

# Fact Sheet for Q3 2022

26 October 2022

Mercedes-Benz Group



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The spin-off and hive-down of the Daimler commercial vehicle business was completed with the entry of the spin-off and hive-down in the Commercial Register on 9 December 2021, and the Daimler commercial vehicle business was deconsolidated.

Income and expenses in connection with the assets and liabilities of the former Daimler Trucks & Buses segment that have been spun off or are being held for sale according to IFRS 5 have been classified and reported as “discontinued operations” since the third quarter of 2021. The figures of 2021 have been adjusted accordingly, so that as of the first quarter of 2021 a division is made in continuing and discontinued operations in the Consolidated Statement of Income.

## Stock Market Information

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 - Q3	Q1 - Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Earnings per share (in EUR)</b>									
basic	2.31	11.82	3.26	2.91	3.66	+58%	9.68	9.83	+2%
thereof from continuing operations	1.74	2.24	3.26	2.91	3.66	+110%	7.76	9.83	+27%
diluted	2.31	11.82	3.26	2.91	3.66	+58%	9.68	9.83	+2%
thereof from continuing operations	1.74	2.24	3.26	2.91	3.66	+110%	7.76	9.83	+27%
<b>Average number of shares outstanding (in millions) (adjusted for treasury stocks)</b>									
basic	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	0%	1,069.8	1,069.8	0%
<b>Number of shares outstanding (at period end, in millions)</b>									
	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%			
<b>Xetra closing price* (at period end, in EUR)</b>									
	64.41	67.59	63.81	55.22	52.35	-19%			
<b>Market capitalisation (at period end, in billions of EUR)</b>									
	68.91	72.31	68.27	59.08	56.01	-19%			

\* When the spin-off and hive-down of the Daimler commercial vehicle business took effect, the historical share prices were retroactively adjusted by a factor of 0.83945 for the period until 9 December 2021.

## Key Figures of the Mercedes-Benz Group

(in millions of EUR)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 - Q3	Q1 - Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Revenue</b>	40,083	43,389	34,858	36,440	37,716	-6%	124,582	109,014	-12%
thereof from continuing operations	31,647	35,240	34,858	36,440	37,716	+19%	98,653	109,014	+11%
<b>EBIT</b>	3,579	14,557	5,229	4,622	5,196	+45%	14,512	15,047	+4%
thereof from continuing operations	2,838	4,115	5,229	4,622	5,196	+83%	11,913	15,047	+26%
<b>Net profit (loss), Group</b>	2,573	12,746	3,586	3,198	3,998	+55%	10,650	10,782	+1%
thereof from continuing operations	1,964	2,477	3,586	3,198	3,998	+104%	8,573	10,782	+26%
<b>Profit (loss) attributable to shareholders of Mercedes-Benz Group AG</b>	2,470	12,648	3,490	3,107	3,923	+59%	10,358	10,520	+2%
thereof from continuing operations	1,868	2,388	3,490	3,107	3,923	+110%	8,307	10,520	+27%
<b>Free cash flow industrial business</b>	2,249	1,961	1,216	1,417	3,016	+34%	6,645	5,649	-15%
thereof from continuing operations	3,001	1,421	1,216	1,417	3,016	+0%	6,459	5,649	-13%
<b>R&amp;D expenditure total</b>	2,212	2,113	1,979	2,154	2,335	+6%	6,992	6,468	-7%
Expensed R&D costs	1,656	1,396	1,377	1,449	1,525	-8%	5,274	4,351	-18%
Capitalised development costs	556	717	602	705	810	+46%	1,718	2,117	+23%
<b>Amortisation on capitalised development costs</b>	510	506	501	506	531	+4%	1,557	1,538	-1%
<b>Capital expenditure total</b>	1,939	2,248	1,743	2,067	1,782	-8%	5,682	5,592	-2%
Investment in intangible assets (incl. capitalised development costs)	552	818	650	748	918	+66%	1,923	2,316	+20%
Investment in pp&e	1,106	1,239	855	777	795	-28%	3,340	2,427	-27%
Financial investments	281	191	238	542	69	-75%	419	849	+103%

## Revenue by Segment

(in millions of EUR)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 - Q3	Q1 - Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Mercedes-Benz Cars</b>	22,434	25,380	25,836	26,999	28,209	+26%	71,332	81,044	+14%
<b>Mercedes-Benz Vans</b>	3,546	4,122	3,687	4,107	4,309	+22%	10,613	12,103	+14%
<b>Mercedes-Benz Mobility</b>	6,855	7,246	6,782	6,715	6,599	-4%	20,695	20,096	-3%
<b>Reconciliation</b>	7,248	6,641	-1,447	-1,381	-1,401	.	21,942	-4,229	.
thereof from continuing operations	-1,188	-1,508	-1,447	-1,381	-1,401	.	-3,987	-4,229	.
<b>Mercedes-Benz Group</b>	40,083	43,389	34,858	36,440	37,716	-6%	124,582	109,014	-12%
thereof from continuing operations	31,647	35,240	34,858	36,440	37,716	+19%	98,653	109,014	+11%

## Revenue from Continuing Operations by Region

(in millions of EUR)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 - Q3	Q1 - Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Mercedes-Benz Group</b>	31,647	35,240	34,858	36,440	37,716	+19%	98,653	109,014	+11%
<b>Europe*</b>	11,635	13,457	13,207	13,515	13,937	+20%	37,587	40,659	+8%
Germany	4,918	5,402	5,287	5,346	5,713	+16%	15,331	16,346	+7%
<b>North America**</b>	7,967	9,055	8,873	10,018	9,971	+25%	24,050	28,862	+20%
USA	6,954	8,083	7,911	8,924	8,827	+27%	21,201	25,662	+21%
<b>Asia</b>	9,746	10,403	10,868	10,925	11,784	+21%	29,723	33,577	+13%
China***	6,131	6,477	6,804	6,823	7,297	+19%	18,696	20,924	+12%
<b>Rest of World</b>	2,299	2,325	1,910	1,982	2,024	-12%	7,293	5,916	-19%

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

\*\* USA, Canada and Mexico.

\*\*\* Excluding revenue of not fully consolidated companies.

## 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
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Revenue</b> (from continuing operations)	31,647	35,240	34,858	36,440	37,716	+19%	98,653	109,014	+11%
Cost of sales	-24,933	-26,567	-26,894	-27,938	-28,934	.	-76,651	-83,766	.
<b>Gross profit</b>	6,714	8,673	7,964	8,502	8,782	+31%	22,002	25,248	+15%
Selling expenses	-2,199	-2,535	-2,225	-2,406	-2,456	.	-6,659	-7,087	.
General administrative expenses	-707	-771	-610	-590	-614	.	-2,037	-1,814	.
Research and non-capitalised development costs	-1,351	-1,116	-1,377	-1,449	-1,525	.	-4,351	-4,351	.
Others	381	-136	1,477	565	1,009	+165%	2,958	3,051	+3%
<b>EBIT</b> (from continuing operations)	2,838	4,115	5,229	4,622	5,196	+83%	11,913	15,047	+26%

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

(in millions of EUR)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 - Q3	Q1 - Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Revenue</b> (from continuing operations)	22,434	25,380	25,836	26,999	28,209	+26%	71,332	81,044	+14%
Cost of sales	-17,597	-18,856	-19,653	-20,368	-21,226	.	-54,917	-61,247	.
<b>Gross profit</b>	4,837	6,524	6,183	6,631	6,983	+44%	16,415	19,797	+21%
Selling expenses	-1,759	-1,976	-1,761	-1,925	-1,953	.	-5,378	-5,639	.
General administrative expenses	-337	-399	-364	-348	-367	.	-1,026	-1,079	.
Research and non-capitalised development costs	-1,217	-1,016	-1,277	-1,264	-1,435	.	-3,976	-3,976	.
Others	314	705	1,490	698	806	+157%	2,614	2,994	+15%
<b>EBIT</b> (from continuing operations)	1,838	3,838	4,271	3,792	4,034	+119%	8,649	12,097	+40%



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

(in millions of EUR)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 - Q3	Q1 - Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Revenue</b> (from continuing operations)	3,546	4,122	3,687	4,107	4,309	+22%	10,613	12,103	+14%
Cost of sales	-2,927	-3,315	-2,890	-3,224	-3,456	.	-8,414	-9,570	.
<b>Gross profit</b>	619	807	797	883	853	+38%	2,199	2,533	+15%
Selling expenses	-299	-406	-299	-313	-329	.	-886	-941	.
General administrative expenses	-58	-63	-59	-69	-63	.	-170	-191	.
Research and non-capitalised development costs	-125	-93	-75	-166	-75	.	-349	-316	.
Others	28	11	-16	47	111	+296%	93	142	+53%
<b>EBIT</b> (from continuing operations)	165	256	348	382	497	+201%	887	1,227	+38%

## 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
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Revenue</b> (from continuing operations)	6,855	7,246	6,782	6,715	6,599	-4%	20,695	20,096	-3%
Cost of sales	-5,574	-5,848	-5,734	-5,694	-5,618	.	-17,042	-17,046	.
<b>Gross profit</b>	1,281	1,398	1,048	1,021	981	-23%	3,653	3,050	-17%
Selling expenses	-165	-185	-160	-181	-177	.	-507	-518	.
General administrative expenses	-198	-287	-182	-203	-178	.	-613	-563	.
Research and non-capitalised development costs	0	0	0	0	0	.	0	0	.
Others	25	-44	27	-13	-49	.	78	-35	.
<b>EBIT</b> (from continuing operations)	943	882	733	624	577	-39%	2,611	1,934	-26%

## 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 %)	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Mercedes-Benz Cars</b>									
EBIT	1,838	3,838	4,271	3,792	4,034	+119%	8,649	12,097	+40%
RoS	8.2%	15.1%	16.5%	14.0%	14.3%	.	12.1%	14.9%	.
<b>Mercedes-Benz Vans</b>									
EBIT	165	256	348	382	497	+201%	887	1,227	+38%
RoS	4.7%	6.2%	9.4%	9.3%	11.5%	.	8.4%	10.1%	.
<b>Mercedes-Benz Mobility</b>									
EBIT	943	882	733	624	577	-39%	2,611	1,934	-26%
RoE	23.3%	21.6%	20.2%	17.1%	15.8%	.	22.5%	17.7%	.
<b>Reconciliation</b>									
EBIT	633	9,581	-123	-176	88	-86%	2,365	-211	.
thereof from continuing operations	-108	-861	-123	-176	88	.	-234	-211	.
<b>Mercedes-Benz Group</b>									
EBIT	3,579	14,557	5,229	4,622	5,196	+45%	14,512	15,047	+4%
thereof from continuing operations	2,838	4,115	5,229	4,622	5,196	+83%	11,913	15,047	+26%

## Adjustments Affecting EBIT from Continuing Operations

(in millions of EUR)		Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 - Q3	Q1 - Q3	YTD : YTD
		2021	2021	2022	2022	2022	Change	2021	2022	Change
Mercedes-Benz Cars	Legal proceedings and related measures	52	39	177	41	47	-10%	235	265	+13%
	Restructuring measures	95	15	0	0	0	-100%	421	0	-100%
	M&A transactions	0	96	-863	0	0	.	-604	-863	.
	Expenses in connection with business activities in Russia	0	0	658	0	0	.	0	658	.
Mercedes-Benz Vans	Legal proceedings and related measures	22	38	103	32	49	+123%	21	184	+776%
	Restructuring measures	2	0	0	0	0	-100%	27	0	-100%
	M&A transactions	0	0	-36	0	0	.	0	-36	.
	Expenses in connection with business activities in Russia	0	0	51	0	0	.	0	51	.
Mercedes-Benz Mobility	Restructuring measures	0	3	0	0	0	.	42	0	-100%
	M&A transactions	0	0	0	0	0	.	-89	0	.
Reconciliation	Legal proceedings and related measures	0	1	1	0	1	.	0	2	.
	Restructuring measures	4	4	0	0	0	-100%	37	0	-100%
	M&A transactions	96	733	-19	244	51	-47%	111	276	+149%

## 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 %)	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Mercedes-Benz Cars</b>									
EBIT adjusted	1,985	3,988	4,243	3,833	4,081	+106%	8,701	12,157	+40%
RoS adjusted	8.8%	15.7%	16.4%	14.2%	14.5%	.	12.2%	15.0%	.
<b>Mercedes-Benz Vans</b>									
EBIT adjusted	189	294	466	414	546	+189%	935	1,426	+53%
RoS adjusted	5.3%	7.1%	12.6%	10.1%	12.7%	.	8.8%	11.8%	.
<b>Mercedes-Benz Mobility</b>									
EBIT adjusted	943	885	733	624	577	-39%	2,564	1,934	-25%
RoE adjusted	23.3%	21.7%	20.2%	17.1%	15.8%	.	22.1%	17.7%	.
<b>Reconciliation</b>									
EBIT adjusted	494	64	-141	68	140	-72%	1,799	67	-96%
thereof from continuing operations	-8	-123	-141	68	140	.	-86	67	.
<b>Mercedes-Benz Group</b>									
EBIT adjusted	3,611	5,231	5,301	4,939	5,344	+48%	13,999	15,584	+11%
thereof from continuing operations	3,109	5,044	5,301	4,939	5,344	+72%	12,114	15,584	+29%

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

(in millions of EUR)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 - Q3	Q1 - Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Net liquidity</b>									
<b>at the beginning of the period</b>	20,863	23,458	21,005	22,706	19,140	-8%	17,855	21,005	+18%
Free cash flow*	2,249	1,961	1,216	1,417	3,016	+34%	6,645	5,649	-15%
thereof working capital**	20	-1,733	-930	-1,309	-386	.	361	-2,625	.
Other	346	-4,414	485	-4,983	1,147	+232%	-1,042	-3,351	.
thereof dividends Mercedes-Benz Group AG	0	0	0	-5,349	0	.	-1,444	-5,349	.
thereof net liquidity of the former Daimler Trucks & Buses segment	0	-5,858	0	0	0	.	0	0	.
<b>Net liquidity</b>									
<b>at the end of the period</b>	23,458	21,005	22,706	19,140	23,303	-1%	23,458	23,303	-1%

\* Including former Daimler Trucks & Buses segment until the spin-off and hive-down took effect on 9 December 2021.

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

## Liquidity\*

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q4	Q3	Q3 : Q4
(at period end, in millions of EUR)	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Group liquidity</b>									
Cash and cash equivalents	25,356	23,182	18,252	14,333	15,394	-39%	23,182	15,394	-34%
Marketable debt securities and similar investments	6,261	7,579	7,023	6,171	5,651	-10%	7,579	5,651	-25%
<b>Gross liquidity</b>	31,617	30,761	25,275	20,504	21,045	-33%	30,761	21,045	-32%
Financing liabilities (nominal)	-135,790	-125,578	-119,008	-117,273	-114,427	.	-125,578	-114,427	.
<b>Net debt</b>	-104,173	-94,817	-93,733	-96,769	-93,382	.	-94,817	-93,382	.
<b>Liquidity of the industrial business</b>									
Cash and cash equivalents	21,675	18,034	14,374	10,227	11,116	-49%	18,034	11,116	-38%
Marketable debt securities and similar investments	5,299	6,591	6,014	5,160	4,800	-9%	6,591	4,800	-27%
<b>Gross liquidity</b>	26,974	24,625	20,388	15,387	15,916	-41%	24,625	15,916	-35%
Financing liabilities (nominal)	-3,516	-3,620	2,318	3,753	7,387	.	-3,620	7,387	.
<b>Net liquidity</b>	23,458	21,005	22,706	19,140	23,303	-1%	21,005	23,303	+11%

\* Including former Daimler Trucks & Buses segment until the spin-off and hive-down took effect on 9 December 2021.

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

(in millions of EUR)	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q3 : Q3 Change	Q1 - Q3 2021	Q1 - Q3 2022	YTD : YTD Change
<b>CFBIT of Mercedes-Benz Cars</b>	3,253	1,533	1,847	2,393	3,374	+4%	7,811	7,614	-3%
<b>CFBIT of Mercedes-Benz Vans</b>	402	519	378	254	434	+8%	307	1,066	+247%
Income taxes paid/refunded	-441	-613	-609	-985	-875	.	-1,257	-2,469	.
Interest paid/received	-236	104	-165	14	-179	.	-268	-330	.
Other reconciling items	23	-122	-235	-259	262	.	-134	-232	.
<b>Free cash flow industrial business (IB)</b>	3,001	1,421	1,216	1,417	3,016	+0%	6,459	5,649	-13%
Adjustments	521	194	-6	652	293	-44%	2,051	939	-54%
<b>Free cash flow IB adjusted</b>	3,522	1,615	1,210	2,069	3,309	-6%	8,510	6,588	-23%

\* Cash flow before interest and taxes.



## Pension and Health-Care Benefits

(at period end, in millions of EUR)	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q3 : Q3 Change	Q4 2021	Q3 2022	Q3 : Q4 Change
<b>Pension benefits</b>									
Benefit obligations*	28,577	28,504	25,092	20,713	19,807	-31%	28,504	19,807	-31%
Plan assets*	23,422	24,212	23,426	21,173	20,085	-14%	24,212	20,085	-17%
Funded status	-5,155	-4,292	-1,666	460	278	.	-4,292	278	.
Funding ratio	82.0%	84.9%	93.4%	102.2%	101.4%	.	84.9%	101.4%	.
<b>Health-care benefits</b>									
Benefit obligations / funded status	443	445	451	476	504	+14%	445	504	+13%

\* As of 31 December 2021, present value of the defined benefit obligations reduced by €8.1 billion and fair value of plan assets reduced by €6.1 billion resulting from the spin-off of Daimler's commercial vehicle business.

## Mercedes-Benz Cars – Overview

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 – Q3	Q1 – Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Unit sales</b> (units)	383,450	500,421	487,008	487,116	530,414	+38%	1,443,509	1,504,538	+4%
<b>Retail sales</b> (units)	434,784	475,968	501,625	496,419	520,141	+20%	1,617,508	1,518,185	-6%
<b>Production</b> (units)	399,798	511,114	530,318	521,660	534,307	+34%	1,441,909	1,586,285	+10%
<b>Revenue</b> (millions of EUR)	22,434	25,380	25,836	26,999	28,209	+26%	71,332	81,044	+14%
<b>EBIT</b> (millions of EUR)	1,838	3,838	4,271	3,792	4,034	+119%	8,649	12,097	+40%
<b>EBIT adjusted</b> (millions of EUR)	1,985	3,988	4,243	3,833	4,081	+106%	8,701	12,157	+40%
<b>Return on sales</b> (%)	8.2%	15.1%	16.5%	14.0%	14.3%	.	12.1%	14.9%	.
<b>Return on sales adjusted</b> (%)	8.8%	15.7%	16.4%	14.2%	14.5%	.	12.2%	15.0%	.
<b>CFBIT</b> (millions of EUR)	3,253	1,533	1,847	2,393	3,374	+4%	7,811	7,614	-3%
<b>CFBIT adjusted</b> (millions of EUR)	3,626	1,646	1,680	2,948	3,552	-2%	9,068	8,180	-10%
<b>Cash conversion rate adjusted*</b>	1.8	0.4	0.4	0.8	0.9	.	1.0	0.7	.

\* Ratio of CFBIT adjusted to EBIT adjusted.

## Mercedes-Benz Cars – Units Sales by Region

(in units)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 – Q3	Q1 – Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Wholesales (including smart)</b>	383,450	500,421	487,008	487,116	530,414	+38%	1,443,509	1,504,538	+4%
<b>Europe*</b>	120,087	161,228	151,343	149,909	146,138	+22%	441,200	447,390	+1%
Germany	45,074	63,791	49,992	47,616	48,364	+7%	154,575	145,972	-6%
<b>North America**</b>	56,336	73,308	74,188	96,232	86,239	+53%	217,319	256,659	+18%
USA	46,198	64,181	64,723	83,249	74,932	+62%	187,263	222,904	+19%
<b>Asia</b>	180,674	241,040	239,443	217,403	277,329	+53%	690,556	734,175	+6%
China	132,579	194,809	186,087	164,611	222,641	+68%	539,849	573,339	+6%
of which locally produced vehicles	89,390	155,618	142,246	124,657	181,200	+103%	405,390	448,103	+11%
<b>Rest of World</b>	26,353	24,845	22,034	23,572	20,708	-21%	94,434	66,314	-30%

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

\*\* 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)	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Wholesales (including smart)</b>	383,450	500,421	487,008	487,116	530,414	+38%	1,443,509	1,504,538	+4%
<b>Top-End Luxury</b>	74,755	77,328	78,071	75,462	78,848	+5%	227,264	232,381	+2%
Share in % of volume	19.5%	15.5%	16.0%	15.5%	14.9%	.	15.7%	15.4%	.
<b>Core Luxury</b>	193,274	276,196	280,175	272,593	293,298	+52%	752,808	846,066	+12%
Share in % of volume	50.4%	55.2%	57.5%	56.0%	55.3%	.	52.2%	56.2%	.
<b>Entry Luxury (incl. smart)</b>	115,421	146,897	128,762	139,061	158,268	+37%	463,437	426,091	-8%
Share in % of volume	30.1%	29.4%	26.4%	28.5%	29.8%	.	32.1%	28.3%	.
thereof									
<b>electric vehicles (xEV)</b>	60,959	89,161	74,000	63,594	84,850	+39%	182,686	222,444	+22%
BEV	18,784	31,676	27,360	31,259	37,069	+97%	57,895	95,688	+65%
PHEV	42,175	57,485	46,640	32,335	47,781	+13%	124,791	126,756	+2%
Share of xEV in % of volume	15.9%	17.8%	15.2%	13.1%	16.0%	.	12.7%	14.8%	.

## Mercedes-Benz Cars – Retail Sales

(in units)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 – Q3	Q1 – Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Retail sales</b>	434,784	475,968	501,625	496,419	520,141	+20%	1,617,508	1,518,185	-6%
<b>Europe*</b>	135,906	166,588	157,384	160,760	155,007	+14%	503,590	473,151	-6%
Germany	49,307	68,698	54,603	53,992	54,308	+10%	168,984	162,903	-4%
<b>North America**</b>	65,782	70,370	70,693	90,981	83,185	+26%	248,087	244,859	-1%
USA	55,131	60,326	62,251	79,105	72,389	+31%	215,777	213,745	-1%
<b>Asia</b>	203,901	212,166	249,039	220,855	260,498	+28%	763,916	730,392	-4%
China	151,756	167,711	192,713	164,667	208,298	+37%	595,995	565,678	-5%
of which locally produced vehicles	103,539	131,636	152,366	130,604	166,186	+61%	455,168	449,156	-1%
<b>Rest of World</b>	29,195	26,844	24,509	23,823	21,451	-27%	101,915	69,783	-32%
Included in MBC retail sales:									
<b>smart</b>	6,423	11,838	6,395	6,440	2,294	-64%	26,676	15,129	-43%
<b>T-Class/V-Class/X-Class</b>	13,061	16,407	14,066	15,975	17,237	+32%	44,406	47,278	+6%

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

\*\* USA, Canada and Mexico.

## Mercedes-Benz Cars – Reconciliation from EBIT to CFBIT

(in millions of EUR)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 – Q3	Q1 – Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>EBIT</b>	1,838	3,838	4,271	3,792	4,034	+119%	8,649	12,097	+40%
Change in working capital	965	-2,659	-884	-1,172	-402	.	1,976	-2,458	.
Net financial investments	-229	-72	414	-518	188	.	-53	84	.
Net investments in property, plant and equipment and intangible assets	-1,333	-1,466	-1,425	-1,575	-1,578	.	-4,407	-4,578	.
Depreciation and amortisation/impairments	1,460	1,419	1,458	1,477	1,549	+6%	4,272	4,484	+5%
Other	552	473	-1,987	389	-417	.	-2,626	-2,015	.
<b>CFBIT</b>	3,253	1,533	1,847	2,393	3,374	+4%	7,811	7,614	-3%
Adjustments	373	113	-167	555	178	-52%	1,257	566	-55%
<b>CFBIT adjusted</b>	3,626	1,646	1,680	2,948	3,552	-2%	9,068	8,180	-10%
<b>Cash conversion rate adjusted*</b>	1.8	0.4	0.4	0.8	0.9	.	1.0	0.7	.

\* Ratio of CFBIT adjusted to EBIT adjusted.

## Mercedes-Benz Vans - Overview

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 - Q3	Q1 - Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Unit sales</b> (units)	87,954	111,499	88,508	100,125	103,978	+18%	274,740	292,611	+7%
<b>Retail sales</b> (units)	83,160	90,487	75,873	83,930	82,426	-1%	243,678	242,229	-1%
<b>Production</b> (units)	82,954	112,024	88,285	110,965	108,875	+31%	276,635	308,125	+11%
<b>Revenue</b> (millions of EUR)	3,546	4,122	3,687	4,107	4,309	+22%	10,613	12,103	+14%
<b>EBIT</b> (millions of EUR)	165	256	348	382	497	+201%	887	1,227	+38%
<b>EBIT adjusted</b> (millions of EUR)	189	294	466	414	546	+189%	935	1,426	+53%
<b>Return on sales</b> (%)	4.7%	6.2%	9.4%	9.3%	11.5%	.	8.4%	10.1%	.
<b>Return on sales adjusted</b> (%)	5.3%	7.1%	12.6%	10.1%	12.7%	.	8.8%	11.8%	.
<b>CFBIT</b> (millions of EUR)	402	519	378	254	434	+8%	307	1,066	+247%
<b>CFBIT adjusted</b> (millions of EUR)	504	592	437	333	529	+5%	989	1,299	+31%
<b>Cash conversion rate adjusted*</b>	2.7	2.0	0.9	0.8	1.0	.	1.1	0.9	.

\* Ratio of CFBIT adjusted to EBIT adjusted.

## Mercedes-Benz Vans - Units Sales by Region

(in units)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 - Q3	Q1 - Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Wholesales</b> (including T-/V-/X-Class)	87,954	111,499	88,508	100,125	103,978	+18%	274,740	292,611	+7%
<b>Europe*</b>	51,666	71,437	52,716	59,998	63,501	+23%	174,536	176,215	+1%
Germany	22,110	28,031	19,702	24,425	28,312	+28%	70,139	72,439	+3%
<b>North America**</b>	18,305	16,140	17,415	21,828	17,888	-2%	39,118	57,131	+46%
USA	16,056	14,243	14,769	19,397	15,534	-3%	34,068	49,700	+46%
<b>Asia</b>	8,912	13,796	9,920	9,971	13,346	+50%	31,706	33,237	+5%
China	7,525	11,481	8,120	7,742	11,665	+55%	26,986	27,527	+2%
<b>Rest of World</b>	9,071	10,126	8,457	8,328	9,243	+2%	29,380	26,028	-11%

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

\*\* USA, Canada and Mexico.



## Mercedes-Benz Vans - Unit Sales by Segment

(in units)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 - Q3	Q1 - Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Wholesales</b>	87,954	111,499	88,508	100,125	103,978	+18%	274,740	292,611	+7%
<b>Sprinter</b>	52,603	61,859	43,861	50,375	55,919	+6%	144,802	150,155	+4%
<b>Vito</b>	20,842	28,520	25,995	29,308	25,691	+23%	76,803	80,994	+5%
<b>V-Class</b>	12,333	16,674	14,319	16,257	16,605	+35%	44,059	47,181	+7%
<b>X-Class</b>	25	22	5	2	1	-96%	193	8	-96%
<b>T-Class/Citan</b>	2,151	4,424	4,328	4,183	5,762	+168%	8,883	14,273	+61%

## Mercedes-Benz Vans - Retail Sales

(in units)	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 - Q3	Q1 - Q3	YTD : YTD
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>Retail sales (excluding T-/V-/X-Class)</b>	83,160	90,487	75,873	83,930	82,426	-1%	243,678	242,229	-1%
<b>Europe*</b>	50,350	57,537	46,375	48,688	50,732	+1%	158,373	145,795	-8%
Germany	17,877	23,124	15,091	18,049	22,368	+25%	55,730	55,508	-0%
<b>North America**</b>	18,492	17,579	16,227	22,149	17,647	-5%	43,535	56,023	+29%
USA	16,055	15,705	13,688	19,730	15,293	-5%	37,767	48,711	+29%
<b>Asia</b>	4,870	5,277	4,986	4,755	5,819	+19%	14,983	15,560	+4%
China	4,132	4,572	3,873	3,823	5,151	+25%	12,240	12,847	+5%
<b>Rest of World</b>	9,448	10,094	8,285	8,338	8,228	-13%	26,787	24,851	-7%

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

\*\* USA, Canada and Mexico.

## 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
	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>EBIT</b>	165	256	348	382	497	+201%	887	1,227	+38%
Change in working capital	209	135	55	-161	24	-89%	-155	-82	.
Net financial investments	0	6	43	1	5	.	1	49	.
Net investments in property, plant and equipment and intangible assets	-27	-96	-34	-68	-137	.	-126	-239	.
Depreciation and amortisation/impairments	120	133	122	110	108	-10%	352	340	-3%
Other	-65	85	-156	-10	-63	.	-652	-229	.
<b>CFBIT</b>	402	519	378	254	434	+8%	307	1,066	+247%
Adjustments	102	73	59	79	95	-7%	682	233	-66%
<b>CFBIT adjusted</b>	504	592	437	333	529	+5%	989	1,299	+31%
<b>Cash conversion rate adjusted*</b>	2.7	2.0	0.9	0.8	1.0	.	1.1	0.9	.

\* Ratio of CFBIT adjusted to EBIT adjusted.

## Mercedes-Benz Mobility – Overview

	Q3	Q4	Q1	Q2	Q3	Q3 : Q3	Q1 – Q3	Q1 – Q3	YTD : YTD
(in millions of EUR)	2021	2021	2022	2022	2022	Change	2021	2022	Change
<b>New business</b>	14,633	15,043	14,540	14,115	14,255	-3%	48,588	42,910	-12%
<b>Contract volume</b> (at period end)	148,091	133,687	134,404	134,986	135,731	-8%	133,687*	135,731	+2%
North America**	47,386	38,346	38,234	39,779	41,073	-13%	38,346*	41,073	+7%
Germany	24,446	24,698	24,787	24,645	24,886	+2%	24,698*	24,886	+1%
China	18,846	19,045	20,293	20,706	21,244	+13%	19,045*	21,244	+12%
Rest of World	57,413	51,598	51,090	49,856	48,528	-15%	51,598*	48,528	-6%
<b>Revenue</b>	6,855	7,246	6,782	6,715	6,599	-4%	20,695	20,096	-3%
<b>EBIT</b>	943	882	733	624	577	-39%	2,611	1,934	-26%
<b>EBIT adjusted</b>	943	885	733	624	577	-39%	2,564	1,934	-25%
<b>Return on equity (%)</b>	23.3%	21.6%	20.2%	17.1%	15.8%	.	22.5%	17.7%	.
<b>Return on equity adjusted (%)</b>	23.3%	21.7%	20.2%	17.1%	15.8%	.	22.1%	17.7%	.

\* Year-end figure.

\*\* USA and Canada.