

Figures for the 4th quarter and full year 2020

Daimler Group	Q4 2020	Q4 2019	Change 20/19	FY 2020	FY 2019	Change 20/19
Sales, in units	881,550	910,163	-3%	2,840,402	3,344,951	-15%
Revenue, in millions of €	46,621	47,127	-1%	154,309	172,745	-11%
EBIT, in millions of €	4,598	383	-	6,603	4,313	+53%
EBIT adjusted, in millions of €	5,151	2,377	+117%	8,641	10,276	-16%
Net profit, in millions of €	3,589	-11	-	4,009	2,709	+48%
Earnings per share (EPS), in €	3.26	-0.10	-	3.39	2.22	+53%
Dividend proposed, in €	-	-	-	1,35	0,90	+50%
Employees (December 31)	288,481	298,655	-3%	288,481	298,655	-3%
Net liquidity (industrial business, December 31), in millions of €	17,855	10,997	+62%	17,855	10,997	+62%
Free cash flow (industrial business), in millions of €	4,751	1,890	+151%	8,259	1,368	+504%
Free cash flow (industrial business) adjusted, in millions of €	4,894	2,946	+66%	9,155	2,709	+238%

Mercedes-Benz Cars & Vans	Q4 2020	Q4 2019	Change 20/19	FY 2020	FY 2019	Change 20/19
Sales, in units	760,895	779,724	-2%	2,461,884	2,823,818	-13%
Sales Mercedes-Benz Cars, in units	641,146	649,826	-1%	2,087,232	2,385,432	-13%
Sales Mercedes-Benz Vans, in units	119,749	129,898	-8%	374,652	438,386	-15%
Revenue, in millions of €	30,613	30,854	-1%	98,576	106,897	-8%
EBIT, in millions of €	3,669	62	-	5,172	-109	-
EBIT adjusted, in millions of €	4,066	1,763	+131%	6,802	6,151	+11%
Return on Sales (RoS), in %	12.0%	0.2%	+11.8%pts	5.2%	-0.1%	+5.3%pts
Return on Sales (RoS) adjusted, in %	13.3%	5.7%	+7.6%pts	6.9%	5.8%	+1.1%pts
Cash Flow Before Interest and Tax (CFBIT), in millions of €	3,730	1,749	+113%	7,048	598	-
Cash Flow Before Interest and Tax (CFBIT) adjusted, in millions of €	3,855	2,805	+37%	7,917	1,939	+308%
Cash Conversion Rate (CCR) adjusted	0.9	1.6	-	1.2	0.3	-

Daimler Trucks & Buses	Q4 2020	Q4 2019	Change 20/19	FY 2020	FY 2019	Change 20/19
Sales, in units	120,655	130,439	-8%	378,518	521,133	-27%
Sales Daimler Trucks, in units	113,795	120,745	-6%	358,349	488,521	-27%
Sales Daimler Buses, in units	6,860	9,694	-29%	20,169	32,612	-38%
Revenue, in millions of €	10,497	11,191	-6%	34,671	44,429	-22%
EBIT, in millions of €	493	447	+10%	525	2,672	-80%
EBIT adjusted, in millions of €	575	447	+29%	678	2,672	-75%
Return on Sales (RoS), in %	4.7%	4.0%	+0.7%pts	1.5%	6.0%	-4.5%pts
Return on Sales (RoS) adjusted, in %	5.5%	4.0%	+1.5%pts	2.0%	6.0%	-4.0%pts
Cash Flow Before Interest and Tax (CFBIT), in millions of €	1,577	1,123	+40%	2,513	2,654	-5%
Cash Flow Before Interest and Tax (CFBIT) adjusted, in millions of €	1,577	1,123	+40%	2,513	2,654	-5%
Cash Conversion Rate (CCR) adjusted	2.7	2.5	-	3.7	1.0	-

Daimler Mobility	Q4 2020	Q4 2019	Change 20/19	FY 2020	FY 2019	Change 20/19
Revenue, in millions of €	7,271	7,534	-3%	27,699	28,646	-3%
New business, in millions of €	18,965	20,411	-7%	67,786	74,377	-9%
Contract volume (December 31), in millions of €	150,553	162,843	-8%	150,553	162,843	-8%
EBIT, in millions of €	584	87	+571%	1,436	2,140	-33%
EBIT adjusted, in millions of €	623	384	+62%	1,595	1,827	-13%
Return on Equity (RoE), in %	16.2%	2.4%	+13.8%pts	9.8%	15.3%	-5.5%pts
Return on Equity (RoE) adjusted, in %	17.3%	10.5%	+6.8%pts	10.9%	13.1%	-2.2%pts

The figures are based on audited financial statements.

The reporting structure and previous year's figures have been adjusted to reflect the newly formed Group divisions.