

DAIMLER

Fact Sheet for Q4 and Full Year 2019

February 21, 2020

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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.