

Investor Relations Release

May 10, 2019

Mercedes-Benz sells about 182,000 vehicles worldwide in April

- Mercedes-Benz sold 181,936 automobiles worldwide last month (-5.5%).
- In the first four months of the year, 742,809 cars with the three-pointed star were handed over to customers (-5.6%).
- Sales in China increased to a new high of 232,050 units for the period of January to April (+2.2%).
- Positive sales momentum from the ongoing success of the new A-Class: More than 49,000 compact cars were delivered worldwide in April (+6.0%).
- Global sales of smart increased by 14.3% to 11,573 units in April.
- The Mercedes-Benz EQC (combined power consumption: 20.8 – 19.7 kWh/100 km; combined CO2 emissions: 0 g/km)* can be ordered since May 6.

Stuttgart. Mercedes-Benz delivered 181,936 cars in April (-5.5%) and a total of 742,809 in the first four months of the year (-5.6%). The ongoing sales success of the new A-Class resulted in worldwide growth for the compact cars in April (+6.0%). A contribution to this sales success came from the new A-Class Saloon, a further model complementing the compact-car entry into the world of premium saloon cars from Mercedes-Benz. Unit sales of SUVs were still dampened in April by the model changes. Mercedes-Benz Cars expects especially for the new SUV models increasing vehicle availability in the coming months and therefore additional growth opportunities in a highly competitive market environment. Since the beginning of the year, Mercedes-Benz has maintained its market leadership in the premium segment in Germany, UK, France, Switzerland, Sweden, Portugal, Poland, Denmark, Czech Republic, Australia and Canada.

“With the EQC sales launch on May 6, we have reached another milestone along the way to a new era at Mercedes-Benz: The EQC is the pioneer of our future Mercedes-Benz EQ vehicle portfolio,” said Britta Seeger, Member of the Board of Management of Daimler AG responsible for Mercedes-Benz Cars Marketing and Sales. “We are delighted not only with the first fully electric SUV from Mercedes-Benz, but also with strong demand for our new premium SUVs: The new model year of the GLC and GLC Coupé, and also the new GLS, have been available for order since April, and together with the GLE and our new compact cars will provide further momentum in the course of the year.”

*Electrical consumption and range have been determined on the basis of Regulation (EC) No. 692/2008. Electrical consumption and range depend on the vehicle configuration.

Mercedes-Benz unit sales by region and market

In **Europe**, 71,263 cars with the three-pointed star were delivered last month (-4.8%). In **Germany**, the region's core market, sales of 24,970 units in April were slightly below the high prior-year level (-1.3%). In the major markets of France and Russia, unit sales increased in both April and the first four months of the year. In France, Mercedes-Benz actually achieved a new record for January to April (+2.8%).

In the **Asia-Pacific** region, Mercedes-Benz sold 79,125 vehicles (-1.4%). In **China**, the region's core market, sales continued to grow and reached a new high of 232,050 units in the first four months of the year (+2.2%). Unit sales were at a new record level also in April, with deliveries of 57,707 vehicles (+0.8%). In Singapore and Vietnam, unit sales increased at double-digit rates in the first four months and also reached new record levels.

A total of 111,668 units were sold in the **NAFTA** region from January to April (-11.7%). In the region's core market, the **USA**, Mercedes-Benz sold a total of 22,949 vehicles with the star last month (-15.7%). Sales in the USA in the first four months totalled 94,120 units (-10.9%).

Mercedes-Benz unit sales by model

Following sales growth in March, worldwide unit sales of the **compact cars** increased also in April: More than 49,000 units sold represents an increase of 6.0% for the A- and B-Class, CLA, CLA Shooting Brake and GLA. Worldwide unit sales of the new A-Class continued to grow by a strong double-digit rate in April (+45.3%). The B-Class achieved sales growth in the first four months of the year in the major markets UK and Spain.

With sales of more than 138,000 units in April, the **C-Class Saloon and Estate** reached the high prior-year level (-0.8%). Sales of the long-wheelbase version of the C-Class Saloon were higher than ever before in the past four months (+10.9%). Sales of the C-Class Estate in the period of January to April increased in markets including Germany, Japan and Belgium.

With deliveries of about 60,000 units of the GLA, GLC, GLC Coupé, GLE, GLE Coupé, GLS and G-Class models, sales of **SUVs** in April were below the high prior-year level due to model changes (-12.7%). The new G-Class was popular among customers around the world, with strong double-digit growth rates to highs in both April and the past four months.

smart

In April, 11,573 customers worldwide were delighted to receive their new two-door or four-door urban microcars from the **smart** brand – an increase of 14.3%. The two-door and four-door smart models were especially popular in Europe last month. Unit sales in this region increased by 25.8%, partially driven by double-digit growth rates in Germany, Italy, France, Switzerland, Belgium and Austria. Unit sales by smart in Germany reached a new record in the past four months (+16.2%).

Overview of Mercedes-Benz Cars unit sales

	April 2019	Change in %	Year to April 2019	Change in %
Mercedes-Benz	181,936	-5.5	742,809	-5.6
smart	11,573	+14.3	38,621	-5.5
Mercedes-Benz Cars	193,509	-4.5	781,430	-5.6
Mercedes-Benz unit sales in the regions/markets				
Europe	71,263	-4.8	295,941	-5.4
- thereof Germany	24,970	-1.3	95,512	-4.1
Asia-Pacific	79,125	-1.4	319,121	-3.1
- thereof China Mainland	57,707	+0.8	232,050	+2.2
NAFTA	27,557	-16.9	111,668	-11.7
- thereof USA	22,949	-15.7	94,120	-10.9

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 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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