Benz trucks: Actros, Axor, Atego, Accelo and Atron

Daimler Trucks in Asia (FUSO, BharatBenz)

Kawasaki (Japan): Mitsubishi Fuso Truck and Bus Corporation (MFTBC) head-office functions

- **Kawasaki R&D, IT and Purchasing Center:** Engineering, research and development, Global Hybrid Center, procurement, information technology
- **Kawasaki Plant:** Production of light-duty, medium-duty and heavy-duty trucks, engines, axles and industrial engines and the eCanter

Aikawa (Japan): FUSO Nakatsu plant, production of transmissions

Kitsuregawa (Japan): Proving ground, test track for truck and bus development

Chennai (India): Production of medium- and heavy-duty BharatBenz, FUSO, Freightliner and Mercedes-Benz trucks, engines and transmissions, research and development, proving grounds, test track

Daimler Trucks in NAFTA (Freightliner, Western Star, Thomas Built Buses)

Mount Holly, North Carolina (USA): Daimler Trucks North America LLC, assembly of Freightliner trucks

Cleveland, North Carolina (USA): Daimler Trucks North America LLC, assembly of Freightliner and Western Star trucks

Portland, Oregon (USA): Daimler Trucks North America LLC, Western Star truck assembly, head-office functions, research and development

Gaffney, South Carolina (USA): Freightliner Custom Chassis Corporation (FCCC), chassis for vans, school buses, shuttle buses and camper vans

Gastonia, North Carolina (USA): Daimler Trucks North America LLC, parts production

High Point, North Carolina (USA): Thomas Built Buses, school bus assembly, research and development

Redford, Michigan (USA): Detroit Diesel Corporation, production of engines, transmissions, axles and powertrain components including turbo charger

Santiago Tianguistenco (Mexico): Daimler Trucks North America LLC, truck assembly: Freightliner M2, Columbia, Coronado, SD114 and Cascadia

Saltito (Mexico): Daimler Trucks North America LLC, Freightliner Cascadia truck assembly

Other

Naberezhnye Chelny (Russia): DAIMLER KAMAZ RUS (DK RUS): Daimler has had a strategic partnership with Kamaz since 2008. Their joint venture, DAIMLER KAMAZ RUS (DK RUS), manufactures Mercedes-Benz trucks (Actros, Arocs and Unimog) and the FUSO Canter. Buses branded Mercedes-Benz (Conecto, Intouro, Turismo) and SETRA (TopClass) are also sold.

Beijing (China): Beijing Foton Daimler Automotive (BFDA): 50:50 joint venture with Beiqi Foton Motor Co. Ltd. for the production of Auman trucks

Daimler Trucks employees (31.12.)		
	From Daimler Trucks	On Site
Daimler Trucks in Europe		
Stuttgart	4,190	–
Wörth	10,204	10,281
Mannheim	4,860	5,258
Kassel	2,873	2,892
Gaggenau	4,953	6,417
Aksaray (Turkey)	1,960	1,960
Molsheim (France)	555	555
Tramagal (Portugal)	362	362
Daimler Trucks in Latin America		
São Bernardo do Campo (Brazil)	6,540	6,540
Juiz de Fora (Brazil)	944	944
Daimler Trucks in NAFTA		
Portland (United States)	3,099	3,099
Cleveland (United States)	2,891	2,891
Mount Holly (United States)	1,723	1,723
Redford (United States)	2,634	2,634
High Point (United States)	1,743	1,743
Santiago Tianguistenco (Mexico)	2,280	2,280
Saltillo (Mexico)	3,887	3,887
Daimler Trucks in Asia		
Kawasaki (Japan)	3,143	3,143
Chennai (India)	4,208	4,208

Major markets of Daimler Trucks (units)		
	2018	2017
1. United States	160,600	140,200
2. Indonesia	64,200	42,700
3. Japan	44,000	44,800
4. Germany	32,900	31,700
5. India	22,500	16,700
6. Brazil	21,400	13,400
7. Canada	17,700	13,500
8. Mexico	11,400	11,400
9. France	9,200	8,200
10. Taiwan	8,500	6,700

The Daimler Trucks Program

Trucks Europe (Mercedes-Benz):

Mercedes-Benz trucks for long-haul transport and short-radius distribution, for construction and services: Atego, Antos, Arocs and Actros. Mercedes-Benz Special Trucks: Econic, Unimog and Zetros.

Trucks Latin America (Mercedes-Benz):

Also the medium- and heavy-duty Accelo, Atron and Axor trucks.

Trucks NAFTA (Freightliner, Western Star, Thomas Built Buses):

Heavy- and medium-duty trucks for long-haul transport and short-radius distribution, for construction and services (Freightliner, Western Star); school buses (Thomas Built Buses); chassis for delivery vehicles, leisure vehicles and shuttle buses (Freightliner Custom Chassis).

Trucks Asia (FUSO): Broad product range, from light-duty FUSO Canter trucks to heavy-duty FUSO Super Great V trucks for short-radius distribution and goods transportation, construction and municipal uses and other applications. Small to large FUSO buses in the urban and touring coach segments. Also light-duty e-trucks and hybrid, like the FUSO eCanter, as well as industrial engines. As part of the strategic partnership with Renault-Nissan, FUSO works with Nissan via supply agreements for the FUSO Canter Van and the FUSO Canter Guts.

Trucks Asia (BharatBenz): Trucks and buses in the 9 to 49-ton weight categories for various fields of application, developed specifically for the Indian market.

Kamaz: The joint venture DAIMLER KAMAZ RUS assembles the Mercedes-Benz Actros, Arocs and Unimog models as well as the FUSO Canter. There are supply agreements in place for cabins, engines and axles from the German Mercedes-Benz plants for Kamaz trucks and buses. Buses branded Mercedes-Benz (Conecto, Intouro, Turismo) and SETRA (Top-Class) are also sold.

Auman: Heavy- and medium-duty branded trucks for the Chinese market from the joint venture Beijing Foton Daimler Automotive Co., Ltd. (BFDA).

Components: Mercedes-Benz, Detroit and FUSO-brand 4, 6 and 8-cylinder in-line and V diesel engines, with outputs ranging from 75 to 480 kW. Manual and automatic transmissions for input torques of 250 to 3,300 Nm for large-capacity vehicles, vans, trucks, buses and special-purpose vehicles. Front and rear axles for maximum axle loads ranging from 1.35 to 16 t and propeller shafts. Various different powertrain options, including natural gas and hybrid.

Mercedes-Benz Vans

Mercedes-Benz Vans continued along its course of growth setting a new record for unit sales in 2018, while achieving a small increase in revenue. The launch of the new Sprinter and the full availability of the X-Class in the pickup segment enabled us to consistently forge ahead with our “Mercedes-Benz Vans goes global” growth strategy.



	2018	2017
Revenue	13,626	13,161 ¹
EBIT	312	1,147 ¹
Investment in property, plant and equipment	468	710
Research and development expenditure	666	565
thereof capitalized	176	310

¹The amounts have been adjusted due to first-time adoption of IFRS 15 and IFRS 9.

in million EUR

Employees (31.12.)	2018	2017
Total	26,210	25,255
Germany	14,983	14,519
United States	1,343	550
Rest of World	9,884	10,186

Sales (units)	2018	2017
Total	421,401	401,025
EU30 ¹	278,269	273,297
thereof Germany	107,267	105,781
NAFTA	50,851	44,815
thereof United States	38,741	34,158
Latin America (excluding Mexico)	18,735	16,378
Asia	38,779	33,641
thereof China	29,068	23,801
Other markets	34,767	32,894

¹European Union, Switzerland and Norway

Mercedes-Benz Vans

Production locations worldwide

Düsseldorf:

Body and assembly plant,
Mercedes-Benz Sprinter

Ludwigsfelde:

Body and assembly plant,
Mercedes-Benz Sprinter

Vitoria (Spain):

Body and assembly plant, Mercedes-Benz
Vito, eVito, V-Class, Marco Polo

Maubeuge (France):

Strategic alliance with Renault-Nissan.
Body and assembly plant, Mercedes-Benz
Citan

Barcelona (Spain):

- Strategic alliance with Renault-Nissan.
Body and assembly plant, Mercedes-Benz
X-Class
- Montajes y Estampaciones Metalicas,
joint venture of Mercedes-Benz Vans and
Grupo Estampaciones Sabadell. Under-
body production for Mercedes-Benz Vito,
V-Class, Marco Polo

González Catán (Argentina):

Body and assembly plant,
Mercedes-Benz Sprinter, Vito

North Charleston, South Carolina (USA):

Body and assembly plant, Mercedes-Benz
Sprinter, Metris

Fuzhou (China):

Fujian Benz Automotive Corporation, joint
venture of Mercedes-Benz Vans, BAIC Motor
and Fujian Motor Group. Body and assembly
plant, Mercedes-Benz Vito, V-Class

Yaroslavl (Russia):

Made to order by YaMZ (Yaroslavl Motor
Plant). Engine production, Mercedes-Benz
Sprinter Classic

Nizhny Novgorod (Russia):

Made to order by GAZ (Gorky Automobile Plant).
Body and assembly plant, Mercedes-Benz
Sprinter Classic

Mercedes-Benz Vans employees (31.12.)

	From Vans	On Site
Stuttgart	2,878	–
Düsseldorf	6,612	6,658
Ludwigsfelde	1,955	1,943
Vitoria (Spain)	4,953	4,953
González Catán (Argentina)	2,121	2,121
North Charleston (United States)	1,167	1,167

Major markets of Mercedes-Benz Vans (units)

	2018	2017
1. Germany	107,300	105,800
2. United Kingdom	40,400	41,000
3. United States	38,700	34,200
4. China	29,100	23,800
5. France	23,100	22,100
6. Spain	15,200	14,300
7. Netherlands	13,800	13,500
8. Italy	11,600	11,300
9. Poland	9,800	9,000
10. Brazil	9,700	7,300

Mercedes-Benz Vans:

Mercedes-Benz Vans is a global supplier of a complete range of vans and related services. The division's products range from the Citan small van with a gross vehicle weight of 1.8 metric tons to the Sprinter large van with a gross vehicle weight of up to 5 metric tons. The portfolio in the commercial segment comprises the Sprinter large van, the Vito mid-size van (marketed as the "Metris" in the United States) and the Citan urban delivery van. In the segment for private customers, Mercedes-Benz Vans offers the V-Class full-size MPV and the Marco Polo travel vans and recreational vehicles. With the launch of the Mercedes-Benz X-Class in 2017, we now also have a model series in the segment for midsize pickups. The eVito, eSprinter and Concept Sprinter F-CELL demonstrate how systematically we are progressing with the development of alternative drive systems. In addition, our future-oriented advANce initiative has allowed us to systematically move ahead with the transformation of Mercedes-Benz Vans from a vehicle manufacturer into a supplier of holistic transportation and mobility solutions for cargo and passengers.

Daimler Buses

As the market leader in its most important traditional core markets, Daimler Buses focuses on innovative and pioneering city buses and touring coaches. In 2018, Daimler Buses once again presented itself as a future-oriented manufacturer with new products such as the eCitaro, digital services, a “future package” for our production network and the implementation of the CASE strategy.



	2018	2017
Revenue	4,529	4,524 ¹
EBIT	265	281 ¹
Investment in property, plant and equipment	144	94
Research and development expenditure thereof capitalized	199	194
	41	30

¹The amounts have been adjusted due to first-time adoption of IFRS 15 and IFRS 9.

in million EUR

Employees (31.12.)	2018	2017
Total	18,770	18,292
Germany	8,545	8,462
United States	3	4
Rest of World	10,222	9,826

Sales (units)	2018	2017
Total	30,888	28,676
EU30 ¹	9,284	8,687
thereof Germany	2,902	3,057
Latin America (excluding Mexico)	13,681	12,740
thereof Brazil	8,778	7,201
Mexico	3,236	3,440
Asia	3,172	2,348
Other markets	1,515	1,461

¹European Union, Switzerland and Norway

Daimler Buses

Production locations worldwide

Mannheim:

Bodyshell assembly of Mercedes-Benz and Setra urban/interurban buses and touring coaches, assembly of Mercedes-Benz urban/interurban buses

Neu-Ulm:

Painting and assembly of Mercedes-Benz and Setra interurban buses and touring coaches

Dortmund:

Bodyshell assembly, painting and assembly of Mercedes-Benz minibuses

Istanbul (Turkey):

Bodyshell assembly, painting and assembly of Mercedes-Benz urban/interurban buses and touring coaches, as well as Setra interurban buses

Ligny-en-Barrois (France):

Assembly of Mercedes-Benz urban/interurban buses

São Bernardo do Campo (Brazil):

Assembly of Mercedes-Benz chassis

Holýšov (Czech Republic):

Bodyshell assembly, components and cathodic dip painting of Mercedes-Benz and Setra urban/interurban buses and touring coaches

Monterrey (Mexico):

Assembly of Mercedes-Benz chassis

Sámano (Spain):

Assembly of Mercedes-Benz chassis

Buenos Aires (Argentina):

Assembly of Mercedes-Benz chassis

East London (South Africa):

Assembly of Mercedes-Benz chassis

Chennai (India):

Assembly of Mercedes-Benz and BharatBenz chassis and complete buses

Jakarta (Indonesia):

Assembly of Mercedes-Benz chassis

Funza/Bogotá (Colombia):

Assembly of Mercedes-Benz chassis

Daimler Buses employees (31.12.)	
Mannheim	3,436
Neu-Ulm	3,857
Dortmund	279
Istanbul (Turkey)	4,544
Ligny-en-Barrois (France)	512
Oriskany (USA)	3
São Bernardo do Campo (Brazil)	1,217
Holýšov (Czech Republic)	491
Monterrey (Mexico)	515
Sámáno (Spain)	240
Buenos Aires (Argentina)	189
Chennai (India)	437

Major markets of Daimler Buses (units)		
	2018	2017
1. Brazil	8,800	7,200
2. Mexico	3,200	3,400
3. Germany	2,900	3,100
4. Chile	1,900	1,600
5. India	1,600	900
6. France	1,500	1,500
7. Argentina	1,300	2,500
8. Italy	1,000	500
9. Peru	900	800
10. Spain	800	700

Daimler Buses:

The product range of Daimler Buses, the world's leading manufacturer of buses above eight tons with the brands Mercedes-Benz and Setra, includes touring coaches, urban/interurban buses as well as chassis. Therefore, Daimler Buses offers a full-line product portfolio ranging from minibuses and double-decker buses to articulated buses.

Daimler Financial Services

By the end of the business year of 2018, Daimler Financial Services' portfolio of financed or leased passenger cars and commercial vehicles from Daimler had reached a new record: The contract volume of €154.1 billion corresponds to a portfolio of more than 5.2 million vehicles. Around half of all new vehicle sales by our automotive divisions were financed by Daimler Financial Services in 2018.



	2018	2017
Revenue	26,269	24,530 ¹
EBIT	1,384	1,970
New business	71,927	70,721
Contract volume (31.12.)	154,072	139,907
Investment in property, plant and equipment	64	43

¹This amount has been adjusted due to first-time adoption of IFRS 15 and IFRS 9. The Group's internal revenue and cost of sales have been adjusted by the same amount at the Daimler Financial Services segment. These adjustments have been fully eliminated in the reconciliation.

in million EUR

Employees (31.12.)	2018	2017
Total	14,070	13,012
Germany	5,214	4,620
United States	1,699	1,530
Rest of World	7,157	6,862

Contract volume by market¹

	2018	2017
1. United States	46,236	41,633
2. Germany	26,218	24,122
3. United Kingdom	9,331	9,916
4. China	15,408	12,210
5. Canada	5,674	5,385
6. Japan	5,398	4,535
7. France	4,327	3,857
8. Australia	3,209	3,122
9. Italy	3,963	3,417
10. South Korea	2,923	2,910

¹Excluding Athlon Car Lease International

in million EUR

Daimler Financial Services

The Daimler Financial Services division supports sales of the Daimler Group's automotive brands in more than 40 countries worldwide. The product range primarily includes tailor-made financing and leasing products for various customers groups including private and business customers and dealers. Nearly half of all new vehicle sales by our automotive divisions were financed by Daimler Financial Services, in 2018. In Germany, Mercedes-Benz Bank offers financial products and credit cards. The range of services also includes the brokerage of insurance policies as well as cross-vendor solutions for comprehensive car fleet management for cars and vans under the Athlon brand. Additionally, Daimler Financial Services is active in the market with a broad range of mobility services. These include car2go, a leading company in flexible car sharing; the mobility platform moovel and various ride-hailing providers with the brands mytaxi, Beat, Clever Taxi and Chauffeur Privé.

Products

Financing and leasing:

If you finance your vehicle with a loan, you become the owner of the vehicle upon the final loan payment. You can determine the amount of the monthly payment based on your down payment and the agreed-upon contract term. In some markets, Daimler Financial Services also offers balloon payment packages with lower monthly rates. With this financing option, the customer decides at the end of the contract term whether the vehicle is to be returned, the remaining amount refinanced or settled at once. With leasing, on the other hand, a vehicle is used for a limited period of time. In this case, the Mercedes-Benz Bank remains the owner of the vehicle even after the last lease payment. The customer only pays for the duration of use and returns the vehicle at the

end of the contract period. By the end of the business year of 2018, Daimler Financial Services' portfolio of financed or leased passenger cars and commercial vehicles from Daimler had reached a new record: The contract volume of €154.1 billion corresponds to a portfolio of more than 5.2 million vehicles.

Insurance:

Daimler Financial Services offers insurance services for all aspects of automobiles use. The trend toward more flexibility in vehicle use, for example, in the areas of connectivity, mobility services or leasing, is increasingly being driven by a package of individual insurance solutions. In addition, Corporate Insurance is responsible for the insurance of all Daimler production sites, transportation, and product

liability risks worldwide, as well as for the company and private pension plans of Group employees in Germany. Daimler Financial Services brokered approximately 2.3 million insurance policies in the course of 2018.

Fleet management:

Daimler Financial Services, in many countries, is one of the leading providers of fleet management services. In the future, fleet management will be merged under the Athlon brand. Athlon acquired new international customers in 2018 and strengthened its market position as a provider of comprehensive fleet and mobility solutions. With “connect business,” Mercedes-Benz Connectivity Services also offers cross-brand connectivity services for car fleets in several European countries for telematics-based fleet management. In Europe, Athlon and Daimler Fleet Management had 395,000 contracts on the books, at the end of 2018. This represents an increase of 3 % compared with the previous year. The contract volume amounted to €6.5 billion.

Innovative mobility services:

With the car2go brand, which has close to 3.6 million customers, we are the world's leading flexible car-sharing company. With the ride-hailing services of mytaxi and Intelligent Apps (Beat, Chauffeur Privé and Clever Taxi), you can now find a driver via a smartphone in more than 110 European and South American cities. As one of the largest ride hailers in Europe, the company

served approximately 21.3 million registered users. In addition, the first micro mobility service from Intelligent Apps was launched in 2018 with the hive e-scooter brand. Using the mobility apps, local transport tickets as well as other mobility options such as car sharing, ride-hailing or rental bikes, can be booked and paid for directly and easily. Mobility-as-a-Service pioneer moovel has 6.2 million users. Daimler Mobility Services also has stakes in the mobility companies Blacklane, Careem, FlixBus, Taxify, Turo and Via. The total number of registered users of our mobility services climbed to 31 million in the 2018 financial year.

New name: Daimler Mobility AG

Daimler Financial Services AG plans to change its name to Daimler Mobility AG in the second half of 2019. The renaming highlights the transformation of the division into a mobility service provider and is part of the implementation of “Project Future,” which is intended to strengthen the divisional structure of the Daimler Group.

Our Brands and Divisions

Mercedes-Benz Cars



MAYBACH



Daimler Trucks



Mercedes-Benz Vans



Daimler Buses



Daimler Financial Services

Mercedes-Benz Bank

Mercedes-Benz
Financial Services

Daimler Truck Financial



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