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Fact Sheet for Q1 2020

April 29, 2020

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Stock Market Information

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Earnings per share (in EUR)									
basic	-1.24	1.61	1.61	1.58	-0.10	1.46	0.09	1.96	-95%
diluted	-1.24	1.61	1.61	1.58	-0.10	1.46	0.09	1.96	-95%
Average number of shares outstanding (in millions) (adjusted for treasury stocks)									
basic	1,069.7	1,069.8	1,069.8	1,069.8	1,069.7	1,069.8	1,069.8	1,069.7	+0%
diluted	1,069.7	1,069.8	1,069.8	1,069.8	1,069.7	1,069.8	1,069.8	1,069.7	+0%
Number of shares outstanding (at period end, in millions)									
	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.0	+0%
Share price Frankfurt (at period end, in EUR)									
	48.93	55.13	45.62	54.35	49.37	45.91	27.52	52.25	-47%
Market capitalization Frankfurt (at period end, in billions of EUR)									
	52.35	58.98	48.81	58.15	52.82	49.12	29.44	55.86	-47%

Key Figures and Ratios

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Unit Sales (in units)	821,666	833,005	839,326	794,749	910,163	917,756	644,316	773,796	-17%
Revenue	42,650	40,756	43,270	40,211	47,127	46,610	37,223	39,698	-6%
EBIT	-1,558	2,640	2,690	2,488	382	2,669	617	2,798	-78%
Net profit (loss), Group	-1,242	1,825	1,813	1,761	-11	1,642	168	2,149	-92%
Profit (loss) attributable to shareholders of Daimler AG	-1,328	1,726	1,719	1,689	-109	1,561	94	2,095	-96%
Free cash flow industrial business	-1,302	-18	2,819	-1,864	1,890	2,958	-2,316	-2,039	.
R&D expenditure total	2,357	2,290	2,501	2,373	2,426	2,123	2,354	2,378	-1%
Expensed R&D costs	1,569	1,620	1,764	1,775	1,549	1,474	1,722	1,704	+1%
Capitalized development costs	788	670	737	598	877	649	632	674	-6%
Amortization on capitalized development costs	455	378	456	370	453	430	454	429	+6%
Depreciation and amortization*	1,804	1,469	1,878	1,574	2,150	1,690	1,947	1,765	+10%
Capital expenditure total*	2,753	2,388	2,849	2,884	3,007	3,401	2,431	2,634	-8%
Investment in pp&e	1,722	1,539	1,749	2,043	1,987	2,556	1,604	1,654	-3%
Capitalized development costs	788	670	737	598	877	649	632	674	-6%
Financial investments and other intangible assets	243	179	363	243	143	196	195	306	-36%

* Industrial business. Depreciation and amortization including amortization on capitalized development costs and as of Q1 2019 right-of-use assets, excluding depreciation on leased assets.

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

(EBIT in millions of EUR, RoS in %)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Mercedes-Benz Cars & Vans									
EBIT	-2,784	n/a	1,470	n/a	62	n/a	510	1,143	-55%
RoS	-11.0%	n/a	5.5%	n/a	0.2%	n/a	2.2%	4.8%	.
Daimler Trucks & Buses									
EBIT	834	n/a	838	n/a	447	n/a	247	553	-55%
RoS	7.2%	n/a	7.3%	n/a	4.0%	n/a	2.8%	5.4%	.
Daimler Mobility									
EBIT	431	66	413	392	87	378	58	1,209	-95%
Return on equity (RoE)	12.5%	2.1%	11.9%	12.5%	2.4%	12.0%	1.6%	35.7%	.
Reconciliation									
	-39	n/a	-31	n/a	-214	n/a	-198	-107	.
Daimler Group									
	-1,558	2,640	2,690	2,488	382	2,669	617	2,798	-78%

EBIT of the Industrial Business

(in millions of EUR)	Industrial Business		Mercedes-Benz Cars & Vans		Daimler Trucks & Buses		Reconciliation	
	1st Quarter		1st Quarter		1st Quarter		1st Quarter	
	2020	2019	2020	2019	2020	2019	2020	2019
Revenue	30,122	32,817	23,196	24,063	8,744	10,174	-1,818	-1,420
Cost of sales	-24,869	-26,150	-19,276	-19,214	-7,325	-8,268	1,732	1,332
Gross profit	5,253	6,667	3,920	4,849	1,419	1,906	-86	-88
Selling expenses	-2,711	-2,961	-2,269	-2,398	-628	-673	186	110
General administrative expenses	-733	-792	-419	-447	-325	-363	11	18
Research and non-capitalized development costs	-1,722	-1,704	-1,368	-1,350	-360	-370	6	16
Others	472	379	646	489	141	53	-315	-163
EBIT	559	1,589	510	1,143	247	553	-198	-107

Adjustments Affecting EBIT

(in millions of EUR)

		<u>2nd Quarter</u> 2019	<u>3rd Quarter</u> 2019	<u>4th Quarter</u> 2019	<u>1st Quarter</u>	
					2020	2019
Mercedes-Benz Cars & Vans	Legal proceedings and related measures*	3,473	362	1,475	93	122
	Restructuring measures	459	36	226	-	107
Daimler Mobility	Legal proceedings and related measures	23	11	-34	-	-
	Restructuring measures	29	45	331	-	-
	M&A transactions	-	-	-	-	-718
Recon- ciliation	Legal proceedings and related measures	21	-2	-4	9	1

* In 2019 including Takata.

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EBIT Adjusted and RoS/RoE Adjusted

(EBIT in millions of EUR, RoS in %)	<u>2nd Quarter</u> 2019	<u>3rd Quarter</u> 2019	<u>4th Quarter</u> 2019	<u>1st Quarter</u>		
				2020	2019	Change
Mercedes-Benz Cars & Vans						
EBIT adjusted	1,148	1,868	1,763	603	1,372	-56%
RoS adjusted	4.5%	7.0%	5.7%	2.6%	5.7%	.
Daimler Trucks & Buses						
EBIT adjusted	834	838	447	247	553	-55%
RoS adjusted	7.2%	7.3%	4.0%	2.8%	5.4%	.
Daimler Mobility						
EBIT adjusted	483	469	384	58	491	-88%
RoE adjusted	14.0%	13.5%	10.5%	1.6%	14.5%	.
Reconciliation	-18	-33	-218	-189	-106	.
Daimler Group	2,447	3,142	2,376	719	2,310	-69%

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Net liquidity at the beginning of the period	11,346	18,683	6,618	14,472	9,648	13,499	10,997	13,054*	-16%
Free cash flow	-1,302	-18	2,819	-1,864	1,890	2,958	-2,316	-2,039	.
thereof: working capital**	-1,072	-793	-76	-2,611	1,479	313	-77	-2,391	.
Other	-3,426	-4,193	211	891	-541	-169	581	331	+76%
thereof: dividends Daimler AG	-3,477	-3,905	0	0	0	0	0	0	.
Net liquidity at the end of the period	6,618	14,472	9,648	13,499	10,997	16,288	9,262	11,346	-18%

* Reflecting effects from initial application of IFRS 16.

** Inventories, trade receivables and trade payables.

Liquidity

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Group liquidity									
Cash and cash equivalents	12,519	14,334	16,989	15,014	18,883	15,853	16,140	16,598	-3%
Marketable securities and term deposits	8,945	10,348	8,999	9,865	8,655	9,577	7,910	10,114	-22%
Gross liquidity	21,464	24,682	25,988	24,879	27,538	25,430	24,050	26,712	-10%
Financing liabilities (nominal)	-153,271	-137,398	-158,715	-141,572	-161,201	-144,999	-156,649	-154,825	.
Net debt	-131,807	-112,716	-132,727	-116,693	-133,663	-119,569	-132,599	-128,113	.
Liquidity of the industrial business									
Cash and cash equivalents	10,538	12,064	15,144	12,375	16,152	12,799	13,966	14,301	-2%
Marketable securities and term deposits	7,833	9,185	7,876	8,691	7,522	8,364	6,875	9,038	-24%
Gross liquidity	18,371	21,249	23,020	21,066	23,674	21,163	20,841	23,339	-11%
Financing liabilities (nominal)	-11,753	-6,777	-13,372	-7,567	-12,677	-4,875	-11,579	-11,993	.
Net liquidity	6,618	14,472	9,648	13,499	10,997	16,288	9,262	11,346	-18%

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

(in millions of EUR)	<u>2nd Quarter</u>	<u>3rd Quarter</u>	<u>4th Quarter</u>	<u>1st Quarter</u>		
	2019	2019	2019	2020	2019	Change
CFBIT of Mercedes-Benz Cars & Vans	-2,141	1,825	1,749	-1,729	-835	.
CFBIT of Daimler Trucks & Buses	1,027	736	1,123	-85	-232	.
Income taxes paid	-37	186	-672	-431	-436	.
Interest paid	-30	-140	-24	16	-194	.
Other reconciling items	-121	212	-286	-87	-342	.
Free cash flow industrial business	-1,302	2,819	1,890	-2,316	-2,039	.
Adjustments	94	112	1,056	454	79	+475%
Free cash flow (IB) adjusted	-1,208	2,931	2,946	-1,862	-1,960	.

* Cash flow before interest and taxes.

Pension and Health-Care Benefits

(in billions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Pension benefits									
Benefit obligations	-35.6	-31.7	-37.9	-31.4	-36.2	-31.7	-32.6	-33.5	.
Plan assets	26.9	26.5	27.4	26.6	27.8	25.5	25.1	26.6	-6%
Funded status	-8.7	-5.2	-10.5	-4.8	-8.4	-6.2	-7.5	-6.9	.
Funding ratio	75.6%	83.6%	72.3%	84.7%	76.8%	80.4%	77.0%	79.4%	-3%
Health-care benefits									
Benefit obligations	-1.2	-1.2	-1.3	-1.2	-1.2	-1.1	-1.2	-1.1	.
Plan assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	.
Reimbursement Medicare Act	0.0	0.1	0.0	0.1	0.0	0.0	0.0	0.0	.
Funded status	-1.2	-1.1	-1.3	-1.1	-1.2	-1.1	-1.2	-1.1	.

Net Assets of the Automotive Segments

(in millions of EUR)	Mercedes-Benz Cars & Vans		Daimler Trucks & Buses	
	End of		End of	
	Q1 2020	2019	Q1 2020	2019
Intangible assets	13,607	13,234	1,788	1,828
Property, plant and equipment	27,837	27,933	8,433	8,569
Inventories	22,958	20,959	8,136	7,615
Trade receivables	6,165	7,556	3,117	3,469
Other segment assets	24,930	24,808	6,180	6,497
Segment assets	95,497	94,490	27,654	27,978
Trade payables	10,140	9,042	3,319	2,847
Other segment liabilities	50,442	52,150	13,915	14,706
Segment liabilities	60,582	61,192	17,234	17,553
Net assets	34,915	33,298	10,420	10,425

Production Volume

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Mercedes-Benz Cars & Vans	704,039	728,787	747,080	729,788	646,749	661,942	609,553	725,692	-16%
Mercedes-Benz Cars	588,250	601,343	655,411	632,441	539,918	556,415	517,297	614,094	-16%
Mercedes-Benz Vans	115,789	127,444	91,669	97,347	106,831	105,527	92,256	111,598	-17%
Daimler Trucks & Buses	135,894	136,875	134,801	150,416	110,937	141,094	108,751	132,571	-18%
Daimler Trucks	127,224	128,255	126,384	141,909	102,739	133,912	102,253	125,599	-19%
Daimler Buses	8,670	8,620	8,417	8,507	8,198	7,182	6,498	6,972	-7%
Daimler Group	839,933	865,662	881,881	880,204	757,686	803,036	718,304	858,263	-16%

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Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Mercedes-Benz Cars & Vans	686,757	701,573	704,987	650,953	779,724	764,351	546,742	652,350	-16%
Mercedes-Benz Cars	575,639	590,690	604,655	559,539	649,826	638,263	470,581	555,312	-15%
Mercedes-Benz Vans	111,118	110,883	100,332	91,414	129,898	126,088	76,161	97,038	-22%
Daimler Trucks & Buses	134,909	131,432	134,339	143,796	130,439	153,405	97,574	121,446	-20%
Daimler Trucks	126,474	123,910	125,382	136,055	120,745	143,524	92,468	115,920	-20%
Daimler Buses	8,435	7,522	8,957	7,741	9,694	9,881	5,106	5,526	-8%
Daimler Group	821,666	833,005	839,326	794,749	910,163	917,756	644,316	773,796	-17%

Revenue*

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Mercedes-Benz Cars & Vans	25,418	n/a	26,562	n/a	30,854	n/a	23,196	24,063	-4%
Daimler Trucks & Buses	11,581	n/a	11,483	n/a	11,191	n/a	8,744	10,174	-14%
Daimler Mobility	7,145	6,570	7,086	6,385	7,534	7,059	7,101	6,881	+3%
Reconciliation	-1,494	n/a	-1,861	n/a	-2,452	n/a	-1,818	-1,420	.
Daimler Group	42,650	40,756	43,270	40,211	47,127	46,610	37,223	39,698	-6%

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

Mercedes-Benz Cars & Vans Overview

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Unit sales (units)	686,757	701,573	704,987	650,953	779,724	764,351	546,742	652,350	-16%
Retail sales (units)	700,533	714,068	704,233	629,109	745,470	730,743	547,829	663,792	-17%
Production (units)	704,039	728,787	747,080	729,788	646,749	661,942	609,553	725,692	-16%
Revenue (millions of EUR)	25,418	n/a	26,562	n/a	30,854	n/a	23,196	24,063	-4%
EBIT (millions of EUR)	-2,784	n/a	1,470	n/a	62	n/a	510	1,143	-55%
EBIT adjusted (millions of EUR)	1,148	n/a	1,868	n/a	1,763	n/a	603	1,372	-56%
Return on sales (%)	-11.0%	n/a	5.5%	n/a	0.2%	n/a	2.2%	4.8%	.
Return on sales adjusted (%)	4.5%	n/a	7.0%	n/a	5.7%	n/a	2.6%	5.7%	.
CFBIT (millions of EUR)	-2,141	n/a	1,825	n/a	1,749	n/a	-1,729	-835	.
CFBIT adjusted (millions of EUR)	-2,047	n/a	1,937	n/a	2,805	n/a	-1,281	-756	.
Cash conversion rate adjusted*	-1.8	n/a	1.0	n/a	1.6	n/a	-2.1	-0.6	.

* Ratio of CFBIT adjusted to EBIT adjusted.

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Mercedes-Benz Cars & Vans Reconciliation from EBIT to CFBIT

(in millions of EUR)	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter		
	2019	2019	2019	2020	2019	Change
EBIT of Mercedes-Benz Cars & Vans	-2,784	1,470	62	510	1,143	-55%
Change in working capital	-1,050	1	670	128	-1,537	.
Net financial investments	-89	-50	-37	-118	-138	.
Net investments in property, plant and equipment and intangible assets	-2,429	-2,426	-2,664	-2,113	-2,315	.
Depreciation and amortization/impairments	1,486	1,552	1,802	1,614	1,449	+11%
Other	2,725	1,278	1,916	-1,750	563	.
CFBIT of Mercedes-Benz Cars & Vans	-2,141	1,825	1,749	-1,729	-835	.
Adjustments	94	112	1,056	448	79	+467%
CFBIT of Mercedes-Benz Cars & Vans adjusted	-2,047	1,937	2,805	-1,281	-756	.
Cash conversion rate adjusted*	-1.8	1.0	1.6	-2.1	-0.6	.

* Ratio of CFBIT adjusted to EBIT adjusted.

Mercedes-Benz Cars Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Wholesales	575,639	590,690	604,655	559,539	649,826	638,263	470,581	555,312	-15%
Europe	244,788	250,180	253,213	223,561	258,916	264,755	189,190	235,298	-20%
Germany	82,521	81,931	85,084	72,114	89,375	91,171	61,025	78,084	-22%
North America*	88,640	96,004	89,972	90,566	114,333	120,289	79,757	75,961	+5%
USA	75,497	78,042	75,666	75,975	97,728	102,704	68,525	64,259	+7%
Asia	224,231	223,300	240,335	223,058	253,442	232,883	180,898	221,649	-18%
China	168,313	166,915	173,321	170,438	179,395	161,567	131,566	173,152	-24%
of which locally produced vehicles	136,939	125,045	143,187	118,450	142,073	114,506	110,043	145,107	-24%
Rest of World	17,980	21,206	21,135	22,354	23,135	20,336	20,736	22,404	-7%

* USA, Canada and Mexico.

Mercedes-Benz Vans Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Wholesales	111,118	110,883	100,332	91,414	129,898	126,088	76,161	97,038	-22%
EU30*	78,622	71,318	65,523	57,019	87,354	89,514	53,078	66,557	-20%
Germany	32,670	28,083	28,863	22,397	37,379	34,444	21,632	22,384	-3%
North America**	12,338	13,180	14,057	13,048	18,404	13,351	7,288	11,671	-38%
USA	8,668	9,872	11,602	9,634	16,538	10,485	6,347	8,846	-28%
Latin America (excl. Mexico)	4,902	3,990	4,444	4,652	5,118	6,272	2,741	4,174	-34%
Asia	9,072	10,816	10,113	9,141	10,406	9,569	6,206	8,971	-31%
China	7,134	7,471	8,516	7,381	7,669	7,676	4,165	6,131	-32%
Rest of World	6,184	11,579	6,195	7,554	8,616	7,382	6,848	5,665	+21%

* European Union, United Kingdom, Switzerland and Norway.

** USA, Canada and Mexico.

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Mercedes-Benz Cars Retail Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Retail sales	607,126	629,462	617,972	556,979	643,328	627,601	483,241	587,921	-18%
Europe	262,126	266,847	259,584	235,033	272,576	270,020	194,654	248,175	-22%
Germany	89,355	88,170	92,191	76,185	102,561	97,135	66,248	80,752	-18%
North America*	90,702	98,628	90,990	81,351	107,155	106,585	78,509	84,416	-7%
USA	76,493	80,661	76,806	66,847	92,202	90,853	67,740	71,397	-5%
Asia	232,731	239,240	246,368	219,253	238,384	227,794	190,448	234,224	-19%
China	174,199	176,570	184,439	167,906	170,226	159,517	139,915	178,123	-21%
of which locally produced vehicles	141,559	128,089	153,754	123,408	138,368	111,424	115,663	142,237	-19%
Rest of World	21,567	24,747	21,030	21,342	25,213	23,202	19,630	21,106	-7%
V-Class/X-Class (included in MBC retail sales)	19,310	21,964	19,253	15,818	22,163	22,065	15,684	18,051	-13%

* USA, Canada and Mexico.

Mercedes-Benz Vans Retail Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Retail sales	93,407	84,606	86,261	72,130	102,142	103,142	64,588	75,871	-15%
EU30*	68,836	56,845	57,075	43,620	71,663	74,119	44,762	53,453	-16%
Germany	26,568	21,891	21,845	17,708	29,739	27,371	16,409	17,453	-6%
North America**	11,661	11,707	15,431	14,307	15,203	12,374	9,021	9,665	-7%
USA	8,549	8,724	12,821	11,113	12,789	10,154	7,527	7,476	+1%
Latin America (excl. Mexico)	4,431	4,217	4,774	4,332	4,783	5,125	3,412	4,254	-20%
Asia	3,992	3,921	4,671	3,709	4,452	4,705	3,512	4,214	-17%
China	3,057	2,926	3,476	2,689	3,000	3,609	2,449	2,846	-14%
Rest of World	4,487	7,916	4,310	6,162	6,041	6,819	3,881	4,285	-9%

* European Union, United Kingdom, Switzerland and Norway.

** USA, Canada and Mexico.

Mercedes-Benz Cars & Vans Market Shares*

(in %)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change in % pts.
Mercedes-Benz Cars									
European Union**	6.4	5.8	7.0	5.6	7.2	7.5	5.8	6.2	-0.4
of which Germany	9.9	9.9	10.5	9.8	12.1	12.5	9.9	10.1	-0.2
USA	1.7	1.9	1.8	1.6	2.1	2.1	1.9	1.8	+0.1
China	3.4	3.1	3.5	3.1	2.8	2.5	4.8	3.5	+1.3
Japan	1.5	1.6	1.5	1.6	2.1	1.9	1.3	1.4	-0.1
Mercedes-Benz Vans									
EU30*** small	2.7	3.3	2.2	3.2	2.0	3.1	1.9	2.6	-0.7
EU30*** midsize/large	16.0	14.2	17.2	12.7	19.0	18.8	16.0	15.1	+0.9
of which Germany	24.5	22.6	27.5	22.5	33.3	30.5	24.5	23.3	+1.2
USA large	6.6	7.2	12.1	9.9	10.1	8.7	7.3	6.7	+0.6

* Based on estimates in certain markets.

** Including United Kingdom until Q4 2019.

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

Daimler Trucks & Buses Overview

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Incoming orders (units)	104,728	152,494	100,627	137,609	117,837	139,744	92,841	109,621	-15%
Unit sales (units)	134,909	131,432	134,339	143,796	130,439	153,405	97,574	121,446	-20%
Unit sales BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	22,902	32,580	18,169	22,971	22,468	23,804	22,945	22,675	+1%
Production (units)	135,894	136,875	134,801	150,416	110,937	141,094	108,751	132,571	-18%
Revenue (millions of EUR)	11,581	n/a	11,483	n/a	11,191	n/a	8,744	10,174	-14%
EBIT (millions of EUR)	834	n/a	838	n/a	447	n/a	247	553	-55%
EBIT adjusted (millions of EUR)	834	n/a	838	n/a	447	n/a	247	553	-55%
Return on sales (%)	7.2%	n/a	7.3%	n/a	4.0%	n/a	2.8%	5.4%	.
Return on sales adjusted (%)	7.2%	n/a	7.3%	n/a	4.0%	n/a	2.8%	5.4%	.
CFBIT (millions of EUR)	1,027	n/a	736	n/a	1,123	n/a	-85	-232	.
CFBIT adjusted (millions of EUR)	1,027	n/a	736	n/a	1,123	n/a	-85	-232	.
Cash conversion rate adjusted*	1.2	n/a	0.9	n/a	2.5	n/a	-0.3	-0.4	.

* Ratio of CFBIT adjusted to EBIT adjusted.

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Daimler Trucks & Buses Reconciliation from EBIT to CFBIT

(in millions of EUR)	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter		
	2019	2019	2019	2020	2019	Change
EBIT of Daimler Trucks & Buses	834	838	447	247	553	-55%
Change in working capital	35	-100	777	-129	-861	.
Net financial investments	58	-181	1	-9	-16	.
Net investments in property, plant and equipment and intangible assets	-321	-297	-478	-186	-238	.
Depreciation and amortization/impairments	320	333	342	333	320	+4%
Other	101	143	34	-341	10	.
CFBIT of Daimler Trucks & Buses	1,027	736	1,123	-85	-232	.
Adjustments	0	0	0	0	0	.
CFBIT of Daimler Trucks & Buses adjusted	1,027	736	1,123	-85	-232	.
Cash conversion rate adjusted*	1.2	0.9	2.5	-0.3	-0.4	.

* Ratio of CFBIT adjusted to EBIT adjusted.

Daimler Trucks Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Wholesales	126,474	123,910	125,382	136,055	120,745	143,524	92,468	115,920	-20%
EU30*	19,836	21,069	19,942	21,865	21,075	25,206	13,197	18,967	-30%
Germany	7,846	7,838	8,616	8,688	8,460	10,301	5,836	6,576	-11%
North America**	54,533	44,347	53,240	52,690	45,549	51,808	35,550	47,825	-26%
USA	45,593	38,031	47,307	44,708	38,914	43,006	31,414	42,376	-26%
Latin America (excl. Mexico)	10,215	7,913	11,569	9,795	12,139	11,077	6,996	8,677	-19%
Brazil	7,301	4,421	8,157	5,951	8,136	7,004	4,996	6,097	-18%
Asia	33,982	40,271	33,550	42,298	33,382	44,493	30,651	34,307	-11%
Japan	10,048	10,386	11,683	10,720	9,533	10,947	11,693	10,975	+7%
Indonesia	9,961	16,429	9,838	17,751	11,472	17,551	7,906	7,808	+1%
India	3,840	5,796	2,672	5,252	2,413	5,293	2,439	5,549	-56%
Rest of World	7,908	10,310	7,081	9,407	8,600	10,940	6,074	6,144	-1%

* European Union, United Kingdom, Switzerland and Norway.

** USA, Canada and Mexico.

Daimler Buses Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Wholesales	8,435	7,522	8,957	7,741	9,694	9,881	5,106	5,526	-8%
EU30*	2,837	2,183	2,474	2,146	3,053	3,588	1,260	919	+37%
Germany	924	693	769	590	1,006	1,197	531	342	+55%
North America**	665	839	797	906	800	1,070	448	382	+17%
Mexico	655	839	790	881	800	1,063	448	382	+17%
Latin America (excl. Mexico)	3,712	3,377	4,629	3,449	4,142	3,746	2,386	3,163	-25%
Brazil	2,673	2,484	3,465	2,278	3,028	2,160	1,915	2,228	-14%
Asia	716	758	695	761	1,143	1,073	403	846	-52%
Rest of World	505	365	362	479	556	404	609	216	+182%

* European Union, United Kingdom, Switzerland and Norway.

** USA, Canada and Mexico.

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Daimler Trucks Incoming Orders*

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
Incoming orders	96,190	143,963	91,974	129,330	109,145	132,346	85,821	101,376	-15%
EU30**	18,493	21,391	12,103	17,665	18,544	29,039	16,256	20,474	-21%
Germany	6,865	8,520	5,179	7,457	7,116	10,466	7,296	8,763	-17%
North America***	28,045	62,719	26,038	50,549	40,616	54,276	32,838	27,009	+22%
USA	23,589	52,388	22,597	49,511	37,089	46,106	27,042	24,246	+12%
Latin America (excl. Mexico)	10,128	7,985	11,961	9,247	10,842	9,702	6,396	8,628	-26%
Brazil	7,301	4,421	8,157	5,951	8,136	7,004	4,996	6,097	-18%
Asia	32,825	40,825	35,426	39,678	32,632	32,471	23,950	38,561	-38%
Japan	11,162	12,307	10,422	10,725	10,770	10,841	11,631	12,189	-5%
Indonesia	8,211	16,132	10,753	11,994	12,045	7,244	3,465	13,070	-73%
India	3,073	2,528	4,201	5,425	1,516	5,000	1,737	5,825	-70%
Rest of World	6,699	11,043	6,446	12,191	6,511	6,858	6,381	6,704	-5%

* Net order intake, adjusted for cancellations.

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

*** USA, Canada and Mexico.

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Daimler Trucks & Buses Market Shares*

(in %)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change in % pts.
Trucks Europe / Latin America									
(Mercedes-Benz)									
EU30** HDT/MDT	19.2	19.8	20.1	21.4	20.8	21.6	17.8	19.6	-1.8
Germany HDT/MDT	32.3	34.5	35.0	37.1	39.0	39.2	35.0	34.5	+0.5
Brazil HDT/MDT	30.2	27.2	29.2	26.1	28.1	29.1	33.2	30.5	+2.7
Trucks North America									
(Freightliner/Western Star)									
North America*** Class 8	37.3	37.7	36.5	39.6	39.4	38.4	41.1	44.6	-3.5
North America*** Class 6-7	31.1	38.9	29.6	36.6	33.7	35.1	38.2	39.7	-1.5
Trucks Asia									
(FUSO)									
Japan Trucks Total	18.7	20.4	18.3	19.6	20.4	18.5	20.2	17.0	+3.2
Indonesia Trucks Total	41.7	45.8	45.4	43.6	44.0	42.4	48.4	45.9	+2.5
(BharatBenz)									
India > 9 t	5.4	6.1	6.7	6.1	5.7	5.7	6.4	5.7	+0.7
Buses									
EU30** heavy	27.6	28.7	31.0	28.9	25.7	28.4	31.4	24.3	+7.1
Germany heavy	53.5	49.9	59.3	53.1	45.3	48.8	47.7	44.5	+3.2
Brazil heavy	55.2	60.1	49.2	54.3	58.0	43.3	58.1	48.9	+9.2

* Based on estimates in certain markets.

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

*** USA, Canada and Mexico.

Daimler Mobility Overview

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2019	2018	2019	2018	2019	2018	2020	2019	Change
New business	18,363	18,341	18,279	16,613	20,411	19,112	16,174	17,324	-7%
Contract volume (end of period)	156,458	146,709	160,416	148,813	162,843	154,072	159,628	157,367	+1%
Revenue*	7,145	6,570	7,086	6,385	7,534	7,059	7,101	6,881	+3%
EBIT	431	66	413	392	87	378	58	1,209	-95%
EBIT adjusted	483	n/a	469	n/a	384	n/a	58	491	-88%
Return on equity (%)	12.5%	2.1%	11.9%	12.5%	2.4%	12.0%	1.6%	35.7%	.
Return on equity adjusted (%)	14.0%	n/a	13.5%	n/a	10.5%	n/a	1.6%	14.5%	.

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