

# DAIMLER

Fact Sheet for Q2 and H1 2020

July 23, 2020

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## Stock Market Information

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Earnings per share</b> (in EUR)												
basic	1.61	1.58	-0.10	1.46	0.09	1.96	-1.87	-1.24	.	-1.78	0.72	.
diluted	1.61	1.58	-0.10	1.46	0.09	1.96	-1.87	-1.24	.	-1.78	0.72	.
<b>Average number of shares outstanding</b> (in millions) (adjusted for treasury stocks)												
basic	1,069.8	1,069.8	1,069.7	1,069.8	1,069.8	1,069.7	1,069.8	1,069.7	+0%	1,069.8	1,069.7	+0%
diluted	1,069.8	1,069.8	1,069.7	1,069.8	1,069.8	1,069.7	1,069.8	1,069.7	+0%	1,069.8	1,069.7	+0%
<b>Number of shares outstanding</b> (at period end, in millions)	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.0	1,069.8	1,069.8	0%			
<b>Xetra closing price</b> (at period end, in EUR)	45.62	54.35	49.37	45.91	27.52	52.25	36.15	48.93	-26%			
<b>Market capitalization Frankfurt</b> (at period end, in billions of EUR)	48.81	58.15	52.82	49.12	29.44	55.86	38.67	52.35	-26%			

## Key Figures and Ratios

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Unit Sales</b> (in units)	839,326	794,749	910,163	917,756	644,316	773,796	541,833	821,666	-34%	1,186,149	1,595,462	-26%
<b>Revenue</b>	43,270	40,211	47,127	46,610	37,223	39,698	30,184	42,650	-29%	67,407	82,348	-18%
<b>EBIT</b>	2,690	2,488	382	2,669	617	2,798	-1,682	-1,558	.	-1,065	1,240	.
<b>Net profit (loss), Group</b>	1,813	1,761	-11	1,642	168	2,149	-1,906	-1,242	.	-1,738	907	.
<b>Profit (loss) attributable to shareholders of Daimler AG</b>	1,719	1,689	-109	1,561	94	2,095	-2,001	-1,328	.	-1,907	767	.
<b>Free cash flow industrial business</b>	2,819	-1,864	1,890	2,958	-2,316	-2,039	685	-1,302	.	-1,631	-3,341	.
<b>R&amp;D expenditure total</b>	2,501	2,373	2,426	2,123	2,354	2,378	2,255	2,357	-4%	4,609	4,735	-3%
Expensed R&D costs	1,764	1,775	1,549	1,474	1,722	1,704	1,544	1,569	-2%	3,266	3,273	-0%
Capitalized development costs	737	598	877	649	632	674	711	788	-10%	1,343	1,462	-8%
<b>Amortization on capitalized development costs</b>	456	370	453	430	454	429	436	455	-4%	890	884	+1%
<b>Depreciation and amortization*</b>	1,878	1,574	2,150	1,690	1,947	1,765	2,429	1,804	+35%	4,376	3,569	+23%
<b>Capital expenditure total*</b>	2,849	2,884	3,007	3,401	2,431	2,634	2,424	2,753	-12%	4,855	5,387	-10%
Investment in pp&e	1,749	2,043	1,987	2,556	1,604	1,654	1,602	1,722	-7%	3,206	3,376	-5%
Capitalized development costs	737	598	877	649	632	674	711	788	-10%	1,343	1,462	-8%
Financial investments and other intangible assets	363	243	143	196	195	306	111	243	-54%	306	549	-44%

\* 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.

## 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		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Mercedes-Benz Cars &amp; Vans</b>												
EBIT	1,470	n/a	62	n/a	510	1,143	-1,125	-2,784	.	-615	-1,641	.
RoS	5.5%	n/a	0.2%	n/a	2.2%	4.8%	-5.9%	-11.0%	.	-1.5%	-3.3%	.
<b>Daimler Trucks &amp; Buses</b>												
EBIT	838	n/a	447	n/a	247	553	-756	834	.	-509	1,387	.
RoS	7.3%	n/a	4.0%	n/a	2.8%	5.4%	-12.2%	7.2%	.	-3.4%	6.4%	.
<b>Daimler Mobility</b>												
EBIT	413	392	87	378	58	1,209	205	431	-52%	263	1,640	-84%
Return on equity (RoE)	11.9%	12.5%	2.4%	12.0%	1.6%	35.7%	5.6%	12.5%	.	3.6%	24.0%	.
<b>Reconciliation</b>	-31	n/a	-214	n/a	-198	-107	-6	-39	.	-204	-146	.
<b>Daimler Group</b>	2,690	2,488	382	2,669	617	2,798	-1,682	-1,558	.	-1,065	1,240	.

## EBIT of the Industrial Business

(in millions of EUR)	Industrial Business		Mercedes-Benz Cars & Vans		Daimler Trucks & Buses		Reconciliation	
	2nd Quarter		2nd Quarter		2nd Quarter		2nd Quarter	
	2020	2019	2020	2019	2020	2019	2020	2019
Revenue	23,734	35,505	18,949	25,418	6,200	11,581	-1,415	-1,494
Cost of sales	-21,742	-30,878	-17,341	-22,755	-5,805	-9,381	1,404	1,258
<b>Gross profit</b>	1,992	4,627	1,608	2,663	395	2,200	-11	-236
Selling expenses	-2,304	-2,875	-1,839	-2,431	-608	-713	143	269
General administrative expenses	-627	-760	-338	-453	-312	-376	23	69
Research and non-capitalized development costs	-1,544	-1,569	-1,223	-1,225	-330	-370	9	26
Others	596	-1,412	667	-1,338	99	93	-170	-167
<b>EBIT</b>	-1,887	-1,989	-1,125	-2,784	-756	834	-6	-39

## Adjustments Affecting EBIT

(in millions of EUR)

		3rd Quarter		4th Quarter		1st Quarter		2nd Quarter		January-June	
		2019	2018	2019	2018	2020	2019	2020	2019	2020	2019
Mercedes-Benz Cars & Vans	Legal proceedings and related measures*	362	-	1,475	-	93	122	53	3,473	146	3,595
	Restructuring measures	36	-	226	-	-	107	788	459	788	566
Daimler Trucks & Buses	Restructuring measures	-	-	-	-	-	-	9	-	9	-
Daimler Mobility	Legal proceedings and related measures	11	-	-34	-	-	-	-	23	-	23
	Restructuring measures	45	-	331	-	-	-	108	29	108	29
	M&A transactions	-	-	-	-	-	-718	-	-	-	-718
Recon- ciliation	Legal proceedings and related measures	-2	-	-4	-	9	1	-	21	9	22
	Restructuring measures	-	-	-	-	-	-	16	-	16	-

\* In 2019 including Takata.

## EBIT Adjusted and RoS/RoE Adjusted

(EBIT in millions of EUR, RoS in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January-June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Mercedes-Benz Cars &amp; Vans</b>												
EBIT adjusted	1,868	n/a	1,763	n/a	603	1,372	-284	1,148	.	319	2,520	-87%
RoS adjusted	7.0%	n/a	5.7%	n/a	2.6%	5.7%	-1.5%	4.5%	.	0.8%	5.1%	.
<b>Daimler Trucks &amp; Buses</b>												
EBIT adjusted	838	n/a	447	n/a	247	553	-747	834	.	-500	1,387	.
RoS adjusted	7.3%	n/a	4.0%	n/a	2.8%	5.4%	-12.0%	7.2%	.	-3.3%	6.4%	.
<b>Daimler Mobility</b>												
EBIT adjusted	469	n/a	384	n/a	58	491	313	483	-35%	371	974	-62%
RoE adjusted	13.5%	n/a	10.5%	n/a	1.6%	14.5%	8.6%	14.0%	.	5.0%	14.2%	.
<b>Reconciliation</b>												
	-33	n/a	-218	n/a	-189	-106	10	-18	.	-179	-124	.
<b>Daimler Group</b>												
	3,142	n/a	2,376	n/a	719	2,310	-708	2,447	.	11	4,757	-100%

## Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January-June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Net liquidity at the beginning of the period</b>	6,618	14,472	9,648	13,499	10,997	13,054*	9,262	11,346	-18%	10,997	13,054*	-16%
Free cash flow	2,819	-1,864	1,890	2,958	-2,316	-2,039	685	-1,302	.	-1,631	-3,341	.
thereof: working capital**	-76	-2,611	1,479	313	-77	-2,391	1,850	-1,072	.	1,773	-3,463	.
Other	211	891	-541	-169	581	331	-466	-3,426	.	115	-3,095	.
thereof: dividends Daimler AG	0	0	0	0	0	0	0	-3,477	.	0	-3,477	.
<b>Net liquidity at the end of the period</b>	9,648	13,499	10,997	16,288	9,262	11,346	9,481	6,618	+43%	9,481	6,618	+43%

\* Reflecting effects from initial application of IFRS 16.

\*\* Inventories, trade receivables and trade payables.

## Liquidity

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			End of		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	Q2 2020	2019	Change
<b>Group liquidity</b>												
Cash and cash equivalents	16,989	15,014	18,883	15,853	16,140	16,598	21,949	12,519	+75%	21,949	18,883	+16%
Marketable securities and term deposits	8,999	9,865	8,655	9,577	7,910	10,114	7,370	8,945	-18%	7,370	8,655	-15%
<b>Gross liquidity</b>	<b>25,988</b>	<b>24,879</b>	<b>27,538</b>	<b>25,430</b>	<b>24,050</b>	<b>26,712</b>	<b>29,319</b>	<b>21,464</b>	<b>+37%</b>	<b>29,319</b>	<b>27,538</b>	<b>+6%</b>
Financing liabilities (nominal)	-158,715	-141,572	-161,201	-144,999	-156,649	-154,825	-155,996	-153,271	.	-155,996	-161,201	.
<b>Net debt</b>	<b>-132,727</b>	<b>-116,693</b>	<b>-133,663</b>	<b>-119,569</b>	<b>-132,599</b>	<b>-128,113</b>	<b>-126,677</b>	<b>-131,807</b>	<b>.</b>	<b>-126,677</b>	<b>-133,663</b>	<b>.</b>
<b>Liquidity of the industrial business</b>												
Cash and cash equivalents	15,144	12,375	16,152	12,799	13,966	14,301	17,967	10,538	+70%	17,967	16,152	+11%
Marketable securities and term deposits	7,876	8,691	7,522	8,364	6,875	9,038	6,469	7,833	-17%	6,469	7,522	-14%
<b>Gross liquidity</b>	<b>23,020</b>	<b>21,066</b>	<b>23,674</b>	<b>21,163</b>	<b>20,841</b>	<b>23,339</b>	<b>24,436</b>	<b>18,371</b>	<b>+33%</b>	<b>24,436</b>	<b>23,674</b>	<b>+3%</b>
Financing liabilities (nominal)	-13,372	-7,567	-12,677	-4,875	-11,579	-11,993	-14,955	-11,753	.	-14,955	-12,677	.
<b>Net liquidity</b>	<b>9,648</b>	<b>13,499</b>	<b>10,997</b>	<b>16,288</b>	<b>9,262</b>	<b>11,346</b>	<b>9,481</b>	<b>6,618</b>	<b>+43%</b>	<b>9,481</b>	<b>10,997</b>	<b>-14%</b>

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

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>CFBIT of Mercedes-Benz Cars &amp; Vans</b>	1,825	n/a	1,749	n/a	-1,729	-835	430	-2,141	.	-1,299	-2,976	.
<b>CFBIT of Daimler Trucks &amp; Buses</b>	736	n/a	1,123	n/a	-85	-232	-121	1,027	.	-206	795	.
Income taxes paid/refunded	186	n/a	-672	n/a	-431	-436	271	-37	.	-160	-473	.
Interest paid/received	-140	n/a	-24	n/a	16	-194	35	-30	.	51	-224	.
Other reconciling items	212	n/a	-286	n/a	-87	-342	70	-121	.	-17	-463	.
<b>Free cash flow industrial business</b>	2,819	-1,864	1,890	2,958	-2,316	-2,039	685	-1,302	.	-1,631	-3,341	.
Adjustments	112	n/a	1,056	n/a	454	79	93	94	-1%	547	173	+216%
<b>Free cash flow (IB) adjusted</b>	2,931	n/a	2,946	n/a	-1,862	-1,960	778	-1,208	.	-1,084	-3,168	.

\* Cash flow before interest and taxes.

## Pension and Health-Care Benefits

(in billions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			End of		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	Q2 2020	2019	Change
<b>Pension benefits</b>												
Benefit obligations	-37.9	-31.4	-36.2	-31.7	-32.6	-33.5	-37.1	-35.6	.	-37.1	-36.2	.
Plan assets	27.4	26.6	27.8	25.5	25.1	26.6	26.8	26.9	-0%	26.8	27.8	-4%
Funded status	-10.5	-4.8	-8.4	-6.2	-7.5	-6.9	-10.3	-8.7	.	-10.3	-8.4	.
Funding ratio	72.3%	84.7%	76.8%	80.4%	77.0%	79.4%	72.2%	75.6%	.	72.2%	76.8%	.
<b>Health-care benefits</b>												
Benefit obligations	-1.3	-1.2	-1.2	-1.1	-1.2	-1.1	-1.2	-1.2	.	-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	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	.	0.0	0.0	.
Funded status	-1.3	-1.1	-1.2	-1.1	-1.2	-1.1	-1.2	-1.2	.	-1.2	-1.2	.

## Net Assets of the Automotive Segments

(in millions of EUR)	Mercedes-Benz Cars & Vans		Daimler Trucks & Buses	
	End of		End of	
	Q2 2020	2019	Q2 2020	2019
Intangible assets	13,888	13,234	1,794	1,828
Property, plant and equipment	27,586	27,933	8,264	8,569
Inventories	21,132	20,959	7,839	7,615
Trade receivables	6,291	7,556	2,595	3,469
Other segment assets	24,189	24,808	5,976	6,497
<b>Segment assets</b>	<b>93,086</b>	<b>94,490</b>	<b>26,468</b>	<b>27,978</b>
Trade payables	10,056	9,042	2,851	2,847
Other segment liabilities	49,738	52,150	13,944	14,706
<b>Segment liabilities</b>	<b>59,794</b>	<b>61,192</b>	<b>16,795</b>	<b>17,553</b>
<b>Net assets</b>	<b>33,292</b>	<b>33,298</b>	<b>9,673</b>	<b>10,425</b>

## Production Volume

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Mercedes-Benz Cars &amp; Vans</b>	747,080	729,788	646,749	661,942	609,553	725,692	422,082	704,039	-40%	1,031,635	1,429,731	-28%
Mercedes-Benz Cars	655,411	632,441	539,918	556,415	517,297	614,094	350,662	588,250	-40%	867,959	1,202,344	-28%
Mercedes-Benz Vans	91,669	97,347	106,831	105,527	92,256	111,598	71,420	115,789	-38%	163,676	227,387	-28%
<b>Daimler Trucks &amp; Buses</b>	134,801	150,416	110,937	141,094	108,751	132,571	54,295	135,894	-60%	163,046	268,465	-39%
Daimler Trucks	126,384	141,909	102,739	133,912	102,253	125,599	50,887	127,224	-60%	153,140	252,823	-39%
Daimler Buses	8,417	8,507	8,198	7,182	6,498	6,972	3,408	8,670	-61%	9,906	15,642	-37%
<b>Daimler Group</b>	881,881	880,204	757,686	803,036	718,304	858,263	476,377	839,933	-43%	1,194,681	1,698,196	-30%

## Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Mercedes-Benz Cars &amp; Vans</b>	704,987	650,953	779,724	764,351	546,742	652,350	480,800	686,757	-30%	1,027,542	1,339,107	-23%
Mercedes-Benz Cars	604,655	559,539	649,826	638,263	470,581	555,312	408,924	575,639	-29%	879,505	1,130,951	-22%
Mercedes-Benz Vans	100,332	91,414	129,898	126,088	76,161	97,038	71,876	111,118	-35%	148,037	208,156	-29%
<b>Daimler Trucks &amp; Buses</b>	134,339	143,796	130,439	153,405	97,574	121,446	61,033	134,909	-55%	158,607	256,355	-38%
Daimler Trucks	125,382	136,055	120,745	143,524	92,468	115,920	57,945	126,474	-54%	150,413	242,394	-38%
Daimler Buses	8,957	7,741	9,694	9,881	5,106	5,526	3,088	8,435	-63%	8,194	13,961	-41%
<b>Daimler Group</b>	839,326	794,749	910,163	917,756	644,316	773,796	541,833	821,666	-34%	1,186,149	1,595,462	-26%

## Revenue\*

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Mercedes-Benz Cars &amp; Vans</b>	26,562	n/a	30,854	n/a	23,196	24,063	18,949	25,418	-25%	42,145	49,481	-15%
<b>Daimler Trucks &amp; Buses</b>	11,483	n/a	11,191	n/a	8,744	10,174	6,200	11,581	-46%	14,944	21,755	-31%
<b>Daimler Mobility</b>	7,086	6,385	7,534	7,059	7,101	6,881	6,450	7,145	-10%	13,551	14,026	-3%
<b>Reconciliation</b>	-1,861	n/a	-2,452	n/a	-1,818	-1,420	-1,415	-1,494	.	-3,233	-2,914	.
<b>Daimler Group</b>	43,270	40,211	47,127	46,610	37,223	39,698	30,184	42,650	-29%	67,407	82,348	-18%

\* 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

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Unit sales</b> (units)	704,987	650,953	779,724	764,351	546,742	652,350	480,800	686,757	-30%	1,027,542	1,339,107	-23%
<b>Retail sales</b> (units)	704,233	629,109	745,470	730,743	547,829	663,792	523,307	700,533	-25%	1,071,136	1,364,325	-21%
<b>Production</b> (units)	747,080	729,788	646,749	661,942	609,553	725,692	422,082	704,039	-40%	1,031,635	1,429,731	-28%
<b>Revenue</b> (millions of EUR)	26,562	n/a	30,854	n/a	23,196	24,063	18,949	25,418	-25%	42,145	49,481	-15%
<b>EBIT</b> (millions of EUR)	1,470	n/a	62	n/a	510	1,143	-1,125	-2,784	.	-615	-1,641	.
<b>EBIT adjusted</b> (millions of EUR)	1,868	n/a	1,763	n/a	603	1,372	-284	1,148	.	319	2,520	-87%
<b>Return on sales</b> (%)	5.5%	n/a	0.2%	n/a	2.2%	4.8%	-5.9%	-11.0%	.	-1.5%	-3.3%	.
<b>Return on sales adjusted</b> (%)	7.0%	n/a	5.7%	n/a	2.6%	5.7%	-1.5%	4.5%	.	0.8%	5.1%	.
<b>CFBIT</b> (millions of EUR)	1,825	n/a	1,749	n/a	-1,729	-835	430	-2,141	.	-1,299	-2,976	.
<b>CFBIT adjusted</b> (millions of EUR)	1,937	n/a	2,805	n/a	-1,281	-756	522	-2,047	.	-759	-2,803	.
<b>Cash conversion rate adjusted*</b>	1.0	n/a	1.6	n/a	-2.1	-0.6	-1.8	-1.8	.	-2.4	-1.1	.

\* Ratio of CFBIT adjusted to EBIT adjusted.

## Mercedes-Benz Cars & Vans Reconciliation from EBIT to CFBIT

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>EBIT of Mercedes-Benz Cars &amp; Vans</b>	1,470	n/a	62	n/a	510	1,143	-1,125	-2,784	.	-615	-1,641	.
Change in working capital	1	n/a	670	n/a	128	-1,537	1,548	-1,050	.	1,676	-2,587	.
Net financial investments	-50	n/a	-37	n/a	-118	-138	170	-89	.	52	-227	.
Net investments in property, plant and equipment and intangible assets	-2,426	n/a	-2,664	n/a	-2,113	-2,315	-2,191	-2,429	.	-4,304	-4,744	.
Depreciation and amortization/impairments	1,552	n/a	1,802	n/a	1,614	1,449	2,090	1,486	+41%	3,704	2,935	+26%
Other	1,278	n/a	1,916	n/a	-1,750	563	-62	2,725	.	-1,812	3,288	.
<b>CFBIT of Mercedes-Benz Cars &amp; Vans</b>	1,825	n/a	1,749	n/a	-1,729	-835	430	-2,141	.	-1,299	-2,976	.
Adjustments	112	n/a	1,056	n/a	448	79	92	94	-2%	540	173	+212%
<b>CFBIT of Mercedes-Benz Cars &amp; Vans adjusted</b>	1,937	n/a	2,805	n/a	-1,281	-756	522	-2,047	.	-759	-2,803	.
<b>Cash conversion rate adjusted*</b>	1.0	n/a	1.6	n/a	-2.1	-0.6	-1.8	-1.8	.	-2.4	-1.1	.

\* Ratio of CFBIT adjusted to EBIT adjusted.

## Mercedes-Benz Cars Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Wholesales</b>	604,655	559,539	649,826	638,263	470,581	555,312	408,924	575,639	-29%	879,505	1,130,951	-22%
<b>Europe</b>	253,213	223,561	258,916	264,755	189,190	235,298	113,369	244,788	-54%	302,559	480,086	-37%
<b>Germany</b>	85,084	72,114	89,375	91,171	61,025	78,084	39,531	82,521	-52%	100,556	160,605	-37%
<b>North America*</b>	89,972	90,566	114,333	120,289	79,757	75,961	49,074	88,640	-45%	128,831	164,601	-22%
<b>USA</b>	75,666	75,975	97,728	102,704	68,525	64,259	42,452	75,497	-44%	110,977	139,756	-21%
<b>Asia</b>	240,335	223,058	253,442	232,883	180,898	221,649	236,448	224,231	+5%	417,346	445,880	-6%
<b>China</b>	173,321	170,438	179,395	161,567	131,566	173,152	196,173	168,313	+17%	327,739	341,465	-4%
of which <b>locally produced vehicles</b>	143,187	118,450	142,073	114,506	110,043	145,107	160,069	136,939	+17%	270,112	282,046	-4%
<b>Rest of World</b>	21,135	22,354	23,135	20,336	20,736	22,404	10,033	17,980	-44%	30,769	40,384	-24%

\* USA, Canada and Mexico.

## Mercedes-Benz Vans Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Wholesales</b>	100,332	91,414	129,898	126,088	76,161	97,038	71,876	111,118	-35%	148,037	208,156	-29%
<b>EU30*</b>	65,523	57,019	87,354	89,514	53,078	66,557	42,943	78,622	-45%	96,021	145,179	-34%
<b>Germany</b>	28,863	22,397	37,379	34,444	21,632	22,384	18,542	32,670	-43%	40,174	55,054	-27%
<b>North America**</b>	14,057	13,048	18,404	13,351	7,288	11,671	10,888	12,338	-12%	18,176	24,009	-24%
<b>USA</b>	11,602	9,634	16,538	10,485	6,347	8,846	9,581	8,668	+11%	15,928	17,514	-9%
<b>Latin America</b> (excl. Mexico)	4,444	4,652	5,118	6,272	2,741	4,174	2,225	4,902	-55%	4,966	9,076	-45%
<b>Asia</b>	10,113	9,141	10,406	9,569	6,206	8,971	10,576	9,072	+17%	16,782	18,043	-7%
<b>China</b>	8,516	7,381	7,669	7,676	4,165	6,131	9,505	7,134	+33%	13,670	13,265	+3%
<b>Rest of World</b>	6,195	7,554	8,616	7,382	6,848	5,665	5,244	6,184	-15%	12,092	11,849	+2%

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

\*\* USA, Canada and Mexico.

## Mercedes-Benz Cars Retail Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Retail sales</b>	617,972	556,979	643,328	627,601	483,241	587,921	461,949	607,126	-24%	945,190	1,195,047	-21%
<b>Europe</b>	259,584	235,033	272,576	270,020	194,654	248,175	128,721	262,126	-51%	323,375	510,301	-37%
<b>Germany</b>	92,191	76,185	102,561	97,135	66,248	80,752	43,719	89,355	-51%	109,967	170,107	-35%
<b>North America*</b>	90,990	81,351	107,155	106,585	78,509	84,416	68,041	90,702	-25%	146,550	175,118	-16%
<b>USA</b>	76,806	66,847	92,202	90,853	67,740	71,397	59,449	76,493	-22%	127,189	147,890	-14%
<b>Asia</b>	246,368	219,253	238,384	227,794	190,448	234,224	251,196	232,731	+8%	441,644	466,955	-5%
<b>China</b>	184,439	167,906	170,226	159,517	139,915	178,123	208,222	174,199	+20%	348,137	352,322	-1%
of which <b>locally produced vehicles</b>	153,754	123,408	138,368	111,424	115,663	142,237	171,370	141,559	+21%	287,033	283,796	+1%
<b>Rest of World</b>	21,030	21,342	25,213	23,202	19,630	21,106	13,991	21,567	-35%	33,621	42,673	-21%
<b>V-Class/X-Class</b> (included in MBC retail sales)	19,253	15,818	22,163	22,065	15,684	18,051	13,530	19,310	-30%	29,214	37,361	-22%

\* USA, Canada and Mexico.

## Mercedes-Benz Vans Retail Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Retail sales</b>	86,261	72,130	102,142	103,142	64,588	75,871	61,358	93,407	-34%	125,946	169,278	-26%
<b>EU30*</b>	57,075	43,620	71,663	74,119	44,762	53,453	37,731	68,836	-45%	82,493	122,289	-33%
<b>Germany</b>	21,845	17,708	29,739	27,371	16,409	17,453	14,354	26,568	-46%	30,763	44,021	-30%
<b>North America**</b>	15,431	14,307	15,203	12,374	9,021	9,665	12,197	11,661	+5%	21,218	21,326	-1%
<b>USA</b>	12,821	11,113	12,789	10,154	7,527	7,476	10,760	8,549	+26%	18,287	16,025	+14%
<b>Latin America</b> (excl. Mexico)	4,774	4,332	4,783	5,125	3,412	4,254	2,673	4,431	-40%	6,085	8,685	-30%
<b>Asia</b>	4,671	3,709	4,452	4,705	3,512	4,214	4,715	3,992	+18%	8,227	8,206	+0%
<b>China</b>	3,476	2,689	3,000	3,609	2,449	2,846	4,120	3,057	+35%	6,569	5,903	+11%
<b>Rest of World</b>	4,310	6,162	6,041	6,819	3,881	4,285	4,042	4,487	-10%	7,923	8,772	-10%

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

\*\* USA, Canada and Mexico.

## Mercedes-Benz Cars & Vans

### Market Shares\*

(in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change in % pts.	2020	2019	Change in % pts.
<b>Mercedes-Benz Cars</b>												
<b>European Union**</b>	7.0	5.6	7.2	7.5	5.8	6.2	5.7	6.4	-0.7	5.8	6.3	-0.5
of which <b>Germany</b>	10.5	9.8	12.1	12.5	9.9	10.1	9.6	9.9	-0.3	9.7	10.0	-0.3
<b>USA</b>	1.8	1.6	2.1	2.1	1.9	1.8	2.0	1.7	+0.3	2.0	1.7	+0.3
<b>China</b>	3.5	3.1	2.8	2.5	4.8	3.5	3.8	3.4	+0.4	4.1	3.4	+0.7
<b>South Korea</b>	5.9	2.6	5.4	4.8	4.7	4.3	4.6	5.0	-0.4	4.6	4.7	-0.1
<b>Japan</b>	1.5	1.6	2.1	1.9	1.3	1.4	1.4	1.5	-0.1	1.4	1.5	-0.1
<b>Mercedes-Benz Vans</b>												
<b>EU30*** small</b>	2.2	3.2	2.0	3.1	1.9	2.6	1.8	2.7	-0.9	1.9	2.6	-0.7
<b>EU30*** midsize/large</b>	17.2	12.7	19.0	18.8	16.3	15.1	15.7	16.0	-0.3	16.0	15.5	+0.5
of which <b>Germany</b>	27.5	22.5	33.3	30.5	24.6	23.3	23.7	24.5	-0.8	24.2	24.0	+0.2
<b>USA large</b>	12.1	9.9	10.1	8.7	7.4	6.7	13.3	6.8	+6.5	9.9	6.7	+3.2

\* Based on estimates in certain markets.

\*\* Including United Kingdom until Q4 2019.

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

## Daimler Trucks & Buses Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Incoming orders</b> (units)	100,627	137,609	117,837	139,744	92,841	109,621	59,526	104,728	-43%	152,367	214,349	-29%
<b>Unit sales</b> (units)	134,339	143,796	130,439	153,405	97,574	121,446	61,033	134,909	-55%	158,607	256,355	-38%
<b>Unit sales BFDA</b> - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	18,169	22,971	22,468	23,804	22,945	22,675	41,926	22,902	+83%	64,871	45,577	+42%
<b>Production</b> (units)	134,801	150,416	110,937	141,094	108,751	132,571	54,295	135,894	-60%	163,046	268,465	-39%
<b>Revenue</b> (millions of EUR)	11,483	n/a	11,191	n/a	8,744	10,174	6,200	11,581	-46%	14,944	21,755	-31%
<b>EBIT</b> (millions of EUR)	838	n/a	447	n/a	247	553	-756	834	.	-509	1,387	.
<b>EBIT adjusted</b> (millions of EUR)	838	n/a	447	n/a	247	553	-747	834	.	-500	1,387	.
<b>Return on sales</b> (%)	7.3%	n/a	4.0%	n/a	2.8%	5.4%	-12.2%	7.2%	.	-3.4%	6.4%	.
<b>Return on sales adjusted</b> (%)	7.3%	n/a	4.0%	n/a	2.8%	5.4%	-12.0%	7.2%	.	-3.3%	6.4%	.
<b>CFBIT</b> (millions of EUR)	736	n/a	1,123	n/a	-85	-232	-121	1,027	.	-206	795	.
<b>CFBIT adjusted</b> (millions of EUR)	736	n/a	1,123	n/a	-85	-232	-121	1,027	.	-206	795	.
<b>Cash conversion rate adjusted*</b>	0.9	n/a	2.5	n/a	-0.3	-0.4	0.2	1.2	.	0.4	0.6	.

\* Ratio of CFBIT adjusted to EBIT adjusted.

## Daimler Trucks & Buses

### Reconciliation from EBIT to CFBIT

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>EBIT of Daimler Trucks &amp; Buses</b>	838	n/a	447	n/a	247	553	-756	834	.	-509	1,387	.
Change in working capital	-100	n/a	777	n/a	-129	-861	306	35	+774%	177	-826	.
Net financial investments	-181	n/a	1	n/a	-9	-16	-27	58	.	-36	42	.
Net investments in property, plant and equipment and intangible assets	-297	n/a	-478	n/a	-186	-238	-201	-321	.	-387	-559	.
Depreciation and amortization/impairments	333	n/a	342	n/a	333	320	339	320	+6%	672	640	+5%
Other	143	n/a	34	n/a	-341	10	218	101	+116%	-123	111	.
<b>CFBIT of Daimler Trucks &amp; Buses</b>	736	n/a	1,123	n/a	-85	-232	-121	1,027	.	-206	795	.
Adjustments	0	n/a	0	n/a	0	0	0	0	.	0	0	.
<b>CFBIT of Daimler Trucks &amp; Buses adjusted</b>	736	n/a	1,123	n/a	-85	-232	-121	1,027	.	-206	795	.
<b>Cash conversion rate adjusted*</b>	0.9	n/a	2.5	n/a	-0.3	-0.4	0.2	1.2	.	0.4	0.6	.

\* Ratio of CFBIT adjusted to EBIT adjusted.

## Daimler Trucks Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Wholesales</b>	125,382	136,055	120,745	143,524	92,468	115,920	57,945	126,474	-54%	150,413	242,394	-38%
<b>EU30*</b>	19,942	21,865	21,075	25,206	13,197	18,967	9,675	19,836	-51%	22,872	38,803	-41%
<b>Germany</b>	8,616	8,688	8,460	10,301	5,836	6,576	3,999	7,846	-49%	9,835	14,422	-32%
<b>North America**</b>	53,240	52,690	45,549	51,808	35,550	47,825	20,023	54,533	-63%	55,573	102,358	-46%
<b>USA</b>	47,307	44,708	38,914	43,006	31,414	42,376	17,321	45,593	-62%	48,735	87,969	-45%
<b>Latin America (excl. Mexico)</b>	11,569	9,795	12,139	11,077	6,996	8,677	6,208	10,215	-39%	13,204	18,892	-30%
<b>Brazil</b>	8,157	5,951	8,136	7,004	4,996	6,097	4,809	7,301	-34%	9,805	13,398	-27%
<b>Asia</b>	33,550	42,298	33,382	44,493	30,651	34,307	17,739	33,982	-48%	48,390	68,289	-29%
<b>Japan</b>	11,683	10,720	9,533	10,947	11,693	10,975	7,763	10,048	-23%	19,456	21,023	-7%
<b>Indonesia</b>	9,838	17,751	11,472	17,551	7,906	7,808	3,474	9,961	-65%	11,380	17,769	-36%
<b>India</b>	2,672	5,252	2,413	5,293	2,439	5,549	840	3,840	-78%	3,279	9,389	-65%
<b>Rest of World</b>	7,081	9,407	8,600	10,940	6,074	6,144	4,300	7,908	-46%	10,374	14,052	-26%

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

\*\* USA, Canada and Mexico.

## Daimler Buses Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Wholesales</b>	8,957	7,741	9,694	9,881	5,106	5,526	3,088	8,435	-63%	8,194	13,961	-41%
<b>EU30*</b>	2,474	2,146	3,053	3,588	1,260	919	1,230	2,837	-57%	2,490	3,756	-34%
<b>Germany</b>	769	590	1,006	1,197	531	342	590	924	-36%	1,121	1,266	-11%
<b>North America**</b>	797	906	800	1,070	448	382	240	665	-64%	688	1,047	-34%
<b>Mexico</b>	790	881	800	1,063	448	382	239	655	-64%	687	1,037	-34%
<b>Latin America (excl. Mexico)</b>	4,629	3,449	4,142	3,746	2,386	3,163	1,249	3,712	-66%	3,635	6,875	-47%
<b>Brazil</b>	3,465	2,278	3,028	2,160	1,915	2,228	920	2,673	-66%	2,835	4,901	-42%
<b>Asia</b>	695	761	1,143	1,073	403	846	133	716	-81%	536	1,562	-66%
<b>Rest of World</b>	362	479	556	404	609	216	236	505	-53%	845	721	+17%

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

\*\* USA, Canada and Mexico.

## Daimler Trucks Incoming Orders\*

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>Incoming orders</b>	91,974	129,330	109,145	132,346	85,821	101,376	56,949	96,190	-41%	142,770	197,566	-28%
<b>EU30**</b>	12,103	17,665	18,544	29,039	16,256	20,474	10,268	18,493	-44%	26,524	38,967	-32%
<b>Germany</b>	5,179	7,457	7,116	10,466	7,296	8,763	4,467	6,865	-35%	11,763	15,628	-25%
<b>North America***</b>	26,038	50,549	40,616	54,276	32,838	27,009	17,194	28,045	-39%	50,032	55,054	-9%
<b>USA</b>	22,597	49,511	37,089	46,106	27,042	24,246	16,464	23,589	-30%	43,506	47,835	-9%
<b>Latin America (excl. Mexico)</b>	11,961	9,247	10,842	9,702	6,396	8,628	5,783	10,128	-43%	12,179	18,756	-35%
<b>Brazil</b>	8,157	5,951	8,136	7,004	4,996	6,097	4,809	7,301	-34%	9,805	13,398	-27%
<b>Asia</b>	35,426	39,678	32,632	32,471	23,950	38,561	18,853	32,825	-43%	42,803	71,386	-40%
<b>Japan</b>	10,422	10,725	10,770	10,841	11,631	12,189	9,422	11,162	-16%	21,053	23,351	-10%
<b>Indonesia</b>	10,753	11,994	12,045	7,244	3,465	13,070	2,084	8,211	-75%	5,549	21,281	-74%
<b>India</b>	4,201	5,425	1,516	5,000	1,737	5,825	2,108	3,073	-31%	3,845	8,898	-57%
<b>Rest of World</b>	6,446	12,191	6,511	6,858	6,381	6,704	4,851	6,699	-28%	11,232	13,403	-16%

\* Net order intake, adjusted for cancellations.

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

\*\*\* USA, Canada and Mexico.

## Daimler Trucks & Buses

### Market Shares\*

(in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change in % pts.	2020	2019	Change in % pts.
<b>Trucks Europe / Latin America</b>												
(Mercedes-Benz)												
<b>EU30**</b> HDT/MDT	20.1	21.4	20.8	21.6	17.8	19.6	19.1	19.2	-0.1	18.5	19.4	-0.9
<b>Germany</b> HDT/MDT	35.0	37.1	39.0	39.2	35.0	34.5	35.8	32.3	+3.5	35.5	33.1	+2.4
<b>Brazil</b> HDT/MDT	29.2	26.1	28.1	29.1	33.2	30.5	28.8	30.2	-1.4	30.8	30.3	+0.5
<b>Trucks North America</b>												
(Freightliner/Western Star)												
<b>North America***</b> Class 8	36.5	39.6	39.4	38.4	41.1	44.6	39.2	37.3	+1.9	40.1	39.9	+0.2
<b>North America***</b> Class 6-7	29.6	36.6	33.7	35.1	38.2	39.7	32.9	31.1	+1.8	35.2	34.4	+0.8
<b>Trucks Asia</b>												
(FUSO)												
<b>Japan</b> Trucks Total	18.3	19.6	20.4	18.5	20.2	17.0	20.6	18.7	+1.9	20.4	18.1	+2.3
<b>Indonesia</b> Trucks Total	45.4	43.6	44.0	42.4	48.4	45.9	50.7	41.7	+9.0	49.3	43.6	+5.7
(BharatBenz)												
<b>India</b> > 9 t	6.7	6.1	5.7	5.7	6.4	5.7	10.7	5.4	+5.3	6.9	5.6	+1.3
<b>Buses</b>												
<b>EU30**</b> heavy	31.0	28.9	25.7	28.4	31.4	24.3	23.5	27.6	-4.1	27.7	26.5	+1.2
<b>Germany</b> heavy	59.3	53.1	45.3	48.8	47.7	44.5	46.0	53.5	-7.5	46.9	50.1	-3.2
<b>Brazil</b> heavy	49.2	54.3	58.0	43.3	58.1	48.9	50.7	55.2	-4.5	55.1	52.8	+2.3

\* Based on estimates in certain markets.

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

\*\*\* USA, Canada and Mexico.

## Daimler Mobility Overview

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2019	2018	2019	2018	2020	2019	2020	2019	Change	2020	2019	Change
<b>New business</b>	18,279	16,613	20,411	19,112	16,174	17,324	13,971	18,363	-24%	30,145	35,687	-16%
<b>Contract volume</b> (end of period)	160,416	148,813	162,843	154,072	159,628	157,367	153,704	156,458	-2%	153,704	162,843*	-6%
<b>Revenue**</b>	7,086	6,385	7,534	7,059	7,101	6,881	6,450	7,145	-10%	13,551	14,026	-3%
<b>EBIT</b>	413	392	87	378	58	1,209	205	431	-52%	263	1,640	-84%
<b>EBIT adjusted</b>	469	n/a	384	n/a	58	491	313	483	-35%	371	974	-62%
<b>Return on equity (%)</b>	11.9%	12.5%	2.4%	12.0%	1.6%	35.7%	5.6%	12.5%	.	3.6%	24.0%	.
<b>Return on equity adjusted (%)</b>	13.5%	n/a	10.5%	n/a	1.6%	14.5%	8.6%	14.0%	.	5.0%	14.2%	.

\* Year-end figure.

\*\* 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.