

# DAIMLER

Fact Sheet for Q3 and January-September 2021

October 29, 2021

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## Stock Market Information

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Earnings per share</b> (in EUR)												
basic	3.26	-0.10	4.01	0.09	3.36	-1.87	2.31	1.91	+21%	9.68	0.13	.
thereof discontinued operations	.	.	.	.	.	.	0.50	0.32	+56%	1.85	-0.28	.
diluted	3.26	-0.10	4.01	0.09	3.36	-1.87	2.31	1.91	+21%	9.68	0.13	.
thereof discontinued operations	.	.	.	.	.	.	0.50	0.32	+56%	1.85	-0.28	.
<b>Average number of shares outstanding</b> (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%
<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	1,069.8	1,069.8	1,069.8	0%			
<b>Xetra closing price</b> (at period end, in EUR)	57.79	49.37	76.01	27.52	75.30	36.15	76.72	46.04	+67%			
<b>Market capitalisation Frankfurt</b> (at period end, in billions of EUR)	61.83	52.82	81.32	29.44	80.56	38.67	82.08	49.26	+67%			

## Key Figures and Ratios

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Unit Sales</b> (in units)	881,550	910,163	728,609	644,316	736,385	541,833	577,848	772,703	-25%	2,042,842	1,958,852	+4%
<b>Revenue</b>	46,621	47,127	41,017	37,223	43,482	30,184	40,083	40,281	-0%	124,582	107,688	+16%
thereof discontinued operations	.	.	.	.	.	.	8,436	8,661	-3%	25,929	22,594	+15%
<b>EBIT</b>	4,598	383	5,748	617	5,185	-1,682	3,579	3,070	+17%	14,512	2,005	+624%
thereof discontinued operations	.	.	.	.	.	.	680	559	+22%	2,530	80	.
<b>Net profit (loss), Group</b>	3,589	-11	4,373	168	3,704	-1,906	2,573	2,158	+19%	10,650	420	.
thereof discontinued operations	.	.	.	.	.	.	549	347	+58%	2,008	-297	.
<b>Profit (loss) attributable to shareholders of Daimler AG</b>	3,485	-109	4,290	94	3,598	-2,001	2,470	2,049	+21%	10,358	142	.
thereof discontinued operations	.	.	.	.	.	.	541	349	+55%	1,982	-297	.
<b>Free cash flow industrial business</b>	4,751	1,890	1,810	-2,316	2,586	685	2,249	5,139	-56%	6,645	3,508	+89%
<b>R&amp;D expenditure total</b>	1,879	2,426	2,414	2,354	2,366	2,255	2,212	2,126	+4%	6,992	6,735	+4%
Expensed R&D costs	1,296	1,549	1,831	1,722	1,787	1,544	1,656	1,554	+7%	5,274	4,820	+9%
Capitalised development costs	583	877	583	632	579	711	556	572	-3%	1,718	1,915	-10%
<b>Amortisation on capitalised development costs</b>	511	453	503	454	544	436	510	519	-2%	1,557	1,409	+11%
<b>Depreciation and amortisation*</b>	2,200	2,148	1,785	1,947	1,819	2,429	1,677	2,077	-19%	5,281	6,453	-18%
<b>Capital expenditure total*</b>	2,915	3,009	1,952	2,139	1,714	2,132	1,869	1,915	-2%	5,535	6,186	-11%
Investment in pp&e	1,904	1,989	1,169	1,312	1,034	1,310	1,070	1,176	-9%	3,273	3,798	-14%
Capitalised development costs	583	877	583	632	579	711	556	572	-3%	1,718	1,915	-10%
Financial investments and other intangible assets	428	143	200	195	101	111	243	167	+46%	544	473	+15%

\* Industrial business. Depreciation and amortisation including amortisation on capitalised development costs and right-of-use assets, excluding depreciation on leased assets. Excluding depreciation and amortization as of August 2021 for entities to be spun-off.

## 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		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Mercedes-Benz Cars &amp; Vans</b>												
EBIT	3,669	62	4,078	510	3,438	-1,125	2,004	2,118	-5%	9,520	1,503	+533%
RoS	12.0%	0.2%	15.2%	2.2%	12.2%	-5.9%	7.8%	8.2%	.	11.8%	2.2%	.
<b>Daimler Trucks &amp; Buses</b>												
EBIT	493	447	1,041	247	819	-756	482	541	-11%	2,342	32	.
thereof discontinued operations	.	.	.	.	.	.	436	566	-23%	2,320	66	.
RoS	4.7%	4.0%	12.0%	2.8%	8.2%	-12.2%	5.4%	5.9%	.	8.5%	0.1%	.
<b>Daimler Mobility</b>												
EBIT	584	87	744	58	924	205	943	589	+60%	2,611	852	+206%
Return on equity (RoE)	16.2%	2.4%	20.2%	1.6%	23.9%	5.6%	23.3%	16.2%	.	22.5%	7.8%	.
<b>Reconciliation</b>												
thereof discontinued operations	-148	-213	-115	-198	4	-6	150	-178	.	39	-382	.
	.	.	.	.	.	.	244	-7	.	210	14	.
<b>Daimler Group</b>												
thereof discontinued operations	4,598	383	5,748	617	5,185	-1,682	3,579	3,070	+17%	14,512	2,005	+624%
	.	.	.	.	.	.	680	559	+22%	2,530	80	.

## EBIT of the Daimler Group

(in millions of EUR)	<b>Daimler Group</b>		<b>Mercedes-Benz Cars &amp; Vans</b>		<b>Daimler Trucks &amp; Buses</b>		<b>Daimler Mobility</b>		<b>Reconciliation</b>	
	3rd Quarter		3rd Quarter		3rd Quarter		3rd Quarter		3rd Quarter	
	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
Revenue	40,083	40,281	25,603	25,818	8,890	9,230	6,855	6,877	-1,265	-1,644
Cost of sales	-31,502	-32,704	-20,145	-20,846	-7,319	-7,602	-5,574	-5,927	1,536	1,671
<b>Gross profit</b>	8,581	7,577	5,458	4,972	1,571	1,628	1,281	950	271	27
Selling expenses	-2,725	-2,364	-2,055	-1,820	-636	-566	-165	-156	131	178
General administrative expenses	-973	-888	-395	-379	-328	-344	-198	-189	-52	24
Research and non-capitalised development costs	-1,656	-1,554	-1,342	-1,237	-335	-342	0	0	21	25
Others	352	299	338	582	210	165	25	-16	-221	-432
<b>EBIT</b>	3,579	3,070	2,004	2,118	482	541	943	589	150	-178
thereof discontinued operations	680	559	.	.	436	566	.	.	244	-7

## Adjustments Affecting EBIT

		4th Quarter		1st Quarter		2nd Quarter		3rd Quarter		January - September	
		2020	2019	2021	2020	2021	2020	2021	2020	2021	2020
<hr/>											
Mercedes-Benz Cars & Vans	Legal proceedings and related measures*	6	1,475	75	93	107	53	74	2	256	148
	Restructuring measures	391	226	292	-	59	788	97	297	448	1,085
	M&A transactions	-	-	-604	-	-	-	-	-	-604	-
<hr/>											
Daimler Trucks & Buses	Restructuring measures	82	-	88	-	12	9	16	62	116	71
	M&A transactions	-	-	-611	-	-	-	-9	-	-620	-
<hr/>											
Daimler Mobility	Legal proceedings and related measures	-	-34	-	-	-	-	-	-	-	-
	Restructuring measures	39	331	36	-	6	108	-	12	42	120
	M&A transactions	-	-	-89	-	-	-	-	-	-89	-
<hr/>											
Recon- ciliation	Legal proceedings and related measures	1	-4	-	9	-	-	-	-	-	9
	Restructuring measures	34	-	33	-	-	16	4	36	37	52
	M&A transactions	-	-	-	-	51	-	-150	-	-99	-

\* 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		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Mercedes-Benz Cars &amp; Vans</b>												
EBIT adjusted	4,066	1,763	3,841	603	3,604	-284	2,175	2,417	-10%	9,620	2,736	+252%
RoS adjusted	13.3%	5.7%	14.3%	2.6%	12.8%	-1.5%	8.5%	9.4%	.	11.9%	4.0%	.
<b>Daimler Trucks &amp; Buses</b>												
EBIT adjusted	575	447	518	247	831	-747	489	603	-19%	1,838	103	.
RoS adjusted	5.5%	4.0%	6.0%	2.8%	8.3%	-12.0%	5.5%	6.5%	.	6.7%	0.4%	.
<b>Daimler Mobility</b>												
EBIT adjusted	623	384	691	58	930	313	943	601	+57%	2,564	972	+164%
RoE adjusted	17.3%	10.5%	18.7%	1.6%	24.0%	8.6%	23.3%	16.5%	.	22.1%	8.8%	.
<b>Reconciliation</b>												
	-113	-217	-82	-189	55	10	4	-142	.	-23	-321	.
<b>Daimler Group</b>												
	5,151	2,377	4,968	719	5,420	-708	3,611	3,479	+4%	13,999	3,490	+301%



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

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Net liquidity at the beginning of the period</b>	13,079	9,648	17,855	10,997	20,092	9,262	20,863	9,481	+120%	17,855	10,997	+62%
Free cash flow	4,751	1,890	1,810	-2,316	2,586	685	2,249	5,139	-56%	6,645	3,508	+89%
thereof working capital*	770	1,479	619	-384	-278	1,573	21	598	-96%	362	1,787	-80%
Other	25	-541	427	581	-1,815	-466	346	-1,541	.	-1,042	-1,426	.
thereof dividends Daimler AG	0	0	-1,444	0	0	0	0	-963	.	-1,444	-963	.
<b>Net liquidity at the end of the period</b>	17,855	10,997	20,092	9,262	20,863	9,481	23,458	13,079	+79%	23,458	13,079	+79%

\* Inventories, trade receivables and trade payables.

## Liquidity

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	Q3 2021	2020	Change
<b>Group liquidity</b>												
Cash and cash equivalents	23,048	18,883	25,956	16,140	26,180	21,949	25,356	24,498	+4%	25,356	23,048	+10%
Marketable securities and term deposits	6,397	8,655	6,072	7,910	5,849	7,370	6,261	8,063	-22%	6,261	6,397	-2%
<b>Gross liquidity</b>	29,445	27,538	32,028	24,050	32,029	29,319	31,617	32,561	-3%	31,617	29,445	+7%
Financing liabilities (nominal)	-144,618	-161,201	-146,001	-156,649	-142,001	-155,996	-135,790	-150,743	.	-135,790	-144,618	.
<b>Net debt</b>	-115,173	-133,663	-113,973	-132,599	-109,972	-126,677	-104,173	-118,182	.	-104,173	-115,173	.
<b>Liquidity of the industrial business</b>												
Cash and cash equivalents	20,344	16,152	22,774	13,966	22,664	17,967	21,675	21,899	-1%	21,675	20,344	+7%
Marketable securities and term deposits	5,468	7,522	5,090	6,875	4,915	6,469	5,299	7,183	-26%	5,299	5,468	-3%
<b>Gross liquidity</b>	25,812	23,674	27,864	20,841	27,579	24,436	26,974	29,082	-7%	26,974	25,812	+5%
Financing liabilities (nominal)	-7,957	-12,677	-7,772	-11,579	-6,716	-14,955	-3,516	-16,003	.	-3,516	-7,957	.
<b>Net liquidity</b>	17,855	10,997	20,092	9,262	20,863	9,481	23,458	13,079	+79%	23,458	17,855	+31%

## 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		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>CFBIT of Mercedes-Benz Cars &amp; Vans</b>	3,730	1,749	1,968	-1,729	2,502	430	3,652	4,617	-21%	8,122	3,318	+145%
<b>CFBIT of Daimler Trucks &amp; Buses</b>	1,577	1,123	621	-85	667	-121	-576	1,142	.	712	936	-24%
Income taxes paid/refunded	-622	-672	-355	-431	-724	271	-613	-24	.	-1,692	-184	.
Interest paid/received	103	-24	-100	16	38	35	-251	-133	.	-313	-82	.
Other reconciling items	-37	-286	-324	-87	103	70	37	-463	.	-184	-480	.
<b>Free cash flow industrial business</b>	4,751	1,890	1,810	-2,316	2,586	685	2,249	5,139	-56%	6,645	3,508	+89%
Adjustments	143	1,056	1,022	454	364	93	584	206	+183%	1,970	753	+162%
<b>Free cash flow (IB) adjusted</b>	4,894	2,946	2,832	-1,862	2,950	778	2,833	5,345	-47%	8,615	4,261	+102%

\* 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		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	Q3 2021	2020	Change
<b>Pension benefits</b>												
Benefit obligations	-39.9	-36.2	-36.9	-32.6	-36.9	-37.1	-28.6	-38.3	.	-28.6	-39.9	.
Plan assets	28.9	27.8	28.6	25.1	29.3	26.8	23.4	26.9	-13%	23.4	28.9	-19%
Funded status	-11.0	-8.4	-8.3	-7.5	-7.6	-10.3	-5.2	-11.4	.	-5.2	-11.0	.
additionally included in liabilities held for sale or distribution	.	.	.	.	.	.	-2.2	.	.	-2.2	.	.
Funding ratio	72.4%	76.8%	77.5%	77.0%	79.4%	72.2%	81.8%	70.2%	.	81.8%	72.4%	.
<b>Health-care benefits</b>												
Benefit obligations / funded status	-1.0	-1.2	-1.0	-1.2	-1.0	-1.2	-0.4	-1.0	.	-0.4	-1.0	.
additionally included in liabilities held for sale or distribution	.	.	.	.	.	.	-0.6	.	.	-0.6	.	.

## Net Assets of the Automotive Segments

(in millions of EUR)	Mercedes-Benz Cars & Vans		Daimler Trucks & Buses	
	End of		End of	
	Q3 2021	2020	Q3 2021	2020
Intangible assets	14,203	13,991	1,683	1,681
Property, plant and equipment	27,434	26,661	7,480	7,905
Inventories	20,353	19,117	8,528	6,307
Trade receivables	5,915	6,839	3,059	3,090
Other segment assets	25,863	24,752	7,063	5,847
<b>Segment assets</b>	<b>93,768</b>	<b>91,360</b>	<b>27,813</b>	<b>24,830</b>
thereof assets held for sale or distribution	232	.	27,258	.
Trade payables	10,491	8,752	3,508	2,824
Other segment liabilities	49,806	51,416	14,601	14,176
<b>Segment liabilities</b>	<b>60,297</b>	<b>60,168</b>	<b>18,109</b>	<b>17,000</b>
thereof liabilities held for sale or distribution	95	.	17,868	.
<b>Net assets</b>	<b>33,471</b>	<b>31,192</b>	<b>9,704</b>	<b>7,830</b>

## Production Volume

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Mercedes-Benz Cars &amp; Vans</b>	704,243	646,749	637,113	609,553	598,679	422,082	482,752	687,846	-30%	1,718,544	1,719,481	-0%
Mercedes-Benz Cars	600,127	539,918	542,925	517,297	499,186	350,662	399,798	589,226	-32%	1,441,909	1,457,185	-1%
Mercedes-Benz Vans	104,116	106,831	94,188	92,256	99,493	71,420	82,954	98,620	-16%	276,635	262,296	+5%
<b>Daimler Trucks &amp; Buses</b>	107,452	110,937	110,869	108,751	116,176	54,295	104,056	100,508	+4%	331,101	263,554	+26%
Daimler Trucks	102,342	102,739	106,892	102,253	111,042	50,887	99,311	95,385	+4%	317,245	248,525	+28%
Daimler Buses	5,110	8,198	3,977	6,498	5,134	3,408	4,745	5,123	-7%	13,856	15,029	-8%
<b>Daimler Group</b>	811,695	757,686	747,982	718,304	714,855	476,377	586,808	788,354	-26%	2,049,645	1,983,035	+3%

## Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Mercedes-Benz Cars &amp; Vans</b>	760,895	779,724	627,287	546,742	619,558	480,800	471,404	673,447	-30%	1,718,249	1,700,989	+1%
Mercedes-Benz Cars	641,146	649,826	538,869	470,581	521,190	408,924	383,450	566,581	-32%	1,443,509	1,446,086	-0%
Mercedes-Benz Vans	119,749	129,898	88,418	76,161	98,368	71,876	87,954	106,866	-18%	274,740	254,903	+8%
<b>Daimler Trucks &amp; Buses</b>	120,655	130,439	101,322	97,574	116,827	61,033	106,444	99,256	+7%	324,593	257,863	+26%
Daimler Trucks	113,795	120,745	97,585	92,468	112,139	57,945	101,715	94,141	+8%	311,439	244,554	+27%
Daimler Buses	6,860	9,694	3,737	5,106	4,688	3,088	4,729	5,115	-8%	13,154	13,309	-1%
<b>Daimler Group</b>	881,550	910,163	728,609	644,316	736,385	541,833	577,848	772,703	-25%	2,042,842	1,958,852	+4%

## Revenue

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Mercedes-Benz Cars &amp; Vans</b>	30,613	30,854	26,886	23,196	28,152	18,949	25,603	25,818	-1%	80,641	67,963	+19%
<b>Daimler Trucks &amp; Buses</b>	10,497	11,191	8,665	8,744	10,012	6,200	8,890	9,230	-4%	27,567	24,174	+14%
thereof discontinued operations	.	.	.	.	.	.	8,725	9,147	-5%	27,240	23,874	+14%
<b>Daimler Mobility</b>	7,271	7,534	6,966	7,101	6,874	6,450	6,855	6,877	-0%	20,695	20,428	+1%
<b>Reconciliation</b>	-1,760	-2,452	-1,500	-1,818	-1,556	-1,415	-1,265	-1,644	.	-4,321	-4,877	.
thereof discontinued operations	.	.	.	.	.	.	-289	-486	.	-1,311	-1,280	.
<b>Daimler Group</b>	46,621	47,127	41,017	37,223	43,482	30,184	40,083	40,281	-0%	124,582	107,688	+16%
thereof discontinued operations	.	.	.	.	.	.	8,436	8,661	-3%	25,929	22,594	+15%



## Mercedes-Benz Cars & Vans Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Unit sales</b> (units)	760,895	779,724	627,287	546,742	619,558	480,800	471,404	673,447	-30%	1,718,249	1,700,989	+1%
<b>Retail sales</b> (units)	735,606	745,470	667,327	547,829	675,915	523,307	517,944	721,608	-28%	1,861,186	1,792,744	+4%
<b>Production</b> (units)	704,243	646,749	637,113	609,553	598,679	422,082	482,752	687,846	-30%	1,718,544	1,719,481	-0%
<b>Revenue</b> (millions of EUR)	30,613	30,854	26,886	23,196	28,152	18,949	25,603	25,818	-1%	80,641	67,963	+19%
<b>EBIT</b> (millions of EUR)	3,669	62	4,078	510	3,438	-1,125	2,004	2,118	-5%	9,520	1,503	+533%
<b>EBIT adjusted</b> (millions of EUR)	4,066	1,763	3,841	603	3,604	-284	2,175	2,417	-10%	9,620	2,736	+252%
<b>Return on sales</b> (%)	12.0%	0.2%	15.2%	2.2%	12.2%	-5.9%	7.8%	8.2%	.	11.8%	2.2%	.
<b>Return on sales adjusted</b> (%)	13.3%	5.7%	14.3%	2.6%	12.8%	-1.5%	8.5%	9.4%	.	11.9%	4.0%	.
<b>CFBIT</b> (millions of EUR)	3,730	1,749	1,968	-1,729	2,502	430	3,652	4,617	-21%	8,122	3,318	+145%
<b>CFBIT adjusted</b> (millions of EUR)	3,855	2,805	3,129	-1,281	2,805	522	4,127	4,821	-14%	10,061	4,062	+148%
<b>Cash conversion rate adjusted*</b>	0.9	1.6	0.8	-2.1	0.8	-1.8	1.9	2.0	.	1.0	1.5	.

\* 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		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>EBIT of Mercedes-Benz Cars &amp; Vans</b>	3,669	62	4,078	510	3,438	-1,125	2,004	2,118	-5%	9,520	1,503	+533%
Change in working capital	32	670	844	-163	-179	1,256	1,170	435	+169%	1,835	1,528	+20%
Net financial investments	-295	-37	186	-118	-9	170	-228	-58	.	-51	-6	.
Net investments in property, plant and equipment and intangible assets	-2,244	-2,664	-1,586	-1,821	-1,588	-1,899	-1,360	-1,603	.	-4,534	-5,323	.
Depreciation and amortisation/impairments	1,854	1,802	1,498	1,614	1,546	2,090	1,580	1,745	-9%	4,624	5,449	-15%
Other	714	1,916	-3,052	-1,751	-706	-62	486	1,980	-75%	-3,272	167	.
<b>CFBIT of Mercedes-Benz Cars &amp; Vans</b>	<b>3,730</b>	<b>1,749</b>	<b>1,968</b>	<b>-1,729</b>	<b>2,502</b>	<b>430</b>	<b>3,652</b>	<b>4,617</b>	<b>-21%</b>	<b>8,122</b>	<b>3,318</b>	<b>+145%</b>
Adjustments	125	1,056	1,161	448	303	92	475	204	+133%	1,939	744	+161%
<b>CFBIT of Mercedes-Benz Cars &amp; Vans adjusted</b>	<b>3,855</b>	<b>2,805</b>	<b>3,129</b>	<b>-1,281</b>	<b>2,805</b>	<b>522</b>	<b>4,127</b>	<b>4,821</b>	<b>-14%</b>	<b>10,061</b>	<b>4,062</b>	<b>+148%</b>
<b>Cash conversion rate adjusted*</b>	<b>0.9</b>	<b>1.6</b>	<b>0.8</b>	<b>-2.1</b>	<b>0.8</b>	<b>-1.8</b>	<b>1.9</b>	<b>2.0</b>	<b>.</b>	<b>1.0</b>	<b>1.5</b>	<b>.</b>

\* Ratio of CFBIT adjusted to EBIT adjusted.

## Mercedes-Benz Cars Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Wholesales</b>	641,146	649,826	538,869	470,581	521,190	408,924	383,450	566,581	-32%	1,443,509	1,446,086	-0%
<b>Europe</b>	251,455	258,916	182,108	189,190	173,512	113,369	132,772	229,829	-42%	488,392	532,388	-8%
<b>Germany</b>	97,816	89,375	56,120	61,025	53,381	39,531	45,074	84,168	-46%	154,575	184,724	-16%
<b>North America*</b>	97,257	114,333	82,101	79,757	78,882	49,074	56,336	60,723	-7%	217,319	189,554	+15%
<b>USA</b>	85,849	97,728	72,768	68,525	68,297	42,452	46,198	51,998	-11%	187,263	162,975	+15%
<b>Asia</b>	275,992	253,442	258,310	180,898	251,572	236,448	180,674	261,027	-31%	690,556	678,373	+2%
<b>China</b>	216,506	179,395	208,070	131,566	199,200	196,173	132,579	213,846	-38%	539,849	541,585	-0%
of which <b>locally produced vehicles</b>	167,003	142,073	166,615	110,043	149,385	160,069	89,390	173,701	-49%	405,390	443,813	-9%
<b>Rest of World</b>	16,442	23,135	16,350	20,736	17,224	10,033	13,668	15,002	-9%	47,242	45,771	+3%

\* USA, Canada and Mexico.

## Mercedes-Benz Vans Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Wholesales</b>	119,749	129,898	88,418	76,161	98,368	71,876	87,954	106,866	-18%	274,740	254,903	+8%
<b>EU30*</b>	79,885	87,354	57,480	53,078	65,390	42,943	51,666	69,314	-25%	174,536	165,335	+6%
<b>Germany</b>	36,740	37,379	20,410	21,632	27,619	18,542	22,110	32,600	-32%	70,139	72,774	-4%
<b>North America**</b>	17,775	18,404	11,149	7,288	9,664	10,888	18,305	18,495	-1%	39,118	36,671	+7%
<b>USA</b>	15,581	16,538	9,470	6,347	8,542	9,581	16,056	16,025	+0%	34,068	31,953	+7%
<b>Latin America</b> (excl. Mexico)	3,875	5,118	3,961	2,741	4,488	2,225	4,553	3,189	+43%	13,002	8,155	+59%
<b>Asia</b>	11,707	10,406	10,097	6,206	12,697	10,576	8,912	8,297	+7%	31,706	25,079	+26%
<b>China</b>	10,292	7,669	8,508	4,165	10,953	9,505	7,525	6,517	+15%	26,986	20,187	+34%
<b>Rest of World</b>	6,507	8,616	5,731	6,848	6,129	5,244	4,518	7,571	-40%	16,378	19,663	-17%

\* 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		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Retail sales</b>	631,714	643,328	590,999	483,241	591,725	461,949	434,784	625,675	-31%	1,617,508	1,570,865	+3%
<b>Europe</b>	252,942	272,576	201,959	194,654	201,804	128,721	150,984	245,895	-39%	554,747	569,270	-3%
<b>Germany</b>	104,415	102,561	60,249	66,248	59,428	43,719	49,307	90,484	-46%	168,984	200,451	-16%
<b>North America*</b>	89,194	107,155	88,318	78,509	93,987	68,041	65,782	81,859	-20%	248,087	228,409	+9%
<b>USA</b>	78,069	92,202	78,256	67,740	82,390	59,449	55,131	69,633	-21%	215,777	196,822	+10%
<b>Asia</b>	268,239	238,384	282,581	190,448	277,434	251,196	203,901	279,766	-27%	763,916	721,410	+6%
<b>China</b>	206,356	170,226	223,791	139,915	220,448	208,222	151,756	224,884	-33%	595,995	573,021	+4%
of which <b>locally produced vehicles</b>	161,515	138,368	181,195	115,663	170,434	171,370	103,539	182,739	-43%	455,168	469,772	-3%
<b>Rest of World</b>	21,339	25,213	18,141	19,630	18,500	13,991	14,117	18,155	-22%	50,758	51,776	-2%
<b>V-Class/X-Class</b> (included in MBC retail sales)	18,488	22,163	13,659	15,684	17,686	13,530	13,061	18,198	-28%	44,406	47,412	-6%

\* USA, Canada and Mexico.

## Mercedes-Benz Vans Retail Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Retail sales</b>	103,892	102,142	76,328	64,588	84,190	61,358	83,160	95,933	-13%	243,678	221,879	+10%
<b>EU30*</b>	70,436	71,663	50,450	44,762	57,573	37,731	50,350	63,935	-21%	158,373	146,428	+8%
<b>Germany</b>	30,141	29,739	16,281	16,409	21,572	14,354	17,877	26,284	-32%	55,730	57,047	-2%
<b>North America**</b>	19,706	15,203	13,628	9,021	11,415	12,197	18,492	17,550	+5%	43,535	38,768	+12%
<b>USA</b>	17,228	12,789	11,659	7,527	10,053	10,760	16,055	15,491	+4%	37,767	33,778	+12%
<b>Latin America</b> (excl. Mexico)	4,113	4,783	3,874	3,412	3,859	2,673	4,574	4,185	+9%	12,307	10,270	+20%
<b>Asia</b>	4,789	4,452	4,273	3,512	5,840	4,715	4,870	5,230	-7%	14,983	13,457	+11%
<b>China</b>	4,153	3,000	3,324	2,449	4,784	4,120	4,132	4,385	-6%	12,240	10,954	+12%
<b>Rest of World</b>	4,848	6,041	4,103	3,881	5,503	4,042	4,874	5,033	-3%	14,480	12,956	+12%

\* 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		
	2020	2019	2021	2020	2021	2020	2021	2020	Change in % pts.	2021	2020	Change in % pts.
<b>Mercedes-Benz Cars</b>												
<b>European Union**</b>	6.7	7.2	5.0	5.8	4.8	5.7	5.0	6.6	-1.6	5.1	6.0	-0.9
of which <b>Germany</b>	12.0	12.1	9.4	9.9	7.9	9.6	7.8	11.4	-3.6	8.2	10.5	-2.3
<b>USA</b>	1.9	2.1	2.0	1.9	1.9	2.0	2.6	1.8	+0.8	2.2	1.9	+0.3
<b>China</b>	3.6	2.8	4.3	4.8	4.4	3.8	3.2	4.1	-0.9	4.0	4.3	-0.3
<b>South Korea</b>	5.4	5.4	5.3	4.7	5.7	4.6	6.1	4.3	+1.8	5.7	4.5	+1.2
<b>Japan</b>	1.6	2.1	1.2	1.3	1.6	1.4	1.6	1.9	-0.3	1.4	1.5	-0.1
<b>Mercedes-Benz Vans</b>												
<b>EU30*** small</b>	2.2	2.0	1.7	1.9	2.0	1.8	2.6	2.7	-0.1	2.0	2.2	-0.2
<b>EU30*** midsize/large</b>	18.1	19.1	13.9	16.4	14.4	15.8	15.8	17.5	-1.7	14.6	16.7	-2.1
of which <b>Germany</b>	30.0	33.4	22.8	24.6	23.0	23.8	24.9	28.0	-3.1	23.5	25.7	-2.2
<b>USA large</b>	11.8	11.0	8.2	7.4	10.5	13.2	18.3	9.9	+8.4	12.3	9.9	+2.4

\* 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		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Incoming orders</b> (units)	175,376	117,837	151,127	92,841	130,183	59,526	166,286	103,949	+60%	447,596	256,316	+75%
<b>Unit sales</b> (units)	120,655	130,439	101,322	97,574	116,827	61,033	106,444	99,256	+7%	324,593	257,863	+26%
<b>Unit sales BFDA</b> - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	26,896	22,468	41,855	22,945	40,586	41,926	13,174	34,679	-62%	95,615	99,550	-4%
<b>Production</b> (units)	107,452	110,937	110,869	108,751	116,176	54,295	104,056	100,508	+4%	331,101	263,554	+26%
<b>Revenue</b> (millions of EUR)	10,497	11,191	8,665	8,744	10,012	6,200	8,890	9,230	-4%	27,567	24,174	+14%
thereof discontinued operations	.	.	.	.	.	.	8,725	9,147	-5%	27,240	23,874	+14%
<b>EBIT</b> (millions of EUR)	493	447	1,041	247	819	-756	482	541	-11%	2,342	32	.
thereof discontinued operations	.	.	.	.	.	.	436	566	-23%	2,320	66	.
<b>EBIT adjusted</b> (millions of EUR)	575	447	518	247	831	-747	489	603	-19%	1,838	103	.
<b>Return on sales</b> (%)	4.7%	4.0%	12.0%	2.8%	8.2%	-12.2%	5.4%	5.9%	.	8.5%	0.1%	.
<b>Return on sales adjusted</b> (%)	5.5%	4.0%	6.0%	2.8%	8.3%	-12.0%	5.5%	6.5%	.	6.7%	0.4%	.
<b>CFBIT</b> (millions of EUR)	1,577	1,123	621	-85	667	-121	-576	1,142	.	712	936	-24%
<b>CFBIT adjusted</b> (millions of EUR)	1,577	1,123	435	-85	693	-121	-527	1,142	.	601	936	-36%
<b>Cash conversion rate adjusted*</b>	2.7	2.5	0.8	-0.3	0.8	0.2	-1.1	1.9	.	0.3	9.1	.

\* 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		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>EBIT of Daimler Trucks &amp; Buses</b>	493	447	1,041	247	819	-756	482	541	-11%	2,342	32	.
Change in working capital	619	777	-159	-129	-121	306	-1,128	184	.	-1,408	361	.
Net financial investments	-5	1	314	-9	-2	-28	-45	-35	.	267	-72	.
Net investments in property, plant and equipment and intangible assets	-370	-478	-198	-186	-108	-201	-151	-131	.	-457	-518	.
Depreciation and amortisation/impairments	345	342	287	333	274	339	97	332	-71%	658	1,004	-34%
Other	495	34	-664	-341	-195	219	169	251	-33%	-690	129	.
<b>CFBIT of Daimler Trucks &amp; Buses</b>	1,577	1,123	621	-85	667	-121	-576	1,142	.	712	936	-24%
Adjustments	0	0	-186	0	26	0	49	0	.	-111	0	.
<b>CFBIT of Daimler Trucks &amp; Buses adjusted</b>	1,577	1,123	435	-85	693	-121	-527	1,142	.	601	936	-36%
<b>Cash conversion rate adjusted*</b>	2.7	2.5	0.8	-0.3	0.8	0.2	-1.1	1.9	.	0.3	9.1	.

\* Ratio of CFBIT adjusted to EBIT adjusted.

## Daimler Trucks Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Wholesales</b>	113,795	120,745	97,585	92,468	112,139	57,945	101,715	94,141	+8%	311,439	244,554	+27%
<b>EU30*</b>	22,413	21,075	15,275	13,197	18,144	9,675	12,912	15,351	-16%	46,331	38,223	+21%
<b>Germany</b>	9,055	8,460	5,411	5,836	6,383	3,999	4,683	6,912	-32%	16,477	16,747	-2%
<b>North America**</b>	42,112	45,549	37,002	35,550	42,757	20,023	33,851	41,755	-19%	113,610	97,328	+17%
<b>USA</b>	36,531	38,914	33,199	31,414	37,010	17,321	29,104	36,500	-20%	99,313	85,235	+17%
<b>Latin America (excl. Mexico)</b>	12,307	12,139	10,521	6,996	13,220	6,208	15,557	7,672	+103%	39,298	20,876	+88%
<b>Brazil</b>	9,451	8,136	7,308	4,996	9,103	4,809	10,479	6,020	+74%	26,890	15,825	+70%
<b>Asia</b>	27,864	33,382	25,981	30,651	27,033	17,739	31,319	21,912	+43%	84,333	70,302	+20%
<b>Japan</b>	10,239	9,533	8,931	11,693	8,680	7,763	8,156	9,379	-13%	25,767	28,835	-11%
<b>Indonesia</b>	5,354	11,472	3,664	7,906	5,959	3,474	10,903	2,796	+290%	20,526	14,176	+45%
<b>India</b>	3,528	2,413	4,507	2,439	2,261	840	3,640	2,817	+29%	10,408	6,096	+71%
<b>Rest of World</b>	9,099	8,600	8,806	6,074	10,985	4,300	8,076	7,451	+8%	27,867	17,825	+56%

\* 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		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Wholesales</b>	6,860	9,694	3,737	5,106	4,688	3,088	4,729	5,115	-8%	13,154	13,309	-1%
<b>EU30*</b>	3,146	3,053	657	1,260	1,261	1,230	1,714	1,897	-10%	3,632	4,387	-17%
<b>Germany</b>	1,121	1,006	271	531	546	590	627	724	-13%	1,444	1,845	-22%
<b>North America**</b>	593	800	413	448	542	240	628	230	+173%	1,583	918	+72%
<b>Mexico</b>	593	800	413	448	542	239	617	230	+168%	1,572	917	+71%
<b>Latin America (excl. Mexico)</b>	1,991	4,142	2,137	2,386	2,531	1,249	1,930	2,106	-8%	6,598	5,741	+15%
<b>Brazil</b>	1,254	3,028	1,567	1,915	1,793	920	1,370	1,558	-12%	4,730	4,393	+8%
<b>Asia</b>	608	1,143	314	403	128	133	292	352	-17%	734	888	-17%
<b>Rest of World</b>	522	556	216	609	226	236	165	530	-69%	607	1,375	-56%

\* 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		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>Incoming orders</b>	170,724	109,145	146,481	85,821	124,918	56,949	161,825	99,474	+63%	433,224	242,244	+79%
<b>EU30**</b>	23,616	18,544	31,101	16,256	31,727	10,268	27,287	15,828	+72%	90,115	42,352	+113%
<b>Germany</b>	8,670	7,116	9,739	7,296	14,187	4,467	9,269	5,801	+60%	33,195	17,564	+89%
<b>North America***</b>	95,899	40,616	53,984	32,838	29,268	17,194	67,303	41,573	+62%	150,555	91,605	+64%
<b>USA</b>	84,896	37,089	45,803	27,042	28,485	16,464	56,784	34,580	+64%	131,072	78,086	+68%
<b>Latin America (excl. Mexico)</b>	13,126	10,842	11,209	6,396	13,949	5,783	19,708	8,545	+131%	44,866	20,724	+116%
<b>Brazil</b>	9,451	8,136	7,308	4,996	9,103	4,809	10,479	6,020	+74%	26,890	15,825	+70%
<b>Asia</b>	26,435	32,632	36,356	23,950	35,290	18,853	35,544	24,731	+44%	107,190	67,534	+59%
<b>Japan</b>	9,906	10,770	10,081	11,631	10,932	9,422	10,103	8,348	+21%	31,116	29,401	+6%
<b>Indonesia</b>	1,837	12,045	5,659	3,465	11,178	2,084	15,717	6,478	+143%	32,554	12,027	+171%
<b>India</b>	3,738	1,516	6,212	1,737	2,730	2,108	4,012	2,288	+75%	12,954	6,133	+111%
<b>Rest of World</b>	11,648	6,511	13,831	6,381	14,684	4,851	11,983	8,797	+36%	40,498	20,029	+102%

\* 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		
	2020	2019	2021	2020	2021	2020	2021	2020	Change in % pts.	2021	2020	Change in % pts.
<b>Trucks Europe / Latin America</b>												
(Mercedes-Benz)												
<b>EU30**</b> HDT/MDT	19.8	20.8	18.2	17.8	20.0	19.1	21.2	20.7	+0.5	20.0	19.3	+0.7
<b>Germany</b> HDT/MDT	36.9	39.0	34.5	35.0	33.5	35.8	38.6	37.5	+1.1	35.5	36.2	-0.7
<b>Brazil</b> HDT/MDT	32.5	28.1	34.1	33.2	25.9	28.8	27.9	31.9	-4.0	28.2	31.4	-3.2
<b>Trucks North America</b>												
(Freightliner/Western Star)												
<b>North America***</b> Class 8	40.7	39.4	43.5	41.1	39.7	39.2	38.6	38.7	-0.1	40.1	39.5	+0.6
<b>North America***</b> Class 6-7	30.0	33.7	40.0	38.2	36.2	32.9	31.0	31.9	-0.9	35.3	33.9	+1.4
<b>Trucks Asia</b>												
(FUSO)												
<b>Japan</b> Trucks Total	20.9	20.4	16.1	20.2	19.6	20.6	19.6	19.6	0.0	18.8	20.1	-1.3
<b>Indonesia</b> Trucks Total	47.5	44.0	46.9	48.4	45.8	50.7	45.5	51.2	-5.7	46.0	49.9	-3.9
(BharatBenz)												
<b>India</b> > 9 t	9.1	5.7	7.0	6.4	7.6	10.7	8.6	14.2	-5.6	7.7	9.1	-1.4
<b>Buses</b>												
<b>EU30**</b> heavy	28.1	25.7	24.9	31.4	22.7	23.5	23.7	26.9	-3.2	23.7	27.3	-3.6
<b>Germany</b> heavy	45.5	45.3	40.9	47.7	45.7	46.0	55.0	57.7	-2.7	48.7	51.6	-2.9
<b>Brazil</b> heavy	38.7	58.0	31.4	58.1	40.2	50.7	43.4	47.5	-4.1	39.6	51.5	-11.9

\* 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		
	2020	2019	2021	2020	2021	2020	2021	2020	Change	2021	2020	Change
<b>New business</b>	18,965	20,411	16,764	16,174	17,191	13,971	14,633	18,676	-22%	48,588	48,821	-0%
<b>Contract volume</b> (end of period)	150,553	162,843	152,685	159,628	150,596	153,704	148,091	149,816	-1%	148,091	150,553*	-2%
<b>Revenue</b>	7,271	7,534	6,966	7,101	6,874	6,450	6,855	6,877	-0%	20,695	20,428	+1%
<b>EBIT</b>	584	87	744	58	924	205	943	589	+60%	2,611	852	+206%
<b>EBIT adjusted</b>	623	384	691	58	930	313	943	601	+57%	2,564	972	+164%
<b>Return on equity (%)</b>	16.2%	2.4%	20.2%	1.6%	23.9%	5.6%	23.3%	16.2%	.	22.5%	7.8%	.
<b>Return on equity adjusted (%)</b>	17.3%	10.5%	18.7%	1.6%	24.0%	8.6%	23.3%	16.5%	.	22.1%	8.8%	.

\* Year-end figure.