

Fact Sheet for Q3 2024

24 October 2024

Mercedes-Benz Group



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Mercedes-Benz Group

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Stock Market Information

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
	2023	2023	2024	2024	2024	Change	2023	2024	Change
Earnings per share (in EUR)									
basic	3.44	2.99	2.86	2.95	1.81	-47.5%	10.47	7.62	-27.2%
diluted	3.44	2.99	2.86	2.95	1.81	-47.5%	10.47	7.62	-27.2%
Average number of shares outstanding (in millions)									
basic	1,057.2	1,046.0	1,038.4	1,022.1	980.4	-7.3%	1,064.1	1,013.6	-4.7%
diluted	1,057.2	1,046.0	1,038.4	1,022.1	980.4	-7.3%	1,064.1	1,013.6	-4.7%
Number of shares outstanding (at period end, in millions)									
	1,053.5	1,041.0	1,036.5	992.2	973.0	-7.6%			
Xetra closing price (at period end, in EUR)									
	65.89	62.55	73.81	64.57	58.04	-11.9%			
Market capitalisation (at period end, in billions of EUR)									
	69.42	65.11	76.50	64.07	56.47	-18.6%			

Key Figures of the Mercedes-Benz Group

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(in millions of EUR)	2023	2023	2024	2024	2024	Change	2023	2024	Change
Revenue¹	37,001	39,976	35,873	36,743	34,528	-6.7%	112,414	107,144	-4.7%
EBIT	4,842	4,326	3,863	4,037	2,517	-48.0%	15,334	10,417	-32.1%
Net profit	3,719	3,160	3,025	3,062	1,719	-53.8%	11,371	7,806	-31.4%
Profit attributable to shareholders of Mercedes-Benz Group AG	3,636	3,117	2,974	3,016	1,733	-52.3%	11,144	7,723	-30.7%
Free cash flow industrial business	2,347	3,442	2,233	1,629	2,394	+2.0%	7,874	6,256	-20.5%
R&D expenditure total²	2,525	2,598	2,197	2,335	2,859	+13.2%	7,398	7,391	-0.1%
Expensed R&D costs ²	1,541	1,370	1,468	1,461	1,682	+9.1%	4,860	4,611	-5.1%
Capitalized development costs	984	1,228	729	874	1,177	+19.6%	2,538	2,780	+9.5%
Amortization on capitalized development costs	549	553	500	496	504	-8.2%	1,586	1,500	-5.4%
Capital expenditure total	2,153	2,605	1,566	2,137	2,293	+6.5%	5,942	5,996	+0.9%
Investment in intangible assets (incl. capitalized development costs)	1,161	1,363	787	1,070	1,215	+4.7%	3,105	3,072	+3.6%
Investment in pp&e	934	1,186	659	933	1,058	+13.3%	2,559	2,650	+3.6%
Financial investments	58	56	120	134	20	-65.5%	278	274	-1.4%

1. Adjustment of revenue related to operating lease items at Mercedes-Benz Group: reduction in Q3 2023 of €199 million, in Q4 2023 of €285 million and in Q1-Q3 2023 of €543 million. For further information please refer to Q3 2024 Interim Report.

2. Adjustment of research and development costs in Q1-Q3 2023 from the elimination of intra-group transactions between the segments (reduction of €20 million).

Revenue by Segment

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(in millions of EUR)	2023	2023	2024	2024	2024	Change	2023	2024	Change
Mercedes-Benz Cars	27,131	29,569	25,713	27,170	25,602	-5.6%	83,187	78,485	-5.7%
Mercedes-Benz Vans	4,939	5,611	4,893	4,774	4,657	-5.7%	14,677	14,324	-2.4%
Mercedes-Benz Mobility¹	6,302	6,640	6,855	6,347	6,007	-4.7%	18,931	19,209	+1.5%
Reconciliation¹	-1,371	-1,844	-1,588	-1,548	-1,738	+26.8%	-4,381	-4,874	+11.3%
Mercedes-Benz Group¹	37,001	39,976	35,873	36,743	34,528	-6.7%	112,414	107,144	-4.7%

1. Adjustment of revenue related to operating lease items: reduction of revenues at Mercedes-Benz Group in Q3 2023 of €199 million, in Q4 2023 of €285 million and in Q1-3 2023 of €543 million. Reduction of revenues at segment Mercedes-Benz Mobility in Q3 2023 of €259 million, in Q4 2023 of €372 million and in Q1-3 2023 of €775 million. Increase of revenues in the reconciliation in Q3 2023 of €60 million, in Q4 2023 of €87 million and in Q1-3 2023 of €232 million. For further information please refer to Q3 2024 Interim Report.

Revenue by Region

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(in millions of EUR)	2023	2023	2024	2024	2024	Change	2023	2024	Change
Mercedes-Benz Group*	37,001	39,976	35,873	36,743	34,528	-6.7%	112,414	107,144	-4.7%
Europe^{1*}	15,305	16,100	15,455	14,544	14,043	-8.2%	44,967	44,042	-2.1%
Germany*	6,226	6,208	6,172	5,438	4,686	-24.7%	18,423	16,296	-11.5%
North America²	9,316	10,479	9,264	9,908	9,134	-2.0%	30,009	28,306	-5.7%
USA	8,145	9,419	8,363	8,910	8,154	+0.1%	26,622	25,427	-4.5%
Asia	10,201	11,606	9,359	10,358	9,310	-8.7%	31,776	29,027	-8.7%
China ³	6,102	6,815	5,793	6,344	5,090	-16.6%	18,469	17,227	-6.7%
Rest of World	2,179	1,791	1,795	1,933	2,041	-6.3%	5,662	5,769	+1.9%

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

2. USA, Canada and Mexico.

3. Excluding revenue of not fully consolidated companies.

* Adjustment of revenue related to operating lease items at Mercedes-Benz Group: reduction in Q3 2023 of €199 million, in Q4 2023 of €285 million and in Q1-3 2023 of €543 million. For further information please refer to Q3 2024 Interim Report.

Earnings before Interest and Taxes (EBIT) of the Mercedes-Benz Group

(in millions of EUR)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
	2023	2023	2024	2024	2024	Change	2023	2024	Change
Revenue¹	37,001	39,976	35,873	36,743	34,528	-6.7%	112,414	107,144	-4.7%
Cost of sales ^{1,2}	-28,955	-32,033	-28,767	-28,919	-28,316	-2.2%	-85,927	-86,002	+0.1%
Gross profit	8,046	7,943	7,106	7,824	6,212	-22.8%	26,487	21,142	-20.2%
Selling expenses ²	-2,380	-2,526	-2,345	-2,441	-2,143	-10.0%	-7,253	-6,929	-4.5%
General administrative expenses ²	-606	-624	-716	-619	-610	+0.7%	-2,064	-1,945	-5.8%
Research and non-capitalized development costs ²	-1,541	-1,370	-1,468	-1,461	-1,682	+9.1%	-4,860	-4,611	-5.1%
Others	1,323	903	1,286	734	740	-44.1%	3,024	2,760	-8.7%
EBIT	4,842	4,326	3,863	4,037	2,517	-48.0%	15,334	10,417	-32.1%

1. Adjustment of revenue and cost of sales related to operating lease items at Mercedes-Benz Group: reduction in Q3 2023 of €199 million, in Q4 2023 of €285 million and in Q1-Q3 2023 of €543 million. For further information please refer to Q3 2024 Interim Report.

2. Adjustment of the elimination of intra-Group transactions between the segments in the reconciliation: Reclassification of €12 million from the cost of sales into the selling expenses in Q3 2023 and reclassification of €89 million from the cost of sales and €20 million from the research and non-capitalized development costs into the general administrative expenses (€108 million) and selling expenses (€1 million) in Q1-Q3 2023.

Earnings before Interest and Taxes (EBIT) of Mercedes-Benz Cars

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(in millions of EUR)	2023	2023	2024	2024	2024	Change	2023	2024	Change
Revenue	27,131	29,569	25,713	27,170	25,602	-5.6%	83,187	78,485	-5.7%
Cost of sales	-21,012	-23,619	-20,371	-21,239	-21,017	+0.0%	-62,747	-62,627	-0.2%
Gross profit	6,119	5,950	5,342	5,931	4,585	-25.1%	20,440	15,858	-22.4%
Selling expenses	-1,903	-1,975	-1,826	-1,968	-1,797	-5.6%	-5,765	-5,591	-3.0%
General administrative expenses	-331	-390	-389	-346	-360	+8.8%	-1,148	-1,095	-4.6%
Research and non-capitalized development costs	-1,430	-1,212	-1,332	-1,327	-1,589	+11.1%	-4,470	-4,248	-5.0%
Others	857	539	661	466	359	-58.1%	2,255	1,486	-34.1%
EBIT	3,312	2,912	2,456	2,756	1,198	-63.8%	11,312	6,410	-43.3%

Earnings before Interest and Taxes (EBIT) of Mercedes-Benz Vans

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(in millions of EUR)	2023	2023	2024	2024	2024	Change	2023	2024	Change
Revenue	4,939	5,611	4,893	4,774	4,657	-5.7%	14,677	14,324	-2.4%
Cost of sales	-3,795	-4,240	-3,714	-3,457	-3,559	-6.2%	-11,059	-10,730	-3.0%
Gross profit	1,144	1,371	1,179	1,317	1,098	-4.0%	3,618	3,594	-0.7%
Selling expenses	-348	-433	-356	-346	-323	-7.2%	-1,033	-1,025	-0.8%
General administrative expenses	-72	-52	-64	-61	-68	-5.6%	-190	-193	+1.6%
Research and non-capitalized development costs	-111	-159	-114	-130	-93	-16.2%	-365	-337	-7.7%
Others	102	128	288	50	4	-96.1%	253	342	+35.2%
EBIT	715	855	933	830	618	-13.6%	2,283	2,381	+4.3%

Earnings before Interest and Taxes (EBIT) of Mercedes-Benz Mobility

(in millions of EUR)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
	2023	2023	2024	2024	2024	Change	2023	2024	Change
Revenue¹	6,302	6,640	6,855	6,347	6,007	-4.7%	18,931	19,209	+1.5%
Cost of sales ¹	-5,580	-6,008	-6,229	-5,741	-5,426	-2.8%	-16,475	-17,396	+5.6%
Gross profit	722	632	626	606	581	-19.5%	2,456	1,813	-26.2%
Selling expenses	-170	-155	-163	-177	-145	-14.7%	-530	-485	-8.5%
General administrative expenses	-207	-166	-204	-195	-198	-4.5%	-627	-597	-4.8%
Research and non-capitalized development costs	0	0	0	0	0	.	0	0	.
Others	18	-83	20	37	47	+159.6%	-225	104	.
EBIT	363	228	279	271	285	-21.5%	1,074	835	-22.3%

1. Adjustment of revenue and cost of sales related to operating lease items at Mercedes-Benz Mobility: reduction of revenue and cost of sales in Q3 2023 of €259 million, in Q4 2023 of €372 million and in Q1-Q3 2023 of €775 million. For further information please refer to Q3 2024 Interim Report.

EBIT and Return on Sales (RoS)/Return on Equity (RoE)

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(EBIT in millions of EUR, RoS/RoE in %)	2023	2023	2024	2024	2024	Change	2023	2024	Change
Mercedes-Benz Cars									
EBIT	3,312	2,912	2,456	2,756	1,198	-63.8%	11,312	6,410	-43.3%
RoS	12.2 %	9.8 %	9.6 %	10.1 %	4.7 %	.	13.6 %	8.2 %	.
Mercedes-Benz Vans									
EBIT	715	855	933	830	618	-13.6%	2,283	2,381	+4.3%
RoS	14.5 %	15.2 %	19.1 %	17.4 %	13.3 %	.	15.6 %	16.6 %	.
Mercedes-Benz Mobility									
EBIT	363	228	279	271	285	-21.5%	1,074	835	-16.5%
RoE	10.4 %	6.8 %	8.5 %	8.4 %	8.9 %	.	10.3 %	8.6 %	.
Reconciliation									
EBIT	452	331	195	180	416	-8.0%	665	791	+18.9%
Mercedes-Benz Group									
EBIT	4,842	4,326	3,863	4,037	2,517	-48.0%	15,334	10,417	-0.3

Adjustments Affecting EBIT

(in millions of EUR)		Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
		2023	2023	2024	2024	2024	Change	2023	2024	Change
Mercedes-Benz Cars	Legal proceedings and related measures	45	58	-133	7	9	-80.0%	36	-117	.
	Restructuring measures	0	0	0	0	0	.	0	0	.
	M&A transactions	0	0	0	0	0	.	0	0	.
	Expenses in connection with business activities in Russia	0	0	0	0	0	.	-66	0	.
Mercedes-Benz Vans	Legal proceedings and related measures	28	-46	-133	4	10	-64.3%	-24	-119	395.8 %
	Restructuring measures	-0	0	0	0	0	.	0	0	.
	M&A transactions	0	0	0	0	0	.	0	0	.
	Expenses in connection with business activities in Russia	0	0	0	0	0	.	-5	0	.
Mercedes-Benz Mobility	Restructuring measures	0	0	0	0	0	.	0	0	.
	M&A transactions	0	117	0	0	0	.	0	0	.
	Expenses in connection with business activities in Russia	0	0	0	0	0	.	276	0	-100.0%
Reconciliation	Legal proceedings and related measures	0	1	1	1	1	.	-3	3	.
	Restructuring measures	0	0	0	0	0	.	0	0	.
	M&A transactions	0	0	0	0	0	.	0	0	.

EBIT Adjusted and RoS/RoE Adjusted

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(EBIT in millions of EUR, RoS/RoE in %)	2023	2023	2024	2024	2024	Change	2023	2024	Change
Mercedes-Benz Cars									
EBIT adjusted	3,357	2,970	2,323	2,763	1,207	-64.0%	11,282	6,293	-44.2%
RoS adjusted	12.4 %	10.0 %	9.0 %	10.2 %	4.7 %	.	13.6 %	8.0 %	.
Mercedes-Benz Vans									
EBIT adjusted	743	809	800	834	628	-15.5%	2,254	2,262	+0.4%
RoS adjusted	15.0 %	14.4 %	16.3 %	17.5 %	13.5 %	.	15.4 %	15.8 %	.
Mercedes-Benz Mobility									
EBIT adjusted	363	345	279	271	285	-21.5%	1,350	835	-38.1%
RoE adjusted	10.4 %	10.3 %	8.5 %	8.4 %	8.9 %	.	12.9 %	8.6 %	.
Reconciliation									
EBIT adjusted	452	332	196	181	417	-7.7%	662	794	+19.9%
Mercedes-Benz Group									
EBIT adjusted	4,915	4,456	3,598	4,049	2,537	-48.4%	15,548	10,184	-34.5%

Free Cash Flow and Net Liquidity of the Industrial Business

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(in millions of EUR)	2023	2023	2024	2024	2024	Change	2023	2024	Change
Net liquidity at the beginning of the period	25,845	28,485	31,659	33,635	27,998	+8.3%	26,637	31,659	+18.9%
Free cash flow	2,347	3,442	2,233	1,629	2,394	+2.0%	7,874	6,256	-20.5%
thereof working capital ¹	-336	603	316	-1,816	956	.	-2,047	-544	-73.4%
Other	293	-268	-257	-7,266	-1,660	.	-6,026	-9,183	+52.4%
thereof dividends Mercedes-Benz Group AG	0	0	0	-5,486	0	.	-5,556	-5,486	-1.3%
thereof Share buy-back programmes	-469	-764	-298	-2,792	-1,245	+165.5%	-1,113	-4,335	+289.5%
Net liquidity at the end of the period	28,485	31,659	33,635	27,998	28,732	+0.9%	28,485	28,732	+0.9%

1. Inventories, trade receivables and trade payables.

Liquidity

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q4	Q3	YTD : YTD
(at period end, in millions of EUR)	2023	2023	2024	2024	2024	Change	2023	2024	Change
Group liquidity									
Cash and cash equivalents	15,138	15,972	17,208	12,862	14,032	-7.3%	15,972	14,032	-12.1%
Marketable debt securities and similar investments	6,904	6,858	7,403	7,016	6,939	+0.5%	6,858	6,939	+1.2%
Gross liquidity	22,042	22,830	24,611	19,878	20,971	-4.9%	22,830	20,971	-8.1%
Financing liabilities (nominal)	-110,246	-109,444	-108,747	-111,677	-110,182	-0.1%	-109,444	-110,182	+0.7%
Net debt	-88,204	-86,614	-84,136	-91,799	-89,211	+1.1%	-86,614	-89,211	+3.0%
Liquidity of the industrial business									
Cash and cash equivalents	12,941	13,117	14,448	10,717	12,171	-6.0%	13,117	12,171	-7.2%
Marketable debt securities and similar investments	5,778	5,948	6,406	5,980	5,944	+2.9%	5,948	5,944	-0.1%
Gross liquidity	18,719	19,065	20,854	16,697	18,115	-3.2%	19,065	18,115	-5.0%
Financing liabilities (nominal)	9,766	12,594	12,781	11,301	10,617	+8.7%	12,594	10,617	-15.7%
Net liquidity	28,485	31,659	33,635	27,998	28,732	+0.9%	31,659	28,732	-9.2%

Reconciliation from CFBIT¹ to Free Cash Flow of the Industrial Business

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(in millions of EUR)	2023	2023	2024	2024	2024	Change	2023	2024	Change
CFBIT of Mercedes-Benz Cars	2,148	3,438	2,297	2,156	2,412	+12.3%	8,898	6,865	-22.8%
CFBIT of Mercedes-Benz Vans	980	650	643	591	893	-8.9%	2,167	2,127	-1.8%
Income taxes paid/refunded	-1,096	-1,190	-665	-1,461	-971	-11.4%	-3,617	-3,097	-14.4%
Interest paid/received	133	151	147	91	-51	.	173	187	+8.1%
Other reconciling items	182	393	-189	252	111	-39.0%	253	174	-31.2%
Free cash flow industrial business (IB)	2,347	3,442	2,233	1,629	2,394	+2.0%	7,874	6,256	-20.5%
Adjustments	102	105	90	70	56	-45.1%	299	216	-27.8%
Free cash flow IB adjusted	2,449	3,547	2,323	1,699	2,450	+0.0%	8,173	6,472	-20.8%

1. Cash flow before interest and taxes.

Adjustments Affecting Free Cash Flow of the Industrial Business

(in millions of EUR)		Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
		2023	2023	2024	2024	2024	Change	2023	2024	Change
Mercedes-Benz Cars	Legal proceedings and related measures	66	40	44	36	25	-62.1%	211	105	-50.2%
	Restructuring measures	0	0	0	0	0	.	92	0	-100.0%
	M&A transactions	-19	0	0	0	0	.	-144	0	.
Mercedes-Benz Vans	Legal proceedings and related measures	55	64	45	33	30	-45.5%	134	108	-19.4%
	Restructuring measures	0	0	0	0	0	.	3	0	-100.0%
	M&A transactions	0	0	0	0	0	.	0	0	.
Reconciliation	Legal proceedings and related measures	0	1	1	1	1	.	-3	3	.
	Restructuring measures	0	0	0	0	0	.	6	0	-100.0%
	M&A transactions	0	0	0	0	0	.	0	0	.

Pension and Health-Care Benefits

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q4	Q1-Q3	YTD : YTD
(at period end, in millions of EUR)	2023	2023	2024	2024	2024	Change	2023	2024	Change
Pension benefits									
Benefit obligations	19,711	21,992	21,411	20,953	21,477	+9.0%	21,992	21,477	-2.3%
Plan assets	20,682	21,890	22,546	22,088	22,361	+8.1%	21,890	22,361	+2.2%
Funded status	971	-102	1,135	1,135	884	-9.0%	-102	884	.
Funding ratio	105 %	100 %	105 %	105 %	104 %	-0.8%	100%	104%	+4.6%
Health-care benefits									
Benefit obligations / funded status	346	330	339	343	335	-3.2%	330	335	+1.5%

Mercedes-Benz Cars - Overview

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
	2023	2023	2024	2024	2024	Change	2023	2024	Change
Unit sales (units)	510,564	514,258	462,978	496,712	503,573	-1.4%	1,529,793	1,463,263	-4.3%
Share of xEV in unit sales (%)	20.0 %	21.8	19.5	18.1	17.3 %	.	19.0 %	18.3 %	-3.6%
Production (units)	507,133	461,072	507,643	511,369	521,417	+2.8%	1,578,390	1,540,429	-2.4%
Revenue (millions of EUR)	27,131	29,569	25,713	27,170	25,602	-5.6%	83,187	78,485	-5.7%
EBIT (millions of EUR)	3,312	2,912	2,456	2,756	1,198	-63.8%	11,312	6,410	-43.3%
EBIT adjusted (millions of EUR)	3,357	2,970	2,323	2,763	1,207	-64.0%	11,282	6,293	-44.2%
Return on sales (%)	12.2 %	9.8 %	9.6 %	10.1 %	4.7 %	.	13.6 %	8.2 %	.
Return on sales adjusted (%)	12.4 %	10.0 %	9.0 %	10.2 %	4.7 %	.	13.6 %	8.0 %	.
CFBIT (millions of EUR)	2,148	3,438	2,297	2,156	2,412	+12.3%	8,898	6,865	-22.8%
CFBIT adjusted (millions of EUR)	2,195	3,478	2,341	2,192	2,437	+11.0%	9,057	6,970	-23.0%
Cash conversion rate adjusted ¹	0.7	1.2	1.0	0.8	2.0	.	0.8	1.1	.

1. Ratio of CFBIT adjusted to EBIT adjusted.

Mercedes-Benz Cars – Units Sales by Region

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(in units)	2023	2023	2024	2024	2024	Change	2023	2024	Change
Group sales (including smart)	510,564	514,258	462,978	496,712	503,573	-1.4%	1,529,793	1,463,263	-4.3%
Europe ¹	164,221	174,385	160,169	157,455	158,337	-3.6%	485,242	475,961	-1.9%
Germany	53,840	61,405	50,437	49,295	49,961	-7.2%	172,869	149,693	-13.4%
North America ²	74,906	90,726	74,015	94,175	96,409	+28.7%	248,767	264,599	+6.4%
USA	64,019	81,347	66,570	84,662	85,037	+32.8%	216,666	236,269	+9.0%
Asia	249,425	227,487	210,745	225,551	226,282	-9.3%	736,302	662,578	-10.0%
China	195,984	166,664	168,899	172,617	170,673	-12.9%	570,562	512,189	-10.2%
of which locally produced vehicles	161,601	127,777	137,828	140,870	143,802	-11.0%	462,813	422,500	-8.7%
Rest of World	22,012	21,660	18,049	19,531	22,545	+2.4%	59,482	60,125	+1.1%

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

2. USA, Canada and Mexico.

Mercedes-Benz Cars - Unit Sales by Product Categories and Share of Electrified Models

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(in units)	2023	2023	2024	2024	2024	Change	2023	2024	Change
Group sales (including smart)	510,564	514,258	462,978	496,712	503,573	-1.4%	1,529,793	1,463,263	-4.3%
Top-End	69,900	81,804	66,554	70,339	61,843	-11.5%	246,464	198,736	-19.4%
Share in % of volume	13.7 %	15.9	14.4	14.2	12.3 %	.	16.1 %	13.6 %	.
Core	290,154	281,578	267,662	290,015	301,048	+3.8%	815,345	858,725	+5.3%
Share in % of volume	56.8 %	54.8	57.8	58.4	59.8 %	.	53.3 %	58.7 %	.
Entry (incl. smart)	150,510	150,876	128,762	136,358	140,682	-6.5%	467,984	405,802	-13.3%
Share in % of volume	29.5 %	29.3	27.8	27.4	27.9 %	.	30.6 %	26.7 %	.
thereof									
electric vehicles (xEV)	102,292	112,043	90,177	89,963	87,232	-14.7%	289,900	267,372	-7.8%
BEV	61,621	66,197	47,521	45,843	42,544	-31.0%	174,471	135,908	-22.1%
PHEV	40,671	45,846	42,656	44,120	44,688	+9.9%	115,429	131,464	+13.9%
Share of xEV in % of volume	20.0 %	21.8	19.5	18.1	17.3 %	.	19.0 %	18.3 %	.

Mercedes-Benz Cars - Reconciliation from EBIT to CFBIT

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(in millions of EUR)	2023	2023	2024	2024	2024	Change	2023	2024	Change
EBIT	3,312	2,912	2,456	2,756	1,198	-63.8%	11,312	6,410	-43.3%
Change in working capital	-492	714	308	-1,424	436	.	-1,809	-680	-62.4%
Net financial investments	120	96	-25	130	117	-2.5%	418	222	-46.9%
Net investments in property, plant and equipment and intangible assets	-1,928	-2,267	-1,379	-1,700	-1,874	-2.8%	-5,186	-4,953	-4.5%
Depreciation and amortisation/impairments	1,512	1,595	1,491	1,501	1,488	-1.6%	4,530	4,480	-1.1%
Other	-376	388	-554	893	1,047	.	-367	1,386	.
CFBIT	2,148	3,438	2,297	2,156	2,412	+12.3%	8,898	6,865	-22.8%
Adjustments	47	40	44	36	25	-46.8%	159	105	-34.0%
CFBIT adjusted	2,195	3,478	2,341	2,192	2,437	+11.0%	9,057	6,970	-23.0%
Cash conversion rate adjusted*	0.7	1.2	1.0	0.8	2.0	.	0.8	1.1	.

Mercedes-Benz Vans - Overview

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
	2023	2023	2024	2024	2024	Change	2023	2024	Change
Unit sales (units)	105,083	124,317	105,425	103,435	91,063	-13.3%	323,473	299,923	-7.3%
Share of xEV in unit sales (%)	6.0 %	6.2 %	2.8 %	5.0 %	4.8 %	.	4.6 %	4.2 %	.
Production (units)	103,565	117,608	111,692	100,421	86,012	-16.9%	346,420	298,125	-13.9%
Revenue (millions of EUR)	4,939	5,611	4,893	4,774	4,657	-5.7%	14,677	14,324	-2.4%
EBIT (millions of EUR)	715	855	933	830	618	-13.6%	2,283	2,381	+4.3%
EBIT adjusted (millions of EUR)	743	809	800	834	628	-15.5%	2,254	2,262	+0.4%
Return on sales (%)	14.5 %	15.2 %	19.1 %	17.4 %	13.3 %	.	15.6 %	16.6 %	.
Return on sales adjusted (%)	15.0 %	14.4 %	16.3 %	17.5 %	13.5 %	.	15.4 %	15.8 %	.
CFBIT (millions of EUR)	980	650	643	591	893	-8.9%	2,167	2,127	-1.8%
CFBIT adjusted (millions of EUR)	1,035	714	688	624	923	-10.8%	2,304	2,235	-3.0%
Cash conversion rate adjusted ¹	1.4	0.9	0.9	0.7	1.5	.	1.0	1.0	.

1. Ratio of CFBIT adjusted to EBIT adjusted.

Mercedes-Benz Vans - Units Sales by Region

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(in units)	2023	2023	2024	2024	2024	Change	2023	2024	Change
Group sales (including T-/V-Class)	105,083	124,317	105,425	103,435	91,063	-13.3%	323,473	299,923	-7.3%
Europe ¹	58,126	81,686	66,979	70,362	59,795	+2.9%	197,722	197,136	-0.3%
Germany	25,769	33,919	23,882	24,689	22,815	-11.5%	80,067	71,386	-10.8%
North America ²	25,278	22,131	19,429	13,184	15,090	-40.3%	64,318	47,703	-25.8%
USA	21,820	19,080	16,053	10,916	12,724	-41.7%	56,010	39,693	-29.1%
Asia	12,311	9,984	9,807	10,364	6,055	-50.8%	32,374	26,226	-19.0%
China	10,042	7,678	7,670	9,124	4,638	-53.8%	25,752	21,432	-16.8%
Rest of World	9,368	10,516	9,210	9,525	10,123	+8.1%	29,059	28,858	-0.7%

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

2. USA, Canada and Mexico.

Mercedes-Benz Vans - Unit Sales by Segment

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(in units)	2023	2023	2024	2024	2024	Change	2023	2024	Change
Group sales	105,083	124,317	105,425	103,435	91,063	-13.3%	323,473	299,923	-7.3%
Sprinter	54,473	66,191	56,652	52,411	56,219	+3.2%	171,238	165,282	-3.5%
Vito	28,067	33,890	31,060	26,778	19,165	-31.7%	84,992	77,003	-9.4%
V-Class	15,259	15,478	11,431	15,614	12,061	-21.0%	44,508	39,106	-12.1%
T-Class/Citan	7,284	8,758	6,282	8,632	3,618	-50.3%	22,735	18,532	-18.5%
thereof									
electric vehicles (xEV)	6,348	7,694	2,980	5,209	4,375	-31.1%	14,972	12,564	-16.1%
BEV	6,348	7,694	2,980	5,209	4,375	-31.1%	14,972	12,564	-16.1%
Share of xEV in % of volume	6.0 %	6.2 %	2.8 %	5.0 %	4.8 %	.	4.6 %	4.2 %	.

Mercedes-Benz Vans - Reconciliation from EBIT to CFBIT

(in millions of EUR)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
	2023	2023	2024	2024	2024	Change	2023	2024	Change
EBIT	715	855	933	830	618	-13.6%	2,283	2,381	+4.3%
Change in working capital	134	-89	40	-405	505	+276.9%	-251	140	.
Net financial investments	0	5	9	22	31	.	-34	62	.
Net investments in property, plant and equipment and intangible assets	-132	-301	-176	-233	-382	+189.4%	-424	-791	+86.6%
Depreciation and amortisation/impairments	104	108	126	129	131	+26.0%	312	386	+23.7%
Other	159	72	-289	248	-10	.	281	-51	.
CFBIT	980	650	643	591	893	-8.9%	2,167	2,127	-1.8%
Adjustments	55	64	45	33	30	-45.5%	137	108	-21.2%
CFBIT adjusted	1,035	714	688	624	923	-10.8%	2,304	2,235	-3.0%
Cash conversion rate adjusted*	1.4	0.9	0.9	0.7	1.5	.	1.0	1.0	.

Mercedes-Benz Mobility - Overview

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1-Q3	Q1-Q3	YTD : YTD
(in millions of EUR)	2023	2023	2024	2024	2024	Change	2023	2024	Change
New business	15,183	16,715	14,750	14,094	14,235	-6.2%	45,299	43,080	-4.9%
Contract volume (at period end)	133,840	135,027	134,672	135,747	134,298	+0.3%	135,027 *	134,298	-0.5%
USA	35,940	35,710	36,994	38,152	37,760	+5.1%	35,710 *	37,760	+5.7%
Germany	24,845	24,534	23,840	23,322	22,783	-8.3%	24,534 *	22,783	-7.1%
China	17,051	16,677	15,721	15,224	13,399	-21.4%	16,677 *	13,399	-19.7%
Rest of World	56,004	58,106	58,117	59,049	60,356	+7.8%	58,106 *	60,356	+3.9%
Revenue ¹	6,302	6,640	6,855	6,347	6,007	-4.7%	18,931	19,209	+1.5%
EBIT	363	228	279	271	285	-21.5%	1,074	835	-22.3%
EBIT adjusted	363	345	279	271	285	-21.5%	1,350	835	-38.1%
Return on equity (%)	10.4 %	6.8 %	8.5 %	8.4 %	8.9 %	.	10.3 %	8.6 %	.
Return on equity adjusted (%)	10.4 %	10.3 %	8.5 %	8.4 %	8.9 %	.	12.9 %	8.6 %	.

* Year-end figure.

1. Adjustment of revenue related to operating lease items at Mercedes-Benz Mobility: reduction of revenue in Q3 2023 of €259 million, in Q4 2023 of €372 million and in Q1-Q3 2023 of €775 million. For further information please refer to Q3 2024 Interim Report.