

Mercedes-Benz Australia/Pacific Pty Ltd

Quarterly Completion Schedule

Report Date : 19 January 2021

Quarter	Q3/2018	Q4/2018	Q1/2019	Q2/2019	Q3/2019	Q4/2019	Q1/2020	Q2/2020	Q3/2020	Q4/2020
Period	1 July 2018 - 30 September 2018	1 October 2018 - 31 December 2018	1 January 2019 - 31 March 2019	1 April 2019 - 30 June 2019	1 July 2019 - 30 Septemeber 2019	1 October 2019 - 31 Decemeber 2019	1 January 2020 - 31 March 2020	1 April 2020 - 30 June 2020	1 July 2020 - 30 September 2020	1 October 2020 - 31 December 2020
Required Completion Rate	15%	25%	35%	45%	55%	65%	75%	85%	95%	100%
Actual Completion Rate	15.3%	37.2%	51.3%	60.2%	66.1%	70.9%	77.6%	87.6%	95.9%	100.0%
Variance + / -	0.3%	12.2%	16.3%	15.2%	11.1%	5.9%	2.6%	2.6%	0.9%	0.0%

Mercedes-Benz Vans Australia Pacific Pty Ltd

Quarterly Completion Schedule

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Quarter	Q3/2018	Q4/2018	Q1/2019	Q2/2019	Q3/2019	Q4/2019	Q1/2020	Q2/2020	Q3/2020	Q4/2020
Period	1 July 2018 - 30 September 2018	1 October 2018 - 31 December 2018	1 January 2019 - 31 March 2019	1 April 2019 - 30 June 2019	1 July 2019 - 30 Septemeber 2019	1 October 2019 - 31 Decemeber 2019	1 January 2020 - 31 March 2020	1 April 2020 - 30 June 2020	1 July 2020 - 30 September 2020	1 October 2020 - 31 December 2020
Required Completion Rate	2%	5%	12%	21%	30%	45%	70%	87%	95%	100%
Actual Completion Rate	1.2%	6.9%	19.0%	40.5%	62.5%	75.3%	82.7%	87.2%	99.0%	100.0%
Variance + / -	0.8%	1.9%	7.0%	19.5%	32.5%	30.3%	12.7%	0.2%	4.0%	0.0%