

Daimler Mobility

Press Information

December 16, 2019

BMW Group and Daimler Mobility AG pave the way for profitable growth at mobility joint ventures

- **Dynamic growth in joint ventures' mobility services: nearly 90 million customers – up 44 percent since start of 2019**
- **New umbrella organisation supports efficient steering and focusing of activities**
- **FREE NOW increases gross merchandise value (run rate) / platform revenues significantly to reach new record of more than two billion euros**

Munich/Stuttgart - Following the successful launch of the YOUR NOW joint ventures in February 2019, the companies are maintaining their dynamic growth course: Almost 90 million people currently use the joint ventures' mobility services for car-sharing, ride-hailing, parking, charging and multimodal platforms, which are offered in over 1,300 cities worldwide.

The shareholders are now setting course for the joint ventures' next phase of expansion, which will be focused on profitable growth. The services offered by the joint ventures will continue to be tailored to customer needs and clustered into three pillars: 1. FREE NOW. 2. SHARE NOW. 3. PARK NOW & CHARGE NOW. The introduction of a new umbrella organization, effective 1 January 2020, will support efficient management of these three pillars.

Rainer Feurer, Senior Vice President Investment of BMW Group: "As a shareholder, we firmly believe that combining the services into three pillars will strengthen the joint ventures' impact and focus in a highly competitive, fast-growing environment. Both shareholders are backing the YOUR NOW business model and are determined to develop the joint ventures into a leading player in the mobility market." Franz Reiner, CEO of Daimler Mobility AG: "We are setting the course for the YOUR NOW joint ventures to achieve sustainable profitability. At the same time, partnerships are increasingly important to success in the marketplace and, in this respect, we are open to further stepping up growth."

FREE NOW achieves platform revenues of more than two billion euros and reaches almost 300 million trips

FREE NOW (formerly mytaxi), one of Europe's leading mobility providers, which includes the taxi and ride-hailing services FREE NOW, Beat, Kapten and electric scooter service Hive, is heading for record earnings for 2019: The annual GMV run rate (gross merchandise volume; platform revenues) will reach more than two billion euros – increasing the previous year's figure significantly. In 2019, the volume of tours (i.e. number of trips) was up 120 percent from 2018: FREE NOW will have completed almost 300 million trips in 18 European and Latin American countries by the end of this year. More than 39 million passengers took advantage of the services provided by more than 800,000 affiliated drivers. Growth was also driven in part by the highly successful launch of Beat in Mexico City and Kapten in London, as well as expansion of the FREE NOW car rental service “Ride” in Germany, which allows customers to book a rental car with a licensed driver at a fixed rate.

FREE NOW is also firmly on track for growth in 2020: Additional mobility services, such as e-scooters, electric bikes, car-sharing and public transport will also be integrated into the app, alongside its core ride-hailing business. This integration of multimodal mobility offerings builds on REACH NOW's expertise in pooling several mobility services, with booking options, on a single platform (“Mobility-as-a-Service” or MaaS). REACH NOW services are currently used by more than 7 million people in 20 cities worldwide. In the south of Germany, on-demand ride-sharing options have been expanded in conjunction with the Karlsruhe Transport Authority (KVV) in Ettlingen and the public transport company Stuttgarter Straßenbahnen AG (SSB) in Stuttgart. REACH NOW will increasingly focus on the development of various mobility solutions, such as Mobility-as-a-Service platforms and on-demand solutions for and with cities and public transport companies.

SHARE NOW will be systematically further developed, as integration of car2go and DriveNow continues

The free-floating car-sharing provider SHARE NOW, which has emerged from the two services car2go and DriveNow, has registered about one million new customers since the start of the year. With the addition of Paris in January and Budapest in April, SHARE NOW expanded its European footprint in 2019 to include two major capitals. In the future, the focus will be on cities that promise long-term profitable growth. A review is currently underway to determine where reorganization may be needed.

At the same time, the car-sharing business is being systematically further developed and the successful integration of the two services continues: The SHARE NOW app has been available since November 2019. In Vienna, the new SHARE NOW app enables car2go and DriveNow vehicles to be reserved and rented directly for the first time, with more cities to follow. The offering will be expanded, following a successful pilot phase that tested long-term car-

sharing in Milan and Hamburg. Long-term car sharing offers the option of renting SHARE NOW vehicles for up to 14 days.

CHARGE NOW is Europe's fastest-growing charging network

CHARGE NOW is Europe's leading aggregator of charging infrastructure and therefore a key driver for higher market penetration of electric mobility. CHARGE NOW's charging services already provide access to 85 percent of the European charging network in 30 European markets. It comprises more than 130,000 charge points and contracts with around 400 charge point operators. In Germany alone, CHARGE NOW achieves 98% market coverage. CHARGE NOW is provided by Digital Charging Solutions GmbH, which also develops individual, tailor-made charging solutions for other automotive manufacturers and fleet operators.

PARK NOW significantly expanding its leading position in digital parking solutions

PARK NOW lets customers use an app to search and pay for on- and off-road parking spaces. In 2019, PARK NOW further expanded its leadership in digital parking solutions: 36 million customers in ten EU countries and the US use the services of the PARK NOW Group. PARK NOW reached 230 million transactions with its core brand, plus Parkmobile, RingGo and Parkline, in 2019. PARK NOW is proving itself as a partner for modern municipalities and has been recognized with the European Parking Award for emission-based parking solutions in the UK.

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This document contains forward-looking statements that reflect our current views about future events. The words "anticipate," "assume," "believe," "estimate," "expect," "intend," "may," "can," "could," "plan," "project," "should" and similar expressions are used to identify forward-looking statements. These statements are subject to many risks and uncertainties, including an adverse development of global economic conditions, in particular a decline of demand in our most important markets; a deterioration of our refinancing possibilities on the credit and financial markets; events of force majeure including natural disasters, acts of terrorism, political unrest, armed conflicts, industrial accidents and their effects on our sales, purchasing, production or financial services activities; changes in currency exchange rates and tariff regulations; a shift in consumer preferences towards smaller, lower-margin vehicles; a possible lack of acceptance of our products or services which limits our ability to achieve prices and adequately utilize our production capacities; price increases for fuel or raw materials; disruption of production due to shortages of materials, labor strikes or supplier insolvencies; a decline in resale prices of used vehicles; the effective implementation of cost-reduction and efficiency-optimization measures; the business outlook for companies in which we hold a significant equity interest; the successful implementation of strategic cooperations and joint ventures; changes in laws, regulations and government policies, particularly those relating to vehicle emissions, fuel economy and safety; the resolution of pending government investigations or of investigations requested by governments and the conclusion of pending or threatened future legal proceedings; and other risks and uncertainties, some of which we describe under the heading "Risk and Opportunity Report" in the current

Annual Report. If any of these risks and uncertainties materializes or if the assumptions underlying any of our forward-looking statements prove to be incorrect, the actual results may be materially different from those we express or imply by such statements. We do not intend or assume any obligation to update these forward-looking statements since they are based solely on the circumstances at the date of publication.

Daimler at a glance

Daimler AG is one of the world's most successful automotive companies. With its Mercedes-Benz Cars & Vans, Daimler Trucks & Buses and Daimler Mobility divisions, the Group is one of the leading global suppliers of premium cars and one of the world's largest manufacturer of commercial vehicles. Daimler Mobility offers financing, leasing, fleet management, investments, credit card and insurance brokerage as well as innovative mobility services. The company founders, Gottlieb Daimler and Carl Benz, made history by inventing the automobile in 1886. As a pioneer of automotive engineering, Daimler sees shaping the future of mobility in a safe and sustainable way as both a motivation and obligation. The company's focus therefore remains on innovative and green technologies as well as on safe and superior vehicles that both captivate and inspire. Daimler continues to invest systematically in the development of efficient powertrains – from high-tech combustion engines and hybrid vehicles to all-electric powertrains with battery or fuel cell – with the goal of making locally emission-free driving possible in the long term. The company's efforts are also focused on the intelligent connectivity of its vehicles, autonomous driving and new mobility concepts. Daimler regards it as its aspiration and obligation to live up to its responsibility to society and the environment. Daimler sells its vehicles and services in nearly every country of the world and has production facilities in Europe, North and South America, Asia and Africa. In addition to Mercedes-Benz, the world's most valuable premium automotive brand (source: Interbrand study, 17 Oct. 2019), and Mercedes-AMG, Mercedes-Maybach and Mercedes me, its brand portfolio includes smart, EQ, Freightliner, Western Star, BharatBenz, FUSO, Setra and Thomas Built Buses as well as the brands of Daimler Mobility: Mercedes-Benz Bank, Mercedes-Benz Financial Services and Daimler Truck Financial. The company is listed on the Frankfurt and Stuttgart stock exchanges (ticker symbol DAI). In 2018, the Group had a workforce of around 298,700 and sold 3.4 million vehicles. Group revenues amounted to €167.4 billion and Group EBIT to €11.1 billion.

The BMW Group

With its four brands BMW, MINI, Rolls-Royce and BMW Motorrad, the BMW Group is the world's leading premium manufacturer of automobiles and motorcycles and also provides premium financial and mobility services. The BMW Group production network comprises 31 production and assembly facilities in 15 countries; the company has a global sales network in more than 140 countries. In 2018, the BMW Group sold over 2,490,000 passenger vehicles and more than 165,000 motorcycles worldwide. The profit before tax in the financial year 2018 was € 9.815 billion on revenues amounting to € 97.480 billion. As of 31 December 2018, the BMW Group had a workforce of 134,682 employees. The success of the BMW Group has always been based on long-term thinking and responsible action. The company has therefore established ecological and social sustainability throughout the value chain, comprehensive product responsibility and a clear commitment to conserving resources as an integral part of its strategy.

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