



Mercedes-Benz

Press Information

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Mercedes-Benz finishes 2022 with strong Top-End and Battery Electric Vehicle deliveries

- Ramping up electrification: Mercedes-Benz Passenger Cars (MBPC) Battery Electric Vehicle (BEV) retail sales more than doubled to 117,800 units (+124%) in 2022. New global high-power charging network to support all electric strategy
- Strong year end: MBPC Q4 2022 deliveries to customers reach 540,800 (+17%) with Top-End vehicle sales at 83,800 (+14%)
- Full year retail sales at prior-year level: MBPC at 2,043,900 (-1%) deliveries, impacted by COVID measures, semiconductor and logistic bottlenecks
- Top-End Vehicles demand: Best sales year for Mercedes-Maybach (+37%); S-Class deliveries up 5%

Stuttgart (Germany) - The world's most valuable luxury automotive brand finished 2022 with a strong final quarter, delivering 540,800 Mercedes-Benz Passenger Cars (+17%) to customers and achieving a rise in Top-End and Battery Electric Vehicle (BEV) sales. The October to December period marked the best quarter in 2022 for Top-End vehicles with sales up 14% thanks to robust demand in most regions, despite ongoing COVID measures, semiconductor and logistic bottlenecks throughout the year.

In a challenging 2022, Mercedes-Benz Passenger Cars delivered 2,043,900 vehicles (-1%) to customers. On its way towards an all-electric future, Mercedes-Benz global deliveries of xEV models (PHEVs and BEVs including smart) reached 319,200 units (+19%), representing 15% of overall Mercedes-Benz Cars retail unit sales in 2022. Mercedes-Benz Passenger Cars more than doubled BEV deliveries to 117,800 units (+124%). Including smart, almost every second Mercedes-Benz Cars xEV-sale was a Battery Electric Vehicle (44%). As part of its transformation to go all electric by the end of the decade wherever market conditions allow Mercedes-Benz announced plans for its own [high-power charging network](#) of more than 10,000 chargers worldwide ensuring effortless and rapid charging.

"2022 marks another successful year in the transformation of Mercedes-Benz: We more than doubled our BEV sales, we demonstrated our high ambition in electric with the 1,200 km EQXX test drive and we achieved a new record year for Mercedes-Maybach with sales up 37%. In 2023 we will continue our mission to offer the most desirable electric cars and further grow our BEV and Top-End sales."

Ola Källenius, Chairman of the Board of Management of Mercedes-Benz Group AG.

"After another year with limited vehicle availability and supply chain bottlenecks, I am grateful for our customers' passion for our products and their ongoing trust in our brand. 2022 provided many highlights: We now have eight fully electric models in showrooms, we continue to lift the charging experience of our customers to another level and we were once again able to increase our brand value by 10% to remain the

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Chairman of the Supervisory Board: Bernd Pischetsrieder

Board of Management: Ola Källenius, Chairman; Jörg Burzer, Renata Jungo Brüngger, Sabine Kohleisen, Markus Schäfer, Britta Seeger, Hubertus Troska, Harald Wilhelm

The figures are provided in accordance with the German regulation 'PKW-EnVKV' and apply to the German market only. Further information on official fuel consumption figures and the official specific CO₂ emissions of new passenger cars can be found in the EU guide 'Information on the fuel consumption, CO₂ emissions and energy consumption of new cars', which is available free of charge at all sales dealerships, from DAT Deutsche Automobil Treuhand GmbH and at www.dat.de.

world's most valuable luxury automotive brand. 2023 will contain many milestones in the transformation of our customer experience with the introduction of our direct sales model in major markets like the UK and Germany."

Britta Seeger, Member of the Board of Management of Mercedes-Benz Group AG, responsible for Mercedes-Benz Cars Marketing and Sales.

Top-End Luxury

Deliveries to customers in the Top-End segment grew significantly in Q4 by 14% to 83,800 units, resulting in the best sales quarter for this segment in 2022. The main drivers in Q4 were sales of AMG (+28%), Mercedes-Maybach (+25%) and G-Class (+15%). Mercedes-Maybach achieved its best sales year with 21,600 units (+37%) delivered to customers. This growth was mainly supported by strong performances in Japan, Korea, the Middle East and especially China where Mercedes-Maybach delivered more than 1,100 units per month. S-Class deliveries increased to over 90,000 units, a plus of 5% versus the prior year period. In addition, the EQS was able to attract new customers to the Top-End segment. In 2022, 19,200 vehicles were delivered to customers with a strong demand from U.S. customers, making Q4 the best sales quarter for this all-electric flagship. The EQS SUV already received positive feedback in the U.S. and will be introduced in China early in 2023. Full year deliveries of Top-End vehicles were constrained by semiconductor shortages. In 2023, Mercedes-Maybach will become electric with the launch of the Mercedes-Maybach EQS SUV in the first half of the year.

Core Luxury

Deliveries to customers in the Core Luxury segment reached 1,101,800 units (+4%). Once again, the GLC was the best-selling Mercedes-Benz model with 342,900 units (+3%) in 2022. With its successor model, launched in mid of 2022, Mercedes-Benz aims to continue this success story. The C-Class saw deliveries rise 17% to 299,100 cars. The all-electric EQE is now available in all regions and has been delivered 12,600 times in 2022. The recently introduced EQE SUV can now be ordered throughout Europe. China and U.S. will follow in the first half of 2023. The Core Luxury segment will be further enhanced by the brand-new E-Class which will celebrate its world premiere in 2023.

Entry Luxury

Retail sales in the Entry Luxury segment reached 587,700 units (-10%) mainly impacted by supply chain and logistics bottlenecks. The EQA is the top-selling all-electric model with 33,100 units (+43%), followed by the EQB with 24,200 units (+>1,000%). The A- and B-Class received a model update in the last quarter of 2022 and are now available. BEV share doubled to 10% of sales in this segment.

Mercedes-Benz Passenger Cars retail deliveries to customers by regions and markets

Retail sales in Asia remained at prior-year level with 987,800 deliveries to customers (+1%). Q4 retail sales in China increased by 13%, driven by a strong performance of the S-Class (+45%), Mercedes-Maybach (+16%) and G-Class (+14%). Full year deliveries in China were impacted by the local COVID measures (-1%). Deliveries of battery electric vehicles and plug-in hybrids grew by 143% in China in 2022. Total deliveries to customers in South Korea exceeded 80,000 units (+7%) for the first time in 2022. Furthermore, deliveries rose significantly in India (+41%) and Vietnam (+19%) to new all-time highs. Retail sales of Mercedes-Maybach more than doubled in South Korea and Japan in 2022.

In Europe, retail sales reached 635,100 units (+1%) with rising deliveries in Germany (+8%). Top-End vehicle sales in Europe rose to 17,600 units (+45%) in Q4 mainly driven by G-Class deliveries with 3,100 units (+102%). The xEV-share in Europa rose to 36% driven by EQA, EQB and plug-in hybrid deliveries.

Full year deliveries in North America increased moderately to 327,000 units (+3%) after a strong Q4 (+17%) which was pushed by strong Top-End sales (+18%) in the U.S. market. Full year sales in the U.S. increased by

4% driven by strong retail sales of the S-Class (+12%). Top-End retail sales account for 29% of Mercedes-Benz deliveries in the U.S. market. With the EQS, EQS SUV, EQE, EQB and soon the EQE SUV the electrification in the U.S. market is gathering pace.

Retail sales in the rest of world were impacted by the Mercedes-Benz's decision to stop exporting cars and vans to Russia. Deliveries to customers increased significantly in South Africa (+34%) and Turkey (+21%).

Sales overview

	Q4 2022	Q4 2021	Change in %	Q1-Q4 2022	Q1-Q4 2021	Change in %
Mercedes-Benz Cars wholesale unit sales	536,000	500,400	+7%	2,040,500	1,943,900	+5%
Mercedes-Benz Passenger Cars retail deliveries to customers*	540,800	464,100	+17%	2,043,900	2,055,000	-1%
- thereof BEVs excl. smart	42,400	19,100	+122%	117,800	52,500	+124%
Mercedes-Benz Passenger Cars retail deliveries to customers by regions and markets*						
Europe**	177,100	154,800	+14%	635,100	631,800	+1%
- thereof Germany	74,700	60,600	+23%	229,500	213,100	+8%
Asia	257,400	212,200	+21%	987,800	976,100	+1%
- thereof China	189,100	166,700	+13%	751,700	758,900	-1%
North America***	82,100	70,400	+17%	327,000	318,500	+3%
- thereof U.S.	73,000	60,300	+21%	286,800	276,100	+4%
Rest of World	24,300	26,800	-9%	94,000	128,700	-27%

*incl. V-Class, T-Class and EQV.

** Europe: European Union, United Kingdom, Switzerland and Norway

*** North America: USA, Canada and Mexico.

All figures rounded

Preliminary figures subject to change pending final reports

Top-End Luxury Vehicles: Mercedes-AMG, Mercedes-Maybach, G-Class, S-Class, GLS, EQS and EQS SUV

Core Luxury Vehicles: All derivatives from C- and E-Class

Entry Luxury Vehicles: All derivatives from A- and B-Class incl. smart

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Please note:

In this document, unless otherwise stated, Mercedes-Benz stands for the Mercedes-Benz passenger car brand. Mercedes-Benz sales by region and market represent only a partial view of total Mercedes-Benz unit sales. A model may be listed in different segments. There is no double counting of models with regard to total Mercedes-Benz unit sales. The comparative period for the percentage changes stated in this document is the respective prior-year period, unless otherwise stated. The term "orders" in this document refers to orders received from end customers as well as from the national companies of Mercedes-Benz AG.

Further information about **Mercedes-Benz** is available at www.mercedes-benz.com. Press information and digital services for journalists and multipliers can be found on our **Mercedes me media online platform** at media.mercedes-benz.com as well as on our **Mercedes-Benz media site** at group-media.mercedes-benz.com. Learn more about current topics and events related to Mercedes-Benz Cars & Vans on our **@MB_Press Twitter channel** at www.twitter.com/MB_Press.

Mercedes-Benz AG at a glance

Mercedes-Benz AG is responsible for the global business of Mercedes-Benz Cars and Mercedes-Benz Vans, with around 172,000 employees worldwide. Ola Källenius is Chairman of the Board of Management of Mercedes-Benz AG. The company focuses on the development, production and sales of passenger cars, vans and vehicle-related services. Furthermore, the company aspires to be the leader in the fields of electric mobility and vehicle software. The product portfolio comprises the Mercedes-Benz brand with the brands of Mercedes-AMG, Mercedes-Maybach, Mercedes-EQ, G-Class as well as products of the smart brand. The Mercedes me brand offers access to the digital services from Mercedes-Benz. Mercedes-Benz AG is one of the world's largest manufacturers of luxury passenger cars. In 2021 it sold around 1.9 million passenger cars and nearly 386,200 vans. In its two business segments, Mercedes-Benz AG is continually expanding its worldwide production network with around 35 production sites on four continents, while gearing itself to meet the requirements of electric mobility. At the same time, the company is constructing and extending its global battery production network on three continents. As sustainability is the guiding principle of the Mercedes-Benz strategy and for the company itself, this means creating lasting value for all stakeholders: for customers, employees, investors, business partners and society as a whole. The basis for this is the sustainable business strategy of the Mercedes-Benz Group. The company thus takes responsibility for the economic, ecological and social effects of its business activities and looks at the entire value chain.