

Investor Relations Release

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Mercedes-Benz posts 63rd consecutive sales record in May

- Mercedes-Benz sold 198,187 vehicles worldwide, setting a new record in May (+2.3%).
- Best-ever sales in Asia-Pacific region: around 80,000 cars delivered and 10.2% growth in May
- New record of nearly 70,000 SUVs sold in May (+4.3%)

Stuttgart –Mercedes-Benz sold more vehicles around the world last month than ever before in a May: A total of 198,187 cars with the three-pointed star were handed over to customers (+2.3%). The premium brand thus achieved best-ever unit sales for the 63rd month in succession. In the first five months of this year, 985,063 units were sold, which is 5.4% more than in the prior-year period. Mercedes-Benz was the premium brand with the most new registrations in May in countries including Germany, France, Belgium, Portugal, Greece, USA, Canada, Brazil, South Korea, Japan and Australia.

“The 63rd record month in succession demonstrates our customers’ trust in first-class products from Mercedes-Benz. This enables us to further expand our strong position in the premium segment. This May, we delivered more than 198,000 vehicles, which is more than in any May before,” stated Britta Seeger, Member of the Board of Management of Daimler AG responsible for Mercedes-Benz Cars Marketing and Sales. “Our SUVs are particularly popular with our customers. Worldwide, nearly 350,000 units sold since the beginning of the year is an incredible result; never before have we delivered so many SUVs to our customers in the first five months of a year. We are especially looking forward to the launch of the new G-Class. With our offroad icon, we will continue the success story of the SUVs in June.”

Mercedes-Benz unit sales by region and market

In **Europe**, sales of 393,977 Mercedes-Benz cars in the period of January to May were around the very high prior-year level (+0.1%). This means that Mercedes-Benz posted the highest unit sales ever in Europe in the first five months of a year. The brand delivered 81,011 vehicles to customers this May (-4.1%). In Germany, the domestic market, 125,817 cars with the three-pointed star were sold since the beginning of the year (+2.6%). In the markets France, Spain, Sweden, Poland and Denmark, the brand posted its highest ever unit sales in the first five months and also in May – as well as in Hungary, where furthermore a significant double-digit growth was achieved.

Unit sales in the **Asia-Pacific** region increased by 10.2% last month to a new high of 79,481 Mercedes-Benz cars delivered. Since the beginning of the year, the brand achieved double-digit growth in the region with sales of 408,844 cars (+13.6%), thus setting a new record. More units were sold than ever before also in China, where 56,066 customers were delighted to receive their new car with the star last month (+12.1%). Since May, the E-Class Cabrio and the S-Class Coupé have also been sold in China. New records were posted last month also in the markets South Korea, Japan and Australia. In South Korea, an important market for AMG, a racetrack was given the brand name “AMG Speedway” in May. The 4.3-kilometre track near Seoul, the capital, is the world’s first racetrack with AMG branding.

In the **NAFTA** region, 32,614 customers took delivery of their new Mercedes-Benz cars in May (+0.9%) and 159,132 in the first five months (+0.4%). Accordingly the brand slightly exceeded the very high level of the previous year. Sales in the USA totalled 26,976 vehicles in May (+0.3%) and were over the prior-year level as well. In Canada (+1.8%) and Mexico (+7.1%), Mercedes-Benz set new sales records in the first five months of the year.

Mercedes-Benz unit sales by model

Demand for the **SUVs** from Mercedes-Benz, especially the GLC, was once again very high last month. With an increase of 4.3% to sales of 69,340 units, more SUVs were sold than ever before in a May. A new sales record was set also for the first five months of the year: 349,119 customers decided in favour of an SUV with the three-pointed star in that period (+11.1%). With the start of production of the new G-Class in Graz, Austria, last month, the success story of the iconic SUV is being continued. More than 300,000 units have been handed over to customers since the launch of the first model of the G-Class in 1979.

The **E-Class** also contributed to the brand’s success with record sales: Since the beginning of the year, 152,618 units of the Saloon and the Estate were sold (+2.5%). Demand in the month of May was particularly strong for the long-wheelbase version of the E-Class, which is sold in China and India. Double-digit growth (23.5%) in sales of that model led to a new record.

The popularity of the new **S-Class** is unbroken: Mercedes-Benz sold 6,646 units of the luxury saloon in May (+17.1%) and 36,314 customers decided in favour of the brand’s flagship since January (+26.3%). Demand for the S-Class Saloon was very high in all regions of the world: Unit sales increased by a double-digit percentage in the first five months of the year not only in Europe, but also in the Asia-Pacific region and the NAFTA region.

smart

The current generation of the smart fortwo has already been on the market for four years. This May, the company delivered 11,609 units of the smart brand to customers (-4.9%).

Sales in the first five months totalled 52,463 units (-8.5%). The smart was especially popular in the months of January to May in the German domestic market, where sales increased at a double-digit rate, as they did in Europe also in Belgium and the Netherlands. The changeover

of the smart into a purely electric brand is going ahead at full speed – never before were so many units of the smart EQ fortwo and forfour models sold in the first five months of a year as in 2018.

Overview of sales by Mercedes-Benz Cars

	May 2018	Change in %	Jan. – May 2018	Change in %
Mercedes-Benz	198,187	+2.3	985,063	+5.4
smart	11,609	-4.9	52,463	-8.5
Mercedes-Benz Cars	209,796	+1.9	1,037,526	+4.6
Mercedes-Benz unit sales in the region/market				
Europe	81,011	-4.1	393,977	+0.1
- thereof Germany	26,252	-4.2	125,817	+2.6
Asia-Pacific	79,481	+10.2	408,844	+13.6
- thereof China	56,066	+12.1	283,219	+16.7
NAFTA	32,614	+0.9	159,132	+0.4
- thereof USA	26,976	+0.3	132,657	-0.2

Note:

Mercedes-Benz's unit sales by region and market as well as by model represent merely an excerpt from Mercedes-Benz's total unit sales, it being possible for a model to be included in different segments.

With regard to Mercedes-Benz's total unit sales, there is no possibility of models being double-counted.

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; 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.

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