DAIMLER

Figures for the 3rd quarter 2021

Daimler Group	Q3 2021	Q3 2020	Change 21/20	YTD 2021	YTD 2020	Change 21/20
Sales, in units	577,848	772,703	-25%	2,042,842	1,958,852	+4%
Revenue, in millions of €	40,083	40,281	-0%	124,582	107,688	+16%
thereof from discontinued activities[1]	8,436	8,661	-3%	25,929	22,594	+15%
EBIT, in millions of €	3,579	3,070	+17%	14,512	2,005	+624%
thereof from discontinued activities[1]	680	559	+22%	2,530	80	-
EBIT adjusted, in millions of €	3,611	3,479	+4%	13,999	3,490	+301%
Net profit/loss, in millions of €	2,573	2,158	+19%	10,650	420	-
thereof from discontinued activities[1]	549	347	+58%	2,008	-297	-
Earnings per share (EPS), in €	2.31	1.91	+21%	9.68	0.13	-
thereof from discontinued activities[1]	0.50	0.32	+56%	1.85	-0.28	-
Employees (September 30)	289,282	291,770	-1%	289,282	291,770	-1%
Net liquidity (industrial business, September 30), in millions of €	23,458	13,079	+79%	23,458	13,079	+79%
Free cash flow (industrial business), in millions of €	2,249	5,139	-56%	6,645	3,508	+89%
Free cash flow (industrial business) adjusted, in millions of €	2,833	5,345	-47%	8,615	4,261	+102%

Mercedes-Benz Cars & Vans	Q3 2021	Q3 2020	Change 21/20	YTD 2021	YTD 2020	Change 21/20
Sales, in units	471,404	673,447	-30%	1,718,249	1,700,989	+1%
Sales Mercedes-Benz Cars, in units	383,450	566,581	-32%	1,443,509	1,446,086	-0%
Sales Mercedes-Benz Vans, in units	87,954	106,866	-18%	274,740	254,903	+8%
Revenue, in millions of €	25,603	25,818	-1%	80,641	67,963	+19%
EBIT, in millions of €	2,004	2,118	-5%	9,520	1,503	+533%
EBIT adjusted, in millions of €	2,175	2,417	-10%	9,620	2,736	+252%
Return on Sales (RoS), in %	7.8%	8.2%	-0.4%pts	11.8%	2.2%	+9.6%pts
Return on Sales (RoS) adjusted, in %	8.5%	9.4%	-0.9%pts	11.9%	4.0%	+7.9%pts
Cash Flow Before Interest and Tax (CFBIT), in millions of €	3,652	4,617	-21%	8,122	3,318	+145%
Cash Flow Before Interest and Tax (CFBIT) adjusted, in millions of €	4,127	4,821	-14%	10,061	4,062	+148%
Cash Conversion Rate (CCR) adjusted	1.9	2.0	-	1.0	1.5	-

Daimler Trucks & Buses	Q3 2021	Q3 2020	Change 21/20	YTD 2021	YTD 2020	Change 21/20
Sales, in units	106,444	99,256	+7%	324,593	257,863	+26%
Sales Daimler Trucks, in units	101,715	94,141	+8%	311,439	244,554	+27%
Sales Daimler Buses, in units	4,729	5,115	-8%	13,154	13,309	-1%
Revenue, in millions of €	8,890	9,230	-4%	27,567	24,174	+14%
EBIT, in millions of €	482	541	-11%	2,342	32	-
EBIT adjusted, in millions of €	489	603	-19%	1,838	103	-
Return on Sales (RoS), in %	5.4%	5.9%	-0.5%pts	8.5%	0.1%	+8.4%pts
Return on Sales (RoS) adjusted, in %	5.5%	6.5%	-1.0%pts	6.7%	0.4%	+6.3%pts
Cash Flow Before Interest and Tax (CFBIT), in millions of €	-576	1,142	-	712	936	-24%
Cash Flow Before Interest and Tax (CFBIT) adjusted, in millions of €	-527	1,142	-	601	936	-36%
Cash Conversion Rate (CCR) adjusted	-1.1	1.9	-	0.3	9.1	-

Daimler Mobility	Q2 2021	Q2 2020	Change 21/20	YTD 2021	YTD 2020	Change 21/20
Revenue, in millions of €	6,855	6,877	-0%	20,695	20,428	+1%
New business, in millions of €	14,633	18,676	-22%	48,588	48,821	-0%
Contract volume (September 30), in millions of €	148,091	149,816	-1%	148,091	149,816	-1%
EBIT, in millions of €	943	589	+60%	2,611	852	+206%
EBIT adjusted, in millions of €	943	601	+57%	2,564	972	+164%
Return on Equity (RoE), in %	23.3%	16.2%	+7.1%pts	22.5%	7.8%	+14.7%pts
Return on Equity (RoE) adjusted, in %	23.3%	16.5%	+6.8%pts	22.1%	8.8%	+13.3%pts

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[1] On July 30, 2021, the **Board of Management of Daimler AG**, with the approval of the Supervisory Board, resolved to spin off the former Daimler Trucks & Buses division, including the associated financial services business (Daimler Commercial Vehicles business). At the **Extraordinary General Meeting** on October 1, 2021, the shareholders of Daimler AG approved the spin-off with 99.9% of the represented share capital. As a result, the criteria for **classification as discontinued activities** and **as assets and liabilities intended for distribution or disposal,** have been met. Group figures within financial statements have been split into continued and discontinued operations. Continued operations are presented in the consolidated income statement; the result of the discontinued activities after taxes is shown in a separate line. The previous year's figures have been adjusted accordingly.