

DAIMLER

Fact Sheet for Q4 and Full Year 2020

February 18, 2021

Contents

Daimler Group

- Stock Market Information 3
- Earnings and Financial Situation 4 - 16

Information for Divisions

- Mercedes-Benz Cars & Vans 17 - 23
- Daimler Trucks & Buses 24 - 29
- Daimler Mobility 30

Stock Market Information

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Earnings per share (in EUR)												
basic	0.09	1.96	-1.87	-1.24	1.92	1.61	3.26	-0.10	.	3.39	2.22	+53%
diluted	0.09	1.96	-1.87	-1.24	1.92	1.61	3.26	-0.10	.	3.39	2.22	+53%
Average number of shares outstanding (in millions) (adjusted for treasury stocks)												
basic	1,069.8	1,069.7	1,069.8	1,069.7	1,069.9	1,069.8	1,069.8	1,069.8	0%	1,069.8	1,069.8	0%
diluted	1,069.8	1,069.7	1,069.8	1,069.7	1,069.9	1,069.8	1,069.8	1,069.8	0%	1,069.8	1,069.8	0%
Number of shares outstanding (at period end, in millions)	1,069.8	1,069.0	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%			
Xetra closing price (at period end, in EUR)	27.52	52.25	36.15	48.93	46.04	45.62	57.79	49.37	+17%			
Market capitalization Frankfurt (at period end, in billions of EUR)	29.44	55.86	38.67	52.35	49.26	48.81	61.83	52.82	+17%			

Key Figures and Ratios

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Unit Sales (in units)	644,316	773,796	541,833	821,666	772,703	839,326	881,550	910,163	-3%	2,840,402	3,344,951	-15%
Revenue	37,223	39,698	30,184	42,650	40,281	43,270	46,621	47,127	-1%	154,309	172,745	-11%
EBIT	617	2,798	-1,682	-1,558	3,070	2,690	4,598	383	.	6,603	4,313	+53%
Net profit (loss), Group	168	2,149	-1,906	-1,242	2,158	1,813	3,589	-11	.	4,009	2,709	+48%
Profit (loss) attributable to shareholders of Daimler AG	94	2,095	-2,001	-1,328	2,049	1,719	3,485	-109	.	3,627	2,377	+53%
Free cash flow industrial business	-2,316	-2,039	685	-1,302	5,139	2,819	4,751	1,890	+151%	8,259	1,368	+504%
R&D expenditure total	2,354	2,378	2,255	2,357	2,126	2,501	1,879	2,426	-23%	8,614	9,662	-11%
Expensed R&D costs	1,722	1,704	1,544	1,569	1,554	1,764	1,296	1,549	-16%	6,116	6,586	-7%
Capitalized development costs	632	674	711	788	572	737	583	877	-34%	2,498	3,076	-19%
Amortization on capitalized development costs	454	429	436	455	519	456	511	453	+13%	1,920	1,793	+7%
Depreciation and amortization*	1,947	1,765	2,429	1,804	2,077	1,880	2,200	2,148	+2%	8,653	7,597	+14%
Capital expenditure total*	2,139	2,634	2,132	2,753	1,915	2,847	2,915	3,009	-3%	9,101	11,243	-19%
Investment in pp&e	1,312	1,654	1,310	1,722	1,176	1,747	1,904	1,989	-4%	5,702	7,112	-20%
Capitalized development costs	632	674	711	788	572	737	583	877	-34%	2,498	3,076	-19%
Financial investments and other intangible assets	195	306	111	243	167	363	428	143	+199%	901	1,055	-15%

* Industrial business. Depreciation and amortization including amortization on capitalized development costs and right-of-use assets, excluding depreciation on leased assets.

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

(EBIT in millions of EUR, RoS in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Mercedes-Benz Cars & Vans												
EBIT	510	1,143	-1,125	-2,784	2,118	1,470	3,669	62	.	5,172	-109	.
RoS	2.2%	4.8%	-5.9%	-11.0%	8.2%	5.5%	12.0%	0.2%	.	5.2%	-0.1%	.
Daimler Trucks & Buses												
EBIT	247	553	-756	834	541	838	493	447	+10%	525	2,672	-80%
RoS	2.8%	5.4%	-12.2%	7.2%	5.9%	7.3%	4.7%	4.0%	.	1.5%	6.0%	.
Daimler Mobility												
EBIT	58	1,209	205	431	589	413	584	87	+571%	1,436	2,140	-33%
Return on equity (RoE)	1.6%	35.7%	5.6%	12.5%	16.2%	11.9%	16.2%	2.4%	.	9.8%	15.3%	.
Reconciliation	-198	-107	-6	-39	-178	-31	-148	-213	.	-530	-390	.
Daimler Group	617	2,798	-1,682	-1,558	3,070	2,690	4,598	383	.	6,603	4,313	+53%

EBIT of the Industrial Business

(in millions of EUR)	Industrial Business		Mercedes-Benz Cars & Vans		Daimler Trucks & Buses		Reconciliation	
	Financial Year		Financial Year		Financial Year		Financial Year	
	2020	2019	2020	2019	2020	2019	2020	2019
Revenue	126,610	144,099	98,576	106,897	34,671	44,429	-6,637	-7,227
Cost of sales	-104,153	-118,626	-81,194	-89,266	-29,400	-36,198	6,441	6,838
Gross profit	22,457	25,473	17,382	17,631	5,271	8,231	-196	-389
Selling expenses	-10,375	-12,038	-8,539	-9,963	-2,520	-2,897	684	822
General administrative expenses	-2,752	-3,139	-1,458	-1,575	-1,351	-1,479	57	-85
Research and non-capitalized development costs	-6,116	-6,586	-4,808	-5,061	-1,381	-1,613	73	88
Others	1,953	-1,537	2,595	-1,141	506	430	-1,148	-826
EBIT	5,167	2,173	5,172	-109	525	2,672	-530	-390

Adjustments Affecting EBIT

(in millions of EUR)

		1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		Financial Year	
		2020	2019	2020	2019	2020	2019	2020	2019	2020	2019
Mercedes-Benz Cars & Vans	Legal proceedings and related measures*	93	122	53	3,473	2	362	6	1,475	154	5,432
	Restructuring measures	-	107	788	459	297	36	391	226	1,476	828
Daimler Trucks & Buses	Restructuring measures	-	-	9	-	62	-	82	-	153	-
	Legal proceedings and related measures	-	-	-	23	-	11	-	-34	-	0
Daimler Mobility	Restructuring measures	-	-	108	29	12	45	39	331	159	405
	M&A transactions	-	-718	-	-	-	-	-	-	-	-718
Recon- ciliation	Legal proceedings and related measures	9	1	-	21	-	-2	1	-4	10	16
	Restructuring measures	-	-	16	-	36	-	34	-	86	-

* In 2019 including Takata.

EBIT Adjusted and RoS/RoE Adjusted

(EBIT in millions of EUR, RoS in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Mercedes-Benz Cars & Vans												
EBIT adjusted	603	1,372	-284	1,148	2,417	1,868	4,066	1,763	+131%	6,802	6,151	+11%
RoS adjusted	2.6%	5.7%	-1.5%	4.5%	9.4%	7.0%	13.3%	5.7%	.	6.9%	5.8%	.
Daimler Trucks & Buses												
EBIT adjusted	247	553	-747	834	603	838	575	447	+29%	678	2,672	-75%
RoS adjusted	2.8%	5.4%	-12.0%	7.2%	6.5%	7.3%	5.5%	4.0%	.	2.0%	6.0%	.
Daimler Mobility												
EBIT adjusted	58	491	313	483	601	469	623	384	+62%	1,595	1,827	-13%
RoE adjusted	1.6%	14.5%	8.6%	14.0%	16.5%	13.5%	17.3%	10.5%	.	10.9%	13.1%	.
Reconciliation												
	-189	-106	10	-18	-142	-33	-113	-217	.	-434	-374	.
Daimler Group												
	719	2,310	-708	2,447	3,479	3,142	5,151	2,377	+117%	8,641	10,276	-16%

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Net liquidity at the beginning of the period	10,997	13,054*	9,262	11,346	9,481	6,618	13,079	9,648	+36%	10,997	13,054*	-16%
Free cash flow	-2,316	-2,039	685	-1,302	5,139	2,819	4,751	1,890	+151%	8,259	1,368	+504%
thereof: working capital**	-384	-2,391	1,573	-1,072	598	-76	770	1,479	-48%	2,557	-2,060	.
Other	581	331	-466	-3,426	-1,541	211	25	-541	.	-1,401	-3,425	.
thereof: dividends Daimler AG	0	0	0	-3,477	-963	0	0	0	.	-963	-3,477	.
Net liquidity at the end of the period	9,262	11,346	9,481	6,618	13,079	9,648	17,855	10,997	+62%	17,855	10,997	+62%

* Reflecting effects from initial application of IFRS 16.

** Inventories, trade receivables and trade payables.

Liquidity

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Group liquidity												
Cash and cash equivalents	16,140	16,598	21,949	12,519	24,498	16,989	23,048	18,883	+22%	23,048	18,883	+22%
Marketable securities and term deposits	7,910	10,114	7,370	8,945	8,063	8,999	6,397	8,655	-26%	6,397	8,655	-26%
Gross liquidity	24,050	26,712	29,319	21,464	32,561	25,988	29,445	27,538	+7%	29,445	27,538	+7%
Financing liabilities (nominal)	-156,649	-154,825	-155,996	-153,271	-150,743	-158,715	-144,618	-161,201	.	-144,618	-161,201	.
Net debt	-132,599	-128,113	-126,677	-131,807	-118,182	-132,727	-115,173	-133,663	.	-115,173	-133,663	.
Liquidity of the industrial business												
Cash and cash equivalents	13,966	14,301	17,967	10,538	21,899	15,144	20,344	16,152	+26%	20,344	16,152	+26%
Marketable securities and term deposits	6,875	9,038	6,469	7,833	7,183	7,876	5,468	7,522	-27%	5,468	7,522	-27%
Gross liquidity	20,841	23,339	24,436	18,371	29,082	23,020	25,812	23,674	+9%	25,812	23,674	+9%
Financing liabilities (nominal)	-11,579	-11,993	-14,955	-11,753	-16,003	-13,372	-7,957	-12,677	.	-7,957	-12,677	.
Net liquidity	9,262	11,346	9,481	6,618	13,079	9,648	17,855	10,997	+62%	17,855	10,997	+62%

Reconciliation from CFBIT* to Free Cash Flow of the Industrial Business

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
CFBIT of Mercedes-Benz Cars & Vans	-1,729	-835	430	-2,141	4,617	1,825	3,730	1,749	+113%	7,048	598	.
CFBIT of Daimler Trucks & Buses	-85	-232	-121	1,027	1,142	736	1,577	1,123	+40%	2,513	2,654	-5%
Income taxes paid/refunded	-431	-436	271	-37	-24	186	-622	-672	.	-806	-959	.
Interest paid/received	16	-194	35	-30	-133	-140	103	-24	.	21	-388	.
Other reconciling items	-87	-342	70	-121	-463	212	-37	-286	.	-517	-537	.
Free cash flow industrial business	-2,316	-2,039	685	-1,302	5,139	2,819	4,751	1,890	+151%	8,259	1,368	+504%
Adjustments	454	79	93	94	206	112	143	1,056	-86%	896	1,341	-33%
Free cash flow (IB) adjusted	-1,862	-1,960	778	-1,208	5,345	2,931	4,894	2,946	+66%	9,155	2,709	+238%

* Cash flow before interest and taxes.

Pension and Health-Care Benefits

(in billions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Pension benefits												
Benefit obligations	-32.6	-33.5	-37.1	-35.6	-38.3	-37.9	-39.9	-36.2	.	-39.9	-36.2	.
Plan assets	25.1	26.6	26.8	26.9	26.9	27.4	28.9	27.8	+4%	28.9	27.8	+4%
Funded status	-7.5	-6.9	-10.3	-8.7	-11.4	-10.5	-11.0	-8.4	.	-11.0	-8.4	.
Funding ratio	77.0%	79.4%	72.2%	75.6%	70.2%	72.3%	72.4%	76.8%	-6%	72.4%	76.8%	.
Health-care benefits												
Benefit obligations	-1.2	-1.1	-1.2	-1.2	-1.0	-1.3	-1.0	-1.2	.	-1.0	-1.2	.
Plan assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	.	0.0	0.0	.
Reimbursement Medicare Act	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	.	0.0	0.0	.
Funded status	-1.2	-1.1	-1.2	-1.2	-1.0	-1.3	-1.0	-1.2	.	-1.0	-1.2	.

Net Assets of the Automotive Segments

(in millions of EUR)	Mercedes-Benz Cars & Vans		Daimler Trucks & Buses	
	End of		End of	
	2020	2019	2020	2019
Intangible assets	13,991	13,234	1,681	1,828
Property, plant and equipment	26,661	27,933	7,905	8,569
Inventories	19,117	20,959	6,307	7,615
Trade receivables	6,839	7,556	3,090	3,469
Other segment assets	24,752	24,808	5,847	6,497
Segment assets	91,360	94,490	24,830	27,978
Trade payables	8,752	9,042	2,824	2,847
Other segment liabilities	51,416	52,150	14,176	14,706
Segment liabilities	60,168	61,192	17,000	17,553
Net assets	31,192	33,298	7,830	10,425

Production Volume

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Mercedes-Benz Cars & Vans	609,553	725,692	422,082	704,039	687,846	747,080	704,243	646,749	+9%	2,423,724	2,823,560	-14%
Mercedes-Benz Cars	517,297	614,094	350,662	588,250	589,226	655,411	600,127	539,918	+11%	2,057,312	2,397,673	-14%
Mercedes-Benz Vans	92,256	111,598	71,420	115,789	98,620	91,669	104,116	106,831	-3%	366,412	425,887	-14%
Daimler Trucks & Buses	108,751	132,571	54,295	135,894	100,508	134,801	107,452	110,937	-3%	371,006	514,203	-28%
Daimler Trucks	102,253	125,599	50,887	127,224	95,385	126,384	102,342	102,739	-0%	350,867	481,946	-27%
Daimler Buses	6,498	6,972	3,408	8,670	5,123	8,417	5,110	8,198	-38%	20,139	32,257	-38%
Daimler Group	718,304	858,263	476,377	839,933	788,354	881,881	811,695	757,686	+7%	2,794,730	3,337,763	-16%

Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Mercedes-Benz Cars & Vans	546,742	652,350	480,800	686,757	673,447	704,987	760,895	779,724	-2%	2,461,884	2,823,818	-13%
Mercedes-Benz Cars	470,581	555,312	408,924	575,639	566,581	604,655	641,146	649,826	-1%	2,087,232	2,385,432	-13%
Mercedes-Benz Vans	76,161	97,038	71,876	111,118	106,866	100,332	119,749	129,898	-8%	374,652	438,386	-15%
Daimler Trucks & Buses	97,574	121,446	61,033	134,909	99,256	134,339	120,655	130,439	-8%	378,518	521,133	-27%
Daimler Trucks	92,468	115,920	57,945	126,474	94,141	125,382	113,795	120,745	-6%	358,349	488,521	-27%
Daimler Buses	5,106	5,526	3,088	8,435	5,115	8,957	6,860	9,694	-29%	20,169	32,612	-38%
Daimler Group	644,316	773,796	541,833	821,666	772,703	839,326	881,550	910,163	-3%	2,840,402	3,344,951	-15%

Revenue

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Mercedes-Benz Cars & Vans	23,196	24,063	18,949	25,418	25,818	26,562	30,613	30,854	-1%	98,576	106,897	-8%
Daimler Trucks & Buses	8,744	10,174	6,200	11,581	9,230	11,483	10,497	11,191	-6%	34,671	44,429	-22%
Daimler Mobility	7,101	6,881	6,450	7,145	6,877	7,086	7,271	7,534	-3%	27,699	28,646	-3%
Reconciliation	-1,818	-1,420	-1,415	-1,494	-1,644	-1,861	-1,760	-2,452	.	-6,637	-7,227	.
Daimler Group	37,223	39,698	30,184	42,650	40,281	43,270	46,621	47,127	-1%	154,309	172,745	-11%

Mercedes-Benz Cars & Vans Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Unit sales (units)	546,742	652,350	480,800	686,757	673,447	704,987	760,895	779,724	-2%	2,461,884	2,823,818	-13%
Retail sales (units)	547,829	663,792	523,307	700,533	721,608	704,233	735,606	745,470	-1%	2,528,350	2,814,028	-10%
Production (units)	609,553	725,692	422,082	704,039	687,846	747,080	704,243	646,749	+9%	2,423,724	2,823,560	-14%
Revenue (millions of EUR)	23,196	24,063	18,949	25,418	25,818	26,562	30,613	30,854	-1%	98,576	106,897	-8%
EBIT (millions of EUR)	510	1,143	-1,125	-2,784	2,118	1,470	3,669	62	.	5,172	-109	.
EBIT adjusted (millions of EUR)	603	1,372	-284	1,148	2,417	1,868	4,066	1,763	+131%	6,802	6,151	+11%
Return on sales (%)	2.2%	4.8%	-5.9%	-11.0%	8.2%	5.5%	12.0%	0.2%	.	5.2%	-0.1%	.
Return on sales adjusted (%)	2.6%	5.7%	-1.5%	4.5%	9.4%	7.0%	13.3%	5.7%	.	6.9%	5.8%	.
CFBIT (millions of EUR)	-1,729	-835	430	-2,141	4,617	1,825	3,730	1,749	+113%	7,048	598	.
CFBIT adjusted (millions of EUR)	-1,281	-756	522	-2,047	4,821	1,937	3,855	2,805	+37%	7,917	1,939	+308%
Cash conversion rate adjusted*	-2.1	-0.6	-1.8	-1.8	2.0	1.0	0.9	1.6	.	1.2	0.3	.

* Ratio of CFBIT adjusted to EBIT adjusted.

Mercedes-Benz Cars & Vans Reconciliation from EBIT to CFBIT

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
EBIT of Mercedes-Benz Cars & Vans	510	1,143	-1,125	-2,784	2,118	1,470	3,669	62	.	5,172	-109	.
Change in working capital	-163	-1,537	1,256	-1,050	435	1	32	670	-95%	1,560	-1,916	.
Net financial investments	-118	-138	170	-89	-58	-50	-295	-37	.	-301	-314	.
Net investments in property, plant and equipment and intangible assets	-1,821	-2,315	-1,899	-2,429	-1,603	-2,426	-2,244	-2,664	.	-7,567	-9,834	.
Depreciation and amortization/impairments	1,614	1,449	2,090	1,486	1,745	1,552	1,854	1,802	+3%	7,303	6,289	+16%
Other	-1,751	563	-62	2,725	1,980	1,278	714	1,916	-63%	881	6,482	-86%
CFBIT of Mercedes-Benz Cars & Vans	-1,729	-835	430	-2,141	4,617	1,825	3,730	1,749	+113%	7,048	598	.
Adjustments	448	79	92	94	204	112	125	1,056	-88%	869	1,341	-35%
CFBIT of Mercedes-Benz Cars & Vans adjusted	-1,281	-756	522	-2,047	4,821	1,937	3,855	2,805	+37%	7,917	1,939	+308%
Cash conversion rate adjusted*	-2.1	-0.6	-1.8	-1.8	2.0	1.0	0.9	1.6	.	1.2	0.3	.

* Ratio of CFBIT adjusted to EBIT adjusted.

Mercedes-Benz Cars Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Wholesales	470,581	555,312	408,924	575,639	566,581	604,655	641,146	649,826	-1%	2,087,232	2,385,432	-13%
Europe	189,190	235,298	113,369	244,788	229,829	253,213	251,455	258,916	-3%	783,843	992,215	-21%
Germany	61,025	78,084	39,531	82,521	84,168	85,084	97,816	89,375	+9%	282,540	335,064	-16%
North America*	79,757	75,961	49,074	88,640	60,723	89,972	97,257	114,333	-15%	286,811	368,906	-22%
USA	68,525	64,259	42,452	75,497	51,998	75,666	85,849	97,728	-12%	248,824	313,150	-21%
Asia	180,898	221,649	236,448	224,231	261,027	240,335	275,992	253,442	+9%	954,365	939,657	+2%
China	131,566	173,152	196,173	168,313	213,846	173,321	216,506	179,395	+21%	758,091	694,181	+9%
of which locally produced vehicles	110,043	145,107	160,069	136,939	173,701	143,187	167,003	142,073	+18%	610,816	567,306	+8%
Rest of World	20,736	22,404	10,033	17,980	15,002	21,135	16,442	23,135	-29%	62,213	84,654	-27%

* USA, Canada and Mexico.

Mercedes-Benz Vans Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Wholesales	76,161	97,038	71,876	111,118	106,866	100,332	119,749	129,898	-8%	374,652	438,386	-15%
EU30*	53,078	66,557	42,943	78,622	69,314	65,523	79,885	87,354	-9%	245,220	298,056	-18%
Germany	21,632	22,384	18,542	32,670	32,600	28,863	36,740	37,379	-2%	109,514	121,296	-10%
North America**	7,288	11,671	10,888	12,338	18,495	14,057	17,775	18,404	-3%	54,446	56,470	-4%
USA	6,347	8,846	9,581	8,668	16,025	11,602	15,581	16,538	-6%	47,534	45,654	+4%
Latin America (excl. Mexico)	2,741	4,174	2,225	4,902	3,189	4,444	3,875	5,118	-24%	12,030	18,638	-35%
Asia	6,206	8,971	10,576	9,072	8,297	10,113	11,707	10,406	+13%	36,786	38,562	-5%
China	4,165	6,131	9,505	7,134	6,517	8,516	10,292	7,669	+34%	30,479	29,450	+3%
Rest of World	6,848	5,665	5,244	6,184	7,571	6,195	6,507	8,616	-24%	26,170	26,660	-2%

* European Union, United Kingdom, Switzerland and Norway.

** USA, Canada and Mexico.

Mercedes-Benz Cars Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Retail sales	483,241	587,921	461,949	607,126	625,675	617,972	631,714	643,328	-2%	2,202,579	2,456,347	-10%
Europe	194,654	248,175	128,721	262,126	245,895	259,584	252,942	272,576	-7%	822,212	1,042,461	-21%
Germany	66,248	80,752	43,719	89,355	90,484	92,191	104,415	102,561	+2%	304,866	364,859	-16%
North America*	78,509	84,416	68,041	90,702	81,859	90,990	89,194	107,155	-17%	317,603	373,263	-15%
USA	67,740	71,397	59,449	76,493	69,633	76,806	78,069	92,202	-15%	274,891	316,898	-13%
Asia	190,448	234,224	251,196	232,731	279,766	246,368	268,239	238,384	+13%	989,649	951,707	+4%
China	139,915	178,123	208,222	174,199	224,884	184,439	206,356	170,226	+21%	779,377	706,987	+10%
of which locally produced vehicles	115,663	142,237	171,370	141,559	182,739	153,754	161,515	138,368	+17%	631,287	575,918	+10%
Rest of World	19,630	21,106	13,991	21,567	18,155	21,030	21,339	25,213	-15%	73,115	88,916	-18%
V-Class/X-Class (included in MBC retail sales)	15,684	18,051	13,530	19,310	18,198	19,253	18,488	22,163	-17%	65,900	78,777	-16%

* USA, Canada and Mexico.

Mercedes-Benz Vans Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Retail sales	64,588	75,871	61,358	93,407	95,933	86,261	103,892	102,142	+2%	325,771	357,681	-9%
EU30*	44,762	53,453	37,731	68,836	63,935	57,075	70,436	71,663	-2%	216,864	251,027	-14%
Germany	16,409	17,453	14,354	26,568	26,284	21,845	30,141	29,739	+1%	87,188	95,605	-9%
North America**	9,021	9,665	12,197	11,661	17,550	15,431	19,706	15,203	+30%	58,474	51,960	+13%
USA	7,527	7,476	10,760	8,549	15,491	12,821	17,228	12,789	+35%	51,006	41,635	+23%
Latin America (excl. Mexico)	3,412	4,254	2,673	4,431	4,185	4,774	4,113	4,783	-14%	14,383	18,242	-21%
Asia	3,512	4,214	4,715	3,992	5,230	4,671	4,789	4,452	+8%	18,246	17,329	+5%
China	2,449	2,846	4,120	3,057	4,385	3,476	4,153	3,000	+38%	15,107	12,379	+22%
Rest of World	3,881	4,285	4,042	4,487	5,033	4,310	4,848	6,041	-20%	17,804	19,123	-7%

* European Union, United Kingdom, Switzerland and Norway.

** USA, Canada and Mexico.

Mercedes-Benz Cars & Vans Market Shares*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change in % pts.	2020	2019	Change in % pts.
Mercedes-Benz Cars												
European Union**	5.8	6.2	5.7	6.4	6.6	7.0	6.7	7.2	-0.5	6.3	6.4	-0.1
of which Germany	9.9	10.1	9.6	9.9	11.4	10.5	12.0	12.1	-0.1	10.9	10.8	+0.1
USA	1.9	1.8	2.0	1.7	1.8	1.8	1.9	2.1	-0.2	1.9	1.9	0.0
China	4.8	3.5	3.8	3.4	4.1	3.5	3.6	2.8	+0.8	3.9	3.3	+0.6
South Korea	4.7	4.3	4.6	5.0	4.3	5.9	5.4	5.4	0.0	4.7	5.1	-0.4
Japan	1.3	1.4	1.4	1.5	1.9	1.5	1.6	2.1	-0.5	1.5	1.6	-0.1
Mercedes-Benz Vans												
EU30*** small	1.9	2.6	1.8	2.7	2.7	2.2	2.2	2.0	+0.2	2.2	2.4	-0.2
EU30*** midsize/large	16.3	15.1	15.8	16.0	17.5	17.2	18.2	19.1	-0.9	17.1	16.8	+0.3
of which Germany	24.6	23.3	23.8	24.5	28.2	27.5	30.1	33.4	-3.3	27.0	27.0	0.0
USA large	7.4	6.7	13.2	6.8	9.9	10.6	11.8	11.0	+0.8	10.5	8.8	+1.7

* Based on estimates in certain markets.

** Including United Kingdom until Q4 2019.

*** European Union, United Kingdom, Switzerland and Norway.

Daimler Trucks & Buses Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Incoming orders (units)	92,841	109,621	59,526	104,728	103,949	100,627	175,376	117,837	+49%	431,692	432,813	-0%
Unit sales (units)	97,574	121,446	61,033	134,909	99,256	134,339	120,655	130,439	-8%	378,518	521,133	-27%
Unit sales BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	22,945	22,675	41,926	22,902	34,679	18,169	26,896	22,468	+20%	126,446	86,214	+47%
Production (units)	108,751	132,571	54,295	135,894	100,508	134,801	107,452	110,937	-3%	371,006	514,203	-28%
Revenue (millions of EUR)	8,744	10,174	6,200	11,581	9,230	11,483	10,497	11,191	-6%	34,671	44,429	-22%
EBIT (millions of EUR)	247	553	-756	834	541	838	493	447	+10%	525	2,672	-80%
EBIT adjusted (millions of EUR)	247	553	-747	834	603	838	575	447	+29%	678	2,672	-75%
Return on sales (%)	2.8%	5.4%	-12.2%	7.2%	5.9%	7.3%	4.7%	4.0%	.	1.5%	6.0%	.
Return on sales adjusted (%)	2.8%	5.4%	-12.0%	7.2%	6.5%	7.3%	5.5%	4.0%	.	2.0%	6.0%	.
CFBIT (millions of EUR)	-85	-232	-121	1,027	1,142	736	1,577	1,123	+40%	2,513	2,654	-5%
CFBIT adjusted (millions of EUR)	-85	-232	-121	1,027	1,142	736	1,577	1,123	+40%	2,513	2,654	-5%
Cash conversion rate adjusted*	-0.3	-0.4	0.2	1.2	1.9	0.9	2.7	2.5	.	3.7	1.0	.

* Ratio of CFBIT adjusted to EBIT adjusted.

Daimler Trucks & Buses

Reconciliation from EBIT to CFBIT

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
EBIT of Daimler Trucks & Buses	247	553	-756	834	541	838	493	447	+10%	525	2,672	-80%
Change in working capital	-129	-861	306	35	184	-100	619	777	-20%	980	-149	.
Net financial investments	-9	-16	-28	58	-35	-181	-5	1	.	-77	-138	.
Net investments in property, plant and equipment and intangible assets	-186	-238	-201	-321	-131	-297	-370	-478	.	-888	-1,334	.
Depreciation and amortization/impairments	333	320	339	320	332	333	345	342	+1%	1,349	1,315	+3%
Other	-341	10	219	101	251	143	495	34	.	624	288	+117%
CFBIT of Daimler Trucks & Buses	-85	-232	-121	1,027	1,142	736	1,577	1,123	+40%	2,513	2,654	-5%
Adjustments	0	0	0	0	0	0	0	0	.	0	0	.
CFBIT of Daimler Trucks & Buses adjusted	-85	-232	-121	1,027	1,142	736	1,577	1,123	+40%	2,513	2,654	-5%
Cash conversion rate adjusted*	-0.3	-0.4	0.2	1.2	1.9	0.9	2.7	2.5	.	3.7	1.0	.

* Ratio of CFBIT adjusted to EBIT adjusted.

Daimler Trucks Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Wholesales	92,468	115,920	57,945	126,474	94,141	125,382	113,795	120,745	-6%	358,349	488,521	-27%
EU30*	13,197	18,967	9,675	19,836	15,351	19,942	22,413	21,075	+6%	60,636	79,820	-24%
Germany	5,836	6,576	3,999	7,846	6,912	8,616	9,055	8,460	+7%	25,802	31,498	-18%
North America**	35,550	47,825	20,023	54,533	41,755	53,240	42,112	45,549	-8%	139,440	201,147	-31%
USA	31,414	42,376	17,321	45,593	36,500	47,307	36,531	38,914	-6%	121,766	174,190	-30%
Latin America (excl. Mexico)	6,996	8,677	6,208	10,215	7,672	11,569	12,307	12,139	+1%	33,183	42,600	-22%
Brazil	4,996	6,097	4,809	7,301	6,020	8,157	9,451	8,136	+16%	25,276	29,691	-15%
Asia	30,651	34,307	17,739	33,982	21,912	33,550	27,864	33,382	-17%	98,166	135,221	-27%
Japan	11,693	10,975	7,763	10,048	9,379	11,683	10,239	9,533	+7%	39,074	42,239	-7%
Indonesia	7,906	7,808	3,474	9,961	2,796	9,838	5,354	11,472	-53%	19,530	39,079	-50%
India	2,439	5,549	840	3,840	2,817	2,672	3,528	2,413	+46%	9,624	14,474	-34%
Rest of World	6,074	6,144	4,300	7,908	7,451	7,081	9,099	8,600	+6%	26,924	29,733	-9%

* European Union, United Kingdom, Switzerland and Norway.

** USA, Canada and Mexico.

Daimler Buses Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Wholesales	5,106	5,526	3,088	8,435	5,115	8,957	6,860	9,694	-29%	20,169	32,612	-38%
EU30*	1,260	919	1,230	2,837	1,897	2,474	3,146	3,053	+3%	7,533	9,283	-19%
Germany	531	342	590	924	724	769	1,121	1,006	+11%	2,966	3,041	-2%
North America**	448	382	240	665	230	797	593	800	-26%	1,511	2,644	-43%
Mexico	448	382	239	655	230	790	593	800	-26%	1,510	2,627	-43%
Latin America (excl. Mexico)	2,386	3,163	1,249	3,712	2,106	4,629	1,991	4,142	-52%	7,732	15,646	-51%
Brazil	1,915	2,228	920	2,673	1,558	3,465	1,254	3,028	-59%	5,647	11,394	-50%
Asia	403	846	133	716	352	695	608	1,143	-47%	1,496	3,400	-56%
Rest of World	609	216	236	505	530	362	522	556	-6%	1,897	1,639	+16%

* European Union, United Kingdom, Switzerland and Norway.

** USA, Canada and Mexico.

Daimler Trucks Incoming Orders*

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Incoming orders	85,821	101,376	56,949	96,190	99,474	91,974	170,724	109,145	+56%	412,968	398,685	+4%
EU30**	16,256	20,474	10,268	18,493	15,828	12,103	23,616	18,544	+27%	65,968	69,614	-5%
Germany	7,296	8,763	4,467	6,865	5,801	5,179	8,670	7,116	+22%	26,234	27,923	-6%
North America***	32,838	27,009	17,194	28,045	41,573	26,038	95,899	40,616	+136%	187,504	121,708	+54%
USA	27,042	24,246	16,464	23,589	34,580	22,597	84,896	37,089	+129%	162,982	107,521	+52%
Latin America (excl. Mexico)	6,396	8,628	5,783	10,128	8,545	11,961	13,126	10,842	+21%	33,850	41,559	-19%
Brazil	4,996	6,097	4,809	7,301	6,020	8,157	9,451	8,136	+16%	25,276	29,691	-15%
Asia	23,950	38,561	18,853	32,825	24,731	35,426	26,435	32,632	-19%	93,969	139,444	-33%
Japan	11,631	12,189	9,422	11,162	8,348	10,422	9,906	10,770	-8%	39,307	44,543	-12%
Indonesia	3,465	13,070	2,084	8,211	6,478	10,753	1,837	12,045	-85%	13,864	44,079	-69%
India	1,737	5,825	2,108	3,073	2,288	4,201	3,738	1,516	+147%	9,871	14,615	-32%
Rest of World	6,381	6,704	4,851	6,699	8,797	6,446	11,648	6,511	+79%	31,677	26,360	+20%

* Net order intake, adjusted for cancellations.

** European Union, United Kingdom, Switzerland and Norway.

*** USA, Canada and Mexico.

Daimler Trucks & Buses

Market Shares*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change in % pts.	2020	2019	Change in % pts.
Trucks Europe / Latin America												
(Mercedes-Benz)												
EU30** HDT/MDT	17.8	19.6	19.1	19.2	20.7	20.1	19.8	20.8	-1.0	19.5	20.0	-0.5
Germany HDT/MDT	35.0	34.5	35.8	32.3	37.5	35.0	36.9	39.0	-2.1	36.5	35.2	+1.3
Brazil HDT/MDT	33.2	30.5	28.8	30.2	31.9	29.2	32.5	28.1	+4.4	31.8	29.2	+2.6
Trucks North America												
(Freightliner/Western Star)												
North America*** Class 8	41.1	44.6	39.2	37.3	38.7	36.5	40.7	39.4	+1.3	40.0	38.8	+1.2
North America*** Class 6-7	38.2	39.7	32.9	31.1	31.9	29.6	30.0	33.7	-3.7	32.4	32.9	-0.5
Trucks Asia												
(FUSO)												
Japan Trucks Total	20.2	17.0	20.6	18.7	19.6	18.3	20.9	20.4	+0.5	20.4	18.8	+1.6
Indonesia Trucks Total	48.4	45.9	50.7	41.7	51.2	45.4	47.5	44.0	+3.5	49.0	44.2	+4.8
(BharatBenz)												
India > 9 t	6.4	5.7	10.7	5.4	14.2	6.7	9.1	5.7	+3.4	9.1	5.8	+3.3
Buses												
EU30** heavy	31.4	24.3	23.5	27.6	26.9	31.0	28.1	25.7	+2.4	27.6	27.5	+0.1
Germany heavy	47.7	44.5	46.0	53.5	57.7	59.3	45.5	45.3	+0.2	49.0	50.8	-1.8
Brazil heavy	58.1	48.9	50.7	55.2	47.5	49.2	38.7	58.0	-19.3	46.7	53.8	-7.1

* Based on estimates in certain markets.

** European Union, United Kingdom, Switzerland and Norway.

*** USA, Canada and Mexico.

Daimler Mobility Overview

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2020	2019	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
New business	16,174	17,324	13,971	18,363	18,676	18,279	18,965	20,411	-7%	67,786	74,377	-9%
Contract volume (end of period)	159,628	157,367	153,704	156,458	149,816	160,416	150,553	162,843	-8%	150,553	162,843	-8%
Revenue	7,101	6,881	6,450	7,145	6,877	7,086	7,271	7,534	-3%	27,699	28,646	-3%
EBIT	58	1,209	205	431	589	413	584	87	+571%	1,436	2,140	-33%
EBIT adjusted	58	491	313	483	601	469	623	384	+62%	1,595	1,827	-13%
Return on equity (%)	1.6%	35.7%	5.6%	12.5%	16.2%	11.9%	16.2%	2.4%	.	9.8%	15.3%	.
Return on equity adjusted (%)	1.6%	14.5%	8.6%	14.0%	16.5%	13.5%	17.3%	10.5%	.	10.9%	13.1%	.