

Investor Relations Release

October 7, 2019

Mercedes-Benz achieves new September record and best-ever third quarter

- **223,838 vehicles with the three-pointed star were sold worldwide in September - a new record for this month due to a double-digit growth (+10.4%).**
- **Car deliveries from Mercedes-Benz rose worldwide from July to September with 590,514 units to a new record for the third quarter (+12.2%). In China, the Stuttgart-based company with the star even achieved with 181,233 units the best quarter of all time (+12.9%).**
- **Return to sales growth in the year to date: 1,725,243 Mercedes-Benz cars were handed over to customers until September (+0.6%).**
- **“We have posted the best-ever third quarter for Mercedes-Benz – a strong team performance of which we are extremely proud, especially in these challenging times,” said Britta Seeger, Member of the Board of Management of Daimler AG responsible for Mercedes-Benz Cars Marketing and Sales.**

Stuttgart. Mercedes-Benz achieved a new September record last month with 223,838 vehicles sold worldwide (+10.4%). From July to September, a total of 590,514 cars with the three-pointed star were sold, which is the best third quarter in the company's history (+12.2%). Within just three months, Mercedes-Benz also reversed its sales trend since the beginning of 2019. In the year to September, deliveries increased by 0.6% to a total of 1,725,243 vehicles. The segment of compact cars was one of the key drivers: new sales records with double-digit growth rates were achieved from January to September as well as in the month. The established C-, E- and S-Class Saloons also posted sales increases worldwide in September. Since the beginning of the year, Mercedes-Benz maintained its market leadership in the premium segment in markets including Germany, UK, France, Belgium, Switzerland, Portugal, Denmark, Turkey, South Korea, Japan, Australia, Thailand, Canada, Republic of South Africa and other markets.

“We have posted the best-ever third quarter for Mercedes-Benz – a strong team performance of which we are extremely proud, especially in these challenging times,” said Britta Seeger, Member of the Board of Management of Daimler AG responsible for Mercedes-Benz Cars Marketing and Sales. “In the year-end spurt, we want to further consolidate our ambition to remain the world’s leading premium automobile brand. Despite the highly competitive environment, we assume that Mercedes-Benz retail unit sales will increase slightly in the full year.”

Mercedes-Benz unit sales by region and market

In the **Europe** region, 99,092 Mercedes-Benz vehicles were handed over to customers last month (+8.2%). Unit sales since beginning of this year rose for the first time in this region in 2019, with 692,533 units representing an increase of 0.5%. In the core market of **Germany**, double-digit growth was achieved for the third consecutive month and a total of 28,397 cars with the star were delivered (+24.7%). From January to September, 228,737 vehicles of the Stuttgart-based company with the star were delivered in the domestic market (+5.0%). Despite a challenging market environment, Mercedes-Benz was able to increase slightly its unit sales in the United Kingdom once again in September. Since the beginning of the year, new sales records have been set in France, Belgium, Switzerland, Poland, Denmark and Hungary.

Mercedes-Benz sold a total of 88,676 vehicles in the **Asia-Pacific** region last month (+17.6%). Sales in the first nine months of the year totalled 731,279 units (+2.3%), so new records were achieved in both September and in that period. The Stuttgart-based company with the star also set new sales records in its core market of **China** in both September and the year to date: 61,664 cars were delivered last month (+12.9%) and 525,890 units were sold since the beginning of the year, an increase of 5.0%. Furthermore, the past three months were the best quarter of all time in China with 181,233 units sold (+12.9%). From January to September, more Mercedes-Benz vehicles than ever before were delivered in South Korea, Vietnam and Singapore.

Sales in the **NAFTA** region grew for the third month in succession with 31,819 units sold (+1.7%). In the core market of the **United States**, sales also increased to 27,433 vehicles of Mercedes-Benz (+4.8%). In the year to September, sales thus continued to approach the previous year's volume (-0.5%). Deliveries in Canada also increased last month.

Mercedes-Benz unit sales by model

More than 72,700 units of the A- and B-Class, CLA Coupe, CLA Shooting Brake and GLA were delivered last month – more **compact cars** than in any month before (+17.7%). In addition to the new A-Class Saloon, the new B-Class and the new CLA Coupe have been key drivers for the growth of the compact models, especially in Europe. Both models, the B-Class and the CLA Coupe, achieved significant double-digit sales growth in Europe last month. In the first nine months of the year, worldwide unit sales of the compact car segment also reached a new record of more than 489,600 units (+10.6%).

The **E-Class Saloon and Estate** models posted an 11.8% increase in September with about 33,800 vehicles delivered. The E-Class Saloon set new sales records both in September (+15.2%) and since the beginning of the year (+2.1%). In the Asia-Pacific region and the Chinese and South Korean markets, sales of the E-Class Saloon reached record levels in September and the first nine months of the year.

With more than 5,700 units delivered worldwide last month, the **S-Class Saloon** achieved a significant increase in deliveries (11.1%). Much of the strong double-digit growth came from the Chinese market, where, due to its ongoing popularity, the S-Class Saloon set a new record for deliveries in September. Sales in the United States also increased significantly with a double-digit growth last month.

smart

In the first nine months of the year, 87,776 vehicles of the smart brand were delivered worldwide (-8.9%). From January to September, smart unit sales in Europe increased by 2.8%. In Germany, double-digit growth rates were achieved in deliveries of the two- and four-door urban microcars in both September and the year to September. At the 2019 Frankfurt Motor Show, smart showed its visually and digitally completely revised fortwo and forfour models. Progressive design meets intelligent connectivity and solely local emission-free, battery-powered drive. As the first brand to completely switch its portfolio to electric drive, smart is returning to its original brand core.

Overview of Mercedes-Benz Cars unit sales

	September 2019	Change in %	Year to September 2019	Change in %
Mercedes-Benz	223,838	+10.4	1,725,243	+0.6
smart	7,286	-32.8	87,776	-8.9
Mercedes-Benz Cars	231,124	+8.2	1,813,019	+0.1
Mercedes-Benz unit sales in the regions/markets				
Europe	99,092	+8.2	692,533	+0.5
- thereof Germany	28,397	+24.7	228,737	+5.0
Asia-Pacific	88,676	+17.6	731,279	+2.3
- thereof China Mainland	61,664	+12.9	525,890	+5.0
NAFTA	31,819	+1.7	265,147	-2.5
- thereof USA	27,433	+4.8	224,212	-0.5

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.

If you have any questions, please contact our Investor Relations Team:

<https://www.daimler.com/investors/services/contacts.html>

E-mail: ir.dai@daimler.com

Fax: +49 (0) 711 17 94075

For an overview of major roadshows and conferences please see:

<https://www.daimler.com/investors/events/roadshows>