

DAIMLER

Fact Sheet for Q3 and January-September 2020

October 23, 2020

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Stock Market Information

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Earnings per share (in EUR)												
basic	-0.10	1.46	0.09	1.96	-1.87	-1.24	1.92	1.61	+19%	0.13	2.32	-94%
diluted	-0.10	1.46	0.09	1.96	-1.87	-1.24	1.92	1.61	+19%	0.13	2.32	-94%
Average number of shares outstanding (in millions) (adjusted for treasury stocks)												
basic	1,069.7	1,069.8	1,069.8	1,069.7	1,069.8	1,069.7	1,069.9	1,069.7	+0%	1,069.8	1,069.7	+0%
diluted	1,069.7	1,069.8	1,069.8	1,069.7	1,069.8	1,069.7	1,069.9	1,069.7	+0%	1,069.8	1,069.7	+0%
Number of shares outstanding (at period end, in millions)	1,069.8	1,069.8	1,069.8	1,069.0	1,069.8	1,069.8	1,069.8	1,069.8	0%			
Xetra closing price (at period end, in EUR)	49.37	45.91	27.52	52.25	36.15	48.93	46.04	45.62	+1%			
Market capitalization Frankfurt (at period end, in billions of EUR)	52.82	49.12	29.44	55.86	38.67	52.35	49.26	48.81	+1%			

Key Figures and Ratios

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Unit Sales (in units)	910,163	917,756	644,316	773,796	541,833	821,666	772,703	839,326	-8%	1,958,852	2,434,788	-20%
Revenue	47,127	46,610	37,223	39,698	30,184	42,650	40,281	43,270	-7%	107,688	125,618	-14%
EBIT	382	2,669	617	2,798	-1,682	-1,558	3,070	2,690	+14%	2,005	3,930	-49%
Net profit (loss), Group	-11	1,642	168	2,149	-1,906	-1,242	2,158	1,813	+19%	420	2,720	-85%
Profit (loss) attributable to shareholders of Daimler AG	-109	1,561	94	2,095	-2,001	-1,328	2,049	1,719	+19%	142	2,486	-94%
Free cash flow industrial business	1,890	2,958	-2,316	-2,039	685	-1,302	5,139	2,819	+82%	3,508	-522	.
R&D expenditure total	2,426	2,123	2,354	2,378	2,255	2,357	2,126	2,501	-15%	6,735	7,236	-7%
Expensed R&D costs	1,549	1,474	1,722	1,704	1,544	1,569	1,554	1,764	-12%	4,820	5,037	-4%
Capitalized development costs	877	649	632	674	711	788	572	737	-22%	1,915	2,199	-13%
Amortization on capitalized development costs	453	430	454	429	436	455	519	456	+14%	1,409	1,340	+5%
Depreciation and amortization*	2,150	1,690	1,947	1,765	2,429	1,804	2,077	1,880	+10%	6,453	5,449	+18%
Capital expenditure total*	3,007	3,401	2,139	2,634	2,132	2,753	1,915	2,847	-33%	6,186	8,234	-25%
Investment in pp&e	1,987	2,556	1,312	1,654	1,310	1,722	1,176	1,747	-33%	3,798	5,123	-26%
Capitalized development costs	877	649	632	674	711	788	572	737	-22%	1,915	2,199	-13%
Financial investments and other intangible assets	143	196	195	306	111	243	167	363	-54%	473	912	-48%

* 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 %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Mercedes-Benz Cars & Vans												
EBIT	62	n/a	510	1,143	-1,125	-2,784	2,118	1,470	+44%	1,503	-171	.
RoS	0.2%	n/a	2.2%	4.8%	-5.9%	-11.0%	8.2%	5.5%	.	2.2%	-0.2%	.
Daimler Trucks & Buses												
EBIT	447	n/a	247	553	-756	834	541	838	-35%	32	2,225	-99%
RoS	4.0%	n/a	2.8%	5.4%	-12.2%	7.2%	5.9%	7.3%	.	0.1%	6.7%	.
Daimler Mobility												
EBIT	87	378	58	1,209	205	431	589	413	+43%	852	2,053	-58%
Return on equity (RoE)	2.4%	12.0%	1.6%	35.7%	5.6%	12.5%	16.2%	11.9%	.	7.8%	19.9%	.
Reconciliation												
	-214	n/a	-198	-107	-6	-39	-178	-31	.	-382	-177	.
Daimler Group												
	382	2,669	617	2,798	-1,682	-1,558	3,070	2,690	+14%	2,005	3,930	-49%

EBIT of the Industrial Business

(in millions of EUR)	Industrial Business		Mercedes-Benz Cars & Vans		Daimler Trucks & Buses		Reconciliation	
	3rd Quarter		3rd Quarter		3rd Quarter		3rd Quarter	
	2020	2019	2020	2019	2020	2019	2020	2019
Revenue	33,404	36,184	25,818	26,562	9,230	11,483	-1,644	-1,861
Cost of sales	-26,777	-28,416	-20,846	-21,035	-7,602	-9,253	1,671	1,872
Gross profit	6,627	7,768	4,972	5,527	1,628	2,230	27	11
Selling expenses	-2,208	-2,941	-1,820	-2,387	-566	-751	178	197
General administrative expenses	-699	-814	-379	-414	-344	-383	24	-17
Research and non-capitalized development costs	-1,554	-1,764	-1,237	-1,379	-342	-379	25	-6
Others	315	28	582	123	165	121	-432	-216
EBIT	2,481	2,277	2,118	1,470	541	838	-178	-31

Adjustments Affecting EBIT

(in millions of EUR)

		4th Quarter		1st Quarter		2nd Quarter		3rd Quarter		January - September	
		2019	2018	2020	2019	2020	2019	2020	2019	2020	2019
Mercedes-Benz Cars & Vans	Legal proceedings and related measures*	1,475	-	93	122	53	3,473	2	362	148	3,957
	Restructuring measures	226	-	-	107	788	459	297	36	1,085	602
Daimler Trucks & Buses	Restructuring measures	-	-	-	-	9	-	62	-	71	-
Daimler Mobility	Legal proceedings and related measures	-34	-	-	-	-	23	-	11	-	34
	Restructuring measures	331	-	-	-	108	29	12	45	120	74
	M&A transactions	-	-	-	-718	-	-	-	-	-	-718
Recon- ciliation	Legal proceedings and related measures	-4	-	9	1	-	21	-	-2	9	20
	Restructuring measures	-	-	-	-	16	-	36	-	52	-

* In 2019 including Takata.

EBIT Adjusted and RoS/RoE Adjusted

(EBIT in millions of EUR, RoS in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Mercedes-Benz Cars & Vans												
EBIT adjusted	1,763	n/a	603	1,372	-284	1,148	2,417	1,868	+29%	2,736	4,388	-38%
RoS adjusted	5.7%	n/a	2.6%	5.7%	-1.5%	4.5%	9.4%	7.0%	.	4.0%	5.8%	.
Daimler Trucks & Buses												
EBIT adjusted	447	n/a	247	553	-747	834	603	838	-28%	103	2,225	-95%
RoS adjusted	4.0%	n/a	2.8%	5.4%	-12.0%	7.2%	6.5%	7.3%	.	0.4%	6.7%	.
Daimler Mobility												
EBIT adjusted	384	n/a	58	491	313	483	601	469	+28%	972	1,443	-33%
RoE adjusted	10.5%	n/a	1.6%	14.5%	8.6%	14.0%	16.5%	13.5%	.	8.8%	14.0%	.
Reconciliation												
	-218	n/a	-189	-106	10	-18	-142	-33	.	-321	-157	.
Daimler Group												
	2,376	n/a	719	2,310	-708	2,447	3,479	3,142	+11%	3,490	7,899	-56%

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Net liquidity												
at the beginning of the period	9,648	13,499	10,997	13,054*	9,262	11,346	9,481	6,618	+43%	10,997	13,054*	-16%
Free cash flow	1,890	2,958	-2,316	-2,039	685	-1,302	5,139	2,819	+82%	3,508	-522	.
thereof: working capital**	1,479	313	-384	-2,391	1,573	-1,072	598	-76	.	1,787	-3,539	.
Other	-541	-169	581	331	-466	-3,426	-1,541	211	.	-1,426	-2,884	.
thereof: dividends Daimler AG	0	0	0	0	0	-3,477	-963	0	.	-963	-3,477	.
Net liquidity												
at the end of the period	10,997	16,288	9,262	11,346	9,481	6,618	13,079	9,648	+36%	13,079	9,648	+36%

* Reflecting effects from initial application of IFRS 16.

** Inventories, trade receivables and trade payables.

Liquidity

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	Q3 2020	2019	Change
Group liquidity												
Cash and cash equivalents	18,883	15,853	16,140	16,598	21,949	12,519	24,498	16,989	+44%	24,498	18,883	+30%
Marketable securities and term deposits	8,655	9,577	7,910	10,114	7,370	8,945	8,063	8,999	-10%	8,063	8,655	-7%
Gross liquidity	27,538	25,430	24,050	26,712	29,319	21,464	32,561	25,988	+25%	32,561	27,538	+18%
Financing liabilities (nominal)	-161,201	-144,999	-156,649	-154,825	-155,996	-153,271	-150,743	-158,715	.	-150,743	-161,201	.
Net debt	-133,663	-119,569	-132,599	-128,113	-126,677	-131,807	-118,182	-132,727	.	-118,182	-133,663	.
Liquidity of the industrial business												
Cash and cash equivalents	16,152	12,799	13,966	14,301	17,967	10,538	21,899	15,144	+45%	21,899	16,152	+36%
Marketable securities and term deposits	7,522	8,364	6,875	9,038	6,469	7,833	7,183	7,876	-9%	7,183	7,522	-5%
Gross liquidity	23,674	21,163	20,841	23,339	24,436	18,371	29,082	23,020	+26%	29,082	23,674	+23%
Financing liabilities (nominal)	-12,677	-4,875	-11,579	-11,993	-14,955	-11,753	-16,003	-13,372	.	-16,003	-12,677	.
Net liquidity	10,997	16,288	9,262	11,346	9,481	6,618	13,079	9,648	+36%	13,079	10,997	+19%

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

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
CFBIT of Mercedes-Benz Cars & Vans	1,749	n/a	-1,729	-835	430	-2,141	4,617	1,825	+153%	3,318	-1,151	.
CFBIT of Daimler Trucks & Buses	1,123	n/a	-85	-232	-121	1,027	1,142	736	+55%	936	1,531	-39%
Income taxes paid/refunded	-672	n/a	-431	-436	271	-37	-24	186	.	-184	-287	.
Interest paid/received	-24	n/a	16	-194	35	-30	-133	-140	.	-82	-364	.
Other reconciling items	-286	n/a	-87	-342	70	-121	-463	212	.	-480	-251	.
Free cash flow industrial business	1,890	2,958	-2,316	-2,039	685	-1,302	5,139	2,819	+82%	3,508	-522	.
Adjustments	1,056	n/a	454	79	93	94	206	112	+84%	753	285	+164%
Free cash flow (IB) adjusted	2,946	n/a	-1,862	-1,960	778	-1,208	5,345	2,931	+82%	4,261	-237	.

* Cash flow before interest and taxes.

Pension and Health-Care Benefits

(in billions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	Q3 2020	2019	Change
Pension benefits												
Benefit obligations	-36.2	-31.7	-32.6	-33.5	-37.1	-35.6	-38.3	-37.9	.	-38.3	-36.2	.
Plan assets	27.8	25.5	25.1	26.6	26.8	26.9	26.9	27.4	-2%	26.9	27.8	-3%
Funded status	-8.4	-6.2	-7.5	-6.9	-10.3	-8.7	-11.4	-10.5	.	-11.4	-8.4	.
Funding ratio	76.8%	80.4%	77.0%	79.4%	72.2%	75.6%	70.2%	72.3%	.	70.2%	76.8%	.
Health-care benefits												
Benefit obligations	-1.2	-1.1	-1.2	-1.1	-1.2	-1.2	-1.0	-1.3	.	-1.0	-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	0.0	0.0	0.0	0.0	0.0	0.0	0.0	.	0.0	0.0	.
Funded status	-1.2	-1.1	-1.2	-1.1	-1.2	-1.2	-1.0	-1.3	.	-1.0	-1.2	.

Net Assets of the Automotive Segments

(in millions of EUR)	Mercedes-Benz Cars & Vans		Daimler Trucks & Buses	
	End of		End of	
	Q3 2020	2019	Q3 2020	2019
Intangible assets	13,913	13,234	1,723	1,828
Property, plant and equipment	26,506	27,933	7,953	8,569
Inventories	21,072	20,959	7,572	7,615
Trade receivables	6,983	7,556	2,923	3,469
Other segment assets	23,168	24,808	5,698	6,497
Segment assets	91,642	94,490	25,869	27,978
Trade payables	10,773	9,042	3,243	2,847
Other segment liabilities	50,247	52,150	13,794	14,706
Segment liabilities	61,020	61,192	17,037	17,553
Net assets	30,622	33,298	8,832	10,425

Production Volume

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Mercedes-Benz Cars & Vans	646,749	661,942	609,553	725,692	422,082	704,039	687,846	747,080	-8%	1,719,481	2,176,811	-21%
Mercedes-Benz Cars	539,918	556,415	517,297	614,094	350,662	588,250	589,226	655,411	-10%	1,457,185	1,857,755	-22%
Mercedes-Benz Vans	106,831	105,527	92,256	111,598	71,420	115,789	98,620	91,669	+8%	262,296	319,056	-18%
Daimler Trucks & Buses	110,937	141,094	108,751	132,571	54,295	135,894	100,508	134,801	-25%	263,554	403,266	-35%
Daimler Trucks	102,739	133,912	102,253	125,599	50,887	127,224	95,385	126,384	-25%	248,525	379,207	-34%
Daimler Buses	8,198	7,182	6,498	6,972	3,408	8,670	5,123	8,417	-39%	15,029	24,059	-38%
Daimler Group	757,686	803,036	718,304	858,263	476,377	839,933	788,354	881,881	-11%	1,983,035	2,580,077	-23%

Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Mercedes-Benz Cars & Vans	779,724	764,351	546,742	652,350	480,800	686,757	673,447	704,987	-4%	1,700,989	2,044,094	-17%
Mercedes-Benz Cars	649,826	638,263	470,581	555,312	408,924	575,639	566,581	604,655	-6%	1,446,086	1,735,606	-17%
Mercedes-Benz Vans	129,898	126,088	76,161	97,038	71,876	111,118	106,866	100,332	+7%	254,903	308,488	-17%
Daimler Trucks & Buses	130,439	153,405	97,574	121,446	61,033	134,909	99,256	134,339	-26%	257,863	390,694	-34%
Daimler Trucks	120,745	143,524	92,468	115,920	57,945	126,474	94,141	125,382	-25%	244,554	367,776	-34%
Daimler Buses	9,694	9,881	5,106	5,526	3,088	8,435	5,115	8,957	-43%	13,309	22,918	-42%
Daimler Group	910,163	917,756	644,316	773,796	541,833	821,666	772,703	839,326	-8%	1,958,852	2,434,788	-20%

Revenue*

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Mercedes-Benz Cars & Vans	30,854	n/a	23,196	24,063	18,949	25,418	25,818	26,562	-3%	67,963	76,043	-11%
Daimler Trucks & Buses	11,191	n/a	8,744	10,174	6,200	11,581	9,230	11,483	-20%	24,174	33,238	-27%
Daimler Mobility	7,534	7,059	7,101	6,881	6,450	7,145	6,877	7,086	-3%	20,428	21,112	-3%
Reconciliation	-2,452	n/a	-1,818	-1,420	-1,415	-1,494	-1,644	-1,861	.	-4,877	-4,775	.
Daimler Group	47,127	46,610	37,223	39,698	30,184	42,650	40,281	43,270	-7%	107,688	125,618	-14%

* 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

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Unit sales (units)	779,724	764,351	546,742	652,350	480,800	686,757	673,447	704,987	-4%	1,700,989	2,044,094	-17%
Retail sales (units)	745,470	730,743	547,829	663,792	523,307	700,533	721,608	704,233	+2%	1,792,744	2,068,558	-13%
Production (units)	646,749	661,942	609,553	725,692	422,082	704,039	687,846	747,080	-8%	1,719,481	2,176,811	-21%
Revenue (millions of EUR)	30,854	n/a	23,196	24,063	18,949	25,418	25,818	26,562	-3%	67,963	76,043	-11%
EBIT (millions of EUR)	62	n/a	510	1,143	-1,125	-2,784	2,118	1,470	+44%	1,503	-171	.
EBIT adjusted (millions of EUR)	1,763	n/a	603	1,372	-284	1,148	2,417	1,868	+29%	2,736	4,388	-38%
Return on sales (%)	0.2%	n/a	2.2%	4.8%	-5.9%	-11.0%	8.2%	5.5%	.	2.2%	-0.2%	.
Return on sales adjusted (%)	5.7%	n/a	2.6%	5.7%	-1.5%	4.5%	9.4%	7.0%	.	4.0%	5.8%	.
CFBIT (millions of EUR)	1,749	n/a	-1,729	-835	430	-2,141	4,617	1,825	+153%	3,318	-1,151	.
CFBIT adjusted (millions of EUR)	2,805	n/a	-1,281	-756	522	-2,047	4,821	1,937	+149%	4,062	-866	.
Cash conversion rate adjusted*	1.6	n/a	-2.1	-0.6	-1.8	-1.8	2.0	1.0	.	1.5	-0.2	.

* Ratio of CFBIT adjusted to EBIT adjusted.

Mercedes-Benz Cars & Vans Reconciliation from EBIT to CFBIT

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
EBIT of Mercedes-Benz Cars & Vans	62	n/a	510	1,143	-1,125	-2,784	2,118	1,470	+44%	1,503	-171	.
Change in working capital	670	n/a	-163	-1,537	1,256	-1,050	435	1	.	1,528	-2,586	.
Net financial investments	-37	n/a	-118	-138	170	-89	-58	-50	.	-6	-277	.
Net investments in property, plant and equipment and intangible assets	-2,664	n/a	-1,821	-2,315	-1,899	-2,429	-1,603	-2,426	.	-5,323	-7,170	.
Depreciation and amortization/impairments	1,802	n/a	1,614	1,449	2,090	1,486	1,745	1,552	+12%	5,449	4,487	+21%
Other	1,916	n/a	-1,751	563	-62	2,725	1,980	1,278	+55%	167	4,566	-96%
CFBIT of Mercedes-Benz Cars & Vans	1,749	n/a	-1,729	-835	430	-2,141	4,617	1,825	+153%	3,318	-1,151	.
Adjustments	1,056	n/a	448	79	92	94	204	112	+82%	744	285	+161%
CFBIT of Mercedes-Benz Cars & Vans adjusted	2,805	n/a	-1,281	-756	522	-2,047	4,821	1,937	+149%	4,062	-866	.
Cash conversion rate adjusted*	1.6	n/a	-2.1	-0.6	-1.8	-1.8	2.0	1.0	.	1.5	-0.2	.

* Ratio of CFBIT adjusted to EBIT adjusted.

Mercedes-Benz Cars Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Wholesales	649,826	638,263	470,581	555,312	408,924	575,639	566,581	604,655	-6%	1,446,086	1,735,606	-17%
Europe	258,916	264,755	189,190	235,298	113,369	244,788	229,829	253,213	-9%	532,388	733,299	-27%
Germany	89,375	91,171	61,025	78,084	39,531	82,521	84,168	85,084	-1%	184,724	245,689	-25%
North America*	114,333	120,289	79,757	75,961	49,074	88,640	60,723	89,972	-33%	189,554	254,573	-26%
USA	97,728	102,704	68,525	64,259	42,452	75,497	51,998	75,666	-31%	162,975	215,422	-24%
Asia	253,442	232,883	180,898	221,649	236,448	224,231	261,027	240,335	+9%	678,373	686,215	-1%
China	179,395	161,567	131,566	173,152	196,173	168,313	213,846	173,321	+23%	541,585	514,786	+5%
of which locally produced vehicles	142,073	114,506	110,043	145,107	160,069	136,939	173,701	143,187	+21%	443,813	425,233	+4%
Rest of World	23,135	20,336	20,736	22,404	10,033	17,980	15,002	21,135	-29%	45,771	61,519	-26%

* USA, Canada and Mexico.

Mercedes-Benz Vans Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Wholesales	129,898	126,088	76,161	97,038	71,876	111,118	106,866	100,332	+7%	254,903	308,488	-17%
EU30*	87,354	89,514	53,078	66,557	42,943	78,622	69,314	65,523	+6%	165,335	210,702	-22%
Germany	37,379	34,444	21,632	22,384	18,542	32,670	32,600	28,863	+13%	72,774	83,917	-13%
North America**	18,404	13,351	7,288	11,671	10,888	12,338	18,495	14,057	+32%	36,671	38,066	-4%
USA	16,538	10,485	6,347	8,846	9,581	8,668	16,025	11,602	+38%	31,953	29,116	+10%
Latin America (excl. Mexico)	5,118	6,272	2,741	4,174	2,225	4,902	3,189	4,444	-28%	8,155	13,520	-40%
Asia	10,406	9,569	6,206	8,971	10,576	9,072	8,297	10,113	-18%	25,079	28,156	-11%
China	7,669	7,676	4,165	6,131	9,505	7,134	6,517	8,516	-23%	20,187	21,781	-7%
Rest of World	8,616	7,382	6,848	5,665	5,244	6,184	7,571	6,195	+22%	19,663	18,044	+9%

* European Union, United Kingdom, Switzerland and Norway.

** USA, Canada and Mexico.

Mercedes-Benz Cars Retail Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Retail sales	643,328	627,601	483,241	587,921	461,949	607,126	625,675	617,972	+1%	1,570,865	1,813,019	-13%
Europe	272,576	270,020	194,654	248,175	128,721	262,126	245,895	259,584	-5%	569,270	769,885	-26%
Germany	102,561	97,135	66,248	80,752	43,719	89,355	90,484	92,191	-2%	200,451	262,298	-24%
North America*	107,155	106,585	78,509	84,416	68,041	90,702	81,859	90,990	-10%	228,409	266,108	-14%
USA	92,202	90,853	67,740	71,397	59,449	76,493	69,633	76,806	-9%	196,822	224,696	-12%
Asia	238,384	227,794	190,448	234,224	251,196	232,731	279,766	246,368	+14%	721,410	713,323	+1%
China	170,226	159,517	139,915	178,123	208,222	174,199	224,884	184,439	+22%	573,021	536,761	+7%
of which locally produced vehicles	138,368	111,424	115,663	142,237	171,370	141,559	182,739	153,754	+19%	469,772	437,550	+7%
Rest of World	25,213	23,202	19,630	21,106	13,991	21,567	18,155	21,030	-14%	51,776	63,703	-19%
V-Class/X-Class (included in MBC retail sales)	22,163	22,065	15,684	18,051	13,530	19,310	18,198	19,253	-5%	47,412	56,614	-16%

* USA, Canada and Mexico.

Mercedes-Benz Vans Retail Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Retail sales	102,142	103,142	64,588	75,871	61,358	93,407	95,933	86,261	+11%	221,879	255,539	-13%
EU30*	71,663	74,119	44,762	53,453	37,731	68,836	63,935	57,075	+12%	146,428	179,364	-18%
Germany	29,739	27,371	16,409	17,453	14,354	26,568	26,284	21,845	+20%	57,047	65,866	-13%
North America**	15,203	12,374	9,021	9,665	12,197	11,661	17,550	15,431	+14%	38,768	36,757	+5%
USA	12,789	10,154	7,527	7,476	10,760	8,549	15,491	12,821	+21%	33,778	28,846	+17%
Latin America (excl. Mexico)	4,783	5,125	3,412	4,254	2,673	4,431	4,185	4,774	-12%	10,270	13,459	-24%
Asia	4,452	4,705	3,512	4,214	4,715	3,992	5,230	4,671	+12%	13,457	12,877	+5%
China	3,000	3,609	2,449	2,846	4,120	3,057	4,385	3,476	+26%	10,954	9,379	+17%
Rest of World	6,041	6,819	3,881	4,285	4,042	4,487	5,033	4,310	+17%	12,956	13,082	-1%

* European Union, United Kingdom, Switzerland and Norway.

** USA, Canada and Mexico.

Mercedes-Benz Cars & Vans Market Shares*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change in % pts.	2020	2019	Change in % pts.
Mercedes-Benz Cars												
European Union**	7.2	7.5	5.8	6.2	5.7	6.4	6.6	7.0	-0.4	6.0	6.5	-0.5
of which Germany	12.1	12.5	9.9	10.1	9.6	9.9	11.4	10.5	+0.9	10.5	10.3	+0.2
USA	2.1	2.1	1.9	1.8	2.0	1.7	1.8	1.8	0.0	1.9	1.8	+0.1
China	2.8	2.5	4.8	3.5	3.8	3.4	4.1	3.5	+0.6	4.3	3.5	+0.8
South Korea	5.4	4.8	4.7	4.3	4.6	5.0	4.3	5.9	-1.6	4.5	5.1	-0.6
Japan	2.1	1.9	1.3	1.4	1.4	1.5	1.9	1.5	+0.4	1.5	1.5	0.0
Mercedes-Benz Vans												
EU30*** small	2.0	3.1	1.9	2.6	1.8	2.7	2.7	2.2	+0.5	2.2	2.5	-0.3
EU30*** midsize/large	19.0	18.8	16.3	15.1	15.8	16.0	17.5	17.2	+0.3	16.6	16.0	+0.6
of which Germany	33.4	30.5	24.6	23.3	23.8	24.5	28.2	27.5	+0.7	25.8	25.1	+0.7
USA large	10.1	8.7	7.4	6.7	13.2	6.8	9.9	12.1	-2.2	9.9	8.5	+1.4

* Based on estimates in certain markets.

** Including United Kingdom until Q4 2019.

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

Daimler Trucks & Buses Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Incoming orders (units)	117,837	139,744	92,841	109,621	59,526	104,728	103,949	100,627	+3%	256,316	314,976	-19%
Unit sales (units)	130,439	153,405	97,574	121,446	61,033	134,909	99,256	134,339	-26%	257,863	390,694	-34%
Unit sales BFDA - Beijing Foton												
Daimler Automotive Co. Ltd. (Auman Trucks)	22,468	23,804	22,945	22,675	41,926	22,902	34,679	18,169	+91%	99,550	63,746	+56%
Production (units)	110,937	141,094	108,751	132,571	54,295	135,894	100,508	134,801	-25%	263,554	403,266	-35%
Revenue (millions of EUR)	11,191	n/a	8,744	10,174	6,200	11,581	9,230	11,483	-20%	24,174	33,238	-27%
EBIT (millions of EUR)	447	n/a	247	553	-756	834	541	838	-35%	32	2,225	-99%
EBIT adjusted (millions of EUR)	447	n/a	247	553	-747	834	603	838	-28%	103	2,225	-95%
Return on sales (%)	4.0%	n/a	2.8%	5.4%	-12.2%	7.2%	5.9%	7.3%	.	0.1%	6.7%	.
Return on sales adjusted (%)	4.0%	n/a	2.8%	5.4%	-12.0%	7.2%	6.5%	7.3%	.	0.4%	6.7%	.
CFBIT (millions of EUR)	1,123	n/a	-85	-232	-121	1,027	1,142	736	+55%	936	1,531	-39%
CFBIT adjusted (millions of EUR)	1,123	n/a	-85	-232	-121	1,027	1,142	736	+55%	936	1,531	-39%
Cash conversion rate adjusted*	2.5	n/a	-0.3	-0.4	0.2	1.2	1.9	0.9	.	9.1	0.7	.

* Ratio of CFBIT adjusted to EBIT adjusted.

Daimler Trucks & Buses

Reconciliation from EBIT to CFBIT

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
EBIT of Daimler Trucks & Buses	447	n/a	247	553	-756	834	541	838	-35%	32	2,225	-99%
Change in working capital	777	n/a	-129	-861	306	35	184	-100	.	361	-926	.
Net financial investments	1	n/a	-9	-16	-28	58	-35	-181	.	-72	-139	.
Net investments in property, plant and equipment and intangible assets	-478	n/a	-186	-238	-201	-321	-131	-297	.	-518	-856	.
Depreciation and amortization/impairments	342	n/a	333	320	339	320	332	333	-0%	1,004	973	+3%
Other	34	n/a	-341	10	219	101	251	143	+76%	129	254	-49%
CFBIT of Daimler Trucks & Buses	1,123	n/a	-85	-232	-121	1,027	1,142	736	+55%	936	1,531	-39%
Adjustments	0	n/a	0	0	0	0	0	0	.	0	0	.
CFBIT of Daimler Trucks & Buses adjusted	1,123	n/a	-85	-232	-121	1,027	1,142	736	+55%	936	1,531	-39%
Cash conversion rate adjusted*	2.5	n/a	-0.3	-0.4	0.2	1.2	1.9	0.9	.	9.1	0.7	.

* Ratio of CFBIT adjusted to EBIT adjusted.

Daimler Trucks Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Wholesales	120,745	143,524	92,468	115,920	57,945	126,474	94,141	125,382	-25%	244,554	367,776	-34%
EU30*	21,075	25,206	13,197	18,967	9,675	19,836	15,351	19,942	-23%	38,223	58,745	-35%
Germany	8,460	10,301	5,836	6,576	3,999	7,846	6,912	8,616	-20%	16,747	23,038	-27%
North America**	45,549	51,808	35,550	47,825	20,023	54,533	41,755	53,240	-22%	97,328	155,598	-37%
USA	38,914	43,006	31,414	42,376	17,321	45,593	36,500	47,307	-23%	85,235	135,276	-37%
Latin America (excl. Mexico)	12,139	11,077	6,996	8,677	6,208	10,215	7,672	11,569	-34%	20,876	30,461	-31%
Brazil	8,136	7,004	4,996	6,097	4,809	7,301	6,020	8,157	-26%	15,825	21,555	-27%
Asia	33,382	44,493	30,651	34,307	17,739	33,982	21,912	33,550	-35%	70,302	101,839	-31%
Japan	9,533	10,947	11,693	10,975	7,763	10,048	9,379	11,683	-20%	28,835	32,706	-12%
Indonesia	11,472	17,551	7,906	7,808	3,474	9,961	2,796	9,838	-72%	14,176	27,607	-49%
India	2,413	5,293	2,439	5,549	840	3,840	2,817	2,672	+5%	6,096	12,061	-49%
Rest of World	8,600	10,940	6,074	6,144	4,300	7,908	7,451	7,081	+5%	17,825	21,133	-16%

* European Union, United Kingdom, Switzerland and Norway.

** USA, Canada and Mexico.

Daimler Buses Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Wholesales	9,694	9,881	5,106	5,526	3,088	8,435	5,115	8,957	-43%	13,309	22,918	-42%
EU30*	3,053	3,588	1,260	919	1,230	2,837	1,897	2,474	-23%	4,387	6,230	-30%
Germany	1,006	1,197	531	342	590	924	724	769	-6%	1,845	2,035	-9%
North America**	800	1,070	448	382	240	665	230	797	-71%	918	1,844	-50%
Mexico	800	1,063	448	382	239	655	230	790	-71%	917	1,827	-50%
Latin America (excl. Mexico)	4,142	3,746	2,386	3,163	1,249	3,712	2,106	4,629	-55%	5,741	11,504	-50%
Brazil	3,028	2,160	1,915	2,228	920	2,673	1,558	3,465	-55%	4,393	8,366	-47%
Asia	1,143	1,073	403	846	133	716	352	695	-49%	888	2,257	-61%
Rest of World	556	404	609	216	236	505	530	362	+46%	1,375	1,083	+27%

* European Union, United Kingdom, Switzerland and Norway.

** USA, Canada and Mexico.

Daimler Trucks Incoming Orders*

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
Incoming orders	109,145	132,346	85,821	101,376	56,949	96,190	99,474	91,974	+8%	242,244	289,540	-16%
EU30**	18,544	29,039	16,256	20,474	10,268	18,493	15,828	12,103	+31%	42,352	51,070	-17%
Germany	7,116	10,466	7,296	8,763	4,467	6,865	5,801	5,179	+12%	17,564	20,807	-16%
North America***	40,616	54,276	32,838	27,009	17,194	28,045	41,573	26,038	+60%	91,605	81,092	+13%
USA	37,089	46,106	27,042	24,246	16,464	23,589	34,580	22,597	+53%	78,086	70,432	+11%
Latin America (excl. Mexico)	10,842	9,702	6,396	8,628	5,783	10,128	8,545	11,961	-29%	20,724	30,717	-33%
Brazil	8,136	7,004	4,996	6,097	4,809	7,301	6,020	8,157	-26%	15,825	21,555	-27%
Asia	32,632	32,471	23,950	38,561	18,853	32,825	24,731	35,426	-30%	67,534	106,812	-37%
Japan	10,770	10,841	11,631	12,189	9,422	11,162	8,348	10,422	-20%	29,401	33,773	-13%
Indonesia	12,045	7,244	3,465	13,070	2,084	8,211	6,478	10,753	-40%	12,027	32,034	-62%
India	1,516	5,000	1,737	5,825	2,108	3,073	2,288	4,201	-46%	6,133	13,099	-53%
Rest of World	6,511	6,858	6,381	6,704	4,851	6,699	8,797	6,446	+36%	20,029	19,849	+1%

* Net order intake, adjusted for cancellations.

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

*** USA, Canada and Mexico.

Daimler Trucks & Buses

Market Shares*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change in % pts.	2020	2019	Change in % pts.
Trucks Europe / Latin America												
(Mercedes-Benz)												
EU30** HDT/MDT	20.8	21.6	17.8	19.6	19.1	19.2	20.7	20.1	+0.6	19.3	19.6	-0.3
Germany HDT/MDT	39.0	39.2	35.0	34.5	35.8	32.3	37.5	35.0	+2.5	36.2	33.8	+2.4
Brazil HDT/MDT	28.1	29.1	33.2	30.5	28.8	30.2	31.9	29.2	+2.7	31.4	29.9	+1.5
Trucks North America												
(Freightliner/Western Star)												
North America*** Class 8	39.4	38.4	41.1	44.6	39.2	37.3	38.7	36.5	+2.2	39.5	38.6	+0.9
North America*** Class 6-7	33.7	35.1	38.2	39.7	32.9	31.1	31.9	29.6	+2.3	33.9	32.5	+1.4
Trucks Asia												
(FUSO)												
Japan Trucks Total	20.4	18.5	20.2	17.0	20.6	18.7	19.6	18.3	+1.3	20.1	18.1	+2.0
Indonesia Trucks Total	44.0	42.4	48.4	45.9	50.7	41.7	51.2	45.4	+5.8	49.9	44.3	+5.6
(BharatBenz)												
India > 9 t	5.7	5.7	6.4	5.7	10.7	5.4	14.2	6.7	+7.5	9.1	5.8	+3.3
Buses												
EU30** heavy	25.7	28.4	31.4	24.3	23.5	27.6	26.9	31.0	-4.1	27.3	28.4	-1.1
Germany heavy	45.3	48.8	47.7	44.5	46.0	53.5	57.7	59.3	-1.6	51.6	53.7	-2.1
Brazil heavy	58.0	43.3	58.1	48.9	50.7	55.2	47.5	49.2	-1.7	51.5	51.4	+0.1

* Based on estimates in certain markets.

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

*** USA, Canada and Mexico.

Daimler Mobility Overview

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2019	2018	2020	2019	2020	2019	2020	2019	Change	2020	2019	Change
New business	20,411	19,112	16,174	17,324	13,971	18,363	18,676	18,279	+2%	48,821	53,966	-10%
Contract volume (end of period)	162,843	154,072	159,628	157,367	153,704	156,458	149,816	160,416	-7%	149,816	162,843*	-8%
Revenue**	7,534	7,059	7,101	6,881	6,450	7,145	6,877	7,086	-3%	20,428	21,112	-3%
EBIT	87	378	58	1,209	205	431	589	413	+43%	852	2,053	-58%
EBIT adjusted	384	n/a	58	491	313	483	601	469	+28%	972	1,443	-33%
Return on equity (%)	2.4%	12.0%	1.6%	35.7%	5.6%	12.5%	16.2%	11.9%	.	7.8%	19.9%	.
Return on equity adjusted (%)	10.5%	n/a	1.6%	14.5%	8.6%	14.0%	16.5%	13.5%	.	8.8%	14.0%	.

* 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.