

Investor Relations Release

November 2, 2018

MERCEDES-BENZ USA REPORTS OCTOBER SALES of 27,537 UNITS

MBUSA posts 31,814, up 0.9% this month

ATLANTA – Mercedes-Benz USA (MBUSA) today reported October sales of 27,537 Mercedes-Benz models, a decrease of 4.9% from October 2017. Mercedes-Benz Vans reported best-ever October of 4,182 units (up 71.0%) and smart reported 95 units, bringing MBUSA to a grand total of 31,814 vehicles for the month (up 0.9%). On a year-to-date basis, sales of Mercedes-Benz vehicles totaled 252,921, with an additional 32,205 units for Vans and 1,054 vehicles for smart, bringing the sales volume to 286,180, a decrease of 5.1% from last year.

“With increased availability of our MY2019 models over the past weeks, we expect continued momentum in the final months of the year,” said Dietmar Exler, president and CEO of MBUSA.

Mercedes-Benz volume leaders in October included the GLC, C-Class and E-Class model lines. The GLC took the lead at 5,649, followed by C-Class sales of 5,581. The E-Class rounded out the top three with 4,186 units sold.

October sales of Mercedes-AMG high-performance totaled 1,000 units, with 21,738 vehicles sold year-to-date.

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 9,909 vehicles in October, an increase of 30.6% when compared to the same month last year (7,589). On a year-to-date basis, MBCPO sold 105,478 vehicles, an increase of 10.7% over 2017 (95,266).

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 and tariff regulations; 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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MERCEDES-BENZ USA
Sales -- October 2018

Mercedes-Benz Passenger Vehicles	Oct-18	Oct-17	Monthly %	YTD 2018	YTD 2017	Yearly %
B-CLASS	1	59	-	134	602	-77.7%
CLA	1,868	1,814	3.0%	19,016	16,506	15.2%
C-CLASS	5,581	5,996	-6.9%	47,833	64,946	-26.3%
E-CLASS/CLS	4,186	4,681	-10.6%	36,199	41,192	-12.1%
S-CLASS	1,486	1,228	21.0%	11,820	11,901	-0.7%
SLC	186	192	-3.1%	1,692	2,380	-28.9%
SL	218	331	-34.1%	1,787	2,406	-25.7%
AMG GT	79	245	-67.8%	1,286	1,144	12.4%
GLA	2,093	2,219	-5.7%	19,328	19,236	0.5%
GLC	5,649	4,245	33.1%	56,234	37,134	51.4%
GLE	3,671	4,817	-23.8%	38,288	43,858	-12.7%
GLS	2,142	2,920	-26.6%	16,547	26,381	-37.3%
G-CLASS	377	208	81.3%	2,757	3,519	-21.7%
TOTAL	27,537	28,955	-4.9%	252,921	271,205	-6.7%
Vans ¹	4,182	2,446	71.0%	32,205	27,673	16.4%
smart	95	140	-32.1%	1,054	2,775	-62.0%
MBUSA Combined Total	Oct-18	Oct-17	Monthly %	YTD 2018	YTD 2017	Yearly %
GRAND TOTAL	31,814	31,541	0.9%	286,180	301,653	-5.1%

¹ Mercedes-Benz, Freightliner Sprinter and Metris Vans are sold and marketed in the U.S. by Mercedes-Benz USA and Daimler Vans USA, respectively.