

DAIMLER

Fact Sheet for Q2 and H1 2018

July 26, 2018

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Stock Market Information

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Earnings per share* (in EUR)												
basic	2.01	2.43	2.93	2.01	2.12	2.39	1.61	2.28	-29%	3.74	4.67	-20%
diluted	2.01	2.43	2.93	2.01	2.12	2.39	1.61	2.28	-29%	3.74	4.67	-20%
Average number of shares outstanding (in millions) (adjusted for treasury stocks)												
basic	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%	1,069.8	1,069.8	0%
diluted	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%	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%			
Share price Frankfurt (at period end, in EUR)	67.47	62.71	70.80	70.72	68.97	69.20	55.13	63.37	-13%			
Market capitalization Frankfurt (at period end, in billions of EUR)	72.18	67.09	75.74	75.66	73.79	74.03	58.98	67.80	-13%			

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Key Figures and Ratios

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Unit Sales (in units)	824,130	754,130	873,040	799,031	806,905	754,259	833,005	822,504	+1%	1,639,910	1,576,763	+4%
Revenue*	40,745	38,597	43,613	41,001	39,785	38,582	40,756	41,214	-1%	80,541	79,796	+1%
EBIT*	3,409	4,037	3,421	3,459	3,335	3,771	2,640	3,747	-30%	5,975	7,518	-21%
Net profit (loss), Group*	2,237	2,726	3,216	2,206	2,354	2,652	1,825	2,512	-27%	4,179	5,164	-19%
Profit (loss) attributable to shareholders of Daimler AG*	2,146	2,595	3,131	2,149	2,273	2,557	1,726	2,444	-29%	3,999	5,001	-20%
R&D expenditure total	2,296	1,892	2,150	2,125	2,321	2,133	2,290	2,132	+7%	4,611	4,265	+8%
Expensed R&D costs	1,647	1,298	1,429	1,458	1,712	1,448	1,620	1,414	+15%	3,332	2,862	+16%
Capitalized development costs	649	594	721	667	609	685	670	718	-7%	1,279	1,403	-9%
Amortization on capitalized development costs	330	318	323	318	360	326	378	331	+14%	738	657	+12%
Depreciation and amortization** (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,360	1,404	1,436	1,350	1,444	1,369	1,469	1,356	+8%	2,913	2,725	+7%
Capital expenditure total**	2,548	2,224	3,599	2,897	2,214	2,213	2,388	2,718	-12%	4,602	4,931	-7%
Investment in pp&e	1,450	1,418	2,564	1,993	1,332	1,290	1,539	1,397	+10%	2,871	2,687	+7%
Capitalized development costs	649	594	721	667	609	685	670	718	-7%	1,279	1,403	-9%
Financial investments and other intangible assets	449	212	314	237	273	238	179	603	-70%	452	841	-46%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

** Industrial business.

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Net liquidity												
at the beginning of the period	18,382	17,448	20,832	17,906	16,597	19,737	18,683	21,073	-11%	16,597	19,737	-16%
Free cash flow	2,733	473	-3,766	1,281	1,822	1,945	-18	1,093	.	1,804	3,038	-41%
thereof: working capital*	-111	-1,197	-2,058	-299	297	858	-793	90	.	-496	948	.
Other	-283	-15	-469	550	264	-609	-4,193	-3,784	.	-3,929	-4,393	.
thereof: dividends Daimler AG	0	0	0	0	0	0	-3,905	-3,477	.	-3,905	-3,477	.
Net liquidity												
at the end of the period	20,832	17,906	16,597	19,737	18,683	21,073	14,472	18,382	-21%	14,472	18,382	-21%

* Inventories, trade receivables and trade payables. The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Liquidity

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			End of		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	Q2 2018	2017	Change
Group liquidity												
Cash and cash equivalents	17,401	14,189	12,072	10,981	14,058	12,966	14,334	12,995	+10%	14,334	12,072	+19%
Marketable securities and term deposits	9,501	9,362	10,063	10,748	10,407	8,652	10,348	8,801	+18%	10,348	10,063	+3%
Gross liquidity	26,902	23,551	22,135	21,729	24,465	21,618	24,682	21,796	+13%	24,682	22,135	+12%
Financing liabilities (nominal)	-123,889	-110,880	-127,353	-117,625	-129,671	-117,411	-137,398	-119,426	.	-137,398	-127,353	.
Net debt	-96,987	-87,329	-105,218	-95,896	-105,206	-95,793	-112,716	-97,630	.	-112,716	-105,218	.
Liquidity of the industrial business												
Cash and cash equivalents	15,168	12,577	9,515	8,751	12,263	11,307	12,064	11,030	+9%	12,064	9,515	+27%
Marketable securities and term deposits	8,368	8,149	8,894	9,498	9,133	7,443	9,185	7,635	+20%	9,185	8,894	+3%
Gross liquidity	23,536	20,726	18,409	18,249	21,396	18,750	21,249	18,665	+14%	21,249	18,409	+15%
Financing liabilities (nominal)	-2,704	-2,820	-1,812	1,488	-2,713	2,323	-6,777	-283	.	-6,777	-1,812	.
Net liquidity	20,832	17,906	16,597	19,737	18,683	21,073	14,472	18,382	-21%	14,472	16,597	-13%

Pension and Health-Care Benefits

(in billions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			End of		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	Q2 2018	2017	Change
Pension benefits												
Benefit obligations	-31.7	-33.6	-31.7	-31.2	-31.5	-31.2	-31.7	-31.7	.	-31.7	-31.7	.
Plan assets	23.7	22.7	27.2	23.4	26.6	23.5	26.5	23.6	+12%	26.5	27.2	-3%
Funded status	-8.0	-10.9	-4.5	-7.8	-4.9	-7.7	-5.2	-8.1	.	-5.2	-4.5	.
Funding ratio	74.8%	67.6%	85.8%	75.0%	84.4%	75.3%	83.6%	74.4%	+12%	83.6%	85.8%	.
Health-care benefits												
Benefit obligations	-1.1	-1.2	-1.2	-1.2	-1.1	-1.2	-1.2	-1.1	.	-1.2	-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	0.1	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0%	0.1	0.1	0%
Funded status	-1.0	-1.2	-1.1	-1.1	-1.0	-1.1	-1.1	-1.0	.	-1.1	-1.1	.

Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Mercedes-Benz Cars	597,253	565,564	613,026	589,119	594,299	568,070	590,690	595,178	-1%	1,184,989	1,163,248	+2%
Daimler Trucks	126,558	97,143	133,711	104,019	113,846	94,007	123,910	116,429	+6%	237,756	210,436	+13%
Mercedes-Benz Vans	93,106	85,238	117,748	97,628	93,016	86,778	110,883	103,393	+7%	203,899	190,171	+7%
Daimler Buses	7,213	6,185	8,555	8,265	5,744	5,404	7,522	7,504	+0%	13,266	12,908	+3%
Daimler Group	824,130	754,130	873,040	799,031	806,905	754,259	833,005	822,504	+1%	1,639,910	1,576,763	+4%

Production Volume

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Mercedes-Benz Cars	639,058	596,443	587,020	545,839	608,071	584,942	601,343	600,358	+0%	1,209,414	1,185,300	+2%
Daimler Trucks	129,845	98,741	122,159	90,114	120,770	104,799	128,255	119,522	+7%	249,025	224,321	+11%
Mercedes-Benz Vans	84,821	84,123	115,308	91,022	109,996	104,116	127,444	100,884	+26%	237,440	205,000	+16%
Daimler Buses	7,089	6,952	6,873	7,052	6,924	6,583	8,620	7,973	+8%	15,544	14,556	+7%
Daimler Group	860,813	786,259	831,360	734,027	845,761	800,440	865,662	828,737	+4%	1,711,423	1,629,177	+5%

Revenue*

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Mercedes-Benz Cars	23,355	23,251	24,905	23,931	22,998	22,521	22,575	23,570	-4%	45,573	46,091	-1%
Daimler Trucks	9,210	7,851	9,564	8,466	8,619	7,951	9,185	9,030	+2%	17,804	16,981	+5%
Mercedes-Benz Vans	3,090	3,120	3,769	3,459	3,098	2,977	3,511	3,325	+6%	6,609	6,302	+5%
Daimler Buses	1,036	937	1,348	1,287	850	923	1,075	1,217	-12%	1,925	2,140	-10%
Daimler Financial Services	5,836	5,133	6,099	5,651	6,020	5,911	6,307	5,930	+6%	12,327	11,841	+4%
Reconciliation	-1,782	-1,695	-2,072	-1,793	-1,800	-1,701	-1,897	-1,858	.	-3,697	-3,559	.
Daimler Group	40,745	38,597	43,613	41,001	39,785	38,582	40,756	41,214	-1%	80,541	79,796	+1%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

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

(EBIT in millions of EUR, RoS in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Mercedes-Benz Cars												
EBIT	2,105	2,746	2,375	2,561	2,060	1,998	1,901	2,365	-20%	3,961	4,363	-9%
RoS	9.0%	11.8%	9.5%	10.7%	9.0%	8.9%	8.4%	10.0%	.	8.7%	9.5%	.
Daimler Trucks												
EBIT	614	464	559	347	647	662	546	548	-0%	1,193	1,210	-1%
RoS	6.7%	5.9%	5.8%	4.1%	7.5%	8.3%	5.9%	6.1%	.	6.7%	7.1%	.
Mercedes-Benz Vans												
EBIT	214	312	247	156	172	337	152	349	-56%	324	686	-53%
RoS	6.9%	10.0%	6.6%	4.5%	5.6%	11.3%	4.3%	10.5%	.	4.9%	10.9%	.
Daimler Buses												
EBIT	32	45	99	77	37	72	66	78	-15%	103	150	-31%
RoS	3.1%	4.8%	7.3%	6.0%	4.4%	7.8%	6.1%	6.4%	.	5.4%	7.0%	.
Daimler Financial Services												
EBIT	508	438	416	390	548	524	66	522	-87%	614	1,046	-41%
Return on equity (RoE)	18.5%	17.7%	14.2%	15.2%	17.9%	19.3%	2.1%	18.8%	.	9.9%	19.1%	.
Reconciliation												
	-64	32	-275	-72	-129	178	-91	-115	.	-220	63	.
Daimler Group												
	3,409	4,037	3,421	3,459	3,335	3,771	2,640	3,747	-30%	5,975	7,518	-21%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Disclosed Items Affecting EBIT

(in millions of EUR)		3rd Quarter		4th Quarter		1st Quarter		2nd Quarter		January - June	
		2017	2016	2017	2016	2018	2017	2018	2017	2018	2017
Mercedes-Benz Cars	Restructuring of own dealer network	-	41	-	-53	-	-	-	-	-	-
	Expenses in connection with Takata airbags	-	-	-	-20	-	-	-	-	-	-
	Profit/loss in connection with remeasurement of inventories	-	46	-	-	-	-	-	-	-	-
	Remeasurement of the investment in THERE Holding B.V. now using the equity method	-	-	-	-	-	183	-	-	-	183
	Expenses for voluntary service activities and a specific vehicle recall	-453	-	28	-	-	-	-	-	-	-
Daimler Trucks	Workforce adjustments	-	-49	-	-8	-	-	-	-	-	-
	Restructuring of own dealer network	-	3	-	-10	-	-	-	-	-	-
	Sale of real estate at the Kawasaki site in Japan	-	-	-	-	-	267	-	-	-	267
	Expenses related to fixed cost optimization	-70	-	-78	-	*	-	-	-24	-	-24
Mercedes-Benz Vans	Restructuring of own dealer network	-	-	-	-8	-	-	-	-	-	-
	Expenses in connection with Takata airbags	-	-7	-	-13	-	-	-	-	-	-
	Workforce adjustments in Germany	-	-	-	-8	-	-	-	-	-	-
Daimler Buses	Restructuring of own dealer network	-	1	-	-	-	-	-	-	-	-
	Workforce adjustments	-	-8	-	-1	-	-	-	-	-	-
DFS	Settlement of the Toll Collect arbitration proceedings	-	-	-	-	-	-	-418	-	-418	-
Reconciliation	Impairment reversal of investment in BAIC Motor	-	-	-	-	-	240	-	-	-	240

* not significant

Mercedes-Benz Cars Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Unit sales (units)	597,253	565,564	613,026	589,119	594,299	568,070	590,690	595,178	-1%	1,184,989	1,163,248	+2%
Retail sales (units)	603,766	563,487	606,503	584,798	625,030	594,781	629,462	619,367	+2%	1,254,492	1,214,148	+3%
Production (units)	639,058	596,443	587,020	545,839	608,071	584,942	601,343	600,358	+0%	1,209,414	1,185,300	+2%
Revenue* (millions of EUR)	23,355	23,251	24,905	23,931	22,998	22,521	22,575	23,570	-4%	45,573	46,091	-1%
EBIT* (millions of EUR)	2,105	2,746	2,375	2,561	2,060	1,998	1,901	2,365	-20%	3,961	4,363	-9%
Return on sales* (%)	9.0%	11.8%	9.5%	10.7%	9.0%	8.9%	8.4%	10.0%	.	8.7%	9.5%	.
V-Class/X-Class retail sales (included in MBC retail sales)	14,437	12,177	17,648	12,238	16,940	12,567	21,964	15,963	+38%	38,904	28,530	+36%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Mercedes-Benz Cars Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Mercedes-Benz Cars	597,253	565,564	613,026	589,119	594,299	568,070	590,690	595,178	-1%	1,184,989	1,163,248	+2%
Europe	252,839	244,553	249,112	256,247	244,178	241,403	250,180	270,433	-7%	494,358	511,836	-3%
of which Germany	82,805	79,064	77,627	80,873	78,547	74,072	81,931	85,369	-4%	160,478	159,441	+1%
NAFTA	98,149	105,123	116,903	110,219	85,748	93,184	96,004	94,554	+2%	181,752	187,738	-3%
of which USA	82,175	89,878	99,722	93,449	70,490	78,425	78,042	77,605	+1%	148,532	156,030	-5%
Asia	219,287	190,566	223,793	196,332	241,836	210,730	223,300	204,709	+9%	465,136	415,439	+12%
of which China	153,269	126,601	160,833	135,487	178,817	154,563	166,915	150,146	+11%	345,732	304,709	+13%
of which locally produced vehicles	104,246	83,376	107,503	90,295	127,005	109,438	125,045	101,371	+23%	252,050	210,809	+20%
Rest of World	26,978	25,322	23,218	26,321	22,537	22,753	21,206	25,482	-17%	43,743	48,235	-9%

Mercedes-Benz Cars Retail Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Mercedes-Benz Cars	603,766	563,487	606,503	584,798	625,030	594,781	629,462	619,367	+2%	1,254,492	1,214,148	+3%
Europe	261,192	247,262	258,322	256,665	262,342	258,524	266,847	277,951	-4%	529,189	536,475	-1%
of which Germany	87,183	83,493	83,932	86,082	83,453	77,837	88,170	90,605	-3%	171,623	168,442	+2%
NAFTA	96,890	103,093	111,869	108,161	94,056	95,523	98,628	100,557	-2%	192,684	196,080	-2%
of which USA	80,943	87,866	95,456	93,204	78,874	80,155	80,661	83,733	-4%	159,535	163,888	-3%
Asia	219,395	188,877	212,552	194,211	245,177	216,943	239,240	215,185	+11%	484,417	432,128	+12%
of which China	157,682	130,409	152,394	134,383	176,310	151,878	176,570	154,792	+14%	352,880	306,670	+15%
of which locally produced vehicles	109,071	85,523	104,189	85,328	122,887	105,180	128,089	107,783	+19%	250,976	212,963	+18%
Rest of World	26,289	24,255	23,760	25,761	23,455	23,791	24,747	25,674	-4%	48,202	49,465	-3%
V-Class/X-Class (included in MBC retail sales)	14,437	12,177	17,648	12,238	16,940	12,567	21,964	15,963	+38%	38,904	28,530	+36%

Mercedes-Benz Cars Market Shares*

(in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change in % pts.	2018	2017	Change in % pts.
European Union	6.7	6.6	6.3	6.5	5.9	5.9	5.8	6.3	-0.5	5.9	6.1	-0.2
of which Germany	11.3	10.5	10.3	11.3	10.0	10.1	9.9	10.6	-0.7	10.0	10.3	-0.3
USA	1.8	2.0	2.2	2.1	1.9	2.0	1.9	1.9	0.0	1.9	1.9	0.0
China	2.8	2.5	1.9	1.8	2.9	2.7	3.1	2.9	+0.2	3.0	2.8	+0.2
Japan	1.8	1.9	1.9	1.8	1.4	1.4	1.6	1.6	0.0	1.5	1.5	0.0

* Based on estimates in certain markets.

Daimler Trucks Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Incoming orders (units)	116,691	83,944	145,811	109,951	183,761	123,728	143,963	114,360	+26%	327,724	238,088	+38%
Unit sales (units)	126,558	97,143	133,711	104,019	113,846	94,007	123,910	116,429	+6%	237,756	210,436	+13%
Retail sales (units)	116,280	102,999	138,499	114,881	112,222	98,058	123,260	112,481	+10%	235,482	210,539	+12%
Production (units)	129,845	98,741	122,159	90,114	120,770	104,799	128,255	119,522	+7%	249,025	224,321	+11%
Revenue* (millions of EUR)	9,210	7,851	9,564	8,466	8,619	7,951	9,185	9,030	+2%	17,804	16,981	+5%
EBIT* (millions of EUR)	614	464	559	347	647	662	546	548	-0%	1,193	1,210	-1%
Return on sales* (%)	6.7%	5.9%	5.8%	4.1%	7.5%	8.3%	5.9%	6.1%	.	6.7%	7.1%	.

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Daimler Trucks Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Daimler Trucks	126,558	97,143	133,711	104,019	113,846	94,007	123,910	116,429	+6%	237,756	210,436	+13%
EU30*	20,874	21,307	23,611	22,616	17,250	17,394	21,069	20,431	+3%	38,319	37,825	+1%
of which Germany	8,104	8,306	9,095	9,334	6,112	6,458	7,838	8,069	-3%	13,950	14,527	-4%
NAFTA	45,290	31,433	44,523	33,197	40,822	32,906	44,347	42,293	+5%	85,169	75,199	+13%
of which USA	38,616	25,221	36,827	26,225	34,813	28,906	38,031	35,861	+6%	72,844	64,767	+12%
Latin America (excl. Mexico)	7,978	7,656	9,213	7,091	9,370	6,324	7,913	7,028	+13%	17,283	13,352	+29%
of which Brazil	3,662	3,453	4,378	2,814	4,027	2,427	4,421	2,920	+51%	8,448	5,347	+58%
Asia	39,977	28,070	42,974	31,575	37,675	30,000	40,271	35,682	+13%	77,946	65,682	+19%
of which Japan	11,862	11,749	11,182	11,267	11,974	11,608	10,386	10,195	+2%	22,360	21,803	+3%
Indonesia	11,936	6,690	13,727	8,227	12,497	7,232	16,429	9,823	+67%	28,926	17,055	+70%
India	4,855	2,438	4,572	2,700	6,191	3,736	5,796	3,554	+63%	11,987	7,290	+64%
Rest of World	12,439	8,677	13,390	9,540	8,729	7,383	10,310	10,995	-6%	19,039	18,378	+4%
BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	30,031	16,913	27,298	22,529	24,009	26,433	32,580	28,623	+14%	56,589	55,056	+3%
Daimler Trucks including BFDA	156,589	114,056	161,009	126,548	137,855	120,440	156,490	145,052	+8%	294,345	265,492	+11%

* European Union, Switzerland and Norway.

Daimler Trucks Retail Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Daimler Trucks	116,280	102,999	138,499	114,881	112,222	98,058	123,260	112,481	+10%	235,482	210,539	+12%
EU30*	19,307	19,348	24,000	24,292	18,624	16,601	20,815	20,979	-1%	39,439	37,580	+5%
of which Germany	8,104	8,306	9,095	9,334	6,112	6,458	7,838	8,069	-3%	13,950	14,527	-4%
NAFTA	41,147	36,846	47,603	36,316	39,387	31,823	44,332	39,965	+11%	83,719	71,788	+17%
of which USA	35,464	30,392	39,378	28,898	34,547	27,790	37,321	33,393	+12%	71,868	61,183	+17%
Latin America (excl. Mexico)	7,769	7,534	8,966	7,384	8,749	6,399	8,236	6,992	+18%	16,985	13,391	+27%
of which Brazil	3,507	3,229	4,068	3,320	3,542	2,508	4,567	2,954	+55%	8,109	5,462	+48%
Asia	36,492	30,726	43,367	36,839	38,056	35,965	39,732	33,550	+18%	77,788	69,515	+12%
of which Japan	12,015	11,760	11,299	11,018	11,962	11,843	10,265	10,076	+2%	22,227	21,919	+1%
Indonesia	10,008	6,460	13,958	11,285	12,317	9,733	14,797	9,795	+51%	27,114	19,528	+39%
India	4,559	2,653	4,825	2,302	5,759	4,486	5,534	3,256	+70%	11,293	7,742	+46%
Rest of World	11,565	8,545	14,563	10,050	7,406	7,270	10,145	10,995	-8%	17,551	18,265	-4%

* European Union, Switzerland and Norway.

Daimler Trucks Incoming Orders

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Daimler Trucks	116,691	83,944	145,811	109,951	183,761	123,728	143,963	114,360	+26%	327,724	238,088	+38%
EU30*	18,968	17,067	22,887	21,988	23,733	21,310	21,391	19,738	+8%	45,124	41,048	+10%
of which Germany	6,578	6,678	8,202	7,815	10,009	8,748	8,520	7,496	+14%	18,529	16,244	+14%
NAFTA	35,106	23,840	62,889	40,361	88,646	45,967	62,719	35,989	+74%	151,365	81,956	+85%
of which USA	27,194	21,444	56,151	34,558	72,236	37,792	52,388	31,075	+69%	124,624	68,867	+81%
Latin America (excl. Mexico)	8,128	7,103	8,398	6,418	7,990	5,419	7,985	6,576	+21%	15,975	11,995	+33%
of which Brazil	3,662	3,453	4,378	2,814	4,027	2,427	4,421	2,920	+51%	8,448	5,347	+58%
Asia	42,858	28,739	39,736	31,336	50,524	40,233	40,825	39,000	+5%	91,349	79,233	+15%
of which Japan	11,579	12,059	11,978	10,817	12,379	12,500	12,307	12,284	+0%	24,686	24,784	-0%
Indonesia	14,365	6,080	15,572	7,999	18,544	11,855	16,132	10,290	+57%	34,676	22,145	+57%
India	5,069	2,463	3,840	2,529	9,623	4,336	2,528	4,953	-49%	12,151	9,289	+31%
Rest of World	11,631	7,195	11,901	9,848	12,868	10,799	11,043	13,057	-15%	23,911	23,856	+0%

* European Union, Switzerland and Norway.

Daimler Trucks Market Shares*

(in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change in % pts.	2018	2017	Change in % pts.
Trucks Europe / Latin America												
(Mercedes-Benz)												
EU30** HDT/MDT	22.1	21.2	21.2	21.3	18.3	18.8	19.8	20.9	-1.1	19.3	20.2	-0.9
Germany HDT/MDT	38.0	37.9	36.7	37.4	33.2	34.7	34.5	35.6	-1.1	34.0	35.3	-1.3
Brazil HDT/MDT	28.3	26.8	25.7	32.0	29.4	30.6	27.2	28.7	-1.5	27.9	29.4	-1.5
Trucks NAFTA												
(Freightliner/Western Star)												
NAFTA Class 8	38.6	39.0	40.5	35.8	40.1	41.1	37.7	40.4	-2.7	38.6	40.6	-2.0
NAFTA Class 6-7	36.1	39.7	40.9	35.7	44.0	40.5	38.9	39.9	-1.0	40.8	40.1	+0.7
Trucks Asia												
(FUSO)												
Japan Trucks Total	19.4	21.2	21.3	19.7	18.7	17.6	20.4	18.8	+1.6	19.8	18.4	+1.4
(BharatBenz)												
India HDT/upper MDT	10.8	7.1	9.3	6.4	8.7	7.2	6.6	8.7	-2.1	7.3	8.1	-0.8

* Based on estimates in certain markets.

** European Union including Switzerland and Norway.

Mercedes-Benz Vans Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Unit sales (units)	93,106	85,238	117,748	97,628	93,016	86,778	110,883	103,393	+7%	203,899	190,171	+7%
Retail sales (units)	82,322	74,625	96,756	85,654	74,194	72,144	84,606	87,447	-3%	158,800	159,591	-0%
Production (units)	84,821	84,123	115,308	91,022	109,996	104,116	127,444	100,884	+26%	237,440	205,000	+16%
Revenue* (millions of EUR)	3,090	3,120	3,769	3,459	3,098	2,977	3,511	3,325	+6%	6,609	6,302	+5%
EBIT* (millions of EUR)	214	312	247	156	172	337	152	349	-56%	324	686	-53%
Return on sales* (%)	6.9%	10.0%	6.6%	4.5%	5.6%	11.3%	4.3%	10.5%	.	4.9%	10.9%	.
V-Class/X-Class retail sales (excluded from MB Vans retail sales)	14,437	12,177	17,648	12,238	16,940	12,567	21,964	15,963	+38%	38,904	28,530	+36%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Mercedes-Benz Vans Unit Sales

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Wholesales (in units)	93,106	85,238	117,748	97,628	93,016	86,778	110,883	103,393	+7%	203,899	190,171	+7%
EU30*	58,966	57,761	83,435	68,625	60,418	60,539	71,318	70,357	+1%	131,736	130,896	+1%
of which Germany	23,687	23,327	33,688	26,760	22,343	20,965	28,083	27,441	+2%	50,426	48,406	+4%
NAFTA	12,630	10,570	11,699	10,900	11,272	8,531	13,180	11,955	+10%	24,452	20,486	+19%
of which USA	9,555	8,171	9,358	8,673	8,750	6,251	9,872	8,994	+10%	18,622	15,245	+22%
Latin America (excl. Mexico)	4,134	3,390	4,410	3,582	3,821	3,860	3,990	3,974	+0%	7,811	7,834	-0%
Asia	9,106	6,607	8,892	6,360	9,253	6,787	10,816	8,856	+22%	20,069	15,643	+28%
of which China	6,758	4,124	6,327	3,794	6,540	4,404	7,471	6,312	+18%	14,011	10,716	+31%
Rest of World	8,270	6,910	9,312	8,161	8,252	7,061	11,579	8,251	+40%	19,831	15,312	+30%

* European Union, Switzerland and Norway.

Mercedes-Benz Vans Retail Sales and Market Shares

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Retail sales (in units)	82,322	74,625	96,756	85,654	74,194	72,144	84,606	87,447	-3%	158,800	159,591	-0%
EU30*	53,821	50,642	68,021	59,663	49,127	49,204	56,845	60,512	-6%	105,972	109,716	-3%
of which Germany	18,792	18,853	27,327	22,315	17,225	16,769	21,891	21,946	-0%	39,116	38,715	+1%
NAFTA	12,396	11,959	12,051	11,147	10,391	9,720	11,707	11,114	+5%	22,098	20,834	+6%
of which USA	9,427	9,394	9,767	9,148	8,186	7,433	8,724	8,367	+4%	16,910	15,800	+7%
Latin America (excl. Mexico)	4,152	3,249	4,151	3,675	3,744	3,970	4,217	3,893	+8%	7,961	7,863	+1%
Asia	4,332	2,558	4,056	3,020	3,888	3,312	3,921	3,859	+2%	7,809	7,171	+9%
of which China	2,991	1,512	3,029	1,989	2,708	2,120	2,926	2,762	+6%	5,634	4,882	+15%
Rest of World	7,621	6,217	8,477	8,149	7,044	5,938	7,916	8,069	-2%	14,960	14,007	+7%
V-Class/X-Class (excluded from MB Vans retail sales)	14,437	12,177	17,648	12,238	16,940	12,567	21,964	15,963	+38%	38,904	28,530	+36%
Market shares** (in percent)												
EU30* small	3.2	3.2	3.3	3.2	2.8	2.9	3.3	2.9	+0.4 pts.	3.1	2.9	+0.2 pts.
EU30* midsize/large	16.8	16.7	17.8	17.3	15.2	15.7	14.3	16.4	-2.1 pts.	14.7	16.1	-1.4 pts.
Germany midsize/large	26.2	26.2	30.9	29.1	25.7	27.1	22.8	25.4	-2.6 pts.	24.0	26.1	-2.1 pts.
USA large	8.4	9.0	8.2	7.7	7.7	7.3	6.8	6.3	+0.5 pts.	7.2	6.8	+0.4 pts.

* European Union, Switzerland and Norway.

** Based on estimates in certain markets.

Daimler Buses Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Unit sales* (units)	7,213	6,185	8,555	8,265	5,744	5,404	7,522	7,504	+0%	13,266	12,908	+3%
Production (units)	7,089	6,952	6,873	7,052	6,924	6,583	8,620	7,973	+8%	15,544	14,556	+7%
Revenue** (millions of EUR)	1,036	937	1,348	1,287	850	923	1,075	1,217	-12%	1,925	2,140	-10%
EBIT** (millions of EUR)	32	45	99	77	37	72	66	78	-15%	103	150	-31%
Return on sales** (%)	3.1%	4.8%	7.3%	6.0%	4.4%	7.8%	6.1%	6.4%	.	5.4%	7.0%	.

* Due to the sales structure, retail sales correspond with wholesales.

** The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Daimler Buses Unit Sales and Market Shares

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Wholesales* (in units)	7,213	6,185	8,555	8,265	5,744	5,404	7,522	7,504	+0%	13,266	12,908	+3%
EU30**	1,864	1,842	3,229	3,185	1,367	1,392	2,183	2,202	-1%	3,550	3,594	-1%
of which Germany	568	569	1,169	1,286	422	509	693	811	-15%	1,115	1,320	-16%
NAFTA	852	1,195	836	1,461	458	757	839	1,041	-19%	1,297	1,798	-28%
of which Mexico	846	1,166	836	1,458	453	738	839	1,020	-18%	1,292	1,758	-27%
Latin America (excl. Mexico)	3,643	2,237	3,251	2,456	3,109	2,398	3,377	3,448	-2%	6,486	5,846	+11%
of which Brazil	2,084	1,012	1,610	669	1,856	1,399	2,484	2,108	+18%	4,340	3,507	+24%
Asia	597	470	797	585	580	515	758	439	+73%	1,338	954	+40%
Rest of World	257	441	442	578	230	342	365	374	-2%	595	716	-17%
Market shares*** (in percent)												
EU30** heavy	25.1	28.5	28.3	27.4	29.2	30.5	29.9	32.2	-2.3 pts.	29.5	31.3	-1.8 pts.
Germany heavy	45.4	45.0	47.7	47.5	45.4	57.4	51.1	55.1	-4.0 pts.	48.4	56.2	-7.8 pts.
Brazil heavy	56.4	62.0	54.7	55.5	60.8	42.2	57.1	51.3	+5.8 pts.	58.9	48.1	+10.8 pts.

* Due to the sales structure, retail sales correspond with wholesales.

** European Union, Switzerland and Norway.

*** Based on estimates in certain markets.

Daimler Financial Services Overview

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
New business	17,437	15,658	18,547	17,030	17,861	16,812	18,341	17,925	+2%	36,202	34,737	+4%
Contract volume (end of period)	135,771	122,118	139,907	132,565	141,678	135,036	146,709	134,156	+9%	146,709	134,156	+9%
Revenue *	5,836	5,133	6,099	5,651	6,020	5,911	6,307	5,930	+6%	12,327	11,841	+4%
EBIT *	508	438	416	390	548	524	66	522	-87%	614	1,046	-41%
Return on equity (%)	18.5%	17.7%	14.2%	15.2%	17.9%	19.3%	2.1%	18.8%	.	9.9%	19.1%	.

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Daimler Mobility Services Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2017	2016	2017	2016	2018	2017	2018	2017	Change	2018	2017	Change
Interactions (in millions)	31.7	11.9	36.5	16.8	37.5	21.3	42.4	26.4	+61%	79.9	47.7	+68%
car2go	6.0	5.5	6.4	6.2	6.3	6.2	6.1	6.3	-3%	12.4	12.5	-1%
moovel	6.0	4.1	5.9	4.4	6.2	5.1	6.7	5.4	+24%	12.9	10.5	+23%
Ride-Hailing Group*	19.7	2.3	24.2	6.2	25.0	10.0	29.6	14.7	+101%	54.6	24.7	+121%
Cities (end of period)												
car2go	26	29	26	29	26	26	24	26	-8%	24	26	-8%
moovel	14	9	16	11	17	12	17	14	+21%	17	14	+21%
Ride-Hailing Group*	>70	>50	>70	>50	>70	>50	>80	>65	+23%	>80	>65	+23%
Customers (end of period, in millions)	15.9	7.4	17.8	10.5	21.4	11.5	23.5	14.5	+62%	23.5	14.5	+62%
car2go	2.8	2.1	3.0	2.3	3.1	2.4	3.2	2.6	+23%	3.2	2.6	+23%
moovel	3.4	1.9	3.7	2.2	4.4	2.6	5.0	2.9	+72%	5.0	2.9	+72%
Ride-Hailing Group*	9.7	3.4	11.1	6.0	13.9	6.5	15.3	9.0	+70%	15.3	9.0	+70%

* Includes mytaxi, Beat since 02/17, Clever Taxi since 06/17 and Chauffeur Privé since 03/18.