

DAIMLER

Fact Sheet for Q2 and H1 2019

July 24, 2019

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Stock Market Information

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Earnings per share* (in EUR)												
basic	1.58	2.01	1.46	2.93	1.96	2.12	-1.24	1.61	.	0.72	3.74	-81%
diluted	1.58	2.01	1.46	2.93	1.96	2.12	-1.24	1.61	.	0.72	3.74	-81%
Average number of shares outstanding (in millions) (adjusted for treasury stocks)												
basic	1,069.8	1,069.8	1,069.8	1,069.8	1,069.7	1,069.8	1,069.7	1,069.8	-0%	1,069.7	1,069.8	-0%
diluted	1,069.8	1,069.8	1,069.8	1,069.8	1,069.7	1,069.8	1,069.7	1,069.8	-0%	1,069.7	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	1,069.0	1,069.8	1,069.8	1,069.8	0%			
Share price Frankfurt (at period end, in EUR)	54.35	67.47	45.91	70.80	52.25	68.97	48.93	55.13	-11%			
Market capitalization Frankfurt (at period end, in billions of EUR)	58.15	72.18	49.12	75.74	55.86	73.79	52.35	58.98	-11%			

* 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		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Unit Sales (in units)	794,749	824,130	917,756	873,040	773,796	806,905	821,666	833,005	-1%	1,595,462	1,639,910	-3%
Revenue*	40,211	40,745	46,610	43,613	39,698	39,785	42,650	40,756	+5%	82,348	80,541	+2%
EBIT*	2,488	3,409	2,669	3,421	2,802	3,335	-1,555	2,640	.	1,247	5,975	-79%
Net profit (loss), Group*	1,761	2,237	1,642	3,216	2,149	2,354	-1,242	1,825	.	907	4,179	-78%
Profit (loss) attributable to shareholders of Daimler AG*	1,689	2,146	1,561	3,131	2,095	2,273	-1,328	1,726	.	767	3,999	-81%
R&D expenditure total	2,373	2,296	2,123	2,150	2,378	2,321	2,357	2,290	+3%	4,735	4,611	+3%
Expensed R&D costs	1,775	1,647	1,474	1,429	1,704	1,712	1,569	1,620	-3%	3,273	3,332	-2%
Capitalized development costs	598	649	649	721	674	609	788	670	+18%	1,462	1,279	+14%
Amortization on capitalized development costs	370	330	430	323	429	360	455	378	+20%	884	738	+20%
Depreciation and amortization** (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,574	1,360	1,690	1,436	1,765	1,444	1,804	1,469	+23%	3,569	2,913	+23%
Capital expenditure total**	2,884	2,548	3,401	3,599	2,634	2,214	2,753	2,388	+15%	5,387	4,602	+17%
Investment in pp&e	2,043	1,450	2,556	2,564	1,654	1,332	1,722	1,539	+12%	3,376	2,871	+18%
Capitalized development costs	598	649	649	721	674	609	788	670	+18%	1,462	1,279	+14%
Financial investments and other intangible assets	243	449	196	314	306	273	243	179	+36%	549	452	+21%

* 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		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Net liquidity												
at the beginning of the period	14,472	18,382	13,499	20,832	13,054*	16,597	11,346	18,683	-39%	13,054*	16,597	-21%
Free cash flow	-1,864	2,733	2,958	-3,766	-2,039	1,822	-1,302	-18	.	-3,341	1,804	.
thereof: working capital**	-2,611	-111	313	-2,058	-2,391	297	-1,072	-793	.	-3,463	-496	.
Other	891	-283	-169	-469	331	264	-3,426	-4,193	.	-3,095	-3,929	.
thereof: dividends Daimler AG	0	0	0	0	0	0	-3,477	-3,905	.	-3,477	-3,905	.
Net liquidity												
at the end of the period	13,499	20,832	16,288	16,597	11,346	18,683	6,618	14,472	-54%	6,618	14,472	-54%

* Reflecting effects from initial application of IFRS 16.

** 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		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	Q2 2019	2018	Change
Group liquidity												
Cash and cash equivalents	15,014	17,401	15,853	12,072	16,598	14,058	12,519	14,334	-13%	12,519	15,853	-21%
Marketable securities and term deposits	9,865	9,501	9,577	10,063	10,114	10,407	8,945	10,348	-14%	8,945	9,577	-7%
Gross liquidity	24,879	26,902	25,430	22,135	26,712	24,465	21,464	24,682	-13%	21,464	25,430	-16%
Financing liabilities (nominal)	-141,572	-123,889	-144,999	-127,353	-154,825	-129,671	-153,271	-137,398	.	-153,271	-144,999	.
Net debt	-116,693	-96,987	-119,569	-105,218	-128,113	-105,206	-131,807	-112,716	.	-131,807	-119,569	.
Liquidity of the industrial business												
Cash and cash equivalents	12,375	15,168	12,799	9,515	14,301	12,263	10,538	12,064	-13%	10,538	12,799	-18%
Marketable securities and term deposits	8,691	8,368	8,364	8,894	9,038	9,133	7,833	9,185	-15%	7,833	8,364	-6%
Gross liquidity	21,066	23,536	21,163	18,409	23,339	21,396	18,371	21,249	-14%	18,371	21,163	-13%
Financing liabilities (nominal)	-7,567	-2,704	-4,875	-1,812	-11,993	-2,713	-11,753	-6,777	.	-11,753	-4,875	.
Net liquidity	13,499	20,832	16,288	16,597	11,346	18,683	6,618	14,472	-54%	6,618	16,288	-59%

Pension and Health-Care Benefits

(in billions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			End of		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	Q2 2019	2018	Change
Pension benefits												
Benefit obligations	-31.4	-31.7	-31.7	-31.7	-33.5	-31.5	-35.6	-31.7	.	-35.6	-31.7	.
Plan assets	26.6	23.7	25.5	27.2	26.6	26.6	26.9	26.5	+2%	26.9	25.5	+5%
Funded status	-4.8	-8.0	-6.2	-4.5	-6.9	-4.9	-8.7	-5.2	.	-8.7	-6.2	.
Funding ratio	84.7%	74.8%	80.4%	85.8%	79.4%	84.4%	75.6%	83.6%	-10%	75.6%	80.4%	.
Health-care benefits												
Benefit obligations	-1.2	-1.1	-1.1	-1.2	-1.1	-1.1	-1.2	-1.2	.	-1.2	-1.1	.
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	0.1	0.0	0.1	0.0	0.1	0.0	0.1	-100%	0.0	0.0	.
Funded status	-1.1	-1.0	-1.1	-1.1	-1.1	-1.0	-1.2	-1.1	.	-1.2	-1.1	.

Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	559,539	597,253	638,263	613,026	555,312	594,299	575,639	590,690	-3%	1,130,951	1,184,989	-5%
Daimler Trucks	136,055	126,558	143,524	133,711	115,920	113,846	126,474	123,910	+2%	242,394	237,756	+2%
Mercedes-Benz Vans	91,414	93,106	126,088	117,748	97,038	93,016	111,118	110,883	+0%	208,156	203,899	+2%
Daimler Buses	7,741	7,213	9,881	8,555	5,526	5,744	8,435	7,522	+12%	13,961	13,266	+5%
Daimler Group	794,749	824,130	917,756	873,040	773,796	806,905	821,666	833,005	-1%	1,595,462	1,639,910	-3%

Production Volume

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	632,441	639,058	556,415	587,020	614,094	608,071	588,250	601,343	-2%	1,202,344	1,209,414	-1%
Daimler Trucks	141,909	129,845	133,912	122,159	125,599	120,770	127,224	128,255	-1%	252,823	249,025	+2%
Mercedes-Benz Vans	97,347	84,821	105,527	115,308	111,598	109,996	115,789	127,444	-9%	227,387	237,440	-4%
Daimler Buses	8,507	7,089	7,182	6,873	6,972	6,924	8,670	8,620	+1%	15,642	15,544	+1%
Daimler Group	880,204	860,813	803,036	831,360	858,263	845,761	839,933	865,662	-3%	1,698,196	1,711,423	-1%

Revenue*

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	21,672	23,355	25,858	24,905	21,200	22,998	22,293	22,575	-1%	43,493	45,573	-5%
Daimler Trucks	10,045	9,210	10,424	9,564	9,546	8,619	10,472	9,185	+14%	20,018	17,804	+12%
Mercedes-Benz Vans	3,039	3,090	3,978	3,769	3,369	3,098	3,654	3,511	+4%	7,023	6,609	+6%
Daimler Buses	1,064	1,036	1,540	1,348	785	850	1,268	1,075	+18%	2,053	1,925	+7%
Daimler Financial Services	6,385	5,971	7,059	6,307	6,881	6,255	7,145	6,570	+9%	14,026	12,825	+9%
Reconciliation	-1,994	-1,917	-2,249	-2,280	-2,083	-2,035	-2,182	-2,160	.	-4,265	-4,195	.
Daimler Group	40,211	40,745	46,610	43,613	39,698	39,785	42,650	40,756	+5%	82,348	80,541	+2%

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

In 2017 at the Daimler Financial Services 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.

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		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars												
EBIT	1,372	2,105	1,883	2,375	1,298	2,060	-672	1,901	.	626	3,961	-84%
RoS	6.3%	9.0%	7.3%	9.5%	6.1%	9.0%	-3.0%	8.4%	.	1.4%	8.7%	.
Daimler Trucks												
EBIT	850	614	710	559	582	647	725	546	+33%	1,307	1,193	+10%
RoS	8.5%	6.7%	6.8%	5.8%	6.1%	7.5%	6.9%	5.9%	.	6.5%	6.7%	.
Mercedes-Benz Vans												
EBIT	-93	214	81	247	-98	172	-2,050	152	.	-2,148	324	.
RoS	-3.1%	6.9%	2.0%	6.6%	-2.9%	5.6%	-56.1%	4.3%	.	-30.6%	4.9%	.
Daimler Buses												
EBIT	30	32	132	99	-21	37	106	66	+61%	85	103	-17%
RoS	2.8%	3.1%	8.6%	7.3%	-2.7%	4.4%	8.4%	6.1%	.	4.1%	5.4%	.
Daimler Financial Services												
EBIT	392	508	378	416	1,209	548	431	66	+553%	1,640	614	+167%
Return on equity (RoE)	12.5%	18.5%	12.0%	14.3%	35.7%	17.9%	12.5%	2.1%	.	24.0%	9.9%	.
Reconciliation												
	-63	-64	-515	-275	-168	-129	-95	-91	.	-263	-220	.
Daimler Group												
	2,488	3,409	2,669	3,421	2,802	3,335	-1,555	2,640	.	1,247	5,975	-79%

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

Disclosed Items Affecting EBIT

		3rd Quarter		4th Quarter		1st Quarter		2nd Quarter		January - June	
		2018	2017	2018	2017	2019	2018	2019	2018	2019	2018
(in millions of EUR)											
Mercedes-Benz Cars	Expenses for voluntary service activities and a specific vehicle recall	-	-453	-	28	-	-	-	-	-	-
	Remeasurement of investment in Aston Martin Lagonda Global Holdings plc	185	-	-74	-	-	-	-	-	-	-
	Governmental and court proceedings and measures relating to diesel vehicles	-	-	-	-	-	-	-1,067	-	-1,067	-
	Expenses in connection with Takata airbags	-	-	-	-	-	-	-600	-	-600	-
	Vehicle recall	-	-	-	-	-	-	-167	-	-167	-
Daimler Trucks	Expenses related to fixed cost optimization	-	-70	-	-78	-	*	-	-	-	*
	Expenses in connection with Takata airbags	-	-	-	-	-	-	-47	-	-47	-
Mercedes-Benz Vans	Governmental and court proceedings and measures relating to diesel vehicles	-	-	-	-	-	-	-1,372	-	-1,372	-
	Product portfolio review	-	-	-	-	-	-	-459	-	-459	-
	Expenses in connection with Takata airbags	-	-	-	-	-	-	-340	-	-340	-
DFS	Settlement of the Toll Collect arbitration proceedings	-	-	-	-	-	-	-	-418	-	-418
	Merger of mobility services of Daimler and BMW	-	-	-	-	718	-	-	-	718	-
Recon- ciliation	Impairment of investment in BAIC Motor	-	-	-150	-	-	-	-	-	-	-
	Governmental and court proceedings and measures relating to diesel vehicles	-	-	-	-	-	-	-114	-	-114	-

* not significant

Mercedes-Benz Cars Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Unit sales (units)	559,539	597,253	638,263	613,026	555,312	594,299	575,639	590,690	-3%	1,130,951	1,184,989	-5%
Retail sales (units)	556,979	603,766	627,601	606,503	587,921	625,030	607,126	629,462	-4%	1,195,047	1,254,492	-5%
Production (units)	632,441	639,058	556,415	587,020	614,094	608,071	588,250	601,343	-2%	1,202,344	1,209,414	-1%
Revenue* (millions of EUR)	21,672	23,355	25,858	24,905	21,200	22,998	22,293	22,575	-1%	43,493	45,573	-5%
EBIT* (millions of EUR)	1,372	2,105	1,883	2,375	1,298	2,060	-672	1,901	.	626	3,961	-84%
Return on sales* (%)	6.3%	9.0%	7.3%	9.5%	6.1%	9.0%	-3.0%	8.4%	.	1.4%	8.7%	.
V-Class/X-Class retail sales (included in MBC retail sales)	15,818	14,437	22,065	17,648	18,051	16,940	19,310	21,964	-12%	37,361	38,904	-4%

* 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		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	559,539	597,253	638,263	613,026	555,312	594,299	575,639	590,690	-3%	1,130,951	1,184,989	-5%
Europe	223,561	252,839	264,755	249,112	235,298	244,178	244,788	250,180	-2%	480,086	494,358	-3%
of which Germany	72,114	82,805	91,171	77,627	78,084	78,547	82,521	81,931	+1%	160,605	160,478	+0%
NAFTA	90,566	98,149	120,289	116,903	75,961	85,748	88,640	96,004	-8%	164,601	181,752	-9%
of which USA	75,975	82,175	102,704	99,722	64,259	70,490	75,497	78,042	-3%	139,756	148,532	-6%
Asia	223,058	219,287	232,883	223,793	221,649	241,836	224,231	223,300	+0%	445,880	465,136	-4%
of which China	170,438	153,269	161,567	160,833	173,152	178,817	168,313	166,915	+1%	341,465	345,732	-1%
of which locally produced vehicles	118,450	104,246	114,506	107,503	145,107	127,005	136,939	125,045	+10%	282,046	252,050	+12%
Rest of World	22,354	26,978	20,336	23,218	22,404	22,537	17,980	21,206	-15%	40,384	43,743	-8%

Mercedes-Benz Cars Retail Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	556,979	603,766	627,601	606,503	587,921	625,030	607,126	629,462	-4%	1,195,047	1,254,492	-5%
Europe	235,033	261,192	270,020	258,322	248,175	262,342	262,126	266,847	-2%	510,301	529,189	-4%
of which Germany	76,185	87,183	97,135	83,932	80,752	83,453	89,355	88,170	+1%	170,107	171,623	-1%
NAFTA	81,351	96,890	106,585	111,869	84,416	94,056	90,702	98,628	-8%	175,118	192,684	-9%
of which USA	66,847	80,943	90,853	95,456	71,397	78,874	76,493	80,661	-5%	147,890	159,535	-7%
Asia	219,253	219,395	227,794	212,552	234,224	245,177	232,731	239,240	-3%	466,955	484,417	-4%
of which China	167,906	157,682	159,517	152,394	178,123	176,310	174,199	176,570	-1%	352,322	352,880	-0%
of which locally produced vehicles	123,408	109,071	111,424	104,189	142,237	122,887	141,559	128,089	+11%	283,796	250,976	+13%
Rest of World	21,342	26,289	23,202	23,760	21,106	23,455	21,567	24,747	-13%	42,673	48,202	-11%
V-Class/X-Class (included in MBC retail sales)	15,818	14,437	22,065	17,648	18,051	16,940	19,310	21,964	-12%	37,361	38,904	-4%

Mercedes-Benz Cars Market Shares*

(in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2018	2017	2018	2017	2019	2018	2019	2018	Change in % pts.	2019	2018	Change in % pts.
European Union	5.6	6.7	7.5	6.3	6.2	5.9	6.4	5.8	+0.6	6.3	5.9	+0.4
of which Germany	9.8	11.3	12.5	10.3	10.1	10.0	9.9	9.9	0.0	10.0	10.0	0.0
USA	1.6	1.8	2.1	2.2	1.8	1.9	1.7	1.9	-0.2	1.7	1.9	-0.2
China	3.1	2.8	2.5	1.9	3.5	2.9	3.4	3.1	+0.3	3.4	3.0	+0.4
Japan	1.6	1.8	1.9	1.9	1.4	1.4	1.5	1.6	-0.1	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		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Incoming orders (units)	129,330	116,691	132,346	145,811	101,376	183,761	96,190	143,963	-33%	197,566	327,724	-40%
Unit sales (units)	136,055	126,558	143,524	133,711	115,920	113,846	126,474	123,910	+2%	242,394	237,756	+2%
Retail sales (units)	124,927	116,280	147,616	138,499	115,024	112,222	121,748	123,260	-1%	236,772	235,482	+1%
Production (units)	141,909	129,845	133,912	122,159	125,599	120,770	127,224	128,255	-1%	252,823	249,025	+2%
Revenue * (millions of EUR)	10,045	9,210	10,424	9,564	9,546	8,619	10,472	9,185	+14%	20,018	17,804	+12%
EBIT * (millions of EUR)	850	614	710	559	582	647	725	546	+33%	1,307	1,193	+10%
Return on sales * (%)	8.5%	6.7%	6.8%	5.8%	6.1%	7.5%	6.9%	5.9%	.	6.5%	6.7%	.

* 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		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Daimler Trucks	136,055	126,558	143,524	133,711	115,920	113,846	126,474	123,910	+2%	242,394	237,756	+2%
EU30*	21,865	20,874	25,206	23,611	18,967	17,250	19,836	21,069	-6%	38,803	38,319	+1%
of which Germany	8,688	8,104	10,301	9,095	6,576	6,112	7,846	7,838	+0%	14,422	13,950	+3%
NAFTA	52,690	45,290	51,808	44,523	47,825	40,822	54,533	44,347	+23%	102,358	85,169	+20%
of which USA	44,708	38,616	43,006	36,827	42,376	34,813	45,593	38,031	+20%	87,969	72,844	+21%
Latin America (excl. Mexico)	9,795	7,978	11,077	9,213	8,677	9,370	10,215	7,913	+29%	18,892	17,283	+9%
of which Brazil	5,951	3,662	7,004	4,378	6,097	4,027	7,301	4,421	+65%	13,398	8,448	+59%
Asia	42,298	39,977	44,493	42,974	34,307	37,675	33,982	40,271	-16%	68,289	77,946	-12%
of which Japan	10,720	11,862	10,947	11,182	10,975	11,974	10,048	10,386	-3%	21,023	22,360	-6%
Indonesia	17,751	11,936	17,551	13,727	7,808	12,497	9,961	16,429	-39%	17,769	28,926	-39%
India	5,252	4,855	5,293	4,572	5,549	6,191	3,840	5,796	-34%	9,389	11,987	-22%
Rest of World	9,407	12,439	10,940	13,390	6,144	8,729	7,908	10,310	-23%	14,052	19,039	-26%
BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	22,971	30,031	23,804	27,298	22,675	24,009	22,902	32,580	-30%	45,577	56,589	-19%
Daimler Trucks including BFDA	159,026	156,589	167,328	161,009	138,595	137,855	149,376	156,490	-5%	287,971	294,345	-2%

* European Union, Switzerland and Norway.

Daimler Trucks Retail Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Daimler Trucks	124,927	116,280	147,616	138,499	115,024	112,222	121,748	123,260	-1%	236,772	235,482	+1%
EU30*	20,595	19,307	25,104	24,000	18,679	18,624	22,066	20,815	+6%	40,745	39,439	+3%
of which Germany	8,688	8,104	10,301	9,095	6,576	6,112	7,846	7,838	+0%	14,422	13,950	+3%
NAFTA	49,303	41,147	53,093	47,603	47,411	39,387	50,312	44,332	+13%	97,723	83,719	+17%
of which USA	41,829	35,464	44,105	39,378	41,976	34,547	41,498	37,321	+11%	83,474	71,868	+16%
Latin America (excl. Mexico)	10,038	7,769	10,682	8,966	8,171	8,749	9,913	8,236	+20%	18,084	16,985	+6%
of which Brazil	6,020	3,507	6,634	4,068	5,597	3,542	7,057	4,567	+55%	12,654	8,109	+56%
Asia	36,295	36,492	46,034	43,367	34,873	38,056	32,115	39,732	-19%	66,988	77,788	-14%
of which Japan	10,511	12,015	10,827	11,299	11,046	11,962	9,961	10,265	-3%	21,007	22,227	-5%
Indonesia	11,941	10,008	17,045	13,958	9,766	12,317	8,950	14,797	-40%	18,716	27,114	-31%
India	4,946	4,559	5,270	4,825	4,469	5,759	4,053	5,534	-27%	8,522	11,293	-25%
Rest of World	8,696	11,565	12,703	14,563	5,890	7,406	7,342	10,145	-28%	13,232	17,551	-25%

* European Union, Switzerland and Norway.

Daimler Trucks Incoming Orders

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Daimler Trucks	129,330	116,691	132,346	145,811	101,376	183,761	96,190	143,963	-33%	197,566	327,724	-40%
EU30*	17,665	18,968	29,039	22,887	20,474	23,733	18,493	21,391	-14%	38,967	45,124	-14%
of which Germany	7,457	6,578	10,466	8,202	8,763	10,009	6,865	8,520	-19%	15,628	18,529	-16%
NAFTA	50,549	35,106	54,276	62,889	27,009	88,646	28,045	62,719	-55%	55,054	151,365	-64%
of which USA	49,511	27,194	46,106	56,151	24,246	72,236	23,589	52,388	-55%	47,835	124,624	-62%
Latin America (excl. Mexico)	9,247	8,128	9,702	8,398	8,628	7,990	10,128	7,985	+27%	18,756	15,975	+17%
of which Brazil	5,951	3,662	7,004	4,378	6,097	4,027	7,301	4,421	+65%	13,398	8,448	+59%
Asia	39,678	42,858	32,471	39,736	38,561	50,524	32,825	40,825	-20%	71,386	91,349	-22%
of which Japan	10,725	11,579	10,841	11,978	12,189	12,379	11,162	12,307	-9%	23,351	24,686	-5%
Indonesia	11,994	14,365	7,244	15,572	13,070	18,544	8,211	16,132	-49%	21,281	34,676	-39%
India	5,425	5,069	5,000	3,840	5,825	9,623	3,073	2,528	+22%	8,898	12,151	-27%
Rest of World	12,191	11,631	6,858	11,901	6,704	12,868	6,699	11,043	-39%	13,403	23,911	-44%

* European Union, Switzerland and Norway.

Daimler Trucks Market Shares*

(in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2018	2017	2018	2017	2019	2018	2019	2018	Change in % pts.	2019	2018	Change in % pts.
Trucks Europe / Latin America												
(Mercedes-Benz)												
EU30** HDT/MDT	21.4	22.1	21.6	21.2	19.6	18.3	19.2	19.8	-0.6	19.4	19.3	+0.1
Germany HDT/MDT	37.1	38.0	39.2	36.7	34.5	33.2	32.3	34.5	-2.2	33.1	34.0	-0.9
Brazil HDT/MDT	26.1	28.3	29.1	25.7	30.5	29.4	30.2	27.2	+3.0	30.3	27.9	+2.4
Trucks North America												
(Freightliner/Western Star)												
NAFTA Class 8	39.6	38.6	38.4	40.5	44.6	40.1	37.3	37.7	-0.4	39.9	38.6	+1.3
NAFTA Class 6-7	36.6	36.1	35.1	40.9	39.7	44.0	31.1	38.9	-7.8	34.4	40.8	-6.4
Trucks Asia												
(FUSO)												
Japan Trucks Total	19.6	19.4	18.5	21.3	17.0	18.7	18.7	20.4	-1.7	18.1	19.8	-1.7
(BharatBenz)												
India HDT/upper MDT	6.8	10.8	6.7	9.3	6.0	8.7	5.4	6.6	-1.2	5.6	7.3	-1.7

* 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		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Unit sales (units)	91,414	93,106	126,088	117,748	97,038	93,016	111,118	110,883	+0%	208,156	203,899	+2%
Retail sales (units)	72,130	82,322	103,142	96,756	75,871	74,194	93,407	84,606	+10%	169,278	158,800	+7%
Production (units)	97,347	84,821	105,527	115,308	111,598	109,996	115,789	127,444	-9%	227,387	237,440	-4%
Revenue* (millions of EUR)	3,039	3,090	3,978	3,769	3,369	3,098	3,654	3,511	+4%	7,023	6,609	+6%
EBIT* (millions of EUR)	-93	214	81	247	-98	172	-2,050	152	.	-2,148	324	.
Return on sales* (%)	-3.1%	6.9%	2.0%	6.6%	-2.9%	5.6%	-56.1%	4.3%	.	-30.6%	4.9%	.
V-Class/X-Class retail sales (excluded from MB Vans retail sales)	15,818	14,437	22,065	17,648	18,051	16,940	19,310	21,964	-12%	37,361	38,904	-4%

* 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		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Wholesales (in units)	91,414	93,106	126,088	117,748	97,038	93,016	111,118	110,883	+0%	208,156	203,899	+2%
EU30*	57,019	58,966	89,514	83,435	66,557	60,418	78,622	71,318	+10%	145,179	131,736	+10%
of which Germany	22,397	23,687	34,444	33,688	22,384	22,343	32,670	28,083	+16%	55,054	50,426	+9%
NAFTA	13,048	12,630	13,351	11,699	11,671	11,272	12,338	13,180	-6%	24,009	24,452	-2%
of which USA	9,634	9,555	10,485	9,358	8,846	8,750	8,668	9,872	-12%	17,514	18,622	-6%
Latin America (excl. Mexico)	4,652	4,134	6,272	4,410	4,174	3,821	4,902	3,990	+23%	9,076	7,811	+16%
Asia	9,141	9,106	9,569	8,892	8,971	9,253	9,072	10,816	-16%	18,043	20,069	-10%
of which China	7,381	6,758	7,676	6,327	6,131	6,540	7,134	7,471	-5%	13,265	14,011	-5%
Rest of World	7,554	8,270	7,382	9,312	5,665	8,252	6,184	11,579	-47%	11,849	19,831	-40%

* European Union, Switzerland and Norway.

Mercedes-Benz Vans Retail Sales and Market Shares

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Retail sales (in units)	72,130	82,322	103,142	96,756	75,871	74,194	93,407	84,606	+10%	169,278	158,800	+7%
EU30*	43,620	53,821	74,119	68,021	53,453	49,127	68,836	56,845	+21%	122,289	105,972	+15%
of which Germany	17,708	18,792	27,371	27,327	17,453	17,225	26,568	21,891	+21%	44,021	39,116	+13%
NAFTA	14,307	12,396	12,374	12,051	9,665	10,391	11,661	11,707	-0%	21,326	22,098	-3%
of which USA	11,113	9,427	10,154	9,767	7,476	8,186	8,549	8,724	-2%	16,025	16,910	-5%
Latin America (excl. Mexico)	4,332	4,152	5,125	4,151	4,254	3,744	4,431	4,217	+5%	8,685	7,961	+9%
Asia	3,709	4,332	4,705	4,056	4,214	3,888	3,992	3,921	+2%	8,206	7,809	+5%
of which China	2,689	2,991	3,609	3,029	2,846	2,708	3,057	2,926	+4%	5,903	5,634	+5%
Rest of World	6,162	7,621	6,819	8,477	4,285	7,044	4,487	7,916	-43%	8,772	14,960	-41%
V-Class/X-Class (excluded from MB Vans retail sales)	15,818	14,437	22,065	17,648	18,051	16,940	19,310	21,964	-12%	37,361	38,904	-4%
Market shares** (in percent)												
EU30* small	3.2	3.1	3.1	3.3	2.5	2.9	2.7	3.3	-0.6 pts.	2.6	3.1	-0.5 pts.
EU30* midsize/large	12.7	16.8	18.9	17.8	15.1	15.3	16.0	14.2	+1.8 pts.	15.6	14.7	+0.9 pts.
Germany midsize/large	22.5	26.1	30.5	30.9	23.3	25.6	24.5	22.6	+1.9 pts.	24.0	23.8	+0.2 pts.
USA large	10.1	8.4	8.7	8.2	6.7	7.7	6.8	7.2	-0.4 pts.	6.7	7.4	-0.7 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		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Unit sales* (units)	7,741	7,213	9,881	8,555	5,526	5,744	8,435	7,522	+12%	13,961	13,266	+5%
Production (units)	8,507	7,089	7,182	6,873	6,972	6,924	8,670	8,620	+1%	15,642	15,544	+1%
Revenue** (millions of EUR)	1,064	1,036	1,540	1,348	785	850	1,268	1,075	+18%	2,053	1,925	+7%
EBIT** (millions of EUR)	30	32	132	99	-21	37	106	66	+61%	85	103	-17%
Return on sales** (%)	2.8%	3.1%	8.6%	7.3%	-2.7%	4.4%	8.4%	6.1%	.	4.1%	5.4%	.

* 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		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
Wholesales* (in units)	7,741	7,213	9,881	8,555	5,526	5,744	8,435	7,522	+12%	13,961	13,266	+5%
EU30**	2,146	1,864	3,588	3,229	919	1,367	2,837	2,183	+30%	3,756	3,550	+6%
of which Germany	590	568	1,197	1,169	342	422	924	693	+33%	1,266	1,115	+14%
NAFTA	906	852	1,070	836	382	458	665	839	-21%	1,047	1,297	-19%
of which Mexico	881	846	1,063	836	382	453	655	839	-22%	1,037	1,292	-20%
Latin America (excl. Mexico)	3,449	3,643	3,746	3,251	3,163	3,109	3,712	3,377	+10%	6,875	6,486	+6%
of which Brazil	2,278	2,084	2,160	1,610	2,228	1,856	2,673	2,484	+8%	4,901	4,340	+13%
Asia	761	597	1,073	797	846	580	716	758	-6%	1,562	1,338	+17%
Rest of World	479	257	404	442	216	230	505	365	+38%	721	595	+21%
Market shares*** (in percent)												
EU30** heavy	29.3	23.1	28.5	28.3	22.8	29.2	31.3	28.9	+2.4 pts.	27.7	29.0	-1.3 pts.
Germany heavy	54.6	45.8	48.0	47.7	40.0	45.4	60.5	50.5	+10.0 pts.	51.5	48.1	+3.4 pts.
Brazil heavy	52.4	56.4	42.0	54.7	50.3	60.8	54.7	57.1	-2.4 pts.	52.5	58.9	-6.4 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		
	2018	2017	2018	2017	2019	2018	2019	2018	Change	2019	2018	Change
New business	16,613	17,437	19,112	18,547	17,324	17,861	18,363	18,341	+0%	35,687	36,202	-1%
Contract volume (end of period)	148,813	135,771	154,072	139,907	157,367	141,678	156,458	146,709	+7%	156,458	146,709	+7%
Revenue*	6,385	5,971	7,059	6,307	6,881	6,255	7,145	6,570	+9%	14,026	12,825	+9%
EBIT*	392	508	378	416	1,209	548	431	66	+553%	1,640	614	+167%
Return on equity (%)	12.5%	18.5%	12.0%	14.3%	35.7%	17.9%	12.5%	2.1%	.	24.0%	9.9%	.

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

In 2017 at the Daimler Financial Services 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.

YOUR NOW Joint Ventures - The Mobility Powerhouse Overview

	1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	Change	2019	2018	Change
Interactions total (in millions)	124.7	n/a	144.0	n/a	.	268.6	n/a	.
FREE NOW	53.2	n/a	68.8	n/a	.	122.0	n/a	.
SHARE NOW	9.2	n/a	9.0	n/a	.	18.2	n/a	.
REACH NOW	7.7	n/a	8.7	n/a	.	16.4	n/a	.
PARK NOW	54.5	n/a	57.4	n/a	.	111.9	n/a	.
CHARGE NOW	0.06	n/a	0.06	n/a	.	0.12	n/a	.
Customers** (end of period, in millions)	>66	n/a	>75	n/a	.	>75	n/a	.
FREE NOW	24.4	n/a	30.4	n/a	.	30.4	n/a	.
SHARE NOW	>4	n/a	>4	n/a	.	>4	n/a	.
REACH NOW	6.7	n/a	7.5	n/a	.	7.5	n/a	.
PARK NOW	31.2	n/a	33.4	n/a	.	33.4	n/a	.
CHARGE NOW	0.02	n/a	0.02	n/a	.	0.02	n/a	.
Cities** (end of period)	>1,200	n/a	>1,200	n/a	.	>1,200	n/a	.
FREE NOW	>110	n/a	130	n/a	.	130	n/a	.
SHARE NOW	30	n/a	31	n/a	.	31	n/a	.
REACH NOW	20	n/a	22	n/a	.	22	n/a	.
PARK NOW	>1,200	n/a	>1,200*	n/a	.	>1,200*	n/a	.
CHARGE NOW	n/a	n/a	n/a	n/a	.	n/a	n/a	.
Gross merchandise value*** (in bn of EUR)	3.2	n/a	3.4	n/a	.	3.4	n/a	.

* For U.S. entity of PARK NOW, June figure estimated.

** Partially, data summation without consideration of possible redundancies.

*** Run rate based on figures of previous month.