

# DAIMLER

Fact Sheet for Q4 and Full Year 2018

February 15, 2019

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## Stock Market Information

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Earnings per share*</b> (in EUR)												
basic	2.12	2.39	1.61	2.28	1.58	2.01	1.46	2.93	-50%	6.78	9.61	-29%
diluted	2.12	2.39	1.61	2.28	1.58	2.01	1.46	2.93	-50%	6.78	9.61	-29%
<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>Share price Frankfurt</b> (at period end, in EUR)	68.97	69.20	55.13	63.37	54.35	67.47	45.91	70.80	-35%			
<b>Market capitalization Frankfurt</b> (at period end, in billions of EUR)	73.79	74.03	58.98	67.80	58.15	72.18	49.12	75.74	-35%			

\* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

## Key Figures and Ratios

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Unit Sales</b> (in units)	806,905	754,259	833,005	822,504	794,749	824,130	917,756	873,040	+5%	3,352,415	3,273,933	+2%
<b>Revenue*</b>	39,785	38,582	40,756	41,214	40,211	40,745	46,610	43,613	+7%	167,362	164,154	+2%
<b>EBIT*</b>	3,335	3,771	2,640	3,747	2,488	3,409	2,669	3,421	-22%	11,132	14,348	-22%
<b>Net profit (loss), Group*</b>	2,354	2,652	1,825	2,512	1,761	2,237	1,642	3,216	-49%	7,582	10,617	-29%
<b>Profit (loss) attributable to shareholders of Daimler AG*</b>	2,273	2,557	1,726	2,444	1,689	2,146	1,561	3,131	-50%	7,249	10,278	-29%
<b>R&amp;D expenditure total</b>	2,321	2,133	2,290	2,132	2,373	2,296	2,123	2,150	-1%	9,107	8,711	+5%
Expensed R&D costs	1,712	1,448	1,620	1,414	1,775	1,647	1,474	1,429	+3%	6,581	5,938	+11%
Capitalized development costs	609	685	670	718	598	649	649	721	-10%	2,526	2,773	-9%
<b>Amortization on capitalized development costs</b>	360	326	378	331	370	330	430	323	+33%	1,538	1,310	+17%
<b>Depreciation and amortization**</b> (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,444	1,369	1,469	1,356	1,574	1,360	1,690	1,436	+18%	6,177	5,521	+12%
<b>Capital expenditure total**</b>	2,214	2,213	2,388	2,718	2,884	2,548	3,401	3,599	-6%	10,887	11,078	-2%
Investment in pp&e	1,332	1,290	1,539	1,397	2,043	1,450	2,556	2,564	-0%	7,470	6,701	+11%
Capitalized development costs	609	685	670	718	598	649	649	721	-10%	2,526	2,773	-9%
Financial investments and other intangible assets	273	238	179	603	243	449	196	314	-38%	891	1,604	-44%

\* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

\*\* 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		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Net liquidity at the beginning of the period</b>	16,597	19,737	18,683	21,073	14,472	18,382	13,499	20,832	-35%	16,597	19,737	-16%
Free cash flow	1,822	1,945	-18	1,093	-1,864	2,733	2,958	-3,766	.	2,898	2,005	+45%
thereof: working capital*	297	858	-793	90	-2,611	-111	313	-2,058	.	-2,794	-1,221	.
Other	264	-609	-4,193	-3,784	891	-283	-169	-469	.	-3,207	-5,145	.
thereof: dividends Daimler AG	0	0	-3,905	-3,477	0	0	0	0	.	-3,905	-3,477	.
<b>Net liquidity at the end of the period</b>	18,683	21,073	14,472	18,382	13,499	20,832	16,288	16,597	-2%	16,288	16,597	-2%

\* Inventories, trade receivables and trade payables. The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

## Liquidity

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Group liquidity</b>												
Cash and cash equivalents	14,058	12,966	14,334	12,995	15,014	17,401	15,853	12,072	+31%	15,853	12,072	+31%
Marketable securities and term deposits	10,407	8,652	10,348	8,801	9,865	9,501	9,577	10,063	-5%	9,577	10,063	-5%
<b>Gross liquidity</b>	<b>24,465</b>	<b>21,618</b>	<b>24,682</b>	<b>21,796</b>	<b>24,879</b>	<b>26,902</b>	<b>25,430</b>	<b>22,135</b>	<b>+15%</b>	<b>25,430</b>	<b>22,135</b>	<b>+15%</b>
Financing liabilities (nominal)	-129,671	-117,411	-137,398	-119,426	-141,572	-123,889	-144,999	-127,353	.	-144,999	-127,353	.
<b>Net debt</b>	<b>-105,206</b>	<b>-95,793</b>	<b>-112,716</b>	<b>-97,630</b>	<b>-116,693</b>	<b>-96,987</b>	<b>-119,569</b>	<b>-105,218</b>	<b>.</b>	<b>-119,569</b>	<b>-105,218</b>	<b>.</b>
<b>Liquidity of the industrial business</b>												
Cash and cash equivalents	12,263	11,307	12,064	11,030	12,375	15,168	12,799	9,515	+35%	12,799	9,515	+35%
Marketable securities and term deposits	9,133	7,443	9,185	7,635	8,691	8,368	8,364	8,894	-6%	8,364	8,894	-6%
<b>Gross liquidity</b>	<b>21,396</b>	<b>18,750</b>	<b>21,249</b>	<b>18,665</b>	<b>21,066</b>	<b>23,536</b>	<b>21,163</b>	<b>18,409</b>	<b>+15%</b>	<b>21,163</b>	<b>18,409</b>	<b>+15%</b>
Financing liabilities (nominal)	-2,713	2,323	-6,777	-283	-7,567	-2,704	-4,875	-1,812	.	-4,875	-1,812	.
<b>Net liquidity</b>	<b>18,683</b>	<b>21,073</b>	<b>14,472</b>	<b>18,382</b>	<b>13,499</b>	<b>20,832</b>	<b>16,288</b>	<b>16,597</b>	<b>-2%</b>	<b>16,288</b>	<b>16,597</b>	<b>-2%</b>

## Pension and Health-Care Benefits

(in billions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Pension benefits</b>												
Benefit obligations	-31.5	-31.2	-31.7	-31.7	-31.4	-31.7	-31.7	-31.7	.	-31.7	-31.7	.
Plan assets	26.6	23.5	26.5	23.6	26.6	23.7	25.5	27.2	-6%	25.5	27.2	-6%
Funded status	-4.9	-7.7	-5.2	-8.1	-4.8	-8.0	-6.2	-4.5	.	-6.2	-4.5	.
Funding ratio	84.4%	75.3%	83.6%	74.4%	84.7%	74.8%	80.4%	85.8%	-6%	80.4%	85.8%	.
<b>Health-care benefits</b>												
Benefit obligations	-1.1	-1.2	-1.2	-1.1	-1.2	-1.1	-1.1	-1.2	.	-1.1	-1.2	.
Plan assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	.	0.0	0.0	.
Reimbursement Medicare Act	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.1	-100%	0.0	0.1	-100%
Funded status	-1.0	-1.1	-1.1	-1.0	-1.1	-1.0	-1.1	-1.1	.	-1.1	-1.1	.

## Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Mercedes-Benz Cars</b>	594,299	568,070	590,690	595,178	559,539	597,253	638,263	613,026	+4%	2,382,791	2,373,527	+0%
<b>Daimler Trucks</b>	113,846	94,007	123,910	116,429	136,055	126,558	143,524	133,711	+7%	517,335	470,705	+10%
<b>Mercedes-Benz Vans</b>	93,016	86,778	110,883	103,393	91,414	93,106	126,088	117,748	+7%	421,401	401,025	+5%
<b>Daimler Buses</b>	5,744	5,404	7,522	7,504	7,741	7,213	9,881	8,555	+15%	30,888	28,676	+8%
<b>Daimler Group</b>	806,905	754,259	833,005	822,504	794,749	824,130	917,756	873,040	+5%	3,352,415	3,273,933	+2%



## Production Volume

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Mercedes-Benz Cars</b>	608,071	584,942	601,343	600,358	632,441	639,058	556,415	587,020	-5%	2,398,270	2,411,378	-1%
<b>Daimler Trucks</b>	120,770	104,799	128,255	119,522	141,909	129,845	133,912	122,159	+10%	524,846	476,325	+10%
<b>Mercedes-Benz Vans</b>	109,996	104,116	127,444	100,884	97,347	84,821	105,527	115,308	-8%	440,314	405,129	+9%
<b>Daimler Buses</b>	6,924	6,583	8,620	7,973	8,507	7,089	7,182	6,873	+4%	31,233	28,518	+10%
<b>Daimler Group</b>	845,761	800,440	865,662	828,737	880,204	860,813	803,036	831,360	-3%	3,394,663	3,321,350	+2%

## Revenue\*

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Mercedes-Benz Cars</b>	22,998	22,521	22,575	23,570	21,672	23,355	25,858	24,905	+4%	93,103	94,351	-1%
<b>Daimler Trucks</b>	8,619	7,951	9,185	9,030	10,045	9,210	10,424	9,564	+9%	38,273	35,755	+7%
<b>Mercedes-Benz Vans</b>	3,098	2,977	3,511	3,325	3,039	3,090	3,978	3,769	+6%	13,626	13,161	+4%
<b>Daimler Buses</b>	850	923	1,075	1,217	1,064	1,036	1,540	1,348	+14%	4,529	4,524	+0%
<b>Daimler Financial Services</b>	6,255	6,164	6,570	6,088	6,385	5,971	7,059	6,307	+12%	26,269	24,530	+7%
<b>Reconciliation</b>	-2,035	-1,954	-2,160	-2,016	-1,994	-1,917	-2,249	-2,280	.	-8,438	-8,167	.
<b>Daimler Group</b>	39,785	38,582	40,756	41,214	40,211	40,745	46,610	43,613	+7%	167,362	164,154	+2%

\* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

In 2017 at the Daimler Financial Services 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		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Mercedes-Benz Cars</b>												
EBIT	2,060	1,998	1,901	2,365	1,372	2,105	1,883	2,375	-21%	7,216	8,843	-18%
RoS	9.0%	8.9%	8.4%	10.0%	6.3%	9.0%	7.3%	9.5%	.	7.8%	9.4%	.
<b>Daimler Trucks</b>												
EBIT	647	662	546	548	850	614	710	559	+27%	2,753	2,383	+16%
RoS	7.5%	8.3%	5.9%	6.1%	8.5%	6.7%	6.8%	5.8%	.	7.2%	6.7%	.
<b>Mercedes-Benz Vans</b>												
EBIT	172	337	152	349	-93	214	81	247	-67%	312	1,147	-73%
RoS	5.6%	11.3%	4.3%	10.5%	-3.1%	6.9%	2.0%	6.6%	.	2.3%	8.7%	.
<b>Daimler Buses</b>												
EBIT	37	72	66	78	30	32	132	99	+33%	265	281	-6%
RoS	4.4%	7.8%	6.1%	6.4%	2.8%	3.1%	8.6%	7.3%	.	5.9%	6.2%	.
<b>Daimler Financial Services</b>												
EBIT	548	524	66	522	392	508	378	416	-9%	1,384	1,970	-30%
Return on equity (RoE)	17.9%	19.3%	2.1%	18.8%	12.5%	18.5%	12.0%	14.3%	.	11.1%	17.7%	.
<b>Reconciliation</b>												
	-129	178	-91	-115	-63	-64	-515	-275	.	-798	-276	.
<b>Daimler Group</b>												
	3,335	3,771	2,640	3,747	2,488	3,409	2,669	3,421	-22%	11,132	14,348	-22%

\* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

## Disclosed Items Affecting EBIT

(in millions of EUR)		1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		Financial Year	
		2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
Mercedes-Benz Cars	Remeasurement of the investment in THERE Holding B.V. now using the equity method	-	183	-	-	-	-	-	-	-	183
	Expenses for voluntary service activities and a specific vehicle recall	-	-	-	-	-	-453	-	28	-	-425
	Remeasurement of investment in Aston Martin Lagonda Global Holdings plc	-	-	-	-	185	-	-74	-	111	-
Daimler Trucks	Sale of real estate at the Kawasaki site in Japan	-	267	-	-	-	-	-	-	-	267
	Expenses related to fixed cost optimization	*	-	-	-24	-	-70	-	-78	-	-172
DFS	Settlement of the Toll Collect arbitration proceedings	-	-	-418	-	-	-	-	-	-418	-
Recon- ciliation	(Reversal of) impairment of investment in BAIC Motor	-	240	-	-	-	-	-150	-	-150	240

\* not significant

## Mercedes-Benz Cars Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Unit sales</b> (units)	594,299	568,070	590,690	595,178	559,539	597,253	638,263	613,026	+4%	2,382,791	2,373,527	+0%
<b>Retail sales</b> (units)	625,030	594,781	629,462	619,367	556,979	603,766	627,601	606,503	+3%	2,439,072	2,424,417	+1%
<b>Production</b> (units)	608,071	584,942	601,343	600,358	632,441	639,058	556,415	587,020	-5%	2,398,270	2,411,378	-1%
<b>Revenue*</b> (millions of EUR)	22,998	22,521	22,575	23,570	21,672	23,355	25,858	24,905	+4%	93,103	94,351	-1%
<b>EBIT*</b> (millions of EUR)	2,060	1,998	1,901	2,365	1,372	2,105	1,883	2,375	-21%	7,216	8,843	-18%
<b>Return on sales*</b> (%)	9.0%	8.9%	8.4%	10.0%	6.3%	9.0%	7.3%	9.5%	.	7.8%	9.4%	.
<b>V-Class/X-Class retail sales</b> (included in MBC retail sales)	16,940	12,567	21,964	15,963	15,818	14,437	22,065	17,648	+25%	76,787	60,615	+27%

\* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

## Mercedes-Benz Cars Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Mercedes-Benz Cars</b>	594,299	568,070	590,690	595,178	559,539	597,253	638,263	613,026	+4%	2,382,791	2,373,527	+0%
<b>Europe</b>	244,178	241,403	250,180	270,433	223,561	252,839	264,755	249,112	+6%	982,674	1,013,787	-3%
of which <b>Germany</b>	78,547	74,072	81,931	85,369	72,114	82,805	91,171	77,627	+17%	323,763	319,873	+1%
<b>NAFTA</b>	85,748	93,184	96,004	94,554	90,566	98,149	120,289	116,903	+3%	392,607	402,790	-3%
of which <b>USA</b>	70,490	78,425	78,042	77,605	75,975	82,175	102,704	99,722	+3%	327,211	337,927	-3%
<b>Asia</b>	241,836	210,730	223,300	204,709	223,058	219,287	232,883	223,793	+4%	921,077	858,519	+7%
of which <b>China</b>	178,817	154,563	166,915	150,146	170,438	153,269	161,567	160,833	+0%	677,737	618,811	+10%
of which <b>locally produced vehicles</b>	127,005	109,438	125,045	101,371	118,450	104,246	114,506	107,503	+7%	485,006	422,558	+15%
<b>Rest of World</b>	22,537	22,753	21,206	25,482	22,354	26,978	20,336	23,218	-12%	86,433	98,431	-12%

## Mercedes-Benz Cars Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Mercedes-Benz Cars</b>	625,030	594,781	629,462	619,367	556,979	603,766	627,601	606,503	+3%	2,439,072	2,424,417	+1%
<b>Europe</b>	262,342	258,524	266,847	277,951	235,033	261,192	270,020	258,322	+5%	1,034,242	1,055,989	-2%
of which <b>Germany</b>	83,453	77,837	88,170	90,605	76,185	87,183	97,135	83,932	+16%	344,943	339,557	+2%
<b>NAFTA</b>	94,056	95,523	98,628	100,557	81,351	96,890	106,585	111,869	-5%	380,620	404,839	-6%
of which <b>USA</b>	78,874	80,155	80,661	83,733	66,847	80,943	90,853	95,456	-5%	317,235	340,287	-7%
<b>Asia</b>	245,177	216,943	239,240	215,185	219,253	219,395	227,794	212,552	+7%	931,464	864,075	+8%
of which <b>China</b>	176,310	151,878	176,570	154,792	167,906	157,682	159,517	152,394	+5%	680,303	616,746	+10%
of which <b>locally produced vehicles</b>	122,887	105,180	128,089	107,783	123,408	109,071	111,424	104,189	+7%	485,808	426,223	+14%
<b>Rest of World</b>	23,455	23,791	24,747	25,674	21,342	26,289	23,202	23,760	-2%	92,746	99,514	-7%
<b>V-Class/X-Class</b> (included in MBC retail sales)	16,940	12,567	21,964	15,963	15,818	14,437	22,065	17,648	+25%	76,787	60,615	+27%

## Mercedes-Benz Cars Market Shares\*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change in % pts.	2018	2017	Change in % pts.
<b>European Union</b>	5.9	5.9	5.8	6.3	5.6	6.7	7.5	6.3	+1.2	6.2	6.3	-0.1
of which <b>Germany</b>	10.0	10.1	9.9	10.6	9.8	11.3	12.5	10.3	+2.2	10.5	10.5	0.0
<b>USA</b>	1.9	2.0	1.9	1.9	1.6	1.8	2.1	2.2	-0.1	1.8	2.0	-0.2
<b>China</b>	2.9	2.7	3.1	2.9	3.1	2.8	2.5	1.9	+0.6	2.9	2.6	+0.3
<b>Japan</b>	1.4	1.4	1.6	1.6	1.6	1.8	1.9	1.9	0.0	1.6	1.7	-0.1

\* Based on estimates in certain markets.



## Daimler Trucks Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Incoming orders</b> (units)	183,761	123,728	143,963	114,360	129,330	116,691	132,346	145,811	-9%	589,400	500,590	+18%
<b>Unit sales</b> (units)	113,846	94,007	123,910	116,429	136,055	126,558	143,524	133,711	+7%	517,335	470,705	+10%
<b>Retail sales</b> (units)	112,222	98,058	123,260	112,481	124,927	116,280	147,616	138,499	+7%	508,025	465,318	+9%
<b>Production</b> (units)	120,770	104,799	128,255	119,522	141,909	129,845	133,912	122,159	+10%	524,846	476,325	+10%
<b>Revenue*</b> (millions of EUR)	8,619	7,951	9,185	9,030	10,045	9,210	10,424	9,564	+9%	38,273	35,755	+7%
<b>EBIT*</b> (millions of EUR)	647	662	546	548	850	614	710	559	+27%	2,753	2,383	+16%
<b>Return on sales*</b> (%)	7.5%	8.3%	5.9%	6.1%	8.5%	6.7%	6.8%	5.8%	.	7.2%	6.7%	.

\* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

## Daimler Trucks Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Daimler Trucks</b>	113,846	94,007	123,910	116,429	136,055	126,558	143,524	133,711	+7%	517,335	470,705	+10%
<b>EU30*</b>	17,250	17,394	21,069	20,431	21,865	20,874	25,206	23,611	+7%	85,390	82,310	+4%
of which <b>Germany</b>	6,112	6,458	7,838	8,069	8,688	8,104	10,301	9,095	+13%	32,939	31,726	+4%
<b>NAFTA</b>	40,822	32,906	44,347	42,293	52,690	45,290	51,808	44,523	+16%	189,667	165,012	+15%
of which <b>USA</b>	34,813	28,906	38,031	35,861	44,708	38,616	43,006	36,827	+17%	160,558	140,210	+15%
<b>Latin America</b> (excl. Mexico)	9,370	6,324	7,913	7,028	9,795	7,978	11,077	9,213	+20%	38,155	30,543	+25%
of which <b>Brazil</b>	4,027	2,427	4,421	2,920	5,951	3,662	7,004	4,378	+60%	21,403	13,387	+60%
<b>Asia</b>	37,675	30,000	40,271	35,682	42,298	39,977	44,493	42,974	+4%	164,737	148,633	+11%
of which <b>Japan</b>	11,974	11,608	10,386	10,195	10,720	11,862	10,947	11,182	-2%	44,027	44,847	-2%
<b>Indonesia</b>	12,497	7,232	16,429	9,823	17,751	11,936	17,551	13,727	+28%	64,228	42,718	+50%
<b>India</b>	6,191	3,736	5,796	3,554	5,252	4,855	5,293	4,572	+16%	22,532	16,717	+35%
<b>Rest of World</b>	8,729	7,383	10,310	10,995	9,407	12,439	10,940	13,390	-18%	39,386	44,207	-11%
<b>BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)</b>	24,009	26,433	32,580	28,623	22,971	30,031	23,804	27,298	-13%	103,364	112,385	-8%
<b>Daimler Trucks including BFDA</b>	137,855	120,440	156,490	145,052	159,026	156,589	167,328	161,009	+4%	620,699	583,090	+6%

\* European Union, Switzerland and Norway.

## Daimler Trucks Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Daimler Trucks</b>	112,222	98,058	123,260	112,481	124,927	116,280	147,616	138,499	+7%	508,025	465,318	+9%
<b>EU30*</b>	18,624	16,601	20,815	20,979	20,595	19,307	25,104	24,000	+5%	85,138	80,887	+5%
of which <b>Germany</b>	6,112	6,458	7,838	8,069	8,688	8,104	10,301	9,095	+13%	32,939	31,726	+4%
<b>NAFTA</b>	39,387	31,823	44,332	39,965	49,303	41,147	53,093	47,603	+12%	186,115	160,538	+16%
of which <b>USA</b>	34,547	27,790	37,321	33,393	41,829	35,464	44,105	39,378	+12%	157,802	136,025	+16%
<b>Latin America</b> (excl. Mexico)	8,749	6,399	8,236	6,992	10,038	7,769	10,682	8,966	+19%	37,705	30,126	+25%
of which <b>Brazil</b>	3,542	2,508	4,567	2,954	6,020	3,507	6,634	4,068	+63%	20,763	13,037	+59%
<b>Asia</b>	38,056	35,965	39,732	33,550	36,295	36,492	46,034	43,367	+6%	160,117	149,374	+7%
of which <b>Japan</b>	11,962	11,843	10,265	10,076	10,511	12,015	10,827	11,299	-4%	43,565	45,233	-4%
<b>Indonesia</b>	12,317	9,733	14,797	9,795	11,941	10,008	17,045	13,958	+22%	56,100	43,494	+29%
<b>India</b>	5,759	4,486	5,534	3,256	4,946	4,559	5,270	4,825	+9%	21,509	17,126	+26%
<b>Rest of World</b>	7,406	7,270	10,145	10,995	8,696	11,565	12,703	14,563	-13%	38,950	44,393	-12%

\* European Union, Switzerland and Norway.

## Daimler Trucks Incoming Orders

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Daimler Trucks</b>	183,761	123,728	143,963	114,360	129,330	116,691	132,346	145,811	-9%	589,400	500,590	+18%
<b>EU30*</b>	23,733	21,310	21,391	19,738	17,665	18,968	29,039	22,887	+27%	91,828	82,903	+11%
of which <b>Germany</b>	10,009	8,748	8,520	7,496	7,457	6,578	10,466	8,202	+28%	36,452	31,024	+17%
<b>NAFTA</b>	88,646	45,967	62,719	35,989	50,549	35,106	54,276	62,889	-14%	256,190	179,951	+42%
of which <b>USA</b>	72,236	37,792	52,388	31,075	49,511	27,194	46,106	56,151	-18%	220,241	152,212	+45%
<b>Latin America</b> (excl. Mexico)	7,990	5,419	7,985	6,576	9,247	8,128	9,702	8,398	+16%	34,924	28,521	+22%
of which <b>Brazil</b>	4,027	2,427	4,421	2,920	5,951	3,662	7,004	4,378	+60%	21,403	13,387	+60%
<b>Asia</b>	50,524	40,233	40,825	39,000	39,678	42,858	32,471	39,736	-18%	163,498	161,827	+1%
of which <b>Japan</b>	12,379	12,500	12,307	12,284	10,725	11,579	10,841	11,978	-9%	46,252	48,341	-4%
<b>Indonesia</b>	18,544	11,855	16,132	10,290	11,994	14,365	7,244	15,572	-53%	53,914	52,082	+4%
<b>India</b>	9,623	4,336	2,528	4,953	5,425	5,069	5,000	3,840	+30%	22,576	18,198	+24%
<b>Rest of World</b>	12,868	10,799	11,043	13,057	12,191	11,631	6,858	11,901	-42%	42,960	47,388	-9%

\* European Union, Switzerland and Norway.

## Daimler Trucks Market Shares\*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change in % pts.	2018	2017	Change in % pts.
<b>Trucks Europe / Latin America</b>												
(Mercedes-Benz)												
<b>EU30**</b> HDT/MDT	18.3	18.8	19.8	20.9	21.4	22.1	21.6	21.2	+0.4	20.6	21.0	-0.4
<b>Germany</b> HDT/MDT	33.2	34.7	34.5	35.6	37.1	38.0	39.2	36.7	+2.5	36.5	36.4	+0.1
<b>Brazil</b> HDT/MDT	29.4	30.6	27.2	28.7	26.1	28.3	29.1	25.7	+3.4	27.9	27.6	+0.3
<b>Trucks North America</b>												
(Freightliner/Western Star)												
<b>NAFTA</b> Class 8	40.1	41.1	37.7	40.4	39.6	38.6	38.4	40.5	-2.1	38.8	40.0	-1.2
<b>NAFTA</b> Class 6-7	44.0	40.5	38.9	39.9	36.6	36.1	35.1	40.9	-5.8	37.8	39.3	-1.5
<b>Trucks Asia</b>												
(FUSO)												
<b>Japan</b> Trucks Total	18.7	17.6	20.4	18.8	19.6	19.4	18.5	21.3	-2.8	19.3	19.6	-0.3
(BharatBenz)												
<b>India</b> HDT/upper MDT	8.7	7.2	6.6	8.7	6.8	10.8	6.7	9.3	-2.6	7.0	9.1	-2.1

\* Based on estimates in certain markets.

\*\* European Union including Switzerland and Norway.

## Mercedes-Benz Vans Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Unit sales</b> (units)	93,016	86,778	110,883	103,393	91,414	93,106	126,088	117,748	+7%	421,401	401,025	+5%
<b>Retail sales</b> (units)	74,194	72,144	84,606	87,447	72,130	82,322	103,142	96,756	+7%	334,072	338,669	-1%
<b>Production</b> (units)	109,996	104,116	127,444	100,884	97,347	84,821	105,527	115,308	-8%	440,314	405,129	+9%
<b>Revenue*</b> (millions of EUR)	3,098	2,977	3,511	3,325	3,039	3,090	3,978	3,769	+6%	13,626	13,161	+4%
<b>EBIT*</b> (millions of EUR)	172	337	152	349	-93	214	81	247	-67%	312	1,147	-73%
<b>Return on sales*</b> (%)	5.6%	11.3%	4.3%	10.5%	-3.1%	6.9%	2.0%	6.6%	.	2.3%	8.7%	.
<b>V-Class/X-Class retail sales</b> (excluded from MB Vans retail sales)	16,940	12,567	21,964	15,963	15,818	14,437	22,065	17,648	+25%	76,787	60,615	+27%

\* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

## Mercedes-Benz Vans Unit Sales

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Wholesales</b> (in units)	93,016	86,778	110,883	103,393	91,414	93,106	126,088	117,748	+7%	421,401	401,025	+5%
<b>EU30*</b>	60,418	60,539	71,318	70,357	57,019	58,966	89,514	83,435	+7%	278,269	273,297	+2%
of which <b>Germany</b>	22,343	20,965	28,083	27,441	22,397	23,687	34,444	33,688	+2%	107,267	105,781	+1%
<b>NAFTA</b>	11,272	8,531	13,180	11,955	13,048	12,630	13,351	11,699	+14%	50,851	44,815	+13%
of which <b>USA</b>	8,750	6,251	9,872	8,994	9,634	9,555	10,485	9,358	+12%	38,741	34,158	+13%
<b>Latin America</b> (excl. Mexico)	3,821	3,860	3,990	3,974	4,652	4,134	6,272	4,410	+42%	18,735	16,378	+14%
<b>Asia</b>	9,253	6,787	10,816	8,856	9,141	9,106	9,569	8,892	+8%	38,779	33,641	+15%
of which <b>China</b>	6,540	4,404	7,471	6,312	7,381	6,758	7,676	6,327	+21%	29,068	23,801	+22%
<b>Rest of World</b>	8,252	7,061	11,579	8,251	7,554	8,270	7,382	9,312	-21%	34,767	32,894	+6%

\* European Union, Switzerland and Norway.

## Mercedes-Benz Vans Retail Sales and Market Shares

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Retail sales</b> (in units)	74,194	72,144	84,606	87,447	72,130	82,322	103,142	96,756	+7%	334,072	338,669	-1%
<b>EU30*</b>	49,127	49,204	56,845	60,512	43,620	53,821	74,119	68,021	+9%	223,711	231,558	-3%
of which <b>Germany</b>	17,225	16,769	21,891	21,946	17,708	18,792	27,371	27,327	+0%	84,195	84,834	-1%
<b>NAFTA</b>	10,391	9,720	11,707	11,114	14,307	12,396	12,374	12,051	+3%	48,779	45,281	+8%
of which <b>USA</b>	8,186	7,433	8,724	8,367	11,113	9,427	10,154	9,767	+4%	38,177	34,994	+9%
<b>Latin America</b> (excl. Mexico)	3,744	3,970	4,217	3,893	4,332	4,152	5,125	4,151	+23%	17,418	16,166	+8%
<b>Asia</b>	3,888	3,312	3,921	3,859	3,709	4,332	4,705	4,056	+16%	16,223	15,559	+4%
of which <b>China</b>	2,708	2,120	2,926	2,762	2,689	2,991	3,609	3,029	+19%	11,932	10,902	+9%
<b>Rest of World</b>	7,044	5,938	7,916	8,069	6,162	7,621	6,819	8,477	-20%	27,941	30,105	-7%
<b>V-Class/X-Class</b> (excluded from MB Vans retail sales)	16,940	12,567	21,964	15,963	15,818	14,437	22,065	17,648	+25%	76,787	60,615	+27%
<b>Market shares**</b> (in percent)												
<b>EU30*</b> small	2.9	3.0	3.3	2.9	3.2	3.1	3.1	3.3	-0.2 pts.	3.1	3.1	0.0 pts.
<b>EU30*</b> midsize/large	15.3	15.7	14.2	16.4	12.7	16.8	18.8	17.7	+1.1 pts.	15.3	16.7	-1.4 pts.
<b>Germany</b> midsize/large	25.6	27.1	22.6	25.4	22.5	26.1	30.5	30.9	-0.4 pts.	25.2	27.3	-2.1 pts.
<b>USA</b> large	7.7	7.3	6.8	6.3	10.1	8.4	8.7	8.2	+0.5 pts.	8.3	7.5	+0.8 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		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Unit sales*</b> (units)	5,744	5,404	7,522	7,504	7,741	7,213	9,881	8,555	+15%	30,888	28,676	+8%
<b>Production</b> (units)	6,924	6,583	8,620	7,973	8,507	7,089	7,182	6,873	+4%	31,233	28,518	+10%
<b>Revenue**</b> (millions of EUR)	850	923	1,075	1,217	1,064	1,036	1,540	1,348	+14%	4,529	4,524	+0%
<b>EBIT**</b> (millions of EUR)	37	72	66	78	30	32	132	99	+33%	265	281	-6%
<b>Return on sales**</b> (%)	4.4%	7.8%	6.1%	6.4%	2.8%	3.1%	8.6%	7.3%	.	5.9%	6.2%	.

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

\*\* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

## Daimler Buses Unit Sales and Market Shares

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Wholesales*</b> (in units)	5,744	5,404	7,522	7,504	7,741	7,213	9,881	8,555	+15%	30,888	28,676	+8%
<b>EU30**</b>	1,367	1,392	2,183	2,202	2,146	1,864	3,588	3,229	+11%	9,284	8,687	+7%
of which <b>Germany</b>	422	509	693	811	590	568	1,197	1,169	+2%	2,902	3,057	-5%
<b>NAFTA</b>	458	757	839	1,041	906	852	1,070	836	+28%	3,273	3,486	-6%
of which <b>Mexico</b>	453	738	839	1,020	881	846	1,063	836	+27%	3,236	3,440	-6%
<b>Latin America</b> (excl. Mexico)	3,109	2,398	3,377	3,448	3,449	3,643	3,746	3,251	+15%	13,681	12,740	+7%
of which <b>Brazil</b>	1,856	1,399	2,484	2,108	2,278	2,084	2,160	1,610	+34%	8,778	7,201	+22%
<b>Asia</b>	580	515	758	439	761	597	1,073	797	+35%	3,172	2,348	+35%
<b>Rest of World</b>	230	342	365	374	479	257	404	442	-9%	1,478	1,415	+4%
<b>Market shares***</b> (in percent)												
<b>EU30** heavy</b>	29.2	30.5	28.9	32.2	29.2	23.1	28.5	28.3	+0.2 pts.	29.0	28.4	+0.6 pts.
<b>Germany heavy</b>	45.4	57.4	50.5	55.1	54.8	45.8	48.0	47.7	+0.3 pts.	49.3	51.6	-2.3 pts.
<b>Brazil heavy</b>	60.8	42.2	57.1	51.3	52.4	56.4	42.0	54.7	-12.7 pts.	51.6	52.5	-0.9 pts.

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

\*\* European Union, Switzerland and Norway.

\*\*\* Based on estimates in certain markets.

## Daimler Financial Services Overview

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>New business</b>	17,861	16,812	18,341	17,925	16,613	17,437	19,112	18,547	+3%	71,927	70,721	+2%
<b>Contract volume</b> (end of period)	141,678	135,036	146,709	134,156	148,813	135,771	154,072	139,907	+10%	154,072	139,907	+10%
<b>Revenue*</b>	6,255	6,164	6,570	6,088	6,385	5,971	7,059	6,307	+12%	26,269	24,530	+7%
<b>EBIT*</b>	548	524	66	522	392	508	378	416	-9%	1,384	1,970	-30%
<b>Return on equity</b> (%)	17.9%	19.3%	2.1%	18.8%	12.5%	18.5%	12.0%	14.3%	.	11.1%	17.7%	.

\* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

In 2017 at the Daimler Financial Services 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.

## Daimler Mobility Services Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2018	2017	2018	2017	2018	2017	2018	2017	Change	2018	2017	Change
<b>Interactions</b> (in millions)	37.5	21.3	42.4	26.4	46.8	31.7	59.3	36.4	+63%	186.0	115.8	+61%
car2go	6.3	6.2	6.1	6.3	6.0	6.0	6.9	6.4	+8%	25.3	24.9	+2%
moovel	6.2	5.1	6.7	5.4	7.5	6.0	7.3	5.8	+26%	27.7	22.3	+24%
Ride-Hailing Group*	25.0	10.0	29.6	14.7	33.3	19.7	45.0	24.3	+86%	132.9	68.7	+94%
<b>Cities</b> (end of period)												
car2go	26	26	24	26	25	26	25	26	-4%	25	26	-4%
moovel	17	12	17	14	19	14	20	16	+25%	20	16	+25%
Ride-Hailing Group*	>70	>50	>80	>65	>110	>70	>110	>70	+57%	>110	>70	+57%
<b>Customers</b> (end of period, in millions)	21.4	11.5	23.5	14.5	26.0	15.9	31.0	17.8	+75%	31.0	17.8	+75%
car2go	3.1	2.4	3.2	2.6	3.4	2.8	3.6	3.0	+20%	3.6	3.0	+20%
moovel	4.4	2.6	5.0	2.9	5.7	3.4	6.2	3.7	+66%	6.2	3.7	+66%
Ride-Hailing Group*	13.9	6.5	15.3	9.0	16.9	9.7	21.3	11.1	+92%	21.3	11.1	+92%

\* Includes mytaxi, Beat since 02/17, Clever Taxi since 06/17 and Chauffeur Privé since 03/18.