

June 6, 2016

## **Mercedes-Benz posts worldwide double-digit growth in May**

- **Mercedes-Benz once again grew at a double-digit rate, selling 170,625 vehicles last month, more than ever before in a May (+12.9%).**
- **The Stuttgart-based company with the three-pointed star achieved record unit sales in each of Europe and Asia-Pacific last month.**
- **Mercedes-Benz was the market leader in the USA, Japan, Canada, Australia and Taiwan in May.**

Stuttgart – Mercedes-Benz had a successful May, with unit sales increasing by 12.9% to 170,625 vehicles. In the period of January through May, 818,175 vehicles with the three-pointed star were delivered to customers (+12.3%), more than ever before in the first five months of a year.

“Our double-digit growth in Europe and Asia-Pacific made a major contribution to the strong unit sales of Mercedes-Benz in May,” said Ola Källenius, Member of the Board of Management of Daimler AG responsible for Mercedes-Benz Cars Marketing & Sales. “And we have big plans. Following the strong market launch of the E-Class Saloon in Europe, we are now presenting the new E-Class Estate to the public for the first time. More than 1.6 million Saloons and Estates of the 212 predecessor series have been sold by today. We are sure the new generation of the E-Class will continue its strong heritage successfully.”

### **Mercedes-Benz unit sales by region and market**

Sales in Europe increased by a strong 14.2% to 74,268 units in May. This was primarily due to double-digit growth in the major markets of Great Britain, Italy, Spain and Belgium. In Germany, the domestic market, 23,343 vehicles were delivered to customers (+4.9%).

In the Asia-Pacific region, Mercedes-Benz handed over 57,438 vehicles to customers in May (+24.2%). In China, the biggest market, Mercedes-Benz achieved a new record of more than 38,000 vehicles sold (+38.9%). Also in

Japan, Taiwan and Australia, the Stuttgart-based company with the three-pointed star achieved its highest May to date. In Japan, Australia and Taiwan, Mercedes-Benz continued to defend its market leadership among the premium manufacturers last month.

In the NAFTA region, 34,323 units of Mercedes-Benz models were sold in May. 29,299 of those automobiles were delivered to customers in the USA. In the USA and Canada, Mercedes-Benz was the market leader among the premium manufacturers in May.

### **Mercedes-Benz unit sales by model**

Sales of Mercedes-Benz compact cars increased to a new high in May, with a total of 53,618 units delivered to customers (+15.6%). The A- and B-Class, the CLA, CLA Shooting Brake and GLA were particularly popular in China, where unit sales more than doubled in May.

The E-Class Saloon and Estate were among the best-selling Mercedes-Benz models in May. Growth was especially strong in Europe last month, the first full month of sales of the new E-Class Saloon. The sixth generation of the E-Class Estate is being presented to the public for the first time in Stuttgart today. Since 2009, more than 1.6 million Saloons and Estates of the predecessor model of the E-Class have been delivered to customers.

The SUVs continued to make significant contributions to the growth of Mercedes-Benz, with sales of 58,517 units last month. This means that May of last year – the previous strongest-selling May – was surpassed by 42.0%. In Great Britain, Australia and South Korea, unit sales more than doubled compared with the prior-year month. The strongest growth in May was posted by the GLC, which is meanwhile available to customers around the world also as a plug-in hybrid: the GLC 350 e 4MATIC.

### **smart**

Sales of the smart fortwo and forfour models increased at a significantly double-digit rate in May: 12,822 cars were delivered to customers worldwide (+15.1%). The smart models were especially popular in the Asia-Pacific region, where unit sales increased by more than 50% last month.

## Sales Mercedes-Benz Cars in May 2016

	May 2016	May 2015	Change in %	YTD 2016	YTD 2015	Change in %
<b>Mercedes-Benz</b>	170,625	151,134	+12.9	818,175	728,737	+12.3
of which:*						
A-/B-Class	36,663	34,353	+6.7	179,238	162,400	+10.4
C-Class	39,653	34,748	+14.1	184,323	183,291	+0.6
E-Class	21,889	25,287	-13.4	111,585	121,562	-8.2
S-Class	7,556	9,523	-20.7	36,913	47,404	-22.1
SUVs**	58,517	41,210	+42.0	277,366	188,918	+46.8
Sports Cars	1,997	3,382	-41.0	11,297	13,576	-16.8
V-Class	4,350	2,631	+65.3	17,453	11,586	+50.6
<b>smart</b>	12,822	11,142	+15.1	60,363	50,835	+18.7
<b>Mercedes-Benz Cars</b>	183,447	162,276	+13.0	878,538	779,572	+12.7
<b>Europe</b>	84,508	73,771	+14.6	405,416	356,089	+13.9
of which: Germany	26,808	25,224	+6.3	129,107	120,452	+7.2
<b>NAFTA</b>	34,818	35,529	-2.0	159,257	160,352	-0.7
of which: USA	29,666	30,476	-2.7	136,440	139,814	-2.4
<b>Asia/Pacific</b>	59,476	47,595	+25.0	292,206	237,086	+23.2
of which: Japan	4,870	4,316	+12.8	27,625	26,356	+4.8
of which: China (incl. Hong Kong)	39,931	28,820	+38.6	187,838	139,783	+34.4

\* incl. derivatives

\*\* incl. GLA

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 worsening of the sovereign-debt crisis in the euro zone; an increase in political tension in Eastern Europe; 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; 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 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.

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