

DAIMLER

Fact Sheet for Q1 2021

April 23, 2021

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Stock Market Information

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Earnings per share (in EUR)									
basic	-1.87	-1.24	1.92	1.61	3.26	-0.10	4.01	0.09	.
diluted	-1.87	-1.24	1.92	1.61	3.26	-0.10	4.01	0.09	.
Average number of shares outstanding (in millions) (adjusted for treasury stocks)									
basic	1,069.8	1,069.7	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%
diluted	1,069.8	1,069.7	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	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	1,069.8	0%
Xetra closing price (at period end, in EUR)									
	36.15	48.93	46.04	45.62	57.79	49.37	76.01	27.52	+176%
Market capitalization Frankfurt (at period end, in billions of EUR)									
	38.67	52.35	49.26	48.81	61.83	52.82	81.32	29.44	+176%

Key Figures and Ratios

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Unit Sales (in units)	541,833	821,666	772,703	839,326	881,550	910,163	728,609	644,316	+13%
Revenue	30,184	42,650	40,281	43,270	46,621	47,127	41,017	37,223	+10%
EBIT	-1,682	-1,558	3,070	2,690	4,598	383	5,748	617	+832%
Net profit (loss), Group	-1,906	-1,242	2,158	1,813	3,589	-11	4,373	168	.
Profit (loss) attributable to shareholders of Daimler AG	-2,001	-1,328	2,049	1,719	3,485	-109	4,290	94	.
Free cash flow industrial business	685	-1,302	5,139	2,819	4,751	1,890	1,810	-2,316	.
R&D expenditure total	2,255	2,357	2,126	2,501	1,879	2,426	2,414	2,354	+3%
Expensed R&D costs	1,544	1,569	1,554	1,764	1,296	1,549	1,831	1,722	+6%
Capitalized development costs	711	788	572	737	583	877	583	632	-8%
Amortization on capitalized development costs	436	455	519	456	511	453	503	454	+11%
Depreciation and amortization*	2,429	1,804	2,077	1,880	2,200	2,148	1,785	1,947	-8%
Capital expenditure total*	2,132	2,753	1,915	2,847	2,915	3,009	1,952	2,139	-9%
Investment in pp&e	1,310	1,722	1,176	1,747	1,904	1,989	1,169	1,312	-11%
Capitalized development costs	711	788	572	737	583	877	583	632	-8%
Financial investments and other intangible assets	111	243	167	363	428	143	200	195	+3%

* Industrial business. Depreciation and amortization including amortization on capitalized development costs and 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		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Mercedes-Benz Cars & Vans									
EBIT	-1,125	-2,784	2,118	1,470	3,669	62	4,078	510	+700%
RoS	-5.9%	-11.0%	8.2%	5.5%	12.0%	0.2%	15.2%	2.2%	.
Daimler Trucks & Buses									
EBIT	-756	834	541	838	493	447	1,041	247	+321%
RoS	-12.2%	7.2%	5.9%	7.3%	4.7%	4.0%	12.0%	2.8%	.
Daimler Mobility									
EBIT	205	431	589	413	584	87	744	58	.
Return on equity (RoE)	5.6%	12.5%	16.2%	11.9%	16.2%	2.4%	20.2%	1.6%	.
Reconciliation									
	-6	-39	-178	-31	-148	-213	-115	-198	.
Daimler Group									
	-1,682	-1,558	3,070	2,690	4,598	383	5,748	617	+832%

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	
	2021	2020	2021	2020	2021	2020	2021	2020
Revenue	34,051	30,122	26,886	23,196	8,665	8,744	-1,500	-1,818
Cost of sales	-26,102	-24,869	-20,452	-19,276	-7,102	-7,325	1,452	1,732
Gross profit	7,949	5,253	6,434	3,920	1,563	1,419	-48	-86
Selling expenses	-2,587	-2,711	-2,049	-2,269	-635	-628	97	186
General administrative expenses	-781	-733	-387	-419	-358	-325	-36	11
Research and non-capitalized development costs	-1,831	-1,722	-1,510	-1,368	-329	-360	8	6
Others	2,254	472	1,590	646	800	141	-136	-315
EBIT	5,004	559	4,078	510	1,041	247	-115	-198

Adjustments Affecting EBIT

(in millions of EUR)		2nd Quarter		3rd Quarter		4th Quarter		1st Quarter	
		2020	2019	2020	2019	2020	2019	2021	2020
Mercedes-Benz Cars & Vans	Legal proceedings and related measures*	53	3,473	2	362	6	1,475	75	93
	Restructuring measures	788	459	297	36	391	226	292	-
	M&A transactions	-	-	-	-	-	-	-604	-
Daimler Trucks & Buses	Restructuring measures	9	-	62	-	82	-	88	-
	M&A transactions	-	-	-	-	-	-	-611	-
Daimler Mobility	Legal proceedings and related measures	-	23	-	11	-	-34	-	-
	Restructuring measures	108	29	12	45	39	331	36	-
	M&A transactions	-	-	-	-	-	-	-89	-
Recon- ciliation	Legal proceedings and related measures	-	21	-	-2	1	-4	-	9
	Restructuring measures	16	-	36	-	34	-	35	-

* In 2019 including Takata.

EBIT Adjusted and RoS/RoE Adjusted

(EBIT in millions of EUR, RoS in %)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Mercedes-Benz Cars & Vans									
EBIT adjusted	-284	1,148	2,417	1,868	4,066	1,763	3,841	603	+537%
RoS adjusted	-1.5%	4.5%	9.4%	7.0%	13.3%	5.7%	14.3%	2.6%	.
Daimler Trucks & Buses									
EBIT adjusted	-747	834	603	838	575	447	518	247	+110%
RoS adjusted	-12.0%	7.2%	6.5%	7.3%	5.5%	4.0%	6.0%	2.8%	.
Daimler Mobility									
EBIT adjusted	313	483	601	469	623	384	691	58	.
RoE adjusted	8.6%	14.0%	16.5%	13.5%	17.3%	10.5%	18.7%	1.6%	.
Reconciliation	10	-18	-142	-33	-113	-217	-80	-189	.
Daimler Group	-708	2,447	3,479	3,142	5,151	2,377	4,970	719	+591%

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Net liquidity at the beginning of the period	9,262	11,346	9,481	6,618	13,079	9,648	17,855	10,997	+62%
Free cash flow	685	-1,302	5,139	2,819	4,751	1,890	1,810	-2,316	.
thereof: working capital*	1,573	-1,072	598	-76	770	1,479	619	-384	.
Other	-466	-3,426	-1,541	211	25	-541	427	581	-27%
thereof: dividends Daimler AG	0	-3,477	-963	0	0	0	-1,444	0	.
Net liquidity at the end of the period	9,481	6,618	13,079	9,648	17,855	10,997	20,092	9,262	+117%

* Inventories, trade receivables and trade payables.

Liquidity

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter			End of		
	2020	2019	2020	2019	2020	2019	2021	2020	Change	Q1 2021	2020	Change
Group liquidity												
Cash and cash equivalents	21,949	12,519	24,498	16,989	23,048	18,883	25,956	16,140	+61%	25,956	23,048	+13%
Marketable securities and term deposits	7,370	8,945	8,063	8,999	6,397	8,655	6,072	7,910	-23%	6,072	6,397	-5%
Gross liquidity	29,319	21,464	32,561	25,988	29,445	27,538	32,028	24,050	+33%	32,028	29,445	+9%
Financing liabilities (nominal)	-155,996	-153,271	-150,743	-158,715	-144,618	-161,201	-146,001	-156,649	.	-146,001	-144,618	.
Net debt	-126,677	-131,807	-118,182	-132,727	-115,173	-133,663	-113,973	-132,599	.	-113,973	-115,173	.
Liquidity of the industrial business												
Cash and cash equivalents	17,967	10,538	21,899	15,144	20,344	16,152	22,774	13,966	+63%	22,774	20,344	+12%
Marketable securities and term deposits	6,469	7,833	7,183	7,876	5,468	7,522	5,090	6,875	-26%	5,090	5,468	-7%
Gross liquidity	24,436	18,371	29,082	23,020	25,812	23,674	27,864	20,841	+34%	27,864	25,812	+8%
Financing liabilities (nominal)	-14,955	-11,753	-16,003	-13,372	-7,957	-12,677	-7,772	-11,579	.	-7,772	-7,957	.
Net liquidity	9,481	6,618	13,079	9,648	17,855	10,997	20,092	9,262	+117%	20,092	17,855	+13%

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

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
CFBIT of Mercedes-Benz Cars & Vans	430	-2,141	4,617	1,825	3,730	1,749	1,968	-1,729	.
CFBIT of Daimler Trucks & Buses	-121	1,027	1,142	736	1,577	1,123	621	-85	.
Income taxes paid/refunded	271	-37	-24	186	-622	-672	-355	-431	.
Interest paid/received	35	-30	-133	-140	103	-24	-100	16	.
Other reconciling items	70	-121	-463	212	-37	-286	-324	-87	.
Free cash flow industrial business	685	-1,302	5,139	2,819	4,751	1,890	1,810	-2,316	.
Adjustments	93	94	206	112	143	1,056	1,022	454	+125%
Free cash flow (IB) adjusted	778	-1,208	5,345	2,931	4,894	2,946	2,832	-1,862	.

* Cash flow before interest and taxes.

Pension and Health-Care Benefits

(in billions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter			End of		
	2020	2019	2020	2019	2020	2019	2021	2020	Change	Q1 2021	2020	Change
Pension benefits												
Benefit obligations	-37.1	-35.6	-38.3	-37.9	-39.9	-36.2	-36.9	-32.6	.	-36.9	-39.9	.
Plan assets	26.8	26.9	26.9	27.4	28.9	27.8	28.6	25.1	+14%	28.6	28.9	-1%
Funded status	-10.3	-8.7	-11.4	-10.5	-11.0	-8.4	-8.3	-7.5	.	-8.3	-11.0	.
Funding ratio	72.2%	75.6%	70.2%	72.3%	72.4%	76.8%	77.5%	77.0%	.	77.5%	72.4%	.
Health-care benefits												
Benefit obligations	-1.2	-1.2	-1.0	-1.3	-1.0	-1.2	-1.0	-1.2	.	-1.0	-1.0	.
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	-1.2	-1.0	-1.3	-1.0	-1.2	-1.0	-1.2	.	-1.0	-1.0	.

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Net Assets of the Automotive Segments

(in millions of EUR)	Mercedes-Benz Cars & Vans		Daimler Trucks & Buses	
	End of		End of	
	Q1 2021	2020	Q1 2021	2020
Intangible assets	14,109	13,991	1,690	1,681
Property, plant and equipment	27,430	26,661	7,715	7,905
Inventories	20,764	19,117	7,307	6,307
Trade receivables	6,932	6,839	2,978	3,090
Other segment assets	26,446	24,752	6,742	5,847
Segment assets	95,681	91,360	26,432	24,830
Trade payables	10,992	8,752	3,514	2,824
Other segment liabilities	50,922	51,416	14,574	14,176
Segment liabilities	61,914	60,168	18,088	17,000
Net assets	33,767	31,192	8,344	7,830

Production Volume

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Mercedes-Benz Cars & Vans	422,082	704,039	687,846	747,080	704,243	646,749	637,113	609,553	+5%
Mercedes-Benz Cars	350,662	588,250	589,226	655,411	600,127	539,918	542,925	517,297	+5%
Mercedes-Benz Vans	71,420	115,789	98,620	91,669	104,116	106,831	94,188	92,256	+2%
Daimler Trucks & Buses	54,295	135,894	100,508	134,801	107,452	110,937	110,869	108,751	+2%
Daimler Trucks	50,887	127,224	95,385	126,384	102,342	102,739	106,892	102,253	+5%
Daimler Buses	3,408	8,670	5,123	8,417	5,110	8,198	3,977	6,498	-39%
Daimler Group	476,377	839,933	788,354	881,881	811,695	757,686	747,982	718,304	+4%

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Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Mercedes-Benz Cars & Vans	480,800	686,757	673,447	704,987	760,895	779,724	627,287	546,742	+15%
Mercedes-Benz Cars	408,924	575,639	566,581	604,655	641,146	649,826	538,869	470,581	+15%
Mercedes-Benz Vans	71,876	111,118	106,866	100,332	119,749	129,898	88,418	76,161	+16%
Daimler Trucks & Buses	61,033	134,909	99,256	134,339	120,655	130,439	101,322	97,574	+4%
Daimler Trucks	57,945	126,474	94,141	125,382	113,795	120,745	97,585	92,468	+6%
Daimler Buses	3,088	8,435	5,115	8,957	6,860	9,694	3,737	5,106	-27%
Daimler Group	541,833	821,666	772,703	839,326	881,550	910,163	728,609	644,316	+13%

Revenue

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Mercedes-Benz Cars & Vans	18,949	25,418	25,818	26,562	30,613	30,854	26,886	23,196	+16%
Daimler Trucks & Buses	6,200	11,581	9,230	11,483	10,497	11,191	8,665	8,744	-1%
Daimler Mobility	6,450	7,145	6,877	7,086	7,271	7,534	6,966	7,101	-2%
Reconciliation	-1,415	-1,494	-1,644	-1,861	-1,760	-2,452	-1,500	-1,818	.
Daimler Group	30,184	42,650	40,281	43,270	46,621	47,127	41,017	37,223	+10%

Mercedes-Benz Cars & Vans Overview

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Unit sales (units)	480,800	686,757	673,447	704,987	760,895	779,724	627,287	546,742	+15%
Retail sales (units)	523,307	700,533	721,608	704,233	735,606	745,470	667,327	547,829	+22%
Production (units)	422,082	704,039	687,846	747,080	704,243	646,749	637,113	609,553	+5%
Revenue (millions of EUR)	18,949	25,418	25,818	26,562	30,613	30,854	26,886	23,196	+16%
EBIT (millions of EUR)	-1,125	-2,784	2,118	1,470	3,669	62	4,078	510	+700%
EBIT adjusted (millions of EUR)	-284	1,148	2,417	1,868	4,066	1,763	3,841	603	+537%
Return on sales (%)	-5.9%	-11.0%	8.2%	5.5%	12.0%	0.2%	15.2%	2.2%	.
Return on sales adjusted (%)	-1.5%	4.5%	9.4%	7.0%	13.3%	5.7%	14.3%	2.6%	.
CFBIT (millions of EUR)	430	-2,141	4,617	1,825	3,730	1,749	1,968	-1,729	.
CFBIT adjusted (millions of EUR)	522	-2,047	4,821	1,937	3,855	2,805	3,129	-1,281	.
Cash conversion rate adjusted*	-1.8	-1.8	2.0	1.0	0.9	1.6	0.8	-2.1	.

* Ratio of CFBIT adjusted to EBIT adjusted.

Mercedes-Benz Cars & Vans Reconciliation from EBIT to CFBIT

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
EBIT of Mercedes-Benz Cars & Vans	-1,125	-2,784	2,118	1,470	3,669	62	4,078	510	+700%
Change in working capital	1,256	-1,050	435	1	32	670	844	-163	.
Net financial investments	170	-89	-58	-50	-295	-37	186	-118	.
Net investments in property, plant and equipment and intangible assets	-1,899	-2,429	-1,603	-2,426	-2,244	-2,664	-1,586	-1,821	.
Depreciation and amortization/impairments	2,090	1,486	1,745	1,552	1,854	1,802	1,498	1,614	-7%
Other	-62	2,725	1,980	1,278	714	1,916	-3,052	-1,751	.
CFBIT of Mercedes-Benz Cars & Vans	430	-2,141	4,617	1,825	3,730	1,749	1,968	-1,729	.
Adjustments	92	94	204	112	125	1,056	1,161	448	+159%
CFBIT of Mercedes-Benz Cars & Vans adjusted	522	-2,047	4,821	1,937	3,855	2,805	3,129	-1,281	.
Cash conversion rate adjusted*	-1.8	-1.8	2.0	1.0	0.9	1.6	0.8	-2.1	.

* Ratio of CFBIT adjusted to EBIT adjusted.

Mercedes-Benz Cars Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Wholesales	408,924	575,639	566,581	604,655	641,146	649,826	538,869	470,581	+15%
Europe	113,369	244,788	229,829	253,213	251,455	258,916	182,108	189,190	-4%
Germany	39,531	82,521	84,168	85,084	97,816	89,375	56,120	61,025	-8%
North America*	49,074	88,640	60,723	89,972	97,257	114,333	82,101	79,757	+3%
USA	42,452	75,497	51,998	75,666	85,849	97,728	72,768	68,525	+6%
Asia	236,448	224,231	261,027	240,335	275,992	253,442	258,310	180,898	+43%
China	196,173	168,313	213,846	173,321	216,506	179,395	208,070	131,566	+58%
of which locally produced vehicles	160,069	136,939	173,701	143,187	167,003	142,073	166,615	110,043	+51%
Rest of World	10,033	17,980	15,002	21,135	16,442	23,135	16,350	20,736	-21%

* USA, Canada and Mexico.

Mercedes-Benz Vans Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Wholesales	71,876	111,118	106,866	100,332	119,749	129,898	88,418	76,161	+16%
EU30*	42,943	78,622	69,314	65,523	79,885	87,354	57,480	53,078	+8%
Germany	18,542	32,670	32,600	28,863	36,740	37,379	20,410	21,632	-6%
North America**	10,888	12,338	18,495	14,057	17,775	18,404	11,149	7,288	+53%
USA	9,581	8,668	16,025	11,602	15,581	16,538	9,470	6,347	+49%
Latin America (excl. Mexico)	2,225	4,902	3,189	4,444	3,875	5,118	3,961	2,741	+45%
Asia	10,576	9,072	8,297	10,113	11,707	10,406	10,097	6,206	+63%
China	9,505	7,134	6,517	8,516	10,292	7,669	8,508	4,165	+104%
Rest of World	5,244	6,184	7,571	6,195	6,507	8,616	5,731	6,848	-16%

* European Union, United Kingdom, Switzerland and Norway.

** USA, Canada and Mexico.

Mercedes-Benz Cars Retail Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Retail sales	461,949	607,126	625,675	617,972	631,714	643,328	590,999	483,241	+22%
Europe	128,721	262,126	245,895	259,584	252,942	272,576	201,959	194,654	+4%
Germany	43,719	89,355	90,484	92,191	104,415	102,561	60,249	66,248	-9%
North America*	68,041	90,702	81,859	90,990	89,194	107,155	88,318	78,509	+12%
USA	59,449	76,493	69,633	76,806	78,069	92,202	78,256	67,740	+16%
Asia	251,196	232,731	279,766	246,368	268,239	238,384	282,581	190,448	+48%
China	208,222	174,199	224,884	184,439	206,356	170,226	223,791	139,915	+60%
of which locally produced vehicles	171,370	141,559	182,739	153,754	161,515	138,368	181,195	115,663	+57%
Rest of World	13,991	21,567	18,155	21,030	21,339	25,213	18,141	19,630	-8%
V-Class/X-Class (included in MBC retail sales)	13,530	19,310	18,198	19,253	18,488	22,163	13,659	15,684	-13%

* USA, Canada and Mexico.

Mercedes-Benz Vans Retail Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Retail sales	61,358	93,407	95,933	86,261	103,892	102,142	76,328	64,588	+18%
EU30*	37,731	68,836	63,935	57,075	70,436	71,663	50,450	44,762	+13%
Germany	14,354	26,568	26,284	21,845	30,141	29,739	16,281	16,409	-1%
North America**	12,197	11,661	17,550	15,431	19,706	15,203	13,628	9,021	+51%
USA	10,760	8,549	15,491	12,821	17,228	12,789	11,659	7,527	+55%
Latin America (excl. Mexico)	2,673	4,431	4,185	4,774	4,113	4,783	3,874	3,412	+14%
Asia	4,715	3,992	5,230	4,671	4,789	4,452	4,273	3,512	+22%
China	4,120	3,057	4,385	3,476	4,153	3,000	3,324	2,449	+36%
Rest of World	4,042	4,487	5,033	4,310	4,848	6,041	4,103	3,881	+6%

* 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		Change in % pts.
	2020	2019	2020	2019	2020	2019	2021	2020	
Mercedes-Benz Cars									
European Union**	5.7	6.4	6.6	7.0	6.7	7.2	5.0	5.8	-0.8
of which Germany	9.6	9.9	11.4	10.5	12.0	12.1	9.4	9.9	-0.5
USA	2.0	1.7	1.8	1.8	1.9	2.1	2.0	1.9	+0.1
China	3.8	3.4	4.1	3.5	3.6	2.8	4.3	4.8	-0.5
South Korea	4.6	5.0	4.3	5.9	5.4	5.4	5.3	4.7	+0.6
Japan	1.4	1.5	1.9	1.5	1.6	2.1	1.2	1.3	-0.1
Mercedes-Benz Vans									
EU30*** small	1.8	2.7	2.7	2.2	2.2	2.0	1.8	1.9	-0.1
EU30*** midsize/large	15.8	16.0	17.5	17.2	18.2	19.1	13.9	16.4	-2.5
of which Germany	23.9	24.5	28.2	27.5	30.1	33.4	23.0	24.6	-1.6
USA large	13.2	6.8	9.9	10.6	11.8	11.0	7.8	7.4	+0.4

* 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		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Incoming orders (units)	59,526	104,728	103,949	100,627	175,376	117,837	151,127	92,841	+63%
Unit sales (units)	61,033	134,909	99,256	134,339	120,655	130,439	101,322	97,574	+4%
Unit sales BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	41,926	22,902	34,679	18,169	26,896	22,468	41,855	22,945	+82%
Production (units)	54,295	135,894	100,508	134,801	107,452	110,937	110,869	108,751	+2%
Revenue (millions of EUR)	6,200	11,581	9,230	11,483	10,497	11,191	8,665	8,744	-1%
EBIT (millions of EUR)	-756	834	541	838	493	447	1,041	247	+321%
EBIT adjusted (millions of EUR)	-747	834	603	838	575	447	518	247	+110%
Return on sales (%)	-12.2%	7.2%	5.9%	7.3%	4.7%	4.0%	12.0%	2.8%	.
Return on sales adjusted (%)	-12.0%	7.2%	6.5%	7.3%	5.5%	4.0%	6.0%	2.8%	.
CFBIT (millions of EUR)	-121	1,027	1,142	736	1,577	1,123	621	-85	.
CFBIT adjusted (millions of EUR)	-121	1,027	1,142	736	1,577	1,123	435	-85	.
Cash conversion rate adjusted*	0.2	1.2	1.9	0.9	2.7	2.5	0.8	-0.3	.

* Ratio of CFBIT adjusted to EBIT adjusted.

Daimler Trucks & Buses Reconciliation from EBIT to CFBIT

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
EBIT of Daimler Trucks & Buses	-756	834	541	838	493	447	1,041	247	+321%
Change in working capital	306	35	184	-100	619	777	-159	-129	.
Net financial investments	-28	58	-35	-181	-5	1	314	-9	.
Net investments in property, plant and equipment and intangible assets	-201	-321	-131	-297	-370	-478	-198	-186	.
Depreciation and amortization/impairments	339	320	332	333	345	342	287	333	-14%
Other	219	101	251	143	495	34	-664	-341	.
CFBIT of Daimler Trucks & Buses	-121	1,027	1,142	736	1,577	1,123	621	-85	.
Adjustments	0	0	0	0	0	0	-186	0	.
CFBIT of Daimler Trucks & Buses adjusted	-121	1,027	1,142	736	1,577	1,123	435	-85	.
Cash conversion rate adjusted*	0.2	1.2	1.9	0.9	2.7	2.5	0.8	-0.3	.

* Ratio of CFBIT adjusted to EBIT adjusted.

Daimler Trucks Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Wholesales	57,945	126,474	94,141	125,382	113,795	120,745	97,585	92,468	+6%
EU30*	9,675	19,836	15,351	19,942	22,413	21,075	15,275	13,197	+16%
Germany	3,999	7,846	6,912	8,616	9,055	8,460	5,411	5,836	-7%
North America**	20,023	54,533	41,755	53,240	42,112	45,549	37,002	35,550	+4%
USA	17,321	45,593	36,500	47,307	36,531	38,914	33,199	31,414	+6%
Latin America (excl. Mexico)	6,208	10,215	7,672	11,569	12,307	12,139	10,521	6,996	+50%
Brazil	4,809	7,301	6,020	8,157	9,451	8,136	7,308	4,996	+46%
Asia	17,739	33,982	21,912	33,550	27,864	33,382	25,981	30,651	-15%
Japan	7,763	10,048	9,379	11,683	10,239	9,533	8,931	11,693	-24%
Indonesia	3,474	9,961	2,796	9,838	5,354	11,472	3,664	7,906	-54%
India	840	3,840	2,817	2,672	3,528	2,413	4,507	2,439	+85%
Rest of World	4,300	7,908	7,451	7,081	9,099	8,600	8,806	6,074	+45%

* 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		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Wholesales	3,088	8,435	5,115	8,957	6,860	9,694	3,737	5,106	-27%
EU30*	1,230	2,837	1,897	2,474	3,146	3,053	657	1,260	-48%
Germany	590	924	724	769	1,121	1,006	271	531	-49%
North America**	240	665	230	797	593	800	413	448	-8%
Mexico	239	655	230	790	593	800	413	448	-8%
Latin America (excl. Mexico)	1,249	3,712	2,106	4,629	1,991	4,142	2,137	2,386	-10%
Brazil	920	2,673	1,558	3,465	1,254	3,028	1,567	1,915	-18%
Asia	133	716	352	695	608	1,143	314	403	-22%
Rest of World	236	505	530	362	522	556	216	609	-65%

* European Union, United Kingdom, Switzerland and Norway.

** USA, Canada and Mexico.

Daimler Trucks Incoming Orders*

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
Incoming orders	56,949	96,190	99,474	91,974	170,724	109,145	146,481	85,821	+71%
EU30**	10,268	18,493	15,828	12,103	23,616	18,544	31,101	16,256	+91%
Germany	4,467	6,865	5,801	5,179	8,670	7,116	9,739	7,296	+33%
North America***	17,194	28,045	41,573	26,038	95,899	40,616	53,984	32,838	+64%
USA	16,464	23,589	34,580	22,597	84,896	37,089	45,803	27,042	+69%
Latin America (excl. Mexico)	5,783	10,128	8,545	11,961	13,126	10,842	11,209	6,396	+75%
Brazil	4,809	7,301	6,020	8,157	9,451	8,136	7,308	4,996	+46%
Asia	18,853	32,825	24,731	35,426	26,435	32,632	36,356	23,950	+52%
Japan	9,422	11,162	8,348	10,422	9,906	10,770	10,081	11,631	-13%
Indonesia	2,084	8,211	6,478	10,753	1,837	12,045	5,659	3,465	+63%
India	2,108	3,073	2,288	4,201	3,738	1,516	6,212	1,737	+258%
Rest of World	4,851	6,699	8,797	6,446	11,648	6,511	13,831	6,381	+117%

* 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		
	2020	2019	2020	2019	2020	2019	2021	2020	Change in % pts.
Trucks Europe / Latin America									
(Mercedes-Benz)									
EU30** HDT/MDT	19.1	19.2	20.7	20.1	19.8	20.8	18.2	17.8	+0.4
Germany HDT/MDT	35.8	32.3	37.5	35.0	36.9	39.0	34.5	35.0	-0.5
Brazil HDT/MDT	28.8	30.2	31.9	29.2	32.5	28.1	34.1	33.2	+0.9
Trucks North America									
(Freightliner/Western Star)									
North America*** Class 8	39.2	37.3	38.7	36.5	40.7	39.4	43.5	41.1	+2.4
North America*** Class 6-7	32.9	31.1	31.9	29.6	30.0	33.7	40.0	38.2	+1.8
Trucks Asia									
(FUSO)									
Japan Trucks Total	20.6	18.7	19.6	18.3	20.9	20.4	16.1	20.2	-4.1
Indonesia Trucks Total	50.7	41.7	51.2	45.4	47.5	44.0	46.9	48.4	-1.5
(BharatBenz)									
India > 9 t	10.7	5.4	14.2	6.7	9.1	5.7	7.0	6.4	+0.6
Buses									
EU30** heavy	23.5	27.6	26.9	31.0	28.1	25.7	24.9	31.4	-6.5
Germany heavy	46.0	53.5	57.7	59.3	45.5	45.3	40.9	47.7	-6.8
Brazil heavy	50.7	55.2	47.5	49.2	38.7	58.0	31.4	58.1	-26.7

* 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		
	2020	2019	2020	2019	2020	2019	2021	2020	Change
New business	13,971	18,363	18,676	18,279	18,965	20,411	16,764	16,174	+4%
Contract volume (end of period)	153,704	156,458	149,816	160,416	150,553	162,843	152,685	159,628	-4%
Revenue	6,450	7,145	6,877	7,086	7,271	7,534	6,966	7,101	-2%
EBIT	205	431	589	413	584	87	744	58	.
EBIT adjusted	313	483	601	469	623	384	691	58	.
Return on equity (%)	5.6%	12.5%	16.2%	11.9%	16.2%	2.4%	20.2%	1.6%	.
Return on equity adjusted (%)	8.6%	14.0%	16.5%	13.5%	17.3%	10.5%	18.7%	1.6%	.