

DAIMLER

Fact Sheet for Q4 and Full Year 2019

February 11, 2020

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The figures in this document are preliminary and have not yet been approved by the Supervisory Board nor audited by the external auditors.

Stock Market Information

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Earnings per share (in EUR)												
basic	1.96	2.12	-1.24	1.61	1.61	1.58	-0.10	1.46	.	2.22	6.78	-67%
diluted	1.96	2.12	-1.24	1.61	1.61	1.58	-0.10	1.46	.	2.22	6.78	-67%
Average number of shares outstanding (in millions) (adjusted for treasury stocks)												
basic	1,069.7	1,069.8	1,069.7	1,069.8	1,069.8	1,069.8	1,069.7	1,069.8	-0%	1,069.8	1,069.8	0%
diluted	1,069.7	1,069.8	1,069.7	1,069.8	1,069.8	1,069.8	1,069.7	1,069.8	-0%	1,069.8	1,069.8	0%
Number of shares outstanding (at period end, in millions)	1,069.0	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%			
Share price Frankfurt (at period end, in EUR)	52.25	68.97	48.93	55.13	45.62	54.35	49.37	45.91	+8%			
Market capitalization Frankfurt (at period end, in billions of EUR)	55.86	73.79	52.35	58.98	48.81	58.15	52.82	49.12	+8%			

Key Figures and Ratios

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Unit Sales (in units)	773,796	806,905	821,666	833,005	839,326	794,749	910,163	917,756	-1%	3,344,951	3,352,415	-0%
Revenue	39,698	39,785	42,650	40,756	43,270	40,211	47,127	46,610	+1%	172,745	167,362	+3%
EBIT	2,802	3,335	-1,555	2,640	2,694	2,488	388	2,669	-85%	4,329	11,132	-61%
Net profit (loss), Group	2,149	2,354	-1,242	1,825	1,813	1,761	-11	1,642	.	2,709	7,582	-64%
Profit (loss) attributable to shareholders of Daimler AG	2,095	2,273	-1,328	1,726	1,719	1,689	-109	1,561	.	2,377	7,249	-67%
R&D expenditure total	2,378	2,321	2,357	2,290	2,501	2,373	2,426	2,123	+14%	9,662	9,107	+6%
Expensed R&D costs	1,704	1,712	1,569	1,620	1,764	1,775	1,549	1,474	+5%	6,586	6,581	+0%
Capitalized development costs	674	609	788	670	737	598	877	649	+35%	3,076	2,526	+22%
Amortization on capitalized development costs	429	360	455	378	456	370	453	430	+5%	1,793	1,538	+17%
Depreciation and amortization* (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,765	1,444	1,804	1,469	1,878	1,574	2,150	1,690	+27%	7,597	6,177	+23%
Capital expenditure total*	2,634	2,214	2,753	2,388	2,849	2,884	3,007	3,401	-12%	11,243	10,887	+3%
Investment in pp&e	1,654	1,332	1,722	1,539	1,749	2,043	1,987	2,556	-22%	7,112	7,470	-5%
Capitalized development costs	674	609	788	670	737	598	877	649	+35%	3,076	2,526	+22%
Financial investments and other intangible assets	306	273	243	179	363	243	143	196	-27%	1,055	891	+18%

* Industrial business.

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Net liquidity at the beginning of the period	13,054*	16,597	11,346	18,683	6,618	14,472	9,648	13,499	-29%	13,054*	16,597	-21%
Free cash flow	-2,039	1,822	-1,302	-18	2,819	-1,864	1,890	2,958	-36%	1,368	2,898	-53%
thereof: working capital**	-2,391	297	-1,072	-793	-76	-2,611	1,479	313	+373%	-2,060	-2,794	.
Other	331	264	-3,426	-4,193	211	891	-541	-169	.	-3,425	-3,207	.
thereof: dividends Daimler AG	0	0	-3,477	-3,905	0	0	0	0	.	-3,477	-3,905	.
Net liquidity at the end of the period	11,346	18,683	6,618	14,472	9,648	13,499	10,997	16,288	-32%	10,997	16,288	-32%

* Reflecting effects from initial application of IFRS 16.

** Inventories, trade receivables and trade payables.

Liquidity

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Group liquidity												
Cash and cash equivalents	16,598	14,058	12,519	14,334	16,989	15,014	18,883	15,853	+19%	18,883	15,853	+19%
Marketable securities and term deposits	10,114	10,407	8,945	10,348	8,999	9,865	8,655	9,577	-10%	8,655	9,577	-10%
Gross liquidity	26,712	24,465	21,464	24,682	25,988	24,879	27,538	25,430	+8%	27,538	25,430	+8%
Financing liabilities (nominal)	-154,825	-129,671	-153,271	-137,398	-158,715	-141,572	-161,201	-144,999	.	-161,201	-144,999	.
Net debt	-128,113	-105,206	-131,807	-112,716	-132,727	-116,693	-133,663	-119,569	.	-133,663	-119,569	.
Liquidity of the industrial business												
Cash and cash equivalents	14,301	12,263	10,538	12,064	15,144	12,375	16,152	12,799	+26%	16,152	12,799	+26%
Marketable securities and term deposits	9,038	9,133	7,833	9,185	7,876	8,691	7,522	8,364	-10%	7,522	8,364	-10%
Gross liquidity	23,339	21,396	18,371	21,249	23,020	21,066	23,674	21,163	+12%	23,674	21,163	+12%
Financing liabilities (nominal)	-11,993	-2,713	-11,753	-6,777	-13,372	-7,567	-12,677	-4,875	.	-12,677	-4,875	.
Net liquidity	11,346	18,683	6,618	14,472	9,648	13,499	10,997	16,288	-32%	10,997	16,288	-32%

Pension and Health-Care Benefits

(in billions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Pension benefits												
Benefit obligations	-33.5	-31.5	-35.6	-31.7	-37.9	-31.4	-36.2	-31.7	.	-36.2	-31.7	.
Plan assets	26.6	26.6	26.9	26.5	27.4	26.6	27.8	25.5	+9%	27.8	25.5	+9%
Funded status	-6.9	-4.9	-8.7	-5.2	-10.5	-4.8	-8.4	-6.2	.	-8.4	-6.2	.
Funding ratio	79.4%	84.4%	75.6%	83.6%	72.3%	84.7%	76.8%	80.4%	.	76.8%	80.4%	.
Health-care benefits												
Benefit obligations	-1.1	-1.1	-1.2	-1.2	-1.3	-1.2	-1.2	-1.1	.	-1.2	-1.1	.
Plan assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	.	0.0	0.0	.
Reimbursement Medicare Act	0.0	0.1	0.0	0.1	0.0	0.1	0.0	0.0	.	0.0	0.0	.
Funded status	-1.1	-1.0	-1.2	-1.1	-1.3	-1.1	-1.2	-1.1	.	-1.2	-1.1	.

Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	555,312	594,299	575,639	590,690	604,655	559,539	649,826	638,263	+2%	2,385,432	2,382,791	+0%
Daimler Trucks	115,920	113,846	126,474	123,910	125,382	136,055	120,745	143,524	-16%	488,521	517,335	-6%
Mercedes-Benz Vans	97,038	93,016	111,118	110,883	100,332	91,414	129,898	126,088	+3%	438,386	421,401	+4%
Daimler Buses	5,526	5,744	8,435	7,522	8,957	7,741	9,694	9,881	-2%	32,612	30,888	+6%
Daimler Group	773,796	806,905	821,666	833,005	839,326	794,749	910,163	917,756	-1%	3,344,951	3,352,415	-0%

Production Volume

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	614,094	608,071	588,250	601,343	655,411	632,441	539,918	556,415	-3%	2,397,673	2,398,270	-0%
Daimler Trucks	125,599	120,770	127,224	128,255	126,384	141,909	102,739	133,912	-23%	481,946	524,846	-8%
Mercedes-Benz Vans	111,598	109,996	115,789	127,444	91,669	97,347	106,831	105,527	+1%	425,887	440,314	-3%
Daimler Buses	6,972	6,924	8,670	8,620	8,417	8,507	8,198	7,182	+14%	32,257	31,233	+3%
Daimler Group	858,263	845,761	839,933	865,662	881,881	880,204	757,686	803,036	-6%	3,337,763	3,394,663	-2%

Revenue*

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	21,200	22,998	22,293	22,575	23,525	21,672	26,859	25,858	+4%	93,877	93,103	+1%
Daimler Trucks	9,546	8,619	10,472	9,185	10,349	10,045	9,868	10,424	-5%	40,235	38,273	+5%
Mercedes-Benz Vans	3,369	3,098	3,654	3,511	3,485	3,039	4,293	3,978	+8%	14,801	13,626	+9%
Daimler Buses	785	850	1,268	1,075	1,231	1,064	1,449	1,540	-6%	4,733	4,529	+5%
Daimler Mobility	6,881	6,255	7,145	6,570	7,086	6,385	7,534	7,059	+7%	28,646	26,269	+9%
Reconciliation	-2,083	-2,035	-2,182	-2,160	-2,406	-1,994	-2,876	-2,249	.	-9,547	-8,438	.
Daimler Group	39,698	39,785	42,650	40,756	43,270	40,211	47,127	46,610	+1%	172,745	167,362	+3%

* 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.

Earnings Before Interest and Taxes (EBIT) and Return on Sales (RoS)

(EBIT in millions of EUR, RoS in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars												
EBIT	1,298	2,060	-672	1,901	1,423	1,372	1,310	1,883	-30%	3,359	7,216	-53%
RoS	6.1%	9.0%	-3.0%	8.4%	6.0%	6.3%	4.9%	7.3%	.	3.6%	7.8%	.
Daimler Trucks												
EBIT	582	647	725	546	774	850	382	710	-46%	2,463	2,753	-11%
RoS	6.1%	7.5%	6.9%	5.9%	7.5%	8.5%	3.9%	6.8%	.	6.1%	7.2%	.
Mercedes-Benz Vans												
EBIT	-98	172	-2,050	152	113	-93	-1,050	81	.	-3,085	312	.
RoS	-2.9%	5.6%	-56.1%	4.3%	3.2%	-3.1%	-24.5%	2.0%	.	-20.8%	2.3%	.
Daimler Buses												
EBIT	-21	37	106	66	79	30	119	132	-10%	283	265	+7%
RoS	-2.7%	4.4%	8.4%	6.1%	6.4%	2.8%	8.2%	8.6%	.	6.0%	5.9%	.
Daimler Mobility												
EBIT	1,209	548	431	66	413	392	87	378	-77%	2,140	1,384	+55%
Return on equity (RoE)	35.7%	17.9%	12.5%	2.1%	11.9%	12.5%	2.4%	12.0%	.	15.3%	11.1%	.
Reconciliation												
	-168	-129	-95	-91	-108	-63	-460	-515	.	-831	-798	.
Daimler Group												
	2,802	3,335	-1,555	2,640	2,694	2,488	388	2,669	-85%	4,329	11,132	-61%

Disclosed Items Affecting EBIT

(in millions of EUR)		4th Quarter		Financial Year	
		2019	2018	2019	2018
Mercedes-Benz Cars	Remeasurement of investment in Aston Martin Lagonda Global Holdings plc	2	-74	-72	111
	Governmental and legal proceedings and measures relating to diesel vehicles	-489	-	-1,556	-
	Expenses in connection with Takata airbags	-	-	-600	-
	Vehicle recall	-	-	-167	-
Daimler Trucks	Expenses/income in connection with Takata airbags	-	-	-8*	-
Mercedes-Benz Vans	Governmental and legal proceedings and measures relating to diesel vehicles	-783	-	-2,155	-
	Product portfolio review	-226	-	-828	-
	Expenses in connection with Takata airbags	-	-	-341	-
Daimler Mobility	Settlement of the Toll Collect arbitration proceedings	-	-	-	-418
	Merger of mobility services of Daimler and BMW	-	-	718	-
	Realignment of the YOUR NOW group	-331	-	-405	-
Recon- ciliation	Impairment of investment in BAIC Motor	-	-150	-	-150
	Governmental and legal proceedings and measures relating to diesel vehicles	-199	-	-313	-

* For reasons of materiality, value not included in EBIT bridge.

Reconciliation of EBIT Reported to EBIT Adjusted and Cash Conversion Rate Adjusted 2019*

(in millions of EUR)	Mercedes-Benz Cars	Daimler Trucks	Mercedes-Benz Vans	Daimler Buses	Daimler Mobility	Reconciliation	Daimler Group
EBIT as reported	3,359	2,463	-3,085	283	2,140	-831	4,329
Legal proceedings and related measures, as well as Takata	2,482	-	2,541	-	-	425	5,448
Restructuring measures	-	-	828	-	405	-	1,233
M&A transactions	-	-	-	-	-718	-	-718
EBIT adjusted	5,841	2,463	284	283	1,827	-406	10,292
RoS/RoE adjusted (in %)	6.2	6.1	1.9	6.0	13.1		
Cash flow before interest and taxes	851	2,431	-83	300			
Cash flow before interest and taxes adjusted	1,504	2,431	399	300			
Cash conversion rate**	0.3	1.0	1.4	1.1			

* Values for the adjustments on a quarterly basis will be provided ahead of the Q1 2020 disclosure.

** Ratio of cash flow before interest and taxes adjusted to EBIT adjusted.

Mercedes-Benz Cars Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Unit sales (units)	555,312	594,299	575,639	590,690	604,655	559,539	649,826	638,263	+2%	2,385,432	2,382,791	+0%
Retail sales (units)	587,921	625,030	607,126	629,462	617,972	556,979	643,328	627,601	+3%	2,456,347	2,439,072	+1%
Production (units)	614,094	608,071	588,250	601,343	655,411	632,441	539,918	556,415	-3%	2,397,673	2,398,270	-0%
Revenue (millions of EUR)	21,200	22,998	22,293	22,575	23,525	21,672	26,859	25,858	+4%	93,877	93,103	+1%
EBIT (millions of EUR)	1,298	2,060	-672	1,901	1,423	1,372	1,310	1,883	-30%	3,359	7,216	-53%
Return on sales (%)	6.1%	9.0%	-3.0%	8.4%	6.0%	6.3%	4.9%	7.3%	.	3.6%	7.8%	.
V-Class/X-Class retail sales (included in MBC retail sales)	18,051	16,940	19,310	21,964	19,253	15,818	22,163	22,065	+0%	78,777	76,787	+3%

Mercedes-Benz Cars Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	555,312	594,299	575,639	590,690	604,655	559,539	649,826	638,263	+2%	2,385,432	2,382,791	+0%
Europe	235,298	244,178	244,788	250,180	253,213	223,561	258,916	264,755	-2%	992,215	982,674	+1%
of which Germany	78,084	78,547	82,521	81,931	85,084	72,114	89,375	91,171	-2%	335,064	323,763	+3%
NAFTA	75,961	85,748	88,640	96,004	89,972	90,566	114,333	120,289	-5%	368,906	392,607	-6%
of which USA	64,259	70,490	75,497	78,042	75,666	75,975	97,728	102,704	-5%	313,150	327,211	-4%
Asia	221,649	241,836	224,231	223,300	240,335	223,058	253,442	232,883	+9%	939,657	921,077	+2%
of which China	173,152	178,817	168,313	166,915	173,321	170,438	179,395	161,567	+11%	694,181	677,737	+2%
of which locally produced vehicles	145,107	127,005	136,939	125,045	143,187	118,450	142,073	114,506	+24%	567,306	485,006	+17%
Rest of World	22,404	22,537	17,980	21,206	21,135	22,354	23,135	20,336	+14%	84,654	86,433	-2%

Mercedes-Benz Cars Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Mercedes-Benz Cars	587,921	625,030	607,126	629,462	617,972	556,979	643,328	627,601	+3%	2,456,347	2,439,072	+1%
Europe	248,175	262,342	262,126	266,847	259,584	235,033	272,576	270,020	+1%	1,042,461	1,034,242	+1%
of which Germany	80,752	83,453	89,355	88,170	92,191	76,185	102,561	97,135	+6%	364,859	344,943	+6%
NAFTA	84,416	94,056	90,702	98,628	90,990	81,351	107,155	106,585	+1%	373,263	380,620	-2%
of which USA	71,397	78,874	76,493	80,661	76,806	66,847	92,202	90,853	+1%	316,898	317,235	-0%
Asia	234,224	245,177	232,731	239,240	246,368	219,253	238,384	227,794	+5%	951,707	931,464	+2%
of which China	178,123	176,310	174,199	176,570	184,439	167,906	170,226	159,517	+7%	706,987	680,303	+4%
of which locally produced vehicles	142,237	122,887	141,559	128,089	153,754	123,408	138,368	111,424	+24%	575,918	485,808	+19%
Rest of World	21,106	23,455	21,567	24,747	21,030	21,342	25,213	23,202	+9%	88,916	92,746	-4%
V-Class/X-Class (included in MBC retail sales)	18,051	16,940	19,310	21,964	19,253	15,818	22,163	22,065	+0%	78,777	76,787	+3%

Mercedes-Benz Cars

Market Shares*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change in % pts.	2019	2018	Change in % pts.
European Union	6.2	5.9	6.4	5.8	7.0	5.6	7.2	7.5	-0.3	6.4	6.2	+0.2
of which Germany	10.1	10.0	9.9	9.9	10.5	9.8	12.1	12.5	-0.4	10.8	10.5	+0.3
USA	1.8	1.9	1.7	1.9	1.8	1.6	2.1	2.1	0.0	1.9	1.8	+0.1
China	3.5	2.9	3.4	3.1	3.5	3.1	2.8	2.5	+0.3	3.3	2.9	+0.4
Japan	1.4	1.4	1.5	1.6	1.5	1.6	2.1	1.9	+0.2	1.6	1.6	0.0

* Based on estimates in certain markets.

Daimler Trucks Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Incoming orders (units)	101,376	183,761	96,190	143,963	91,974	129,330	109,145	132,346	-18%	398,685	589,400	-32%
Unit sales (units)	115,920	113,846	126,474	123,910	125,382	136,055	120,745	143,524	-16%	488,521	517,335	-6%
Retail sales (units)	115,024	112,222	121,748	123,260	123,334	124,927	127,408	147,616	-14%	487,514	508,025	-4%
Production (units)	125,599	120,770	127,224	128,255	126,384	141,909	102,739	133,912	-23%	481,946	524,846	-8%
Revenue (millions of EUR)	9,546	8,619	10,472	9,185	10,349	10,045	9,868	10,424	-5%	40,235	38,273	+5%
EBIT (millions of EUR)	582	647	725	546	774	850	382	710	-46%	2,463	2,753	-11%
Return on sales (%)	6.1%	7.5%	6.9%	5.9%	7.5%	8.5%	3.9%	6.8%	.	6.1%	7.2%	.

Daimler Trucks Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Daimler Trucks	115,920	113,846	126,474	123,910	125,382	136,055	120,745	143,524	-16%	488,521	517,335	-6%
EU30*	18,967	17,250	19,836	21,069	19,942	21,865	21,075	25,206	-16%	79,820	85,390	-7%
of which Germany	6,576	6,112	7,846	7,838	8,616	8,688	8,460	10,301	-18%	31,498	32,939	-4%
NAFTA	47,825	40,822	54,533	44,347	53,240	52,690	45,549	51,808	-12%	201,147	189,667	+6%
of which USA	42,376	34,813	45,593	38,031	47,307	44,708	38,914	43,006	-10%	174,190	160,558	+8%
Latin America (excl. Mexico)	8,677	9,370	10,215	7,913	11,569	9,795	12,139	11,077	+10%	42,600	38,155	+12%
of which Brazil	6,097	4,027	7,301	4,421	8,157	5,951	8,136	7,004	+16%	29,691	21,403	+39%
Asia	34,307	37,675	33,982	40,271	33,550	42,298	33,382	44,493	-25%	135,221	164,737	-18%
of which Japan	10,975	11,974	10,048	10,386	11,683	10,720	9,533	10,947	-13%	42,239	44,027	-4%
Indonesia	7,808	12,497	9,961	16,429	9,838	17,751	11,472	17,551	-35%	39,079	64,228	-39%
India	5,549	6,191	3,840	5,796	2,672	5,252	2,413	5,293	-54%	14,474	22,532	-36%
Rest of World	6,144	8,729	7,908	10,310	7,081	9,407	8,600	10,940	-21%	29,733	39,386	-25%
BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	22,675	24,009	22,902	32,580	18,169	22,971	22,468	23,804	-6%	86,214	103,364	-17%
Daimler Trucks including BFDA	138,595	137,855	149,376	156,490	143,551	159,026	143,213	167,328	-14%	574,735	620,699	-7%

* European Union, Switzerland and Norway.

Daimler Trucks Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Daimler Trucks	115,024	112,222	121,748	123,260	123,334	124,927	127,408	147,616	-14%	487,514	508,025	-4%
EU30*	18,679	18,624	22,066	20,815	18,571	20,595	21,407	25,104	-15%	80,723	85,138	-5%
of which Germany	6,576	6,112	7,846	7,838	8,616	8,688	8,460	10,301	-18%	31,498	32,939	-4%
NAFTA	47,411	39,387	50,312	44,332	51,443	49,303	47,124	53,093	-11%	196,290	186,115	+5%
of which USA	41,976	34,547	41,498	37,321	46,352	41,829	40,107	44,105	-9%	169,933	157,802	+8%
Latin America (excl. Mexico)	8,171	8,749	9,913	8,236	11,266	10,038	11,381	10,682	+7%	40,731	37,705	+8%
of which Brazil	5,597	3,542	7,057	4,567	8,068	6,020	7,326	6,634	+10%	28,048	20,763	+35%
Asia	34,873	38,056	32,115	39,732	35,065	36,295	36,683	46,034	-20%	138,736	160,117	-13%
of which Japan	11,046	11,962	9,961	10,265	12,109	10,511	9,127	10,827	-16%	42,243	43,565	-3%
Indonesia	9,766	12,317	8,950	14,797	10,943	11,941	12,800	17,045	-25%	42,459	56,100	-24%
India	4,469	5,759	4,053	5,534	3,548	4,946	3,126	5,270	-41%	15,196	21,509	-29%
Rest of World	5,890	7,406	7,342	10,145	6,989	8,696	10,813	12,703	-15%	31,034	38,950	-20%

* European Union, Switzerland and Norway.

Daimler Trucks Incoming Orders*

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Daimler Trucks	101,376	183,761	96,190	143,963	91,974	129,330	109,145	132,346	-18%	398,685	589,400	-32%
EU30**	20,474	23,733	18,493	21,391	12,103	17,665	18,544	29,039	-36%	69,614	91,828	-24%
of which Germany	8,763	10,009	6,865	8,520	5,179	7,457	7,116	10,466	-32%	27,923	36,452	-23%
NAFTA	27,009	88,646	28,045	62,719	26,038	50,549	40,616	54,276	-25%	121,708	256,190	-52%
of which USA	24,246	72,236	23,589	52,388	22,597	49,511	37,089	46,106	-20%	107,521	220,241	-51%
Latin America (excl. Mexico)	8,628	7,990	10,128	7,985	11,961	9,247	10,842	9,702	+12%	41,559	34,924	+19%
of which Brazil	6,097	4,027	7,301	4,421	8,157	5,951	8,136	7,004	+16%	29,691	21,403	+39%
Asia	38,561	50,524	32,825	40,825	35,426	39,678	32,632	32,471	+0%	139,444	163,498	-15%
of which Japan	12,189	12,379	11,162	12,307	10,422	10,725	10,770	10,841	-1%	44,543	46,252	-4%
Indonesia	13,070	18,544	8,211	16,132	10,753	11,994	12,045	7,244	+66%	44,079	53,914	-18%
India	5,825	9,623	3,073	2,528	4,201	5,425	1,516	5,000	-70%	14,615	22,576	-35%
Rest of World	6,704	12,868	6,699	11,043	6,446	12,191	6,511	6,858	-5%	26,360	42,960	-39%

* Net order intake, adjusted for cancellations.

** European Union, Switzerland and Norway.

Daimler Trucks Market Shares*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change in % pts.	2019	2018	Change in % pts.
Trucks Europe / Latin America												
(Mercedes-Benz)												
EU30** HDT/MDT	19.6	18.3	19.2	19.8	20.1	21.4	20.8	21.6	-0.8	20.0	20.6	-0.6
Germany HDT/MDT	34.5	33.2	32.3	34.5	35.0	37.1	39.0	39.2	-0.2	35.2	36.5	-1.3
Brazil HDT/MDT	30.5	29.4	30.2	27.2	29.2	26.1	28.1	29.1	-1.0	29.2	27.9	+1.3
Trucks North America												
(Freightliner/Western Star)												
NAFTA Class 8	44.6	40.1	37.3	37.7	36.5	39.6	39.4	38.4	+1.0	38.8	38.8	0.0
NAFTA Class 6-7	39.7	44.0	31.1	38.9	29.6	36.6	33.7	35.1	-1.4	32.9	37.8	-4.9
Trucks Asia												
(FUSO)												
Japan Trucks Total	17.0	18.7	18.7	20.4	18.3	19.6	20.4	18.5	+1.9	18.8	19.3	-0.5
(BharatBenz)												
India*** > 9 t	5.7	5.9	5.4	6.1	6.7	6.1	5.7	5.7	0.0	5.8	6.0	-0.2

* Based on estimates in certain markets.

** European Union including Switzerland and Norway.

*** Market shares in India adjusted due to methodic change.

Mercedes-Benz Vans Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Unit sales (units)	97,038	93,016	111,118	110,883	100,332	91,414	129,898	126,088	+3%	438,386	421,401	+4%
Retail sales (units)	75,871	74,194	93,407	84,606	86,261	72,130	102,142	103,142	-1%	357,681	334,072	+7%
Production (units)	111,598	109,996	115,789	127,444	91,669	97,347	106,831	105,527	+1%	425,887	440,314	-3%
Revenue (millions of EUR)	3,369	3,098	3,654	3,511	3,485	3,039	4,293	3,978	+8%	14,801	13,626	+9%
EBIT (millions of EUR)	-98	172	-2,050	152	113	-93	-1,050	81	.	-3,085	312	.
Return on sales (%)	-2.9%	5.6%	-56.1%	4.3%	3.2%	-3.1%	-24.5%	2.0%	.	-20.8%	2.3%	.
V-Class/X-Class retail sales (excluded from MB Vans retail sales)	18,051	16,940	19,310	21,964	19,253	15,818	22,163	22,065	+0%	78,777	76,787	+3%

Mercedes-Benz Vans Unit Sales

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Wholesales (in units)	97,038	93,016	111,118	110,883	100,332	91,414	129,898	126,088	+3%	438,386	421,401	+4%
EU30*	66,557	60,418	78,622	71,318	65,523	57,019	87,354	89,514	-2%	298,056	278,269	+7%
of which Germany	22,384	22,343	32,670	28,083	28,863	22,397	37,379	34,444	+9%	121,296	107,267	+13%
NAFTA	11,671	11,272	12,338	13,180	14,057	13,048	18,404	13,351	+38%	56,470	50,851	+11%
of which USA	8,846	8,750	8,668	9,872	11,602	9,634	16,538	10,485	+58%	45,654	38,741	+18%
Latin America (excl. Mexico)	4,174	3,821	4,902	3,990	4,444	4,652	5,118	6,272	-18%	18,638	18,735	-1%
Asia	8,971	9,253	9,072	10,816	10,113	9,141	10,406	9,569	+9%	38,562	38,779	-1%
of which China	6,131	6,540	7,134	7,471	8,516	7,381	7,669	7,676	-0%	29,450	29,068	+1%
Rest of World	5,665	8,252	6,184	11,579	6,195	7,554	8,616	7,382	+17%	26,660	34,767	-23%

* European Union, Switzerland and Norway.

Mercedes-Benz Vans Retail Sales and Market Shares

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Retail sales (in units)	75,871	74,194	93,407	84,606	86,261	72,130	102,142	103,142	-1%	357,681	334,072	+7%
EU30*	53,453	49,127	68,836	56,845	57,075	43,620	71,663	74,119	-3%	251,027	223,711	+12%
of which Germany	17,453	17,225	26,568	21,891	21,845	17,708	29,739	27,371	+9%	95,605	84,195	+14%
NAFTA	9,665	10,391	11,661	11,707	15,431	14,307	15,203	12,374	+23%	51,960	48,779	+7%
of which USA	7,476	8,186	8,549	8,724	12,821	11,113	12,789	10,154	+26%	41,635	38,177	+9%
Latin America (excl. Mexico)	4,254	3,744	4,431	4,217	4,774	4,332	4,783	5,125	-7%	18,242	17,418	+5%
Asia	4,214	3,888	3,992	3,921	4,671	3,709	4,452	4,705	-5%	17,329	16,223	+7%
of which China	2,846	2,708	3,057	2,926	3,476	2,689	3,000	3,609	-17%	12,379	11,932	+4%
Rest of World	4,285	7,044	4,487	7,916	4,310	6,162	6,041	6,819	-11%	19,123	27,941	-32%
V-Class/X-Class (excluded from MB Vans retail sales)	18,051	16,940	19,310	21,964	19,253	15,818	22,163	22,065	+0%	78,777	76,787	+3%
Market shares** (in percent)												
EU30* small	2.6	2.9	2.7	3.3	2.2	3.1	2.1	3.1	-1.0 pts.	2.4	3.1	-0.7 pts.
EU30* midsize/large	15.1	15.3	15.9	14.2	17.2	12.7	18.9	18.8	+0.1 pts.	16.7	15.2	+1.5 pts.
Germany midsize/large	23.3	25.6	24.5	22.6	27.5	22.5	33.3	30.5	+2.8 pts.	27.0	25.2	+1.8 pts.
USA large	6.4	7.7	6.6	7.2	12.1	9.9	10.1	8.7	+1.4 pts.	8.8	8.4	+0.4 pts.

* European Union, Switzerland and Norway.

** Based on estimates in certain markets.

Daimler Buses Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Unit sales* (units)	5,526	5,744	8,435	7,522	8,957	7,741	9,694	9,881	-2%	32,612	30,888	+6%
Production (units)	6,972	6,924	8,670	8,620	8,417	8,507	8,198	7,182	+14%	32,257	31,233	+3%
Revenue (millions of EUR)	785	850	1,268	1,075	1,231	1,064	1,449	1,540	-6%	4,733	4,529	+5%
EBIT (millions of EUR)	-21	37	106	66	79	30	119	132	-10%	283	265	+7%
Return on sales (%)	-2.7%	4.4%	8.4%	6.1%	6.4%	2.8%	8.2%	8.6%	.	6.0%	5.9%	.

* Due to the sales structure, retail sales correspond with wholesales.

Daimler Buses Unit Sales and Market Shares

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
Wholesales* (in units)	5,526	5,744	8,435	7,522	8,957	7,741	9,694	9,881	-2%	32,612	30,888	+6%
EU30**	919	1,367	2,837	2,183	2,474	2,146	3,053	3,588	-15%	9,283	9,284	-0%
of which Germany	342	422	924	693	769	590	1,006	1,197	-16%	3,041	2,902	+5%
NAFTA	382	458	665	839	797	906	800	1,070	-25%	2,644	3,273	-19%
of which Mexico	382	453	655	839	790	881	800	1,063	-25%	2,627	3,236	-19%
Latin America (excl. Mexico)	3,163	3,109	3,712	3,377	4,629	3,449	4,142	3,746	+11%	15,646	13,681	+14%
of which Brazil	2,228	1,856	2,673	2,484	3,465	2,278	3,028	2,160	+40%	11,394	8,778	+30%
Asia	846	580	716	758	695	761	1,143	1,073	+7%	3,400	3,172	+7%
Rest of World	216	230	505	365	362	479	556	404	+38%	1,639	1,478	+11%
Market shares*** (in percent)												
EU30** heavy	24.3	31.0	27.6	28.7	31.0	28.9	25.7	28.4	-2.7 pts.	27.5	29.0	-1.5 pts.
Germany heavy	44.5	44.0	53.5	49.9	59.3	53.1	45.3	48.8	-3.5 pts.	50.8	49.3	+1.5 pts.
Brazil heavy	48.9	60.0	55.2	60.1	49.2	54.3	58.0	43.3	+14.7 pts.	53.8	51.6	+2.2 pts.

* Due to the sales structure, retail sales correspond with wholesales.

** European Union, Switzerland and Norway.

*** Market shares adjusted due to methodic change. Based on estimates in certain markets.

Daimler Mobility Overview

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2019	2018	2019	2018	2019	2018	2019	2018	Change	2019	2018	Change
New business	17,324	17,861	18,363	18,341	18,279	16,613	20,411	19,112	+7%	74,377	71,927	+3%
Contract volume (end of period)	157,367	141,678	156,458	146,709	160,416	148,813	162,843	154,072	+6%	162,843	154,072	+6%
Revenue*	6,881	6,255	7,145	6,570	7,086	6,385	7,534	7,059	+7%	28,646	26,269	+9%
EBIT	1,209	548	431	66	413	392	87	378	-77%	2,140	1,384	+55%
Return on equity (%)	35.7%	17.9%	12.5%	2.1%	11.9%	12.5%	2.4%	12.0%	.	15.3%	11.1%	.

* 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.