Mercedes-Benz Australia/Pacific Pty Ltd

Quarterly Completion Schedule

Report Date : 21 January 2019

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%								
Variance + / -	0.3%	12.2%								

Mercedes-Benz Vans Australia Pacific Pty Ltd

Quarterly Completion Schedule

Report Date : 21 January 2019

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%	88%	90%	100%
Actual Completion Rate	1.2%	6.9%								
Variance + / -	0.8%	1.9%								